

MULTIVISION INTELLIGENT SURVEILLANCE LIMITED ANNOUNCES FINANCIAL YEAR 2003 RESULTS

MultiVision Intelligent Surveillance Limited ("MultiVision"), a Hong Kong-based technology company specialising in the design, development and distribution of digital video surveillance products and solutions, announces its earnings results for the full year ended March 31, 2003.

Highlights

- Turnover at HK\$95.3m, up 280% from HK\$25.1m in FY2002
- Net earnings at HK\$25.3m, up 2014% from HK\$1.2m in FY2002
- Earnings per share at HK\$0.0849 on a weighted average number of share basis
- Over the last 12 months, MultiVision
 - successfully listed the company's shares on the mainboard of the SGX-ST on December 18, 2002, raising net proceeds of S\$13.3m
 - secured a number of digital video surveillance systems contracts, with clients such as the Bangkok Transit System, China Light and Power and the St. Louis School Board, USA
 - successfully deployed its surveillance solutions in Pharaoh's Palace, a Macau casino
 - released new products using MPEG4 hardware compression
 - was awarded NCR ATM certification
 - was awarded IS09001 certification

Strategy for FY2004

• To continue focusing on providing high-end enterprise and customised solutions for customers, as well as product and solution development to ensure the rollout of new, technologically-advanced products that will help maintain MultiVision's global competitive edge. This will be supported by the company's efforts to further penetrate Europe, the Middle East and Southeast Asia, and at the same time strengthen its presence in its key North Asia, USA and Australia markets.

Dennis Li, President and Chief Operations Officer of MultiVision, said:

"MultiVision enjoyed a stellar year in FY2003, with profits and turnover increasing significantly due to the robust demand for our digital video surveillance products and solutions. This was despite the global weakness and challenging business environment, an achievement we attribute to the quality of our products and solutions. While competition could intensify over the next few months, we are confident MultiVision would hold its own as a provider of high-end enterprise and customised solutions and continue to post strong growth for the current financial year."

"Ever since our listing in December 2002, MultiVision has remained one of the more resilient stocks on the local exchange, succeeding in maintaining its share price despite the economic fallout from the SARS outbreak and the Iraq war. We would like to thank shareholders for their support, and the confidence they have in our business and management."

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About MultiVision (Reuters: MVIS.SI; Bloomberg: MVIS SP Equity)

Headquartered in Hong Kong, MultiVision was established in 1986 and is a technology-based company principally engaged in the design, development and distribution of digital video surveillance products and solutions. The company's products are adapted for use in a diverse range of industries including banking, residential, commercial, utilities, healthcare, and transportation as well as various government agencies. The end-users of MultiVision's products include companies in both the private and public sectors. MultiVision is ISO9001 certified.

MultiVision's products and solutions are marketed to distributors, OEMs of surveillance products and systems integrators for integration into the security and surveillance systems of its end users. The company's principal markets are in Australia, Hong Kong, Taiwan and the PRC. In addition, as at 30 September 2002, MultiVision had 26 distributors in various countries and/or places including Hong Kong, Taiwan, Macau, the PRC, Thailand, Malaysia, Singapore, Indonesia, Australia, New Zealand, Israel, Ghana, The Middle East, Ireland, UK, Latvia and the USA.

The MultiVision range of digital video surveillance product offers digital video recording and real time monitoring of multiple locations from a central monitoring centre through the routing of signals from various cameras to the central monitoring centre.

For further information, please see www.multivision.com.hk.

MULTIVISION INTELLIGENT SURVEILLANCE LIMITED

<u>Financial statements on combined results for the full year ended 31 March 2003 and the corresponding financial year ended 31 March 2002.</u>

			The Group				
		HK\$	'000	%			
		Full Year FY2003	Full Year FY2002	Increase/ (Decrease)			
1.(a)	Turnover	95,292	25,101	280%			
1.(b)	Cost of sales	(45,205)	(12,168)	272%			
1.(c)	Gross profit	50,087	12,933	287%			
1.(d)	Investment income	-	-	-			
1.(e)	Other net income including interest income	2,036	824	147%			
2.(a)	Profit/(loss) from operations before taxation, minority interests, extraordinary items, and finance costs; but after charging depreciation and amortisation, foreign exchange gain/(loss) and allowance for doubtful receivables as follows:	30,173	1,629	1752%			
2.(b)(ii)	Depreciation	(443)	(372)	19%			
2.(b)(ii)	Amortisation of development costs	(7,396)	(2,782)	166%			
2.(b)(iii)	Foreign exchange gain/(loss)	(3)	(59)	-95%			
2.(b)(iv)	Allowance for doubtful receivables	(784)	-	NM			
2.(c)	Exceptional items	-	-	-			
0.41.70	-	44.5	(225)	063/			
2.(b)(i)	Finance costs	(15)	(203)	-93%			
2.(d)	Profit/(loss) from ordinary activities before taxation, minority interests and extraordinary items	30,158	1,426	2015%			

The Group	
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HK\$'000	%	

		Full Year FY2003	Full Year FY2002	Increase/ (Decrease)		
2.(e)	Income derived from associated companies	-	-	-		
2.(f)	Profit/(loss) from ordinary activities before taxation, minority interests and extraordinary items	30,158	1,426	2015%		
2.(g)	Less taxation	(4,838)	(228)	2022%		
2.(g)(i)	Profit/(loss) from ordinary activities after taxation; but before minority interests and extraordinary items	25,320	1,198	2014%		
2.(g)(ii)	Less minority interests	-	-	-		
2.(h)	Profit/(loss) from ordinary activities after taxation and minority interests; but before extraordinary items	25,320	1,198	2014%		
2.(i)(i)	Extraordinary items	-	-	-		
2.(i)(ii)	Less minority interests thereon	-	-	-		
2.(i)(iii)	Extraordinary items attributable to members of the Group	-	-	-		
2.(i)(iv)	Transfer to/from Exchange Reserve	-	-	-		
2.(i)(v)	Transfer to Capital Reserve	-	-	-		
2.(i)(vi)	Transfer to Reserve Fund	-	-	-		
2.(j)	Profit/(loss) from ordinary activities after taxation, minority interests and extraordinary items attributable to members of the Group	25,320	1,198	2014%		

NM stands for "not meaningful"

3.(a)	Operating profit/(loss) [2(g)(i) above] as a percentage of turnover [1(a) above]
3.(b)	Operating profit/(loss) [2(h) above] as a percentage of issued capital and reserves at end of the period
3.(c)	Earnings/(Loss) per ordinary share for the period based on 2(h) above after deducting any provision for preference dividends:-
3.(c)(i)	Based on weighted average number of ordinary shares in issue (Please see note below)
3.(c)(ii)	On a fully diluted basis (Please see note below)
3.(d)	Net tangible asset backing per ordinary share based on existing issued share capital as at the end of the period reported on

Full Year - FY2003	Full Year - FY2002
26.57%	4.77%
21.46%	3.55%
8.49 HK cents	0.43 HK cents
Not Applicable	Not Applicable
HK\$0.19 per share	HK\$0.07 per share

The Group

Notes:

The calculation of earnings per share is based on the Group's profit attributable to shareholders as stated in 2.(j) above and the weighted average of 298,191,853 (FY2002 : 278,026,100) ordinary shares in issue during the year.

There were no dilutive potential ordinary shares during the year and therefore diluted earnings per share are not presented.

3.(e) Analysis of Expenses

Distribution expenses

Administrative expenses (including depreciation)

Amortisation of development costs

The Group						
HK\$						
Full Year - FY2003	Full Year - FY2002	Increase/(Decrease) %				
7,536	4,910	53%				
7,018	7,018 4,436					
7,396	2,782	166%				
21,950	12,128	81%				

4. Half Year Results

		The Group				
		HK\$'000 %		%		
		Full Year	Full Year	Increase/		
		FY2003	FY2002	(Decrease)		
4.(a)	Turnover reported for 1st half year	39,213	5,488	615%		
4.(b)	Profit/(loss) after taxation [2(g)(i) above] reported for 1st half year	10,509	(2,480)	NM		
4.(c)	Turnover reported for 2nd half year	56,079	19,613	186%		
4.(d)	Profit/(loss) after taxation [2(g)(i) above] reported for 2nd half year	14,811	3,678	303%		

5.(a) Amount of any adjustment for under or overprovision of tax in respect of prior years

There was no material under or overprovision of tax in respect of prior years.

5.(b) Amount of any pre-acquisition profits

Nil.

5.(c) Amount of profits on any sale of investments and/or properties

Nil.

5.(d) Any other comments relating to Paragraph 5

None

6. <u>Segmental Results</u>

	The G	Froup	The Group			
	Turn	over	Profit before taxation			
	HK\$	'000	HK\$'000			
	Full Year	Full Year	Full Year	Full Year		
	FY2003	FY2003 FY2002		FY2002		
By geographical location						
The PRC	62,886	4,516	21,257	(46)		
Hong Kong	6,394	4,650	275	422		
Macau	3,536	-	1,204	-		
Australia	1,541	9,846	271	942		
Taiwan	708	1,173	157	22		
North America	18,071	2,528	6,562	252		
Europe	898	528	199	39		
Others	1,258	1,860	233	(205)		
	95,292	25,101	30,158	1,426		

7.(a) Review of the performance of the Company and its principal subsidiaries

Sales turnover

Our turnover amounted to approximately HK\$95.3 million for the year ended 31 March 2003, a growth rate of 280% from that of approximately HK\$25.1 million in FY2002. The growth in turnover was mainly due to the improved sales for our core products, namely the NetServers and the UCWs. The overall increase in our sales for this year was mainly due to increasing market acceptance of our products through more extensive marketing and promotional activities as well as the successful implementation of visible projects and promising user site references and a well executed distribution strategy. In terms of the geographical segmentation of our sales turnover recorded for the year ended 31 March 2003, we experienced very significant growth in our sales to the PRC and North America of approximately 13.9 times and 6.0 times respectively. We have also made a major sales breakthrough into the digital video surveillance product marketplace in Macau which, we strongly believe, will bring substantial sales orders to our company in the future. The overall sales turnover generated from Hong Kong and the rest of the world was steady over the year while the decrease in sales turnover was recorded in Australia as a result of the completion of the Sydney's New South Wales State Rail Authority project in early this year.

Cost of sales

Our cost of sales increased by approximately HK\$33.0 million or 272% to HK\$45.2 million for the year ended 31 March 2003 from approximately HK\$12.2 in FY2002. Despite the tremendous competitive pressure in driving down the averaged selling price of our products, we have been able to achieve an improved gross profit margin from last year's 51.5% to this year's 52.6% as a result of (i) an increase in the sales of higher margin products such as customised NetServers and the UCWs in contrast to the lower-end NetServer DIY boards and standard NetServer boxes; (ii) the benefit gained from economies of scale in our production as we continue to increase our production volume and thereby decrease the average cost of materials and assembly charges; (iii) the cost savings made in the last quarter this year brought by the acquisition of a perpetual license of use of our software driver; and (iv) the release of high end hardware MPEG4 compression NetServers with better margin.

Operating expenses

Our total operating expenses increased by approximately HK\$9.9 million or 81% to approximately HK\$22.0 million for the year ended 31 March 2003 from approximately HK\$12.1 million in FY2002.

Our distribution expenses amounted to approximately HK\$7.5 million for the year ended 31 March 2003, an increase of approximately HK\$2.6 million or 53% from that of approximately HK\$4.9 million in FY2002. This increase was primarily due to an expansion in our sales force and in the set up of a new subsidiary in Macau

and sales and marketing representative offices in Singapore, the PRC and the USA respectively.

Our administrative expenses amounted to approximately HK\$7.0 million for the year ended 31 March 2003, an increase of approximately HK\$2.6 million or 58% from that of approximately HK\$4.4 million in FY2002. This increase was primarily due to the expansion of our technical support and administration team to cope with the significant business expansion of the company.

Our amortisation of development costs amounted to approximately HK\$7.4 million for the year ended 31 March 2003, an increase of approximately HK\$4.6 million or 166% from that of approximately HK\$2.8 million in FY2002. This increase was primarily due to the significant investments made in our product development programs during this year in order to ensure our technology leadership in the marketplace.

Gross profit and net profit after taxation

Our gross profit amounted to approximately HK\$50.1 million for the year ended 31 March 2003, an increase of HK\$37.2 million or 287% from that of approximately HK\$12.9 million in FY2002. Such significant growth was a direct reflection of almost the same extent of growth in our sales turnover we achieved this year.

We registered a profit after taxation attributable to the shareholders of approximately HK\$25.3 million for the year ended 31 March 2003, an increase of approximately HK\$24.1 million or 2,014% from that of approximately HK\$1.2 million in FY2002. The main reason for this significant growth in profit after taxation was that our digital video surveillance businesses were only in the kick-off stage during most of the time in FY2002, while such businesses had been successfully taken off in FY2003 on the basis of a well-developed customer base and proven reference sites.

7.(b)	Where a forecast, or a prospect statement, has been previously disclosed to shareholders, the issuer must explain
` ,	any variance between the forecast or prospect statement and the actual results

None.

7.(c) A statement by the Directors of the Company on whether any item or event of a material or unusual nature which would have affected materially the results of operations of the Group and Company has occurred between the date to which the report refers and the date on which the report is issued. If none, to include a negative statement.

In the opinion of the Directors, no item, transaction or event of a material and unusual nature which has arisen from the end of the period under review to the date of this announcement which would affect substantially the results of the Company and the Group for the period in which this announcement is made.

8. A commentary at the date of this announcement of the competitive conditions of the industry in which the group operates and any known factors or events that may affect the group in the next reporting period

The competitive environment will be intense as more low end products kept rolling out into the market especially in highly price-sensitive regions such as the PRC and Taiwan. We have released new entry level and high end NetServer models to cope with the competition. In response to that our Company will focus on the high end enterprise and customised solutions for customers and the development into the lightly-tapped geographical markets such as Europe, the Middle East as well as the Southeast Asia. On the other hand, our Company will continue investing significant financial and human resources in product development to ensure the roll out of technologically advanced new products and solutions in order to maintain our competitive edge in the marketplace.

Based on current business trends, the total sales turnover and operating results of the Group are likely to improve in the next financial year.

9. Dividend

(a) Any dividend declared for the present financial period? Non	е
(b) Any dividend declared for the previous corresponding period?	None
(c) Total Annual Dividend (if applicable)	
NA	

(d) Date payable

NIL

(e) Books closure date

NIL

(f) Any other comments relating to Paragraph 9

NIL

10.(a) Balance sheet

	HK\$	HK\$'000		HK\$'000	
	As at 31.03.03	As at 31.03.02	As at 31.03.03	As at 31.03.02	
Non-current assets					
Investment in a subsidiary	-	-	19,462	-	
Fixed assets	1,474	1,045	-	-	
Intangible assets	51,115	14,296	-	-	
Deferred taxation	52,589	80 15,421	- 19,462	-	
Current assets	3.,555	,	,		
Inventories	4,493	3,603	_	_	
Trade receivables	25,670	13,656	_	_	
Prepayments, deposits and other receivables	2,173	1,205	215	-	
Amount due from a subsidiary	-	-	58,831	-	
Cash and cash equivalents	49,667	10,908	-	-	
	82,003	29,372	59,046	-	
Less: Current liabilities					
Obligations under hire purchase contract	133	133	-	_	
Trade and other payables	10,958	10,760	139	-	
Amounts due to directors	750	-	150	-	
	11,841	10,893	289	-	
Net current assets	70,162	18,479	58,757	-	
Total assets less current liabilities	122,751	33,900	78,219	-	
Less: Non-current liabilities					
Obligations under hire purchase contract Deferred taxation	22	156	-	-	
	4,758 4,780	156	-	<u>-</u>	
	4,700	130	-	-	
Net assets	117,971	33,744	78,219	-	
Shareholders' equity					
		00.075	0 . 225		
Share capital	24,369	28,672	24,369	-	
Reserves	93,602	5,072	53,850		
	117,971	33,744	78,219		

The Group

The Company

10.(b) Consolidated cash flow statement for the Group

	Full Year	Full Year
	FY2003	FY2002
	HK\$'000	HK\$'000
Operating activities	20.450	1 100
Profit from ordinary activities before taxation	30,158	1,426
Adjustment for:	4.5	000
Interest expense	15	203
Interest income	(95)	(53)
Depreciation of fixed assets	654	372
Amortisation of intangible assets	7,396	2,782
Gain on disposal of fixed assets	(6)	-
Operating profit before changes in working capital	38,122	4,730
Changes in working capital		
Increase in inventories	(890)	(2,371)
Increase in trade receivables	(12,014)	(9,466)
Increase in prepayments, deposits and other receivables	(968)	(1,086)
(Decrease)/increase in trade and other payables	(7,802)	8,561
Increase in amounts due to directors	750	-
Cash generated from operations	17,198	368
Income tax refunded	_	3
Interest received	95	53
Interest paid	(15)	(203)
Net cash inflow from operating activities	17,278	221
Investing activities		
Payment for purchase of fixed assets	(1,095)	(970)
Payment for development costs	(5,415)	(2,088)
Technology transfer fee paid	(30,800)	(1,800)
Proceeds from sales of fixed assets	17	-
Net cash outflow from investing activities	(37,293)	(4,858)
Financing activities		
Capital contributions	_	20,000
Repayment of principal under hire purchase contract	(133)	(119)
Decrease in amount due to related company	(133)	
Issue of shares	71 026	(1,922)
100000000000000000000000000000000000000	71,836	-
Share issue expenses	(12,929)	-
Net cash inflow from financing activities	58,774	17,959
Net increase in cash and cash equivalents	38,759	13,322
Cash and cash equivalents at beginning of the year	10,908	(2,414)
Cash and cash equivalents at end of the year	49,667	10,908

10.(c) Statement of changes in equity

The Group							
	Share	Contributed	Statutory	Share	Other	Retained	
	Capital	Surplus	Reserves	Premium	Reserves	Profits	Total
	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000
At 1 April 2002	28,672	0	0	0	0	5,072	33,744
Surrender of original shares as part of the Goup's share							
capital restructuring	- 28,672	-	-	-	-	-	- 28,672
Ordinary shares issued nil							
paid on incorporation and subsequently credited as							
fully paid as part of the							
Group's capital restructuring	19,462	9,210	-	-	-	-	28,672
New shares issued for							
public subscription	4,907	-	-	66,929	-	-	71,836
Share issue expenses	-	-	-	- 12,929	-	-	- 12,929
Net profit for the year	-	-	-	-	-	25,320	25,320
At 31 March 2003	24,369	9,210	0	54,000	0	30,392	117,971

The Company							
	Share	Contributed	Statutory	Share	Other	Retained	
	Capital	Surplus	Reserves	Premium	Reserves	Profits	Total
	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000	HK\$'000
At 1 April 2002	0	0	0	0	0	0	0
Ordinary shares issued nil paid on incorporation and							
subsequently credited as fully paid as part of the							
Group's capital restructuring	19,462	-	-	-	-	-	19,462
New shares issued for							_, _,
public subscription	4,907	-	-	66,929	-	-	71,836
Share issue expenses	-	-	-	- 12,929	-	-	- 12,929
Net profit for the year	-	-	-	-	-	- 150	- 150
At 31 March 2003	24,369	0	0	54,000	0	(150)	78,219

10.(d) Explanatory notes on material items in 10.(a), 10.(b) and 10.(c) above

Our intangible assets amounted to HK\$51.1 million at 31 March 2003, an increase of HK\$36.8 million from HK\$14.3 million at 31 March 2002. Such increase was primarily the results of (i) an acquisition of a perpetual licence of use of the software driver which is an integral cost element of our core products; and (ii) the additional amount spent by the Group in financing its new products development projects during the year.

Our inventories amounted to HK\$4.5 million at 31 March 2003, an increase of HK\$0.9 million from HK\$3.6 million at 31 March 2002. Such extent of approximately 25% increase in inventories level is insignificant in respect of a 280% growth in sales turnover in the year of 2003 which were partly due to our success in maintaining a relatively stable and accurate order forecasting mechanism with our major distribution partners and partly due to our ability to work with our PRC assembly and manufacturing partner in stabilizing a reliable manufacturing and delivery leadtime, both of which enabled our company to keep the practical minimum level of inventories in terms of both assembled whole units as well as major parts and components.

Our trade receivables amounted to HK\$25.7 million at 31 March 2003, an increase of HK\$12.0 million from HK\$13.7 million at 31 March 2002. Such increase was the natural result of the 280% increase in this year's sales turnover over that in last year and the average turnover days of our trade receivable was approximately 75 days (versus 130 days in FY2002) which showed significant improvement in our credit control and this was in line with our overall credit policy of granting a credit period of between 60 to 90 days to the majority of our long-term business partners.

Our trade and other payables amounted to HK\$11.0 million at 31 March 2003, an increase of Hk\$0.2 million from HK\$10.8 million at 31 March 2002. Such insignificant increase was the result of the prompt settlements to our PRC assembly and manufacturing partners in return for a guarantee of prompt manufacturing and delivery leadtime and quality of works which were critical both in enabling our Company to maintain a good reputation as a reliable supplier of good quality products and in enabling our Company to keep a reasonably low level of inventories as explained in the above section.

The Group's deferred tax liabilities of HK\$4.8 million at 31 March 2003 (nil at 31 March 2002) were primarily related to temporary differences of deferred product development costs arising under Hong Kong taxation.

The significant changes in the Group's share capital and reserves were the results of (i) a capital restructuring exercise carried out during this year in preparation for the listing of our Group on the Singapore Stock Exchange; and (ii) the issue of new shares of the Company in relation to our listing on the Singapore Stock Exchange on 18 December 2002.

Our operating activities recorded net cash inflow of HK\$17.3 million for the year ended 31 March 2003, an increase of HK\$17.1 million from HK\$0.2 million for the same period of FY2002. This was primarily contributed by the operating profit generated less amounts applied in settling our trade and other payables and the increase in financing our trade receivables and inventories.

Our investing activities recorded net cash outflow of HK\$37.3 million for the year ended 31 March 2003, an increase of HK\$32.4 million from HK\$4.9 million for the same period of FY2002. This was primarily due to the settlement of the acquisition of a perpetual license of use of software driver as mentioned above and the payment of product research and development costs during this year.

Our financing activities recorded net cash inflow of HK\$58.8 million for the year ended 31 March 2003, an increase of HK\$40.8 million from HK\$18.0 million for the same period of FY2002. Such increase was primarily the result of the issue of the Company's new shares in relation to the listing of the Company on the Singapore Stock Exchange on 18 December 2002.

Overall, our Group recorded a consolidated net increase in cash and cash equivalents of HK\$38.8 million for the year ended 31 March 2003.

11. Details of any changes in the Group's issued share capital

Please refer to the Restructuring Exercise undertaken by the Group mentioned in the prospectus.

As at 31 March 2003, the total number of unexercised options under the Company's Executives' Share Option Scheme was nil (31 March 2002 : Nil).

12. Comparative figures of the group's borrowings and debts securities

As at 31 March 2003, the Group's obligations under hire purchase contract are analysed as follows :

(a) Payable within one year

(b) Payable after one year

As at 31 N	March 2003	As at 31 March 2002		
ecured IK\$'000			Unsecured HK\$'000	
133	0	133	0	
22	0	156	0	
155	0	289	0	

(c) Any other comments relating to Paragraph 12

The Group has no other borrowings or debts securities other than that as disclosed above.

13. Whether the figures have been audited, or reviewed and in accordance with which standard (e.g. the Singapore on Auditing 910 (Engagements to Review Financial Statements), or an equivalent standard)

The figures have not been audited or reviewed.

14. Where the figures have been audited or reviewed, the auditors' report (including any qualifications or emphasis of matters)

Not applicable.

15. A statement that the same accounting policies and methods of computation are tollowed in the financial statements. Where there have been any changes or departure from the accounting policies and methods of computation, including those required by an accounting standard, this should be disclosed together with the reasons for the change and the effect of the

The Group has adopted the same accounting policies and methods of computation in the financial statements for the current reporting year compared with the audited financial statements as at 31 March 2002.

BY ORDER OF THE BOARD

Mak Tin Sang Company Secretary 26 June 2003