



榮陽實業集團有限公司 PanAsialum Holdings Company Limited

(incorporated in the Cayman Islands with limited liability)

Stock Code : 2078

GLOBAL OFFERING



Joint Global Coordinators and Joint Sponsors (in alphabetical order)

HSBC  J.P. Morgan

Joint Bookrunners

HSBC  J.P. Morgan  農銀國際
ABC INTERNATIONAL  UBS

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HSBC  J.P. Morgan  農銀國際
ABC INTERNATIONAL  UBS  交銀國際
BOCOM International  CICC
中金香港証券  PLATINUM
Securities

IMPORTANT

If you are in any doubt about any of the contents of this prospectus, you should obtain independent professional advice.



PanAsialum Holdings Company Limited

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(incorporated in the Cayman Islands with limited liability)

GLOBAL OFFERING

Number of Offer Shares : 300,000,000 Shares (subject to the Over-allotment Option)
Number of Hong Kong Offer Shares : 30,000,000 Shares (subject to reallocation)
Number of International Offer Shares : 270,000,000 Shares (subject to reallocation and the Over-allotment Option)
Maximum Offer Price : HK\$4.50 per Offer Share, plus brokerage of 1%, Stock Exchange trading fee of 0.005% and SFC transaction levy of 0.003%, payable in full on application subject to refund on final pricing
Nominal value : HK\$0.10 per Share
Stock code : 2078

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 PLATINUM
Securities

Hong Kong Exchanges and Clearing Limited, The Stock Exchange of Hong Kong Limited and Hong Kong Securities Clearing Company Limited take no responsibility for the contents of this prospectus, make no representation as to its accuracy or completeness, and expressly disclaim any liability whatsoever for any loss howsoever arising from or in reliance upon the whole or any part of the contents of this prospectus.

A copy of this prospectus, having attached thereto the documents specified in Appendix VII "Documents Delivered to the Companies Registry and Available for Inspection" to this prospectus, has been registered by the Companies Registry in Hong Kong as required by section 342C of the Companies Ordinance of Hong Kong (Chapter 32 of the Laws of Hong Kong). The Securities and Futures Commission and the Companies Registry in Hong Kong take no responsibility for the contents of this prospectus or any other document referred to above.

The Offer Price is expected to be fixed by agreement between the Joint Bookrunners (on behalf of the Underwriters) and us on the Price Determination Date. The Price Determination Date is expected to be on or about January 29, 2013 and, in any event, not later than January 30, 2013. The Offer Price will be not more than HK\$4.50 and is currently expected to be not less than HK\$3.46. Applicants for Hong Kong Offer Shares are required to pay, on application, the maximum offer price of HK\$4.50 for each Hong Kong Offer Share, together with brokerage of 1%, SFC transaction levy of 0.003% and Stock Exchange trading fee of 0.005%, subject to refund if the Offer Price should be lower than HK\$4.50. If, for any reason, the Joint Bookrunners (on behalf of the Underwriters) and us are unable to reach an agreement on the Offer Price, the Global Offering will not proceed and will lapse.

The Joint Bookrunners (on behalf of the Underwriters, and with our consent) may reduce the number of Offer Shares and/or the indicative offer price range stated in this prospectus at any time prior to the morning of the last day for lodging applications under the Hong Kong Public Offering. In such a case, a notice of the reduction in the number of Offer Shares and/or the indicative offer price range will be published in the South China Morning Post (in English) and Hong Kong Economic Times (in Chinese) and on the websites of the Company and the Stock Exchange not later than the morning of the last day for lodging applications under the Hong Kong Public Offering. If applications for Hong Kong Offer Shares have been submitted prior to the day which is the last day for lodging applications under the Hong Kong Public Offer, such applications can be subsequently withdrawn if the number of Offer Shares and/or the indicative Offer Price range is so reduced. Further details are set forth in the sections entitled "Structure of the Global Offering—The Hong Kong Public Offering" and "How to Apply for Hong Kong Offer Shares" in this prospectus.

The obligations of the Hong Kong Underwriters under the Hong Kong Underwriting Agreement to subscribe for, and to procure applicants for the subscription for, the Hong Kong Offer Shares are subject to termination by the Joint Global Coordinators (on behalf of the Hong Kong Underwriters) if certain grounds arise prior to 8:00 a.m. on the day that trading in the Shares commences on the Stock Exchange. Such grounds are set out in the section entitled "Underwriting—Underwriting Arrangements and Expenses—Hong Kong Public Offering—Grounds for Termination" in this prospectus. It is important that you refer to that section for further details.

Prior to making an investment decision, prospective investors should consider carefully all the information set forth in this prospectus, including but not limited to the risk factors set forth in the section entitled "Risk Factors" in this prospectus.

The Offer Shares have not been and will not be registered under the U.S. Securities Act or any state securities laws of the United States and may not be offered, sold, pledged or transferred within the United States, or for the account or benefit of U.S. persons, except that the Offer Shares may be offered, sold or delivered to qualified institutional buyers in the United States in reliance on an exemption from registration under the U.S. Securities Act provided by, and in accordance with the restrictions of, Rule 144A or another available exemption from registration under the U.S. Securities Act or outside the United States in offshore transactions in accordance with Rule 903 or Rule 904 of Regulation S.

January 23, 2013

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IMPORTANT NOTICE TO INVESTORS

This prospectus is issued by PanAsialum Holdings Company Limited solely in connection with the Hong Kong Public Offering and does not constitute an offer to sell or a solicitation of an offer to buy any security other than the Hong Kong Offer Shares offered by this prospectus pursuant to the Hong Kong Public Offering. This prospectus may not be used for the purpose of, and does not constitute, an offer or invitation in any other jurisdiction or in any other circumstances. No action has been taken to permit a public offering of the Offer Shares or the distribution of this prospectus in any jurisdiction other than Hong Kong.

You should rely only on the information contained in this prospectus and the Application Forms to make your investment decision. We have not authorized anyone to provide you with information that is different from what is contained in this prospectus. Any information or representation not made in this prospectus must not be relied on by you as having been authorized by us, the Joint Global Coordinators, Joint Sponsors, Joint Bookrunners and Joint Lead Managers, any of the Underwriters, any of our or their respective directors, officers or representatives or any other person or party involved in the Global Offering.

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SUMMARY AND HIGHLIGHTS

This summary aims to give you an overview of the information contained in this prospectus. As this is a summary, it does not contain all the information that may be important to you. You should read this prospectus in its entirety before you decide to invest in our Shares. There are risks associated with any investment. Some of the particular risks in investing in our Shares are set out in the section entitled "Risk Factors" beginning on page 31 of this prospectus. You should read that section carefully before you decide to invest in our Shares.

Overview

We are a fast-growing aluminum products manufacturer based in Guangdong Province, China, with a large and diverse portfolio of high-quality products. During the Track Record Period, we had an increasing focus on high-value-added high-precision aluminum parts for cutting-edge electronic products, complemented by aluminum extrusion products for a variety of industries which contributed stable revenue. We have established sales channels and market presence in the PRC, Hong Kong and overseas. We have achieved significant growth in recent years. For the years ended September 30, 2010, 2011 and 2012, we recorded revenue of HK\$1,366.9 million, HK\$2,090.6 million and HK\$2,437.0 million, respectively, representing a CAGR of 33.5%, and profit for the year of HK\$86.7 million, HK\$260.3 million and HK\$357.1 million, respectively, representing a CAGR of 102.9%.

We currently manufacture three categories of products: Electronics Parts, Branded OPLV Products and Construction and Industrial Products. The following table sets out our revenue by product category for the periods indicated:

	Year ended September 30,					
	2010		2011		2012	
	(HK\$ in millions, except percentages)					
Revenue						
Electronics Parts	119.8	8.8%	791.5	37.9%	1,143.5	46.9%
Branded OPLV Products	129.4	9.4%	182.7	8.7%	258.2	10.6%
Construction and Industrial Products	1,117.7	81.8%	1,116.4	53.4%	1,035.3	42.5%
Total	<u>1,366.9</u>	<u>100.0%</u>	<u>2,090.6</u>	<u>100.0%</u>	<u>2,437.0</u>	<u>100.0%</u>

Electronics Parts. Our products in the Electronics Parts category include aluminum parts for some of the world's most popular portable consumer electronic products by a leading global consumer electronics designer, including its popular multimedia tablets and laptop computers, which are housed in distinctive aluminum unibody chassis. We supply such parts to the Foxconn Companies, which are major contract manufacturers for such designer. We are currently the only external supplier to the Foxconn Companies that fabricates the aluminum unibody chassis for the popular multimedia tablets, employing advanced CNC machining centers. We commenced operations of a plant dedicated to CNC processing in October 2011, and made our first shipment of the unibody chassis to the Foxconn Companies in November 2011. As of the Latest Practicable Date, we had an annualized processing capacity of 45.7 million units of such unibody chassis. Since 2009, we have also supplied the Foxconn Companies with aluminum plates of required specifications, which they further process into unibody chassis for the multimedia tablets, as well as the laptop computers, in-house. Our Electronics Parts also include aluminum components for personal computers or other electronic devices, mostly heat sink products, supplied to the Foxconn Companies and other customers. Primarily driven by sales of the aluminum plates and unibody chassis to the Foxconn Companies, our Electronics Parts sales revenue experienced significant growth since 2011, which accounted for most of our revenue growth for the same period. Our Electronics Parts sales revenue amounted to HK\$791.5 million and HK\$1,143.5 million for the years ended September 30, 2011 and 2012, respectively, compared to HK\$119.8 million for the year ended September 30, 2010.

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Branded OPLV Products. Our Branded OPLV Products comprise mid- to high-end integrated aluminum door and window systems, which we have manufactured and sold under the “OPLV” (澳普利發) brand since 2008, primarily through our OPLV Distributors in China. We also sell some of our Branded OPLV Products directly to end-customers, generally through referrals from OPLV Distributors. Over a relatively short period of time, we have substantially grown revenue from Branded OPLV Products and developed a broad distribution network, comprising 577 active OPLV Distributors in 27 provinces across China as of September 30, 2012. We believe that we have developed a strong OPLV brand where we market our Branded OPLV Products by enforcing uniform sales and marketing strategies through our OPLV Distributors. We also believe that our Branded OPLV Products, which are designed as integrated systems, provide our customers with a valuable alternative to conventional aluminum door and window frames marketed in China that are sold in bulk to the construction and home remodeling industries.

Construction and Industrial Products. Our Construction and Industrial Products are primarily components and materials used for exterior and interior architectural decoration and furnishings and in various other industries. Prior to 2011, Construction and Industrial Products accounted for a majority of our total sales revenue. Since 2011, with the significant growth in our Electronics Parts segment, our reliance on Construction and Industrial Products gradually declined, but they have nevertheless remained an important part of our product portfolio. We have made substantial sales of our Construction and Industrial Products in the PRC and Hong Kong as well as overseas markets, including Australia, Canada, the United States, South Africa and Malaysia. According to ICIS Consulting, our exports accounted for 51%, 43% and 55% of all Chinese aluminum extrusion exports to Australia by weight during each of the years ended September 30, 2010, 2011 and 2012, respectively.

The following table sets out our gross profit and gross profit margin by product category for the periods indicated:

	Year ended September 30,					
	2010		2011		2012	
	(HK\$ in millions, except percentages)					
Electronics Parts	9.3	7.7%	183.0	23.1%	317.5	27.8%
Branded OPLV Products	32.3	24.9%	43.7	23.9%	58.6	22.7%
Construction and Industrial Products	250.3	22.4%	278.0	24.9%	238.8	23.1%
Total	291.9	21.4%	504.7	24.1%	614.9	25.2%

The profitability of our Electronics Parts business increased substantially during the Track Record Period, particularly since 2011, as we manufactured and sold more high-value-added high-precision parts for cutting-edge electronic products. The varying and fluctuating levels of profitability of our Construction and Industrial Products in different markets through different periods are primarily a consequence of the local competitive landscape, regulatory environment and our business strategies in the respective markets over time. See “Financial Information” beginning on page 170 in this prospectus for a detailed analysis of our gross profit and gross profit margin.

Our Relationship with the Foxconn Companies

During the Track Record Period, we derived 34.0% of our total revenue from sales to the Foxconn Companies*, which are among the largest contract manufacturers of electronic products in the world. In particular, the Foxconn Companies are among the largest suppliers to a leading global consumer electronics designer, assembling for it various popular product lines such as multimedia

* For the avoidance of confusion, as of the date of this prospectus, we understand from public information that Hon Hai Precision Industry Co., Ltd owns a majority interest in Foxconn International Holdings Limited, a company listed on the Main Board (Stock Code: 2038), and we have not had a trade relationship with Foxconn International Holdings Limited and its subsidiaries during the Track Record Period and up to the Latest Practicable Date.

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tablets, laptop computers, desktop computers and smartphones. We have maintained a business relationship with the Foxconn Companies for over 12 years and supplied to them products with increasing variety and technical complexity. We are one of their major aluminum parts suppliers. During the Track Record Period, we supplied the Foxconn Companies, all based in the PRC, with the various types of products, all of which were in our Electronics Parts product category, including (i) unibody chassis and plates for multimedia tablets; (ii) plates for laptop computers; and (iii) heat sinks and other products. We have recently begun supplying the Foxconn Companies with aluminum cases for miniature desktop computers.

For the years ended September 30, 2010, 2011 and 2012, our aggregate sales revenue from the Foxconn Companies amounted to HK\$107.2 million, HK\$786.2 million and HK\$1,113.0 million, respectively, accounting for 7.9%, 37.6% and 45.7% of our total sales revenue for the same years, respectively. Both increasing trends are attributable to the enlarged orders for the plates and unibody chassis since 2011.

We have historically supplied products to the various Foxconn Companies under individual orders, and did not enter into any formal agreement with them prior to July 2011. In July 2011, we entered into a five-year agreement with the Foxconn Companies, which we believe is typical in our industry for significant suppliers to the Foxconn Companies. As advised by Jingtian & Gongcheng, our PRC legal advisers, the agreement is legally binding upon both parties. It does not specify the types or quantities of products to be transacted, nor does it include any pricing terms or minimum purchase requirements on the Foxconn Companies. It is legally binding insofar as it establishes the mechanism through which we may consummate individual sales transactions with them, with various undertakings and subject to certain other obligations binding on us or the Foxconn Companies.

Since the Foxconn Companies are a major customer to us, we have granted it credit periods. We extended such credit period from 45 days to 60 days on September 1, 2011 and further to 90 days on December 1, 2011 as our trade relationship with the Foxconn Companies continued to strengthen. As of September 30, 2010, 2011 and 2012, the balance of our aggregate trade receivables from the Foxconn Companies amounted to HK\$26.4 million, HK\$152.9 million and HK\$415.3 million, respectively, accounting for 7.3%, 29.2% and 51.0% of our total trade receivable balances as of the same dates, respectively. The increasing trends are in line with our significantly increased sales to the Foxconn Companies and the longer credit term.

Going forward, we expect to continue to supply to the Foxconn Companies unibody chassis for multimedia tablets, plates for multimedia tablets and laptop computers and heat sink products. In addition, we currently have preliminary plans to manufacture certain new products to supply to the Foxconn Companies, including aluminum cases and stands for integrated desktop computers and aluminum unibody chassis for the popular laptop computers.

As the volume and variety of orders grow, we believe we have become an increasingly important supplier to the Foxconn Companies, particularly with respect to certain end-products by the leading global designer. For example, the Foxconn Companies estimate that the aluminum unibody chassis and plates supplied by us for purposes of the multimedia tablets accounted for over 50% of such devices assembled by the Foxconn Companies since the year ended September 30, 2011. As such, in the fast-paced global consumer electronics supply chain, we believe our business relationship with the Foxconn Companies will remain stable and continue to strengthen. However, we have a relatively short history of supplying the Foxconn Companies on such a large scale, and we cannot assure you that our historical growth in sales to the Foxconn Companies will continue.

Through our relationship with the Foxconn Companies, we believe we have accumulated valuable experience and technical expertise with respect to high-precision and high-quality aluminum products and established name recognition in the industry, particularly the consumer electronics sector. We believe we are among a few manufacturers in our industry in China that employ the advanced CNC machining centers to produce aluminum parts for some of the world's most popular consumer

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electronic devices on a large scale. If, however, there should be any unforeseen decrease in purchase orders from the Foxconn Companies, we intend to carry out a number of contingency measures to seek cooperation with other manufacturers in the broad consumer electronics industry to supply high-precision aluminum parts. We are confident that we would be able to establish alternative customer relationships based on our technical expertise and experience, existing large-scale production capacity (particularly CNC processing capacity) and our reputation and track record as a supplier to the Foxconn Companies. Our relevant production facilities (including CNC machining centers, most of which were purchased from the Foxconn Companies and all of which are currently devoted to manufacturing parts to supply to the Foxconn Companies) are capable of being re-programmed and re-deployed to produce the alternative products for new customers.

For further details, see “Business—Our Products—Electronics Parts—Relationship with the Foxconn Companies” beginning on page 110 of this prospectus.

Export Sales of Construction and Industrial Products

We have derived a substantial portion of our revenue and profit from the export of our Construction and Industrial Products to overseas markets. During the Track Record Period, certain governments, including those in Australia, Canada and the United States, instituted investigations and imposed anti-dumping and countervailing duties on Chinese aluminum extrusion products exported to such countries. Such duties, which are payable by the importers in the respective countries when the affected products enter such countries, effectively increased the prices of our products and put us at a disadvantage relative to local producers. As a result, our sales to Canada and the United States fell substantially during the Track Record Period and we have withdrawn from the U.S. market. The anti-dumping and countervailing duties imposed in Australia, our largest export market during the Track Record Period, were substantially lower than those imposed in Canada or the United States, leaving a lesser impact on our exports to Australia. A strong Australian dollar during the relevant period also helped maintain our revenue growth from Australian sales. Nevertheless, in terms of sales volume, our sales to Australia decreased in the year ended September 30, 2011 as compared to the year before. We have endeavored to and plan to continue to mitigate the impact of the anti-dumping and countervailing duties by encouraging importers in Australia and Canada to buy assembled, “ready-for-sale” (i.e., finished) goods from us which are under different customs codes from unfinished goods and not subject to the duties. We have also appealed against the imposition of the duties in Australia. The outcome of the currently ongoing legal proceedings, expected in the first half of 2013, may affect our future sales to Australia.

In the past, we had a number of subsidiaries in Australia and Canada through which we conducted sales to customers in the respective markets directly. Due to diminished prospects in these markets following the imposition of government trade measures and due to our strategic shift of business focus to opportunities in the Greater China market, especially the Electronics Parts business with the Foxconn Companies, we disposed of and dissolved the former subsidiaries in Australia and Canada during the Track Record Period. In Australia, our former subsidiaries included P & O Group and Oceanic. Immediately before the disposal of these subsidiaries, P & O Group was wholly owned by us and wholly owned P & O Rolled Products and five other operating subsidiaries in Australia; Oceanic was held as to 75% by Super Result Limited (“Super Result”), a company wholly owned by us, and as to 15% and 10% by Flying Century Limited and Win Win Way Limited, respectively, which we understand were wholly owned by Mr. Martin Yunzhong Chen, a director of P & O Group, P & O Rolled Products and Oceanic. We sold Super Result to Mr. Li Shuxiong on May 31, 2009, P & O Rolled Products to Smart Decision Trading Limited (“Smart Decision”) on December 30, 2009 and P & O Group to Joy Group Pacific Limited (“Joy Group”) on December 31, 2009. Mr. Li is a cousin of Mr. Marcus Pan and at the respective time of disposal, according to our knowledge, Smart Decision was owned by Mr. Li, Mr. Liu Zhifen, a director of P & O Group, and Zealweek Pty Limited, an Independent Third Party, as to 35%, 35% and 30%, respectively, and Joy Group was wholly owned by Mr. Liu. We understand that Mr. Li subsequently sold Super Result to Joy Group on December 31, 2009, as a result of which both P & O Group and Oceanic were owned by Joy Group, then owned by Mr. Liu. We

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understand that Joy Group was subsequently sold by Mr. Liu to an Independent Third Party on July 30, 2010, and in July 2010 and January 2012, Mr. Liu and Mr. Li sold all of their respective interests in Smart Decision to such Independent Third Party. We understand that, as of the Latest Practicable Date, this Independent Third Party, through its interests in Joy Group and Smart Decision, held the entire equity interests in P & O Group and Oceanic and 70% of the equity interest in P & O Rolled Products. See “Business—Our Products—Construction and Industrial Products—Relationship with P & O Group and Oceanic” beginning on page 119 in this prospectus.

After the disposals, the P & O Companies became our major customer in Australia. For the years ended September 30, 2010, 2011 and 2012, our revenue derived from sales to the P & O Companies amounted to HK\$402.0 million, HK\$624.0 million and HK\$629.1 million, respectively. As one of our major customers, we grant the P & O Companies a credit period of 90 days. The tables below set forth our trade receivables due from the P & O Companies as well as the overdue portion thereof as of the dates indicated and the corresponding trade receivables turnover days.

	As of September 30,			As of the Latest Practicable Date
	2010	2011	2012	
	(HK\$ in millions)			
Trade receivables due from the P & O Companies	247.3	284.8	348.7	305.2
Overdue portion	121.8	155.9	225.0	143.0

	Year ended September 30,			Three months ended December 31, 2012
	2010	2011	2012	
P & O Companies trade receivables turnover days ⁽¹⁾	112	156	184	167

Note:

(1) Calculated based on the average balance of trade receivables divided by revenue for the relevant year/period multiplied by the number of days in the relevant year. Average balance is calculated as the sum of the beginning balance and ending balance for the relevant year, divided by two.

We understand from the P & O Companies that their performance has been in line with the general aluminum extrusion industry in Australia, which has contracted during the Track Record Period. We also understand from the P & O Companies that their performance for 2012 is expected to be better than the year before, and that their financial position at the end of 2012 is expected to be not materially different from the year before.

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The following table sets forth a breakdown of gross profits and gross profit margins attributable to our sales to the different markets affected by the anti-dumping and countervailing duties, as well as those attributable to our various former subsidiaries, during the Track Record Period:

	Year ended September 30,					
	2010		2011		2012	
	(HK\$ in millions, except percentages)					
Gross profit and gross profit margin						
<i>Markets affected by duties</i>						
North America	17.1	14.3%	7.0 ⁽¹⁾	13.1%	3.1 ⁽²⁾	6.2%
Former subsidiaries ⁽³⁾	1.1	11.4%	0.8	8.8%	—	—
Other customers	16.0	14.6%	6.2	13.9%	3.1	6.2%
Australia	202.1	29.8%	234.5	32.0%	207.1	28.3%
Former subsidiaries ⁽⁴⁾	104.3	26.0%	181.8	29.1%	163.2	25.9%
Other customers	97.7	35.3%	52.7	48.5%	43.9	42.3%
<i>Unaffected markets</i>						
PRC	57.1	11.4%	238.9	20.3%	386.2	25.2%
Hong Kong	15.2	27.3%	22.1	22.9%	16.6	23.3%
Others ⁽⁵⁾	0.3	3.1%	2.2	6.5%	1.9	3.6%
Total	291.9	21.4%	504.7	24.1%	614.9	25.2%

Notes:

(1) Substantially all of the sales were made in Canada.

(2) All of the sales were made in Canada.

(3) Namely, PanAsia Aluminum (Toronto), which was disposed of by us on December 31, 2009 and subsequently dissolved on October 26, 2011.

(4) Namely, Oceanic, P & O Rolled Products and P & O Group, which were disposed of by us on May 31, December 30 and December 31, 2009, respectively.

(5) Include South Africa and Malaysia.

The above gross profit margins for other customers in Australia in the year ended September 30, 2011 were high primarily because (i) we began to sell assembled, “ready-for-sale” products to Australia not subject to the anti-dumping and countervailing duties in response to the duties and (ii) the prices included consultancy fees in relation to new product development, packaging, logistics and related arrangements. Additionally, the gross profit margins for sales to our former subsidiaries in Australia were not as high as for other customers due in part to volume discounts that we provide to the P & O Companies for their large-scale purchases of our products, and because the P & O Companies act as an Australian distributor for our products, on-selling semi-finished products to other Australian manufacturers, whereas most of our other customers in Australia purchase finished goods for sale to end-customers. The gross profit margin for sales to other customers in Australia decreased in the year ended September 30, 2012 as market competition increased and consultancy fees decreased after the consultant became less involved following the introduction of new products.

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The table below sets forth a profitability analysis of our sales to the P & O Companies and other customers in Australia by timing and by the various product types as indicated.

	Year ended September 30,					
	2010		2011		2012	
	(HK\$ in millions, except percentages)					
Gross profit and gross profit margin of Australia sales						
<i>Prior to imposition of duties</i>						
All goods	121.7	30.8%	—	—	—	—
<i>Post imposition of duties</i>						
Ready-for-sale goods (not subject to duties)	9.2	48.9%	44.3	52.2%	38.6	44.8%
P & O Companies	—	—	—	—	—	—
Other customers	9.2	48.9%	44.3	52.2%	38.6	44.8%
Semi-finished goods (not subject to duties)	8.3	9.9%	47.2	17.6%	64.6	22.7%
P & O Companies	8.3	9.9%	41.7	16.2%	59.6	22.2%
Other customers	— ⁽¹⁾	23.8%	5.5	49.5%	5.0	30.5%
Goods subject to duties	62.9	34.5%	143.0	37.7%	103.9	28.7%
P & O Companies	54.6	37.0%	140.0	38.2%	103.6	28.7%
Other customers	8.3	24.1%	3.0	23.8%	0.3	27.3%
Total	202.1	29.8%	234.5	32.0%	207.1	28.3%

Note:

(1) Less than HK\$50,000

Our Directors consider our strategic shift of business focus to the Greater China market and the Electronics Parts segment, and the accompanying decline in our reliance on the export sales of our Construction and Industrial Products, to be an important transition in our development and in the best interest of our long-term growth. At the same time, our Directors expect Construction and Industrial Products to remain an important segment of our business, and remain committed to maintaining our competitiveness in overseas markets if the regulatory environment allows. In particular, our Directors expect Australia to remain an important market for our products, and intend to continue to pursue our business model in Australia since the disposal of our former subsidiaries there, under which we sell our products to a small number of major customers, including the P & O Companies, our former subsidiaries. Our Directors expect our sales to Australia to remain stable in the near future, or begin to experience growth if the outcome of the trade litigation in Australia is favorable to us. As our current business model in Australia has a relatively short history, however, we cannot assure you that we will be successful in maintaining our competitive position in Australia.

Our Competitive Strengths and Business Strategies

We believe that our market position and rapid-growth profile are principally attributable to the following competitive strengths:

- Strong position in the fast-growing consumer electronics market segment and strong relationship with leading consumer electronics contract manufacturer;
- Vertical integration of aluminum product manufacturing capabilities; and
- Diversified product portfolio with a strong focus on high-value-added products.

We have transitioned our business focus from traditional aluminum extrusion products to a diversified product portfolio encompassing aluminum parts for cutting-edge consumer electronic products, branded integrated door and window systems and aluminum extrusions for applications in

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the construction and various other industries. We intend to continue our business diversification and strive to obtain a leading position in the consumer electronics parts market segment. We intend to achieve these goals by pursuing the following principal strategies:

- Further strengthen our relationship with the Foxconn Companies and major customer in Australia; and
- Expand our manufacturing capacity to meet the rapid growth in demand for our products and continue to improve our manufacturing efficiency to further enhance profitability.

You can find more detailed discussions of these strengths and strategies in the sections entitled “Business—Competitive Strengths” and “—Business Strategies” beginning on page 106 of this prospectus.

Summary Financial Information

Our financial year commences on October 1 and concludes on September 30 of the following year. The following tables summarize our combined financial information as of, and for the years ended, September 30, 2010, 2011 and 2012. We have extracted this summary financial information from the Accountant’s Report, the text of which is set forth in Appendix I to this prospectus, and you should read the combined financial information, including the notes to such financial information, included in Appendix I in its entirety for more details.

Summary Combined Statement of Comprehensive Income Data

	Year ended September 30,		
	2010	2011	2012
	(HK\$ in thousands)		
Revenue	1,366,944	2,090,575	2,436,995
Cost of sales	(1,075,078)	(1,585,897)	(1,822,114)
Gross profit	291,866	504,678	614,881
Distribution and selling expenses	(115,588)	(89,296)	(102,630)
Administrative expenses	(80,062)	(82,271)	(138,703)
Other income	7,023	7,815	4,013
Other gains/(losses)—net	5,672	(45,240)	27,233
Operating profit	108,911	295,686	404,794
Finance income	152	173	209
Finance costs	(14,137)	(21,509)	(25,689)
Finance costs—net	(13,985)	(21,336)	(25,480)
Profit before income tax	94,926	274,350	379,314
Income tax expense	(8,246)	(14,058)	(22,226)
Profit for the year	86,680	260,292	357,088
Currency translation differences	(5,479)	9,649	487
Total comprehensive income for the year	81,201	269,941	357,575
Profit attributable to:			
Equity holders of the Company	86,680	260,292	357,088
Total comprehensive income attributable to:			
Equity holders of the Company	81,201	269,941	357,575

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Summary Combined Balance Sheet Data

	As of September 30,		
	2010	2011	2012
	(HK\$ in thousands)		
Non-current assets	158,496	206,816	425,752
Current assets	724,471	937,105	1,307,388
Current liabilities	442,596	505,132	997,185
Non-current liabilities	1,932	409	—
Total liabilities	444,528	505,541	997,185
Net current assets	281,875	431,973	310,203
Total equity	438,439	638,380	735,955
Total equity and liabilities	882,967	1,143,921	1,733,140
Total assets less current liabilities	440,371	638,789	735,955

Summary Combined Statement of Cash Flow Data

	Year ended September 30,		
	2010	2011	2012
	(HK\$ in thousands)		
Net cash generated from operating activities	94,972	86,879	162,097
Net cash used in investing activities	(27,269)	(77,097)	(243,113)
Net cash (used in)/generated from financing activities	(5,770)	(39,272)	112,167
Cash and cash equivalents at the beginning of year	77,205	139,490	111,352
Cash and cash equivalents at the end of year	139,490	111,352	143,303

Recent Developments

The profitability of our business remained stable since September 30, 2012, the end of the period reported on in the Accountant's Report, the text of which is set out in Appendix I to this prospectus. For the two months ended November 30, 2012, our unaudited revenue was HK\$476.5 million, and our unaudited gross profit margin was 30.3%. The average selling price of our products was HK\$38.21 per kilogram for the two months ended November 30, 2012, slightly higher than the average selling price of our products of HK\$34.66 per kilogram for the year ended September 30, 2012.

The aluminum industry has grown steadily recently since 2012, driven by downstream demand. In the first half of 2012, the output of aluminum, aluminum semis and aluminum alloy extrusion in China reached 9.49 million MT, 13.58 million MT and 4.95 million MT, respectively, increasing by 9.77%, 11.29% and 8.8%, respectively, compared with the first half of 2011. Our average purchase price of aluminum ingots, our major raw material, was HK\$18.44 per kilogram for the year ended September 30, 2012 and HK\$16.11 per kilogram for the two months ended November 30, 2012, compared to HK\$17.89 per kilogram for the year ended September 30, 2011.

Profit Forecast for the Six Months Ending March 31, 2013

Under to Rule 11.18 of the Listing Rules, we have given an undertaking to the Stock Exchange that the interim report for the six months ended March 31, 2013 will be audited.

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We have prepared the following profit forecast for the six months ending March 31, 2013 on the bases set out in Appendix III to this prospectus. You should read these bases in Appendix III when you analyze our profit forecast for the six months ending March 31, 2013.

Forecast consolidated profit attributable to the equity holders of
the Company for the six months ending March 31, 2013⁽¹⁾ Not less than HK\$232.9 million
Unaudited *pro forma* forecast earnings per Share for the six
months ending March 31, 2013⁽²⁾ Not less than HK\$0.19

Notes:

- (1) The forecast consolidated profit attributable to the equity holders of the Company for the six months ending March 31, 2013 is extracted from the section entitled “Financial Information—Profit Forecast For The Six Months Ending March 31, 2013” in this prospectus. The bases on which the above profit forecast has been prepared are summarized in Appendix III to this prospectus. Our Directors have prepared the above profit forecast based on our unaudited consolidated results based on the unaudited management accounts for the two months ended November 30, 2012 and a forecast of the consolidated results for the remaining four months ending March 31, 2013. The profit forecast has been prepared on a basis consistent in all material respects with our accounting policies presently adopted as set out in Note 2 of Section II of the Accountant’s Report of our Company, the text of which is set out in Appendix I to the prospectus.
- (2) The unaudited *pro forma* forecast earnings per Share is calculated by dividing the forecast consolidated profit attributable to the equity holders of the Company for the six months ending March 31, 2013 by 1,200,000,000 Shares on the basis that these Shares were in issue during the entire period and assuming that the Capitalization Issue and the Global Offering had been completed on October 1, 2012. The calculation takes no account of any Shares which may be issued upon the exercise of the options which may be granted under the Share Option Scheme.

Aluminum ingots are the principal raw material for our production. We do not produce aluminum ingots, and purchase them primarily from various metals brokers throughout China at spot prices on Chinese commodities markets, which is standard industry practice. The spot price of aluminum has fluctuated in the past and during the Track Record Period. Historically, we have included the price of aluminum as an inherent component in pricing our products to pass such costs on to our customers. Our Directors confirm that we will continue such pricing strategy in the future.

For illustration purposes only, the following table shows the sensitivity of our forecast net profit for the six months ending March 31, 2013 with regard to changes in average aluminum ingot prices, assuming we are not able to pass on such changes to our customers while all other factors (including revenue) remain unchanged. The range of aluminum ingot prices for the sensitivity analysis is based on the historical low and high aluminum ingot prices during the Track Record Period:

	<u>TRP low of RMB11,500/MT</u>	<u>TRP monthly average of RMB14,842/MT</u>	<u>TRP high of RMB16,230/MT</u>
	(HK\$ in thousands)		
Changes in profit forecast for the six months ending March 31, 2013	64,824	(77,539)	(136,661)

Note:

The magnitude of changes in the upside case will be the “mirror image” of the downside case only if the spot price happens to be exactly in the middle, which was not the case in reality during the Track Record Period. Therefore, in different points in time, the magnitude of upward changes differs from that of downward changes.

The above sensitivity analysis has not considered the adjustment of selling price to respond to fluctuations in the price of aluminum. Our Directors believe that the actual impact on net profit will be significantly less than the above illustration, as we intend to adjust selling prices of our products based on our pricing policy in response to change in aluminum prices.

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Global Offering Statistics⁽¹⁾⁽⁴⁾

	Based on an Offer Price of HK\$3.46 per Share	Based on an Offer Price of HK\$4.50 per Share
Market capitalization of our Shares ⁽²⁾	HK\$4,152 million	HK\$5,400 million
Unaudited <i>pro forma</i> adjusted net tangible asset value per Share ⁽²⁾⁽³⁾	HK\$1.39	HK\$1.65

Notes:

- (1) Assuming no exercise of options which may be granted under the Share Option Scheme.
- (2) Based on 1,200,000,000 Shares in issue immediately after the completion of the Reorganization, the Capitalization Issue and the Global Offering but takes no account of any Shares which may be issued upon the exercise of the options which may be granted under the Share Option Scheme or any Share which may be granted and issued or repurchased by the Company pursuant to the general mandate and the generate mandate to repurchase Shares.
- (3) The unaudited *pro forma* net tangible assets value per Share has been arrived at after the adjustments referred to in the paragraph in the section entitled “Financial Information—Unaudited *Pro Forma* Statement of Adjusted Net Tangible Assets” in the prospectus.
- (4) No adjustment has been made to reflect any trading result or other transaction of our Group entered into subsequent to September 30, 2012.

Listing Expenses

Pursuant to Hong Kong Accounting Standard 32 issued by the Hong Kong Institute of Certified Public Accountants, transaction costs of an equity transaction are accounted for as deduction from equity to the extent they are incremental costs directly attributable to the equity transaction that otherwise would have been avoided. There were no prepayments relating to listing expenses as of September 30, 2010 and 2011. For the year ended September 30, 2012, listing expenses of HK\$28.5 million were incurred, out of which an amount of HK\$4.4 million was regarded as incremental costs directly attributable to the proposed issue of new Shares under the Global Offering. Such amount was included as prepayments in our combined statement of financial position as of September 30, 2012 and will be deducted from equity upon completion of the Global Offering. The remaining amount of HK\$24.1 million was regarded as costs associated with the Listing and charged to our combined statement of comprehensive income for the year ended September 30, 2012. We estimate that a further HK\$7.0 million will be incurred by March 31, 2013 as costs associated with the Listing to the extent they are incremental costs not attributable to the equity transaction and charged to our combined statement of comprehensive income. Our listing expenses mainly comprise of professional fees paid to legal advisers and the reporting accountant for their services rendered in relation to the Listing and the Global Offering.

Future Plans and Use of Proceeds

The net proceeds we expect to receive from the Global Offering (after deduction of underwriting fees and estimated expenses payable by us in relation to the Global Offering) are estimated to be approximately HK\$906.9 million, assuming an Offer Price of HK\$3.46 per Share, or HK\$1,218.9 million, assuming an Offer Price of HK\$4.50 per Share.

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Assuming an Offer Price of HK\$3.98 per Offer Share, being the mid-point of the stated Offer Price range of HK\$3.46 to HK\$4.50 per Offer Share, the net proceeds of the Global Offering would be approximately HK\$1,062.9 million, which we plan to use as follows:

- approximately HK\$797.2 million, or 75% of the net proceeds, will be used for capital expenditures, including:
 - (i) approximately HK\$478.3 million, or 45% of net proceeds, for the establishment of a new production line, including the purchase of cutting and polishing machinery from an Independent Third Party and approximately 200 CNC machining centers from the Foxconn Companies, for the planned manufacture of aluminum cases and stands for a line of integrated desktop computers to supply to the Foxconn Companies, which assemble such integrated desktop computers for a leading global consumer electronics designer;
 - (ii) approximately HK\$53.2 million, or 5% of net proceeds, for the purchase of approximately 135 CNC machining centers from the Foxconn Companies and other machinery with an estimated annualized production capacity of 6 million pieces, to produce aluminum unibody chassis for laptop computers to supply to the Foxconn Companies, which assemble such laptop computers for the leading global consumer electronics designer; and
 - (iii) approximately HK\$265.7 million, or 25% of net proceeds, for the contemplated relocation of our main plant to a new site in Zengcheng, Guangzhou and expansion of our general aluminum extrusion production capacity;

We plan to initially use the various types of new machinery to be acquired for purposes as described above. We may re-deploy our CNC manufacturing facilities, including these new facilities, to manufacture other products, subject to actual customer demand.

- approximately HK\$212.6 million, or 20% of the net proceeds, will be used to repay a portion of our short-term bank borrowings under a revolving loan facility provided by a PRC branch of HSBC for our purchase of aluminum ingots, which carry interest at 110% of the benchmark PBOC lending rate and have a maturity of 120 days for each draw-down; and
- approximately HK\$53.1 million, or 5% of the net proceeds, will be used for working capital and other general corporate purposes.

If the Offer Price is fixed at HK\$4.50, being the high end of the stated Offer Share range, our net proceeds will increase by approximately HK\$156.0 million, as compared to the net proceeds that we would receive with the Offer Price fixed at the mid-point of the indicative range. We intend to allocate such additional proceeds to the above uses proportionally. If the Offer Price is fixed at HK\$3.46, being the low end of the stated Offer Price range, our net proceeds will instead decrease by approximately HK\$156.0 million, as compared to the net proceeds that we would receive with the Offer Price fixed at the mid-point of the indicative range. In this case, we intend to reduce our use of proceeds proportionately as earmarked. To the extent that the net proceeds to us from the Global Offering are not immediately applied to the above purposes, we will deposit the net proceeds into short-term demand deposits and/or money market instruments. The Company will not receive the net proceeds of any exercise of the Over-allotment Option.

Risk Factors

Our business is subject to a number of risks, including but not limited to risks relating to our relationships with major customers, including the Foxconn Companies and the P & O Companies,

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which are our largest customers for the Electronics Parts and Australia segments, respectively; risks relating to the imposition by foreign governments of trade regulation measures, including anti-dumping and countervailing duties, on our exported products, from which we derive substantial revenue; and foreign-exchange risk due to our exposure to overseas markets to which we export our products. For further information relating to these and other risks relating to an investment in our Shares, see the section entitled “Risk Factors” beginning on page 31 of this prospectus.

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Products on a weight-based “cost-plus” basis. See “—Customers, Sales, Marketing and Distribution—Pricing and Sales” below.

Relationship with P & O Group and Oceanic

Disposals

In the past, we had certain subsidiaries in Australia, which included P & O Group and Oceanic, through which we conducted our sales of Construction and Industrial Products to Australia. In 2009, due to a strategic shift of our business focus to the Greater China market, we sold all of our holdings in P & O Group and Oceanic.

Immediately before the disposal of these subsidiaries, P & O Group was wholly owned by us and wholly owned P & O Rolled Products and five other operating subsidiaries in Australia; Oceanic was held as to 75% by Super Result Limited (“Super Result”), a company wholly owned by us. The remaining 15% and 10% of Oceanic were held by Flying Century Limited and Win Win Way Limited, respectively, which we understand were wholly owned by Mr. Martin Yunzhong Chen, a director of P & O Group, P & O Rolled Products and Oceanic.

P & O Group, Oceanic and P & O Rolled Products are trading companies that purchase products from us and on-sell the products to customers in Australia. We understand that such customers include building materials distributors and manufacturers in the window and door, caravan, security system, automobile and railroad industries. None of these customers have any past or present shareholding, family and trust relationship with our Company, our subsidiaries, our Directors, Shareholders, senior management or any of their respective associates.

We sold Super Result to Mr. Li Shuxiong on May 31, 2009, P & O Rolled Products to Smart Decision Trading Limited (“Smart Decision”) on December 30, 2009 and P & O Group to Joy Group Pacific Limited (“Joy Group”) on December 31, 2009, as further described below. Mr. Li is a cousin of Mr. Marcus Pan and at the respective time of disposal, according to our knowledge, Smart Decision was owned by Mr. Li, Mr. Liu Zhifen, a director of P & O Group, and Zealweek Pty Limited, an Independent Third Party, as to 35%, 35% and 30%, respectively, and Joy Group was wholly owned by Mr. Liu.

On May 31, 2009, PanAsia Enterprises (BVI) transferred all its interest in Super Result to Mr. Li at a consideration of A\$312,672, which was determined with reference to the net book value of Super Result at the time of such transfer, and settlement of shareholders’ loan of US\$575,142. We understand that Mr. Li subsequently sold Super Result to Joy Group on December 31, 2009, as a result of which both P & O Group and Oceanic were owned by Joy Group which was in turn owned by Mr. Liu.

On December 30, 2009, P & O Group transferred its entire interests in P & O Rolled Products to Smart Decision at a consideration of A\$10,000, which was determined after arm’s-length negotiations based on the business operations of P & O Rolled Products at that time in Australia as its net book value was negative at the time of such transfer.

On December 31, 2009, PanAsia Enterprises (BVI) transferred all the issued shares of P & O Group to Joy Group at a consideration of A\$300,000, which was determined after arm’s-length negotiations based on the then business operations of P & O Group (including its five remaining operating subsidiaries in Australia) as its net book value was negative at the time of such transfer.

Given that at the time of disposal, P & O Rolled Products and P & O Group were indebted to PanAsia Enterprises (BVI) in the amount of approximately HK\$177 million, certain share buy back agreements were entered into among the respective parties on the same day of such sales (“Share Buy Back Agreement(s)”), pursuant to which Smart Decision and Joy Group agreed, among

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others, not to create any encumbrance on or sell or dispose of the shares of P & O Rolled Products and P & O Group, respectively. Further, a right of first refusal was granted by Smart Decision to P & O Group and Joy Group to PanAsia Enterprises (BVI). In the event of an offer to purchase the shares of P & O Rolled Products or P & O Group being tendered by a third party, P & O Group or PanAsia Enterprises (BVI), as the case may be, is entitled to buy back the respective shares of P & O Rolled Products or P & O Group, on terms which are no less favorable than those offered by such third party. The Share Buy Back Agreement entered into among Joy Group, PanAsia Enterprises (BVI) and P & O Group were subsequently cancelled on March 8, 2010 following our refusal to Joy Group to buy back the shares of P & O Group as a result of an offer to purchase the shares of P & O Group being tendered by a third party. We understand that Joy Group was subsequently sold by Mr. Liu to an Independent Third Party on July 30, 2010. As we had disposed of P & O Group to Joy Group on December 31, 2009, we no longer have any interest under the Share Buy Back Agreement in respect of PanAsia Rolled Products after such disposal. We understand that Mr. Liu and Mr. Li had sold all their interests in Smart Decision to such Independent Third Party in July 2010 and January 2012, respectively. We understand that as of the Latest Practicable Date, this Independent Third Party, through its interests in Joy Group and Smart Decision, was interested in the entire equity interests in P & O Group and Oceanic and 70% of the equity interest in P & O Rolled Products. Mr. Liu was re-employed as the general manager of one of our subsidiaries from August 2010 until his resignation in early 2012.

Continuing trade relationship

Concurrent with the sale of P & O Group, we entered into an exclusive supply agreement with Joy Group (then wholly owned by Mr. Liu), the buyer, and the local subsidiaries of P & O Group, pursuant to which we agreed to sell to them, and they agreed to purchase exclusively from us, aluminum-related products for a period of 10 years. Due to the large amount of intra-group receivables due from these companies at the time of disposal, and because these former subsidiaries had previously only been supplied by us, we requested that they enter into the exclusive supply agreement to protect our interest. In return for the exclusive supplier status, we granted favorable credit terms of 90 days to these companies. Shortly after the disposal, in January 2010, in order to secure timely and full payment, we also entered into (i) a deed of debenture pursuant to which all of the assets of Joy Group were charged in favor of us to secure trade debts owed to us by Joy Group and the local subsidiaries of P & O Group as of the date of the debenture, (ii) a deed of guarantee and indemnity pursuant to which Joy Group guaranteed all debts due to us from P & O Group and to indemnify us against losses arising from the exclusive supply agreement, and (iii) a deed of charge pursuant to which P & O Group and the local subsidiaries of P & O Group charged all their assets to us. As of July 2010, Joy Group's obligations under the debenture, the guarantee and indemnity and the charge were released and discharged, as we confirmed that the relevant trade debts had been fully settled in cash.

In May 2010, the exclusive supply agreement was varied so that P & O Group would no longer purchase aluminum extrusions from us exclusively, and we continued to sell our products to it on a non-exclusive basis. The removal of the exclusive trade relationship was requested by P & O Group, as the Australian government began to impose anti-dumping and countervailing duties on our products exported to Australia, which were payable by the importers of our products such as P & O Group, creating a hardship for P & O Group. For the five months ended May 31, 2010, which is the period when we supplied P & O Group on an exclusive basis, we made sales to P & O Group of HK\$165.7 million. After the termination of the exclusive trade relationship, we made sales to P & O Group of HK\$91.5 million, HK\$351.1 million and HK\$368.0 million for the four months ended September 30, 2010 and the years ended September 30, 2011 and 2012, respectively. Our sales to P & O Group generally increased despite the termination of exclusivity, as P & O Group chose to continue to purchase from us. Even though the anti-dumping and countervailing duties were levied on the importers of our products rather than us, they effectively increased the prices of our products and put us at a disadvantage relative to local producers. For a detailed analysis on the duties' impact on our exports of Construction and Industrial Products, see "Financial Information—Key Factors Affecting Our Results of Operations—Anti-dumping and countervailing duties" and "—Combined

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Statements of Comprehensive Income—Revenue” on page 172 and 180, respectively, in this prospectus.

Concurrent with the sale of P & O Group, at the request of the buyer who wished to maintain business continuity despite the change of ownership, we also granted the buyer a non-exclusive license so that P & O Group could continue to use the trade name “PanAsia.” Under the license agreement, we charged the buyer a monthly license fee equal to 1% of its monthly turnover. The rate was adjusted to 0.1% of the buyer’s monthly turnover by mutual agreement on April 1, 2010, also in the wake of the imposition of anti-dumping and countervailing duties on our exported products to Australia that negatively affected P & O Group. The licensing arrangement continued for a period, when P & O Group continued to conduct trade relationships with its customers under the PanAsia name while beginning to purchase products from other manufacturers following the variation of the exclusive supply agreement with us. It was then terminated in September 2011 by mutual agreement that there was no longer a strong business rationale for it and that P & O Group would use another trade name. P & O Group changed to its current name in October 2011. We received total license fee income during the Track Record Period of HK\$1.4 million from this arrangement with P & O Group.

Prior to the disposals, we conducted considerable business through P & O Group and Oceanic. For the year ended September 30, 2010, we derived HK\$15.0 million in profit from sales conducted by P & O Group (for three months only, since we disposed of P & O Rolled Products, a subsidiary of P & O Group, and the rest of P & O Group in a series of transactions at the end of December 2009). Additionally, based on our understanding of the operations of the P & O Companies, the Joint Sponsors’ due diligence work and advice received by us from the P & O Companies, we believe our sales to the P & O Companies are backed by actual orders from their customers.

The P & O Companies are currently one of our major customers and we derive a significant portion of our revenue from sales to the P & O Companies. For the years ended September 30, 2010, 2011 and 2012, our revenue derived from sales to the P & O Companies amounted to HK\$402.0 million, HK\$624.0 million and HK\$629.1 million, respectively. For the same periods, our gross profit from sales to the P & O Companies was HK\$104.3 million, HK\$181.8 million and HK\$163.2 million, respectively, resulting in gross profit margins of 26.0%, 29.1% and 25.9%, respectively. For the same periods, the gross profit margins of sales to other customers in Australia were 35.3%, 48.5% and 42.3%, respectively.

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The table below sets forth a profitability analysis of our sales to the P & O Companies and other customers in Australia by timing and by the various product types as indicated.

	Year ended September 30,					
	2010		2011		2012	
	(HK\$ in millions, except percentages)					
Gross profit and gross profit margin of Australia sales						
<i>Prior to imposition of duties</i>						
All goods	121.7	30.8%	—	—	—	—
<i>Post imposition of duties</i>						
Ready-for-sale goods (not subject to duties)	9.2	48.9%	44.3	52.2%	38.6	44.8%
P & O Companies	—	—	—	—	—	—
Other customers	9.2	48.9%	44.3	52.2%	38.6	44.8%
Semi-finished goods (not subject to duties)	8.3	9.9%	47.2	17.6%	64.6	22.7%
P & O Companies	8.3	9.9%	41.7	16.2%	59.6	22.2%
Other customers	— ⁽¹⁾	23.8%	5.5	49.5%	5.0	30.5%
Goods subject to duties	62.9	34.5%	143.0	37.7%	103.9	28.7%
P & O Companies	54.6	37.0%	140.0	38.2%	103.6	28.7%
Other customers	8.3	24.1%	3.0	23.8%	0.3	27.3%
Total	202.1	29.8%	234.5	32.0%	207.1	28.3%

Note:

(1) Less than HK\$50,000

The gross profit margins for other customers in Australia in the year ended September 30, 2011 were high primarily because (i) we began to sell assembled, “ready-for-sale” products to Australia not subject to the anti-dumping and countervailing duties as a response to the duties and (ii) the prices included consultancy fees in relation to new product development, packaging, logistics and related arrangements. Additionally, the gross profit margins for sales to our former subsidiaries in Australia were not as high as for other customers due in part to volume discounts that we provide to the P & O Companies for their large-scale purchases of our product, and because the P & O Companies act as an Australian distributor for our products, on-selling semi-finished products to other Australian manufacturers, whereas most of our other customers in Australia purchase finished goods for sale to end-customers. We introduced the volume discounts in the year ended September 30, 2010 as we changed our business model in Australia by disposing of our former subsidiaries and the P & O Companies began to purchase our products as a customer in large quantities. The volume discounts are determined on a quarterly basis as a percentage of our processing fee, following a progressive schedule tied to the sales volume of the previous quarter and adjusted by the complexity of our processing, which ranged between 10% to 40% during the year ended September 30, 2010. During the following year that ended September 30, 2011, we lowered the levels of the volume discounts and capped them at 15% so that the sales prices of our products exported to Australia could comply with the anti-dumping and countervailing rulings that had been imposed by the Australian authorities. For the years ended September 30, 2011 and 2012, the volume discounts ranged from 5% to 15% and 5% to 10%, respectively. During the Track Record Period and up to the Latest Practicable Date, such volume discounts only applied to the P & O Companies and not to other customers, whose order volumes were smaller. The gross profit margin for sales to other customers in Australia decreased in the year ended September 30, 2012 as market competition increased and consultancy fees decreased after the consultant became less involved following the introduction of new products. We understand from the P & O Companies that their performance has been in line with the general aluminum extrusion industry in Australia, which has contracted during the Track Record Period.

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As a major customer, we grant the P & O Companies a credit term of 90 days. As of September 30, 2010, 2011 and 2012, we had trade receivables due from the P & O Companies of HK\$247.3 million, HK\$284.8 million and HK\$348.7 million, respectively. As of the same dates, HK\$121.8 million, HK\$155.9 million and HK\$225.0 million, respectively, of our trade receivables from the P & O Companies were overdue. For the years ended September 30, 2010 and 2011 and 2012, our average trade receivables turnover days for trade receivables from the P & O Companies were 112, 156 and 184, respectively. The high balances of trade receivables owed to us by the P & O Companies are attributable to a number of reasons. The 90-day credit term we grant to the P & O Companies had historically commenced from shipment, and shipping from our production base in China to Australia requires approximately 30 days, effectively shortening the time period within which the P & O Companies could sell such goods to their own customers to generate cash flow to settle the relevant trade debts with us. Additionally, we understand from the P & O Companies that the effects of its inventory policies and receivable days from its own customers have also compromised its ability to settle trade debts with us within the credit term. We understand that the P & O Companies experienced lengthened receivable days from some of its customers in the construction industry in Australia where market conditions were challenging during the relevant time. For details on our trade receivables due from the P & O Companies, see “Financial Information—Current Assets and Current Liabilities Analysis—Trade Receivables—Net” on page 197 of this prospectus.

Our Production Facilities

All of our production facilities are located in Zengcheng, Guangzhou, Guangdong Province, China. Our main plant occupies a site area of approximately 129,133 square meters. We commenced production in our main plant in 1998. As our business continues to grow, we will continue to monitor our exposure to business disruption risks in our production base, and may formulate business continuity or disaster recovery plans that are commensurate with the size and nature of our business. We monitor the availability of the labor supply to prevent disruption to our business and work with our third party staffing company to ensure sufficient workers are available. We also maintain electric power generators to mitigate the effects of any power supply disruption.

All of our products except our CNC Products are manufactured through the aluminum extrusion facilities in our main plant. As of September 30, 2012, we had an annualized aluminum extrusion capacity of 108,000 MT. The following table sets forth details of our production capacity, production volume and utilization rate of our main plant during the Track Record Period:

	Year ended September 30,		
	2010	2011	2012
	(MT, except percentages)		
Production capacity ⁽¹⁾	65,000	85,000	108,000
Production volume	51,579	68,587	88,510
Utilization rate ⁽²⁾	79%	81%	82%

Notes:

(1) Calculated as the maximum aggregate extrusion capabilities of our extrusion lines on the basis of 22 hours a day (two worker shifts), 26 days a month in the relevant period.

(2) Equals total actual production volume divided by total capacity.

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production costs and a processing charge which we believe reflects the high added value of the CNC Products. We understand, based on information available to us, that the gross profit margins of our CNC Products during the Track Record Period were in line with those of comparable companies in the market. With our Branded OPLV Products, we have abandoned the traditional weight-based pricing practice in favor of per unit pricing, measured by square meters. We believe that our Branded OPLV Products, as systems, offer our customers and end-customers more value, and we intend to continue to grow our Branded OPLV Products business and enhance its profit margin. With our Construction and Industrial Products, as well as our Electronics Parts other than the CNC Products, we follow the industry practice and price them on a “cost-plus” basis by weight, comprising the price of aluminum per kilogram at prevailing spot market benchmark rates and a negotiated per kilogram processing fee. Our Construction and Industrial Products have attracted relatively stable demand, and we expect to continue to generate stable revenue from this product category. Due to the varying levels of profit margins of our product categories and our different growth strategies for them, any material changes in our product mix, whether due to changes in demand from major customers or other reasons, may have an effect on our financial condition and results of operations.

Anti-dumping and countervailing duties

We have derived a substantial portion of our revenue and profit from the export of our Construction and Industrial Products to overseas markets. During the Track Record Period, certain foreign governments, including those in Australia, Canada and the United States, instituted investigations and imposed anti-dumping and countervailing duties on Chinese aluminum extrusion products exported to such countries. Such duties, which are payable by the importers in the respective countries when the affected products enter such countries, effectively increased the prices of our products and put us at a disadvantage relative to local producers. As a result, our sales to Canada and the United States fell substantially during the Track Record Period and we have withdrawn from the U.S. market. The anti-dumping and countervailing duties imposed in Australia, our largest export market during the Track Record Period, were substantially lower than those imposed in Canada or the United States, leaving a lesser impact on our exports to Australia. A strong Australian dollar (against the U.S. dollar and the H.K. dollar) during the relevant period also helped maintain our revenue growth from Australian sales. Nevertheless, in terms of sales volume, our sales to Australia decreased in the year ended September 30, 2011 as compared to the year before. We have endeavored to and plan to continue to mitigate the impact of the anti-dumping and countervailing duties by further processing and assembling our products into assembled, “ready-for-sale” (i.e., finished) goods (for example, fences, bed frames and windows) and encouraging importers in Australia and Canada to buy such goods from us which are under different customs codes from unfinished goods and not subject to the duties. We are also in the course of diversifying markets for our Construction and Industrial Products by further developing the Hong Kong and South African markets for our Construction and Industrial Products. Our strategy involves (i) focusing on growth in the commercial property sector in Hong Kong (supplying, e.g., curtain walls); (ii) leveraging our relationship with a long-time customer in South Africa to increase sales; and (iii) providing more comprehensive after-sales services to customers in both markets in developing our relationship and reliance from our customers. We have also appealed against the imposition of the duties in Australia. The outcome of the currently ongoing legal proceedings, expected in the first half of 2013, may affect our future sales to Australia.

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The following table sets forth a breakdown of gross profits and gross profit margins attributable to our sales to the different markets affected by the anti-dumping and countervailing duties, as well as those attributable to our various former subsidiaries, during the Track Record Period:

	Year ended September 30,					
	2010		2011		2012	
	(HK\$ in millions, except percentages)					
Gross profit and gross profit margin						
<i>Markets affected by duties</i>						
North America	17.2	14.3%	7.0 ⁽¹⁾	13.1%	3.1 ⁽²⁾	6.2%
Former subsidiaries ⁽³⁾	1.2	11.4%	0.8	8.8%	—	—
Other customers	16.0	14.6%	6.2	13.9%	3.1	6.2%
Australia	202.1	29.8%	234.5	32.0%	207.1	28.3%
Former subsidiaries ⁽⁴⁾	104.4	26.0%	181.8	29.1%	163.2	25.9%
Other customers	97.7	35.3%	52.7	48.5%	43.9	42.3%
<i>Unaffected markets</i>						
PRC	57.1	11.4%	238.9	20.3%	386.2	25.2%
Hong Kong	15.2	27.3%	22.1	22.9%	16.6	23.3%
Others ⁽⁵⁾	0.3	3.1%	2.2	6.5%	1.9	3.6%
Total	291.9	21.4%	504.7	24.1%	614.9	25.2%

Notes:

(1) Substantially all of the sales were made in Canada.

(2) All of the sales were made in Canada.

(3) Namely, PanAsia Aluminum (Toronto), which was disposed of by us on December 31, 2009 and subsequently dissolved on October 26, 2011.

(4) Namely, Oceanic, P & O Rolled Products and P & O Group, which were disposed of by us on May 31, December 30 and December 31, 2009, respectively.

(5) Include South Africa and Malaysia.

The above gross profit margin for other customers in Australia in the year ended September 30, 2011 was high primarily because (i) we began to sell assembled, “ready-for-sale” products to Australia not subject to the anti-dumping and countervailing duties as a response to the duties and (ii) the prices included consultancy fees in relation to new product development, packaging, logistics and related arrangements. Additionally, the gross profit margins for sales to our former subsidiaries in Australia were not as high as for other customers due in part to volume discounts that we provide to the P & O Companies for their large-scale purchases of our products, and because the P & O Companies act as an Australian distributor for our products, on-selling semi-finished products to other Australian manufacturers, whereas most of our other customers in Australia purchase finished goods for sale to end-customers. We introduced the volume discounts in the year ended September 30, 2010 as we changed our business model in Australia by disposing of our former subsidiaries and the P & O Companies began to purchase our products as a customer in large quantities. The volume discounts are determined on a quarterly basis as a percentage of our processing fee, following a progressive schedule tied to the sales volume of the previous quarter and adjusted by the complexity of our processing, which ranged between 10% to 40% during the year ended September 30, 2010. During the following year that ended September 30, 2011, we lowered the levels of the volume discounts and capped them at 15% so that the sales prices of our products exported to Australia could comply with the anti-dumping and countervailing rulings that had been imposed by the Australian authorities. For the years ended September 30, 2011 and 2012, the volume discounts ranged from 5% to 15% and 5% to 10%, respectively. During the Track Record Period and up to the Latest Practicable Date, such volume discounts only applied to the P & O Companies and not to other customers, whose order volumes were smaller. The gross profit margin for sales to other customers in Australia decreased in the year ended September 30, 2012 as market competition increased and consultancy fees decreased after the consultant became less involved following the introduction of new products. See also “—Combined Statements of Comprehensive Income—Gross Profit.”

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The tables below set forth further analyses of our revenue from and profitability of sales during the Track Record Period to the P & O Companies and other customers in Australia by timing and by the various types of products as indicated.

	Year ended September 30,		
	2010	2011	2012
	(HK\$ in millions)		
Revenue from Australia sales			
<i>Prior to imposition of duties</i>			
All goods	394.4	—	—
<i>Post imposition of duties</i>			
Ready-for-sale goods (not subject to duties)	18.8	84.9	86.2
P & O Companies	—	—	—
Other customers	18.8	84.9	86.2
Semi-finished goods (not subject to duties)	83.7	268.9	284.3
P & O Companies	83.7	257.8	267.9
Other customers	0.0	11.1	16.4
Goods subject to duties	182.2	378.9	362.3
P & O Companies	147.7	366.3	361.2
Other customers	34.5	12.6	1.1
Total	679.1	732.7	732.8

	Year ended September 30,					
	2010		2011		2012	
	(HK\$ in millions, except percentages)					
Gross profit and gross profit margin of Australia sales						
<i>Prior to imposition of duties</i>						
All goods	121.7	30.8%	—	—	—	—
<i>Post imposition of duties</i>						
Ready-for-sale goods (not subject to duties)	9.2	48.9%	44.3	52.2%	38.6	44.8%
P & O Companies	—	—	—	—	—	—
Other customers	9.2	48.9%	44.3	52.2%	38.6	44.8%
Semi-finished goods (not subject to duties)	8.3	9.9%	47.2	17.6%	64.6	22.7%
P & O Companies	8.3	9.9%	41.7	16.2%	59.6	22.2%
Other customers	— ⁽¹⁾	23.8%	5.5	49.5%	5.0	30.5%
Goods subject to duties	62.9	34.5%	143.0	37.7%	103.9	28.7%
P & O Companies	54.6	37.0%	140.0	38.2%	103.6	28.7%
Other customers	8.3	24.1%	3.0	23.8%	0.3	27.3%
Total	202.1	29.8%	234.5	32.0%	207.1	28.3%

Note:

(1) Less than HK\$50,000

The gross profit margins of our ready-for-sale goods were higher than those for our semi-finished goods and goods subject to duties because the ready-for-sale goods by their nature contain more value added by us and we have charged higher prices accordingly. Our customers may resell these goods to consumers without undertaking further manufacturing procedures.

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The gross profit margins of our semi-finished goods sold to the P & O Companies were lower than those for goods subject to duties sold to the P & O Companies. This is primarily because the semi-finished goods require additional manufacturing procedures (e.g., cutting, drilling, welding and assembly) and are therefore higher value-added, and we have priced such additional value at cost without a margin giving consideration to the large volume of orders from the P & O Companies. With no added gross profit and a larger revenue, the gross margin declines as a result. By comparison, in the limited instances where we sold semi-finished goods to other companies, we priced the additional value at a margin and, accordingly, the corresponding profit margins were higher than those for goods subject to the duties sold to the other companies.

The gross profit margins of goods subject to duties sold to the P & O Companies were higher than those for goods subject to duties sold to other companies because the relevant goods sold to the P & O Companies were more complex (e.g., caravans), some of which require specially designed dies, and accordingly commanded higher prices.

Disposal of subsidiaries

During the Track Record Period, we disposed of and dissolved a number of subsidiaries in Australia and Canada due to a strategic shift of our business to the Greater China market and due to diminished prospects in these markets following the imposition of government trade measures. See “History, Reorganization and Corporate Structure—Disposal of P & O Group and Oceanic” and “—Disposal of PanAsia Aluminum (Toronto) and dissolution of PanAsia Aluminum (Calgary) and PanAsia Aluminum (Vancouver)” beginning on page 100 in this prospectus. Prior to the disposals, we conducted considerable business through some of these former subsidiaries, particularly P & O Group and Oceanic in Australia. For the year ended September 30, 2010, we derived HK\$15.0 million in profit from sales conducted by P & O Group (for three months only, as we disposed of P & O Rolled Products, a subsidiary of P & O Group, and the rest of P & O Group in a series of transactions at the end of December 2009). After the disposals, the P & O Companies became our major customer in Australia. See “Business—Our Products—Construction and Industrial Products—Relationship with P & O Group and Oceanic—Continuing trade relationship” beginning on page 120 in this prospectus. Additionally, based on our understanding of the operations of the P & O Companies, the Joint Sponsors’ due diligence work and advice received by us from the P & O Companies, we believe our sales to the P & O Companies are backed by actual orders from their customers. Even though the disposals were one-off transactions which will not affect our future financial conditions, they affected our results of operations during the Track Record Period.

Production capacity expansion and utilization

Our production capacity is a key factor affecting our sales. We have continually expanded our production capacity both for conventional aluminum extrusion production and for our more sophisticated products processed using CNC machining centers, in order to keep up with increasing demand for our products. We plan to continue to increase our production capacity to match demand, which we believe will enable us to increase our manufacturing output and sales revenue. If, however, there is a significant decrease in demand, we could be left with excess production capacity, and our revenue and return on assets may decline.

Production costs

Our cost of sales comprises principally the cost of raw materials, most of which are aluminum ingots. We have generally been able to pass on the cost of raw materials to our customers to a significant extent. Aluminum ingots are the principal raw material for our production. We do not produce aluminum ingots, and purchase them primarily from various metals brokers throughout China at spot prices on Chinese commodities markets, which is standard industry practice. The spot price of aluminum has fluctuated in the past and during the Track Record Period. Historically, we have included the price of aluminum as an inherent component in pricing our products. As such, most of

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Indebtedness

The table below analyzes our financial liabilities into relevant maturity groupings based on the remaining years at the reporting date to contractual maturity dates. The amounts disclosed in the table are the contractual undiscounted cash flows. Balances due within 12 months or are repayable on demand equal their carrying balances, as the impact of discounting is not significant.

Specifically, for term loans which contain a repayment on demand clause which can be exercised at the bank's sole discretion, the analysis shows the cash outflow based on the earliest period in which the entity can be required to pay, i.e., if the lenders were to invoke their unconditional rights to call the loans with immediate effect.

	Less than 1 year	Between 1 and 2 years	Between 2 and 5 years	Total
	(HK\$ in millions)			
As of September 30, 2010				
Term loans	73.5	—	—	73.5
Other bank loans	205.9	—	—	205.9
Trade and other payables	93.9	—	—	93.9
Obligations under finance leases	4.1	1.5	0.5	6.1
Interest payments on term loans	5.4	—	—	5.4
Interest payments on other bank loans	5.9	—	—	5.9
Derivative financial instruments	21.8	—	—	21.8
Due to a director	8.5	—	—	8.5
Dividend payable	0.8	—	—	0.8
As of September 30, 2011				
Term loans	66.2	—	—	66.2
Other bank loans	248.2	—	—	248.2
Trade and other payables	148.1	—	—	148.1
Obligations under finance leases	1.5	0.4	—	1.9
Interest payments on term loans	3.6	—	—	3.6
Interest payments on other bank loans	9.0	—	—	9.0
As of September 30, 2012				
Term loans	198.2	—	—	198.2
Other bank loans	403.9	—	—	403.9
Trade and other payables	251.1	—	—	251.1
Obligations under finance leases	0.4	—	—	0.4
Interest payments on term loans	14.6	—	—	14.6
Interest payments on other bank loans	22.6	—	—	22.6

The following tables set out our bank borrowings and their formal repayment schedules as of the dates indicated:

	As of September 30,			As of November 30,	As of December 31,
	2010	2011	2012	2012 ⁽¹⁾	2012 ⁽²⁾
	(HK\$ in millions)			(unaudited)	(unaudited)
Within 1 year	229.4	298.3	463.1	490.3	476.8
Between 1 and 2 years	41.6	14.6	54.4	53.8	60.0
Between 2 and 5 years	8.4	1.5	84.6	76.4	58.7
Total	<u>279.4</u>	<u>314.4</u>	<u>602.1</u>	<u>620.5</u>	<u>595.5</u>

Notes:

(1) The most recent practicable date for liquidity disclosure purposes.

(2) The most recent practicable date for indebtedness statement disclosure purposes.

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All of our term loans beyond one year are repayable on demand and therefore deemed current. Certain of our borrowings were secured by, among others:

- a keyman insurance policy covering our chairman, Mr. Marcus Pan;
- a negative pledge on our CNC machining centers and certain properties and equipment;
- a life insurance policy covering Mr. Marcus Pan;
- a pledge of certain of our bank deposits; and
- a personal guarantee from Mr. Marcus Pan.

The various forms of personal guarantee by Mr. Marcus Pan will be released upon Listing and will be replaced by a corporate guarantee. Some of our outstanding debts contain various covenants that obligate some of our subsidiaries to, for example, maintain certain levels of tangible net worth and certain financial ratios, inform the lender in advance of future borrowings, obtain the lender's consent before creating new encumbrances on the subsidiary's assets, among others. Our Directors confirm that we complied with all the requirements in our loan agreements during the Track Record Period and up to the Latest Practicable Date. As of September 30, 2010, 2011 and 2012, the effective interest rate of our bank borrowings was 5.5%, 7.2% and 5.6% *per annum*, respectively. As of the same dates, all of our bank borrowings were subject to interest-rate changes within six months. Our bank loans were denominated in Renminbi, the H.K. dollar, the U.S. dollar and the Australian dollar during the Track Record Period.

We have used the proceeds of the bank borrowings to replenish our working capital and fund our capital expenditure. We have not encountered any material difficulty in obtaining external borrowings and have not experienced any default or delay in the repayment of bank and other borrowings during the Track Record Period and up to September 30, 2012.

As of September 30, 2012, we had total bank facilities of HK\$928.1 million, of which HK\$142.4 million were unutilized. As of the Latest Practicable Date, we had outstanding bank borrowings of HK\$593.8 million. Our Directors confirm that there has been no material change in our indebtedness and contingent liabilities since September 30, 2012 and up to the Latest Practicable Date.

Summary of Key Financial Ratios

	Year ended September 30,		
	2010	2011	2012
Profitability ratios			
Revenue growth ⁽¹⁾	N/A	52.9%	16.6%
Net profit growth ⁽²⁾	N/A	200.3%	37.2%
Gross margin ⁽³⁾	21.4%	24.1%	25.2%
Net profit margin before interest and tax ⁽⁴⁾	8.0%	14.1%	16.6%
Net profit margin ⁽⁵⁾	6.3%	12.5%	14.7%
Return on equity ⁽⁶⁾	19.8%	40.8%	48.5%
Return on total assets ⁽⁷⁾	9.8%	22.8%	20.6%