

[For Immediate Release]



**Tradelink Announces 2012 Annual Results  
Another year of 100% dividend payout**

**Financial highlights for the year ended 31 December 2012**

- Turnover increased by 12.7% to HK\$232.4million
- Operating profit increased by 22.6% to reach HK\$91.8 million
- Profit attributable to equity shareholders increased by 14.6% to HK\$80.3 million
- Board recommended final dividend of HK 6.9 cents per share

(Hong Kong, 26 March 2013) Tradelink Electronic Commerce Limited (“Tradelink” or “the Group”) (SEHK Stock Code: 0536) is pleased to announce its annual results for the year ended 31 December 2012.

The Group’s turnover during 2012 increased 12.7% to HK\$232.4 million while operating profit increased 22.6% to HK\$91.8 million. As a result, profit attributable to shareholders rose 14.6% to HK\$80.3 million while basic earnings per share increased 14.3% to HK 10.4 cents. The Board recommends a final dividend of HK 6.9 cents per share, making a total dividend payout of HK 10.2 cents for 2012, an increase of 14.6% from HK 8.9 cents for 2011.

Both the revenue and profits of the Group recorded double digit growth despite the uncertainties surrounding Hong Kong’s major markets during 2012, causing a 1.3% decline in core GETS services revenue and a drastic decline in the returns from PRC activities, and rising costs. The growth came mainly from the Group’s new ROCARS service and Digi-Sign’s new security solutions service, both of which are recurrent businesses built from the Group’s traditional activities and leverage on its core competencies and domain knowledge.

**Mr. Michael Wu, CEO of Tradelink** said, “The 2012 results signal the successful completion of the initial phase of diversification of the Group’s business activities. While our core GETS services accounted for some 95% of the Group’s revenue in 2010, we have successfully reduced reliance on our GETS revenue for operational success, down to around 70% of our total revenue in 2012, with Digi-Sign’s security solution business accounting for about 16% of the Group’s turnover last year. We will continue to diversify our operations in the search for growth.”

For the coming three years, the Group’s main focus will be to defend its GETS franchise, consolidate and further develop Digi-Sign’s security solutions business whilst continuing to pursue DTTN and China opportunities to turn these into a third recurrent revenue stream.

With about half of the contract for the delivery of security tokens for our major bank client to be completed and Phase 2 of the Hong Kong Police Smart Warrant Card System to be delivered in the first quarter of 2013, the security solutions business will remain robust in 2013. In addition, the “Community Platform” jointly developed by Tradelink and Global Logistics System (HK) Company

Limited to connect the shipper and forwarder communities is near completion and will be rolled out shortly. Other new applications developed for Tradelink Box, the Group's new cloud-based end user solution platform, including an Order Management System, a Warehouse Management System and a Freight Forwarder Invoice Module, will also further improve the Group's service offerings.

“With clear strategic focus on developing additional revenue source to make our business more robust and less exposed to domestic cycles, the Group's prospects look promising as we reach a major milestone in our Group's history, our Silver Jubilee year, said Mr. Wu.”

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*Appendix:*

*Consolidated Income Statement for the year ended 31 December 2012*

### **About Tradelink Electronic Commerce Limited**

Established in 1988, Tradelink Electronic Commerce Limited is a leading provider of e-commerce 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. Since 1997, Tradelink has been providing Government Electronic Trading services for the trading community, initially with a 7-year exclusive franchise (1997-2003), followed by two renewed licences of a period of six years (2004-2009) and seven years (2010-2016) respectively. 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 about Tradelink, 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 2012

	<b>Year ended 31 December 2012</b>	
	<b>2012</b>	2011
	<i>(HK\$'000)</i>	<i>(HK\$'000)</i>
<b>Turnover</b>	<b>232,383</b>	206,176
Interest income	<b>11,898</b>	8,302
Other net loss	-	(422)
Cost of purchases	<b>(19,965)</b>	(1,747)
Staff costs	<b>(89,847)</b>	(88,188)
Depreciation	<b>(9,959)</b>	(19,517)
Other operating expenses	<b>(32,718)</b>	(29,682)
<b>Profit from operations</b>	<b>91,792</b>	74,922
Share of results of associates	<b>2,973</b>	5,841
Share of result of jointly controlled entity	<b>(391)</b>	-
<b>Profit before taxation</b>	<b>94,374</b>	80,763
Taxation	<b>(14,197)</b>	(10,698)
<b>Profit for the year</b>	<b>80,177</b>	70,065
<b>Attributable to:</b>		
Equity shareholders of the Company	<b>80,262</b>	70,065
Non-controlling interest	<b>(85)</b>	-
<b>Profit for the year</b>	<b>80,177</b>	70,065
<b>Earnings per share (HK cents)</b>		
Basic	<b>10.4</b>	9.1
Diluted	<b>10.2</b>	9.0