

China's IT market growth was not yet fully back on track last year, at a time when Legend had just begun to expand its mobile handset and IT service businesses. Investors were concerned about the growth of the Group's core computer business, the development of its new businesses and the implementation of its technological innovation and service transformation strategies. Fully understanding the concerns and needs of investors, the Group has particularly focused on addressing these potential concerns in its investor relations work last year.

The Group took a number of approaches to communicate to the investment community, including meetings with investors, attending investor conferences, organising audio conferences and roadshows. The Group outlined the growth momentum of China's consumer and commercial PC markets, explained how Legend was maintaining its competitive edge, analysed the growth potential of China's mobile handset and IT service markets, and indicated the competitive advantages enjoyed by local Chinese brands in the China market. Apart from the traditional ways of communications, the Group also gave analysts the first-hand experience to witness the outcome of its work in technological innovation, through participation in the five-day "Legend World 2002".

Last year, the Group participated in 10 investor forums organised by securities companies, organised three roadshows in Hong Kong, two overseas roadshows, 17 audio conferences, 280 meetings with investors and 31 visits to production plants, showrooms, and call centres. Legend continued to stay in touch with individual and overseas investors through its

去年，中國IT市場增長仍未完全回復，同時聯想正式開始拓展移動電話及IT服務業務，投資者最關心的是聯想的核心電腦業務增長趨勢能否保持，新業務的開展是否順利，以及聯想技術創新和服務轉型兩個策略的實施情況。聯想充份了解投資者的擔憂及需要，去年在投資者關係方面的重點工作便是加強與投資者在於這幾方面的溝通。

聯想通過日常與投資者的會面、投資者論壇、電話會、路演等，向投資者闡述中國家用及商用電腦市場的增長動力，聯想在市場競爭上如何保持優勢，並且向投資者介紹中國移動電話市場及IT服務市場的增長潛力，以及本地品牌在中國市場的優勢。除了通過這些慣用的溝通方式外，聯想藉著舉辦「聯想技術創新大會」，安排分析員參與連續五天的活動，讓他們親身見證聯想在實行技術創新策略以來的成果。

集團去年共參加了10個由證券公司舉辦的投資者論壇，舉行了3次香港路演、兩次國際路演、17次電話會議，與投資者會面共280次，並安排了31次廠房、產品展廳、呼叫中心等設施的參觀。聯想繼續通過網站與個人投資者及海外投資者保持溝通。除



investor website and Quamnet (<http://www.quamnet.com>), a well known financial website in Hong Kong. During the year, the Group improved its investor website by making modifications to webpage design, textual content and arrangement, all designed to better meet users' needs. Following Legend's change of English brand name, the domain name of its English-language investor website was also changed to <http://www.lenovo.com>.

Legend's enhancement of investor relations and corporate governance led the Group to receive high recognition from investors. In *Asiamoney's* 2002 investor poll, Legend was voted "Best Managed Company in China", as well as "Best Investor Relations", "Best Company Strategies", "Best Financial Management", "Best Operational Efficiencies", "Best Interests for Minority Shareholders", "Most Accessible Top Management" and "Best Communications with Shareholders/Investors". In this year's *FinanceAsia* annual awards held in April, Legend was also ranked first in the "Best Investor Relations" and "Best Corporate Governance" categories.

The Group greatly appreciates the positive feedback on its investor relations work. In the future, Legend will continue to seek out new ways to enhance investors' understanding of the Group's businesses, operations, and its corporate culture. Legend continually welcomes suggestions from investors, and invites them to contact the Group's Corporate Marketing Department.

了繼續採用香港著名財經網站華富財經 (<http://hk.quamnet.com>)外，聯想專為投資者而設的英文網站亦進行了改版，務求令瀏覽者使用時更方便。聯想英文網站在版面設計、資料內容及編排方面均作出改革，內容更切合用者需要。此外，隨著聯想引用新的英文品牌名稱，公司英文投資者網站的地址亦已更改為 <http://www.lenovo.com>。

聯想在促進投資者關係及提高公司治理水平方面獲得投資者讚揚。去年聯想在《亞洲貨幣》雜誌的2002年投資者意見調查中，獲選為「中國最佳管理公司」、「最佳投資者關係」、「最佳公司策略」、「最佳財務管理」、「最佳運營效率」、「最佳少數股東待遇」、「接觸高級管理層的機會」及「與股東/投資者溝通」各項的第一名。在今年4月《FinanceAsia》雜誌一年一度的評選中，聯想獲得「最佳投資者關係」及「最佳公司治理」第一名等獎項。

集團感激投資者對我們在投資者關係工作方面的讚賞，將來必會繼續努力加強與投資者的溝通，發掘有創意的方式令投資者加深對聯想業務、運作管理、企業文化各方面的了解。聯想更期待投資者繼續對集團提出建議，歡迎隨時與集團的企業推廣部聯絡。