

Echo International Holdings Group Limited

毅高(國際)控股集團有限公司

(incorporated in the Cayman Islands with limited liability) (Stock Code: 8218)

THIRD QUARTERLY RESULTS ANNOUNCEMENT FOR THE NINE MONTHS ENDED 31 DECEMBER 2013

CHARACTERISTICS OF THE GROWTH ENTERPRISE MARKET ("GEM") OF THE STOCK EXCHANGE OF HONG KONG LIMITED (THE "STOCK EXCHANGE")

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This announcement, for which the directors (the "**Directors**") of Echo International Holdings Group Limited (the "**Company**") collectively and individually accept full responsibility, includes particulars given in compliance with the Rules Governing the Listing of Securities on GEM of the Stock Exchange (the "**GEM Listing Rules**") for the purpose of giving information with regard to the Company. The Directors, having made all reasonable enquiries, confirm that to the best of their knowledge and belief the information contained in this announcement is accurate and complete in all material respects and not misleading or deceptive, and there are no other matters the omission of which would make any statement herein or this announcement misleading.

FINANCIAL HIGHLIGHTS

- Recorded an unaudited revenue of approximately HK\$38.95 million for the nine months ended 31 December 2013, representing a decrease of approximately 28.55% over the corresponding period of the previous year.
- Recorded an unaudited loss attributable to the owners of the Company of approximately HK\$4.47 million for the nine months ended 31 December 2013 (the corresponding period in 2012: unaudited profit attributable to the owners of the Company approximately HK\$7.13 million).
- Basic and diluted loss per share for the nine months ended 31 December 2013 were HK2.8 cents (the corresponding period in 2012: basic earnings per share HK5.1 cents) and HK2.8 cents (the corresponding period in 2012: diluted earnings per share of HK5.1 cents) respectively.
- The Board does not recommend the payment of third quarterly dividend for the nine months ended 31 December 2013 (the corresponding period in 2012: Nil).

UNAUDITED THIRD QUARTERLY RESULTS

The board of Directors (the "**Board**") is pleased to announce the unaudited condensed consolidated results of the Company and its subsidiaries (collectively the "**Group**") for the three months and nine months ended 31 December 2013 and the comparative unaudited figures for the corresponding period in 2012, as follows:

UNAUDITED CONDENSED CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

For the three and nine months ended 31 December 2013

		Unaud three mont 31 Dece	hs ended	Unaudited nine months ended 31 December	
		2013	2012	2013	2012
	Notes	HK\$'000	HK\$'000	HK\$'000	HK\$'000
Revenue	3	12,480	17,919	38,948	54,508
Cost of sales		(9,963)	(12,798)	(27,458)	(34,607)
Gross profit		2,517	5,121	11,490	19,901
Other revenue and gains	4	115		172	63
Selling and distribution expenses		(376)	(130)	(707)	(599)
Administrative and other expenses		(5,951)	(4,057)	(15,387)	(10,321)
Finance costs		(6)	(7)	(42)	(24)
(Loss)/profit before taxation	5	(3,701)	927	(4,474)	9,020
Taxation	6	318	(429)		(1,887)
(Loss)/profit for the period		(3,383)	498	(4,474)	7,133
Other comprehensive (loss)/income for the period, net of tax, which may be reclassified subsequently to profit or loss Exchange differences on translation of foreign operations		28	(236)	102	(445)
Total comprehensive (loss)/income for the period		(3,355)	262	(4,372)	6,688
(Loss)/profit for the period attributable to owners of the Company		(3,383)	498	(4,474)	7,133
Total comprehensive (loss)/income for the period attributable to owners of the Company		(3,355)	262	(4,372)	6,688
(Loss)/earnings per share — Basic and diluted (<i>HK cents</i>)	8	(1.7) cents	0.4 cents	(2.8) cents	5.1 cents

UNAUDITED CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

For the nine months ended 31 December 2013 (Unaudited)

	-	Share premium HK\$'000	Contribution reserve <i>HK\$'000</i>	Capital reserve <i>HK\$'000</i>	reserve	Exchange reserve <i>HK\$'000</i>		Total <i>HK\$'000</i>
At 1 April 2013, audited	100	_	_	(89)	_	321	22,102	22,434
Loss for the period	_	—		—	_	_	(4,474)	(4,474)
Other comprehensive income for the								
period	_	—	_	—	_	102	—	102
Total comprehensive income/(loss) for the period	_	_	_	_	_	102	(4,474)	(4,372)
Capitalisation issue	1,300	(1,300)		_	_	—	—	
Capital injection			5,770		—	_		5.770
Placing of new shares	600	30,451		_		_	_	31,051
Employee share option benefits					349			349
At 31 December 2013, unaudited	2,000	29,151	5,770	(89)	349	423	17,628	55,232

For the nine months ended 31 December 2012 (Unaudited)

	Share capital <i>HK\$'000</i>	1	Capital reserve <i>HK\$'000</i>	Share option reserve <i>HK\$'000</i>	reserve		Total <i>HK\$'000</i>
At 1 April 2012, audited Profit for the period Other comprehensive loss for the period	79 		(68) 		144 (445)	21,752 7,133	21,907 7,133 (445)
Total comprehensive (loss)/income					(445)	7,133	6,688
At 31 December 2012, unaudited	79		(68)		(301)	28,885	28,595

NOTES TO THE UNAUDITED CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

1 CORPORATE INFORMATION

The Company is incorporated in the Cayman Islands as an exempted company with limited liability. The Company's shares have been listed on the GEM since 11 October 2013 (the "Listing Date") (the "Listing").

The unaudited condensed consolidated financial statements are presented in Hong Kong Dollars ("HK\$"), which is same as the functional currency of the Company.

The principal activities of the Group are engaged in the manufacturing and trading of electronic products and accessories.

2 BASIS OF PREPARATION AND PRINCIPAL ACCOUNTING POLICIES

Pursuant to the group's reorganisation (the "**Reorganisation**") to rationalize the structure of the Group in preparation for the Listing, the Company became the holding company of the Group on 14 March 2013, the details of which are as set out in the prospectus issued by the Company dated 30 September 2013 (the "**Prospectus**").

The Group comprising the Company and its subsidiaries resulting from the Reorganisation is regarded as a continuing entity.

The unaudited condensed consolidated third quarter financial statements have been prepared in accordance with accounting principles generally accepted in Hong Kong and complied with accounting standards issued by the Hong Kong Institute of Certified Public Accountants ("**HKICPA**") and the disclosure requirements set out in Chapter 18 of the GEM Listing Rules. The unaudited condensed consolidated financial statements have been prepared under historical cost basis except for certain financial assets and financial liabilities, which are measured at fair values.

The accounting policies and method of computation used in preparing the unaudited condensed consolidated results are consistent with those used in the audited financial statements for the year ended 31 March 2013 except in relation to the new and revised standards, amendments and interpretations ("new and revised HKFRSs") issued by the HKICPA that are adopted for the first time for the current period's financial statements. The adoption of these new and revised HKFRSs has had no material impact on the unaudited condensed consolidated financial statements. The unaudited condensed consolidated results have not been reviewed by the Company's auditors, but have been reviewed by the Company's audit committee.

The Group has not early adopted any new Hong Kong Financial Reporting Standards ("HKFRS") that have been issued but are not yet effective.

3 SEGMENT INFORMATION

Information reported internally to the directors of the Group (chief operating decision maker) for the purpose of resource allocation and assessment of segment performance focuses on types of goods or services delivered or provided.

The Group currently operates in two business segments which are (i) the manufacturing and trading of electronic products and accessories; and (ii) the providing of subcontracting services on PCB assemblies and manufacture of electronic products. A single management team reports to the chief operating decision makers, the directors, who comprehensively manages the entire business. Accordingly, the Group does not have separately reportable segment.

An analysis of the Group's revenue of each significant category for the period is as follows:

	Unaudited three months ended 31 December		Unaudited nine months ended 31 December	
	2013	2012	2013	2012
	HK\$'000	HK\$'000	HK\$'000	HK\$'000
Sales of electronic products	12,295	17,486	38,117	53,554
Subcontracting income		433	831	954
	12,480	17,919	38,948	54,508

Geographical information

	Revenue from external customers			
	Unaud	lited	Unaudited nine months ended 31 December	
	three mont	hs ended		
	31 Dece	ember		
	2013	2012	2013	2012
	HK\$'000	HK\$'000	HK\$'000	HK\$'000
Hong Kong	1,312	940	3,429	7,868
Asian countries, other than Hong Kong (Note 1)	853	2,218	2,678	4,381
European countries (Note 2)	8,430	11,333	27,422	31,368
United States	1,158	2,819	4,076	8,502
Others	727	609	1,343	2,389
	12,480	17,919	38,948	54,508

Notes:

- 1. Asian countries include the People's Republic of China (the "PRC"), Malaysia, Singapore and Taiwan.
- 2. European countries include Belgium, Bulgaria, Denmark, Finland, France, Germany, Italy, Netherlands, Poland, Sweden, Switzerland, Ukraine and United Kingdom.

The Group's geographical segments are also classified by the location of assets, information about its non-current assets by geographical location are set out below:

31	Unaudited December 2013 <i>HK\$'000</i>	Audited 31 March 2013 <i>HK\$'000</i>
Hong Kong PRC	239 578	582 543
	817	1,125

	three mont	Unaudited three months ended 31 December		lited hs ended ember
	2013	2012	2013	2012
	HK\$'000	HK\$'000	HK\$'000	HK\$'000
Bank interest income	6		8	1
Sundry income	6		164	62
	115		172	63

5 (LOSS)/PROFIT BEFORE TAXATION

6

	Unaudited three months ended 31 December		Unaud nine montl 31 Dece	hs ended
	2013 HK\$'000	2012 HK\$'000	2013 HK\$'000	2012 HK\$'000
(Loss)/profit before taxation is arrived after charging:				
Finance costs				
Interest on:	(2	22	10
Bank borrowings wholly repayable within five years Obligation under finance leases	6 	3	33 9	13 11
	6	7	42	24
Other items				
Depreciation of property, plant and equipments	382	166	632	429
Costs of inventories sold	9,928	12,798	27,249	34,585
Listing expenses	3,097		5,202	
TAXATION				
	Unaud	lited	Unaud	lited
	three mont		nine montl	
	31 December		31 Dece 2013	ember 2012
	2013 HK\$'000	2012 HK\$'000	2013 HK\$'000	2012 HK\$'000
Current tax				
— Hong Kong	(318)	429	_	1,671
- PRC				216
	(318)	429		1,887

Hong Kong Profits Tax is calculated at 16.5% of the estimate assessable profits arising in Hong Kong for the nine months ended 31 December 2013 and 2012.

PRC subsidiary is subjected to PRC enterprise income tax at 25%.

Pursuant to the rules and regulations of the Cayman Islands and the British Virgin Islands, the Group is not subject to any income tax in the Cayman Islands and the British Virgin Islands for the nine months ended 31 December 2013 and 2012.

7 DIVIDENDS

The Board does not recommend the payment of dividend for the nine months ended 31 December 2013 (the corresponding period in 2012: Nil).

8 (LOSS)/EARNINGS PER SHARE ATTRIBUTABLE TO OWNERS OF THE COMPANY

The calculation of basic earnings per share is based on the profit for the period attributable to owners of the Company and the weighted average number of the Company's ordinary shares in issue during the period.

		Unaudited		Unaudited		
		three months ended		nine months ended		
		31 Dec	ember	31 December		
		2013	2012	2013	2012	
	Note	HK\$'000	HK\$'000	HK\$'000	HK\$'000	
(Loss)/profit for the period attributable						
to owners of the Company		(3,383)	498	(4,474)	7,133	
		Unaud	lited	Unau	dited	
		three mont	hs ended	nine mont	ths ended	
		31 Deco	ember	31 Dec	ember	
		2013	2012	2013	2012	
		No. of	No. of	No. of	No. of	
		shares	shares	shares	shares	
Weighted average number of ordinary shares in issue during the period	(a)	193,478,621	140,000,000	157,890,909	140,000,000	
Weighted average number of ordinary shares and dilutive potential ordinary share in issue during the period	(b)	193,478,621	140,000,000	157,890,909	140,000,000	

Note:

- (a) For the purpose of this announcement, the calculation of the basic earnings per share attributable to owners of the Company is based on the weighted average number of shares (comprising 10,000,000 shares in issue and 130,000,000 shares to be issued under the capitalization issue as described in Appendix V "Statutory and General Information" to the Prospectus) as if theses 140,000,000 shares were outstanding throughout the periods.
- (b) The diluted (loss)/earnings per share for the nine months ended 31 December 2013 and 2012 and for the three months ended 31 December 2013 and 2012 is not presented because the Company's share options outstanding during those periods were either anti-dilutive or have no potential dilutive effects.

MANAGEMENT DISCUSSION AND ANALYSIS

Business Review and Prospects

Revenue for the nine months ended 31 December 2013 ("Nine-Month Period") was approximately HK\$38.95 million, representing a decrease of approximately 28.55% when compared with the corresponding period in 2012. Loss attributable to owners of the Company for the Nine-Month Period was approximately HK\$4.47 million whilst for the corresponding period in 2012, the profit attributable to owners of the Company was approximately HK\$7.13 million.

Notwithstanding the challenging market conditions during the Nine-Month Period, the electronics products and the subcontracting services on PCB assemblies and manufacture of electronic products were still provided to the customers in the Group's principle markets, i.e. the U.S.A. and the European countries including Argentina, Belgium, Bulgaria, Denmark, Finland, France, Germany, Italy, Netherlands, Poland, Russia, Sweden, Switzerland, Ukraine and United Kingdom.

Moving forward, the Group will continue to focus on its core business of the sales of electronic products. The Group will also increase its market share and lure new customers to enlarge its client base through conducting more promotional and marketing activities.

Sales of Electronic Products

Revenue from this segment during the Nine-Month Period was approximately HK\$38.12 million, representing a decrease of approximately 28.83% when compared with the corresponding period in 2012. Decrease in sales of electronics products was mainly due to the decrease in sales of massage toner, control board and hair remover.

Subcontracting income

Revenue from this segment during the Nine-Month Period was approximately HK\$0.83 million, representing a decrease of approximately 12.89% when compared with the corresponding period in 2012. The said decrease was mainly due to the decrease in orders from providing subcontracting services in the PRC.

Financial review

The Group's revenue for the Nine-Month Period was approximately HK\$38.95 million, representing a decrease of approximately 28.55% from approximately HK\$54.51 million of the corresponding period in 2012. Such decrease was mainly due to the decrease in sales of massage toner, hair remover and control board by 61.01%, 53.31% and 73.72% respectively compared to the corresponding period in 2012. Decrease in sales of massage toner was mainly due to the decrease in volume of such product sold to a customer in the Nine-Month Period. Decrease in sales of hair remover was mainly due to the reason that one customer was in the process of developing a new model for hair remover, its production had not yet commenced and it reduced its purchase orders for the Nine-Month Period. Decrease in sales of control board was a result of decrease of sales in higher end control board during the Nine-Month Period.

The overall gross profit margin of the Group decreased from approximately 36.51% for the nine months ended 31 December 2012 to 29.50% for the nine months ended 31 December 2013. The decrease in the Group's gross profit margin for the nine months ended 31 December 2013 was primarily due to the decrease of sales in the higher margin products, namely massage toner, hair remover and fire alarm.

Administrative expenses for the nine months ended 31 December 2013 were approximately HK\$15.39 million (approximately HK\$10.32 million for the nine months ended 31 December 2012), representing an increase of approximately 49.08%. Such increase was mainly due to the listing expenses of approximately HK\$5.20 million recognised for the nine months ended 31 December 2013.

Loss attributable to the owners of the Company amounted to approximately HK\$4.47 million for the nine months ended 31 December 2013 (approximately HK\$7.13 million of profits attributable to owners of the Company for the nine months ended 31 December 2012). Loss per share attributable to owners of the Company was approximately HK2.8 cents for the nine months ended 31 December 2013 (approximately HK5.1 cents earnings per share attributable to owners of the Company for the nine months ended 31 December 2013.

SHARE OPTIONS SCHEMES

The Company has two share option schemes namely, the pre-IPO share option scheme (the "**Pre-IPO Share Option Scheme**") and the share option scheme (the "**Share Option Scheme**") which were both adopted on 27 September 2013.

Pre-IPO Share Option Scheme

The Company has adopted the Pre-IPO Share Option Scheme on 27 September 2013 under which the Company has granted options to certain Directors of the Group to subscribe for an aggregate of 20,000,000 shares of the Company with an exercise price of HK\$0.60, which is equal to the placing price as defined in the Prospectus.

As at 31 December 2013, details of the options granted under the Pre-IPO Share Option Scheme are as follows:

	Outstanding as at 1 October				Outstanding as at 31 December		Approximate percentage of issued capital of the Company upon exercise of
Directors	2013	Exercised	Lapsed	Cancelled	2013	Exercise period	all the options
Mr. Lo Yan Yee	5,700,000		_	_	5,700,000	11 October 2016– 11 October 2023	2.59%
Madam Cheng Yeuk Hung (" Madam Cheng ")	5,700,000	—		—	5,700,000	11 October 2016– 11 October 2023	2.59%
Mr. Cheng Kwing Sang, Raymond	5,600,000	—	_	—	5,600,000	11 October 2016– 11 October 2023	2.55%
Mr. Lo Ding To	3,000,000				3,000,000	11 October 2016– 11 October 2023	1.36%
	20,000,000				20,000,000		9.09%

Share Option Scheme

During the nine months period ended 31 December 2013, no option was granted, exercised or lapsed under the Share Option Scheme.

DIRECTORS' AND CHIEF EXECUTIVE'S INTERESTS AND SHORT POSITION IN SHARES, UNDERLYING SHARES AND DEBENTURES OF THE COMPANY AND ITS ASSOCIATED CORPORATIONS

As at 31 December 2013, the interests and short positions of the Directors and the chief executive of the Company in the shares, underlying shares and debentures of the Company and its associated corporations (within the meaning of Part XV of the Securities and Futures Ordinance (Chapter 571, Laws of Hong Kong) ("SFO") which (i) are required to be notified to the Company and the Stock Exchange pursuant to Divisions 7 and 8 of Part XV of the SFO (including interests and short positions which they are taken or deemed to have under such provisions of the SFO); or (ii) were recorded in the register required to be kept under Section 352 of the SFO, or (iii) have to be notified to the Company and the Stock Exchange pursuant to the required standards of dealing by directors as referred to in Rule 5.46 of the GEM Listing Rules are as follows:

(i) Long positions in the shares of the Company

Name of Director	Company/ associated corporation	Capacity	Number of Shares	Approximate percentage of interest
Madam Cheng	Company	Personal interest	140,000,000	70%
Mr. Lo Yan Yee	Company	Interest of spouse	140,000,000	70%

Note: Mr. Lo Yan Yee is the executive Director and the spouse of Madam Cheng, and is deemed under the SFO to be interested in those 140,000,000 shares in which Madam Cheng is interested.

(ii) Long position in underlying shares of the Company

Name	Capacity	Description of equity derivatives	Number of underlying shares
Mr. Lo Yan Yee (executive Director)	Personal interest Interest of spouse	Options Options	5,700,000 5,700,000
			11,400,000
Madam Cheng (executive Director)	Personal interest Interest of spouse	Options Options	5,700,000 5,700,000
			11,400,000
Mr. Cheng Kwing Sang, Raymond (executive Director)	Personal interest	Options	5,600,000
Mr. Lo Ding To (executive Director)	Personal interest	Options	3,000,000

Save as disclosed above, as at 31 December 2013, none of the Directors or chief executive of the Company has any interests or short positions in the shares, underlying shares or debentures of the Company or its associated corporations (within the meaning of Part XV of SFO) as recorded in the register required to be kept under section 352 of the SFO or as otherwise notified to the Company and the Stock Exchange pursuant to the minimum standard of dealings by Directors of the Company as referred to in Rule 5.46 of the GEM Listing Rules, or required to be notified to the Company and the Stock Exchange pursuant to Divisions 7 and 8 of Part XV of the SFO.

SUBSTANTIAL SHAREHOLDERS' AND OTHER PERSONS' INTERESTS AND SHORT POSITIONS IN SHARES AND UNDERLYING SHARES OF THE COMPANY

As at 31 December 2013, so far as is known to the Directors, the following persons (other than a director or chief executive of the Company) had interests or short positions in the shares or underlying shares of the Company which would fall to be disclosed to the Company and the Stock Exchange under the provisions of Divisions 2 and 3 of Part XV of the SFO or which were recorded in the register required to be kept under section 336 of the SFO:

Name	Capacity and nature of interest	Number of shares	Percentage of the Company's issued share capital
Adamas Asset Management (HK) Limited	Investment manager	22,868,000	11.43
Citigroup Inc.	Interest of controlled corporation	22,868,000	11.43

Save as disclosed above, as at 31 December 2013, the Directors are not aware of any other persons who had interests or short positions in the shares or underlying shares of the Company which would fall to be disclosed to the Company and the Stock Exchange under the provisions of Divisions 2 and 3 of Part XV of the SFO or which were recorded in the register required to be kept under section 336 of the SFO.

PURCHASE, SALES OR REDEMPTION OF SHARES

Neither the Company nor any of its subsidiaries has purchased, sold or redeemed any of the Company's listed securities during the nine months ended 31 December 2013.

MODEL CODE FOR DIRECTORS' SECURITIES TRANSACTIONS

The Company has adopted the standards set out in Rules 5.48 to 5.67 of the GEM Listing Rules as the code of conduct regarding securities transactions by the Directors. Having made specific enquiry to all Directors, the Company was not aware of any non-compliance with the required standards of dealings and its code of conduct regarding securities transactions by Directors since the Listing Date up to 31 December 2013.

CODE ON CORPORATE GOVERNANCE PRACTICES

The Company's corporate governance practices are based on the principles and the code provisions (the "**Code**") as set out in Appendix 15 of the GEM Listing Rules. The principles adopted by the Company emphasis a quality board, transparency and accountability to shareholders. Under the provision A.1.8 of the Code, the Company should arrange appropriate insurance coverage in respect of legal action against its Director. The Company has arranged the directors and officers liability insurance for its Directors, but such insurance took effect from 1 January 2014 instead of the Listing Date. Save as disclosed above, the Company has complied with the Code since the Listing Date up to 31 December 2013.

DIRECTORS' INTERESTS IN CONTRACTS

No Director had any material interest in any contract of significance to the business of the Group to which the Company or any of its subsidiaries was a party during the nine months ended 31 December 2013.

COMPETING BUSINESS

For the nine months ended 31 December 2013, the Directors are not aware of any business or interest of the Directors, the controlling shareholder(s) of the Company and their respective associates (as defined under the GEM Listing Rules) that compete or may compete with the business of the Group and any other conflict of interest which any such person has or may have with the Group.

INTERESTS OF THE COMPLIANCE ADVISER

As notified by the Company's compliance adviser, Tanrich Capital Limited (the "**Compliance Adviser**"), except for the compliance adviser agreement entered into between the Company and the Compliance Adviser on 27 September 2013, none of the Compliance Adviser, or its directors, employees or associates (as defined under the GEM Listing Rules) had any interests in the Group (including options or rights to subscribe for such securities) as at 31 December 2013 which is required to be notified to the Company pursuant to Rule 6A.32 of the GEM Listing Rules.

AUDIT COMMITTEE

The Company has set up an audit committee (the "**Committee**") with written terms of reference in compliance with the GEM Listing Rules, for the purpose of reviewing and providing supervision over the financial reporting process and internal control of the Group. The Committee comprises three independent non-executive directors of the Company, namely Mr. Lam Wai Yuen, Mr. Ang Chuk Pai and Mr. Chan Chung Yin, Victor. The unaudited condensed consolidated financial statements of the Group for the nine months ended 31 December 2013 have been reviewed by the Committee, and the Committee was of the opinion that the preparation of such statements complied with the applicable accounting standards and that adequate disclosures have been made.

By Order of the Board Echo International Holdings Group Limited Cheng Yeuk Hung Executive Director

Hong Kong, 13 February 2014

As at the date of this announcement, the executive Directors are Mr. Lo Yan Yee, Ms. Cheng Yeuk Hung, Mr. Cheng Kwing Sang, Raymond, and Mr. Lo Ding To, and the independent non-executive Directors are Mr. Lam Wai Yuen, Mr. Ang Chuk Pai and Mr. Chan Chung Yin, Victor.

This announcement will be published on the Stock Exchange's website at www.hkexnews.hk and the Company's website at www.echogroup.com.hk.