





# CHINASOFT INTERNATIONAL LIMITED 中軟國際有眼公司\*

(Incorporated in the Cayman Islands with Limited Liability) (Stock Code:0354)

HIGHLIGHTS			
		six months	
	2009 RMB'000	2008 RMB'000	Increase (Decrease)
Income statement highlights			
Turnover	441,613	449,672	(1.79%)
EBITDA	27,341	65,583	(58.31%)
(Loss)/profit for the period	(30,461)	68,969	N/A
(Loss)/profit attributable to shareholders of the Company	(31,855)	63,430	N/A
(Loss)/earnings per share (cents)			
Basic	(3.16)	6.37	N/A
Diluted	0.01	2.94	(99.66%)
	(Unaudited)	(Audited)	
	30 June,	31 December,	
	2009	2008	Increase
	RMB'000	RMB'000	(Decrease)
Balance sheet highlights			
Total assets	1,428,009	1,405,047	1.63%
Total liabilities	(580,029)	(534,935)	8.43%
	847,980	870,112	(2.54%)

- The Directors do not recommend the payment of an interim dividend for the six months ended 30 June, 2009.
- 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 six months ended 30 June, 2009 with corresponding figures as follows:

# **CONSOLIDATED INCOME STATEMENT (UNAUDITED)**

For the six months ended 30 June,

	Notes	2009 RMB'000	2008 RMB'000
Turnover Cost of sales	2	441,613 (309,347)	449,672 (304,324)
Gross profit Other income Selling and distribution costs Administrative expenses Amortisation of intangible assets		132,266 7,020 (27,016) (94,292) (11,775)	145,348 5,214 (18,532) (77,714) (10,034)
Profit from operations Finance costs (Loss)/gain arising from changes in fair value of redeemable convertible		6,203 (1,681)	44,282 (536)
preferred shares Share of result of associates		(32,005)	27,762 2,698
(Loss)/profit before taxation Taxation	3	(26,369) (4,092)	74,206 (5,237)
(Loss)/profit for the period		(30,461)	68,969
Attributable to: Equity holders of the parent Minority interests		(31,855)	63,430 5,539
		(30,461)	68,969
Dividend	4		4,514
(Loss)/earnings per share - Basic (cents)	5	(3.16)	6.37
- Diluted (cents)	5	0.01	2.94

# **CONSOLIDATED BALANCE SHEET**

	Notes	(Unaudited) 30 June, 2009 RMB'000	(Audited) 31 December, 2008 RMB'000
Non-current assets Property, plant and equipment Intangible assets Goodwill Interests in associates Prepaid lease payments Prepayment for acquisition of technical knowledge Deferred tax assets	6	85,144 73,235 446,607 15,583 951 2,318 2,662 626,500	79,038 79,724 446,607 14,469 1,034 2,318 
Current assets Inventories Trade and other receivables Prepaid lease payments Amounts due from customers for contract work Amount due from related companies Pledged deposits Bank balances and cash	7	9,674 480,797 166 93,859 21,129 189,284 794,909	21,939 397,420 166 69,891 2,490 21,630 265,804
Current liabilities Trade and other payables Bills payable Amounts due to customers for contract work Amounts due to related companies Dividend payable to shareholders Taxation payable Borrowings Consideration payable on acquisition of	8	261,972 4,077 70,110 148 233 1,186 71,448	282,122 13,163 17,769 22 82 6,705 70,555
additional interest in a subsidiary		400 174	8,447
Net current assets		409,174 385,735	398,865
Total assets less current liabilities		1,012,235	1,006,182
Non-current liabilities Deferred tax liabilities Redeemable convertible preferred shares		8,371 155,884 164,255	8,371 127,699 136,070
Capital and reserves Share capital Share premium Reserves	9	52,271 518,325 225,339	52,178 516,306 256,857
Equity attributable to equity holders of the Company Minority interests		795,935 52,045	825,341 44,771
Total equity		847,980	870,112

# **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	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	Accu- mulated fund RMB'000	Total RMB'000	Minority interests RMB'000	Total RMB'000
At 1 January, 2008 Exchange differences arising from translation of overseas	51,398	505,483	(1,224)	25,116	15,793	8,868	505	129,730	735,669	39,019	774,688
operations	_	-	9,400	_	-	-	-	_	9,400	_	9,400
New issue of shares New issue of shares upon	397	11,881	-	-	-	-	-	-	12,278	-	12,278
exercise of share option Recognition of equity-settled	164	2,439	-	(531)	-	-	-	-	2,072	-	2,072
share based payments	-	-	-	4,514	-	-	-	-	4,514	-	4,514
Dividend paid for 2007	-	-	-	-	-	-	-	(4,514)	(4,514)	-	(4,514)
Net profit for the period								63,430	63,430	5,539	68,969
At 30 June, 2008	51,959	519,803	8,176	29,099	15,793	8,868	505	188,646	822,849	44,558	867,407
At 1 January, 2009 Exchange differences arising from translation of overseas	52,178	516,306	(1,338)	39,964	15,793	8,868	1,712	191,858	825,341	44,771	870,112
operations New issue of shares upon	-	-	(87)	-	-	-	-	-	(87)	-	(87)
exercise of share option Recognition of equity-settled	93	2,019	-	(547)	-	-	-	-	1,565	-	1,565
share based payments  Dividend paid to minority	-	-	-	6,851	-	-	-	-	6,851	-	6,851
interest	_	_	_	_	_	_	_	(5,880)	(5,880)	5,880	_
Net profit for the period								(31,855)	(31,855)	1,394	(30,461)
At 30 June, 2009	52,271	518,325	(1,425)	46,268	15,793	8,868	1,712	154,123	795,935	52,045	847,980

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

Six	months ende	C
	30 June,	

	30 June,		
	2009 RMB'000	2008 RMB'000	
Net cash used in operating activities	(48,945)	(96,549)	
Net cash used in investing activities	(16,546)	(25,704)	
Net cash used in/generated from financial activities	(10,012)	6,882	
Net decrease in cash and cash equivalents	(75,503)	(115,371)	
Effect of foreign exchange rate changes	(1,017)	(559)	
Cash and cash equivalents at the beginning of the period	265,804	230,435	
Cash and cash equivalents at the end of the period	189,284	114,505	

# NOTES TO THE UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS

#### 1. BASIS OF PRESENTATION

The unaudited condensed consolidated financial statements have been prepared in accordance with the applicable disclosure requirements of Appendix 16 to the Rules Governing the Listing of Securities ("Listing Rules") on The Stock Exchange of Hong Kong Limited ("Stock Exchange") and with the Hong Kong Accounting Standard ("HKAS") 34 "Interim Financial Reporting" issued by the Hong Kong Institute of Certified Public Accountants ("HKICPA").

#### 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 six months ended 30 June.

	200	)9	2008	
	RMB'000		RMB'000	
Solutions	243,198	55.08%	264,664	58.86%
IT outsourcing	178,998	40.53%	160,850	35.77%
IT consulting and training services	10,487	2.37%	11,884	2.64%
Standalone software product	8,930	2.02%	12,274	2.73%
	441,613	100%	449,672	100%

#### 3. TAXATION

On 26 June, 2008, the Hong Kong Legislative Council passed the Revenue Bill 2008 and reduced corporate profit tax rate from 17.5% to 16.5% which is effective from the year of assessment 2008/2009. Hong Kong Profit tax is calculated at 16.5% of the estimated assessable profit for the year.

PRC subsidiaries are subject to PRC Enterprise Income Tax at 25% unless subject to tax exemption set out below. Taxation arising in other jurisdictions is calculated at the rates prevailing in the relevant jurisdictions.

On 16 March, 2007, the PRC promulgated the Law of the PRC on Enterprise Income Tax (the "New Law") by Order No. 63 of the President of the PRC. On 6 December, 2007, the State Council of the PRC issued Implementation Regulations of the New Law. The New Law and Implementation Regulations changed the statutory tax rate of the PRC entities to 25% from 1 January, 2008.

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

Pursuant to the resolution of National Development and Reform Commission, dated 31 December, 2008, Chinasoft Beijing had been designated as a supported software enterprise and its income tax rate was reduced from 25% to 10%.

Pursuant to certificate issued by Yunnan Provincial Science and Technology Department dated 15 December, 2008, Chinasoft Kunming had been designated as a High and New Technology Enterorise and its income tax rate was reduced from 25% to 15%.

Pursuant to an approval document issued by the State Bureau of Tianjin Economic and Technology Development Zone dated 20 February, 2003, Cyber Resources was established before the end of the year 1995 and was approved as a production enterprise and its income tax rate was reduced from 33% to 15%. With effect from 2008, the tax rate will be progressively increased to 25% in a five-year transitional period under the Implementation Regulations of the New Law. Cyber Resources is subject to the income tax computed at the rate of 18% for the year ended 31 December, 2008.

Pursuant to certificate issued by Beijing Municipal Science and Technology Commission dated 24 December, 2008, Chinasoft Resources Beijing had been designated as a High and New Technology Enterprise and its income tax rate was reduced from 25% to 15%. Moreover, Chinasoft Resources 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 2004. As a result, Chinasoft Resources Beijing is subject to the income tax at the rate of 7.5% for the year ended 31 December, 2008.

In addition, Chinasoft Shenzhen is located in the Special Economic Zone and the applicable tax rate was 15% before the effective date of the New Law. With effect from 1 January, 2008, the tax rate will increase progressively to 25%. The applicable tax rate of the Special Economic Zone is 18% in 2008. Pursuant to an approval document issued by the State Bureau of Shenzhen Nanshan District dated 1 March, 2005, Chinasoft Resources Shenzhen 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. As a result, Chinasoft Resources Shenzhen is subject to the income tax at the rate of 9% for the year ended 31 December, 2008.

# 4. DIVIDEND

The Company did not declare final dividend for the year ended 31 December, 2008 to its shareholders.

# 5. EARNINGS PER SHARE

The calculation of the basic and diluted earnings per share attributable to the ordinary equity holders of the Company is based on the following data:

		x months 30 June,
	2009 RMB'000	2008 RMB'000
(Loss)/earnings for the purposes of calculating basic earnings per share	(31,855)	63,430
Effect of dilutive potential ordinary shares: (Loss)/gain arising from changes in fair value of redeemable convertible preferred shares	(32,005)	27,762
Earnings for the purposes of calculating diluted earnings per share	150	35,668
	Number	of shares
	2009	2008
Weighted average number of ordinary shares for the purpose of calculating basic earnings per share	1,007,549,765	995,476,938
Effect of dilutive potential ordinary shares: Issuable under the Company's share option scheme Conversion of the redeemable convertible preferred shares	2,212,484 194,500,000	24,122,765 194,500,000
Weighted average number of ordinary shares for the purpose of calculating diluted earnings per share	1,204,262,249	1,214,099,703

#### 6. GOODWILL

Goodwill arose mainly from the acquisition of the remaining 49% interest of a subsidiary, Chinasoft Resources Information Technology Services Limited, the additional 50% interest in a subsidiary, CS&S Cyber Resources Software Technology (Tianjin) Co. Ltd., 97.35% interest of Hinge Global Inc. and its subsidiaries, 100% interest in Sino Sunnyever Automation and Information Co. Ltd in the previous years.

# 7. TRADE AND OTHER RECEIVABLES

	(Unaudited)	(Audited)
	30 June,	31 December,
	2009	2008
	RMB'000	RMB'000
Trade receivables	383,739	363,713
Less: Allowance for doubtful debts	(48,225)	(34,783)
	335,514	328,930
Trade receivable from an associate	491	_
Trade receivables from related companies	12,643	3,363
	348,648	332,293
Advances to suppliers	59,925	9,888
Deposits, prepayments and other receivables	72,224	55,239
	480,797	397,420

The average credit terms of the Group range from 30 to 90 days. An aged analysis of trade receivables (net of allowance for doubtful debts) is as follows:

	(Unaudited) 30 June, 2009 RMB'000	(Audited) 31 December, 2008 RMB'000
Within 90 days Between 91-180 days Between 181-365 days Between 1-2 years Over 2 years	184,944 35,964 80,810 22,074 24,856	175,561 26,288 29,045 89,530 11,869
	348,648	332,293

The fair value of the Group's trade and other receivables at 30 June, 2009 was approximately equal to the corresponding carrying amount.

# 8. TRADE AND OTHER PAYABLES

	(Unaudited) 30 June, 2009 RMB'000	(Audited) 31 December, 2008 RMB'000
Trade payables	120,367	149,145
Trade payable to an associate	1,349	2,114
Trade payable to a related company	613	354
	122,329	151,613
Deposits received from customers	5,482	6,033
Other payables and accrued charges	134,161	124,476
	261,972	282,122

An aged analysis of trade payables is as follows:

(Onaudited)	(Audited)
30 June,	31 December,
2009	2008
RMB'000	RMB'000
54,516	88,543
15,138	14,480
20,681	13,493
18,819	22,178
13,175	12,919
122,329	151,613
	30 June, 2009 RMB'000 54,516 15,138 20,681 18,819 13,175

(Unaudited)

(Audited)

The average credit period on purchases of goods is 90 days. The Group has financial risk management policies in place to ensure that all payables are within the credit timeframe.

The fair value of the Group's trade and other payables at 30 June, 2009 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, 2008, 30 June, 2008, 1 January, 2009 and 30 June, 2009	1,500,000,000	0.05	75,000,000	
Issued shares capital				
At 1 January, 2008 Issue of ordinary shares Exercise of share option	989,838,375 8,790,313 8,650,000	0.05 0.05 0.05	49,491,919 439,516 432,500	
At 31 December, 2008 and 1 January, 2009	1,007,278,688	0.05	50,363,935	
Exercise of share option	2,107,500	0.05	105,375	
At 30 June, 2009	1,009,386,188	0.05	50,469,310	

# 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 2008 and 2009, the Group had the following transactions with the following related parties:

For the six month

		30 June,	
	Notes	2009 RMB'000	2008 RMB'000
Provision of IT outsourcing services  - Viador Inc.  - 日本國株式會社 CDI  - 大連中軟軟件有限公司	(a) (b) (c)	976 6,814 115	2,853 - -
Rental expenses  - Chinasoft National Software and Service Company Limited  - 上海和勤軟件技術有限公司	(d), (e) (f)	1,660	2,514 290

#### Notes:

- (a) Mr. Xi Wang, a common director of HGR and Viador Inc.
- (b) 日本國株式會社 CDI is a shareholder of Tokyo Xinhua, a subsidiary of the Group.
- (c) 大連中軟軟件有限公司 is a subsidiary of CNSS.
- (d) Chinasoft National Software and Service Company Limited is a holding company of a shareholder of the Company.
- (e) Mr. Cui Hui, director of the Company, is also director of CNSS.
- (f) 上海和勤軟件技術有限公司 is a holding company of Scube Systems Limited, a shareholder of the Company.
- (ii) Pursuant to a trademark license agreement ("Trademark Licence Agreement") entered into between CNSS and the Company on 20 December, 2003, CNSS granted to the Company an exclusive right to use a trademark of 中軟總公司計算機培訓中心 as defined on the Trademark Licence Agreement for a period of 25 years for a consideration of RMB2,000,000. During the year ended 31 December, 2006, CNSS obtained the trademark registration certificate from the Trademark Bureau of the PRC and the Company recognised the amount as prepaid lease payments in the consolidated balance sheet. The effective period of the registration is from 21 March, 2006 to 20 March, 2016. At 30 June, 2009, the prepaid lease payments were analysed for reporting purposes as a non-current asset of RMB951,000 and current asset of RMB166,000 in the consolidated balance sheet.

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, 2009 is presented below:

#### Income statement

moone statement	Solutions RMB'000	IT outsourcing RMB'000	IT consulting and training services RMB'000	Standalone software product RMB'000	Consolidated RMB'000
Turnover	243,198	178,998	10,487	8,930	441,613
Segment result	63,021	56,629	6,262	6,354	132,266
Unallocated corporate revenue Unallocated corporate expenses Finance costs Share of result of an associate					7,020 (165,088) (1,681) 1,114
Loss before taxation Taxation					(26,369) (4,092)
Net loss before minority interests					(30,461)

(ii) Segment information about these businesses for the six months ended 30 June, 2008 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	264,664	160,850	11,884	12,274	449,672
Segment result	77,151	57,270	4,936	5,991	145,348
Unallocated corporate revenue Unallocated corporate expenses Finance costs Share of result of an associate					32,976 (106,280) (536) 2,698
Profit before taxation Taxation					74,206 (5,237)
Net profit before minority interests					68,969

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 RMB207,838,000, including the directors' emoluments of approximately RMB1,047,000 during the six months ended 30 June, 2009 (2008: approximately RMB160,725,000, including the directors' emoluments of approximately RMB1,103,000). The increase in employee remuneration resulted from the increase in the number of employees from 4,697 to 5,904 and the increase in bonus to individual staff during the relevant period.

The amortisation charge of intangible assets and depreciation during the six months ended 30 June, 2009 of the Group amounted to approximately RMB11,775,000 (2008: RMB10,034,000) and approximately RMB9,363,000 (2008: RMB11,267,000), respectively.

#### **INTERIM DIVIDEND**

The Directors do not recommend the payment of an interim dividend for the six months ended 30 June, 2009 (2008; Nil).

# **MANAGEMENT DISCUSSION AND ANALYSIS**

# **FINANCIAL REVIEW**

#### Results

For the six months ended 30 June, 2009, the Group's unaudited revenue of services business amounted to RMB387,431,000 (2008: RMB337,430,000), representing an increase of 15% as compared with the corresponding period of last year, whereas the unaudited turnover for the six months ended 30 June, 2009 was RMB441,613,000 (2008: RMB449,672,000), representing a decrease of 2% as compared with the corresponding period of last year, which is attributable to the decreased sales of third party software and hardware products.

Regarding the business itself, turnover from the Group's two main businesses, namely solutions business and IT outsourcing, accounted for 55% and 41% of the Group's overall unaudited turnover respectively (2008: 59% and 36% respectively).

For the six months ended 30 June, 2009, the Company realized an unaudited gross profit of RMB132,266,000 (2008: RMB145,348,000), representing a decrease of 9% as compared with last year. Its gross profit margin was 30.0% (2008: 32.3%), representing a decrease of 2.3% as compared with last year. The drop in gross profit margin was mainly attributable to the followings: (i) lowered gross profit margin of certain items as affected by the external environment in economic crisis; (ii) the Group recognized the preliminary investments and expenses of some major projects as costs for the corresponding period for its strict management against technologies under development.

For the six months ended 30 June, 2009, the Company's unaudited EBITDA amounted to RMB27,341,000 (2008: RMB65,583,000), representing a drop of 58% as compared with last year. The EBITDA margin was 6.2% (2008: 14.6%), representing a decrease of 8.4% as compared with last year. The unmatched movements of EBITDA margin (a 8.4% decrease as compared with the same period of last year) and gross profit margin (a 2.3% decrease as compared with the same period of last year) were mainly attributable to: (i) a substantial increase in provisions for bad debts and depreciations on inventories for the interim period of the year 2009 as compared with the same period of 2008, in accordance with the Group's tightened standards on determining the provisions for bad debts and depreciations on inventories stipulated at the end of 2008; (ii) an increase in the expenses on staff training as the Group continued expending its investments to Excellence Training Centers (ETC) to enhance its talent team.

The ratio of selling and distribution cost to turnover was 6.1%, representing an increase of 2.0% from 4.1% of last year. The increase of 46% in selling and distribution cost as compared with the same period of last year was mainly attributable to the Group's enhanced sales team which led to an increase in its costs on marketing and product promotions. In addition, sales and marketing expenses for its 6 ETC were also increased.

The ratio of administrative expenses (excluding depreciation and amortization) to turnover was 19.2%, representing an increase of 4.4% as compared with 14.8% for the same period of last year. The increase of 28% as compared with the same period of last year was mainly attributable to the effects on provisions for bad debts and depreciations on inventories.

Basic loss per share for the six months ended 30 June, 2009 was RMB3.16 cents (2008: Basic earnings per share was RMB6.37 cents).

#### **BUSINESS REVIEW**

# Objectives

The overall objectives of Chinasoft International Limited (hereinafter referred to as "Chinasoft International" or the "Group") are to spend three to five years to turn the new Chinasoft International that we jointly belong to and making best efforts into a China-based Chinese software service enterprise which serves the globe and of the greatest power, attraction and investment value, and to create an international brand of "Intelli-ed in China" together with local and overseas business partners through the market and human resources in the Greater China Region as the competitive advantages.

#### **Business Mode**

We start with industry integration. Leveraging on the Group's competitive position in the industry, we push ahead industry integration, establish industry standard, integrate industry resources, design and create a unified platform for system information application and integration for clients by way of mergers and acquisitions, cooperation, joint venture as well as alliance. In so doing, we can enhance the re-usage of all information systems, reduce the information system development, deployment, operation as well as maintenance costs and achieve the objectives of reducing the overall informatization cost and management difficulties for clients. Over the past five years, Chinasoft International has implemented more than ten merger and acquisition projects and established good cooperative relationships with internationally-renowned enterprises while maintaining a good cooperative relationship with the government and the industry associations. As such, it has realized a balanced business mix with a considerable scale, establish a "Human Resources Supply Chain" through staff training, and enable the solution business and outsourcing business to complement each other.

In addition, the interaction between domestic and overseas personnel is one of the strategic development directions of Chinasoft International over the years. The Group will combine the management experience gained in similar industries abroad, integrate the relevant consulting services and professional project management instruments, and proactively transfer the international advanced experience to our country. In addition, we will actively promote the domestic successful experience to the international market through the Group's overseas members as channels. Leveraging on its leading position in China market, the Group is also able to assist overseas clients to promptly understand the PRC market and identify new business opportunities.

The last point is the development of the Human Resources Supply Chain. While offering a talent base for the Group's rapid development, the Excellence Training Centers (ETC) of Chinasoft International also nurtures and brings fresh blood to the community and the software industry. ETC has entered into cooperation agreements with over 200 universities and tertiary institutions for internships, so that students who are about to graduate can have opportunities of training and intern work. This not only guarantees the talent supply for the Group, but also serves the whole industry, and forms a human resources supply chain based on mutual contribution and revolving development.

# Strategic Planning

In face of the current economic situation, Chinasoft has set a number of main objectives to capture probable opportunities for this year. First of all, we will consolidate our customer base and current position, and keep on strengthening our business model, corporate culture and management information system. Besides, by enhancing our technological, managerial, linguistic and communication ability, we expect to nurture a team capable of both business management and service development. Secondly, the Group will improve the management efficiency and profitability for its overall business operation by safeguarding its position in the industries in which it serves, "paying intensive and meticulous attention to business details", and "refining its internal management". Lastly, the Group will "accurately design" its capital operation to increase efficiency in terms of capital operation. It is also required to make good cost control and proactively seize opportunities. In addition, we will endeavour to find new customers, expand market share and enhance the Company's comprehensive competitive strength by leveraging on the technical advantages rapidly formed through mergers and acquisitions.

#### Technological Innovation

ResourceOne, the platform product of our proprietary research and development, has been chosen for various "e-" projects of the State; TopLink/TSA+ series products had also been applied for several times in the construction of "cross-bank and cross-area online bank cards businesses in general China Unipay center and national and provincial bank card switching centers" project. During the reporting period, Chinasoft became a core member in "SOA Standard Task Force of National Information Standard Committee (國家信標委SOA標準工作組)" and ResourceOne product was accepted to be included in the 2009 supply list of agreement on government centralized purchase of information products for central government departments. During the reporting period, the Group set up the Automatic Fare Collection System (AFC) R&D Testing Centers (自動售檢票系統(AFC)研發測試中心) in Shanghai and Chongging respectively, which further enhanced its capability of research and development as well as overall testing level in respect of AFC. In addition, the Group's "Railroad transport 'One ticket all transit' funds classification and settlement application software" was granted "2009 State Gold Card Project Outstanding Results Golden Ant Award - Proprietary Innovation Award (2009年度國家金卡工程 優秀成果金螞蟻獎一自主創新獎)". The "Small and Medium Enterprise Credit Loan Management System V 1.0" software developed by the Group on its own, successfully passed the IBM SOA certification test and was included in IBM website.

#### Manpower

During the reporting period, the consolidation of existing condition was the core human resource work of the Group. We rejuvenated the Company and brought out the creativity of the staff by providing more option award, strengthening the development of talent echelon, paying attention to the organization and the allocation and synergy of posts, and strengthening staff training. In addition, the employment of professional managers contributed much to the enhancement of the overall management standard of Chinasoft International.

As at June, 2009, we employed a total of 5,904 staff, representing an increase of 1,207 compared to the same period last year. 83% of the growth in headcount was due to the increase in IT sourcing business, 7% was due to the increase in industry solution. The growth in headcount was fully in line with the balanced development of our different business lines.

#### Business

During the reporting period, the Group continued to reinforce the competitive positions of all its businesses in the existing industries and also attached great importance to expanding into new industries and markets.

Under the influence of macro-economic situations internally and some incidents happened domestically, the Group's results for the reporting period showed slower growth trend despite all its businesses attained steady development. During the reporting period, the Group was awarded "2008 National Top-tier Domestic Software Enterprise". At the same time, Chinasoft International was successfully designated by the International Association of Outsourcing Professionals (IAOP) as one of the "World's Top 100 Outsourcing Professionals in 2009" and was included in the "Leaders category". Besides, two members of the Group were assigned an enterprise credit rating of AAA and AA by China Software Industry Association.

#### Government and Manufacturing Industry

The Group's government and manufacture segment covers a customer base comprising mainly government departments and large state-owned enterprises with Chinese characteristics and clear vertical management need in various supervisory business domain.

The Group had for a number of times undertaken e-Government resolutions for Ministry of Agriculture, Ministry of Human Resources and Social Security, State Auditing Administration, State General Administration of Quality Supervision, Inspection and Quarantine, State Food and Drug Administration and the like in respect of food and drug regulation and state-owned enterprise regulation. Meanwhile, the Group was able to provide comprehensive services from management consultancy, business consultation, software development, project implementation to day-to-day system operation maintenance for large and medium sized manufacturers, our business scope covers ERP, MES, industrial and commercial logistics, industrial and commercial marketing, commercial network set up, data center, office automation, enterprise application integration etc. The Group had successfully provided high-quality services to various industries, including the tobacco, high technology, consumer goods, and food industries.

During the reporting period, with the "e-" projects of national informatization and business and technical competitive advantage accumulated over the years in various supervisory business domains, the Group continued to promote country-wide application and implementation in those industries where it has competitive advantages traditionally. During the reporting period, the Group built on its business experience accumulated over the years to provide more in-depth and customized services to clients in industries where it has competitive advantages, while actively exploring new industries and new service areas: the Group was elected by the Ministry of Finance as the supplier of accounting information quality examination software, signed the contract for "e-Audit Project (Phase 2) Intranet Audit System Building Project" with an audit bureau in a coastal city in Shandong, was successfully awarded the tender for the project on cigarette production and operation decision making and management system and the macro adjustment information support system for the cigarette industry, and signed the research and development and implementation agreement for MES (Manufacturing Execution System) and ERP project with numerous companies in the manufacturing industry.

# Financial and Banking Services Industry

The business scope of the Group's financial and banking services centres around the two core technologies in payment and settlement, and the exchange of news. The Group has world class technology and accumulated experience in the industry areas of banking finance, card-based business, e-commerce, "multi-pass" urban public transportation system, automatic fare collection system and "One ticket all transit" funds classification and settlement system for railroad transport, stadium ticketing system, social security card and certificates, integrate its industry knowledge, application development, system integration, operation management, project implementation and value-added services, and provides industry solutions and system integration services to hundreds of domestic and overseas clients in the industry areas of e-finance, social informatization and e-commerce.

During the reporting period, each project of the Group's financial and banking service business progressed steadily, of which the important projects regarding the sub-ticketing system for individual tickets and the logistics sub-system of the ticketing information system of Shanghai World Expo were launched and commenced operation simultaneously. In the note industry, the Group was awarded tenders from or has signed contracts with six clients such as CITIC Bank and Shanghai Pudong Development Bank. In the multi-pass domain, the Group was awarded tenders for projects on the establishment of the multi-pass system for numerous cities in Western and Southern China. In addition, the Group signed contracts on classification projects and classification maintenance with numerous provincial capital cities. Moreover, the Group has tapped into the new business area of mobile payment by participating in the formulation of standards and securing relevant development contracts, and the Group's SaaS business has also made new progress.

#### Hi-tech MNC IT Services

The Group's Hi-tech MNC IT services catered to clients from multinational and technological companies whose headquarters were in Europe and America. The major services provided by the Group to such customers were full range IT technical services, including: corporate customized application development, corporate application integration, business intelligence and data exploration, implementation and deployment of corporate IT systems, independent testing services, software localization and globalization, software product engineering, technical support and maintenance, in-bedded software development.

As one of the leading IT outsourcing service providers in China, the Group's IT outsourcing services business had expanded into various domains such as transportation, financial, consumer packaged goods, telecommunication, life and pharmaceutical and high technology industries, and interacted well with domestic solution business. Besides "traditional" IT outsourcing services, the Group, leveraging on its leading position in China market, was able to assist overseas clients to have a quick understanding of China market and identify new business opportunities. Meanwhile, the Group was able to, by virtue of its wide network of submission centers, capitalize on global resources and its leading proprietary technical strength to help clients coping with constantly and rapidly changing business challenges.

The Group had been issued ISO 9000, ISO 27001 and CMMI 3 certifications. During the reporting period, the Group had over 900 engineers providing outsourcing services for Microsoft and due to its outstanding performance, the Group becomes the first Microsoft Premier Vendor in China. In addition, the Group becomes an important cooperative partner of a world class domestic communication equipment supplier and the size of the team serving the supplier is similar to that of Microsoft team.

# Information Processing and Engineering Design IT Services

The Group's IT services business in the domains of information processing and engineering design was targeted at clients in Japanese market. The major services provided by the Group to these clients were: call center, data processing, front-page processing of publications, and CAD services for construction and manufacturing domains.

The Group had over ten years' experience in data processing and engineering design domains, providing IT services to more than 100 global companies. At present, we have almost a thousand staff members providing multilingual IT services in a wide range of industries, both domestically and internationally, such as information technology, manufacturing industry, financial services, education, health care institutions, transportation and government agencies.

During the reporting period, the Group gradually strengthened its cooperation with clients in those industries, and each of the Group's business segments developed steadily.

### **Excellence Training Centers (ETC)**

During the reporting period, the Group's Excellence Training Centers supported the construction of the "IT Industry Human Resources Supply Chain" of the Group with comprehensive training for IT talents. Meanwhile, Excellence Training Centers realized an interactive and sizable mutual development with the Group's industry solution business and IT services business.

During the reporting period, the Group increased its investment in the construction of practical training centers, and gradually upgraded its ETC practical training centers in Beijing, Wuxi, Chongqing, Changsha, Xiamen, Dalian, Tianjin and Nanjing and forming sizable IT vocational education system. Currently, ETC of Chinasoft International had established cooperation with over 200 higher education institutes on solid practical training for talents and had functioned as the talent bank of the Group, training and providing high caliber software talents to various business departments. The corporate objectives of Chinasoft International integrated the prospect of China and the motive power of the development of investment and economy, in order to make contribution to the long-term goal of implementing a knowledge-based economy of "manufacturing by intelligence" from "only manufacturing" in China.

During the reporting period, the Group fulfilled its social responsibilities by making donations for education initatives. It sponsored students from The Hong Kong Polytechnic University to join the information technology summer camp organized by ETC of Chinasoft International in Xiamen. During the reporting period, Chinasoft International set up a "practical training center for university students specializing in software engineering" with the Office of National Pilot Software Engineering Schools upon the approval of the Department of Higher Education of the Ministry of Education. Moreover, the Group received the "2009 Award for Promoting Employment of University Students in China's Software Industry".

During the reporting period, traditional IT training business in the training centers developed well. ETC of Chinasoft International had further intensive cooperation with a number of multinationals and developed various brand new talent training projects: the Sharepoint talent training project was jointly developed with Microsoft, the SOA practical training center was jointly established with IBM, the Java advanced technology practical training center was jointly constructed with Sun, and maintained good cooperation with multinational companies such as Microsoft, IBM and Sun, a total of 110 classes were offered, with 1,910 students completed such training.

#### Awards Received

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

- designated by the International Association of Outsourcing Professionals (IAOP) as one of the "World's Top 100 Outsourcing Professionals in 2009" and was included in the "Leaders category"
- listed in "2008 China Services Outsourcing Enterprises Top 10 Best Practice Ranking"
- awarded "2008 National Top-tier Domestic Software Enterprise"
- given approval by the Department of Higher Education to set up a practical training center with the Office of National Pilot Software Engineering Schools
- two members of the Group were assigned an enterprise credit rating of AAA and AA respectively by China Software Industry Association
- elected as "2009 China's Top 10 Services Outsourcing Leading Enterprises"
- received the Award for Promoting Employment of University Students in Software Industry
- become the first Microsoft Premier Vendor in China

#### Capital Operation

Acquisition of 深圳市金華業軟件系統有限公司

The Group intends to expand its information technology business and in particular its information technology outsourcing services by implementing its business strategies and by way of acquisition. The Directors believe that its acquisition represented an excellent investment opportunity in view of the large-scale operation and satisfactory economic returns of the target company. The target company maintains a leading position in the domestic industry and has established a huge client base. One of its major clients is a software company operating business in 27 other countries.

Through the acquisition, the Group will expand its client base and the size of its outsourcing business significantly. The major clients of the target company will then become the strategic clients of the Group. In this way, the Group can grow its business around the world and establish its reputation overseas.

# **DIRECTORS' INTERESTS IN SHARES**

As 30 June, 2009, the following Directors had interests in the shares and underlying shares of the Company and shares in an associated corporation (as defined in Part XV of the Securities and Futures Ordinance (Chapter 571 of the Laws of Hong Kong) ("SFO")) of the Company as set out below and 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 Model Code for Securities Transactions by directors of listed issuers.

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

Name of Director	Total No. of Shares	Approximate percentage of total issued ordinary share capital as at 30 June, 2009
CHEN Yuhong	67,387,608	6.68%
CUI Hui	20,000,000	1.98%
WANG Hui	8,387,838	0.83%
TANG Zhenming	11,747,765	1.16%

# Options to subscribe for Shares

Name of the Director	Exercise Price (HK\$)	Number of share options outstanding as at 30 June, 2009	Approximate percentage of the total number of the Shares in issue as at 30 June, 2009	Number of underlying Shares interested in	Notes
CHEN Yuhong	1.78 1.37	3,800,000 5,000,000	0.38% 0.50%	8,800,000	(5) (6)
CUI Hui	0.65	500,000	0.05%	500,000	(2)
Duncan CHIU	0.65 1.37	1,000,000 10,000,000	0.10% 1.00%	11,000,000	(2) (6)
TANG Zhenming	0.58 0.65 0.97 1.78 1.37	80,000 1,300,000 800,000 2,000,000 2,000,000	0.01% 0.13% 0.08% 0.20% 0.20%	6,180,000	(2) (3) (4) (5) (6)
WANG Hui	0.58 0.65 0.97 1.78 1.37	250,000 1,750,000 1,000,000 2,000,000 2,600,000	0.02% 0.17% 0.10% 0.20% 0.26%	7,600,000	(2) (3) (4) (5) (6)
ZENG Zhijie	1.78	750,000	0.07%	750,000	(5)

#### Notes:

- (1) An aggregate of 1,200,000 share options were exercised by Dr. Chen Yuhong at the exercise price of HK\$0.97 each. Hence, following the execise of those share options, the number of share options outstanding reduced to 8,800,000 as at 30 June, 2009.
- (2) 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:

Number of share options exercisable	Ending	Exercisable Period Commencing
25% of the total number of share options granted 25% of the total number of share options granted	12/08/2013 12/08/2013	13/08/2004 13/08/2005
25% of the total number of share options granted 25% of the total number of share options granted	12/08/2013 12/08/2013	13/08/2006 13/08/2007

(3) 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:

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

(4) 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:

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

(5) 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
10/04/2007 10/04/2008 10/04/2009 10/04/2010	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

(6) These share options were offered on 14 April, 2008 under the Share Option Scheme and accepted on 12 May, 2008. These share options are exercisable for a period of 3 years from the date of offer, subject to the following conditions:

Exercisable Period Commencing	Ending	Number of share options exercisable
14/04/2008	13/04/2011	50% of the total number of share options granted
14/04/2009	13/04/2011	50% of the total number of share options granted

#### **SHARE OPTION SCHEME**

As at 30 June, 2009, there were share options to subscribe for an aggregate of 208,096,868 Shares granted to certain Directors and employees of the Group pursuant to the Share Option Scheme outstanding.

During the six months ended 30 June, 2009, an aggregate of 2,107,500 share options were exercised and an aggregate of 81,787,868 share options were granted under the Share Option Scheme.

# **DIRECTORS' RIGHTS TO ACQUIRE SHARES**

Save as disclosed above, during the six months ended 30 June, 2009 none of the Directors was granted options to subscribe for shares of the Company and as at 30 June, 2009 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, 2009, the Company had adopted The Model Code for Securities Transactions by Directors of Listed Issuers (the "Model Code") in Appendix 10 of the Listing Rules relating to dealings in securities. Having made specific enquiry with all the Directors, the Directors had complied with the Model Code regarding securities transactions during the six months ended 30 June, 2009.

# THE CODE ON CORPORATE GOVERNANCE PRACTICES

During the six months ended 30 June, 2009, the Company had fully complied with the code provisions of the Code on Corporate Governance Practices as set out in Appendix 14 of the Listing Rules.

# **SUBSTANTIAL SHAREHOLDERS**

So far as was known to the Directors, as at 30 June, 2009, 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:

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# Long positions in Shares

		Approximate	Approximate percentage of total issued ordinary share
Name	Nature of interest	number of Shares (million)	capital of the Company
China National Computer Software & Information Technology Service Corporation (Hong Kong) Limited ("CS&S (HK)") (Note 1)	Beneficial interest	245.32	24.30%
Chinasoft National Software and Service Company Limited ("CNSS") (Note 1)	Interest of controlled corporation	245.32	24.30%
Chinasoft International (Hong Kong) Limited ("Chinasoft (HK)") (Note 2)	Interest of persons acting in concert	245.32	24.30%
Far East Holdings International Limited ("Far East Holdings") (Note 3)	Beneficial interest	138.99	13.77%
Greater Pacific Capital Partners, LP ("GPC") (Note 4)	Beneficial interest	119.27	11.82%
International Finance Corporation ("IFC") (Note 5)	Beneficial interest	97.25	9.63%
Microsoft Corporation ("Microsoft") (Note 5)	Beneficial interest	97.25	9.63%

#### Notes:

- 1. CNSS was 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 28 April, 2005 subject to fulfillment of a condition and the exercise of a cash option.
- 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. GPC was interested in 119,268,639 Shares.
- 5. 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.

Save as disclosed above, as at 30 June, 2009, 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, 2009, Dr. Cui Hui, an executive Director, was interested in approximately 1.15% of the issued share capital of CNSS. Dr. Cui Hui also served as a director of CNSS. 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, 2009, none of the Directors or the management shareholders of the Company and their respective associates (as defined under the 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 and amended its written terms of reference in compliance with the requirements as set out in the Code on Corporate Governance Practices of the Listing Rules. The primary duties of the audit committee are to review and to supervise the financial reporting process and internal control system of the Group. The audit committee comprises of three independent non-executive directors, namely Mr. Xu Zeshan 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, 2009.

# 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, 2009.

On behalf of the Board

Dr. Chen Yuhong

Managing Director

7 August, 2009, Hong Kong