

# **CHINASOFT INTERNATIONAL LIMITED**

# 中軟國際有限公司\*

(Incorporated in the Cayman Islands with limited liability)
(Stock code: 8216)

# INTERIM RESULTS ANNOUNCEMENT FOR THE SIX MONTHS ENDED 30 JUNE 2007

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 of Chinasoft International Limited (the "Company") collectively and individually accept full responsibility, includes particulars given in compliance with the Rules Governing the Listing of Securities on the GEM of the Stock Exchange for the purpose of giving information with regard to the Company. The directors of the Company, having made all reasonable enquiries, confirm that, to the best of their knowledge and belief:— (1) the information contained in this announcement is accurate and complete in all material respects and not misleading; (2) there are no other matters the omission of which would make any statement in this announcement misleading; and (3) all opinions expressed in this announcement have been arrived at after due and careful consideration and are founded on bases and assumptions that are fair and reasonable.

<sup>\*</sup> For identification purpose only

# **HIGHLIGHTS**

- Achieved a turnover of approximately RMB326,764,000 (2006: RMB133,789,000) for the six months ended 30 June, 2007, representing an increase of approximately 144.2% as compared to the corresponding period in 2006. The increase in turnover was attributable to a drastic increase in total solution to approximately RMB229,775,000 from last year of approximately RMB74,470,000, representing an increase of 208.5% and a substantial increase in IT outsourcing to approximately RMB83,272,000 from last year of approximately RMB47,016,000, representing an increase of 77.1% and finally an increase in consulting and training to approximately RMB7,904,000 from last year of approximately RMB5,404,000, representing an increase of 46.3%.
- To be consistent with prior year's basis, if we take out the impact of HKAS39 of having RMB4,255,000 redeemable convertible preferred shares dividend taken up as the finance costs and RMB18,111,000 as the loss arising from changes in fair value of redeemable convertible preferred shares in the unaudited income statement, the restated net profit should be approximately RMB37,192,000 (2006: RMB24,509,000), representing an increase of 51.7%. If we have taken into account of the redeemable convertible preferred shares, a gross profit and a net profit of approximately RMB116,033,000 and RMB14,826,000 have been accomplished respectively (2006: RMB60,723,000 and RMB24,509,000) for the six months ended 30 June, 2007, representing an increase of approximately 91.1% and a decrease of 39.5% respectively as compared to the corresponding period in 2006.
- The gross profit margin and the restated net profit margin of the Group for the six months ended 30 June 2007 was approximately 35.5% and 11.4% (Year 2006: approximately 45.4% and 18.3%) representing a decrease of 9.9% and 6.9% respectively as compared to the corresponding period in 2006. The slight drop in the gross profit margin was related to having the hardware turnover of approximately RMB139,000,000 taken up in this half year and the lower gross profit margin of these hardware of approximately 15% have slightly drifted down the overall gross profit margin ratio. While the drop in the net profit margin was related to an increase in hardware turnover of approximately RMB112,000,000 compared to the corresponding period last year on one hand, and to as light increase in the administrative expenses and increase in the amortization of development costs and technical know how and the absorption of the impact of HKAS39 of having RMB4,255,000 redeemable convertible preferred shares dividend taken up as the finance costs and RMB18,111,000 as the loss arising from changes in fair value of redeemable convertible preferred shares in the unaudited income statement.

The increase of hardware turnover in the half year is attributable to a large composite service project undertaken by the Group as the composite service provider entrusted by the client. This does not affect the development strategy of the Group to reposition to the business with higher gross margin (software development, IT outsourcing and BPO) since last year and the service income of the Group still maintained good growth momentum.

- Basic earnings per share and diluted earnings per share for the six months ended 30
  June 2007 of the Company were approximately RMB1.49 cents (2006: RMB3.34 cents)
  and RMB1.28 cents (2006: RMB2.45 cents) respectively.
- The Directors do not recommend the payment of an interim dividend for the six months ended 30 June, 2007.
- No closure for the Register of Members of the Company.

#### **INTERIM RESULTS**

The board of Directors (the "Board") of Chinasoft International Limited (the "Company") is pleased to announce the unaudited consolidated results of the Company and its subsidiaries (the "Group") for the three months and six months ended 30 June, 2007, respectively, with corresponding figures as follows:

# CONSOLIDATED PROFIT AND LOSS ACCOUNT (UNAUDITED)

		For the thr ended 3		For the six months ended 30 June,		
		2007	2006	2007	2006	
	Notes	RMB'000	RMB'000	RMB'000	RMB'000	
Turnover	2	207,756	70,721	326,764	133,789	
Cost of sales		(138,497)	(37,790)	(210,731)	(73,066)	
Gross profit		69,259	32,931	116,033	60,723	
Other operating income		2,863	2,488	6,551	3,966	
Distribution costs		(8,047)	(7,424)	(14,975)	(11,816)	
Administrative expenses		(34,958)	(11,224)	(59,540)	(23,034)	
Amortisation of intangible assets		(2,983)	(926)	(5,966)	(1,853)	
Profit from operations		26,134	15,845	42,103	27,986	
Finance costs		-	(2)	-	(3)	
Redeemable convertible preferred		(0.400)		(4.055)		
shares dividend		(2,139)	_	(4,255)	_	
Loss arising from changes in fair valu of redeemable convertible	e					
preferred shares		(18,111)	_	(18,111)	_	
Share of result of associates		591	959	1,519	1,273	
Profit before taxation		6,475	16,802	21,256	29,256	
Taxation	3	(4,187)	(2,792)	(6,430)	(4,747)	
Profit for the year		2,288	14,010	14,826	24,509	
Attributable to:						
Equity holders of the parent		(415)	14,132	11,556	24,524	
Minority interests		2,703	(122)	3,270	(15)	
		2,288	14,010	14,826	24,509	
Dividend	4	797	18,859	797	18,859	
Earnings per share						
- Basic (cents)	5	(0.05)	1.94	1.49	3.34	
- Diluted (cents)	5	N/A	1.39	1.28	2.45	

# **CONSOLIDATED BALANCE SHEET**

	Notes	(Unaudited) 30 June, 2007 RMB'000	(Audited) 31 December, 2006 RMB'000
Non-current assets Property, plant and equipment Intangible assets Goodwill Interest in associates Trademark use right Payment for acquisition of software	6	46,821 50,273 140,157 9,970 1,550 ———————————————————————————————————	42,326 48,894 140,157 8,452 1,550 3,654 245,033
Current assets Inventories Trade and other receivables Trade receivable from an associate Trade receivables from related companies Trademark use right Held-for-trading investment Amount due from a related company Pledged deposits Bank balances and cash	7	75,660 396,867 - 2,053 189 351 200 1,599 131,658 608,577	34,107 233,963 1,091 11,292 189 501 - 1,474 133,571 416,188
Current liabilities Trade and other payables Trade payable to a related company Bills payable Amount due to a related company Dividend payable to shareholders Redeemable convertible preferred shares dividend payable to shareholders Taxation payable Deferred consideration Consideration payable on acquisition of a subsidiary and technical expertise	8	194,798 31,265 286 162 2,139 5,661 16,380	107,670 195 24,252 501 74 - 4,715 15,600 3,491
Net current assets		357,886	156,498 259,690
Total assets less current liabilities  Non-current liabilities  Deferred tax liabilities  Redeemable convertible preferred shares  Net assets		3,496 286,591 290,087 316,570	2,588 268,480 271,068 233,655
Capital and reserves Share capital Reserves Equity attributable to equity holders of the parent Minority interests Total equity	9	40,525 251,955 292,480 24,090 316,570	40,184 172,651 212,835 20,820 233,655

# **UNAUDITED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY**

_	Attributable to the equity holders of the parent company						_						
	Ordinary share capital RMB'000	Ordinary share premium RMB'000	Issuable shares RMB'000	Translation reserve RMB'000	Share options reserve RMB'000	General reserve fund RMB'000	Statutory enterprise expansion fund RMB'000	Statutory surplus reserve fund RMB'000	Statutory public welfare fund RMB'000	Accu- mulated profits RMB'000	<b>Total</b> RMB'000	Minority interests RMB'000	<b>Total</b> RMB'000
At 1 January, 2006	38,816	120,672	24,420	(2,047)	7,098	1,573	728	63	32	103,648	295,003	14,032	309,035
Exchange adjustment New issue of ordinary shares Recognition of equity-settled	(1,099) 1,197	(3,415) 22,988	(235) (24,185)	-	-	-	-	-	-	-	(4,749) -	-	(4,749) -
share based payments Acquisition of additional interest	-	-	-	-	1,891	-	-	-	-	-	1,891	-	1,891
of a subsidiary Acquisition of a subsidiary Dividend for 2005 paid	-	-	-	-	-	-	-	-	-	- - (18,859)	- (10.050)	(12,856) 2,332	(12,856) 2,332
Profit for the period										24,524	(18,859) 24,524		(18,859) 24,524
At 30 June, 2006	38,914	140,245		(2,047)	8,989	1,573	728	63	32	109,313	297,810	3,508	301,318
At 1st January, 2007 Exchange differences arising from translation of overseas operations and net gain	40,184	128,899	-	(6,942)	11,243	9,714	8,868	341	-	20,528	212,835	20,820	233,655
recognised directly in equity  New issue of shares  Expenses incurred in	(2,243) 2,584	(7,723) 66,339	-	10,864	(402) (2,516)	-	-	-	-	-	496 66,407	-	496 66,407
connection to new issue of share Recognition of equity-settled	-	(114)	-	-	-	-	-	-	-	-	(114)	-	(114)
share based payments Dividend paid for 2006 net profit for the period	- - -	- - -	- - -	- - -	2,097 - -	- - -	- - -	- - -	- - -	- (797) 11,556	2,097 (797) 11,556	- - 3,270	2,097 (797) 14,826
	40,525	187,401		3,922	10,422	9,714	8,868	341		31,287	292,480	24,090	316,570

# **CONSOLIDATED CASH FLOW STATEMENT (UNAUDITED)**

Six months ended 30 June,

	2007 RMB'000	2006 RMB'000
Net cash used in operating activities	(36,665)	(35,570)
Net cash used in investing activities	(33,605)	(91,112)
Net cash generated from financial activities	68,357	160,998
Net (decrease) increase in cash and cash equivalents	(1,913)	34,316
Cash and cash equivalents at the beginning of the period	133,571	100,086
Cash and cash equivalents at the end of the period	131,658	134,402

#### NOTES TO THE UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS

#### 1. BASIS OF PRESENTATION

The financial statements of the Group have been prepared in accordance with Hong Kong Financial Reporting Standards (which also include statements of Standard Accounting Practice and Interpretations) issued by the Hong Kong Institute of Certified Public Accountants, accounting principles generally accepted in Hong Kong, the disclosure requirements of the Companies Ordinance (Chapter 32 of the Laws of Hong Kong) and the Rules Governing the Listing of Securities on GEM (the "GEM Listing Rules"). They have been prepared under the historical cost convention.

# 2. TURNOVER

Turnover, which is stated net of valued-added tax and other sales tax and returns, represents amounts invoiced to customers, except in respect of provision of solutions services and IT outsourcing services where turnover represents the value of work done during the year, including amounts not yet invoiced.

	For the three months ended 30 June,		For the six months ended 30 June,		
	<b>2007</b> 2006		2007	2006	
	RMB'000	RMB'000	RMB'000	RMB'000	
Solutions IT outsourcing IT consulting and training services Standalone software product	149,038 49,780 3,895 5,043	40,122 23,111 2,814 4,674	229,775 83,272 7,904 5,813	74,470 47,016 5,404 6,899	
	207,756	70,721	326,764	133,789	

#### 3. TAXATION

Certain group companies are subject to certain tax exemption arrangements as set out below.

Pursuant to an approval document issued by the State Tax Bureau of Beijing Haidian District dated 21 November 2000, 北京中軟國際信息技術有限公司 ("Chinasoft Beijing"), a subsidiary of the Company, had been designated as an advanced technology enterprise and its income tax rate was reduced from 33% to 15%. Moreover, Chinasoft Beijing was entitled to the three year's exemption from income tax followed by three years of 50% tax reduction commencing from the first profit-making year with effect from 2000. As a result, Chinasoft Beijing is subject to the income tax computed at the rate of 7.5% for the three years ended 31 December 2005 and at the rate of 15% on its taxable profit thereafter.

Pursuant to an approval document issued by the Guangzhou Science and Technology Bureau dated 31 March 2004, 中軟國際(廣州)信息技術有限公司 ("Chinasoft Guangzhou"), a subsidiary of the Company, had been designated as an advanced technology enterprise and its income tax rate was reduced from 33% to 15%. Moreover, pursuant to another approval document issued by the Guangzhou Municipal Office of the State Administration of Taxation dated 2 June 2004, Chinasoft Guangzhou was entitled to the two year's exemption from income tax followed by three years of 50% tax reduction commencing from the first profitmaking year with effect from 2003.

Pursuant to an approval document issued by the Hunan Science and Technology Bureau dated 13 June 2006, 中軟國際(湖南)信息技術有限公司 ("Chinasoft Hunan"), a subsidiary of the Company, had been designated as an advanced technology enterprise and its income tax rate was reduced from 33% to 15%. Moreover, Chinasoft Hunan was entitled to the two year's exemption from income tax followed by three years of 50% tax reduction commencing from the first profit-making year.

Pursuant to an approval document issued by the State Bureau of Tianjing Economic and TechnologyDevelopment Zone dated 20 February 2003, 中軟賽博資源軟件技術(天津)有限公司 ("Cyber Resources"), a subsidiary of the Company, was established before the end of the year 1995 and was approved as an production enterprise and its income tax rate was reduced from 33% to 15%.

Pursuant to an approval document issued by the Beijing Science and Technology Commission dated 25 June 2004, 北京中軟資源信息科技服務有限公司 ("Chinasoft Resources Beijing"), a subsidiary of the Company, had been designated as an advanced technology enterprise and its income tax rate was reduced from 33% to 15%. Moreover, Chinasoft Resources Beijing was entitled to the two year's exemption from income tax followed by three years of 50% tax reduction commencing from the first profit-making year with effect from 2004.

Pursuant to an approval document issued by the State Bureau of Shenzhen Nanshan District dated 1 March 2005, 深圳市中軟資源技術服務有限公司 ("Chinasoft Resources Shenzhen"), a subsidiary of the Company, had been designated as a newly established software enterprise. As a result, Chinasoft Resources Shenzhen was entitled to the two year's exemption from income tax followed by three years of 50% tax reduction commencing from the first profit-making year with effect from 2004.

No provision for Hong Kong profits tax has been made for the relevant periods as the Group did not have any assessable profit arising in Hong Kong during the relevant periods.

There were no significant unprovided deferred taxation during the relevant periods and as at the respective balance sheet dates.

#### 4. DIVIDEND

On 30 March 2007, the Company declared final dividend amounting to HK\$797,267 for the year ended 31 December, 2006 to its shareholders. The amount was paid to its shareholders on 8 June 2007.

#### 5. EARNINGS PER SHARE

The calculation of the basic earnings per share for the three months and the six months ended 30 June, 2007 was based on the net loss of approximately RMB0.4 million and the net profit of approximately RMB11.6 million respectively (three months and six months ended 30 June, 2006: net profit of approximately RMB14.1 million and RMB24.5 million respectively) divided by the weighted average number of shares issued during the three months ended 30 June, 2007 of 789,216,965 shares (2006: 755,620,755 shares) and the six months ended 30 June, 2007 of 774,101,197 shares (2006: 732,372,453 shares) as if the sub-division of the Company's shares as described in Appendix VI of the prospectus of the Company dated 10 June, 2003 ("Prospectus") had taken place at the beginning of the relevant periods.

The calculation of diluted earnings per share for the six months ended 30 June, 2007 was based on the net profit of RMB11.6 million for the six months ended 30 June, 2007, divided by the weighted average number of shares used in calculation of the diluted earnings per share for the six months ended 30 June, 2007 of 902,401,564 shares (2006: 999,751,728 shares) respectively.

The diluted loss per share for the three months ended 30 June 2007 was not presented as the exercise of the share options and conversion of the redeemable convertible preferred shares outstanding would result in a decrease in loss per share.

#### 6. GOODWILL

Goodwill arose mainly from the acquisition of the remaining 49% interest of a subsidiary, Chinasoft Resources Information Technology Services Limited (北京中軟資源信息科技服務有限公司) and the additional 50% interest in a subsidiary, CS&S Cyber Resources Software Technology (Tianjin) Co. Ltd. (中軟賽博資源軟件技術(天津)有限公司) during the period.

#### 7. TRADE AND OTHER RECEIVABLES

	(Unaudited) 30 June, 2007 RMB'000	(Audited) 31 December, 2006 RMB'000
Trade receivables Advances to suppliers Deposits, prepayments and other receivables Down payment for acquisition	322,982 12,564 37,921 23,400 396,867	208,273 6,929 18,761 ————————————————————————————————————

The credit terms of the Group ranged from 30 to 90 days.

Aged analysis of trade receivables are as follows:

	(Unaudited) 30 June, 2007 RMB'000	(Audited) 31 December, 2006 RMB'000
0 – 90 days 91 – 180 days 181 – 365 days Over 365 days	185,523 84,472 21,313 31,674 322,982	124,536 16,504 33,966 33,267

The fair value of the Group's trade and other receivables at 30 June 2007 was approximately equal to the corresponding carrying amount.

# 8. TRADE AND OTHER PAYABLES

	(Unaudited) 30 June, 2007 RMB'000	(Audited) 31 December, 2006 RMB'000
Trade payables Deposits received from customers Other payables and accrued charges	169,329 5,506 19,963	64,579 2,593 40,498
Aged analysis of trade payables are as follows:	(Unaudited) 30 June, 2007 RMB'000	(Audited) 31 December, 2006 RMB'000
0 – 90 days 91 – 180 days 181 – 365 days Over 365 days	86,729 31,625 4,624 46,351 ————————————————————————————————————	17,715 7,193 14,443 25,228 64,579

The fair value of the Group's trade and other payables at 30 June 2007 was approximately equal to the corresponding carrying amount.

# 9. SHARE CAPITAL

		Ordinary shares				
	Number of shares	Nominal value per share HK\$	Ordinary shares capital HK\$			
Authorised shares capital						
At 1 January 2006, 30 June 2006, 1 January 2007 and 30 June 2007	1,500,000,000	0.05	75,000,000			
Issued shares capital						
At 1 January 2006 Issue of ordinary shares	732,372,453 23,248,302	0.05 0.05	36,618,623 1,162,415			
At 30 June 2006	755,620,755	0.05	37,781,038			
At 1 January 2007 Issue of ordinary shares	758,817,476 51,683,500	0.05 0.05	37,940,874 2,584,175			
At 30 June 2007	810,500,976	0.05	40,525,049			

# 10. CAPITAL COMMITMENTS

The Group had no capital expenditure in respect of acquisition of property, plant and equipment contracted but not provided for in the financial statements.

#### 11. RELATED PARTY TRANSACTIONS

(i) During the relevant periods in 2006 and 2007, the Group had the following transactions with the following related parties:

		the three months nded 30 June,	For the six months ended 30 June,		
	2007	2006	2007	2006	
	RMB'000	RMB'000	RMB'000	RMB'000	
China National Computer Software & Technology Service Corporation ("CS&S") (Note a)  - Rental expenses (Note b)	1,147	1,072	2,294	2,144	
China National Software & Service Company Limited ("CNSS")  – Provision of technical development services (Note c, d)	342	_	342	_	
Microsoft Corporation ("Microsoft")  (Note e)  - Provision of IT outsourcing services	25,812	14,066	40,537	21,464	

# Notes:

- (a) A director of CS&S is also a director of Beijing Chinasoft.
- (b) The transactions were carried out in accordance with the relevant agreements.
- (c) CNSS was a holding company of a shareholder of the Company.
- (d) Mr. Cui Hui, is a director of the Company, is also a director of CNSS.
- (e) Microsoft was interested in 97,250,000 Shares which could be issued to it upon the conversion of the 97,250,000 Series A Preferred Shares agreed to be subscribed for by it pursuant to a subscription agreement with the Company dated 26th September 2005 subject to the satisfaction of condition precedents set forth in the subscription agreement.
- (ii) Pursuant to an agreement entered into between CS&S and Beijing Chinasoft on 10 May 2002 (the "Agreement"), CS&S has granted to Beijing Chinasoft an exclusive right for no consideration to use the trademark as defined in the Agreement in the PRC for a period pending registration of such trademark with the Trademark Bureau of the PRC. Under the Agreement, CS&S has agreed to enter into a further trademark licence agreement pursuant to which CS&S will grant an exclusive licence to Beijing Chinasoft for a period of 25 years.

(iii) Under a trademark licence agreement (the "Licence Agreement") dated 3 June 2002 made between CS&S and Beijing Chinasoft, CS&S granted to Beijing Chinasoft a non-exclusive right for no consideration to use the trademarks as defined in the Licence Agreement in the PRC for 10 years.

The Directors are of the opinion that the above transactions were conducted under normal commercial terms in the usual course of business of the Company.

#### 12. SEGMENT INFORMATION

# (A) Business segments

For management purposes, the Group is currently organised into four operating divisions – solutions, IT outsourcing, IT consulting and training services and sale of standalone software product. These divisions are the basis on which the Group reports its primary segment information.

(i) Segment information about these businesses for the six months ended 30 June 2007 is presented below:

# Income statement

		IT	IT consulting and training	Standalone software	
	Solutions RMB'000	outsourcing RMB'000	services RMB'000	product RMB'000	Consolidated RMB'000
Turnover	229,775	83,272	7,904	5,813	326,764
Segment result	79,319	29,111	4,568	3,035	116,033
Unallocated corporate revenue Unallocated corporate expenses					6,551 (102,847)
Finance costs Share of result of an associate					1,519
Profit before taxation Taxation					21,256 (6,430)
Net profit before minority interests					14,826

(ii) Segment information about these businesses for the six months ended 30 June 2006 is presented below:

#### Income statement

	Solutions RMB'000	IT outsourcing RMB'000	IT consulting and training services RMB'000	Standalone software product RMB'000	Consolidated RMB'000
Turnover	74,470	47,016	5,404	6,899	133,789
Segment result	42,305	13,107	3,035	2,276	60,723
Unallocated corporate revenue Unallocated corporate expenses Finance costs Share of result of an associar	te				3,966 (36,703) (3) 1,273
Profit before taxation Taxation					29,256 (4,747)
Net profit before minority interests					24,509

No business segment information for the assets, liabilities, capital contributions, depreciation and other non-cash expenses of the Group is shown as all the assets and liabilities are shared by the business segments and cannot be separately allocated.

#### (B) Geographical segments

No geographical segments information of the Group is shown as the operating business of the Group is solely carried out in the PRC and the Group's assets are substantially located in the PRC.

#### 13. EMPLOYEE AND OTHER INFORMATION

The remuneration for the employees of the Group amounted to approximately RMB83,445,000, including the directors' emoluments of approximately RMB1,547,000 during the six months ended 30 June, 2007 (2006: approximately RMB47,210,000, including the directors' emoluments of approximately RMB984,000). The increase in employee remuneration resulted from the increase in the number of employees from 1,676 to 2,679 and the increase in bonus to individual staff during the relevant period.

The depreciation and amortisation charge of the Group including amortisation of intangible assets of RMB5,966,000 (2006: RMB1,853,000) during the six months ended 30 June, 2007 amounted to RMB8,792,000 (2006: RMB5,898,000).

# **INTERIM DIVIDEND**

The Directors do not recommend the payment of an interim dividend for the six months ended 30 June, 2007 (2006: Nil).

#### MANAGEMENT DISCUSSION AND ANALYSIS

#### FINANCIAL REVIEW

For the six months ended 30 June 2007, the Company reported an unaudited turnover of approximately RMB326,764,000 (2006: RMB133,789,000), representing an increase of approximately 144.2% as compared with the corresponding period last year. The increase in turnover was attributable to a drastic increase in total solution to approximately RMB229,775,000 from last year of approximately RMB74,470,000, representing an increase of 208.5% and substantial increase in IT outsourcing to approximately RMB83,272,000 from last year of approximately RMB47,016,000, representing an increase of 77.1% and finally an increase in consulting and training to approximately RMB7,904,000 from last year of approximately RMB5,404,000, representing an increase of 46.3%.

For the six months ended 30 June 2007, the Company recorded an unaudited net profit attributable to Shareholders of RMB11,556,000 (2006: RMB24,524,000), representing a decrease of 52.9% as compared with the corresponding period last year. The above unaudited net profit attributable to Shareholders of RMB11,556,000 have been taken into consideration of expensing the redeemable convertible preferred shares dividend of RMB4,255,000 as a finance cost and the loss arising from changes in fair value of redeemable convertible preferred shares of RMB18,111,000 in the unaudited income statement which is affecting the earnings per share. The above accounting treatment is in line with the auditor treatment of the preference share issued to IFC and Microsoft as a derivative and liability under the Hong Kong Accounting Standard 39. Therefore, the management is in the view that if adding back the redeemable convertible preferred shares dividend of RMB4,255,000 and the loss arising from changes in fair value of redeemable convertible preferred shares of RMB18,111,000 due to the accounting treatment of HKAS39 to the unaudited net profit attributable to Shareholders of RMB11,556,000, then the adjusted unaudited net profit attributable to Shareholder should be RMB33,922,000 under the same basis with last year (2006: RMB24,524,000), representing an increase of 38.3%.

For the six months ended 30 June 2007, the Company accomplished a gross profit and a net profit of approximately RMB116,033,000 and RMB14,826,000 respectively (2006: RMB60,723,000 and RMB24,509,000) for the six months ended 30 June 2007, representing an increase of approximately 91.1% and a drop of 39.5% respectively as compared to the

corresponding period in 2006. To be consistent with prior year's basis, if we take out the impact of HKAS39 of having RMB4,255,000 redeemable convertible preferred shares dividend taken up as a finance cost and RMB18,111,000 of the loss arising from changes in fair value of redeemable convertible preferred shares in the unaudited income statement, the restated net profit should be approximately RMB37,192,000 (2006: RMB24,509,000), representing an increase of 51.7% rather than a drop of 39.5% just mentioned.

The gross profit margin and the net profit margin of the Group for the six months ended 30 June 2007 was approximately 35.5% and 11.4% (Year 2006: approximately 45.4% and 18.3%) representing a decrease of 9.9% and 6.9% respectively as compared to the corresponding period in 2006. The slight drop in the gross profit margin was related to having the hardware turnover of approximately RMB139,000,000 taken up in this half year and the lower gross profit margin of these hardware of approximately 15% have slightly drifted down the overall gross profit margin ratio. While the drop in the net profit margin was related to an increase in hardware turnover of approximately RMB112,000,000 compared to the corresponding period last year on one hand, and to a slight increase in the administrative expenses and increase in the amortization of development costs and technical knowhow and the absorption of the impact of HKAS39 of having RMB4,255,000 redeemable convertible preferred shares dividend taken up as the finance cost and RMB18,111,000 as the loss arising from changes in fair value of redeemable convertible preferred shares in the unaudited income statement. The increase of hardware turnover in the half year is attributable to a large composite service project undertaken by the Group as the composite service provider entrusted by the client. This does not affect the development strategy of the Group to reposition to the business with higher gross margin (software development, IT outsourcing and BPO)since last year and the service income of the Group still maintained good growth momentum.

Due to the higher selling expenses of software development and high gross profit margin, the ratio of distribution costs to turnover was 4.6% (Year 2006: approximately 8.8%) representing a decrease of 4.2% as compared to the corresponding period in 2006. The ratio of administrative expenses to turnover was 18.2% (Year 2006: approximately 17.2%) representing an increase of 1.0% as compared to the corresponding period last year. With an expansion of the size and scale of the Group's operations into new strategic vertical industries and new strategic clients, the increase in administrative expenses due to the increase in technical support staff division, number of employees, new offices and increase in amortization and depreciation are reasonable.

#### **BUSINESS REVIEW**

For the six months ended 30 June 2007, the Group obtained satisfactory results in each of the principal businesses, with aggregate business revenue amounting to RMB327,000,000, representing an increase of 144% over the corresponding period of 2006. Operating profit was RMB42,100,000, representing an increase of 50% over the corresponding period of 2006.

To handle the rapid growing business, the Group also outpaced the training and recruit of professionals. As at 30 June 2007, the Group had a total of 2,679 staff and 2,262 were technical staff, at a percentage 85%.

# **Consulting and Solution Business**

In the second quarter of 2007, performance of the Group's solution business was as follows:

#### CONSULTING AND SOLUTION BUSINESS

		Growth Over the
Category	Numeric Data	Corresponding Period of 2006
Service Revenue	RMB82.91 million	50%
Staff size	1,060	126%

Industries with Leading Position

#### 1. TOBACCO INDUSTRY

During the reporting period, the Group further advanced the promotion work of the project of "State Tobacco Monopoly Administration Bar-coding Cigarettes by Carton and Order Collection System" throughout the nation. Leveraging on the thorough development of strategic partnership between the Group and the State Tobacco Monopoly Administration, and the effective utilization of resources and in-depth exploitation of the Group's technical expertise, the Group continued to seek cooperation with various tobacco industrial groups and provincial tobacco companies in order to consolidate its leading position in the industry.

(1) Entry into service contracts with 13 provinces and municipals (including Guangdong and Liaoning) in respect of the implementation of Bar-coding Cigarettes by Carton project;

(2) Entry into contracts with China Tobacco Industrial Corporation in respect of the RFID whole-pallet tobacco barcode transportation project in places such as Anhui and Hubei;

Through the decision making system on integrated cigarettes manufacturing and operations, and the adoption of the cutting-edge RFID technology, the whole-pallet entry inventory or entry to electronic labels upon the mount-forming process upon single batch of cigarettes with large display of entry scanning information. The operating efficiency and accuracy of the decision-making system and commercial delivery and warehouse entry bar-coding.

The adoption of RFID technology has the following major advantages:

- a) An advanced, efficient, sophisticated, flexible, open, integrated and safe logistic management platform was built with the application of modern supply chain and logistic management philosophy and the planning, design, implementation and operations of a consistent modern logistics information system;
- b) The 'Business Flow Demands of a Unified Management' was achieved through integrating cost-effective, rational and reliable logistics technology, equipment and measures;
- c) A consistent stable growth is attained by focusing on logistical service quality, logistic efficiency and lowering logistic costs with enhanced market power;
- d) Capability in regional logistic management and third party logistic business management necessary for the establishment of a well-divided and rationally-deployed regional supply centers and the competency to support a closely integrated enterprise-commercial logistic system in line with the industrial development.
- (3) Entry into contracts with China Tobacco Industrial Corporation in Hu'nan and He'nan etc in respect of the application expansion project of the changes in group mode and decision making system;

Through the development of the project, the production operating decision-making system adapted for the current operating management mode in China Tobacco Hunan Industrial Corporation. The development and implementation of the project built fundamental information codes, fundamental business practices and fundamental business index system that are consistent with industrial standards. Collection channels for multiple data necessary for the project building was established and a fundamental

platform consisting State Tobacco Control Bureau No. One Project Data to be used by China Tobacco Hunan Industrial Corporation for developing the applicable management was structured. Information such as output, sale volume, inventory, price, costs, profit and direction of various types of cigarettes from China Tobacco Hunan Industrial Corporation and such fundamental data as the status of contract implementation were controlled completely, promptly and precisely. A monitoring analysis on cigarettes production and operation as well as market situations was realized, which truly reflected the market performance of products and market situations. A better manufacturing-commercial relationship was built and the implementation of products sources (output set by sales) was reinforced which assisted the enterprise to achieve their brand strategy and enhance their core competence.

(4) The development and application project of the production operating decision-making and management system for China Tobacco Guangdong Industrial Corporation.

#### 2. AUDIT INDUSTRY

During the reporting period, the Group continued to promote phase 1 of the e-Audit project throughout the nation and carried out the implementation and deployment work of the audit application system at city level, and entered into the collective contract on the deployment, implementation and service regarding the Audit Management System of the e-Audit project in the auditing bureaus in Shandong province. This contract is the master contract for the localized deployment of the Audit Management System comprising the Shandong Provincial Auditing Bureau and 16 municipal auditing departments (inclusive of districts and counties) in the province. Through sound service and timely response, the Group's services were highly recognized by the clients in the auditing system and the OA systems in 10 cities including Beijing, Tianjin and Suzhou entered into a second year's service contract.

The Group enjoyed leading position in the domestic auditing industry, and the implementation of the Group's OA systems basically achieved an in-depth coverage throughout the country as of 30 June 2007. 31 of the 37 provincial auditing bureaus in the country chose the system with a coverage ratio of 84%; 152 of 316 regional cities were covered with a coverage ratio of 48%, and 1,210 of the 2,757 counties were covered, with a coverage ratio of 44%.

#### NEWLY DEVELOPED INDUSTRIES

During the reporting period, the Group continued to implement the strategy of introducing matured solutions for the industries in which it had leading position to new industries. In addition to realizing duplicate use of technologies and reduction of total development costs, the Group also expanded into new industries and enlarged its market share. During the reporting

period, the Group succeeded in entering into the e-Insurance Project with the Xiangfan Labor Bureau. The project comprises the localized development and implementation of municipal social insurance application software, the local development and implementation of the labor employment software, the development and implementation of municipal social insurance gateway website, the development and implementation of interface software, data clearance and data transformation for the designated medical institutions of the medical insurance as well as retail pharmaceutical stores, projects including the system interfaces, bank network interface, medial insurance interface software for the labor employment system and the application system for the social insurance. The implementation of the Project will effectively ensure a highly efficient operation of the social insurance system in Xiangfan City. During the period, the Group received financial assistance from the Electronic Information Industry Development Fund (電子信息產業發展基金) for the development of a software project, namely the ResourceOne data center platform commercial business intelligence (BI) software project.

# **SOFTWARE SERVICE OUTSOURCING BUSINESS**

During the reporting period, the Group further pursued the business transformation strategy. Through a combination of organic growth and mergers and acquisitions, the software service outsourcing business grew rapidly with revenue from the outsourcing business amounting to RMB83.27 million for the half year, representing an increase of 77% over the corresponding period of last year. Amongst the revenue in the second quarter of 2007:

RMB3.73 million was revenue derived from Japanese customers;

RMB13.88 million was revenue derived from European and American customers; and

RMB32.17 million was revenue derived from other regions.

The workforce for the outsourcing business also recorded rapid growth. As at 30 June 2007, there were 1,555 outsourcing staffs, representing a 30% growth over the corresponding period of last year.

During the reporting period, for the purpose of further enhancing its integrated service capability in the outsourcing service business, the Group placed greater emphasis on introducing overseas talents and internal training. The Group drew up a series of measures to increase the employees' sense of belongings to the company. Due to such measures, the employee turnover rate of the company was relatively low compared with members of the same industry.

#### TRAINING BUSINESS

During the reporting period, the Group's strategic transformation in the training business won initial success:

In order to adapt to the development strategies of the market and the Group, Chinasoft International training centre, while securing steady growth in the traditional training business, continued to transform into career training and gradually increased the size of the Chinasoft International practical training base. Concurrently, the training center enacted more application oriented programs and plans pursuant to the existing business structure (particularly the development of software outsourcing business)of the Company, which was welcomed by trainees as these efforts effectively ensured that trainees receive applicable trainings with immediate application value. As at 30 June 2007, the Chinasoft International practical training base formed cooperation with 58 universities. During first half-year period, a total of 865 students attended the training courses conducted at the base. Chinasoft Training has gained sound brand reputation amongst universities and education and training institutes.

The training centre's traditional IT training business trained a total number of more than 2,200 students during the first half-year period.

#### **AWARDS RECEIVED**

During the reporting period, the Group had the following rewards and recognitions:

- 2006-2007 Annual Award for the Best Application Information Project by the 21st Century Economic News Reports (二十一世界經濟報導).
- The Office Automation Project for the State Tobacco Monopoly Administration was rewarded by the China Information Association (中國信息協會)
- At the 11TH INT'L SOFT CHINA 2007 held in June, the Chinasoft International Auditing software AE V3.5 won the gold award, tobacco logistics management system V3.0.0 won the innovation award and China International Limited won the award for the best development capability.

# FINANCING AND INTRODUCTION OF SHAREHOLDERS

During the reporting period, the Group successfully introduced JPMorgan Chase & Co. as its shareholder with a 4.91% interests in the Group.

# **DIRECTORS' INTERESTS IN SHARES**

As at 30 June, 2007, the following Directors had interests in the underlying shares of the Company set out below as recorded in the register required to be kept under section 352 of the Securities and Futures Ordinance (Chapter 571 of the Laws of Hong Kong) ("SFO"), or as otherwise notified to the Company and the Stock Exchange pursuant to the required standard of dealings by directors of listed issuer as referred to in rule 5.46 of the GEM Listing Rules:

# Long positions in shares of HK\$0.05 each in the capital of the Company ("Shares")

		Approximate
		percentage of
		total issued
		ordinary
		share capital of
Name of Director	No. of Shares	the Company
Chen Yuhong	27,617,472	3.41%
Cui Hui	20,000,000	2.47%
Wang Hui	9,517,838	1.17%
Tang Zhenming	11,747,765	1.45%

# Options to subscribe for Shares

			Approximate		
		Number of share	percentage of	Number of	
		options	the total number	underlying	
Name of		outstanding as at	of the Ordinary	Ordinary Share	
the Director Ex	ercise Price	30 June 2007	Share in issue	interest in	Note
	(HK\$)				
CHEN Yuhong (Note 1)	0.58	300,000	0.04%	6,550,000	(4)
	0.65	1,250,000	0.15%		(5)
	0.97	1,200,000	0.15%		(6)
	1.78	3,800,000	0.47%		(7)
CUI Hui	0.65	500,000	0.06%	500,000	(4)
Duncan CHIU	0.65	1,000,000	0.12%	1,000,000	(4)
TANG Zhenming (Note 2	2) 0.58	80,000	0.01%	4,180,000	(4)
	0.65	1,300,000	0.16%		(5)
	0.97	800,000	0.10%		(6)
	1.78	2,000,000	0.25%		
WANG Hui (Note 3)	0.58	250,000	0.03%	5,000,000	(4)
	0.65	1,750,000	0.22%		(5)
	0.97	1,000,000	0.12%		(6)
	1.78	2,000,000	0.25%		
CHEN Yung Cheng Time	othy 1.78	1,000,000	0.12%	1,000,000	(7)
ZENG Zhijie	1.78	750,000	0.09%	750,000	(7)

#### Notes:

- (1) An aggregate of 900,000 shares options were exercised by Dr. CHEN Yuhong at the exercise price of HK\$0.58 each and an aggregate of 3,750,000 share options were exercised by Dr. CHEN Yuhong at the exercise price of HK\$0.65 each. Hence, following the exercise of these share options and the grant of new share options the number of share options outstanding reduced to 6,550,000 as at 30 June 2007.
- (2) An aggregate of 240,000 shares options were exercised by Dr. TANG Zhenming at the exercise price of HK\$0.58 each and an aggregate of 1,300,000 share options were exercised by Dr. TANG Zhenming at the exercise price of HK\$0.65 each. Hence, following the exercise of these share options and the grant of new share options the number of share options outstanding reduced to 4,180,000 as at 30 June 2007.
- (3) An aggregate of 750,000 shares options were exercised by Mr. WANG Hui at the exercise price of HK\$0.58 each and an aggregate of 1,750,000 share options were exercised by Mr. WANG Hui at the exercise price of HK\$0.65 each. Hence, following the exercise of these share options and the grant of new share options the number of share options outstanding reduced to 5,000,000 as at 30 June 2007.
- (4) These share options were offered on 13 August 2003 under the share option scheme of the Company adopted on 2 June 2003 (the "Share Option Scheme") and accepted on 27 August 2003. The share options are exercisable for a period of ten years from the date of offer subject to the following conditions:

<b>Exercisable Period</b>		
Commencing	Ending	Number of share options exercisable
40/00/0004	10/00/0010	050/ (11 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
13/08/2004	12/08/2013	25% of the total number of share options granted
13/08/2005	12/08/2013	25% of the total number of share options granted
13/08/2006	12/08/2013	25% of the total number of share options granted
13/08/2007	12/08/2013	25% of the total number of share options granted

(5) These share options were offered on 13 May 2004 under the Share Option Scheme and accepted on 10 June 2004. These share options are exercisable for a period of 10 years from the date offer, subject to the following conditions:—

Exercisal	ble	Period	

Commencing	Ending	Number of share options exercisable
13/05/2004	12/05/2014	25% of the total number of share options granted
13/05/2005	12/05/2014	25% of the total number of share options granted
13/05/2006	12/05/2014	25% of the total number of share options granted
13/05/2007	12/05/2014	25% of the total number of share options granted

(6) These share options were offered on 30 march 2006 under the Share Option Scheme and accepted on 27 April 2006. These share options are exercisable for a period of 10 years from the date of offer, subject to the following conditions:—

<b>Exercisable Period</b>	
•	

Commencing	Ending	Number of share options exercisable
30/03/2006 30/03/2007	29/03/2016 29/03/2016	25% of the total number of share options granted 25% of the total number of share options granted
30/03/2008	29/03/2016	25% of the total number of share options granted
30/03/2009	29/03/2016	25% of the total number of share options granted

(7) These share options were offered on 10 April 2007 under the Share Option Scheme and accepted on 8 May 2007. These share options are exercisable for a period of 10 years from the date of offer, subject to the following conditions:—

#### **Exercisable Period**

Commencing	Ending	Number of share options exercisable
10/04/2006 10/04/2007 10/04/2008 10/04/2009	09/04/2017 09/04/2017 09/04/2017 09/04/2017	25% of the total number of share options granted 25% of the total number of share options granted 25% of the total number of share options granted 25% of the total number of share options granted

# **SHARE OPTION SCHEME**

As at 30 June 2007, share options to subscribe for an aggregate of 111,926,500 Ordinary Shares were granted to certain Directors and employees of the Group pursuant to the Share Option Scheme. The terms on the exercise of the share options granted to the Directors are set out in notes (4), (5), (6) and (7) under "Directors' Interests in Shares".

Save as disclosed above and that there was an aggregate of 19,383,500 share options exercised by various employees of the Group during the period between 4 May 2007 and 20 June 2007, no option has been granted, exercised and lapsed pursuant to the Share Option Scheme for the six months ended 30 June 2007.

#### **DIRECTORS' RIGHTS TO ACQUIRE SHARES**

Save as disclosed above, during the six months ended 30 June, 2007 none of the Directors was granted options to subscribe for shares of the Company and as at 30 June, 2007 none of the Directors had any rights to acquire shares in the Company.

#### REQUIRED STANDARD OF SECURITIES DEALINGS BY DIRECTORS

During the six months ended 30 June, 2007, the Company had adopted a code of conduct for directors' securities transactions on terms no less exacting than the required standard of dealings set out in Rules 5.48 to 5.67 of the GEM Listing Rules. Having made specific enquiry with all the Directors, the Directors had complied with the required standard of dealings and the code of conduct for directors' securities transactions during the six months ended 30 June, 2007.

# THE CODE ON CORPORATE GOVERNANCE PRACTICES

During the six months ended 30 June, 2007, the Company has fully complied with the code provisions of the Code on Corporate Governance Practices as set out in Appendix 15 of the GEM Listing Rules.

# **SUBSTANTIAL SHAREHOLDERS**

So far as was known to the Directors, as at 30 June, 2007, the interest of the persons (not being a Director or chief executive of the Company) in the shares of the Company which were notified to the Company and the Stock Exchange pursuant to the provisions of Divisions 2 and 3 of Part XV of the SFO as recorded in the register required to be kept under section 336 of the SFO were as follows:

# Long positions in Shares

			Approximate percentage of total issued
Name	Nature of interest	Approximate number of Shares (million)	ordinary share capital of the Company
China National Computer Software & Information Technology Service Corporation (Hong Kong) Limited ("CS&S (HK)") (Note 1)	Beneficial interest	199.01	24.55%
Chinasoft National Software and Service Company Limited ("CNSS") (Note 1)	Interest of controlled corporation	199.01	24.55%
Chinasoft International (Hong Kong) Limited ("Chinasoft (HK)") (Note 2)	Interest of persons acting in concert	199.01	24.55%
Far East Holdings International Limited ("Far East Holdings") (Note 3)	Beneficial interest	130.13	16.06%
International Finance Corporation ("IFC") (Note 4)	Beneficial interest	97.25	12.00%

		Approximate number	Approximate percentage of total issued ordinary share capital of the
Name	Nature of interest	of Shares (million)	Company
Microsoft Corporation ("Microsoft") (Note 4)	Beneficial interest	97.25	12.00%
ABN AMRO Holding N.V. (Note 5)	Beneficial interest	46.39	5.72%

#### Notes:

- 1. CNSS is taken to be interested in the Shares in which CS&S (HK) is interested. CNSS holds approximately 99.3% of the total voting rights of CS&S (HK). The number of Shares in which CS&S (HK) is interested includes 23,248,302 Shares which may be issued by the Company to CS&S (HK) pursuant to an acquisition agreement between Chinasoft (HK) and CS&S (HK) dated 28th April 2005 subject to fulfillment of a condition and the exercise of a cash option.
- 2. Chinasoft (HK) and CS&S (HK) are parties to agreements to acquire interests in the Company which include provisions imposing restrictions with respect to the disposal of interests acquired, and Chinasoft (HK) is taken to be interested in the Shares in which CS&S (HK) is interested pursuant to section 318 of the SFO.
- 3. Mr. Duncan Chiu, a non-executive Director, is nominated by Far East Holdings. Mr. Duncan Chiu is a director of Far East Holdings.
- 4. IFC and Microsoft were each interested in 97,250,000 Shares which could be issued to each of them upon the conversion of the 97,250,000 series A preferred shares of HK\$0.05 each in the capital of the Company ("Series A Preferred Shares") allotted and issued to each of them on 6 January 2006. Each of IFC and Microsoft holds 50% of the total 194,500,000 Series A Preferred Shares in issue.
- 5. ABN AMRO Holding N.V. was interested in 46,390,000 shares.

Save as disclosed above, as at 30 June, 2007, no other interest or short position in the Shares or underlying shares of the Company were recorded in the register required to be kept under section 336 of the SFO.

# **COMPETING INTERESTS**

As at 30 June, 2007, Dr. Cui Hui, an executive Director, was interested in approximately 1.34% of the issued share capital of CNSS. Dr. Cui Hui also served as a director of CNSS. In addition, Mr. Su Zhenming (a non-executive Director) had been appointed as directors of CNSS since September 2006. Although the Directors are of the view that the principal activities of CNSS do not directly compete with those of the Group currently, the Group and CNSS however are both engaged in the provision of information technology outsourcing.

Save as disclosed above, as at 30 June, 2007, none of the Directors or the management shareholders of the Company and their respective associates (as defined under the GEM Listing Rules) had any interest in a business which competed or might compete with the business of the Group.

# **AUDIT COMMITTEE**

The Company established an audit committee on 2 June, 2003 with written terms of reference in compliance with the requirements as set out in Rules 5.28 to 5.33 of the GEM Listing Rules. The primary duties of the audit committee are to review and to provide supervision over the financial reporting process and internal control system of the Group. The audit committee comprises the three independent non-executive directors, namely Mr. He Ning and Mr. Zeng Zhijie and Dr. Leung Wing Yin Patrick.

The audit committee of the Company has reviewed the Interim results of the Group for the six months ended 30 June, 2007.

# PURCHASE, SALE OR REDEMPTION OF THE COMPANY'S LISTED SECURITIES

Neither the Company nor any of its subsidiaries have purchased, sold or redeemed any listed securities of the Company during the six months ended 30 June, 2007.

On behalf of the Board

Dr. Chen Yuhong

Managing Director

6 August, 2007, Beijing, PRC

As at the date of this announcement, the Directors are as follows:

# **Executive Directors:**

Dr. Chen Yuhong (Managing Director)

Dr. Tang Zhenming

Mr. Wang Hui

#### **Non-executive Directors:**

Mr. Su Zhenming (Chairman)

Dr. Cui Hui

Mr. Duncan Chiu

Mr. Timothy Chen Yung Cheng

Mr. Liu Zheng

# **Independent Non-executive Directors:**

Mr. He Ning

Mr. Zeng Zhijie

Dr. Leung Wing Yin

This announcement will remain on the "Latest Company Announcements" page on the GEM website for at least 7 days from the date of its posting.