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## **HARMONY ASSET LIMITED**

*(Incorporated in the Cayman Islands with limited liability)*

(HKEX Stock Code: 428)

(TSX Stock Symbol: HAR)

### MANAGEMENT DISCUSSION AND ANALYSIS PREPARED IN ACCORDANCE WITH CANADIAN SECURITIES LAW

**For the Quarter Ended:** March 31, 2009

**Date of Report:** May 15, 2009

#### **Nature of the Business**

Harmony Asset Limited (“**Harmony**” or the “**Company**”) was incorporated in the Cayman Islands on September 28, 1993. The Company’s ordinary shares are dual listed on the Hong Kong Stock Exchange (the “**HKEX**”) and the Toronto Stock Exchange (the “**TSX**”).

Harmony is an investment company that principally invests in securities listed on the HKEX with an emphasis on companies with undervalued and discounted shares. The Company also invests in private companies which have potential for earnings growth and capital appreciation. The Company takes an active role in building its investee companies and often retains a long-term strategic interest in the companies it invested in. Harmony also takes on a consulting role and provides specialist advice to debt-stricken companies and medium-sized companies looking for financial and strategic partners for future growth.

#### **Reporting Currency**

All monetary amounts contained in this Management’s Discussion and Analysis (“**MD&A**”) are reported in Hong Kong dollars unless otherwise indicated.

#### **Caution Regarding Forward-Looking Statements**

This MD&A contains forward-looking statements which are subject to risks and uncertainties and other factors that may cause Harmony's results to differ materially from expectations. Actual results may differ materially from those expressed or implied by such forward-looking statements. When reviewing the Company's forward-looking statements, investors and others should carefully consider the foregoing factors and other uncertainties and potential events. These include risks relating to market fluctuations, investee performance, foreign exchange fluctuations and other risks. The forward-looking statements contained in this MD&A speak only as of the date hereof. Unless otherwise required by applicable securities laws, the Company disclaims any intention or obligation to update the forward-looking statements and cautions investors from placing undue reliance on forward-looking statements. The Company has an ongoing obligation to disclose material information as it becomes available.

## **OVERALL PERFORMANCE AND SIGNIFICANT EVENTS**

### **1. Overview**

Financial Highlights for the period ended March 31, 2009 with comparatives:

<b>Operating Results (in HK\$)</b>	<b>Three months ended</b>	
	<b>March 31</b>	
	<b>(unaudited)</b>	
	<b>2009</b>	<b>2008</b>
Turnover, other revenue and other gains	8,936,098	13,007,852
Net income before tax	6,568,024	9,527,437
Profit attributable to shareholders	7,426,024	8,652,883
Basic earnings per ordinary share	0.19	0.22

- For the three month ended March 31, 2009, the profit before income tax was HK\$6,568,024 as compared to HK\$9,527,437 in the same period in the prior year, representing a 31% decrease. The profit attributable to shareholders (equivalent to net profit after tax) was HK\$7,426,024 as compared to HK\$8,652,883 in the same period in the prior year, representing a 14% decrease.
- The Group's net asset value was HK\$191,745,131 as compared to the year ended December, 2008 HK\$183,541,764, representing a 4% increase.
- The Group maintained its debt-free status.

### **2. Investments**

- Due to the impact of the global economic downturn in the second half of 2008, the Group suspended making any new investments for the period ended March 31, 2009. As at March 31, 2009, the Group recorded a turnover of HK\$3,246,795 as compared HK\$1,737,970 in the same period in the prior year, representing an 87% increase. Total revenue has decreased to HK\$8,936,098 as compared HK\$13,007,852 in the same period in the prior year, representing a 31% a decrease. Detailed information with respect to the changes in turnover, other income and other gains and (losses) is disclosed below with comparative figure to the same period in the prior year: Bank interest income decreased to HK\$6,795 for the three months ended March 31, 2009 as compared to the same period in the prior year due to the decrease in interest rate and cash

deposits in the banks for the three months period ended March 31, 2009. Loan interest income also dropped to HK\$240,000 because the loans receivable and accounts receivable were reduced to HK\$12,467,269 and HK\$19,492,796 when compared to HK\$59,943,352 and HK\$34,169,850 respectively in the same period of the prior year.

<b>Turnover, other revenue, other gains and losses</b> <b>(All figures in HK\$)</b>	<b>Three months ended March 31,</b>	
	<b>2009</b>	<b>2008</b>
<b>Turnover:</b>		
Interest income from		
- bank interest	6,795	171,574
- loans receivable	240,000	1,266,396
Dividend income from		
- unlisted investments	3,000,000	300,000
	<u>3,246,795</u>	<u>1,737,970</u>
<b>Other income</b>		
Sundry income	67,119	230,434
	<u>67,119</u>	<u>230,434</u>
<b>Other gains and (losses)</b>		
Exchange gains	3,387	-
Fair value changes on financial assets at fair value through profit or loss	13,736,179	5,300,329
Net realised gain on financial assets at fair value through profit or loss	-	5,739,119
Impairment loss on loans and receivable	(7,610,238)	-
Impairment loss on available-for-sale financial assets		
- deposits on investment written off	(507,144)	-
	<u>5,622,184</u>	<u>11,039,448</u>
	<u>8,936,098</u>	<u>13,007,852</u>

The increases in fair value changes on financial assets at fair value through profit or loss for the three months ended March 31, 2009 as compared to the same period in the prior year was due to the increase in market price of some listed securities when compared to the same period in prior year. During the three months period end March 31, 2009, the Group did not dispose of any shares of listed securities and therefore no realized gain or loss was incurred for the three months ended March 31, 2009 as compared to the same period in the prior year.

- As at March 31, 2009, the Group's the unlisted investments, which comprise available-for-sale financial assets and loans and receivables, amounted to HK\$80,796,399 as compared to HK\$88,136,439 as at December 31, 2008, representing an 8% decrease. Such decrease was the result of an impairment loss of HK\$7,610,238 on two unlisted securities. The Group has determined that the provision of impairment loss is adequate upon considering the current financial situation of all of its investee companies. The Group recorded these provisions after taking into consideration the financial condition of its investee companies, including, but not limited to, the significant accumulated losses of each particular investee company as well the ability of the investee company to repay its debts obligations considering the investee company's net asset position.

As at March 31, 2009, the accounts receivable and prepayments was HK\$19,492,796 as compared to HK\$19,383,342 as at December 31, 2008, representing a 0.6% increase.

### 3. Outlook

The core business of the Group for the three months ended March 31, 2009 remains in investment with an emphasis on undervalued, high-quality private companies in China. The Company will continue to focus on investing in resources, technology-enabled manufacturing and food and retail, the three business sectors expected to demonstrate continuous strong growth and capital appreciation.

The Group has not escaped the impact of the current global financial crisis. The upcoming 12 months will be a challenging year for the Group.

The negative conditions developing in worldwide financial markets will create difficult investment conditions especially in the Hong Kong and China markets and the Group will be undertaking a cautionary approach with respect to its direct investments.

The Group's board of directors has temporarily suspended any investments in new projects. The focus of the Group's portfolio's decisions will be on maintaining a quality portfolio.

### Results of Operations

The Group's selected financial highlights for the three months ended March 31, 2009 and year ended December 31, 2008 with comparatives are as follows:

Operating Results (all figures in HK\$)	Three months ended March 31, (unaudited)		Year ended December 31, (audited)	
	2009	2008	2008	2007
	Turnover (total investment income)*	3,246,795	1,737,970	12,916,300
Interest income	246,795	1,437,970	4,391,728	3,722,822
Dividends received	3,000,000	300,000	8,524,572	1,361,543
Gain on disposal of listed investments	0	5,739,119	5,839,602	4,929,798
Net income (loss) before tax	6,568,024	9,527,437	(93,662,234)	61,986,119
Profit (loss) attributable to shareholders	7,426,024	8,652,883	(88,590,514)	50,907,356

\* Turnover comprises interest income (bank deposits, loans receivable, convertible notes) and dividends received (public and private companies).

Other revenue, other (losses) and gains (all figures in HK\$)	Three months ended March 31, (unaudited)		Year ended December 31, (audited)	
	2009	2008	2008	2007
	Other revenue:			
Sundry Income	67,119	230,434	599,451	879,909
Total other revenue	67,119	230,434	599,451	879,909

Other gains and (losses):

Exchange gain (loss), net	3,387	-	(1,610,946)	2,434,795
Fair value changes on financial assets at fair value through profit or loss	13,736,179	5,300,329	(44,044,129)	75,431,756
Net realized gain on disposal of financial assets at fair value through profit or loss	-	5,739,119	5,839,602	4,929,798
Reversal of impairment loss upon disposal of available-for-sale financial assets	-	-	-	800,000
Impairment loss on accounts receivables	-	-	(4,703,792)	(356,523)
Impairment loss on loans and receivables	(7,610,238)	-	(38,219,864)	(8,617,204)
Impairment loss on available-for-sale financial assets	-	-	-	-
-equity investments written off	-	-	(5,399,014)	(288,246)
-deposits on investments written off	(507,144)	-	(200,000)	(250,000)
<b>Total other gains and (losses)</b>	<b>5,622,184</b>	<b>11,039,448</b>	<b>(88,338,143)</b>	<b>74,084,376</b>
<b>Total</b>	<b>5,689,303</b>	<b>11,269,882</b>	<b>(87,738,692)</b>	<b>74,964,285</b>

For the three months ended March 31, 2009, the Group received interest income in the aggregate amount of HK\$246,795 as compared to HK\$1,437,970 in the same period in the prior year, representing an 83% decrease. Dividend income generated from the unlisted securities was HK\$3,000,000 as compared to HK\$300,000 in the same period in the prior year, representing a 900% increase. The turnover was HK\$3,246,795 as compared to HK\$1,737,970 in the same period in the prior year, representing an 87% increase. Gain on the fair value changes on the listed securities was HK\$13,736,179 as compared to HK\$5,300,329 in the same period in the prior year, representing a 159% increase. The Group recorded turnover, other revenue and other gains and losses of HK\$8,936,098 as compared to HK\$13,007,852 in the same period in the prior year, representing a 31% decrease. The profit before income tax was HK\$6,568,024 as compared to HK\$9,527,437 in the same period in the prior year, representing a 31% decrease. The profit attributable to shareholders was HK\$7,426,024 as compared to HK\$8,652,883 in the same period in the prior year, representing a 14% decrease.

### Summary of Quarterly Results

A summary of the Group's quarterly results for the eight most recently completed quarters is as follows:

Other revenue, other (losses) and gains (all figures in HK\$)	Unaudited Financial Information for the Quarter ended			
	March 31, 2009	December 31, 2008	September 30, 2008	June 30, 2008
Net investment gains (loss)	6,568,024	(73,308,517)	(37,661,963)	7,780,809
Net income (loss) for the period	7,426,024	(69,342,143)	(34,243,991)	6,342,737
Earnings (loss) per ordinary share – basic	0.19	(1.78)	(0.88)	0.16
Earnings per ordinary share – diluted	0.19	N/A	N/A	0.16
	March 31, 2008	December 31, 2007	September 30, 2007	June 30, 2007

Net investment gains (loss)	9,527,437	53,741,704	(15,167,700)	23,133,997
Net income (loss) for the period	8,652,883	42,968,872	(12,227,118)	19,887,484
Earnings (loss) per ordinary share – basic	0.22	1.10	(0.31)	0.65
Earnings per ordinary share – diluted	0.22	1.09	N/A	0.65

Significant variations arise in the quarterly results due to unrealised gains/losses on investments recognised in income statement which result from the Company revaluing its investments. The value at which publicly traded investments are carried are subject to fluctuations in the public markets from quarter to quarter. The private investments are re-valued when management adjusts its estimates of the fair value of the investments, which is completed on a quarterly or monthly basis. Management is not aware of any significant seasonal and cyclical factors that would contribute to the quarter-to-quarter variations of the Group's performance.

### **First Quarter Results**

For the three months ended March 31, 2009, the Group received interest income in the aggregate amount of HK\$246,795 as compared to HK\$1,437,970 in the same period in the prior year, representing an 83% decrease. Dividend income generated from the unlisted securities was HK\$3,000,000 as compared to HK\$300,000 in the same period in the prior year, representing a 900% increase. For the three months period ended March 31, 2009, the Group received a cash dividend of HK\$3,000,000 from a profitable manufacturer of high quality wire and electrical accessory products when compared to a dividend of HK\$300,000 received from a small wet markets management company in the same period of the prior year. The turnover was HK\$3,246,795 as compared to HK\$1,737,970 in the same period in the prior year, representing an 87% increase. Gain on the fair value changes on the listed securities was HK\$13,736,179 as compared to HK\$5,300,329 in the same period in the prior year, representing a 159% increase. The Group recorded turnover, other revenue and other gains and losses of HK\$8,936,098 as compared to HK\$13,007,852 in the same period in the prior year, representing a 31% decrease.

For the three months ended March 31, 2009, the profit before income tax was HK\$6,568,024 as compared to HK\$9,527,437 in the same period in the prior year, representing a 31% decrease. The profit attributable to shareholders was HK\$7,426,024 as compared to HK\$8,652,883 in the same period in the prior year, representing a 14% decrease.

For the three months ended March 31, 2009, there were no significant changes in the Group's operations as compared to the same period in the prior year. The major sources of income were bank deposits, interest on loan receivables, dividends from investments held, fair value gain and gain on disposal of publicly traded investments. The change in fair value of publicly traded investments had a significant impact on the total gains and revenue of the Group as compared to the same period in the prior year.

As at March 31, 2009, the Group's the unlisted investments, which comprise available-for-sale financial assets and loans and receivables, amounted to HK\$80,796,399 as compared to HK\$88,136,439 as at December 31, 2008, representing an 8% decrease. The decrease was due to the recognition of an impairment loss of HK\$7,610,238, a write off for a deposit of HK\$507,144 on investment and an increase of HK\$777,343 in fair value on available-for-sale financial assets.

As at March 31, 2009, the accounts receivable and prepayments was HK\$19,492,796 as compared to HK\$19,383,342 as at December 31, 2008, representing a 0.6% increase.

For the three months ended March 31, 2009, the other operating expenses were HK\$1,799,287 as compared to HK\$2,863,582 in the same period in the prior year, representing a 37% decrease. The

operating lease expense in respect of land and buildings was HK\$527,340 as compared to HK\$710,651 in the same period in the prior year, representing a 26% decrease. This decrease was due to the expiration of one of operating lease on June 30, 2008. The payment of investment management fees was reduced to HK\$849,428 (2008: HK\$1,082,570) because of the decrease in the Company's net asset value.

### **CASH FLOW**

The Group's selected cash flow information for the financial years and three-month periods ended March 31, 2009 and 2008 are as follows:

	Three months ended		Year ended	
	March 31, 2009 (unaudited)	March 31, 2008 (unaudited)	December 31, 2008 (audited)	December 31, 2007 (audited)
Net cash (used in) from operating activities	(2,789,910)	13,943,980	6,973,567	(33,964,587)
Net cash from investing activities	3,069,836	224,507	(11,861,285)	(1,257,595)
Net cash from (used in) financing activities	-	-	(6,557,681)	38,204,433
Net (decrease) increase in cash and cash equivalents	279,926	14,168,487	(11,445,399)	2,982,251
Cash and cash equivalents at January 1	10,252,785	21,698,184	21,698,184	18,715,933
Cash and cash equivalents at March 31 and December 31	10,532,711	35,866,671	10,252,785	21,698,184
Analysis of the balance of cash and cash equivalents:				
Bank balances and cash	10,532,711	35,866,671	10,252,785	21,698,184

#### **Cash flow for the three months ended March 31, 2009**

In the normal course of business for Harmony, significant fluctuations in cash flows can occur. Generally, this category includes such items as share transactions, accounts receivable, operating loans to investees and listing expenses. For the three months ended March 31, 2009, net cash flow used in operations of HK\$2,789,910 included:

- (HK\$2.29) million in loss before working capital changes (a non-cash item)
- HK\$0.07 million decrease in accounts receivable and prepayments
- (HK\$0.57) million decrease in accounts payable and accruals

In contrast, for the three months ended March 31, 2008, net cash used in operations of HK\$13,943,980 included:

- HK\$2.5 million in profit before working capital changes (a non-cash item)
- HK\$16.4 million in share disposal of publicly traded companies
- (HK\$4.6) million increase in accounts receivable and prepayments
- (HK\$0.25) million decrease in accounts payable and accruals and
- (HK\$0.17) million in income taxes paid

For the three months ended March 31, 2009, net cash from investing activities was HK\$3,069,836 as compared to HK\$224,507 in the same period in the prior year. The Group received cash dividends from private investments in the aggregate amount of HK\$3,000,000 as compared to HK\$300,000 in the same period in the prior year. During the three months period, the Group temporarily suspended its investment activities. No cash was advanced to investee companies (2008: HK\$1,100,000) as well as no repayment was made from investee companies (2008: HK\$253,900). The Group did not purchase any fixed assets (2008: HK\$967). Interest received by the Group was an aggregate amount of HK\$69,836 in 2009 as compared to HK\$771,574 in the same period in the prior year.

## **LIQUIDITY**

### **Debt, contractual obligation and contingent liabilities**

As at the date of this MD&A, the Group had no debt outstanding and no contingent liabilities.

The Group's contractual obligations are as follows:

- Office lease in connection with the premises located at Room 1101, St. George's Building, 2 Ice House Street, Central, Hong Kong for a term of 3 years fixed with an annual rental payment of HK\$2,109,360;
- Consulting and management fees payable to Harmony Asset Management Limited consisting of a monthly fee calculated at 1.5% per annum on the net asset value of the Group of the preceding month and an incentive fee calculated at 10% of the audited net profit of a financial year (before accrual of the incentive fee). For more information regarding this contractual obligation, please refer to the Transaction with Related Parties section of this MD&A.

As at March 31, 2009, the Group had cash and cash equivalents in the amount of HK\$10,532,711, which were mainly placed with banks as time deposits, as compared to HK\$10,252,785 as at December 31, 2008. Bank balances and cash held by the Group are mainly denominated in Hong Kong dollars and Canadian dollars.

The Group had shareholders' equity (including share capital and reserves) in the amount of HK\$191,745,131 on March 31, 2009 as compared to HK\$183,541,764 on December 31, 2008.

Management believes that the Group's current cash position is sufficient to meet the ongoing needs of its business. However, the Group may choose to access capital markets and/or bank financing for funding of future expansion and other opportunities.

## **CAPITAL RESOURCES**

As at the date of this MD&A, the Group has unutilised banking facilities of HK\$3,000,000 and requires no significant funding for investment and capital expenditure commitments. The interest rate charged on the banking facilities is 2% per annum over the Prime Lending Rate or 2% per annum over the prevailing overnight Hong Kong Interbank Offered Rate, whichever is higher.

As at the date of this MD&A, the Group does not have any capital expenditure commitment and is not aware of any expected fluctuations in its capital resources.

## **FINANCIAL INSTRUMENTS**



The Group has minor exposure to fluctuations in foreign exchange rates. This exposure is managed by careful attention to trends in money markets rather than relying on any financial instruments to hedge such exposure.

Financial assets and financial liabilities are recognised on the balance sheet when a group entity becomes a party to the contractual provisions of the instrument. Financial assets and financial liabilities are initially measured at fair value. Transaction costs that are directly attributable to the acquisition or issue of financial assets and financial liabilities (other than financial assets and financial liabilities at fair value through profit or loss) are added to or deducted from the fair value of the financial assets or financial liabilities, as appropriate, on initial recognition. Transaction costs directly attributable to the acquisition of financial assets or financial liabilities at fair value through profit or loss are recognised immediately in income statement.

The Group's financial assets are classified into one of the three categories, comprising financial assets at fair value through profit or loss, loans and receivables, and available-for-sale financial assets. All regular way purchases or sales of financial assets are recognised and derecognised on a trade date basis. Regular way purchases or sales are purchases or sales of financial assets that require delivery of assets within the time frame established by regulation or convention in the marketplace.

Financial liabilities and equity instruments issued by a group entity are classified according to the substance of the contractual arrangements entered into and the definitions of a financial liability and an equity instrument.

An equity instrument is any contract that evidences a residual interest in the assets of a group entity after deducting all of its liabilities.

As at March 31, 2009, the Group has financial instruments and their details were disclosed with the comparative figure for the year ended December 31, 2008 as follows:

<b>Financial instruments ( in HK\$)</b>	<b>As at March 31, 2009 (unaudited)</b>	<b>As at December 31, 2008 (audited)</b>
Available-for-sale financial assets	68,329,130	68,058,932
Loans and receivables	12,467,269	20,077,507
Accounts receivable and prepayments	19,492,796	19,383,342
Financial assets at fair value through profit or loss	86,632,808	72,896,629
Bank balances and cash	10,532,711	10,252,785
Accounts payable and accruals	1,216,015	1,786,655

As at March 31, 2009, the significant changes in financial instruments as compared to the year ended December 31, 2008 consisted primarily of:

(1) An impairment loss of HK\$7,610,238 was made on loans and receivables, and the amount of HK\$20,077,507 as at December 31, 2008 was reduced to HK\$12,467,269 as at March 31, 2009;

(2) Due to improvements in global economic conditions for the three months ended March 31, 2009 as compared to the last half of 2008, the Group recorded an unrealized gain of HK\$13,736,179 on fair value changes on financial assets through profit or loss for the three months ended March 31, 2009 as compared to the year ended December 31, 2008.

Further detailed information with respect to the significant assumptions made by the Group with respect to its financial instruments has been disclosed in note (4)(g) of the audited financial statements for the year ended December 31, 2008 under summary of significant accounting policies.

### **OFF-BALANCE SHEET ARRANGEMENTS**

As at March 31, 2009, there are no off-balance sheet arrangements.

### **TRANSACTIONS WITH RELATED PARTIES**

On May 17, 2007, the Company entered into a supplemental agreement (the “**Supplemental Agreement**”) with Harmony Asset Management Limited (the “**Management Company**”), a company wholly owned by Dr. Chow Pok Yu, Augustine, the Chief Executive Officer and an executive director of the Company, amending the terms of a management agreement (the “**Management Agreement**”) between the Company and the Management Company dated June 1, 1998, as amended on April 5, 2000. Under the Management Agreement, the Management Company agrees to assist the board of directors of the Company with the day-to-day management of the Company and to provide the Company with investment management services, including identifying and analyzing investment opportunities and structuring and monitoring investments. The Supplemental Agreement was entered into by the parties to extend the term of the Management Agreement from June 1, 2007 to May 31, 2010 and to amend the remuneration term of the Management Agreement in order to reflect market standards. In accordance with the Management Agreement, as amended by the Supplemental Agreement, the Management Company is entitled to a monthly management fee calculated at 1.5% per annum on the net asset value of the Group of the preceding month and an incentive fee is calculated at 10% of the audited net profit of a financial year (before accrual of the incentive fee) subject to an annual cap of HK\$7,430,782 and HK\$6,028,948 respectively for the year ending December 31, 2009.

### **PROPOSED TRANSACTIONS**

The Company is not a party to any proposed asset or business acquisition or disposition or any proposed transaction that may have an effect on the financial condition, results of operations, or cash flows of the Company.

### **OUTSTANDING SHARE DATA**

The authorized share capital of the Company is HK\$100,000,000 divided into 100,000,000 Ordinary Shares with a nominal value of HK\$1.00 per Ordinary Share.

As at May 14, 2009, the number of Ordinary Shares of the Company outstanding and the number of Ordinary Shares issuable pursuant to the outstanding options of the Company are as follows:

<u>Ordinary Shares</u>	<u>Number</u>
Outstanding .....	39,002,614
Issuable under options .....	1,906,047
<b>Total diluted ordinary shares .....</b>	<b>40,908,661</b>

On August 18, 2008, the Company granted 522,047 and 50,000 share options to three employees and a corporate development advisor respectively at the exercise price of HK\$5.10 per Ordinary Share representing approximately 1.5% of the outstanding share capital of the Company as at December 31, 2008.

The estimated fair value of HK\$343,000 (2007: HK\$762,000) with respect to the share options granted to other employees and the consultant discussed above, were charged to the income statement for the year ended December 31, 2008.

#### **PRINCIPAL ACCOUNTING POLICIES AND CRITICAL ACCOUNTING ESTIMATES:**

#### **4. Basis of preparation**

This MD&A should be read in conjunction with unaudited financial statements for the interim period ended March 31, 2009 and the audited financial statements of the Company for the financial year ended December 31, 2008 and December 31, 2007 (collectively, the “**Financial Statements**”), which were prepared in accordance with the International Financial Reporting Standards (“**IFRS**”) issued by the International Accounting Standards Board, the disclosure requirements of the Hong Kong Companies Ordinance and the Rules Governing the Listing of Securities on the HKEX.

The Financial Statements have been prepared under the historical cost convention, except that, as disclosed in the accounting policies shown in the Financial Statements, available-for-sale financial assets and financial assets at fair value through profit or loss are stated at fair value. An extract of the accounting policies that the Company believes to be critical to the Financial Statements is set out below. For a summary of all significant accounting policies, refer to note 4 to the financial statements for the year ended December 31, 2008.

This MD&A includes the Financial Statements of Harmony and its wholly owned subsidiaries (together, the “**Group**”). All significant inter-company balances and transactions have been eliminated on consolidation.

#### **5. Financial instruments**

Financial assets and financial liabilities are recognized on the balance sheet when the Group becomes a party to the contractual provisions of the instrument. Financial assets and financial liabilities are initially measured at fair value. Transaction costs that are directly attributable to the acquisition or issue of financial assets and financial liabilities (other than financial assets and financial liabilities at fair value through profit or loss) are added to or deducted from the fair value of the financial assets or financial liabilities, as appropriate, on initial recognition. Transaction costs directly attributable to the acquisition of financial assets or financial liabilities at fair value through profit or loss are recognized immediately in the income statement.

## 6. Fair value

The Group considers that all of the financial instruments are carried at amounts not materially different from their fair values.

(a) *Publicly traded investments:*

The fair value of financial instruments traded in active markets is based on quoted market prices at the balance sheet date. The quoted market price used for financial assets held by the Group is current bid price.

(b) *Privately held investments:*

Fair value of financial assets which are not traded in an active market is estimated based on the following:

- financial position and results of the investee;
- risk profile of the investee;
- nature of business of the investee;
- prospects of the investee;
- other factors and assumptions not supported by observable market prices or rates;
- reference to recent market valuations for similar entities quoted in an active market; and
- current fair value of comparable investments or applicable price/earning ratios for similar listed companies adjusted to reflect the circumstances of the investee.

Based on the Company's directors' conservative analysis of each of the privately held investments, the directors consider that it is appropriate to estimate the fair values of majority of these investments based on their net asset value or recent transaction prices. The carrying amounts of these privately held investments may be materially different from their fair values as estimated by more complex valuation techniques.

## 7. Financial assets

The Group's financial assets are classified into one of the following three categories:

- financial assets at fair value through profit or loss;
- loans and receivables; and
- available-for-sale financial assets.

All regular-way purchases or sales of financial assets are recognized and derecognized on a trade-date basis. Regular-way purchases or sales are purchases or sales of financial assets that require delivery of assets within the time frame established by either regulation or convention in the marketplace.

## 8. Revenue recognition

Interest income is recognized as it accrues using the effective interest method. Income from provision of other services is recognized when the related services are rendered.

Dividend income is recognized when the shareholder's right to receive payment is established.

Income taxes for the year comprise current tax and movements in deferred tax assets and liabilities. Income taxes are recognized in the income statement except to the extent that they relate to items recognized directly in equity, in which case they are recognized in equity.

Current tax is the expected tax payable on the taxable income for the year, using tax rates enacted or substantively enacted at the balance sheet date and any adjustment to tax payable in respect of previous years.

Deferred tax assets and liabilities arise from deductible and taxable temporary differences respectively, being the differences between the carrying amounts of assets and liabilities for financial reporting purposes and their tax bases. Deferred tax assets also arise from unused tax losses and unused tax credits.

## 9. Use of estimates

The preparation of the consolidated financial statements in accordance with IFRS requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the consolidated financial statements and the reported amounts of revenue and expenses during the reporting period. Actual results may differ from those estimates.

The Group adopts two principal methodologies to determine the fair value of its financial assets:

### (a) *Market price:*

The Group adopts the market price of financial assets through profit and loss for the calculation of their fair value. The surplus or deficit of the fair value will be recognized as unrealized gain or loss respectively through profit and loss.

### (b) *Net asset value:*

The calculation of fair value of unlisted available-for-sale financial assets is principally based on the net asset value of those assets. The net change in fair value of available-for-sale financial assets is recognized in the fair value reserve account.

In the application of the Group's accounting policies, management is required to make judgements, estimates and assumptions about the carrying amounts of assets and liabilities that are not readily apparent from other sources. The estimates and associated assumptions are based on historical experience and other factors that are considered to be relevant. Actual results may differ from these estimates.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised if the revision affects only that period, or in the period of the revision and future periods if the revision affects both current and future periods.

The key assumptions concerning the future, and other key sources of estimation uncertainty at the balance sheet date that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year are set out in note 29 to the financial statements for the year ended December 31, 2008.

### **CHANGES IN ACCOUNTING POLICY**

The Group has not adopted any new accounting policies or is expecting to adopt any new accounting policies subsequent to the date of this MD&A

### **EVALUATION OF DISCLOSURE CONTROLS AND PROCEDURES**

The Canadian Securities Administrators have issued National Instrument 52-109, "Certification of Disclosure in Issuers' Annual and Interim Filings" which requires public companies in Canada to submit annual and interim certificates relating to the design and effectiveness of the disclosure controls and procedures that are in use at the company. Disclosure controls and procedures are designed to provide reasonable assurance that all relevant information is gathered and reported on a timely basis to senior management, including the Company's Chairman and Chief Executive Officer and Chief Financial Officer, to enable this information to be reviewed and discussed so that appropriate decisions can be made regarding the timely public disclosure of the information.

As of March 31, 2009, management has evaluated the effectiveness of the design and the operating effectiveness of the disclosure controls and procedures as defined by National Instrument 52-109. This evaluation was performed under the supervision of and with the participation of the Company's Chairman and Chief Executive Officer and Chief Financial Officer. Based on this evaluation, the Company's Chairman and Chief Executive Officer and Chief Financial Officer concluded that the design and operation of the disclosure controls and procedures were effective as of March 31, 2009.

### **INTERNAL CONTROL OVER FINANCIAL REPORTING**

National Instrument 52-109 also requires public companies in Canada to submit an interim certificate relating to the design and operating effectiveness of internal control over financial reporting ("ICFR"). ICFR is designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with Canadian generally accepted accounting principles. Management is responsible for establishing and maintaining ICFR and management, including the Company's Chairman and Chief Executive Officer and Chief Financial Officer, has evaluated the design and tested the effectiveness of the ICFR at March 31, 2009. Based on this evaluation, management, with the participation of the Company's Chairman and Chief Executive Officer and Chief Financial Officer, has concluded that the design and operating effectiveness of ICFR was effective as of March 31, 2009. The Company has continued to use the basic frame work for international control and risk management internal control framework issued by the Hong Kong Institute of Certified Public Accountants to design its ICFR. Due to its inherent limitations, internal control over financial reporting may not prevent or detect misstatements on a timely basis as such systems can only be designed to provide reasonable as opposed to absolute assurance. Also projections of any evaluation of the effectiveness of ICFR to future periods are subject to the risk that the controls may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

### **CHANGES IN INTERNAL CONTROL OVER FINANCIAL REPORTING**

National Instrument 52-109 also requires public companies in Canada to disclose in their MD&A any change in ICFR during the most recent fiscal quarter that has materially affected, or is reasonably likely to materially affect, internal control over financial reporting. There were no changes in ICFR during the quarter ended March 31, 2009 that materially affected or are reasonably likely to materially affect the Company's internal control over financial reporting.

## **Risk Factors**

The following are certain risk factors inherent in the Company's businesses and an investment in the ordinary shares of the Company. The following information is a summary only of certain risk factors and is qualified in its entirety by reference to, and must be read in conjunction with, the detailed information appearing in the Company's Annual Information Form for the financial year ended December 31, 2008 (the "AIF"). These risks and uncertainties are not the only ones facing the Company. Additional risks and uncertainties not currently known to the Company, or that the Company currently considers immaterial, may also impair the business of the Company. If any such risks actually occur, the business, financial condition, liquidity and results of operations of the Company could be materially adversely affected.

### *1. Risks of doing business in the People's Republic of China*

The majority of the Group have operations located in the People's Republic of China ("PRC"). The PRC's economy and legal system differ from those of most developed countries in many respects, including the level of development and transparency. The Group will be affected by any political or economic instability in the PRC. Changes in investment policies or shifts in political attitude in the PRC may adversely affect the Group's businesses. Operations will also be adversely affected in varying degrees by government regulations including but not limited to restrictions on production, price controls, income taxes, and expropriation of property. The introduction of new policies, legislation or amendments to existing policies or legislation by various levels of government in the PRC or the interpretation of those laws in the PRC or elsewhere could impact adversely on the assets, operations and financial performance of the Group.

### *2. Risk of Limited Number of Investments*

The Company intends to participate in a limited number of investments and, as a consequence, the aggregate return of the Company may be substantially adversely affected by the unfavourable performance of even a single investment. In addition, as the Company's investments are concentrated in certain sectors, the Company's performance will be disproportionately subject to adverse developments in those sectors.

### *3. Marketability of the Company's Investments*

The Company often makes direct investments in publicly-traded securities. The value of these investments may be affected by factors such as investor demand, resale restrictions, general market trends and regulatory restrictions. Fluctuation in the market value of such investments may occur for a number of reasons beyond the control of the board of directors of the Company, and there is no assurance that an adequate market will exist for investments made by the Company. Many of the investments made by the Company may be relatively illiquid and may decline in price if a significant number of such investments are offered for sale by the Company or other investors.

The Company also invests in securities of privately held companies. Investments in privately held companies cannot be resold without a prospectus, an available exemption or an appropriate ruling under relevant securities legislation and there may not be any market for such securities. These limitations may impair the Company's ability to react quickly to market conditions or negotiate the most favourable terms for exiting such investments. Investments in privately held companies may offer relatively high potential returns, but will also be subject to a relatively high degree of risk. There can be no assurance that a public market will develop for any of the Company's

private company investments or that the Company will otherwise be able to realize a return on such investments.

The value attributed to securities of privately held companies will be the cost or net asset value thereof, subject to adjustment in limited circumstances, and therefore may not reflect the amount for which they can actually be sold. Because valuations, and in particular valuations of investments for which market quotations are not readily available, are inherently uncertain, may fluctuate within short periods of time and may be based on estimates, determinations of fair value may differ materially from the values that would have resulted if a ready market had existed for the investments.

#### 4. *Due Diligence*

The due diligence process that the Company undertakes in connection with investments may not reveal all facts that may be relevant in connection with an investment. Before making investments, the Company conducts due diligence that it deems reasonable and appropriate based on the facts and circumstances applicable to each investment. When conducting due diligence, the Company may be required to evaluate important and complex business, financial, tax, accounting, environmental and legal issues. Outside consultants, legal advisors, accountants and investment banks may be involved in the due diligence process in varying degrees depending on the type of investment. Nevertheless, when conducting due diligence and making an assessment regarding an investment, the Company relies on the resources available to us, including information provided by the target of the investment and, in some circumstances, third-party investigations. The due diligence investigation that is carried out with respect to any investment opportunity may not reveal or highlight all relevant facts that may be necessary or helpful in evaluating such investment opportunity. Moreover, such an investigation will not necessarily result in the investment being successful.

#### 5. *Reliance upon the Directors and Management*

Shareholders must rely upon the expertise and discretion of the board of directors and management of the Company in selecting and investing in securities, the composition of the portfolio of such securities owned or acquired by the Company and in determining whether to dispose of any securities held by the Company. The success of the Company will be dependent upon the board of directors and management of the Company successfully identifying and managing the Company's investments. Accordingly, the Company's continued success will depend upon the continued services of these individuals who are not obligated to remain employed with the Company. The loss of the services of any of these individuals could have a material adverse effect on the Company's revenues, net income and cash flows and could harm the Company's ability to maintain or grow its existing assets and raise additional funds in the future.

#### 6. *Currency and Foreign Exchange Rate Risks*

A substantial proportion of the Company's investments are made in Hong Kong dollars and the Company may also invest in securities denominated or quoted in other foreign currencies. Therefore, changes in currency exchange rates as well as associated transaction costs could adversely affect the value of the ordinary shares during any period. In addition, the Company could also make investments in jurisdictions which may place restrictions on the repatriation of funds. The Company does not enter into hedging or derivative arrangements to manage its foreign exchange risk.



7. *Liquidity Risk*

Should the Company be unable to dispose of any portion of the Company's portfolio, the Company may experience delays in receiving the proceeds of disposition of any security within the portfolio until such time as the Company is able to dispose of such securities. Further, should the Company wish to acquire particular securities for the Company's portfolio, the Company may be unable to acquire the desired quantity of such securities at a price acceptable to the Company should the market for such security prove illiquid.

Further, investments in small capitalization companies or privately held companies tend to be less liquid than other types of investments. Due to the Company's investment in particular small or unlisted companies that can be affected by political and economic events, the securities within the Company's portfolio may be difficult to value or sell. As a result, these securities may trade at values significantly lower than their true value. This may result in the Company's difficulty in converting these securities into cash in a timely and cost effective manner.

8. *Interest Rate Risk*

Due to the Company's investment strategy and portfolio composition, the value of the securities within the Company's portfolio may fluctuate with changes in interest rates. These changes mean that the market price for the securities held in the Company's portfolio will be affected by prevailing interest rates.

9. *Speculative Nature of Ordinary Shares*

The investment in the Ordinary Shares of the Company is speculative in nature and suitable only for investors able to sustain a total loss of their investment. Shareholders should not rely upon realizing any significant returns from the Ordinary Shares and should be aware that the value of the Ordinary Shares and the income from them could, in common with other shares and bonds, fluctuate. There is no assurance that the investment objectives of the Company will actually be achieved.

10. *Trading Price of Shares relative to Net Asset Value*

The Company is neither a mutual fund nor an investment fund and due to the nature of the Company's business and investment strategy and the composition of its investment portfolio, the market price of its Ordinary Shares, at any time, may vary significantly from its net asset value per share. This risk is separate and distinct from the risk that the market price of the Ordinary Shares may decrease.

## **FINANCIAL RISK MANAGEMENT**

The Company has implemented policies to manage its exposure to certain financial risks. Refer to note 28 of the Notes to the Company's 2008 Audited Financial Statements for a discussion regarding the Company's financial risk management.

## **ADDITIONAL INFORMATION**

Additional information relating to Harmony may be found on SEDAR at [www.sedar.com](http://www.sedar.com), the HKSE website at [www.hkex.com.hk](http://www.hkex.com.hk) or the Company's website at [www.harmonyasset.com.hk](http://www.harmonyasset.com.hk). Additional financial information is provided in the Company's AIF and Annual Report for the financial year ended

December 31, 2008. The Annual Report includes the audited consolidated financial statements as at December 31, 2008, the notes thereto and the report of the Company's auditors thereon. Copies of these documents, together with copies of this MD&A and copies of any documents or the pertinent pages of any documents incorporated by reference in this MD&A, are available upon request to the Company, provided that the Company may require payment of a reasonable charge if the request is made by a person who is not a security holder of the Company.