

**VISION TECH INTERNATIONAL HOLDINGS LTD :  
THE OLD-FASHIONED TRADING COMPANY – STILL YOUNG !**

It is refreshing to read a prospectus of a company, hoping to be admitted to the ranks of The Stock Exchange of Hongkong Ltd, a company which engages in old-fashioned things, like trading.

In these days of buzzwords, such 'IT', 'CVD', 'DVD', 'gigabyte', 'dongle', 'hypertext', 'HTML', 'HTTP' and 'TCP/IP' etc, one tends to forget that the concept of trading is, still, the basis upon which society has been built, a concept which was the precursor to what has come to be known as a medium of exchange.

The idea of old-fashioned trading will always be around, whether transacted via the Internet, or mom, going out to the local store for necessities, such as groceries, or doing it to dad, by buying herself some luxuries.

Trading is old-fashioned; and, it is as modern as any hi-tech concept in use, today.

That is the reason, perhaps, that the latest comer to The Stock Exchange appeals, to some extent, to TARGET's analyst since, though Vision Tech International Holdings Ltd may not be considered sexy, in today's hi-tech world, it is a solid company, making profits by buying and selling goods in the Hongkong Special Administrative Region (HKSAR) of the People's Republic of China (PRC) and the PRC, proper.

Vision Tech International is offering a total of 50 million, 10-cent shares at a Premium of \$HK1.25 per share, hoping to rake in about \$HK67.50 million, gross, coming down to \$HK56.50 after all of the expenses of going public.

The Company is engaged in *'the sale and distribution of audio-visual electronic products including large-sized Colour TVs, Hi Fis, VD players, camcorders, key components for DVD players and other middle-to-high-end electronic products in the PRC and Hong Kong for leading brandnames from Japan and South Korea ...'* (Page One of the Prospectus)

The Company claims to have the exclusive right to distribute a number of models of audio-visual products for Samsung Electronics Company Ltd in the PRC and the HKSAR.

In addition, it is an Authorised Dealer for other products in the PRC, for Sony Corporation, Victor Company of Japan (JVC) and Kenwood Corporation.

Page 48 of the Prospectus gives a breakdown of the Company's purchases for the 1999 Financial Year, ended March 31, 1999, and for the first half of the 2000 Financial Year, ending March 31, 2000:

	Year Ended March 31, 1999	Six Months to September 30, 1999
Samsung	22.30 percent	91 percent
Sony	23.60 percent	2.50 percent
JVC	11.50 percent	3.90 percent
Kenwood	7.80 percent	2.20 percent
Others *	34.80 percent	0.40 percent

\* Includes Mitsubishi and Toyota motor vehicles and related parts and components. The Company ceased trading in motor vehicles and related businesses on March 31, 1999.

In terms of markets, Vision Tech International is sticking with the PRC and HKSAR markets, with emphasis on the PRC market as the following table indicates:

	1997	1998	1999	Six Months to
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							September 30, 1999	
	<i>\$HK'000</i>	<i>percentage</i>	<i>\$HK'000</i>	<i>percentage</i>	<i>\$HK'000</i>	<i>percentage</i>	<i>\$HK'000</i>	<i>percentage</i>
The PRC	147,491	68.00	218,818	78.20	290,796	78.90	93,684	79.40
The HKSAR	69,392	32.00	61,155	21.80	77,670	21.10	24,296	20.60
<b>TOTALS</b>	<b>216,883</b>	<b>100</b>	<b>279,973</b>	<b>100</b>	<b>368,466</b>	<b>100</b>	<b>117,980</b>	<b>100</b>

Over the past 3-and-a-half Financial Years, the Company has done extremely well, with the Profits Attributable to Shareholders, ranging from a low in 1997 of about \$HK5.88 million, to a high for the 1999 Year (ended March 31, 1999) of about \$HK28 million.

For the Current Year, ending March 31, 2000, the Directors are forecasting... [CLICK TO ORDER FULL ARTICLE](#)