



Allen Joseph  
PATHMARAJAH  
Chairman 主席

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## 主席報告 Chairman's Statement

On behalf of the Board, I am pleased to present the annual report of Automated Systems Holdings Limited (ASL) for the year ended 31st March, 2005.

This has been a satisfactory year for ASL, marking our eighth consecutive year of profitability since listing in 1997. Rebounding from difficult times for the information technology ("IT") industry, net profit for the year was HK\$33.9 million, representing an increase of HK\$15.7 million or 86.2% compared to FY04. The turnover decreased slightly to HK\$956.0 million from HK\$964.0 million in FY04. The directors recommend the payment of a final dividend of HK4.0 cents which together with the interim dividend of HK1.5 cents paid during the year, totaled HK5.5 cents per share for the year ended 31st March, 2005 (FY04: HK3.2 cents per share). Having considered the Company's cash flow position and the capability of sustaining growth while providing cash return to shareholders, the directors also recommend the payment of a special dividend of HK6.0 cents per share for the year (FY04: Nil). The proposed dividends will be paid to shareholders whose names appear on the Register of Members of the Company on 21st July, 2005.

Apart from the increasing corporate IT spending associated with the recovery of local economy, ASL's satisfactory results this year are due to the effective cost control measures, successful geographical diversification of IT service offering and focused business strategy on targeted clientele and service business.

We have continued to enhance our position as one of the premier IT suppliers through development and collaboration with various leading industry vendors, including entering into business contracts with Hyperion Solutions Corporation, IMlogic, Inc. and F5 Networks, Inc. during the year. Our partnership with these solutions based vendors not only enriches our existing product portfolio but also strengthens our ability to deliver total solutions and value-added services for enterprise customers. This year ASL has become Hong Kong's only Java Center of Excellence ("Java COE") Level Two partner of Sun Microsystems. With this accreditation, ASL can certify enterprises into Java COE Level One partner by providing training and mentorship. ELM Computer Technologies Limited, recently acquired as a wholly-owned subsidiary of ASL, also opened the first IBM Business Partner Innovation Center

本人很高興代表董事會發表自動系統集團有限公司(「自動系統」)截至二零零五年三月三十一日止之年報。

自動系統於本年度業績理想，是自一九九七年上市以來連續第八年錄得盈利。資訊科技(IT)行業於經歷過一段困難時間後逐漸復甦，本年度公司錄得純利33,900,000港元，較二零零四財政年度增長15,700,000港元，增幅達86.2%。營業額方面則錄得輕微下跌，由二零零四財政年度之964,000,000港元下跌至956,000,000港元。本年度董事建議派發末期股息每股4.0港仙，再加上本年度已派發的中期股息每股1.5港仙，截至二零零五年三月三十一日止合共派息每股5.5港仙(二零零四財政年度：每股3.2港仙)。經考慮公司的現金狀況，以及保持業務增長與為股東帶來現金回報之能力後，董事建議本年度派發特別股息每股6.0港仙(二零零四財政年度：無)。公司將向於二零零五年七月二十一日名列股東名冊上的股東派發建議股息。

自動系統本年度所錄得的理想業績，除了因為本地經濟復甦帶動企業增加資訊科技開支外，亦有賴公司實施有效的成本監控措施、成功於不同地區提供資訊科技服務，以及專注開發目標客戶及服務業務所致。

為鞏固本公司在資訊科技市場的地位，我們一直與業內具領導地位之供應商緊密合作，共同發展業務，包括於本年度與Hyperion Solutions Corporation、IMlogic, Inc. 及F5 Networks, Inc.簽訂商務合約。與這些解決方案供應商建立夥伴關係，不僅有助豐富我們現有的產品組合，且提升公司為企業客戶提供全方位解決方案及增值服務的能力。自動系統於本年度成為Sun Microsystems於香港唯一的Java Center of Excellence(「Java COE」)二級夥伴。獲得此項認可資格後，自動系統可透過提供培訓及指導，協助有關企業加入成為Java COE一級夥伴。另一方面，新近成為自動系統全資附



("BPIC") in Hong Kong in September 2004. The BPIC offers a comprehensive range of support services and sales and marketing support to local independent software vendors helping them embrace new technologies and address emerging opportunities in Hong Kong and China.

Through these business partnership and developments we have increased our competitive advantage and expanded our market potential at higher levels of the value chain. I am pleased to announce that our continuing efforts towards excellence have been recognized this year by ASL receiving the F5 Authorized Advantage Gold Partner of the Year 2005 Award and the Exchange Server Competitive Award from Microsoft.

As the Hong Kong economy continues to recover from the events of previous years we are confident that the increased spending on IT and development of new businesses will provide a solid and steadily expanding income base for the future. The IT market in Hong Kong and Asia-Pacific region in general is predicted to grow over the next few years. This year has already shown improving results in our overseas operations in Thailand, Taiwan and Macau and we are well positioned to facilitate and benefit from that growth in the coming years.

屬公司的榆林電腦科技有限公司亦於二零零四年九月在香港開設了首間IBM業務夥伴創新中心 (BPIC)。BPIC為本地的獨立軟件供應商提供一系列全面的支援服務與銷售及市場推廣支援，協助他們利用嶄新科技，把握中港兩地的新商機。

憑藉這些業務夥伴之建立與發展，我們提升了競爭優勢並擴展市場潛力至價值鏈上較高之位置。本人欣然向大家宣佈，經過我們的不懈努力，今年自動系統榮獲F5 Authorized Advantage Gold Partner of the Year 2005 Award及由微軟頒發的Exchange Server Competitive Award兩個獎項。

經歷前幾年的困境後，香港經濟逐漸復甦，我們有信心企業資訊科技開支增加及新業務的成立，將會為公司的前景奠定持續增長的穩固基礎。而香港及亞太區的資訊科技市場亦預計於未來數年持續增長。今年公司於泰國、台灣及澳門幾個地方的海外業績已有明顯進步。我們亦準備就緒，把握未來數年的預計增長，創出更佳業績。

## 主席報告 Chairman's Statement

Internally, the Group continues to focus on our commitment to good corporate governance practices. Board committees have been restructured with increased participation from non-executive directors and independent non-executive directors. We are currently reviewing our Terms of Reference of various Board Committees and other Board issues to further improve transparency and accountability.

I am happy to welcome on board Mr. Cheung Man, Stephen, who was appointed as an additional independent non-executive director and Chairman of the Audit Committee in compliance with the regulatory requirements. In addition, I would like to welcome Mr. Darren John Collins, an alternate to Mr. Samuel Timothy Hilbert. I am confident that the Group will benefit from the experience of both Mr. Cheung and Mr. Collins.

Our people are our most valuable resource. Therefore we continue to invest in their training and development and provide commensurate rewards and benefits to establish ASL as a "preferred employer". This year employee benefits were reviewed leading to increased medical coverage and leave policy. ASL also conducted an ethics awareness program for all staff to enhance ethical conduct in the workplace.

Our tradition of corporate participation in society has also continued this year. A repeat of our previous drive for blood donation at our Hong Kong headquarters was a resounding success, seeing a significant increase in volunteers, with certificates and prizes presented to the departments with the best participation. Following the tragic events of the South-East Asian Tsunami disaster in December, ASL organized a fund-raising drive with the company committing to match personal donations from staff. In all HK\$100,000 was raised and donated without costs directly to the Hong Kong Red Cross Society.

On behalf of the board, I thank the management and staff for their dedication and contribution during the year. I would like to thank our valued customers, business partners and shareholders for the continuous support.

In conclusion, I thank my fellow directors for the whole-hearted cooperation and support.

**Allen Joseph PATHMARAJAH**  
Chairman

Hong Kong, 20th May, 2005

公司內部方面，集團不斷致力維持良好的企業管治。董事委員會經過重組後，非執行董事及獨立非執行董事的參與度顯著提升。另外，我們現正檢討不同董事委員會的職權範圍以及其他有關董事會的事宜，以進一步改善董事會的透明度及問責性。

年內，公司按照監管規例，委任張文先生為董事會額外獨立非執行董事兼審核委員會主席，本人很高興並歡迎張先生的加入。此外，本人亦歡迎 Darren John Collins先生成為Samuel Timothy Hilbert先生之替任董事。本人相信集團將受惠於張先生及 Collins先生的經驗而獲益不淺。

員工乃本集團寶貴之資產。因此，我們會繼續向員工提供培訓及發展，以及相應的獎勵與福利，使自動系統成為市場上的優質僱主。年內，公司對員工福利進行檢討，致使僱員的醫療保障及假期政策得以提升。同時自動系統亦推行了一項道德認知計劃，加強僱員的職業操守。

今年，我們繼續熱心參與公益活動。於香港總公司舉行的捐血活動再次取得了空前的成功，參與員工數目大幅增加，最踴躍參與的部門更獲頒發證書及獎項。而於十二月東南亞地區遭受到海嘯的無情侵襲後，自動系統迅速響應救災行動，舉辦籌款活動，公司更捐出與員工捐款相應的款項。這次籌款一共籌得100,000港元，不扣除成本全數撥捐香港紅十字會。

本人謹代表董事會，對管理層及員工於此年內所付出的努力及貢獻致以衷心謝意。本人感謝本集團寶貴的客戶、業務夥伴及股東一直對我們的支持。

最後，本人謹向各董事同袍的竭誠服務及支持表示謝意。

**Allen Joseph PATHMARAJAH**  
主席

香港，二零零五年五月二十日