



The slowdown of the IT market and the unsatisfactory performance of a number of international IT enterprises over the past year combined to weaken investors' confidence in the IT market and increase their caution when it came to investing in IT enterprises. In the light of this, Legend committed itself to strengthening communication with its investors by providing regular updates on the Group's latest business development.

With the financial year 2001/02 came a number of major changes within Legend. After spinning off DCHL, the Group proceeded to announce its new customer-oriented strategy, promoting the concept of service and technology innovation. At the same time, the Group became involved in a series of new business development, expanding into adjacent fields including interactive consumer services, mobile handsets, and IT consultancy. The Group has placed great emphasis on explaining these new moves and strategies to investors over the last year, providing them with relevant information on the market situation and potential, and promptly updating the progress. Additional information provided to investors has included information on the Group's strategic investments, on the launch of new products, services and application solutions, and on the latest R&D results.

Legend continued to maintain close relationship with investors in Hong Kong and around the world. During the year, the Group participated in 12 investor conferences organised by well-known securities houses, 3 Hong Kong and 3 international roadshows, 23 telephone conferences, 335 investor company interviews and 69 plant visits. Noting the increasing interest amongst investors in observing Legend's Beijing facilities at first hand, the Group opened its PC manufacturing facilities, automated warehouse, call centre and "Legend 1+1 Home PC Specialty Shops" for visits. Amongst the plant visits organised during the year, 49 tours were arranged to our Beijing facilities. Besides, the Group provided investors with information on the latest news and development through both its English website (<http://www.legendgrp.com>) and the well-known Hong Kong financial website Quamnet (<http://www.quamnet.com>).

在過去一年，由於IT市場增長放緩，加上很多國外的IT企業業績表現欠佳，投資者對IT市場缺乏信心，對IT企業的投資亦非常謹慎。在這樣的情況下，聯想集團致力加強與投資者的溝通，讓他們了解公司的最新情況和業務進展。

2001/02財年對聯想而言是一個重大改變的開始。首先是分拆神州數碼，然後集團宣佈客戶導向的策略，提倡服務及技術創新的概念，接下來是一連串新業務的開展，包括消費者互動服務業務、移動電話、IT諮詢等。去年投資者關係工作的重點因此在於主動地向投資者闡述集團這些新舉措及策略的背景，介紹相關市場的狀況和潛力，及盡快向投資者匯報有關進展。此外，集團的策略性投資、新產品、服務及應用方案的推進和研發成果亦是集團向投資者提供資料的重點。

集團去年透過多種活動形式，與香港和世界各地的投資者交流。集團共參加了12個由著名證券公司舉辦的投資者論壇，舉行了3次香港路演、3次國際路演、23次電話會議，並接受了335次投資者公司訪問及69次廠房參觀。集團鑑於投資者對訪問北京設施的需求增加，特意開放位於北京的個人電腦生產設施、自動化倉庫、呼叫中心及「聯想1+1專賣店」讓投資者參觀，去年的廠房參觀中便有49次是參觀北京的設施。此外，集團亦透過專為投資者而設的英文網站 (<http://www.legendgrp.com>) 及香港著名投資網站華富財經 (<http://hk.quamnet.com>)，向投資者提供集團最新的資料及動態。



The Enron incident in the US gave rise to a general concern amongst investors over standards of corporate governance. The Group has in the past made great efforts to strengthen its corporate governance, and enhance its standards of management generally. Continuing along these lines, in the coming year the Group will employ a consultancy firm to evaluate its governance system and pinpoint possible areas for improvement, to further enhance the Group's corporate governance.

The Group received a number of accolades across the year regarding both its standards of corporate governance and the quality of its investor relations. In a survey conducted by *Asiamoney* in 2001, Legend occupied second place amongst PRC companies in the "Overall Best Managed Company" and "Best Corporate Governance" categories. It also ranked first in the areas of overall investor relations, access to senior management, investor relations, financial management, treatment of minority shareholders, annual report, and company website. In 2002, *FinanceAsia* magazine ranked Legend first amongst PRC companies in the categories "Best Managed Company", "Company Most Committed to Corporate Governance", "Best Investor Relations" and "Strongest Commitment to Enhancing Shareholder Value", and second in the "Best Financial Management" category.

Through a consultancy firm, a survey was conducted in March to sample investors' opinions regarding the Group's new strategies and its general investor relations, with the results showing general levels of approval amongst investors. The Group would like to thank investors for their valuable input into the running of Legend, and will be looking to further enhance investor relations and transparency in the light of them. Should investors have any further comments or advice to offer, they are cordially invited to contact Legend's corporate communications department anytime.

美國安然公司 (Enron) 事件引起投資界對公司治理的廣泛關注。集團過去一直致力加強公司治理，提高集團的管理水準。在未來一年，集團計劃聘請顧問公司研究集團的公司治理系統，探討需要加強或改善之處，力求提升集團的公司治理。

在過去一年內，集團承蒙投資者的擁護，獲得多項有關公司治理及投資者關係的獎項。在2001年《亞洲貨幣》雜誌的投資者意見調查中，聯想獲選為中國「最佳管理公司」及「最佳公司治理」第二名，以及包括整體投資者關係、高級管理層的易接近程度、投資者關係工作、財務管理、少數股東待遇、年報及網站多項評選中第一名。此外，在2002年聯想獲《FinanceAsia》雜誌推選為中國「最佳管理公司」、「最注重公司治理」、「最佳投資者關係」、「最注重提升股東價值」第一名，及「最佳財務管理」第二名。

為了更了解投資者對集團新策略的看法及搜集他們對集團投資者關係工作的意見，集團於今年3月委託顧問公司進行投資者意見調查。總括而言，投資者對聯想策略的評價是正面的，他們亦讚揚集團在投資者工作方面的努力。集團非常感謝投資者給予的寶貴意見，日後定會根據這些建議盡力改善投資者關係及進一步提高集團的透明度。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。