



## Tradelink Announces 2007 Annual Results

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***Strong Core Business Continues Market Dominance  
Explores New Opportunities in China***

### **Key Highlights:**

- Core business of providing front-end Government Electronic Trading Services (“GETS”) continued to dominate the market with each service claiming an over 90% share
- DTTNCo’s business gained momentum and grew steadily bolstered by substantial increase in transaction volume
- Digi-Sign strengthened presence in the banking sector
- Explored every new business opportunity in China

(Hong Kong, 25 March 2008) – Tradelink Electronic Commerce Limited (“Tradelink” or “the Group”, SEHK: 0536), a leading provider of e-commerce services for Hong Kong and international business communities, today announced its annual results for the year ended 31 December 2007.

In 2007, the Group continued to have a customer base of more than 54,000. During the year under review, turnover amounted to HK\$245.1 million, a 1.3% decrease, mainly due to the shrinking market size of the Certificate of Origin (“CO”) and Production Notification (“PN”) services. Despite that, profit from operations for the year was HK\$120.1 million, a slight increase over the profit for 2006 by HK\$0.8 million.

The business of Digital Trade and Transportation Network Limited (“DTTNC”), an associated company of the Group, gained momentum and grew steadily in 2007. It currently has a total of around 3,600 registered customers, compared to around 500 registered customers in early 2007. However, given that DTTN was still in its market development stage, the amount of loss shared from DTTNCo widened to HK\$24.0 million. After absorbing the loss from DTTNCo, the Group’s profit attributable to equity shareholders was HK\$76.2 million, representing a drop of 8.4%. Basic earnings per ordinary share for 2007 were HK cents 9.8 as compared to HK cents 10.7 last year.

The Board of Directors proposed payment of a final dividend of HK cents 6.18 per share. This, together with the HK cents 3.61 per share interim paid earlier, is approximately 100% of the Group's profit attributable to shareholders for 2007.

The Group's financial position remains sound and healthy. As at 31 December 2007, it had total cash and bank deposits of HK\$374.7 million, an increase of 11.7%. It had no borrowings in the year under review.

### **Business Review**

Tradelink's core business, GETS services, remained stable and strong in 2007. Its six GETS services continued to command a market share of over 90% each. As for the non-GETS services, following the deployment of the Trader Documentation Service ("TDS") to a large German mail order house, the Group has begun to provide the same service to a world's leading semiconductor manufacturer, who has operations in over 30 countries. Heeding the demand of its customers, the Company has started to support more and more customers in the Mainland, and taking the opportunity to explore other business co-operation possibilities.

For DTTNCo, it is developing partnership arrangement with key international service providers in the B2B supply chain arena. At the same time, it is building partnerships in the Mainland China, Singapore, Australia, the Netherlands and Mexico on pilot projects for customers in Hong Kong and their overseas trading partners to exchange and process trade documents on local DTTN-like platforms.

Digi-Sign, a subsidiary of the Group, enjoyed strengthened presence in the market from its appointment as service provider by a local bank to issue digital certificates to the local and overseas corporate customers of its sister banks in Hong Kong.

### **Prospects**

In response to growing customer demand for connection with their mainland partners and suppliers, Tradelink is actively identifying potential business opportunities in the Mainland. A representative office in Beijing has been set up in early 2008 to facilitate early dialogue for business co-operation.

Regarding potential project, Tradelink intends to bid for the tender to design and implement the Road Cargo System ("ROCARS"). This service is designed to facilitate movement of goods across land border checkpoints between Hong Kong and China through the capturing of advance cargo information. If Tradelink wins the bid, the service will be a logical adjunct to the suite of government services it is already providing.

"2008 will be an important year in the development of DTTN. And if some of the business discussions relating to China are to bear fruit, they will significantly augment the usage of DTTN," Mr. Yue, CEO of Tradelink said.

Appendix:

*Consolidated Income Statement for the year ended 31 December 2007*

**About Tradelink Electronic Commerce Limited**

Established in 1988, Tradelink Electronic Commerce Limited, a joint venture between the Hong Kong SAR Government and private sector shareholders, is a leading provider of trade-related electronic services for both Hong Kong and international business communities. Over the years, by perfecting its infrastructure and developing services that meet users' practical needs, Tradelink has earned the trust of the trading community and built a superb reputation that underscores its dominance in the public e-trading services sector. It offers a unique range of customer support solutions, designed specifically to help customers gain maximum benefits from e-commerce. It makes the use of electronic services as affordable, convenient and user-friendly as possible for its customers. On 28 October 2005, Tradelink was listed on the Main Board of The Stock Exchange of Hong Kong Limited (stock code: 0536). For more information, please visit [www.tradelink.com.hk](http://www.tradelink.com.hk)

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**Appendix –**

**Consolidated Income Statement  
For the year ended 31 December 2007**

	<b>2007</b>	2006
	<b>HK\$'000</b>	HK\$'000
<b>Turnover</b>	<b>245,082</b>	248,300
Interest income	<b>10,186</b>	7,600
Staff costs	<b>(79,474)</b>	(77,851)
Depreciation	<b>(11,065)</b>	(14,291)
Other operating expenses	<b>(44,585)</b>	(44,458)
Profit from operations	<b>120,144</b>	119,300
Impairment loss on investment in unlisted equity securities	-	(10,000)
Share of losses of an associate	<b>(23,955)</b>	(7,694)
Gain on partial disposal of associate	<b>345</b>	622
<b>Profit before taxation</b>	<b>96,534</b>	102,228
Taxation	<b>(20,330)</b>	(19,012)
<b>Profit for the year</b>	<b>76,204</b>	83,216
<b>Dividend payable to equity shareholders of the Company attributable to the year</b>		
Interim dividend declared during the year	<b>28,091</b>	37,326
Proposed final dividend after the balance sheet date	<b>48,093</b>	39,685
	<b>76,184</b>	77,011
<b>Earnings per share (HK cents)</b>		
- Basic	<b>9.8</b>	10.7
- Diluted	<b>9.8</b>	10.6