

#### XINGDA INTERNATIONAL HOLDINGS LIMITED

### 興達國際控股有限公司

(HKEx stock code: 1899)







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# Agenda

- Major Achievements in 2006
- Financial Review
- Business Overview
- Outlook & Strategies





- Continued to be the largest radial tire cord manufacturer in China
- Listed on the main board of HKEx on 21 December 2006
- Profit attributable to equity holders of the company recorded y-o-y growth of 67.2% to approximately RMB194 million
- Profit attributable to equity holders of the company BEFORE CB ADJUSTMENT\* amounted to approximately RMB353 million, 4.9% over the profit forecast
- Secured 3 new overseas customers, together with increasing sales to one of the global largest tire manufacturers, radial tire cords sales volume from overseas accounted for 5% of the total radial tire cords sales volume

\*CB fair value adjustment is based on assumed year-end 2006 closing price of HK\$2.75 /share, actual adjustment changed upon the actual closing price of year-end 2006 of HK\$3.18 / share.

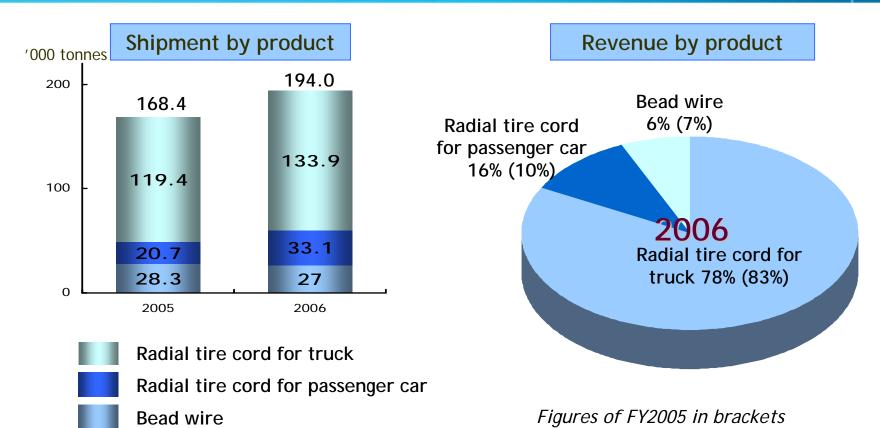




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	Year ended 31 December		
RMB'million	2005	2006	Change
Revenue	2,357	2,516	+6.7%
Gross profit	709	732	+3.2%
Gross profit margin	30.1%	29.1%	-1 % pts
EBITDA	712	745	+4.6%
EBITDA margin	30.1%	29.6%	-0.5 % pts
Profit attributable to equity holders of the Company	116	194	+67.2%
Basic EPS (RMB fen)	12.91	21.31	65.1%
Dividends per share (HK cents)	Nil	4	N/A

## Revenue Analysis

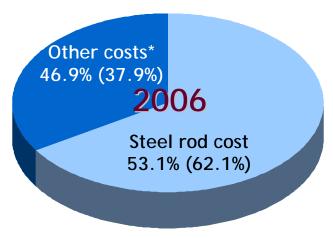


For the year ended 31 December

## Cost of Sales

- Raw material accounted for 71.6% of the total COS (2005: 73.0%)
- Core material, steel rod, continued to dominate production cost
- Drop of steel rod cost to total COS due to
  - Increasing use of local steel rod to enjoy a lower unit price
  - Lowered unit price for both local and imported steel rod

#### COGS breakdown



Figures of FY2005 in brackets

\*Other costs include other raw materials, depreciation, labor, electricity and other costs



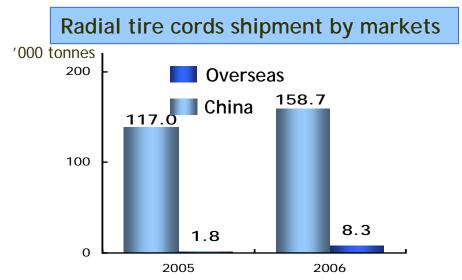
	Year ended 31 December	
	2005	2006
Cash on hand (HK\$ 'mil)	294	1,370
Current ratio (times)	0.98	1.92
Trade receivable turnover days*	97 days	115 days
Trade payable turnover days	34 days	37 days
Inventory turnover days	67 days	46 days
Net debt to equity (%)	217.6%	38.8%

<sup>\*</sup>Adjusted for the value-added tax effect





- China remained as core market, serving top 10 China's tire makers
- Gradually expanded to overseas with increasing orders
- Radial tire cords overseas sales volume increased 3.5 times
- Set up international business development division in Shanghai



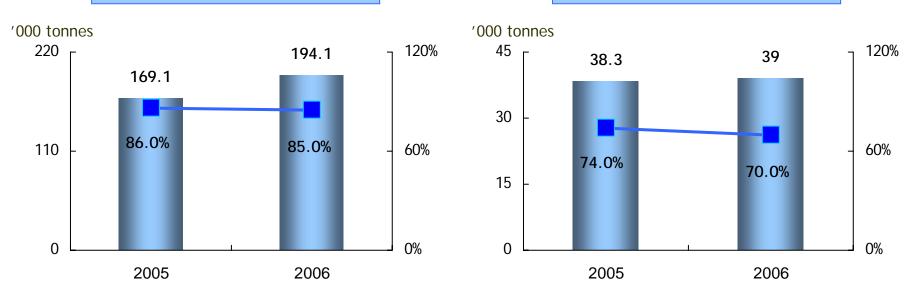


Figures of FY2005 in brackets For the year ended 31 December

## **Increasing Capacity**

Radial tire cords capacity & utilization rate

Bead wires capacity & utilization rate



Expanding capacity help attaining greater economies of scales in raw material purchase and production efficiencies

## **Enhancing R&D**

- Operates a technical centre and a new product development centre
- Developed 5 new types of radial tire cords in 2006
- Capable to produce 46 types of radial tire cords and 18 types of bead wires
- Proven leading technology with numerous industry awards

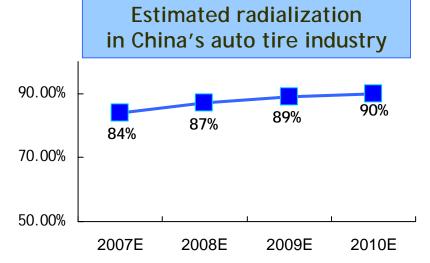


\* Denotes an English translation of a Chinese name

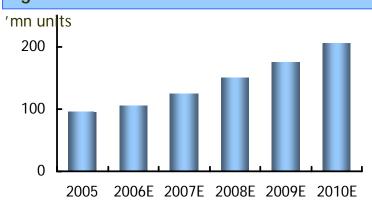




- According to China's development plans on expressway, vehicle and transportation, in 2010, in China
  - Expressway will reach 55,000 kilometers
  - Number of vehicle in use will surge to 6.2 million units
  - Demand for tire will increase to 300 million units with radial tire amounting to 210 million units



Source: China Rubber Industry Association, Gao Hua Securities Research China's auto tire exports estimated to grew at a 18% CAGR from 2005-2010E



Source: China Custom, Rubber Industry Association, Gao Hua Securities Research

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- Expand No. 8 Factory
  - ★ boost production capacity by 150,000 tonnes
  - Offer additional 30,000-40,000 tonnes each year for the next 4-5 years
- Seek for acquisition opportunities
  - Strengthen leading market position in China
  - Capture more global market shares

## **Expand Overseas**

- Strengthen sales efforts
  - Set up international sales office in US
  - Enhance warehouse and logistic capacity in North America and Europe
  - Establish international development department
- Fortify relationships with customers
  - Explore markets in North America and Japan
- Strive for more overseas supplier contracts
  - Become approved supplier for three major tire manufacturers in Japan and India in 2007
  - Expect to be approved by more Japanese and European tire enterprises within the next three years





- Strengthen quality & R&D
  - Adopt stringent quality control measures
  - Acquire top-notch testing equipment from advanced countries
  - Develop new products and production craftsmanship
  - Bring in new facilities
- Adopt manufacturing execution system (MES) and logistics management system
  - Improve data collection and analysis
  - Enable all-round control along the supply chain