

BONSO ELECTRONICS INTERNATIONAL INC
Form 6-K
February 17, 2004

SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

FORM 6-K

Report of Foreign Issuer

Pursuant to Rule 13a-16 or 15d-16 of
the Securities Exchange Act of 1934

For February 17, 2004

BONSO ELECTRONICS INTERNATIONAL INC.

(Translation of Registrant's name into English)

Unit 1106-1110, 11F, Star House 3 Salisbury Road,
Tsimshatsui Kowloon, Hong Kong

(Address of principal executive offices)

[Indicate by check mark whether the Registrant files or will file annual reports
under cover of Form 20-F or Form 40-F.]

Form 20-F Form 40-F

[Indicate by check mark whether the Registrant by furnishing the information
contained in this Form is also thereby furnishing the information to the
Commission pursuant to Rule 12g3-2(b) under the Securities Exchange Act of
1934.]

Yes No

THIRD QUARTER EARNINGS RELEASE

Bonso Electronics Reports Record Sales for the First Nine Months with Earnings
Up 103%

HONG KONG, Feb 17/PRNewswire-FirstCall/- Bonso Electronics International, Inc
(Nasdaq: BNSO) today reported net income of \$2,105,000 or \$0.37 per share
(diluted) on revenues of \$58,340,000 for the nine months ended 31 December 2003.
This represents an increase of 103 percent in net income and 69 percent in
revenues as compared to net income of \$1,037,000 or \$0.19 per share (diluted)
and sales of \$34,581,000 posted during the same period last year.

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Net income in the three months ended 31 December 2003 rose to \$601,000 or \$0.11 per share over \$489,000 and \$0.09 per share during the same period last year, representing an increase of 23%. Revenues increased to \$17,260,000, a 25% increase over \$13,853,000 during the same period last year.

"I am pleased to report that our earnings and revenues are continuing to grow substantially in the nine month period as well as, in the current quarter. These sales improvements came from increases in both Telecom and Sensor based (scale) products," said Mr. Anthony So, Bonso Chairman, CEO and President. Mr. So stated, "I feel the nine month and quarterly results continue to represent a significant positive change in our business."

"The nine months and quarterly results further demonstrate that we can significantly increase our sales volume while maintaining positive cash flow from operations thereby improving our cash and cash equivalents position to approximately \$15,116,000 or \$2.66 per share with little long term debt."

About Bonso Electronics

Headquartered in Hong Kong, Bonso Electronics designs, develops, manufactures, assembles and markets a comprehensive line of telecommunications products, electronic scales and weighing instruments. Bonso products are manufactured in the People's Republic of China with customers primarily located in North America and Europe. Company services include product design and prototyping, production tooling, procurement of components, total quality management, and just-in-time delivery. For further information, visit the company's website at <http://www.bonso.com>.

The statements contained in this press release which are not historical fact are forward looking statements that involve certain risks and uncertainties including, but not limited to, risks associated with the uncertainty of future financial results, seasonality of sales of certain products, additional financing requirements, development of new products, government approval processes, the impact of competitive products or pricing, technological changes, currency fluctuations, estimates of market growth, the effect of economic conditions and other uncertainties detailed in the company's filings with the Securities and Exchange Commission.

BONSO ELECTRONICS INTERNATIONAL INC. CONSOLIDATED BALANCE SHEET (In U.S. Dollars)

| | Dec 31 2003 | March 31 2003 |
|---|----------------------|--------------------|
| | ----- (Unaudited) | ----- (Audited) |
| Assets | | |
| Current assets | | |
| Cash and cash equivalents | 15,116,595 | 3,633,528 |
| Restricted cash deposits | -- | 4,104,168 |
| Trade receivables, net | 7,949,851 | 6,191,627 |
| Inventories | 7,599,281 | 12,656,518 |
| Notes receivable | -- | 358,188 |
| Tax recoverable | 356,532 | 52,087 |
| Deferred income tax assets - current | -- | 38,348 |
| Other receivables, deposits and prepayments | 1,086,086 | 1,166,234 |
| | ----- | ----- |
| Total current assets | 32,108,345 | 28,200,698 |
| | ----- | ----- |
| Deposits | 551,399 | 551,399 |

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| | | |
|---|--------------|--------------|
| Deferred income tax assets - non current | 82,210 | 128,887 |
| Goodwill | 1,089,258 | 1,100,962 |
| Brand name, net | 2,576,578 | 2,597,392 |
| Property, plant and equipment | | |
| Leasehold land and buildings | 14,161,850 | 12,505,141 |
| Plant and machinery | 17,022,262 | 12,801,183 |
| Furniture, fixtures and equipment | 3,488,090 | 5,251,171 |
| Motor vehicles | 369,086 | 343,068 |
| | ----- | ----- |
| | 35,041,288 | 30,900,563 |
| Less: accumulated depreciation and amortization | (17,894,857) | (14,569,165) |
| Net property, plant and equipment | 17,146,431 | 16,331,398 |
| | ----- | ----- |
| Total assets | 53,554,221 | 48,910,736 |
| | ----- | ----- |
| Liabilities and shareholders' equity | | |
| Current liabilities | | |
| Bank overdraft | 239,864 | 216,410 |
| Notes payable | 8,057,368 | 4,818,971 |
| Accounts payable | 5,284,814 | 6,350,527 |
| Accrued charges and deposits | 1,846,163 | 1,827,286 |
| Short-term loans | 4,486,711 | 4,727,988 |
| Current portion of long-term debt and capital lease obligations | 537,796 | 482,940 |
| | ----- | ----- |
| Total current liabilities | 20,452,716 | 18,424,122 |
| | ----- | ----- |
| Long-term debt and capital lease obligations, net of current maturities | 1,434,286 | 606,488 |
| Commitments and contingencies | | |
| Minority Interests | 100,370 | 55,275 |
| Redeemable Common Stock | | |
| Redeemable Common Stock par value \$0.003 per share | 1,445,808 | 1,445,808 |
| - issued and outstanding shares: March & December 2003 - 180,726 | | |
| Shareholders' equity | | |
| Preferred stock par value \$0.01 per share | | |
| - authorized shares - 10,000,000 | | |
| - issued and outstanding shares : March & December 2003 - 0 | | |
| Common stock par value \$0.003 per share | 16,480 | 16,583 |
| - authorized shares - 23,333,334 | | |
| - issued and outstanding shares: | | |
| March 31, 2003 - 5,529,133; | | |
| December 31, 2003 - 5,494,844 | | |
| Additional paid-in capital | 21,394,136 | 21,458,376 |
| Deferred consultancy fee | | |
| Retained earnings | 8,353,660 | 6,533,224 |
| Accumulated other comprehensive income | 356,765 | 409,692 |
| Common stock held in treasury, at cost | | (38,832) |
| | ----- | ----- |
| | 30,121,041 | 28,379,043 |
| | ----- | ----- |
| Total liabilities and shareholders' equity | 53,554,221 | 48,910,736 |
| | ----- | ----- |

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BONSO ELECTRONICS INTERNATIONAL INC.
 CONSOLIDATED INCOME STATEMENT
 (In Thousands of U.S. Dollars)
 Unaudited

| | Three months ended Dec. 31 | | Nine months ended | |
|--|----------------------------|-----------|-------------------|-----------|
| | 2003 | 2002 | 2003 | 2002 |
| Net sales | 17,260 | 13,853 | 58,340 | 50,000 |
| Cost of sales | (13,234) | (10,315) | (46,485) | (38,000) |
| Gross margin | 4,026 | 3,538 | 11,855 | 12,000 |
| Selling expenses | 635 | 564 | 2,117 | 2,000 |
| Salaries and related costs | 1,541 | 1,154 | 4,063 | 3,500 |
| Research and development expenses | 84 | 105 | 340 | 300 |
| Administration and general expenses | 1,067 | 922 | 2,781 | 2,500 |
| Amortization of Brand Name | 47 | 17 | 149 | 100 |
| Income from operations | 652 | 776 | 2,405 | 2,000 |
| Interest Income | 81 | 15 | 105 | 100 |
| Other income | 106 | 73 | 270 | 200 |
| Interest Expenses | (192) | (172) | (657) | (600) |
| Foreign exchange (loss)/ gains | (35) | (16) | 45 | 50 |
| Consultancy fee | -- | (95) | -- | 0 |
| Income before income taxes and minority interest | 612 | 581 | 2,168 | 1,800 |
| Income tax benefit | (3) | (62) | (18) | 0 |
| Net income before minority interest | 609 | 519 | 2,150 | 1,800 |
| Minority interests | (8) | (30) | (45) | 0 |
| Net income | 601 | 489 | 2,105 | 1,800 |
| Earnings per share | | | | |
| Basic & diluted | 0.11 | 0.09 | 0.37 | 0.30 |
| Weighted average shares Outstanding | 5,675,570 | 5,529,133 | 5,675,570 | 5,529,133 |

For more information, please contact,

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SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the

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undersigned, thereunto duly authorized.

BONSO ELECTRONICS INTERNATIONAL INC.
(Registrant)

Date: February 17, 2004

By: /s/ Henry F. Schlueter

Henry F. Schlueter, Assistant Secretary