

Investor Relations 投資者關係

Legend believes that communicating with investors is vital, and continues to take steps to enhance the Group's transparency. The Internet bubble burst last year, dampening investment fever in Internet and technology companies in the global stock markets. In response to the slowdown of PC markets in the US and Europe in October, investors generally adopted a prudent view when it came to investing in PC manufacturers. Such developments highlight the importance of maintaining close communication between the Group and investors.

The Group's management believes that, besides their financial backing, investors have valuable advice and information to offer which can help the Group to develop and build healthy corporate governance mechanisms.

聯想集團一向以來注重與投資者的溝通，並且不斷提高集團的透明度。去年互聯網泡沫爆破，引致各地股票市場對互聯網和其他科技公司的投資熱情減退；及至10月，美國及歐洲個人電腦市場放緩，投資者對個人電腦廠商的投資亦較為謹慎。這些因素使集團與投資者之間保持緊密溝通變得更為重要。

集團管理層認為透過與投資者溝通能夠獲得很多信息及寶貴意見，這些意見有利於集團發展及建立健康的企業監督機制。





In view of recent changes in the investment environment, the Group has placed great emphasis on providing clear information to investors about matters such as demand and growth trends in the PRC's PC market, the new development direction of the Group, and relevant industry and market changes. Management uses its best endeavours to take the initiative in meeting with investors and providing them with a clear understanding of the Group's strategic decision to spin-off Digital China which was announced in March. Legend continues to maintain various forms of close relationship with investors in Hong Kong and around the world. In this financial year, for example, the Group participated in eight investor conferences, around 300 company and plant visits, over 10 local and overseas telephone conferences, 5 Hong Kong roadshows and 2 international roadshows. In addition, analysts from various securities houses released over 200 research reports on Legend during the year.

基於投資環境的變化，集團在過去一年與投資者的溝通中，特別注重中國個人電腦市場的需求狀況和增長趨勢，及向投資者闡述集團新發展方向和相關行業及市場資料。為了集團業務長遠發展的需要，聯想在2001年3月宣佈分拆神州數碼，管理層更主動地會見投資者，務求使投資者理解集團的戰略行動。集團透過各種各樣的形式，與香港和世界各地的投資者保持緊密接觸。年內，聯想共參加了8個由著名證券公司舉辦的投資者論壇，接受了近300次投資者公司訪談及廠房參觀、10多次香港及海外電話會議，舉行了5次香港路演和2次國際路演。年內，各證券行分析員就聯想發表了逾200份研究報告。

The Internet is becoming more and more important for investor relations, providing instant corporate information to both institutional and individual investors. The Group is beginning to use more in the way of e-mail and other types of electronic communication to keep in touch with investors, for instance its English website www.legend.com (this URL was formerly www.legend-holdings.com). During the year, the Group restructured the webpage design, content and system technology of its investor website to improve services and better match investor needs. "Investor Focus" has been added to the English website, as well as management profiles, information about the operating centre and facilities (e.g. site map, photographs), major news clippings and company announcements. To allow more overseas investors to participate in Legend's investor presentations, the Group has also been providing instant broadcasts and conference recordings since 2000. The website's system technology has been further improved, speeding up the entire operation of the website and enhancing its stability. In the coming year, more product content will be added to the website. Although most of these products are not available overseas, highlighting them on the web will provide investors with a better understanding of the Group's activities. Information on all the Group's major products will be included in the English website.



互聯網在投資者關係工作起到愈來愈重要的作用，它能迅速地向機構投資者和廣大的個人投資者提供公司信息。集團於去年開始更為注重以電子郵件和英文網站www.legend.com（該網址原為www.legend-holdings.com）作為與投資者溝通的渠道。去年集團在投資者網站的結構、版面設計、內容編輯和系統技術各方面作出了多項的調整，務求更能滿足投資者的需要。年內英文網站增設了「投資者精選」、管理層簡歷、集團營運地點及設施資料（例如：地圖、照片等）、重點報刊報導、公司公告等內容。另外為了讓海外和更多投資者參與聯想的投資者會議，集團在2000年開始在網上即時廣播或錄播會議的情況。我們在網站系統技術方面也進行改進，加快整體網站速度和加強穩定性。未來一年，網站將增添更多產品內容，儘管大部份產品尚未在海外供應。我們將在網站提供主要產品資料的英文版，以加強投資者對集團的了解。

Legend is pleased once again to have received recognition from investors for its commitment to building and enhancing investor relations. Legend took 11 first prize awards out of 13 in The Reuters Survey 2000 (Hong Kong & China) conducted by Reuters. In July 2000, Legend was selected by *Investor Relations* magazine as the "Best Asia-Pacific Company Investor Relations in the UK Market", while in a survey conducted by *Asiamoney* to determine the "Best Managed Company in the PRC", Legend occupied the second place, and ranked first in seven out of ten of the survey's criteria. These seven criteria were: overall investor relations, company strategy, financial management, annual report, accessibility of senior management, investor relations and company website. Finally, Legend's investor website ranked the top in Technology/Internet sector in "Best Asian Corporate Websites Poll" by *Financial Intelligence Asia* magazine in December 2000.

The Group would like to thank all its investors for their encouragement and support for the Group's investor relations programme. We will continue to make every effort to ensure that investors have access to the latest company and market information, and we pledge to remain active in enhancing the quality of our investor relations. If investors have any comments or advice for the Group, they are cordially invited to contact Legend's corporate communications department at any time.

集團過去在建立和提升投資者關係方面的努力獲得投資者的認同，令我們深感欣慰。聯想在《路透社》2000年(香港及中國)調查報告的13個獎項評選中，獲得11項第一。在2000年7月聯想獲《投資者關係》雜誌評選為「英國市場中最佳亞太區投資者關係公司」。於12月聯想榮獲《亞洲貨幣》雜誌推選為中國「最佳管理公司」第二名，在十項評選中獲七項第一，包括：整體投資者關係、公司策略、財務管理、年報、高級管理層的易接近程度、投資者關係工作以及公司網頁。2000年12月聯想的投資者網站更榮獲亞太區財經雜誌《Financial Intelligence Asia》評為「亞太區最佳科技／互聯網企業網站」。

集團感謝各界對聯想投資者關係工作的鼓勵和支持，並且將繼續努力進一步為投資者提供更多公司和市場信息，提升投資者服務的質素。若閣下對集團有任何意見，歡迎隨時與集團企業傳訊部聯絡。



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