



Year at a Glance 年度大事一覽表

Date (Month) 日期 (月份)	Event 事項
2003, January 一月	<ul style="list-style-type: none"> SARFT's Academy of Broadcasting Science issues a survey which indicates that DVN's set top boxes ("STB") is the most popular in China. 廣電總局轄下的廣播科學研究院公佈一項調查結果，顯示天地數碼的機頂盒在中國最受歡迎。 DVN sells headend system to Fujian Province. 天地數碼在福建省出售前端設備系統。
April 四月	<ul style="list-style-type: none"> DVN STB1-1000 series of STB granted SARFT's recognition and certificate. 天地數碼的STB 1-1000系列機頂盒獲廣電總局認證。
May 五月	<ul style="list-style-type: none"> DVN begins sales of set top boxes into Shanghai market. 天地數碼將機頂盒售往上海市場。 SARFT announces "migration timetable for digital TV" in China. Timetable calls for 30 million digital cable subscribers by 2005, and for the cutoff of the analog signal by 2015. 廣電總局公佈中國「有線電視數碼化平移」時間表。時間表列出的目標是在二零零五年前擁有三千萬數碼有線用戶，並在二零一五年前切斷模擬訊號。
July 七月	<ul style="list-style-type: none"> DVN signs system integration contract with Urumqi Cable and Broadcasting TV Network Company. 天地數碼與烏魯木齊有線廣播電視網絡公司簽訂系統集成服務合約。 SARFT releases list of 33 cities to be digitalized as soon as possible. 廣電總局公佈一份載有首33個數碼化平移的城市名單。
August 八月	<ul style="list-style-type: none"> DVN signs agreement with Hisense Electric Company Limited ("Hisense"). Hisense agrees to invest RMB30 million in Shandong to accelerate the pace of digitalization, and will pay DVN a set top box royalty. 天地數碼與青島海信電器股份有限公司（“海信”）簽訂合同。為加快山東省數碼化步伐，海信承諾投資3千萬人民幣，並願意支付授權費予天地數碼設計之機頂盒。
September 九月	<ul style="list-style-type: none"> DVN signs a system integration contract with Hangzhou. 天地數碼與杭州簽訂系統整合合約。 DVN places 75 million new shares in a share placement at gross value of HK\$61.5 million. 天地數碼以6150萬港元總額配售7500千萬新股。
October 十月	<ul style="list-style-type: none"> SARFT gives DVN a "Grade A" certification for its Subscriber Management System (SMS). 廣電總局向天地數碼發出有關其用戶管理系統 (SMS)的「A級」認證。
November 十一月	<ul style="list-style-type: none"> Qingdao project is successfully launched. 成功推出青島項目。 Qingdao begins the cutoff of analog service in one neighborhood. <ul style="list-style-type: none"> Cutoff is well received. Subscription fees are raised by 83% Only one complaint 青島開始在一個鄰近地區試驗切斷模擬服務。 <ul style="list-style-type: none"> 廣被市場接納。 用戶費收入上升83%。 只收到一宗投訴 SARFT holds a national level meeting in Qingdao calling for the rapid migration to digital cable. 廣電總局在青島舉行全國會議，要求加快電視數碼化平移的步伐。
December 十二月	<ul style="list-style-type: none"> DVN signs a STB sales contract with Hunan Provincial Network Company. 天地數碼與湖南省網絡公司簽訂機頂盒銷售協議。 DVN signs a technology license contract with Qingdao Broadcasting Bureau. 天地數碼與青島廣電簽訂技術授權協議。
2004, February 二月	<ul style="list-style-type: none"> DVN's in-house developed Conditional Access System (CAS) is certified by SARFT and awarded Grade A certificate. 天地數碼自行研發之有條件接收系統，獲廣電總局認證發給「A級」證書。

Financial Highlights 財務摘要

Turnover: Breakdown by Business		營業額: 按業務細分	
		2003	2002
		HK\$ '000	HK\$ '000
		千港元	千港元
Set Top Box Sales	機頂盒銷售	26,672	11,670
Subscription Revenues*	用戶費收入*	2,670	2,799
Headend Sales	前端銷售	23,275	22,844
STB raw materials & Other sundry sales	機頂盒原材料及其他銷售收入	6,388	81
Telequote	電資訊	14,247	12,485
Total	總計	73,252	49,879
Gross Profit	毛利	19,711	16,989
Other Revenues before Exceptional Gain	扣除特殊項目收入前之其他收入	910	1,914
Marketing, Selling and Administrative Expenses	市場、銷售及行政開支	(69,436)	(74,291)
Other Operating Expenses before Provisions & Exceptional Items	未計撥備及特殊項目前之其他經營開支	(5,261)	(6,797)
Loss from Operating Activities before Provisions & Exceptional Items	未計撥備及特殊項目前之經營活動虧損	(54,076)	(62,185)
Provisions & Exceptional Items	撥備及特殊項目	(81,597)	(72,967)
Finance Costs	融資成本	(1,087)	(1,164)
Share of Results of Associate	佔共同控制實體之虧損	(1,340)	(837)
Minority Interests	少數股東權益	3,847	943
Preference Dividends	優先股股息	(5,812)	(6,089)
Loss Attributable to Ordinary Shareholders	普通股股東應佔虧損	(140,065)	(142,299)
Loss per Share	每股虧損	(HK\$0.35)	(HK\$0.39)

* Subscription revenues refer to revenues from the leasing of digital broadcasting network equipment and technical know-how and related software, as defined in note 1(p) to the account.

用戶費收入乃指帳目附註1(p)中之由租賃數碼廣播網絡設備、技術訣竅及有關軟件產生之收入。