

→ Chairman's Statement 主席報告書

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I am pleased to present the results of Linmark Group Limited (“Linmark”) for the financial year ended 30 April 2003.

I take great pleasure in announcing that we have achieved remarkably strong results for the year under review with improved performance in all the markets in which we operate. Our results are particularly encouraging in view of the generally weak business environment that prevailed. We not only broke new records in our shipment volume, but also attained higher turnover and profit. This encouraging progress is testimony to the efforts we have made over the years, and demonstrates the burgeoning potential of our business.

In addition to these pleasing results, we also accomplished many other corporate goals. By pursuing a strategy of market diversification, the US, the most important consumer market in the world, became our largest as well as our fastest growing market. Our value-added service business has grown rapidly during the year under review, forming a major catalyst for our top and bottom line expansion in coming years. In April and May 2003, we also signed up two important new customers, taking us beyond our existing markets to cover South Africa and deepen our penetration in Europe, where market opportunities abound.

As a service-oriented company, we continue to invest in human capital. Our senior management team was further enhanced during the year under review, and we also strengthened our operation team as well as our hardgoods and I.T. divisions. These initiatives place Linmark in a more powerful position to seize future opportunities. We also introduced a third independent non-executive director, Dr. WOON Yi Teng, Eden to our board of directors, reflecting our commitment to institute a high level of corporate governance and culture.

本人欣然提呈林麥集團有限公司(「林麥」)截至二零零三年四月三十日止財政年度的全年業績報告。

回顧年度內，林麥錄得非常強勁的業績，於各市場的表現均全面提升。儘管此年度整體營商環境欠佳，集團仍能爭取如此佳績，實在令人鼓舞。除付運量刷新歷年記錄外，營業額及盈利亦同時上升。這不但肯定了林麥過去所作出的努力，並顯示集團的業務正茁壯成長。

除了上述理想的業績外，集團亦已達成其他多項企業目標。美國既為全球最重要的消費市場，林麥貫徹其市場多元化的策略，成功使其成為集團於年度內增長最迅速及最大的市場。於回顧年度內集團的增值服務業務發展迅速，將成為未來數年營業額及盈利增長的主要動力來源。此外，於二零零三年四月至五月期間，集團吸納了兩名重要的新客戶，將集團的業務擴展至南非，以及進一步深入擁有龐大商機的歐洲市場。

作為一間以服務為本的公司，林麥繼續投放資源於吸納人才方面。於回顧年度內，集團進一步加強高級管理層的陣容，以強化營運、雜貨業務及資訊科技部門。上述策略使林麥處於更有利位置，以抓緊未來商機。集團的董事局亦新增一名獨立非執行董事一翁以登博士，反映林麥致力提升公司管治水平及文化的決心。

Looking ahead, Linmark is committed to taking our business forward. Organic growth with the acquisition of new customers remains a key strategy. At the same time, we will also pursue growth by mergers and acquisitions with a prime focus on maximising the value of our business. The introduction of more value-added services, instrumental in promoting both top and bottom line growth, will be a further spotlight for the financial year ending 30 April 2004.

Finally, I would like to thank our management and staff for their committed efforts, and our shareholders for their continual support throughout the year.

展望未來，林麥將繼續向前邁進。內部增長及吸納新客戶仍為集團的主要策略。與此同時，集團亦會尋求合適的併購機會，致力提高集團業務的價值。集團將推出更多增值服務，以進一步提升營業額及盈利，在截至二零零四年四月三十日止之財政年度續創佳績。

最後，本人衷心感謝管理層及全體員工在年內為集團作出的努力，以及所有股東在過去一年以來對集團的鼎力支持。

WANG Lu Yen 王祿閻

Chairman 主席

Hong Kong, 23 July 2003

香港，二零零三年七月二十三日

