

# Chairman's Statement

## 主席報告書



**WANG Lu Yen 王祿閻**  
*Chairman 主席*

Hong Kong, 23 June 2004  
香港，二零零四年六月二十三日

On behalf of the board of directors, I am pleased to present the results of Linmark Group Limited (“Company” or “Linmark”) for the financial year ended 30 April 2004.

During the year under review, Linmark’s business has continued to flourish despite outbreak of SARS in the region and the war in Iraq. We have become bigger, stronger and most important of all, more profitable. This is reflected in our higher levels of shipment volume and net profit after tax achieved. We thank our staff for their committed efforts in helping Linmark achieve these results. Our good performance is proof of our sound business strategies, which have enabled us to grow together with the industry.

We also made a big step in corporate development and acquired ISO International (Holdings) Limited (“ISO International”), our new arm spearheading the home lifestyle consumer electronic products business. ISO International has already begun to make a contribution to the Group, in particular to our goal of market and product diversification. ISO International is expected to be one of our major engines for growth, and we look forward to reaping more synergies from this acquisition.

本人代表董事會，欣然提呈林麥集團有限公司（「本公司」或「林麥」）截至二零零四年四月三十日止財政年度之業績報告。

回顧年度內，雖然經歷區內沙士疫症和伊拉克戰事，但林麥業務繼續茁壯成長，不論規模、實力以至最重要的盈利能力均有所提升，從付運量和除稅後純利之增長足可反映這點。我們衷心感謝上下員工付出努力，幫助林麥取得如此佳績。出色的業務表現印證了集團業務策略正確，有效帶領林麥與行業共同成長。

林麥在企業發展方面亦跨進一大步，年內收購ISO International (Holdings) Limited（「ISO International」）成為旗下負責家居消費電子產品業務的新部門。ISO International已開始對集團有所貢獻，尤其在拓展目標市場和造就產品多元化兩方面。預期ISO International將成為業務增長的主要動力之一，我們期盼此項收購為集團實現更多協同效益。

Leveraging our global sourcing expertise, we also took up a more proactive approach in the networking of business. During the year under review, Linmark participated in a number of international summits and conferences in China, Canada and the US. The exposure gained from these events represents valuable goodwill to the Group for not only promoting our standing within the global sourcing industry, but also allowing us to obtain more industry insights.

The elimination of apparel quota, as required by the World Trade Organisation, in 2005 is expected to stimulate many changes in the global sourcing industry, creating both challenges and opportunities. To succeed in the fast changing world of apparel, it is essential for sourcing industry players to provide customers with the most effective and timely supply chain management solutions. Gearing up for this opportunity, we further enhanced our network in China during the year under review. At the same time, we also extended our reach to customers by adding more presence in both Europe and North America.

Looking ahead, we will continue to adhere to our growth strategies. These include signing up of new customers, expansion of value-added services and hardgoods businesses. We will also continue to grow by merging with or acquiring companies that will enhance our business.

This year, Linmark will be celebrating its 40th year of business. We remain steadfast to our commitment to provide our customers with the most professional supply chain management solutions, and are looking forward to achieving more milestones in our operations.

In addition to growing our business, we have not forgotten our social responsibilities. To mark our 40th anniversary, we will set up a social responsibility fund to enhance the well-being of citizens and the vitality of their communities in which we conduct business. The significance of this fund is multifold. We believe it not only demonstrates our commitment to the community, but also helps to foster staff loyalty, enabling us to become more united.

Finally, besides being grateful for the hard work of our staff, I would also like to thank our shareholders for their continual support to the Group throughout the year.

我們亦憑藉本身的全球採購專長，更積極拓展業務網絡。在回顧年度內，林麥在中國、加拿大和美國參加了多個國際峰會和會議。出席此等盛會不單促進本集團在全球採購業的地位，同時讓本集團更能洞察行業見解，為其添加寶貴商譽。

成衣配額將於二零零五年按世界貿易組織規定取消，預料會引發全球採購業不少變遷；締造商機之餘，亦帶來挑戰。全球成衣業急速變化，若要在業內創佳績，採購行業商家有必要為客戶提供最有效和適時的供應鏈管理方案。林麥在回顧年度內進一步鞏固中國網絡，準備就緒迎接商機。同時，我們亦在歐洲和北美增設更多據點，拉近與客戶的距離。

展望未來，我們將繼續貫徹增長策略，包括吸納新客戶、擴充增值服務及雜貨採購業務。我們亦會透過收購或合併公司以增強集團業務，讓業務繼續增長。

今年是林麥開業四十周年紀念。我們秉承向客戶提供最專業供應鏈管理方案的宗旨，並期望樹立更多業務里程碑。

在發展業務之餘，我們亦不忘對社會之責任。為紀念本公司四十週年誌慶，我們將會成立社會責任基金，以造福普羅大眾，為經營所在之社區加添生命力。此項基金之重要性是多方面的，我們相信它不僅顯示本公司對社會的承擔，還有助促使員工更忠於本公司，令公司上下更加團結。

最後，除感謝員工努力不懈外，本人亦希望藉此感謝股東在過去一年繼續對集團的鼎力支持。