

Management Discussion and Analysis

謹代表董事會，概述深圳科技控股有限公司（「本公司」）及其附屬公司（統稱「本集團」）截至二零零四年十二月三十一日止財務年度之業務表現。

財務回顧

資本架構

配售新股份

於二零零四年三月三日，本公司透過配售代理以每股0.056港元之發售價發行2,392,000,000股每股面值0.01港元新普通股予不少於六名獨立承配人。扣除有關開支後股份發行所得款項淨額約為129,000,000港元，全數已用作為購入位於北京之順景園（「順景園」）之部份代價。是次配售股份之其他詳情載於二零零四年二月二十三日本公司向股東發出之公佈。

重大收購及出售附屬公司

於二零零四年二月十三日，本集團以約人民幣3億元（約相等於2.8億港元）之現金代價向獨立第三者購入三幢位於北京順景園之住宅物業，作為本集團之待售物業。本集團在北京已設立物業代理公司，負責向市場推出順景園單位。

On behalf of the Board of Directors, the business performance of Shenzhen High-Tech Holdings Limited (the "Company") and its subsidiaries (collectively the "Group") for the financial year ended 31st December, 2004 is summarized in the following paragraphs.

FINANCIAL REVIEW

Capital Structure

Placing of new shares

On 3rd March, 2004, the Company through a placing agent issued a total of 2,392,000,000 new ordinary shares of HK\$0.01 each, at an offer price of HK\$0.056 per share to not less than six independent placees. The net proceeds from the new issued shares were approximately HK\$129,000,000 after deducting the related expenses. The net proceeds have been applied as part of the consideration for acquisition of Shun Jing Yuan located in Beijing ("Shun Jing Yuan"). Further details of this placement of shares were set out in the announcement to shareholders of the Company dated 23rd February, 2004.

Substantial acquisition and disposal of subsidiaries

On 13th February, 2004, the Group purchased from an independent third party 3 residential buildings of Shun Jing Yuan located in Beijing at a cash consideration of approximately RMB300 million (equivalent to approximately HK\$280 million); the property has been accounted for as properties held for sale. The Group has set up a property agency company in Beijing and is prepared to launch the sale of the property.

財務回顧 (續)

資本架構 (續)

重大收購及出售附屬公司 (續)

於二零零四年三月十二日，本集團出售振藝發展有限公司（「振藝發展」）及其全資附屬公司愛儂發展（上海）有限公司（「愛儂發展」）之全部權益予獨立第三者。由於振藝發展及愛儂發展為累積虧損公司，以及出售時本集團可獲得儲備之解除，本集團出售振藝發展及愛儂發展產生50,739,000港元之收益。

於二零零四年三月十六日，本集團與獨立第三者成立Joy Value Limited（「Joy Value」），本集團擁有Joy Value之45%權益，其主要業務為買賣及投資中國房地產。截至二零零四年十二月三十一日止本集團已投資約57,600,000港元於Joy Value作為其投資及業務之用。

於二零零四年十二月二十八日，本公司作為賣方與一獨立第三者作為買方，按照協議以人民幣17,000,000元之代價出售本公司之一家全資附屬公司China Vision Group Corporation（「China Vision」）及其附屬公司，China Vision為擁有本集團所有眼科醫護業務之中間控股公司。

FINANCIAL REVIEW (Continued)

Capital Structure (Continued)

Substantial acquisition and disposal of subsidiaries (Continued)

On 12th March, 2004, the Group disposed of its entire interests in Genace Development Limited (“Genace Development”) and its wholly-owned subsidiary, La Residence Development (Shanghai) Co., Ltd. (“La Residence”) to an independent third party. Due to the accumulated losses of Genace Development and La Residence and the release of reserves at the moment of disposal, a gain of HK\$50,739,000 was contributed to the Group on disposal of Genace Development and La Residence.

On 16th March, 2004, the Group formed a new company, Joy Value Limited (“Joy Value”), with an independent third party. The Group owns 45% interests in the share capital in Joy Value, which is mainly engaged in the trading of and investment in PRC properties; for investment and business purposes, approximately HK\$57,600,000 has been injected in Joy Value as at 31st December, 2004.

On 28th December, 2004, the Company as vendor disposed of a wholly owned subsidiary of the Company, China Vision Group Corporation (“China Vision”) and its subsidiaries to an independent third party as buyer at a consideration of RMB17,000,000. China Vision was an intermediate holding company for the ophthalmology treatments business of the Group.

流動資金、財務資源及負債

本集團之流動資金充裕，財務狀況穩健，於二零零四年十二月三十一日，本集團現金及銀行結餘維持在約123,137,000港元（二零零三年十二月三十一日：約為416,465,000港元）之水平。本集團嚴格執行應收貨款之信貸管理，以確保營運資金充裕。於二零零四年十二月三十一日之應收帳款結餘總額約為55,832,000港元，較去年上升18.0%（二零零三年十二月三十一日：約47,330,000港元）。於年底之流動比率為2.94，而二零零三年底為2.74。截至二零零四年十二月三十一日止，本集團獲得之無抵押銀行貸款共約47,170,000港元（二零零三年十二月三十一日：無），均為人民幣貸款及固定利率為5.5755%。管理層已檢討過本集團之資金狀況，認為有充裕的資源支付該貸款，而該銀行貸款亦已於二零零五年一月到期時償還。於二零零四年十二月三十一日，本集團之資產負債比率（以借貸總額除以股東權益為計算基準）為0.06（二零零三年十二月三十一日：零）。

資本性開支

於二零零四年年度，本集團之資本性開支合計為6,899,000港元（二零零三年：90,116,000港元）。

資產抵押

截至二零零四年十二月三十一日止，本集團並無為獲得一般銀行融資或短期貸款而抵押資產及銀行存款。

LIQUIDITY, FINANCIAL RESOURCES AND LIABILITIES

The Group's working capital is sufficient and is maintained at a healthy position. The Group's cash and bank deposits amounted to in aggregate approximately HK\$123,137,000 as at 31st December, 2004 (31st December, 2003: approximately HK\$416,465,000). The Group endeavoured to ensure the liquidity of the working capital by expediting the collection of accounts receivable and observing strict credit control. As at 31st December, 2004, total accounts receivable outstanding was approximately HK\$55,832,000, being 18.0% higher than last year (31st December, 2003: HK\$47,330,000). At year end of 2004, the current ratio was 2.94 while 2.74 for year end of 2003. As at 31st December, 2004, the Group raised unsecured bank loans in Renminbi amounting to approximately HK\$47,170,000 (31st December, 2003: nil) with fixed interest rate of 5.5755%. The management has reviewed the liquidity of the Group and concluded that the Group has ample internal resources for the repayment; the bank loan has been repaid upon due for repayment in January 2005. As at 31st December, 2004, the Group's gearing ratio (on the basis of total borrowings divided by shareholders' equity) was maintained at a level of 0.06 (31st December, 2003: 0).

CAPITAL EXPENDITURE

The Group had incurred an aggregated amount of approximately HK\$6,899,000 (2003: HK\$90,116,000) as capital expenditure during 2004.

PLEDGE OF ASSETS

As at 31st December, 2004, the Group had no pledge of assets and deposits with the bank in order to obtain general banking facilities.

僱員及酬金政策

於二零零四年十二月三十一日，本集團於中港兩地共聘用約700名全職管理、行政、技術及生產部員工（二零零三年十二月三十一日：約800名）。本集團根據員工之職責、工作表現、專業經驗及當時行內慣例釐定僱員之酬金、晉升及薪酬調整幅度。在香港全體僱員及執行董事均已參與強制性公積金計劃。其他僱員福利包括本集團董事會授出之購股權。

外匯及外幣風險

由於所得之收入以及購買材料、零件及設備之款項和薪金均以港元及人民幣結算，故毋須採用任何金融工具作對沖用途，而本集團之匯率變動風險亦較低。在回顧期內，本集團並無參與任何對沖活動。於二零零四年十二月三十一日，本集團之現金及銀行結餘以港元、美元及人民幣為主要幣值。

EMPLOYEES' REMUNERATION AND BENEFITS

The Group had about 700 full time employees, including managerial, executive and technical staffs and production labour in Hong Kong and the PRC as at 31st December, 2004 (31st December, 2003: about 800). The level of remuneration, the promotion and the magnitude of remuneration adjustment are justified according to their job duty, working performance, professional experience and industrial practice at the time being. All staff and executive directors in Hong Kong office have already participated in mandatory provident fund. Other employees' benefits include the granting of share options by the Board of the Group.

FOREIGN EXCHANGE AND CURRENCY RISK

The funds derived from incomes and applied to purchases of raw materials, spare parts and equipment and the payments of salaries were dominated in Hong Kong dollars and Renminbi; therefore, it was no need to use any financial tools for hedging purpose, and the fluctuation of the exchange risk was moderate. During the year, the Group has not used any financial tools for hedging purpose. As at 31st December, 2004, cash in hand and bank balances of the Group were mainly denominated in Hong Kong dollars, US dollars and Renminbi.

或然負債

於二零零四年十二月三十一日，本公司向國內一家銀行作出擔保，作為其向本集團一家共同控制實體授出共人民幣8,000,000元（約相等於7,547,000港元）（二零零三年十二月三十一日：人民幣5,000,000元（約相等於4,692,000港元））貸款融資之擔保，於二零零四年十二月三十一日，貸款融資已全數使用。於二零零四年十二月三十一日，本公司就附屬公司所獲得銀行貸款向銀行作出擔保，有關銀行貸款已動用至人民幣50,000,000元，約相等於47,170,000港元（二零零三年十二月三十一日：無）。除上述外，於結算日，本集團並無重大的或然負債。

業務回顧

房地產

本公司管理層對國內房地產業務抱有信心，相信隨著人均國民生產值提升及人民生活水準提高，國內高級住宅需求仍然很大。於二零零四年內本集團已運用了約人民幣3億元收購順景園三幢物業作為本集團之待出售物業之儲備。順景園是位於北京市的優質高尚住宅。

於年內，本集團售出位於上環家樂花園兩個單位，為集團帶來1,760,000港元之售樓收入。位於上海之愛麗軒之65個單位及54個車位已全部出售，銷售款項所得共約65,307,000港元。

物業出租方面，位於深圳之曙光大廈之出租率達100%，本年度內租金及管理費收入約為12,264,000港元。

CONTINGENT LIABILITIES

As at 31st December, 2004, the Company provided guarantee in favour of a bank in the PRC to secure a loan facility of RMB8,000,000 (equivalent to approximately HK\$7,547,000) granted by the bank to a jointly controlled entity of the Group (31st December, 2003: RMB5,000,000 (equivalent to approximately HK\$4,692,000)), the banking facility was fully utilised as at 31st December, 2004. As at 31st December, 2004, the bank loan granted to a subsidiary subject to guarantee given to the bank by the Company was utilised to the extent of RMB50,000,000, equivalent to approximately HK\$47,170,000 (31st December, 2003: Nil). Save as disclosed above, the Group had no material contingent liability at the balance sheet date.

BUSINESS REVIEW

Property

The management of the Company are confident in the property business in the PRC, and believe that luxurious residential properties are still in great demand in line with the growing GDP and higher living standard. In 2004, the Group purchased 3 residential buildings of Shun Jing Yuan at approximately RMB300 million as properties held for sale of the Group. Shun Jing Yuan is a quality luxurious residential property situated in Beijing.

During the year, the Group sold two units in Macro Garden in Sheung Wan, which generated revenue of HK\$1,760,000 for the Group. All 65 units and 54 parking spaces at La Residence in Shanghai were sold, which generated revenue of HK\$65,307,000.

Regarding the property lease, Dawning Tower in Shenzhen recorded an occupation rate of 100%, which generated HK\$12,264,000 of rental income and management fee for the entire year.

高科技電腦及服務器製造及相關業務

曙光信息

於回顧期內，曙光信息組織結構調整，針對以往銷售渠道較為薄弱，按各市場區域之需求，訂定銷售策略。改組後之渠道銷售額增長理想。

在市場銷售方面，高性能服務器銷售理想，已達至全年之預算銷售指標，惟市場競爭激烈，銷售格價下調，致使整體毛利率由去年之26.2%下降至今年之21.1%。行業銷售仍然穩定增長，藉著曙光信息優質之高性能服務器，曙光信息繼續參與教育部西部高等院校網絡建設項目、北京校校通工程等。在石油勘探領域、及航天領域，曙光高性能服務器佔有市場份額。曙光64位象專用機在眾多競爭對手中獲勝，中標北京氣象局訂單。此外，曙光信息在多個省份的農村遠程教育工程成功拿取超過人民幣一億元之合同額。

HIGH-TECH COMPUTERS AND SERVERS MANUFACTURING AND RELATED BUSINESS

Dawning

During the year under review, Dawning has, through the reorganisation of its corporate structure, formulated sales strategies based on the demand of each market region in order to address the problems caused from weak distribution channels. The growth of turnover driven by its re-organised distribution channels was satisfactory.

Regarding the sales and marketing, sales of high performance servers was satisfactory and the forecasted sales target for the whole year has already been achieved. However, the overall gross profit ratio decreased from 26.2% of previous year to 21.1% of this year due to intense market competition and lower sales price. The growth of industry sales remained steady. With the provision of its quality high performance servers, Dawning continued to participate in network construction projects related to high schools in Western China and "Xiao Xiao Tong" project in Beijing, Dawning has captured market shares in such areas as crude oil exploration and astronautics for its high performance servers. Dawning's 64-byte meteorological machine won the tender for the contract from Beijing Meteorological Bureau among various competitors. In addition, Dawning has successfully entered into numerous contracts in respect of distance learning projects for villages in various provinces with an aggregate amount over RMB100 million.

高科技電腦及服務器製造及 相關業務 (續)

曙光信息 (續)

在產品研發方面，曙光信息研製了曙光4000A，其採用了2,560顆64位的AMD OPTERON CPU，擁有40個主機櫃，是全國第一台運算速度超過每秒10萬億次的超級計算機，已問世並落戶上海超級計算中心。按最新公佈的全球超級電腦TOP 500名單中，曙光信息研製的「曙光4000A」全球排名第10，這是中國首次打破由美、日兩國壟斷多年的超級電腦十強(Top 10)排名榜。曙光超級服務器已成功應用於天氣預報、石油勘探、地震資料處理、核能開發利用、計算流體力學、基因與蛋白分析、材料科學、航天科技和國防學等領域的30多項應用，表現出強大的科學計算、事務處理和信息服務能力。曙光超級服務器在體積、功耗、使用效能方面可完全與美、日生產的高性能計算機相媲美，而成本遠遠低於美、日超級計算機，所以有很強的市場競爭力。曙光4000A之面世更成為位列《科技日報》「2004年十大科技新聞」之一；並入選由中國科學院、中國工程院兩院院士評選的：「2004年中國十大科技進展」之一。

HIGH-TECH COMPUTERS AND SERVERS MANUFACTURING AND RELATED BUSINESS

(Continued)

Dawning (Continued)

Regarding product research and development, Dawning developed Dawning 4000A adopting 2,560 pieces of 64-bit AMD OPTERON CPU with 40 mainframes, being the first super computer with computing speed exceeding 10,000 Giga Floating Point Operation per Second in the PRC. It was launched and installed in Shanghai Supercomputer Center. The Dawning 4000A manufactured by Dawning is ranked No.10 in the latest published list of TOP 500 Supercomputers, the first time for China to eliminate the monopolies from the U.S.A. and Japan of being the TOP 10 Supercomputers in the list for years. Dawning super servers have successfully been used in more than 30 areas such as weather forecast, crude oil exploration, data processing on earthquakes, research and utilisation of nuclear power, computation of fluid dynamics, analysis of gene and protein, material science, astronautics technology and national defense, showing its powerful functions of scientific computation, administration and information services. Dawning super servers are totally comparable to quality of high performance computers produced in the United States and Japan in terms of size, power and functions while its costs are much lower than those produced in such countries. Hence, it enjoys strong competitiveness in the market. The launch of Dawning 4000A was listed as one of the "2004 Top 10 Science and Technology News" in Science and Technology Daily, and listed as one of the "2004 Top Ten Science and Technology Improvement in China", which were assessed and selected by academicians from Chinese Academy of Sciences and Chinese Academy of Engineering.

高科技電腦及服務器製造及 相關業務 (續)

曙光信息 (續)

曙光低端天闊服務器i200-I是售價人民幣萬元以下之入門級服務器及較高檔次之R4380A服務器，在多種網絡應用環境中表現卓越，其可擴展性、可用性、可管理性、好用性等指標大大提高了系統性能，曙光i200-I及R4380A服務器已應用在對服務器要求甚高之網絡遊戲市場。

為了針對需求日益高漲的網絡安全市場，曙光信息自行開發了曙光GodEye-HIDS主機入侵檢測產品。該產品採用國際上先進的分布式入侵檢測構架，其在管理、檢測、防攻擊、自身保護等方面有卓越表現，並且將會應用於河北省農業廳之信息安全項目。

HIGH-TECH COMPUTERS AND SERVERS MANUFACTURING AND RELATED BUSINESS

(Continued)

Dawning *(Continued)*

Dawning i200-I low-end “天闊” servers, the servers for the beginners with the price below RMB10,000, and upgraded version of R4380A servers have showed excellent performance in various networking application environment. The performance of such system has been enhanced by its extensibility, availability, manageability, user-friendliness. Dawning i200-I and R4380A servers have been used for online games, a market which requires servers with higher performance.

Dawning has developed Dawning GodEye-HIDS mainframe hacking inspection product on its own to meet the growing demand from the network safety market. This product adopts an distributed hacking inspection framework of an internationally advanced standard, which performs particularly well in the areas of management, inspection, anti-hacking, self-protect etc, and it will be adopted by Agricultural Bureau, Henan Province for its information security project.

高科技電腦及服務器製造及 相關業務 (續)

晶科信息

武漢晶科信息產業有限公司(「晶科信息」)主要從事各類電子產品需要的石英晶体頻率片(半成品)、諧振器(成品)、SMD和相關器件的生產。晶科信息於本年二月搬進位於武漢市東西湖區吳家山台商投資區的新廠房「晶科工業園」,公司原有和新購買的設備已安裝完成,為晶科信息提供優良之生產基地。在新調整的董事會和新委任之管理層領導及管理下,公司管理已全面規範化,生產管理及生產技術工藝已加強及改進;客戶基礎及開拓新客戶之情況也較去年改善。二零零四年全年石英晶体諧振器之銷售約為人民幣9,352,000元,較去年同期約人民幣5,456,000元,增加71.4%,由於是新廠房機器設備剛投入生產之第一年,在本年度內未能達致盈利水平。

在本年度內晶科信息已開發出多個新頻點之石英晶体諧振器,為公司增加盈利增長點。

HIGH-TECH COMPUTERS AND SERVERS MANUFACTURING AND RELATED BUSINESS

(Continued)

Jingke Information

Wu Han Jingke Information Industry Co., Ltd. (“Jingke Information”) is mainly engaged in manufacturing quartz oscillators (semi-finished products) used in the production of various electronic products, resonators (final products), SMD and related devices. In February 2005, Jingke Information moved into the new premises in the “Jingke Industrial Park” located in the Investments Zone of Taiwan Merchants in Wujiashan, Dongxihu District, Wuhan. The installation of the existing and newly purchased equipments was completed, providing Jingke Information with a quality production base. Under the leadership and management of the newly reorganised board of directors and the newly appointed management, the company has comprehensively structuralised its management, enhanced and improved its management in and technologies for production; and broadened its customer base and attracted more new customers as compared with last year. In 2004, the sale of quartz resonators was approximately RMB9,352,000, a 71.4% increase compared with RMB5,456,000 in the corresponding period of the previous year. However, no profit has been recorded for quartz resonators due to the fact that it was just the first year that new plant, the machinery and the equipment had become operational.

Jingke Information developed various frequency channels for quartz resonators during the year, which enhanced the profitability of the company.

眼科醫護業務

本集團附屬公司之華明醫學發展(深圳)有限公司(「華明醫學」),在國內多個地區擁有眼科醫療和眼視光中心之權益。二零零四年全年為本集團帶來約7,513,000港元之服務收入及1,013,000港元之經營虧損。由於本集團眼科醫護網絡規模侷限,所以無論在收入或盈利方面未能對本集團帶來明顯之貢獻。於二零零四年十二月二十八日,本公司以人民幣17,000,000元之代價出售本公司之一家全資附屬公司China Vision及其附屬公司之所有權益予獨立第三者,China Vision為擁有本集團所有眼科醫護業務之中間控股公司,因出售眼科醫護業務之虧損為約17,943,000港元。

金融服務

非核心金融服務業務並不活躍,新的借貸業務為借予一家共同控制實體之貸款。在穩健的前提下亦有參與證券投資作為中長期投資。

OPHTHALMOLOGY TREATMENTS BUSINESS

China Vision Medical Development (Shenzhen) Co., Ltd. ("China Vision Medical"), a subsidiary of the Group, has interests in the ophthalmology treatments and optical centres in a number of regions in the PRC. In 2004, it generated an income for provision of services of approximately HK\$7,513,000 and loss from operations of approximately HK\$1,013,000 for the Group. Restricted by the scale of ophthalmology treatments network of the Group, this line of business does not make prominent contribution to the Group in terms of income or profits. On 28th December, 2004, the Company disposed of its entire interest of China Vision, a wholly-owned subsidiary of the Company, and its subsidiaries to an independent third party at a consideration of RMB17,000,000. China Vision is an intermediate holding company carrying on the entire ophthalmology treatments business of the Group. The loss on disposal of ophthalmology treatments business amounted to approximately HK\$17,943,000.

FINANCIAL SERVICES

Financial services, the non-core division, were not active and the new money lending business involves loans to a jointly controlled entity. The group also participated in securities investment as its medium to long term investment on a prudent basis.

業務展望

房地產

國內房地產業務會是未來一年之發展重點，本集團除致力推銷順景園單位外，也將物色有潛力的房地產發展項目。國內經濟持續高速發展，居民收入水平快速提高，對居住條件改善的要求十分強烈，因此未來若干年內國內房地產市場仍將保持高速增長，無論是住宅還是商業地產均有很大的發展空間。本集團將遵循謹慎原則，在做好項目分析和風險控制的前提下，選擇優秀的項目進行投資，為本公司形成新的利潤來源。

本集團也會繼續做好曙光大廈的出租業務，預計曙光大廈出租率仍會理想，將為本集團帶來穩定的租金收入。

PROSPECT

Property

The Group will focus on property business in the PRC in the coming year. In addition to its effort to market units in Shun Jing Yuan, the Group will also identify potential property development projects. The continuous rapid development of the PRC economy contributes to a speedy growth in income level among citizens in the PRC, and a strong desire for improving living conditions. Therefore, the rapid development of the property market in the PRC will be maintained for coming years, with ample business opportunities for the development of residential and commercial properties. The Group will identify quality projects for investment, on a prudential basis involving project analysis and risk control, to establish a new stream of income for the Company.

The Group will continue the rental business of Dawning Tower, and expects a satisfactory occupation rate will be achieved, generating a stable rental income for the Group.

高科技電腦及服務器製造及 相關業務

曙光信息

在高端產品成為中國名列第一後，要繼續保持世界領先地位，使在高端大型計算機研制始終處於中國和世界前列；同時曙光信息未來更會著眼於低端市場也要爭取做到最好。但面對著眾多的國內外低端產品競爭對手，預計二零零五年之低端電腦產品價格會繼續往下調整，曙光信息在低端市場將會面對非常嚴峻之競爭。為爭取優勢，曙光信息會通過上下延伸和內外拓寬，為此，公司繼續加強銷售渠道的管理和控制力度、嚴格控制產品質量、有效降低物料成本及支出、加強管理人員及技術人員之培訓，以及藉著「曙光」4000A所建立之「曙光」品牌聲譽，透過一系列之市場推廣活動，提升曙光在低端市場地位。曙光 i200-I 系列「天闊」服務器會是極具競爭力的低端產品。

MANUFACTURING OF HIGH-TECH COMPUTERS AND SERVERS AND RELATED BUSINESS

Dawning

After its high-end product being ranked first in the PRC, Dawning will continue to make efforts to keep its leading position in the world and makes its research and manufacturing of high-end marco computers one of the top brands both in the PRC and the world. Meanwhile, Dawning will also place emphasis on low-end market in the future and strike for the best result. Facing numerous low-end market competitors from the mainland and abroad, Dawning will encounter intensive competitions in the low-end market, as the price of low-end computers is expected to be adjusted downward in 2005. To establish an advantageous position, Dawning will continue, through vertical and horizontal expansion, to enhance the management and control of the distribution channels, implement strict control in product quality, efficiently reduce the cost of materials and expenses, strengthen the training for management personnel and technicians, and raise its position in the low-end market with the reputation of the "Dawning" brand established by "Dawning" 4000A and a series of marketing activities. Dawning i200-I series of "天闊" servers will be a very competitive low-end product.

高科技電腦及服務器製造及 相關業務 (續)

曙光信息 (續)

在行業銷售方面，曙光高性能服務器將持續現有優勢，保持現有市場客戶及繼續拓展行業市場。繼北京校校通工程及教育部西部高等院校網絡建設項目外，曙光信息將參與全國農村中小學現代遠程教育相關項目落標。本集團估計，曙光高性能服務器在石油勘探領域、航天領域或氣象局等行業繼續廣受歡迎；同時，會進一步應用在生物信息、電力網絡及通信服務等服務平台。

晶科信息

晶科信息著力改善公司內部管理條件以減低生產成本，並透過開拓新客戶和市場為導向之目標，公司相信多個新頻點之石英頻率片推出市場後，晶科信息將會為本集團帶來盈利。晶科信息會繼續開發市場和產品，拓寬新頻點之石英晶体諧振器之應用範圍，為公司增加盈利增長點。

MANUFACTURING OF HIGH-TECH COMPUTERS AND SERVERS AND RELATED BUSINESS

(Continued)

Dawning *(Continued)*

Regarding industry sales, Dawning's high performance servers will continue to be a product with competitive edge, and Dawning will continue to retain its customers in the market and expand the industry market. Subsequent to the participation of the "Xiao Xiao Tong" project in Beijing and the network construction projects related to high schools in Western China, Dawning will tender for the contract of modern distance learning related projects for primary and secondary schools in villages throughout the PRC. The Group estimates that Dawning's high performance servers will continue to be well-received in the areas of crude-oil exploration, astronautics and meteorology, and will further be used in such service platforms as bio-information, power network and communications.

Jingke Information

Jingke Information is committed to improve its internal management to reduce production cost, attract new customers and adopt a market-oriented objective. It is believed that Jingke Information will generate profits for the Group upon the launching of quartz oscillators of various new frequency channels. Jingke Information will continue its market and product development, and expanding the scope of usage of quartz resonators with various frequency channels, to increase the profitability of the company.