

What were the reasons behind FY2003 results?

- Contributions from new customers including Warnaco, Petedge and Kellwood
- Rapid expansion of value-added services
- Ongoing review on operations allowing substantial cost savings

締造二零零三年財政年度業績背後的原因

- 來自新客戶 Warnaco、Petedge 及 Kellwood 的貢獻
- 增值服務的迅速增長
- 持續檢討營運，節省大量成本

What are the growth drivers in the short, medium and long term?

- Short term: organic growth, new customers and value-added services
- Medium and long term: new customers, M&A (mergers and acquisitions), expanded value-added services, product diversification and China market growth

短期、中期以至長期的增長動力是甚麼？

- 短期：內部的增長、新客戶以及增值服務
- 中期及長期：新客戶、合併收購、擴充增值服務，產品多元化及中國市場的增長

What are Linmark Group's capital expenditure requirements for the next three financial years?

- M&A
- Continuous development of the L.O.G.O.N. system (US\$0.9 million invested in FY2003 and approximately US\$1 million per annum in future years)
- Continuous expansion of sourcing network (less than US\$0.5 million to be invested per annum in future years)

林麥集團未來三個財政年度的資本支出會用在那方面？

- 合併收購
- 繼續發展 L.O.G.O.N. 系統（二零零三年財政年度投資了九十萬美元，預計將來每年度投資約一百萬美元）
- 不斷擴大採購網絡（預計將來每年度投資少於五十萬美元）

What are the challenges of Linmark Group in the next three financial years?

- China's entry into the WTO and elimination of apparel quotas
- Integration of M&A companies
- Continuous addition of new value-added services
- Strengthening of middle management team to groom candidates as part of succession planning

林麥集團於未來三個財政年度有何挑戰？

- 中國加入世貿及取消服裝配額
- 併購公司的整合
- 不斷開拓嶄新的增值服務
- 強化中級管理層以栽培高層領導接班人

How unique is Linmark Group's business model?

- Operates a "total transparency" policy where customers know exactly where, at what cost and progress of the goods being made
- Maintains an inventory-free model, therefore, no inventory risk
- No net debt

林麥集團的業務模式有何獨特之處？

- 以「高透明度」的制度運作，客戶掌握全面資料，包括貨品所在地、價錢及製造過程
- 以無存貨模式經營，因此沒有這方面的風險
- 無淨負債

Any seasonal factor to Linmark Group's business?

- Generally, close to 50% turnover from each of the 1st half and 2nd half of a financial year

林麥集團的業務有沒有季節性因素？

- 一般來說，於每個財政年度的營業額，上半年及下半年度各佔約 50%

What is Linmark Group's dividend policy, if there is one?

- Target is to distribute approximately 30% to 40% of after tax profit per annum. The Group's aim is to strike the right balance between retaining profit for future growth and rewarding shareholders

林麥集團有沒有一套派息政策，如有的話，是怎樣的？

- 目標是每年度派發約 30% 至 40% 的除稅後溢利。集團的目標是在保留盈利作日後發展之用以及為股東帶來可觀回報之間取得平衡