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## Headline

### **2014 Full-Year Results shows improvement in net profit and overall revenue**

The Group announced its audited results for the year ended December 31, 2014. The Group's consolidated net profit attributable to shareholders slightly increased by 1.3% to HK\$48.8 million (2013: HK\$48.1 million). The basic earnings per share was 20.26 HK cents (2013:20.03 HK cents) or an increase of 1.1% compared with the same period last year.

The Group's overall revenue grew by HK\$23.7 million, or 12.6% to HK\$210.8 million and correspondingly, the group's gross profit rose by HK\$8.6 million, or 8.5% to HK\$109.7 million. It is delighted to see the Group's efforts spent in the business transformation to proprietary software and solution services oriented business had been solidified as the growths were found across the software and solution services business with strong recurring nature.

## Headline

The Group's Application Software business reported solid performances in the reporting period. C&T continued its leading position in the local market with expanding customers' base. Our management is glad to see more and more reputable organizations and prominent leaders in their respective industries had become users of the Group's software products.

In response to the intense market competitions and challenging business environment, the Group's GETS business had been operating under a streamlined structure and managed to deliver a steady result in 2014. During the reporting period, the Group had established 13 new paper-to-electronic conversion service ("PCS") outlets through partnership with a local listed printing business group. The group had also launched more customers-oriented service plan and enhanced its online services.

The Group's Solutions Services business was continuously entrusted by various departments of the HKSAR Government and commercial enterprises and managed to deliver a result with double-digit growth in 2014. All the services agreements signed with government organizations and other enterprise customers would provide a stable revenue source for the Group's Solutions Services business in the coming years, and also reaffirm the group's competency in delivering high quality IT services.



*2014 Annual Report*



*Our Vision - "To build a better world with Information Technology"*

Mr. Ng Cheung Shing, Chairman of C&T Holdings commented that "The global economy is foreseen to be volatile and also the pace of economic growth in China is expected to slow down. Taking account of the uncertainties, the Group will continue to adhere to the strategies on the development of its proprietary software products in order to grow the related business revenue and improve its market position. On top of the organic growth, the Group will continue to closely look at new opportunities for potential acquisition of software related companies. While the Group is expanding its software product line, there is also a need for the Group to devote more resources in research and development ("R&D") in order to integrate the products and enhance their features. While the additional R&D costs may create short term impact to the profit, it will certainly create a bigger return for the Group in long term."

## Business Highlights

### The first user-friendly Yau Tsim Mong District breastfeeding location application has been designed and developed by C&T

C&T's solutions team has been entrusted by Home Affairs Department of HKSAR to design and develop a breastfeeding location application to public. This is the first breastfeeding location application of Yau Tsim Mong (YTM) District.

In recent years, the Department of Health has been actively promoting and supporting breastfeeding through different channels. The Department of Health has encouraged various departments to support and promote breastfeeding.

Home Affairs Department (HAD) understands the importance of breastfeeding, it is the best food for healthy growth and development of infants. Some women have commented that they had given up or prematurely stopped breastfeeding, as the support facilities for breastfeeding were insufficient in Hong Kong. HAD decided to develop the first YTM district breastfeeding location application to encourage and support women for breastfeeding.

In order to make it more user-friendly and be widely applied in Hong Kong, this application “油尖旺母乳餵哺熱點” could be run on iOS and Android devices. The application is extremely user-friendly and has been automatically connected to Google map with GPS function. Mama only requires downloading the applications “油尖旺母乳餵哺熱點” before locating the most suitable breastfeeding place for breastfeeding. This application not only provides breastfeeding place details including the photos, opening hours and telephone hotline, but also offers breastfeeding skills and knowledge.



Screen captures of the first breastfeeding location application of Yau Tsim Mong District (油尖旺母乳餵哺熱點)

## Business Highlights

### C&T's solutions team helps LCSD to improve operational efficiency

C&T has been awarded a SOA-QPS3 Contract in Service Category 3 for providing the System Analysis & Design and System Implementation & Integration services of the "Revamp of Campaign Records System (CRS) and e-Magazine System (e-Magazine)" for Leisure and Cultural Services Department (LCSD).

With our extensive knowledge and experience in system design, implementation and integration, C&T's solutions team would upgrade the Campaign Records System (CRS) & e-Magazine System (e-Magazine) with new hardware and latest software platform, rewrite and migrate the systems to up-to-date servers. It helps enhance the functionalities of the system.

As many components on the servers hosting the CRS and e-Magazine systems have already reached the end of their lifecycle, the security patches and security-related hot fixes have no longer been available from their manufacturers. It would expose these systems to high security risks.

To avoid the services suspension, C&T not only migrate and upgrade the two systems to a new and updated system, but also re-develop and revamp the 2 systems to improve the functionalities and user-friendliness. The layouts of e-Magazine would be redesigned to increase its attractiveness to attract more subscribers.

In order to automatically generate e-Magazine according to subscriber's selection and preferences, as well as send the generated e-Magazine to subscriber weekly by email, the Campaign Records System would be integrated with the Leisure Link System. This arrangement can reduce cost and improve efficiency.

An archive function would be developed to remove expired programmes and temporary venue location records from database after 90 days expiry from the last performance data of the programmes.

In sum, this system revamp would minimize staff effort in synchronizing of Campaign Records System and Leisure Link System, it also enhances users' experience and improves operational efficiency.



*e-Magazine System of LCSD*

### **Samsonite Asia Limited reduces operational costs through implementing C&T's IPL HRMS**

To capture the biggest business opportunity in Asia market, Samsonite Asia has expanded its market segment of Hong Kong rapidly, the number of staff of Samsonite Asia is increasing. With the increasing emphasis in talents management and employee engagement, Samsonite has been looking for a sophisticated and reliable HRM system to manage and support its human resources management process.

C&T's IPL HRMS has been traditionally strong in delivering comprehensive HRM system to fit for the clients' needs. We have gained the confidence of Samsonite Asia to implement the HRMS Core System and HK Standard Edition. Through our most advanced systems, Samsonite Asia would reduce operational costs, minimize human error, reduce risk of unwarranted access, improve efficiencies, save costs and diminish operation risk. All of these advantages would improve Samsonite Asia's business processes and drive more profit in this turbulent market.



*Screen captures of HRMS*

### **C&T's IPL HRMS helps HR practitioner releasing administrative burdens**

With more than 20 years of experience of delivering high standard of HRM solution, C&T's HRM team has been entrusted by one of the leading hotel groups in Asia to provide "IPL HRMS Core System", "IPL Attendance & iAttendance System" and "IPL iLeave System".

Through our state-of-the-art HRMS, the HR practitioners could improve their operation efficiency and reduce workload. Our advanced product is easy-to-use and it can eliminate tedious clerical work. It helps releasing HR department from administrative burdens, streamlining their business process, and reducing operational costs.

Our customized attendance records can ensure all employees who are being paid the correct amount and that sickness and holiday are correctly recorded. The customized system can eliminate incorrect data being input and reduce the time taken to manually extract data for transferring into a separate software system.

### **C&T's EIM provides significant supports to various government departments**

C&T has a proven track record in delivering IT solutions. The number of government departments have implemented our mission-critical solution services and have extended further business cooperation with C&T through deployment of our flag ship EIM product, VITOVA. In this quarter, Home Affairs Bureau as well as Trade and Industry Department have signed contracts with us.

#### **Home Affairs Bureau – Community Care Fund (CCF)**

The Community Care Fund (CCF) of Home Affairs Bureau (HAB) has been our long-time customer. This is the fifth project of Community Care Fund to apply C&T's VitalDoc.



By implementing C&T's VitalDoc, users can define the Document Index Protection Rule in VitalDoc administration page. They can add and define which document index field(s) in the condition(s) rule. The upgraded software can enhance security. It helps speed up CCF's business decision process and increase cost effectiveness.

#### **Home Affairs Bureau – Recreation and Sport Division (RSD)**

With our extensive experience and excellent service, C&T gains a referral business from its existing clients again. C&T has been referred to HAB's Recreation and Sport Division (RSD) by Community Care Fund and Information Technology Management Unit to provide VITOVA – VitalDoc.

In this project, C&T helps RSD saving "Private Recreational Leases (PRL)" records to VitalDoc. C&T's EIM product is scalable and highly compatible. A powerful search function can speed up RSD's productivity and increase operational efficiency.

#### **Trade and Industry Department**

C&T has been awarded by Trade and Industry Department to upgrade its VitalScan and VitalForm system. In this project, the system has been upgraded from VitalScan 3.6 to 4.1. Users can delete, insert, and reorder the documents handily to ensure image quality. A build-in-backup for the archived content and distribution of content with Remote Standby Servers would also be offered.

Apart from implementing VitalDoc, Trade and Industry Department has also applied VitalForm. VitalForm can personalize incoming documents and save it to database for ease of reference. It helps reduce man hours on managing and filling data. With easy scanning, archiving and retrieval, Trade and Industry Development can minimize storage costs and ensure the data which are always up-to-date, complete and accurate.

### **The most innovative voting apps has been adopted in C&T's Annual Dinner 2015**

The Group's Annual Dinner Party 2015 ("the party") was successfully held on 13 March, 2015 at GP Dynastie. This year, we created a new voting apps for every participant to vote for their best manager to sing a song during the party.

The wonderful evening was started by our Group Chairman Mr. CS Ng, who delivered a welcome speech. All participants enjoyed the special night through participating in exciting games and lucky draws. The Group also took this special occasion to present five and ten years long-service awards to employees in recognition of their dedication and loyalty contributing to the development of the Group.



*C&T Annual Dinner 2015*

### **C&T has won the 2<sup>nd</sup> Runner-up in ICT Cup 25km Category of Green Power Hike**

The Group participated in the 22nd Green Power Hike which was organized by the Green Power on 7 February, 2015. Our corporate team won the Second Runner-up in ICT Cup 25km Category from Stage 5 Hong Kong Trail (near Hong Kong Parkview) to Big Wave Bay of the Green Power Hike. It was our first time to join such challenge and the team finally took 3 hours 24 minutes to finish the competition.



*Green Power Hike*

### **Lunch and learn workshop - Terrarium plants workshop**

Did you try creating a plant in a little glass bottle? In order to help employees achieve a better work-life balance and enhance the awareness of environmental protection, "Terrarium plants workshop" was held on 13 February, 2015. Through this workshop, participants can observe how simple elements in nature, such as sunlight, water, space and clean air keep plants growing. And it allows colleagues to share equipment and communicate with each other while constructing terrariums. The workshop was held successfully and attracted over 40 participants to join. Everyone was excited to participate in this event.



*Terrarium plants workshop*