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海外監管公告

本公告是由神州數碼控股有限公司*（「本公司」）根據香港聯合交易所有限公司證券上市規則第 13.10B 條而作出。

以下附件是本公司依臺灣相關證券法律的規定於二零一三年六月十九日在臺灣證券交易所股份有限公司網頁刊發的公告。

承董事會命
Digital China Holdings Limited
(神州數碼控股有限公司*)
郭為
主席

香港，二零一三年六月十九日

於本公告日期，本公司之董事會由八名董事組成，包括：

執行董事：郭為先生（主席）、林楊先生（首席執行官）及閔國榮先生（總裁）

非執行董事：閻焱先生

獨立非執行董事：胡昭廣先生、黃文宗先生、倪虹小姐及王家龍先生

網址：www.digitalchina.com.hk

* 僅供識別

http://mops.twse.com.tw/mops/web/t100sb02_1#

公司代 號	公 司 名 稱	法人說 明會日 期	法人 說明 會時 間	法人說明會 地點	法人說明會 擇要訊息	法人說明會簡報內容		公司網站是否有提供法人 說明會內容	其他應敘明 事項
						中文檔案	英文檔案		
910861	神 州	102/06/19	15:15	香港中環干 諾道中 5 號 香港文華東 方酒店 1 樓 孔雀-松鶴廳	報告本公司 截至 2013 年 3 月 31 日止 年度之全年 業績	91086120130619M001.pdf	91086120130619E001.pdf	http://www.digitalchina.com.hk	無

神州數碼控股有限公司

2012/13 財年全年 業績公告

2013年6月19日



免責聲明

本簡報可能包含若干預測及前瞻性陳述，當中涉及風險、不明朗因素及假設。倘此等風險或不明朗因素出現，或假設不準確，神州數碼的業績可能與此等前瞻性陳述及假設所列出或包含的資料出現重大分歧。除歷史事實陳述外，所有陳述均可視為前瞻性陳述，其中包括但不限於任何對營業額、利潤、開支、徵費、盈利或其他財務項目的預測；任何計劃、策略及未來營運(包括執行任何重組計劃)的管理目標的陳述；任何有關產品及服務的預期發展、表現或市場佔有率的陳述；任何預期或信念的陳述；以及與上述任何一項相關的假設陳述。風險、不明朗因素及假設包括宏觀經濟及地緣政治的走勢及事件；供應商、客戶及合作夥伴對合約的執行及表現情況；僱員管理事宜；管理資產水平(包括存貨)的挑戰；對應營業額變化而調節開支的難度；與執行相關的預期及假設，以及勞動力重組的實行時機。

另外，本簡報所載與中國及科技產業有關的統計及其他資料乃根據一般相信為可靠的官方或非官方公開資料而編撰。然而，無法保證該等資料來源的品質。此外，根據不同來源資料編撰的統計資料未必可相比較。



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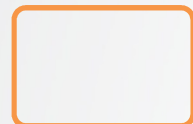


投資亮點

重點: 財富中國500強排名第**73**位, 中國**最大**整合IT服務提供商, 超過**20**年經驗, 有超過**13,000**個渠道合作夥伴以及超過**300**個廠商合作夥伴

企業管治價值: 強健管理體系, 優秀的風險管理...

轉型貢獻: 邁向IT價值鏈的最高端



大客戶

企業市場

中小企業市場

消費市場

企業重點

穩健推動力

全業態覆蓋

提供整合IT服務



神州数码
Digital China

1

中國的GDP
仍然在快速增長

2

中國的IT
行業正在起飛

3

基本面良好, 推動
神州數碼增長

行業應
用軟件

整合IT
服務

硬件基
礎設施
服務

專業IT
服務

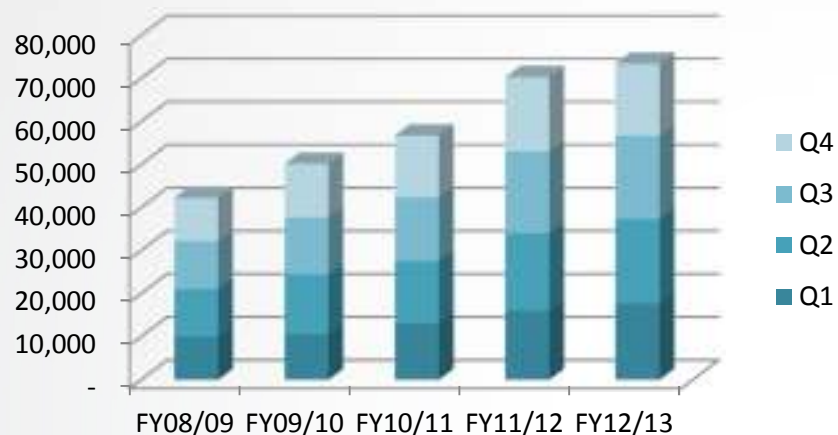
投資亮點 - 智慧城市

- 根據國家五年計劃, 推動中國城市化進程, 引領智慧城市建設
- 智慧城市的五條戰略路徑帶領下, 各主要業務分部將會受益

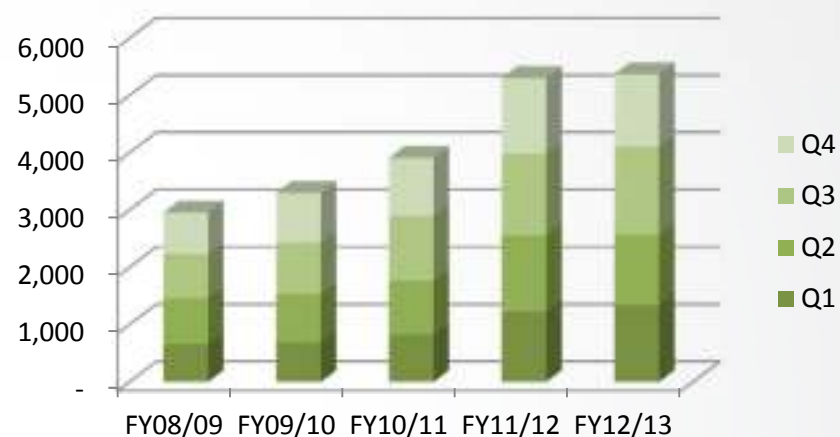


財務回顧 – 5年

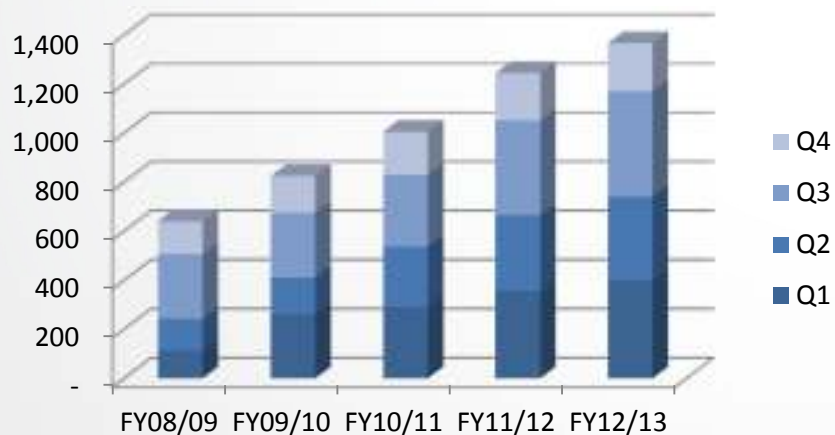
營業額(百萬港元)



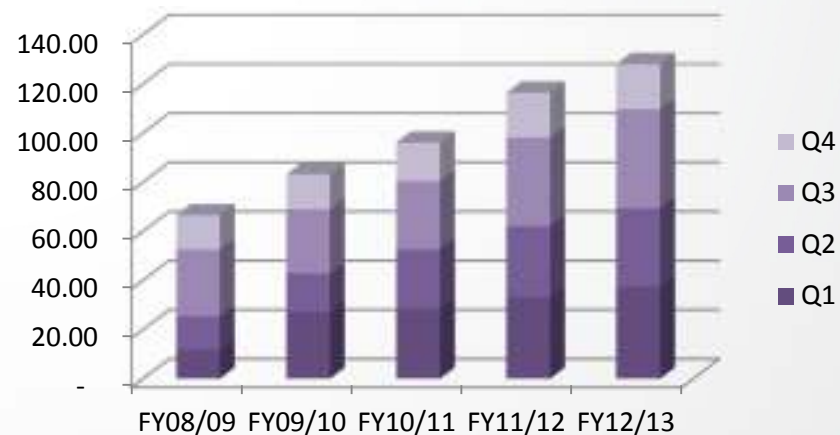
毛利(百萬港元)



淨利(百萬港元)



每股盈利(港仙)



財務回顧 – 12/13財年1-3季度

12/13財年1-3季度

- 營業額達港幣**73,499**百萬元, 同比增長**4.52%**
- 整體毛利率為**7.31%**, 去年同期為**7.55%**
- 母公司股東應佔溢利為港幣**1,367**百萬元, 同比增長**9.85%**
- 基本每股盈利為**1.28**港幣, 同比增長**10.05%**
- 經營活動所得現金流量實現淨流入港幣**469**百萬元
- 現金周轉為**19.93**天, 去年同期為**16.99**天



財務回顧 – 簡明綜合收益表摘要

港幣百萬元	12/13財年全年	11/12財年全年	變動
營業額	73,499	70,319	↑4.52%
毛利	5,371	5,306	↑1.22%
其他收入及收益	823	755	↑8.93%
營運費用	4,079	4,116	↓0.98%
經營溢利	2,114	1,945	↑8.68%
融資成本	293	335	↓12.58%
稅項	332	314	↑5.61%
股東應佔溢利	1,367	1,245	↑9.85%
基本每股盈利(港仙)	1.28	1.16	↑10.05%



財務回顧 – 簡明綜合財務狀況表

港幣百萬元	2013年3月31日	2012年12月31日	2012年3月31日
固定資產	2,019	1,611	1,400
其他非流動資產	1,945	1,957	1,606
存貨	5,794	5,426	5,155
應收貿易帳款及應收票據	10,325	11,932	10,788
預付款項、按金及其他應收款項	4,082	4,321	3,527
現金及現金等價物	4,190	4,198	4,254
衍生金融工具	53	48	92
總資產	28,408	29,493	26,822
應付貿易帳款及應付票據	10,873	12,038	12,315
其他流動負債	3,348	3,522	2,930
付息銀行貸款(流動)	2,766	2,295	2,324
付息銀行貸款(非流動)	2,713	3,102	1,692
應付債券	37	37	37
總負債	19,737	20,994	19,298
股本	109	109	109
其他儲備	3,428	3,439	3,257
保留盈利	3,875	4,093	3,030
擬派末期股息	415	-	425
少數股東權益	844	858	702
權益總額	8,671	8,499	7,523



財務回顧 - 其他財務指標

營運資金

日數	12/13財年全年	11/12財年全年	變動
應收帳款	51.70	48.92	+2.78
存貨	28.93	25.75	+3.18
應付帳款	60.70	57.68	+3.02
現金周轉天數	19.93	16.99	+2.94

其他比率及財務資料

	2013年3月31日	2012年3月31日
總負債比率*	70.47%	59.41%
淨負債比率*	16.94%	-2.95%
流動比率	1.44x	1.36x
速動比率	1.10x	1.06x
	12/13財年季度	11/12財年全年
資本開支 (百萬港元)	957	734
利息保障倍數*	7.31	5.93
股本回報率 (年化)	17.47%	18.25%
資產回報率 (年化)	4.87%	4.69%

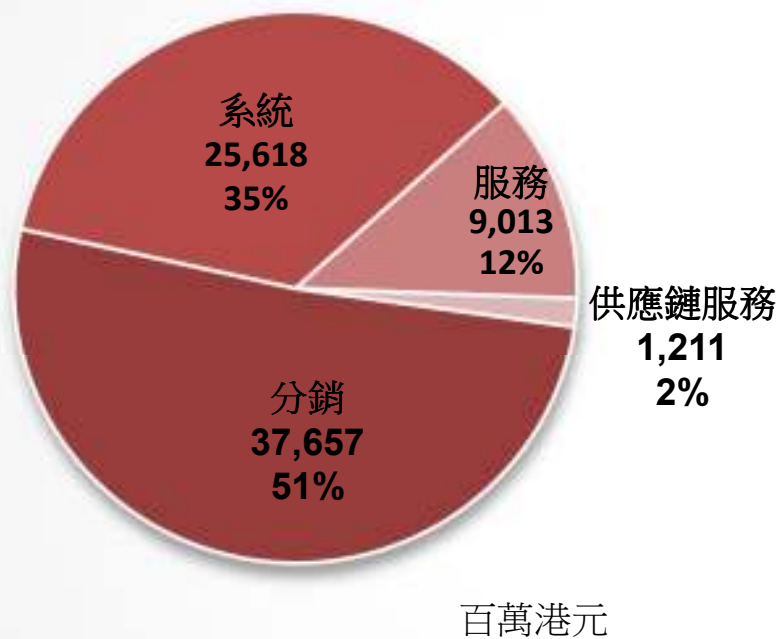
* 總負債比率 = (外部借款 + 應付債券) / 母公司股東權益 * 100%

淨負債比率 = (外部借款 + 應付債券 - 現金) / 母公司股東權益 * 100%

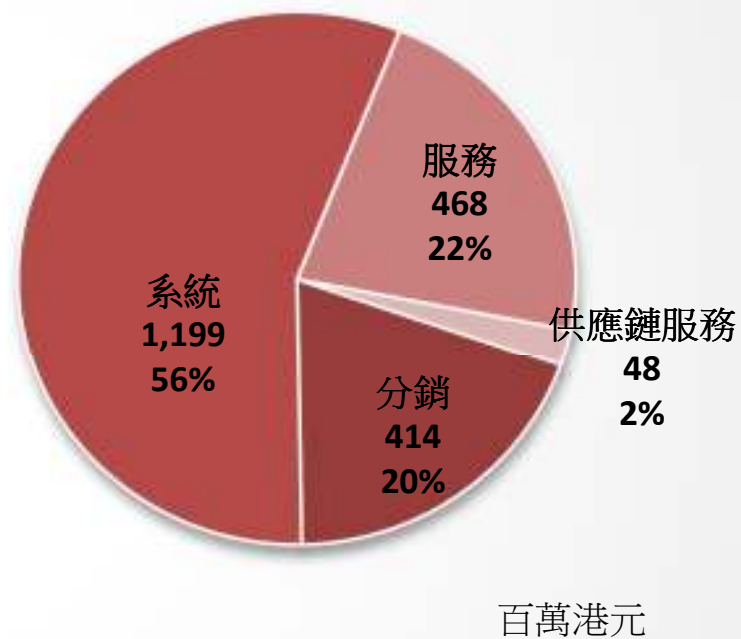
利息保障倍數 = 扣除利息及稅項前溢利(含利息收入) / (融資費用 + 資本化利息)



分部業務回顧



12/13財年全年營業額:
港幣73,499百萬元



12/13財年全年分部業績:
港幣2,144百萬元*

*分部業績已就利息收入、未分類收入及收益、未分類開支、應佔共同控制企業及聯營公司的盈利/虧損作出調整

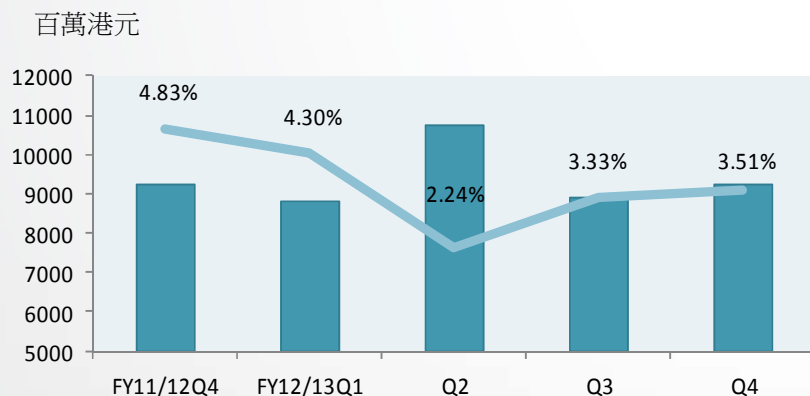


分部業務回顧 – 分銷業務

百萬港元	12/13財年 全年	同比增長
營業額	37,657	-0.99%
毛利率(%)	3.29%	-123基點
營運費用	854	-26.53%
分部業績	414	-35.24%

- 積極調整業務結構，主動梳理和縮減產出低的產品線，提高資源使用效率。
- 堅持市場份額管理，保持了各細分領域的領先優勢。
- CES業務較上財年同期實現**59.6%**的高速增長。同時本集團強化與電商核心客戶的戰略合作。

季度營業額和毛利率



12/13財年全年分銷業務營業額
(按產品分類)



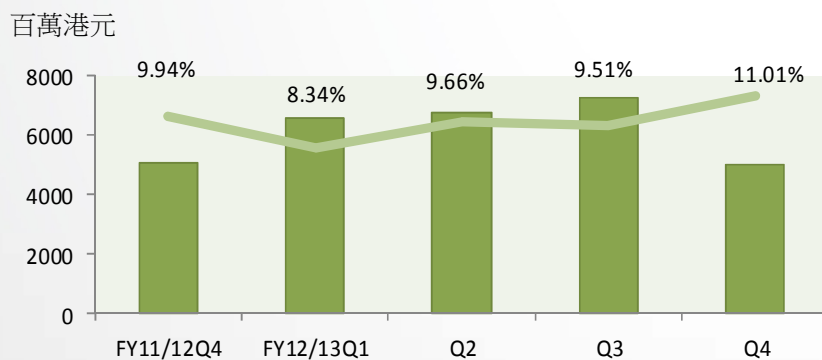
備注：營業額(按產品分類)為管理數據

分部業務回顧－系統業務

百萬港元	12/13財年 全年	同比增長
營業額	25,618	+10.20%
毛利率(%)	9.54%	+60基點
營運費用	1,356	+7.64%
分部業績	1,199	+12.37%

- 實現了超越大勢的增長，有效地支撐了全集團整體業績的達成。
- 服務器、存儲及網路產品周邊設備收入較上財年同期分別實現15.30%、24.42%、14.46%的顯著增長。
- 與重點廠商合作拓展雲計算、大數據等新興領域市場，緊跟市場發展趨勢。

季度營業額和毛利率



12/13財年全年系統業務營業額



分部業務回顧－服務業務

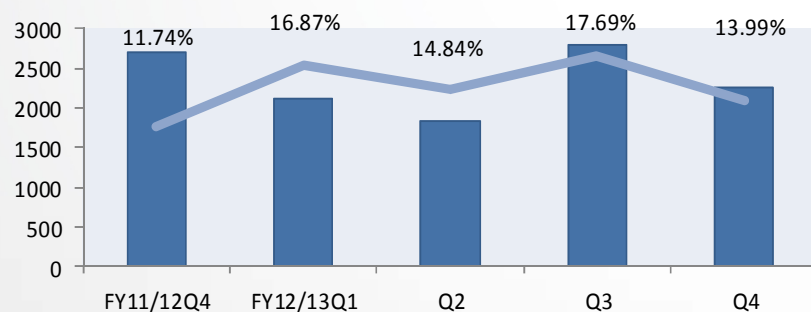
百萬港元	12/13財年 全年	同比增長
營業額	9,013	+14.20%
毛利率(%)	15.99%	-39基點
營運費用	1,283	+17.54%
分部業績	468	+79.89%

服務業務營業額10大客戶佔比**39.80%**

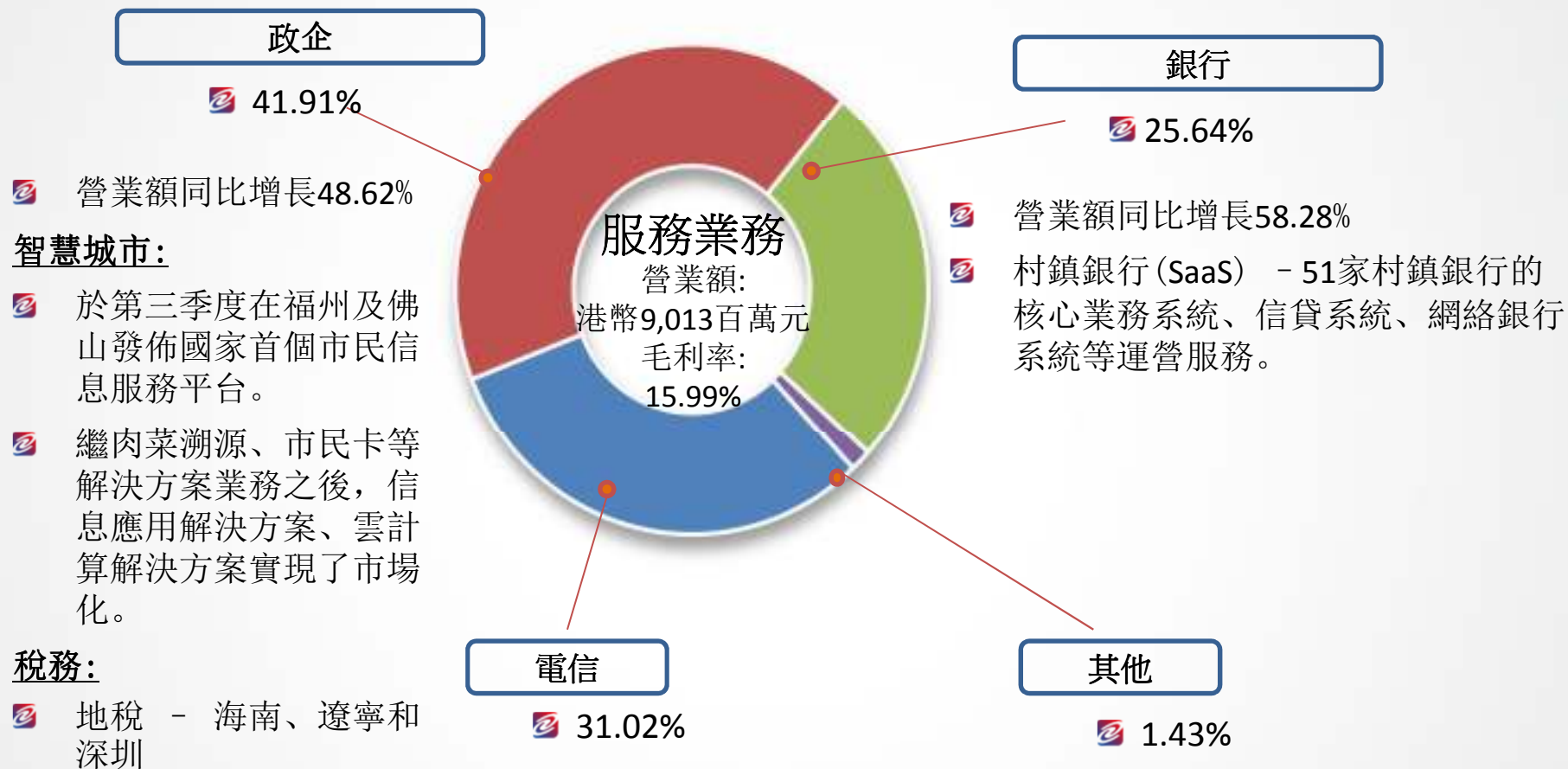


季度營業額和毛利率

百萬港元



分部業務回顧－服務



綜合市民服務管理平台



移動互聯網

互聯網

數字有線電視

市民服務與多渠道綜合接入管理平臺

與外部系統數據與服務接口

集成化
專項服務
(醫療, 交通, 社保等等)
動態SOA

綜合性
個人空間
(消費記錄, 郵件等私人訊息)
多維非結構化信息管理

一體化
互動溝通
(多方之間的資訊傳播與交流溝通)
WEB2.0

服務管理平臺
(管理/分析/監控)

應用開發環境
(開發/測試/部署)

市民信息管理平臺
(管理/分析)

互動管理平臺
(發佈/分析/處理)

神州數碼綜合服務基礎平臺

IT資源





數據



雲計算基礎設施

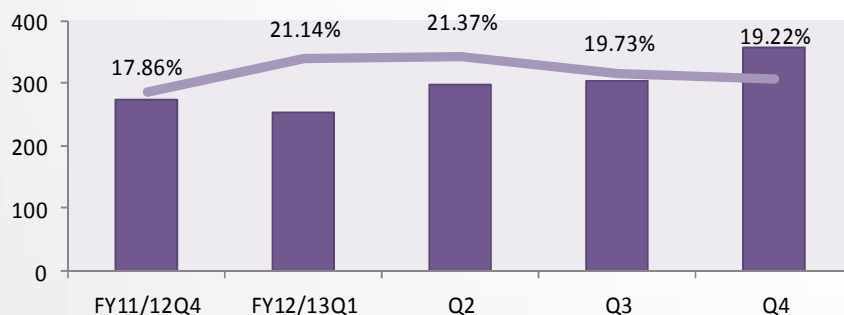
分部業務回顧－供應鏈服務業務

百萬港元	12/13財年 全年	同比增長
營業額	1,211	+5.56%
毛利率(%)	20.28%	+134基點
營運費用	185	-0.11%
分部業績	48	+87.72%

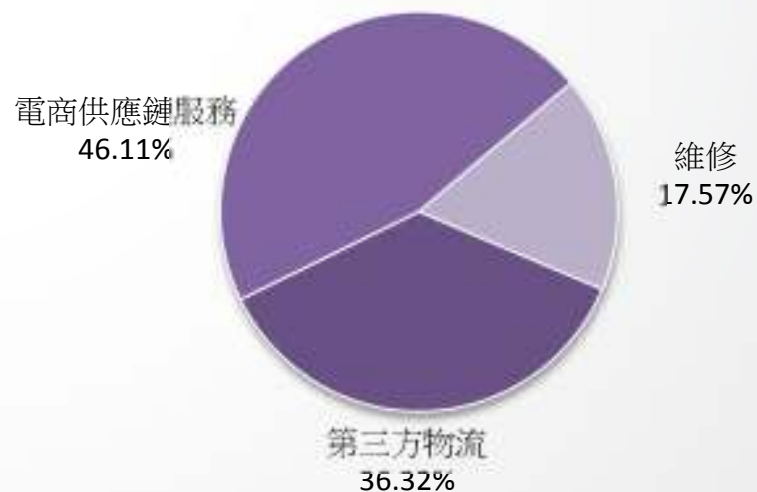
-  物流服務業務較上財年同期增長**54.74%**，因 1) 在原有B2B物流領域精耕細作； 2) 順應網絡購物的發展趨勢，B2C物流業務實現快速增長。
-  維修業務不斷完善維修服務能力，通過提升保內維保服務品質，促進保外服務業務的快速增長。

季度營業額和毛利率

百萬港元



12/13財年全年供應鏈服務營業額



業務總結

- 2012年，本集團達成了營業額的逆勢增長，智慧城市業務實現了階段性的突破。
- 二零一三年，中國宏觀經濟增長下行壓力明顯，外部經營環境複雜性持續增加，對IT市場的負面影響進一步顯現。使得本集團的2013/14財年業績面臨前所未有的下滑壓力。
- 本集團管理層將採取以下措施應對目前的複雜局面
 - 堅持智慧城市戰略選擇，抓住智慧城市的建設機會，積極探索智慧城市運營模式，加快業務轉型;
 - 改善成本結構，嚴格執行費用管控政策；
 - 不斷優化業務結構，提高資源使用效率，提升組織效能。
- 面對二零一三年撲面而來的市場風浪，管理層將憑藉多年積累的經驗，應能沉著應對，努力為廣大股東持續地創造價值。



謝謝

問答時間



12/13財年Q4業績

港幣百萬元	分銷		系統		服務		供應鏈服務		綜合	
	12/13財年 全年	12/13財年 第4季度	12/13財年 全年	12/13財年 第4季度	12/13財年 全年	12/13財年 第4季度	12/13財年 全年	12/13財年 第4季度	12/13財年 全年	12/13財年 第4季度
營業額	37,657	9,212	25,618	4,999	9,013	2,258	1,211	357	73,499	16,825
同比增長, %	-0.99%	-0.01%	+10.20%	-1.55%	+14.20%	-16.50%	5.56%	+29.99%	+4.52%	-2.57%
毛利率 (%)	3.29%	3.51%	9.54%	11.01%	15.99%	13.99%	20.28%	19.22%	7.31%	7.48%
同比增長, 基點	-123	-132	+60	+107	-39	+225	+134	+136	-24	-14
營運費用	854	142	1,356	352	1,283	323	185	56	4,079 [^]	1,077 [^]
同比增長, %	-26.53%	-47.80%	+7.64%	+39.91%	+17.54%	+5.60%	-0.11%	+23.53%	-0.89% [^]	-3.58% [^]
分部業績	414	185	1,199	210	468	8	48	12	2,144 [*]	360 [*]
同比增長, %	-35.24%	+5.56%	+12.73%	-23.91%	+79.89%	-68.12%	+87.72%	+275.13%	+7.84% [*]	+0.97% [*]
淨利									1,367	196
同比增長, %									+9.85%	+1.26%

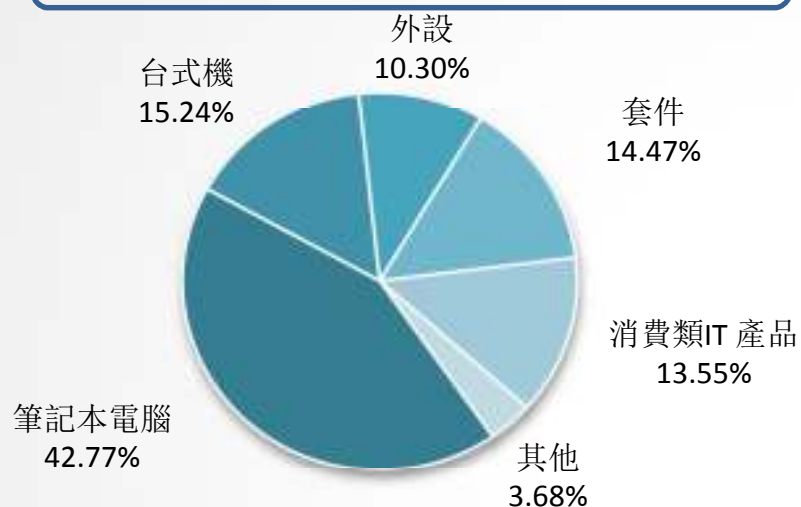
[^]整個集團費用,已包括總部費用

^{*}分部業績已就利息收入、未分類收入及收益、未分類開支、應佔共同控制企業及聯營公司的盈利/虧損作出調整

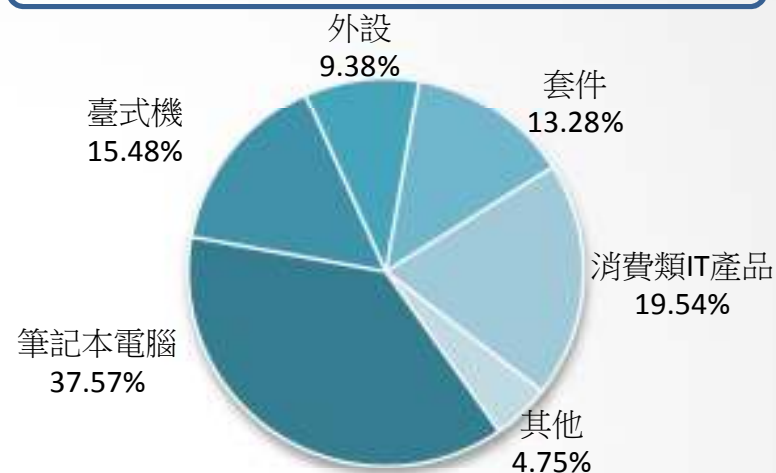


分銷及系統業務明細

11/12財年全年營業額 (按產品分類)

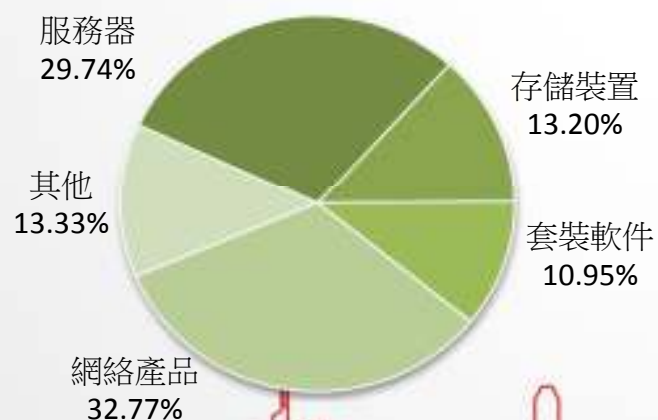


12/13財年全年營業額 (按產品分類)



備注: 營業額(按產品分類)為管理數據

11/12財年全年系統業務營業額

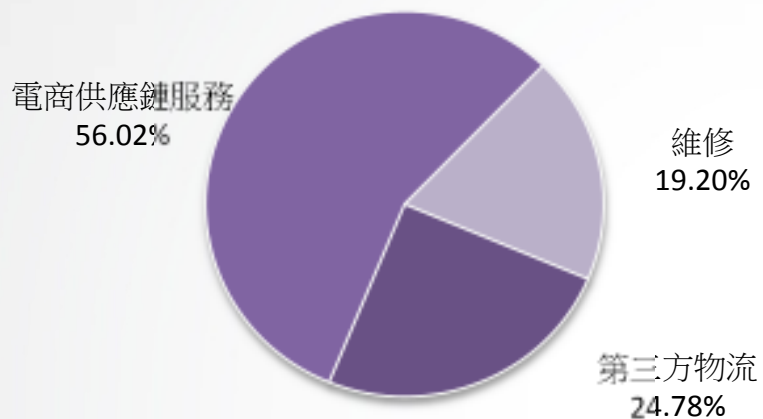


12/13財年全年系統業務營業額

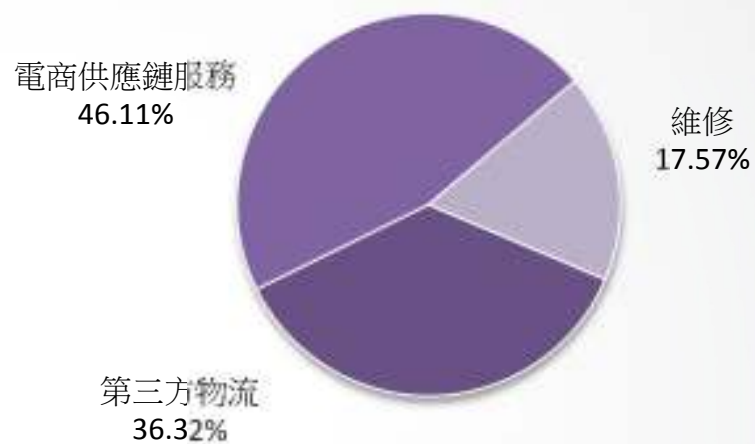


供應鏈服務業務明細

11/12財年全年供應鏈服務營業額



12/13財年全年供應鏈服務營業額



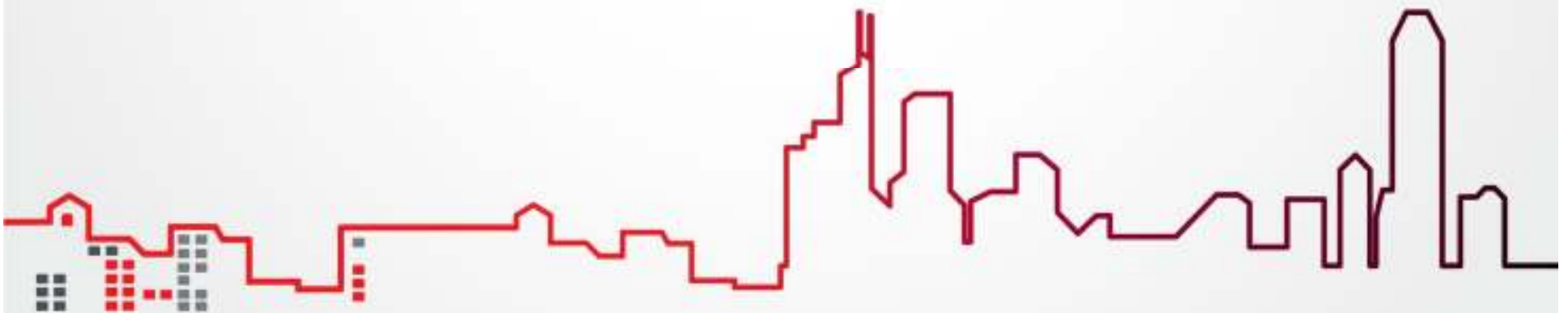


Leading Sm@rt City in China

Digital China Holdings Limited

FY2012/13 Annual
Results Announcement

19 June 2013



Disclaimer

This presentation may contain certain projection and forward-looking statements that involve risks, uncertainties and assumptions. If the risks or uncertainties ever materialize or the assumptions prove incorrect, the results of Digital China may differ materially from those expressed or implied by such forward-looking statements and assumptions. All statements other than statements of historical fact are statements that could be deemed forward-looking statement, including but not limited to any projections of revenue, margins, expenses, charges, earnings or other financial items; any statements of the plans, strategies, and objectives of management for future operations, including execution of any restructuring plans; any statements concerning the expected development, performance or market share relating to products or services; any statements of expectation or belief; and any statements of assumptions underlying any of the foregoing. Risks, uncertainties and assumptions include macroeconomic and geopolitical trends and events; execution and performance of contracts by suppliers, customers and partners; employee management issues; the challenge of managing asset levels, including inventory; the difficulty of aligning expense levels with revenue changes; expectations and assumptions relating to the execution and timing of workforce restructuring programs.

In addition, statistical and other information relating to the PRC and the technology industry contained in this presentation have been compiled from various publicly available official or unofficial sources generally believed to be reliable. However, the quality of such source materials cannot be guaranteed. Moreover, statistics derived from multiple sources may not be prepared on a comparable basis.



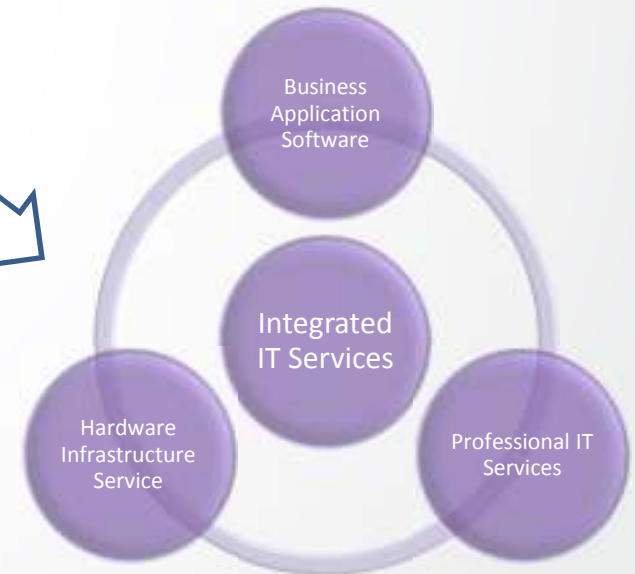
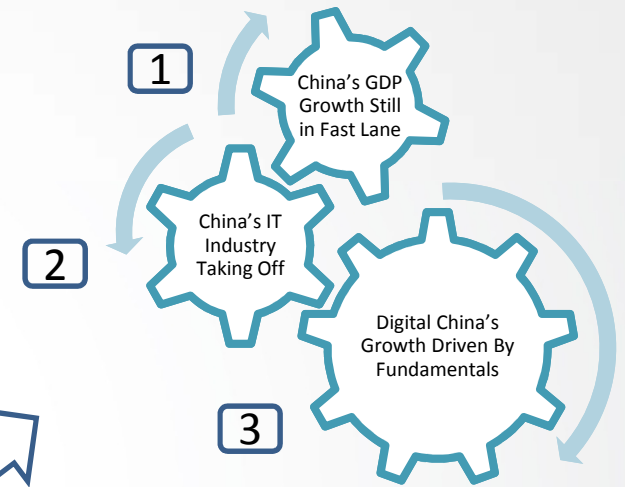
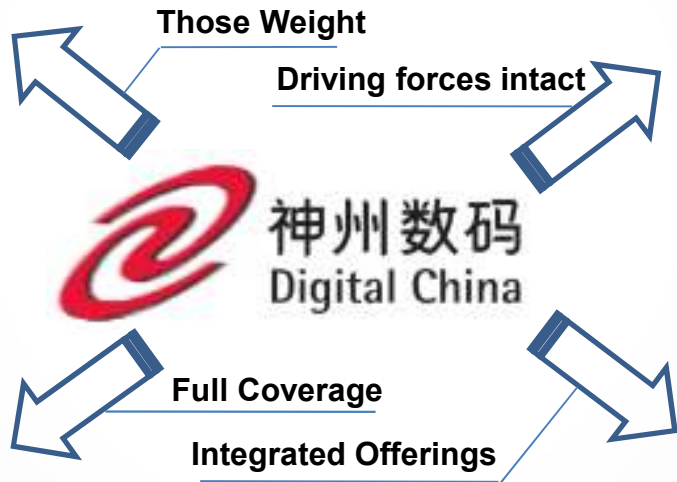
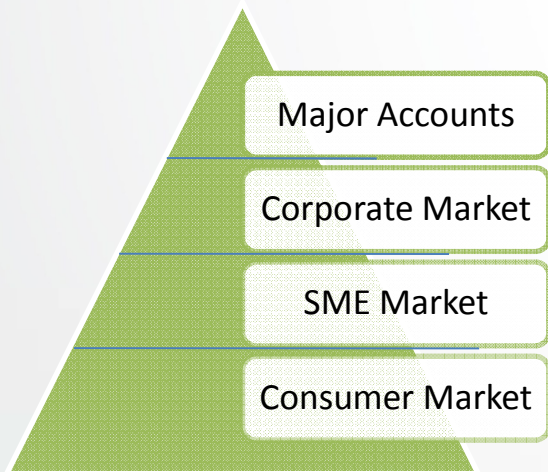
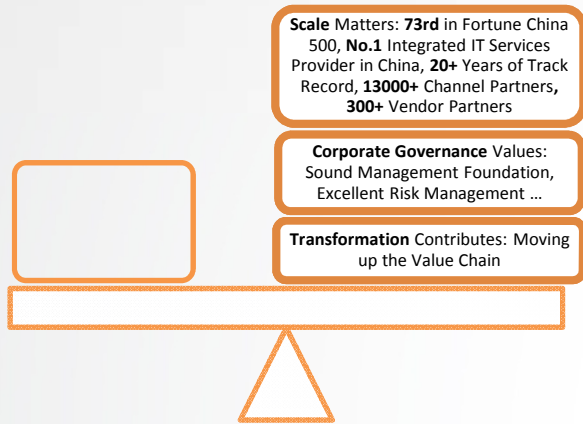
Agenda



-  Investment Highlights
-  Financial Review
-  Business Review by Segments
-  Summary
-  Appendix



Investment Highlights



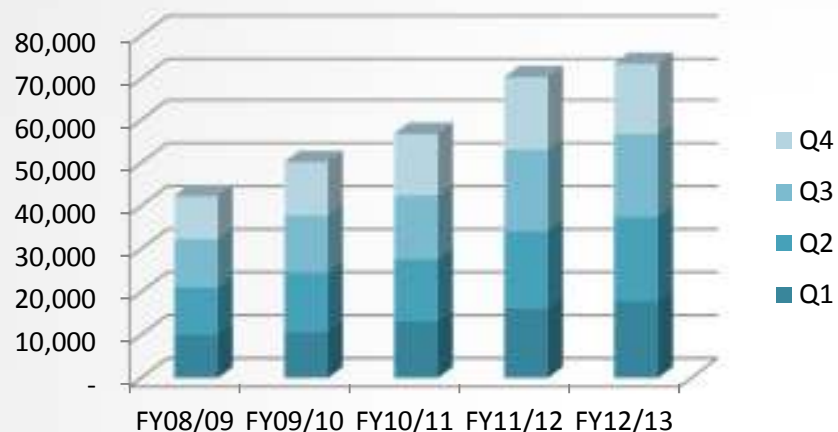
Investment Highlights – Sm@rt City

- Leading in the process of Sm@rt City constructions as part of China's urbanization under National 5-Year Plan
- Benefiting all major business segments through the 5 strategic implementation paths of the Sm@rt City strategy



Financial Review – 5 Years

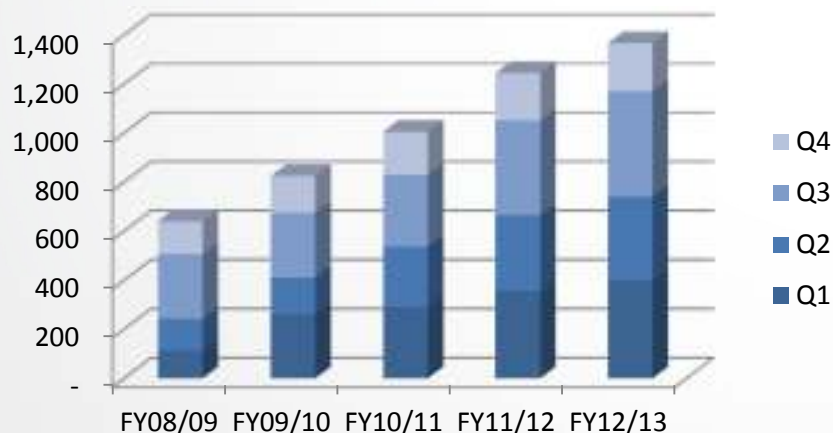
Revenue (HK\$ Million)



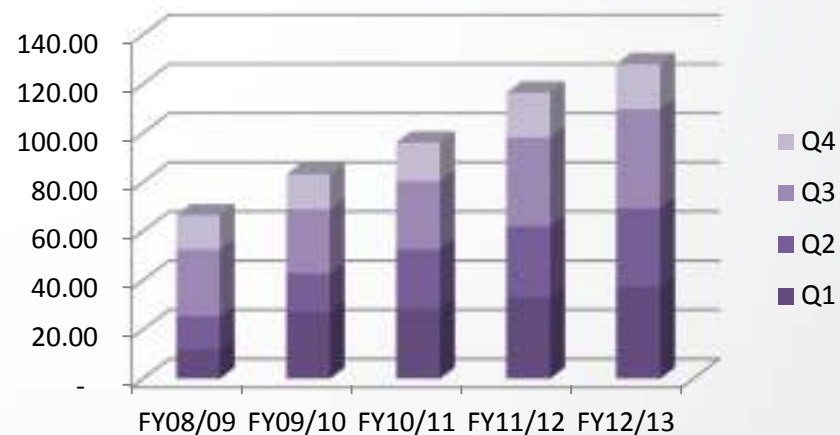
Gross Profit (HK\$ Million)



Net Profit (HK\$ Million)



EPS (HK cents)



Financial Review – FY12/13 Annual

FY12/13 Key Financial Figures:

- Revenue amounted to HK\$73,499 million, up 4.52% yoy
- Overall gross margin is 7.31%, vs. 7.55% last year
- Profit attributable to shareholders recorded HK\$1,367million, up 9.85% yoy
- Basic EPS amounted to HK\$1.28, up 10.05% yoy
- Net cash inflow from operating activities amounted to HK\$469million
- Cash conversion cycle is 19.93 days, vs. 16.99 days last year



Financial Review – Income Statement Highlights

HK\$ Million	FY12/13 Annual	FY11/12 Annual	Change
Revenue	73,499	70,319	↑4.52%
Gross profit	5,371	5,306	↑1.22%
Other income and gains	823	755	↑8.93%
Total operating expenses	4,079	4,116	↓0.89%
Profit from operating activities	2,114	1,945	↑8.68%
Finance costs	293	335	↓12.58%
Tax	332	314	↑5.61%
Profit attributable to shareholders	1,367	1,245	↑9.85%
Basic EPS (HK Dollars)	1.28	1.16	↑10.05%



Financial Review – Statement of Financial Position

HK\$ million	31 Mar. 2013	31 Dec. 2012	31 Mar. 2012
Fixed assets	2,019	1,611	1,400
Other non-current assets	1,945	1,957	1,606
Inventories	5,794	5,426	5,155
Trade and bills receivables	10,325	11,932	10,788
Prepayments, deposits and other receivables	4,082	4,321	3,527
Cash and cash equivalents	4,190	4,198	4,254
Derivative financial instruments	53	48	92
Total assets	28,408	29,493	26,822
Trade and bills payables	10,873	12,038	12,315
Other current liabilities	3,348	3,522	2,930
Interest-bearing bank borrowings (current)	2,766	2,295	2,324
Interest-bearing bank borrowings (non-current)	2,713	3,102	1,692
Bond payable	37	37	37
Total liabilities	19,737	20,994	19,298
Share capital	109	109	109
Other reserves	3,428	3,439	3,257
Retained earnings	3,875	4,093	3,030
Proposed final dividend	415	-	425
Non-controlling interests	844	858	702
Total equity	8,671	8,499	7,523



Financial Review – Other Financial Indicators

Working Capital

No. of Days	FY12/13 Annual	FY11/12 Annual	Change
Account Receivables	51.70	48.92	+2.78
Inventory	28.93	25.75	+3.18
Account Payables	60.70	57.68	+3.02
Cash Cycle	19.93	16.99	+2.94

Other ratios and financial figures

	31 Mar 2013	31 Mar 2012
Gross Gearing *	70.47%	59.41%
Net Gearing *	16.94%	-2.95%
Current Ratio	1.44x	1.36x
Quick Ratio	1.10x	1.06x
	FY12/13 Annual	FY11/12 Annual
Capital Expenditure (HK\$ Million)	957	734
Interest Coverage *	7.31	5.93
ROE	17.47%	18.25%
ROA	4.87%	4.69%

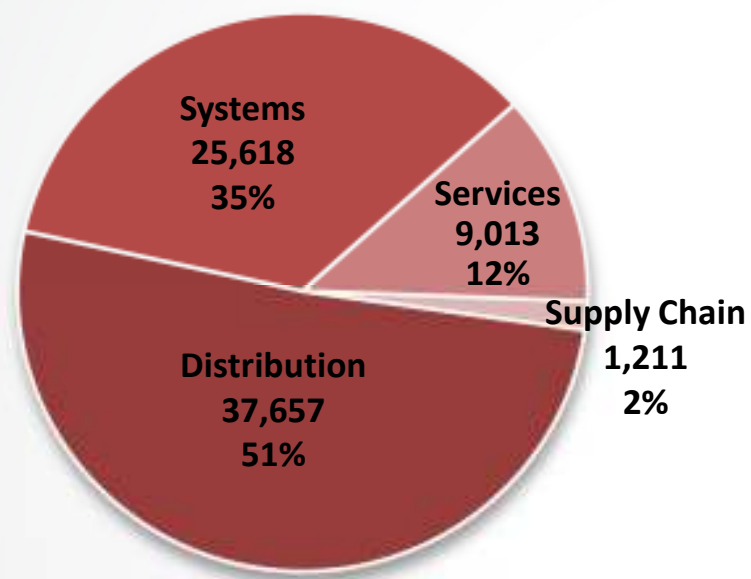
* Gross Gearing = (External borrowings + Bond payable) / Equity attributable to equity holders of the parent * 100%

Net Gearing = (External borrowings + Bond payable – Cash) / Equity attributable to equity holders of the parent

Interest Coverage = EBIT (include Interest income) / (Finance cost + Interest capitalized)

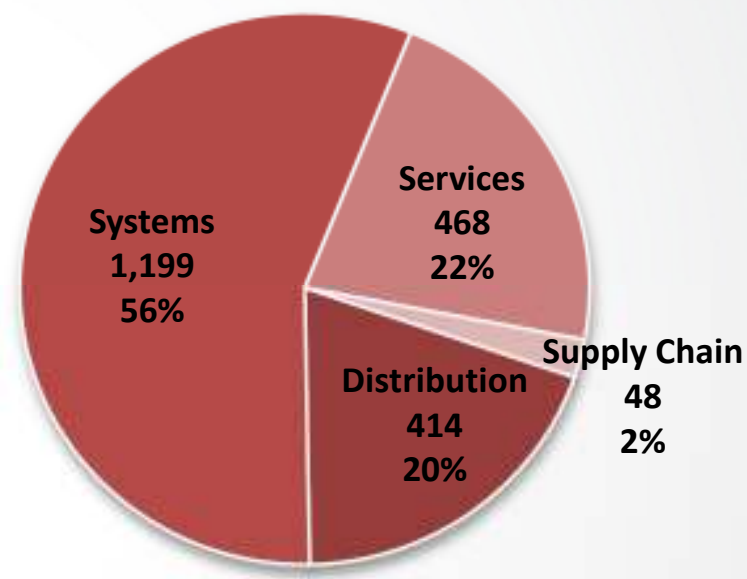


Business Review by Segments



HK\$ million

FY12/13 Annual Revenue: HK\$ 73,499 million



HK\$ million

FY12/13 Annual Segmental Results: HK\$2,144million*

* After adjusting segmental results for interest income, unallocated income and gains, unallocated expenses and share of profits/losses of jointly-controlled entities and associates

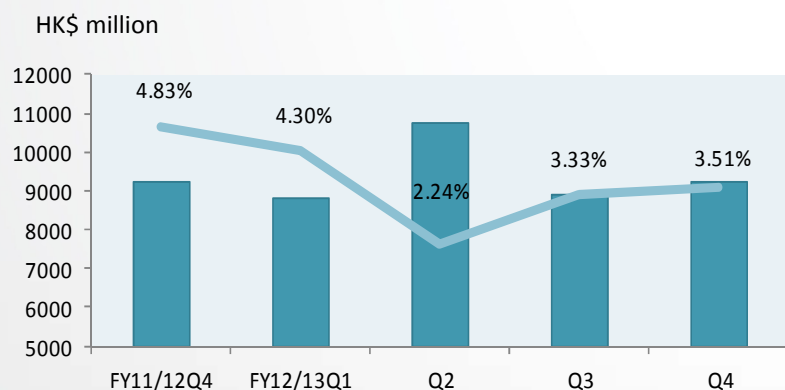


Business Review by Segments – Distribution

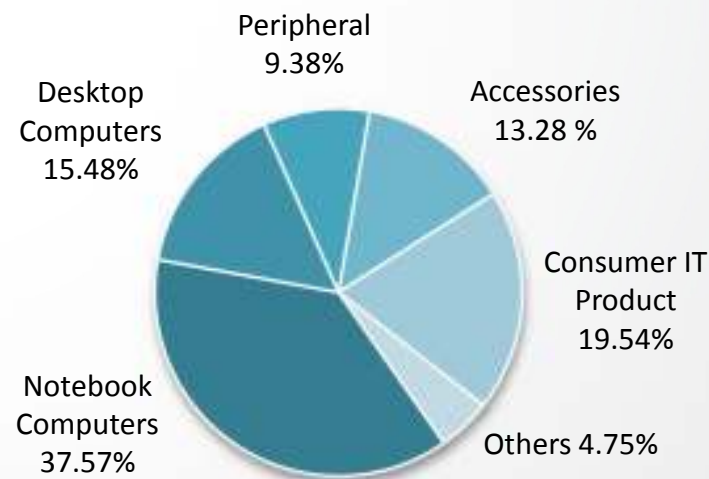
HK\$ million	FY12/13 Annual	YoY Growth
Revenue	37,657	-0.99%
Gross Margin (%)	3.29%	-123bps
Operating Expenses	854	-26.53%
Segmental Results	414	-35.24%

- Adjusted business mix diligently, streamlined and cut back product lines with low output proactively and enhanced efficiency in resource application.
- Maintained leadership in various sub-segments through persistent efforts in market share management.
- CES business reported rapid growth of 59.6%. Strategic cooperation with core e-commerce customers has strengthened.

Quarterly Revenue & Gross Margin



FY12/13 Annual Revenue Breakdown by Product



Note: Revenue breakdown by product is based on management data

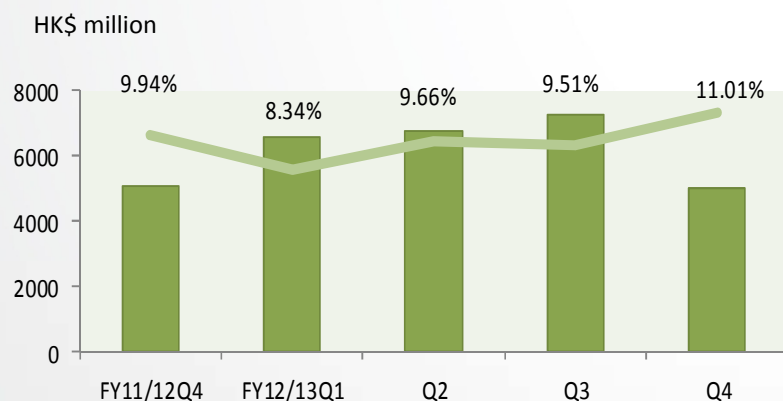


Business Review by Segments – Systems

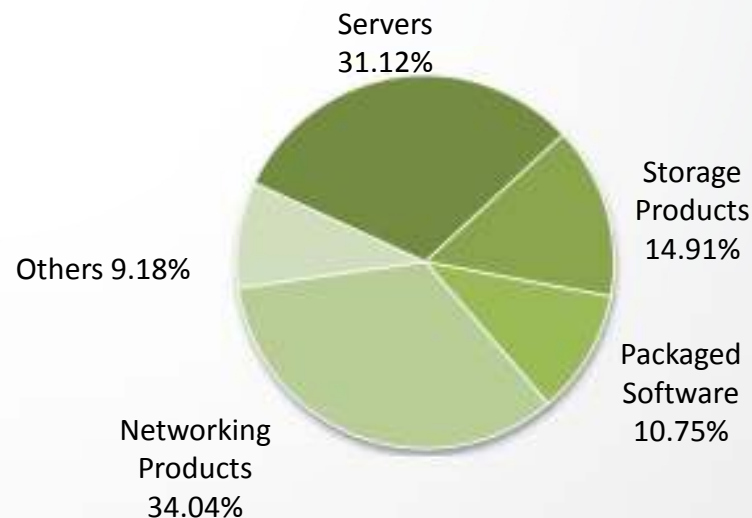
HK\$ million	FY12/13 Annual	YoY Growth
Revenue	25,618	+10.20%
Gross Margin (%)	9.54%	+60bps
Operating Expenses	1,356	+7.64%
Segmental Results	1,199	+12.37%

- Reported outperforming growth and effectively supported the achievement of the Group's overall results.
- Revenue from servers, storage products and networking products increased significantly by 15.30%, 24.42% and 14.46%, yoy, respectively.
- Novel sector markets, such as cloud computing and big data, are developed with key vendors, in close tandem with market trends.

Quarterly Revenue & Gross Margin



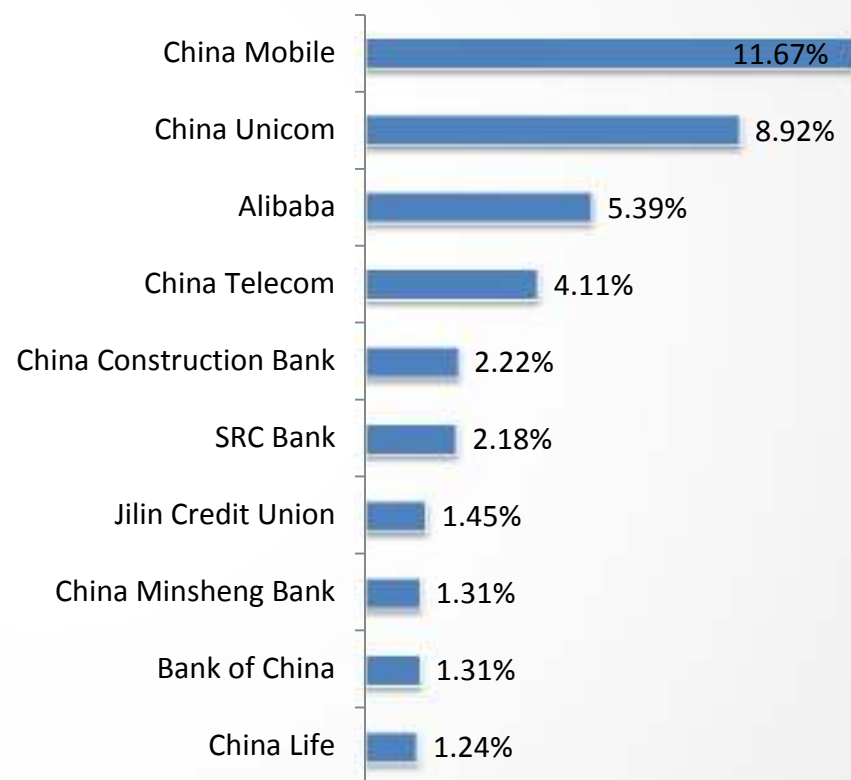
FY12/13 Annual Systems Revenue:



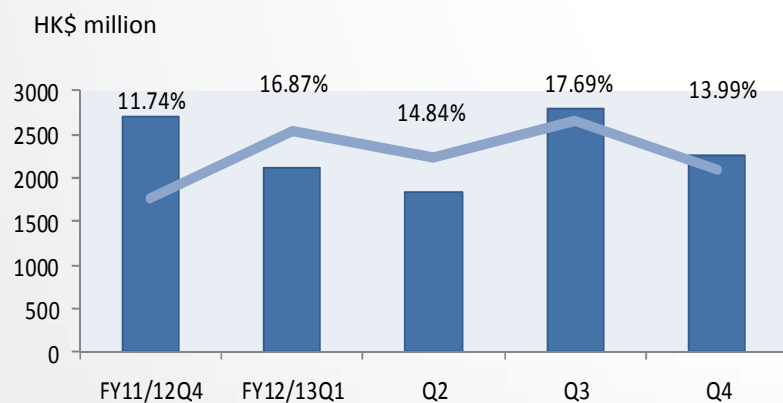
Business Review by Segments – IT Services

HK\$ million	FY12/13 Annual	YoY Growth
Revenue	9,013	+14.20%
Gross Margin (%)	15.99%	-39bps
Operating Expenses	1,283	+17.54%
Segmental Results	468	+79.89%

Sales to Top 10 Customers accounted for 39.80% of Services Business revenue



Quarterly Revenue & Gross Margin



Business Review by Segments – IT Services

Government and Corporations

41.91%

Revenue ↑48.62% yoy

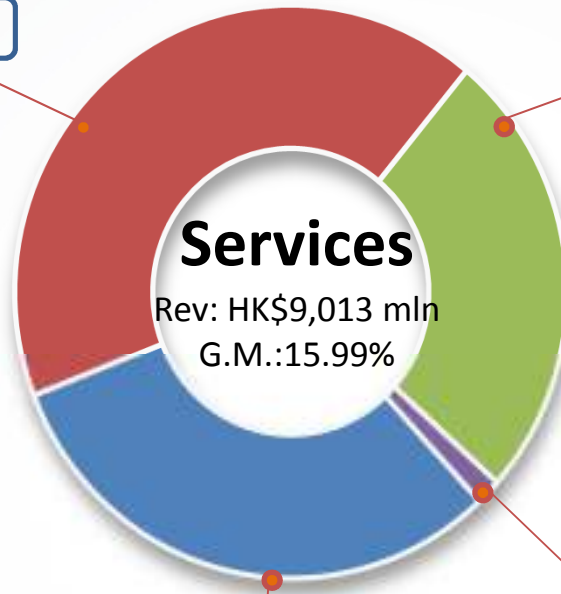
Sm@rt City

Launched the nation's 1st integrated citizen services platforms in Fuzhou and Foshan in Q3

Following the meat and vegetable source tracking system and citizen card project, data application solutions and cloud computing solutions have also been commercialised.

Taxation

Local taxation –Hainan, Liaoning and Shenzhen



Banking

25.64%

Revenue ↑58.28% yoy

Financial SaaS business - 51 township banks have signed up for the provision of operational services such as core banking systems, credit systems and Internet banking systems.

Telecom

31.02%

Others

1.43%



Integrated Services Platform for Citizens



Mobile Internet

Internet

Cable TV

Citizen Service and Multi-channel Integrated Access Management Platform

Connected with External System Data and Services

Integration of Specialized Services (health care, transportation, social security, etc.)

Dynamic SOA

Comprehensive Personal Space (consumer records, e-mail and other personal information)

Multidimensional unstructured information management

Integration of Interactive Communication (dissemination and communication with multiple parties)

WEB2.0

Services Management Platform (management / analysis / monitoring)

Application Development Environment (development / test / deployment)

Citizen Information Management Platform (management / analysis)

Interaction Management Platform (publish/ analysis / process)

Digital China Integrated Services Platform

IT Resources



Data



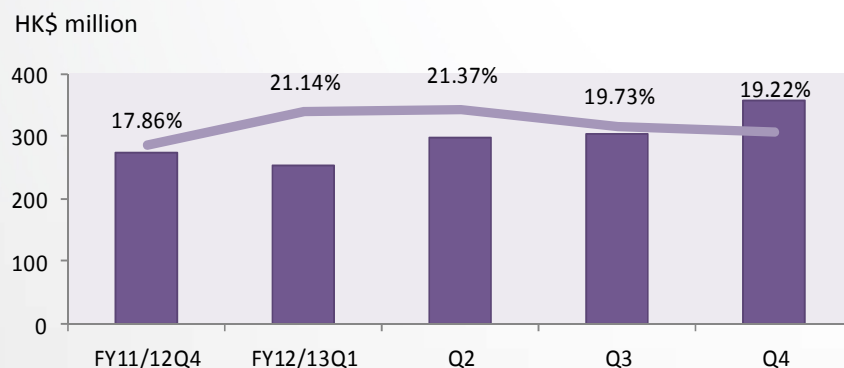
Cloud Computing Infrastructure

Business Review by Segments – Supply Chain Services

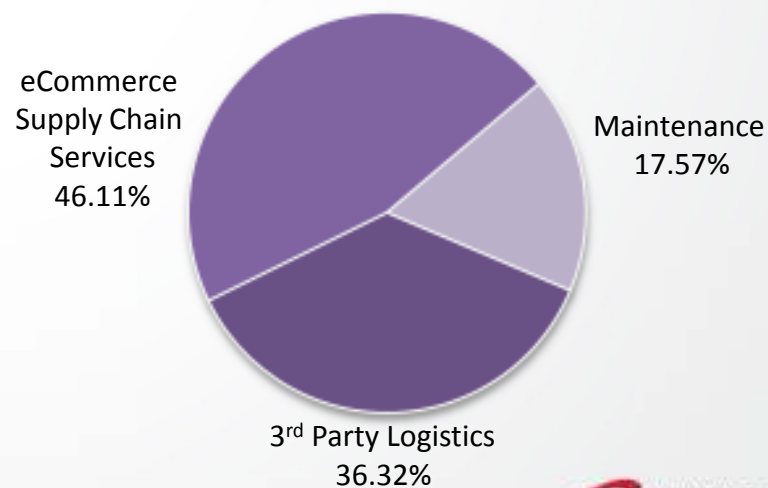
HK\$ million	FY12/13 Annual	YoY Growth
Revenue	1,211	+5.56%
Gross Margin (%)	20.28%	+134bps
Operating Expenses	185	-0.11%
Segmental Results	48	+87.72%

- The substantial yoy growth of 54.74% in logistics business is driven by 1) further business development efforts in the existing B2B logistics business; and 2) fast growth in B2C logistics business riding the trend of online shopping.
- Our services station business continued to improve its capabilities in maintenance services, driving rapid growth of its out-of-warranty services by improving the quality of under warranty services.

Quarterly Revenue & Gross Margin



FY12/13 Q1-Q4 Supply Chain Services Revenue



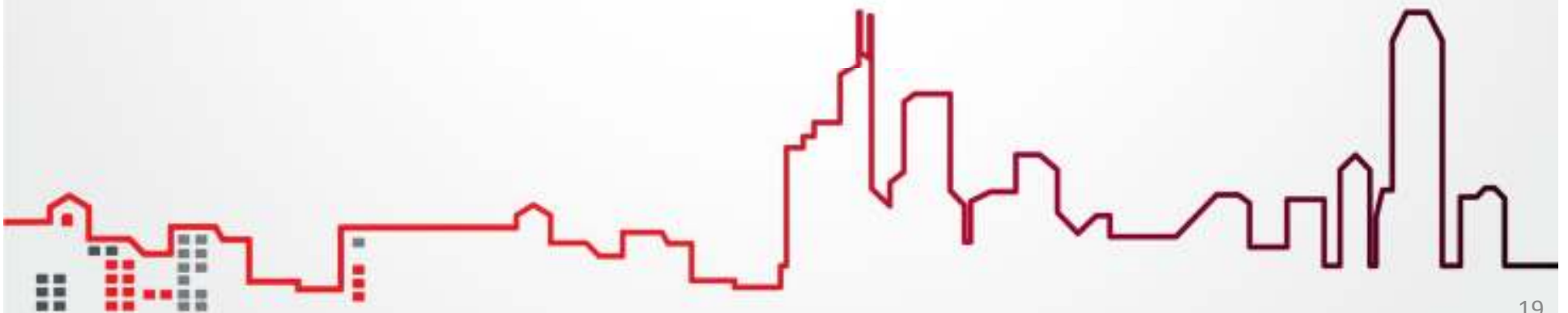
Summary

- In 2012, the Group reported trend-bucking growth in revenue and achieved defining breakthroughs in the Sm@rt City business.
- The negative impact of the notable pressure for a slowdown in macro-economic growth and an increasingly complicated external market landscape will become more evident for the IT market in 2013. The Group's 2013/14 financial year result is facing an unprecedented declining pressure.
- The management will take following measures to accommodate current complicated situation
 - resolutely adhere to its strategic option of Sm@rt City, grasp any opportunities for Sm@rt City developments and actively explore operational models for Sm@rt City to expedite the transformation of our business;
 - improve our cost structure by stringently implementing our cost control policies;
 - continue to optimise our business mix to improve the efficiency of resource utilisation and enhance organisational efficiency.
- Leveraging extensive experience in the business, the management should be able to deal with any impact of potential market upheavals in 2013 calmly, with an unwavering commitment to delivering value to shareholders.



Thank You

Questions & Answers



FY12/13 Q4 Results

HK\$ million	Distribution		Systems		Services		Supply Chain		Consolidated	
	FY12/13 Annual	FY12/13 Q4	FY12/13 Annual	FY12/13 Q4	FY12/13 Annual	FY12/13 Q4	FY12/13 Annual	FY12/13 Q4	FY12/13 Annual	FY12/13 Q4
Revenue	37,657	9,212	25,618	4,999	9,013	2,258	1,211	357	73,499	16,825
Y/Y Growth, %	-0.99%	-0.01%	+10.20%	-1.55%	+14.20%	-16.50%	5.56%	+29.99%	+4.52%	-2.57%
Gross Margin (%)	3.29%	3.51%	9.54%	11.01%	15.99%	13.99%	20.28%	19.22%	7.31%	7.48%
Y/Y Growth, bps	-123	-132	+60	+107	-39	+225	+134	+136	-24	-14
Operating Expenses	854	142	1,356	352	1,283	323	185	56	4,079 [^]	1,077 [^]
Y/Y Growth, %	-26.53%	-47.80%	+7.64%	+39.91%	+17.54%	+5.60%	-0.11%	+23.53%	-0.89% [^]	-3.58% [^]
Segmental Results	414	185	1,199	210	468	8	48	12	2,144 [*]	360 [*]
Y/Y Growth, %	-35.24%	+5.56%	+12.37%	-23.19%	+79.89%	-68.12%	+87.72%	+275.13%	+7.84% [*]	+0.97% [*]
Net Profit									1,367	196
Y/Y Growth, %									+9.85%	+1.26%

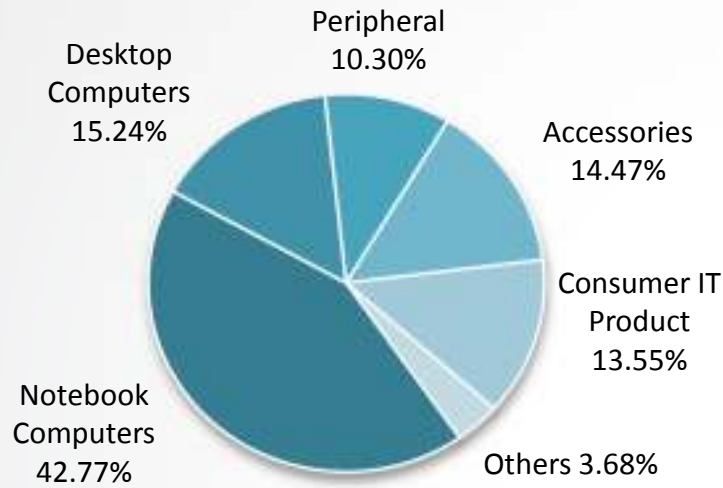
[^] Expense of the group, includes headquarters expenses

^{*} After adjusting segmental results for interest income, unallocated income and gains, unallocated expenses and share of profits/losses of jointly-controlled entities and associates

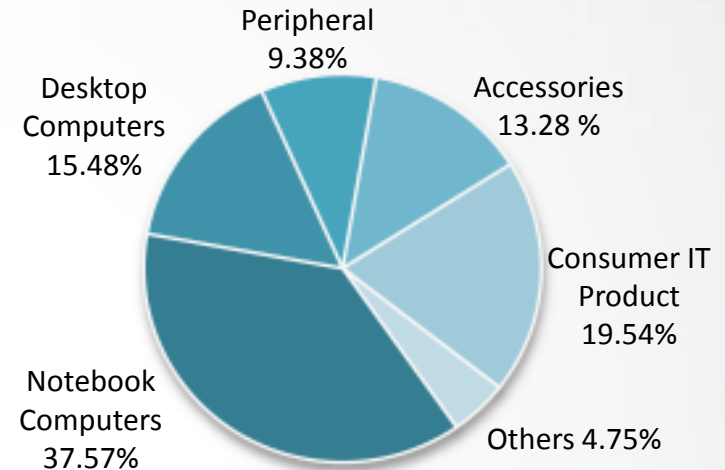


Distribution & Systems Breakdown

FY11/12 Annual Distribution Revenue

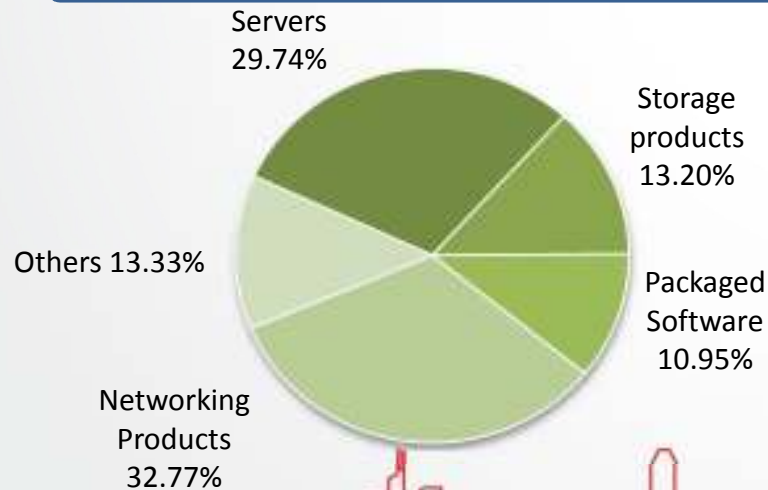


FY12/13 Annual Distribution Revenue

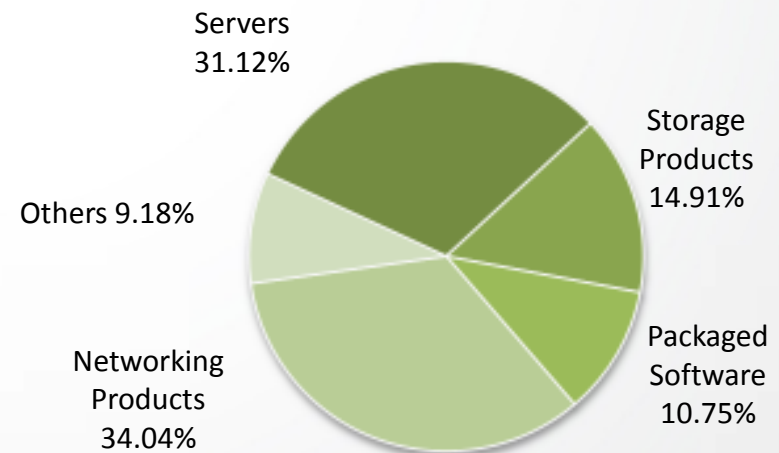


Note: Revenue breakdown by product is based on management data

FY11/12 Annual Systems Revenue

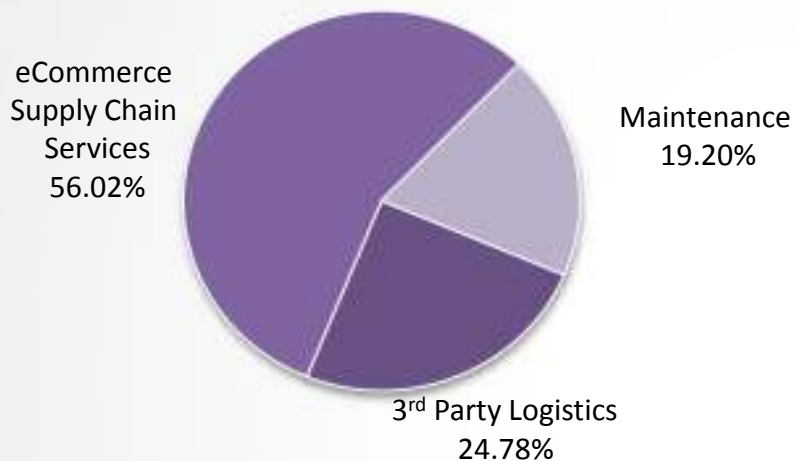


FY12/13 Annual Systems Revenue



Supply Chain Services Breakdown

FY11/12 Annual Supply Chain Services Revenue



FY12/13 Annual Supply Chain Services Revenue

