

**企**業要建立百年基業，唯有不斷強化人才培育與精進管理系統，才能擁有恒久的競爭優勢。

*To establish a strong foundation for long term development of the enterprise and maintain an everlasting competitive edge in the industry, the Group will continue to focus on the training and career development of its staff, and strengthening of its management system.*



董事長 Chairman  
魏應州 Wei Ing-Chou



各位尊敬的股東：

### 業績

二零零一年中國正式加入WTO，成功申辦北京奧運及中國政府堅持擴大內需的方針，令騰飛的中國經濟更添光彩。二零零一年對本集團而言更是值得鼓舞的一年，透過綿密的銷售網絡、專精的生產技術、有效的市場策略以及新產品的成功推出，使得本集團的營業額及收入與扣除利息、稅項、折舊及攤銷前盈利 (EBITDA) 連續三年達雙位數字的增長，於二零零一年財政年度，本集團的營業額及EBITDA達944,566千美元及155,440千美元，與去年同期相比分別上升28.47%及18.77%；加上在產品的組合上作出適度的調配及成本控制得宜，更使本集團的股東應佔溢利大幅增加至60,338千美元，每股盈利達1.08美仙，較二零零零年成長50%。

### 市場地位

本集團的各項產品透過綿密的銷售體系加上“康師傅”的品牌效應，進一步滲透至中國各大城小鎮及農村。據ACNielsen的報告指出，以銷售額為基準，於二零零一年十二月至二零零二年一月期間本集團在方便麵、包裝茶飲品及夾心餅乾之市場佔有率分別為40.6%、52.3%及33.5%，同時處於領導地位。

### 財務運作

截至二零零一年十二月三十一日，本集團總負債為579,656千美元，股東資金及少數股東權益合計563,308千美元；總負債增加56,313千美元，負債比例為50.72%，相較去年同期增加2.46個百分點。年內本集團繼續降低短期借款改舉長期貸款，令長短期貸款比例調整為46%：54%，去年同期為32%：68%；同時，本集團總借貸中人民幣貸款的比例持續高企，達57%，相較去年同期為63%。

Dear Shareholders,

### RESULTS

In 2001, with accession to the WTO, successful bidding for hosting the Olympic Games as well as the government's consistent policy in encouraging domestic consumption, the growing PRC economy further flourished. To Tingyi, 2001 was an encouraging year. Through the extensive sales network, professional production techniques, effective marketing strategies as well as the successful launch of the new products, the Group achieved double digits growth in both turnover and earnings before interest, taxes, depreciation and amortization (EBITDA) in the past three consecutive years. During the fiscal year 2001, the Group's turnover and EBITDA were US\$944.566 million and US\$155.440 million, increased by 28.47% and 18.77% respectively from the previous year. Thanks for the modification of product mix and effective cost control, the profit attributable to shareholders was US\$60.338 million, and the earnings per share amounted to US1.08 cents, representing a significant growth of 50% as compared to the corresponding period last year.

### MARKET POSITION

Through the extensive sales network and the high brand awareness for “Mr. Kon”, most of the Group's products can be distributed not only to the major metropolises but also smaller cities and rural areas. According to ACNielsen SCAN TRACK EXPRESS, for the period of December 2001 - January 2002, based on sales value, market shares for the Group's instant noodle, RTD teas and sandwich crackers were 40.6%, 52.3% and 33.5% respectively, showing the Group's leading position in the industry.

### FINANCING

As of 31 December 2001, the Group's total liabilities amounted to US\$579.656 million, increased by US\$56.313 million from the previous year. Total shareholders' funds including minority interests amounted to US\$563.308 million. The debt ratio was 50.72%, a growth of 2.46pp from the corresponding period last year. During the year, the Group continued to adjust the ratio between long-term loans and short-term loans from the previous year's 32% : 68% to year 2001's 46% : 54%. Meanwhile, ratio in Renminbi borrowings relative to those in foreign currency was 57% and that in last year was 63%.



本集團於一九九七年發行的可換股債券將於二零零二年七月到期，本集團已準備運用來自營運業務之資金償還債券本金95,721千美元及贖回溢價31,264千美元，總還款額為126,985千美元。

#### 股息

董事會將於二零零二年六月二十四日舉行之股東大會上，建議派付末期股息每股0.81美仙予二零零二年六月二十四日名列股東名冊之股東。去年之末期股息為每股0.54美仙。

#### 優質保證認證

年內方便麵事業轄下的哈爾濱廠，飲品事業轄下的廣州廠、福州廠、瀋陽廠及重慶廠陸續取得ISO9002認證。目前本集團共有十九家工廠子公司通過ISO認證，董事們為本集團營造高質量食品的傳統感到光榮。

#### 社會貢獻

二零零一年度本集團安排捐款予甘肅白銀市政府，合作推動苦鹹水淡化試驗工程，在當



於各廠區舉辦家庭日，與員工共樂

Organize family recreation day at the production center, so staffs can enjoy a good day

The remaining principal amount of the Group's 1997 Convertible Bonds is due in July 2002. The Group anticipates repaying the remaining principal amount of US\$95.721 million plus a redemption premium of US\$31.264 million from operating cash flows and bank balances and cash. The total repayable amount will be US\$126.985 million.

#### DIVIDENDS

The Board will recommend at the Annual General Meeting to be held on 24 June 2002 a final dividend of US0.81 cents per ordinary share to shareholders whose names appear on the register of members on that date. Final dividend for last year was US0.54 cents per ordinary share.

#### QUALITY CONTROL

During the year, instant noodle factories in Harbin, beverage factories in Guangzhou, Fuzhou, Shenyang and Chongqing obtained ISO9002 status. At present, 19 factories under the Group have been granted ISO certificates. The Directors are proud of the Group's tradition of producing high-quality food products.

#### SOCIAL CONTRIBUTION

In 2001, the Group made a donation to Bai-Yin city government in Gansu Province for supporting a re-fresh water project. By setting up 4 fresh-





地建立4個淡水站，將當地的苦鹹水轉化為淡水，可以解決當地8,000人的飲用水問題；及於嚴冬捐助方便麵予內蒙古受雪患之災民；期內，本集團亦捐款予天津市慈善協會，提供急需用品予該市特困戶。

### 管理團隊

本年度本集團的方便麵事業轄下的青島廠及福州廠投產，糕餅事業轄下的廣州廠復產以及飲品事業的擴展，令本集團的員工總人數增加至24,643人，在業務快速成長下，他們的努力及貢獻有助本集團創造最佳獲利，對於各員工在去年所作出之努力，本人謹借此機會代表各股東向他們致謝。

董事長及行政總裁  
魏應州

中國 天津  
二零零二年四月二十六日



贊助公益活動回饋社會

The Group's social contribution through sponsored charity events.

water collecting stations, eight thousands people's fresh-water supply problem has been solved. In the intense cold winter, the Group donated instant noodles to the famine-stricken people in Inner Mongolia. Donation was also given to the Tianjin Charity Association to provide emergency necessities to poor people in the area.

### MANAGEMENT TEAM

As a result of the commencement of production by the factories in Qingdao and Fuzhou under the instant noodle division, the re-commencement of production by the Guangzhou factory under the bakery division and the expansion of beverage division, the Group increased its number of staff to 24,643. The staffs' great effort and valuable contribution have helped the Group's business to grow quickly, providing a solid foundation for the Group's long-term business in the PRC as well as a good return to shareholders. I would like to take this opportunity to thank everyone for their hard work during the year.

**Wei Ing-Chou**  
Chairman and Chief Executive

Tianjin, PRC  
26 April 2002



2001 中國麵製品業高層會於本集團天津總部舉行。本集團魏應州董事長出任該會執行理事長

2001 Higher Seminar on Chinese Ramen Noodle Industry held in the Group's Tianjin headquarter, the Group's chairman Mr. Wei Ing-Chou acts as the chairman of the association.