

香港交易及結算所有限公司及香港聯合交易所有限公司對本公告的內容概不負責，對其準確性或完整性亦不發表任何聲明，並明確表示，概不對因本公告全部或任何部份內容而產生或因倚賴該等內容而引致的任何損失承擔任何責任。



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二零一四年三月二十六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，二零一四年三月二十六日

於本公告日期，本公司之董事會由九名董事組成，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、王家龍先生及劉允博士

網址：www.digitalchina.com.hk

* 僅供識別

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	103/03/26	16:00	香港中環皇后大道中 15 號置地廣場置地文華東方酒店 7 樓天與地廳	報告本公司截至 2013 年 12 月 31 日止九個月之全年業績	91086120140326M001.pdf	91086120140326E001.pdf	http://www.digitalchina.com.hk	無

Digital China Holdings Limited

神州數碼控股有限公司

(Stock Code:861)

Leading

Sm@rt City

In China

2013財年全年業績公告

2014年3月26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

規模: 財富中國500強排名第83位, 中國最大整合IT服務提供商, 超過20年經驗, 有超過13,000個渠道合作伙伴, 超過300個廠商合作伙伴

企業管治: 強健管理體系, 優秀的風險管理...

業務轉型: 邁向IT價值鏈的最高端



企業亮點

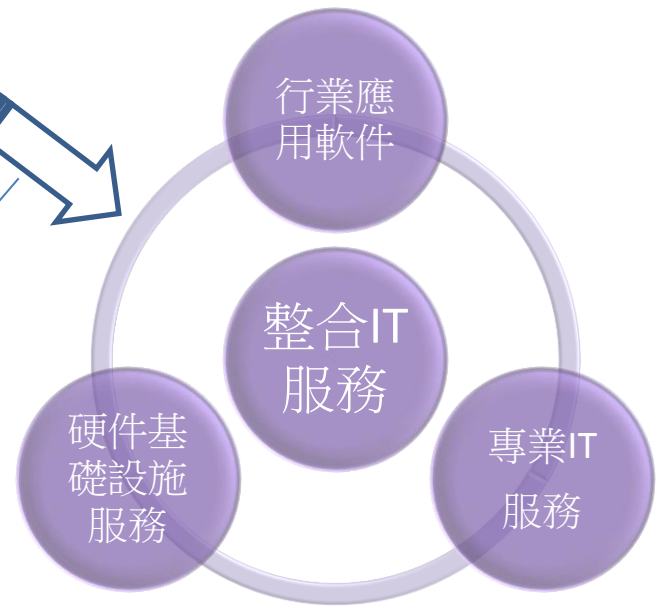
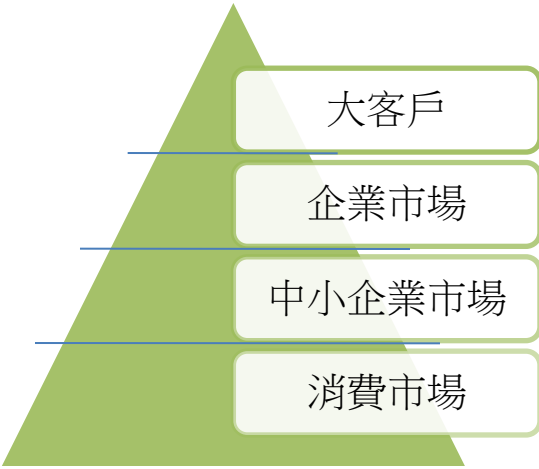
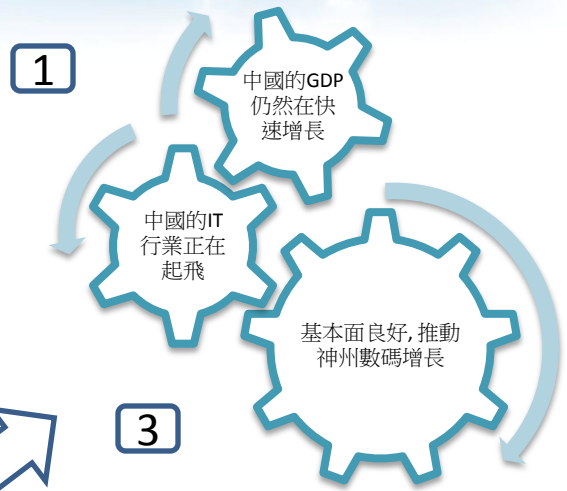
穩健推動力

客戶全面覆蓋

提供整合IT服務



神州数码
Digital China



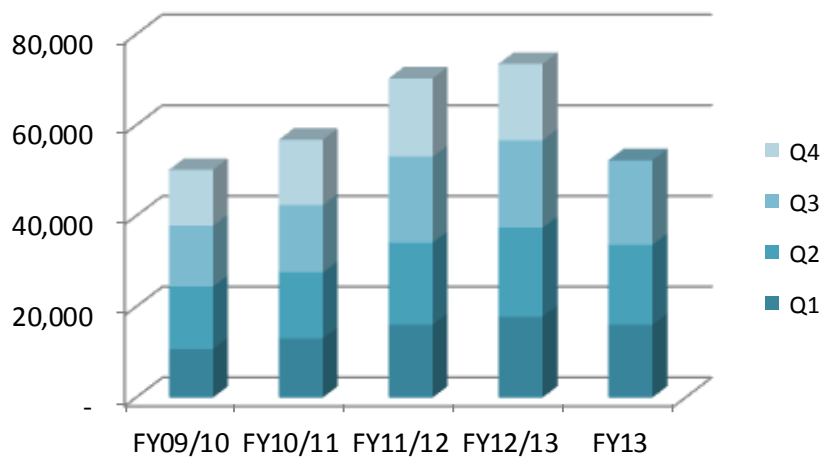
投資亮點 - 智慧城市

- 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

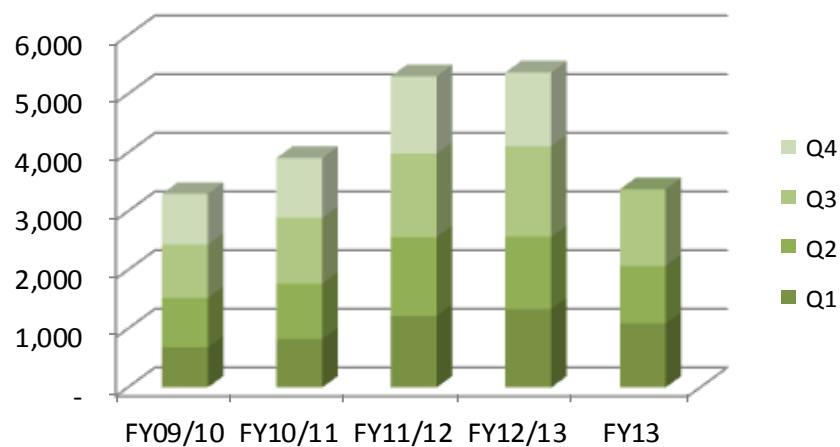


財務回顧 - 5年

營業額 (百萬港元)



毛利 (百萬港元)



財務回顧 – 13財年全年

“13財年全年”表示截至二零一三年十二月三十一日止九個月，下同
“13財年第3季度”表示截至二零一三年十二月三十一日止三個月，下同

13財年全年重點財務數字：

- 📊 營業額達港幣52,265百萬元，同比下降7.8%；
- 📊 整體毛利率為6.46%，去年同期為7.26%，同比下降80個基點；
- 📊 包括一次性事項帶來的影響*，母公司股東應佔溢利為港幣84百萬元，同比下降92.8%；
- 📊 基本每股盈利為7.87港仙，同比下降92.8%
- 📊 經營活動所得現金流量實現淨流入港幣534百萬元

13財年第3季度重點財務數字：

- 📊 營業額達港幣18,636百萬元，同比下降3.3%，毛利率為7.02%；
- 📊 剔除一次性事項帶來的影響*，母公司股東應佔溢利為港幣152百萬元。

* 1) IT服務業務分拆後本集團持有股權攤薄產生一次性非現金財務虧損約為港幣549百萬元，已於二零一三年十二月入帳；
2) 由於本公司財政年度結算日的變更，僱員獎金提前於二零一三年十二月計提並入帳。

財務回顧 - 收益表摘要

港幣百萬元	13財年 全年	12/13財年 全年	變動	12/13財年 1-3季度	變動
營業額	52,265	73,499	-28.9%	56,674	-7.8%
毛利	3,379	5,371	-37.1%	4,112	-17.8%
其他收入及收益	872	823	+6.0%	651	+34.0%
營運費用	(4,430)	(4,079)	+8.6%	(3,002)	+47.6%
經營溢利	(180)	2,114	-108.5%	1,760	-110.2%
融資成本	(179)	(293)	-39.0%	(223)	-19.9%
稅項	(171)	(332)	-48.4%	(230)	-25.5%
股東應佔溢利	84	1,367	-93.8%	1,171	-92.8%
基本每股盈利(港仙)	7.87	128.01	-93.9%	109.64	-92.8%

財務回顧 - 財務狀況表

港幣百萬元	2013年12月31日	2013年9月30日	2012年12月31日
固定資產	1,702	1,707	1,611
其他非流動資產	2,947	2,524	1,957
存貨	5,635	5,175	5,426
應收貿易帳款及應收票據	11,495	11,622	11,932
預付款項、按金及其他應收款項	3,618	3,648	4,321
其他流動資產	809	430	48
現金及現金等價物	3,894	3,901	4,198
總資產	30,100	29,007	29,493
應付貿易帳款及應付票據	11,093	11,167	12,038
其他流動負債	3,884	3,120	3,522
應付債券	-	-	37
付息銀行貸款(流動)	3,719	3,053	2,295
付息銀行貸款(非流動)	2,315	2,713	3,102
其他非流動負債	43	-	-
總負債	21,054	20,053	20,994
股本	109	109	109
其他儲備	3,744	3,425	3,439
保留盈利	3,682	4,508	4,093
擬派末期股息	190	-	-
少數股東權益	1,321	912	858
權益總額	9,046	8,954	8,499

財務回顧 - 其他財務指標

營運資金

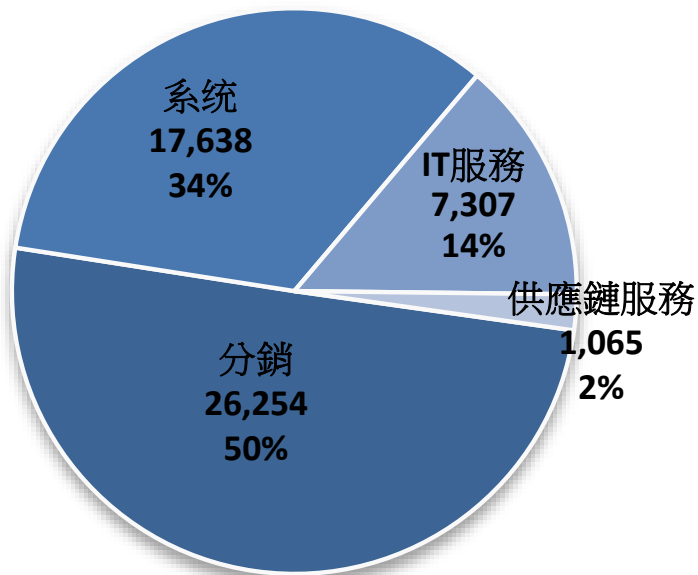
日數	13財年 全年	12/13財年 1-3季度	變動
應收帳款	56.36	54.12	+2.24
存貨	31.38	27.18	+4.20
應付帳款	60.77	62.23	-1.46
現金周轉天數	26.97	19.07	+7.90

其他比率及財務資料

	2013年12月31日	2012年12月31日
總負債比率*	78.10%	71.12%
淨負債比率*	27.70%	16.19%
流動比率	1.36x	1.45x
速動比率	1.06x	1.15x
	13財年 全年	12/13財年 1-3季度
資本開支 (百萬港元)	553	312
利息保障倍數*	-0.63	8.00
股本回報率 (年化)	1.45%	20.43%
資產回報率 (年化)	0.37%	5.35%

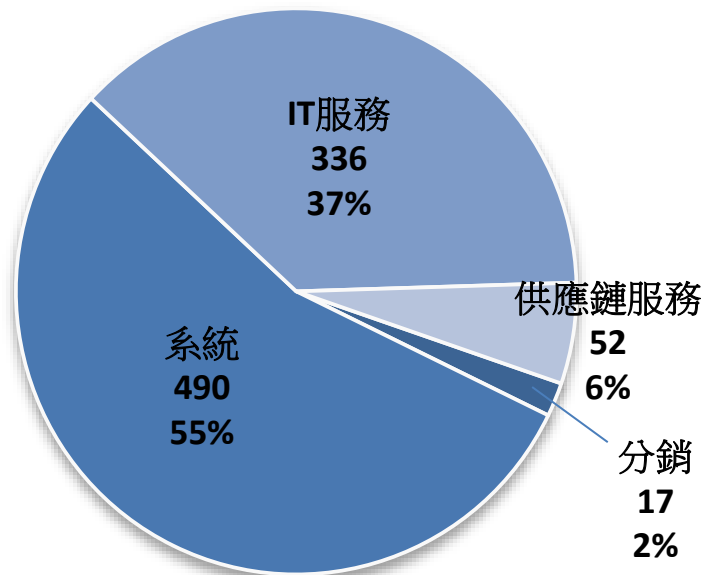
- * 總負債比率 = (外部借款 + 應付債券) / 母公司股東權益 * 100%
 淨負債比率 = (外部借款 + 應付債券 - 現金) / 母公司股東權益 * 100%
 利息保障倍數 = 扣除利息及稅項前溢利(含利息營業額) / (融資費用 + 資本化利息)

分部業務回顧



百萬港元

13財年全年營業額:
港幣52,265百萬元



百萬港元

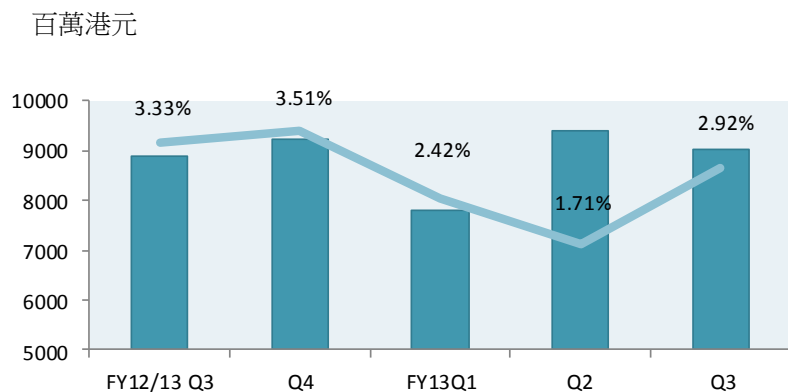
13財年全年分部業績*:
港幣(113)百萬元

*分部業績已就利息營業額、未分類營業額及收益、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

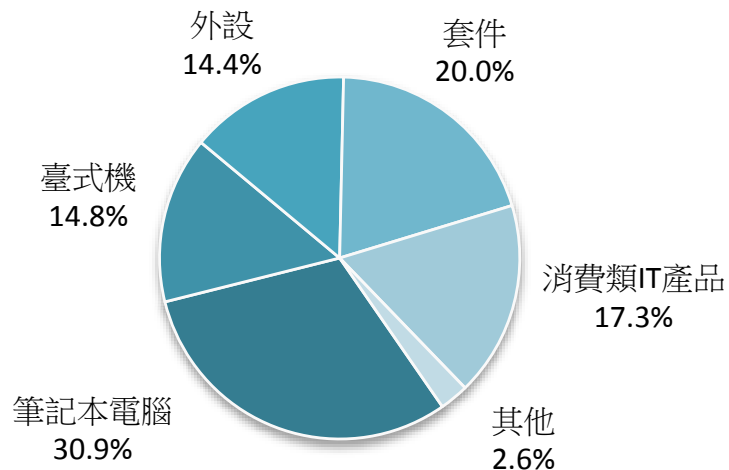
分部業務回顧 – 分銷業務

百萬港元	13財年 全年	同比增長
營業額	26,254	-7.7%
毛利率(%)	2.34%	-88基點
營運費用	(644)	-9.4%
分部業績	17	-92.4%

季度營業額和毛利率



13財年全年分銷業務營業額



備注: 不含CES渠道

- 傳統產品領域市場需求持續下滑，渠道格局加速調整，受此影響分銷業務營業額同比減少。
- 分銷業務啟動人力資源優化，如剔除僱員獎金提前計提的因素，13財年，其人力資源費用較上財年同期下降33%。
- 第三季度，消費IT和套件等產品銷售，分別實現34.4%和18.5%的快速增長（不含CES渠道），帶動整體營業額較上財年同期增長1.6%。
- 業內首先提出了“全渠道營銷”計劃及持續擴大與京東、易訊等電商核心客戶合作。

分部業務回顧 – 系統業務

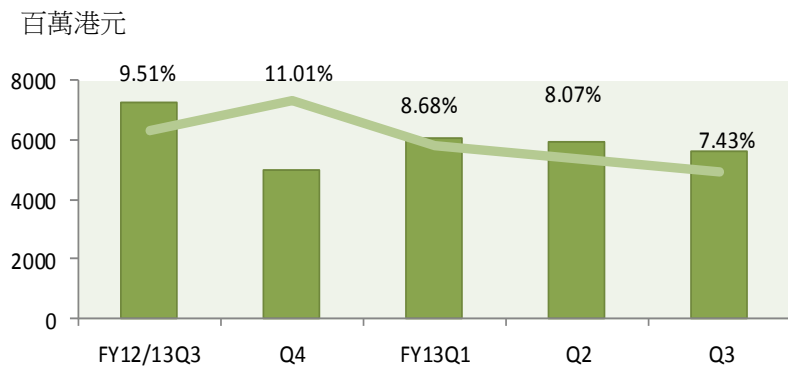
百萬港元	13財年 全年	同比增長
營業額	17,638	-14.5%
毛利率(%)	8.08%	-111基點
營運費用	(1,212)	+20.8%
分部業績	490	-50.4%

企業用戶IT基礎設施投資增長放緩，國產品牌崛起促使市場格局加速轉變，受此影響，第三季度營業額同比下跌22.6%。

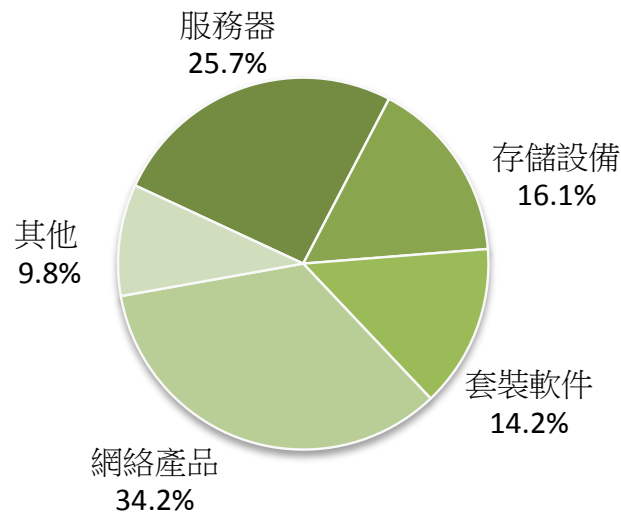
保證核心產品線的市場領先地位，加快國產品牌的佈局和拓展，13財年華為產品營業額同比增長64%。

第三季度抓住套裝軟件市場的增長機會，套裝軟件產品營業額較上財年同期增長5.1%。

季度營業額和毛利率



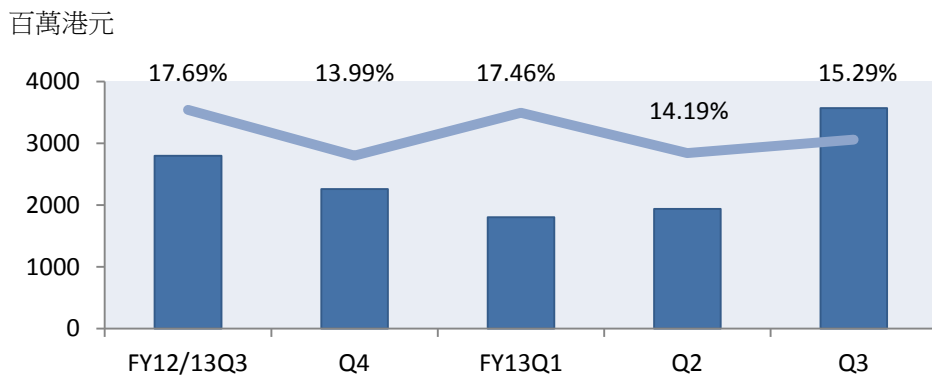
13財年全年系統業務營業額



分部業務回顧 – IT服務業務

百萬港元	13財年 全年	同比增長
營業額	7,307	+8.2%
毛利率(%)	15.53%	-112基點
營運費用	(884)	-8.0%
分部業績	336	-26.9%

季度營業額和毛利率



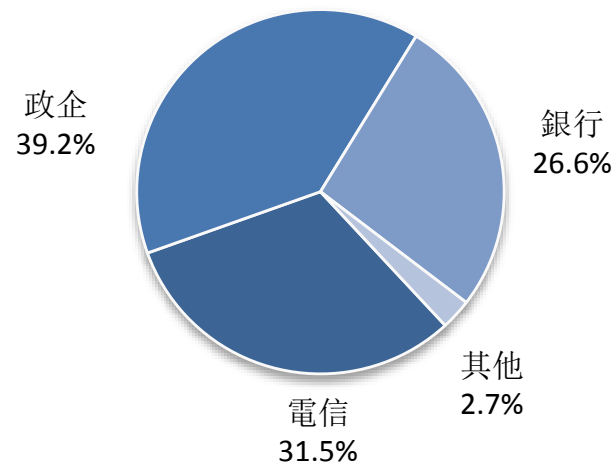
堅持推進客戶計劃，加強行業拓展和區域覆蓋，營業額於第三季度同比增長27.6%。

本集團IT服務業務(000555.SZ)在二零一三年底成功登陸A股。

13財年，金融業務及政企業務營業額分別增長8.4%及11.6%。

軟件、技術服務、運營、自有品牌設備業務利潤貢獻超過60%，13財年軟件及技術服務實現毛利率26%。

13財年全年服務業務營業額

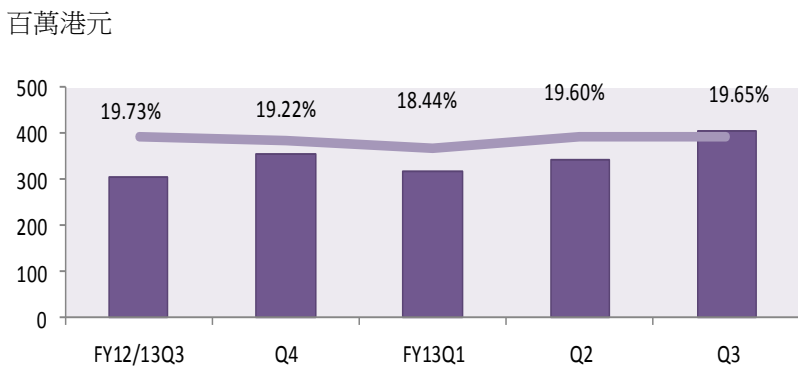


分部業務回顧 – 供應鏈服務業務

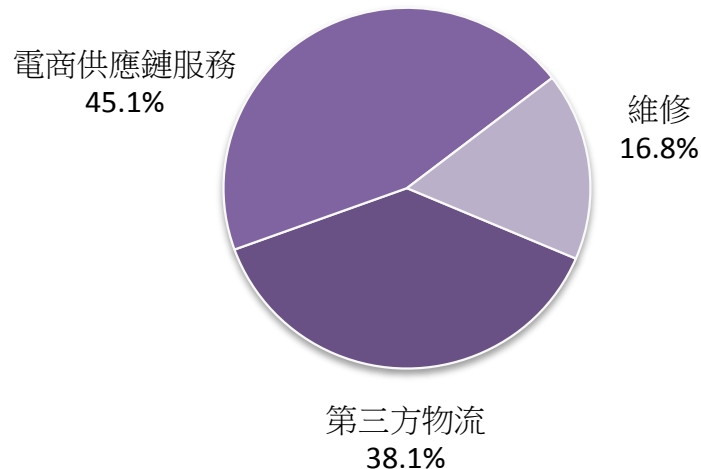
百萬港元	13財年 全年	同比增長
營業額	1,065	+24.6%
毛利率(%)	19.27%	-145基點
營運費用	(149)	+16.1%
分部業績	52	+45.0%

- 借助市場快速增長的機會，第三季度營業額同比增長**33.3%**。
- 建立集採投標和大型客戶整包服務能力，大型客戶包括比亞迪及成功中標中移動終端公司總部物流服務集採項目。
- Surface**平板電腦維修服務成功上線並覆蓋全國後，再簽小米手機，盈利店面數量累計增長**42%**。

季度營業額和毛利率



13財年全年供應鏈服務營業額



公共信息服務平臺發展進程

與佛山市政府發佈佛山市民融合服務平臺



國務院出臺《關於促進資訊消費擴大內需的若干意見》，明確提出加快智慧城市建設

神州數碼自主研發的國內首個城市公共信息服務平臺正式發佈

張家港市民網頁綜合服務系統正式上線



12.2012

08.2013

09.2013

10.2013

12.2013

與福州市政府共同推出國內首個市民融合服務平臺

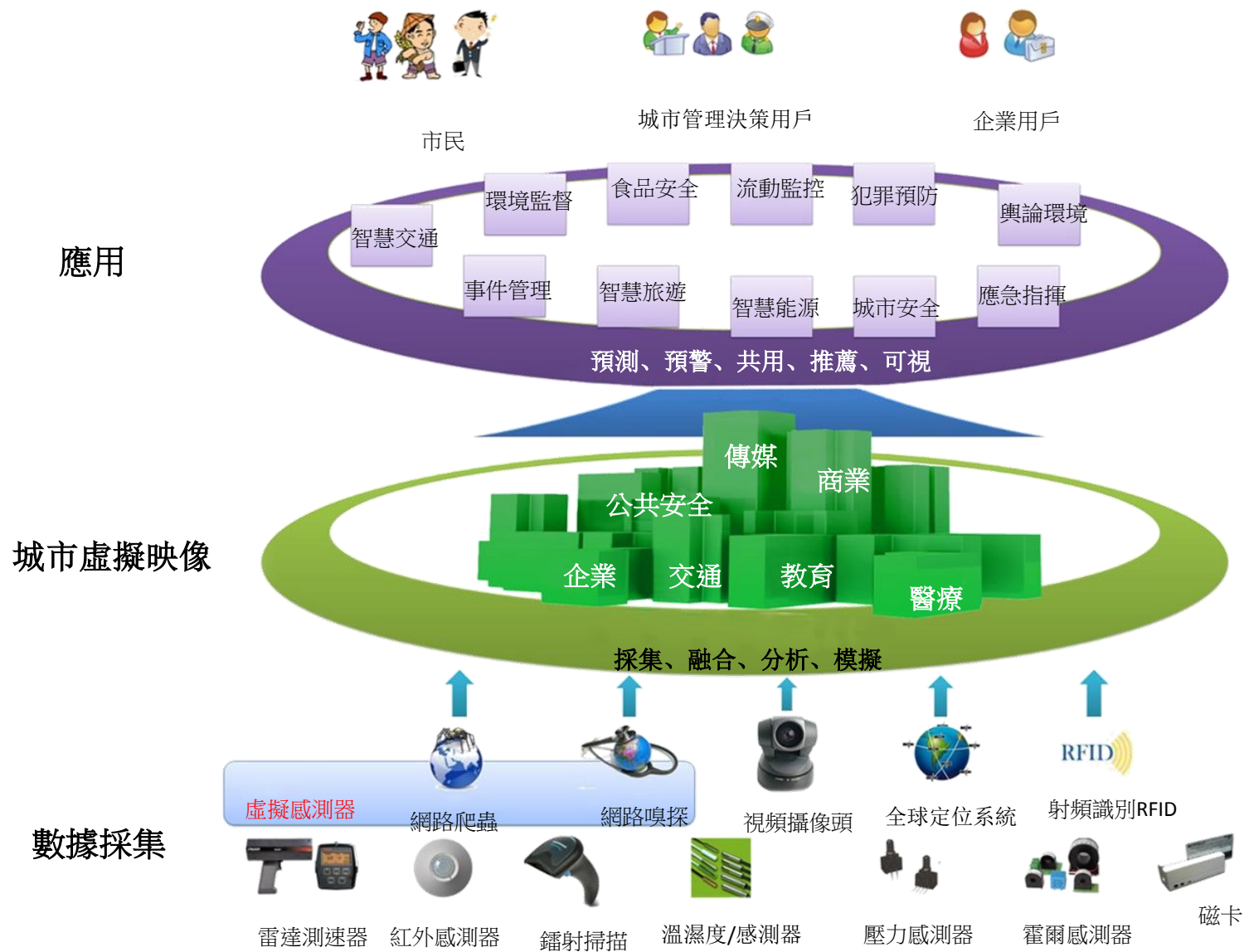


佛山市民融合服務平臺正式成為佛山官方市民服務網頁



本財年第三季度，本集團再與青島、本溪、白銀等城市簽署了智慧城市戰略合作協定，本財年簽署戰略合作協定的城市已達7個

從現實映像到虛擬映像



業務展望

- 二零一四年，本集團為適應瞬息萬變的IT產業，改變了以往的管理理念。各業務單元聚焦各自業務領域，根據市場的變化制定和調整戰略方向。這種決策前移，充分調動了業務單元的積極性，有益於各業務單元生產力的釋放。
- 二零一三年對於本集團傳統業務來說是艱難的一年。展望二零一四年，本集團管理層認為消費級IT市場已初步呈現出穩定的跡象，而目前尚未穩定的企業級IT需求也將逐步恢復，預計這些因素會對本集團業績形成有力支撐。
- 二零一四年IT服務業務將從新起點踏上新征程，而物流業務的發展由於電子商務和移動互聯的牽引也將繼續大步向前。
- 二零一三年一系列智慧城市相關國策的推出，給予管理層莫大的鼓舞。未來三年，本集團將全面鋪開智慧城市運營業務，以城市覆蓋形成規模為目標，推動集團整體向互聯網的轉型。



謝謝

問答時間

13財年Q3業績

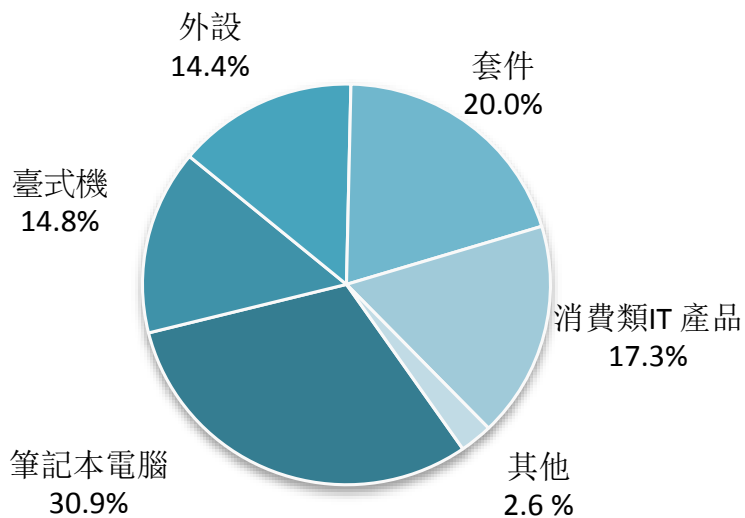
港幣百萬元	分銷		系統		服務		供應鏈服務		綜合	
	13財年 全年	13財年 第3季度	13財年 全年	13財年 第3季度	13財年 全年	13財年 第3季度	13財年 全年	13財年 第3季度	13財年 全年	13財年 第3季度
營業額	26,254	9,036	17,638	5,624	7,307	3,570	1,065	406	52,265	18,636
同比增長, %	-7.7%	+1.6%	-14.5%	-22.6%	+8.2%	+27.6%	+24.6%	+33.3%	-7.8%	-3.3%
毛利率 (%)	2.34%	2.92%	8.08%	7.43%	15.53%	15.29%	19.27%	19.65%	6.46%	7.02%
同比增長, 基點	-88bps	-41bps	-111bps	-208bps	-112bps	-240bps	-145bps	-8bps	-80bps	-99bps
營運費用	(644)	(324)	(1,212)	(466)	(884)	(370)	(149)	(69)	(4,430)^	(2,725)^
同比增長, %	-9.4%	+37.1%	+20.8%	+15.6%	-8.0%	-4.9%	+16.1%	+69.1%	+47.6%	+142.1%
分部業績	17	(47)	490	5	336	203	52	9	(113)*	(1,023)*
同比增長, %	-92.4%	-157.2%	-50.4%	-98.7%	-26.9%	+35.9%	+45.0%	+4.3%	-106.3%	-249.8%
淨利									84	(549)
同比增長, %									-92.8%	-227.7%

^整個集團費用,已包括總部費用

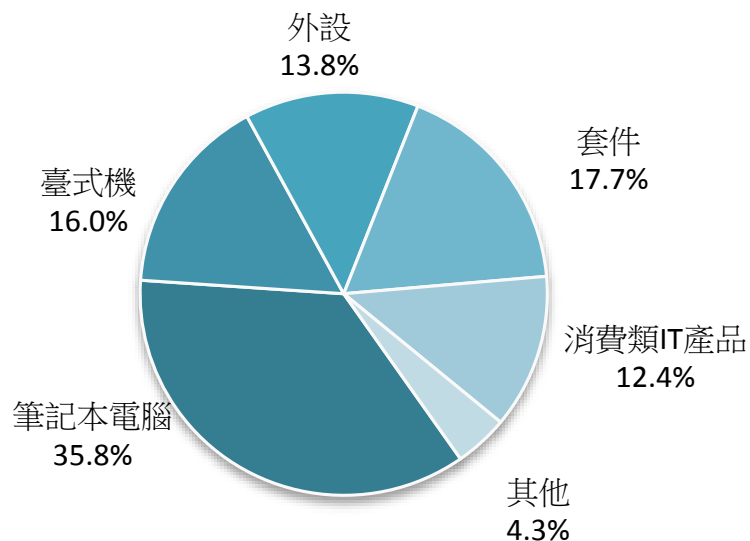
*分部業績已就利息營業額、未分類營業額及收益、未分類開支、應佔共同控制企業及聯營公司的盈利/虧損作出調整

分銷業務明細

13財年全年分銷業務營業額



12-13財年1-3季度分銷業務營業額



備注: 不含CES渠道

Digital China Holdings Limited

神州數碼控股有限公司

(Stock Code:861)

Leading

Sm @rt City

In China



FY2013 Annual Results Announcement

26 March 2014

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.

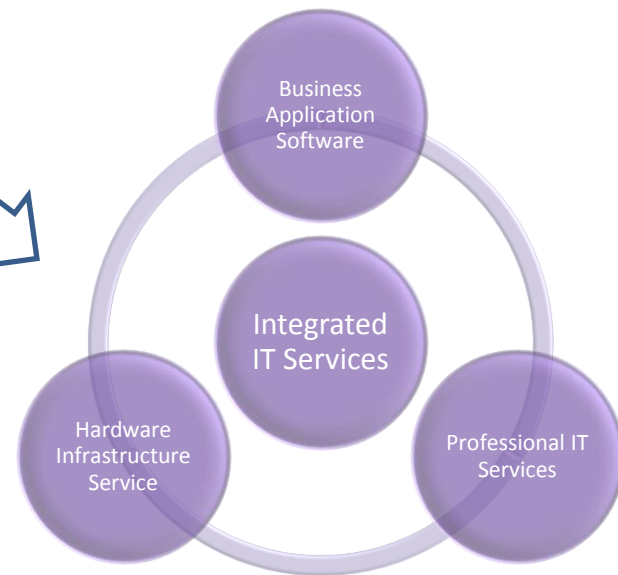
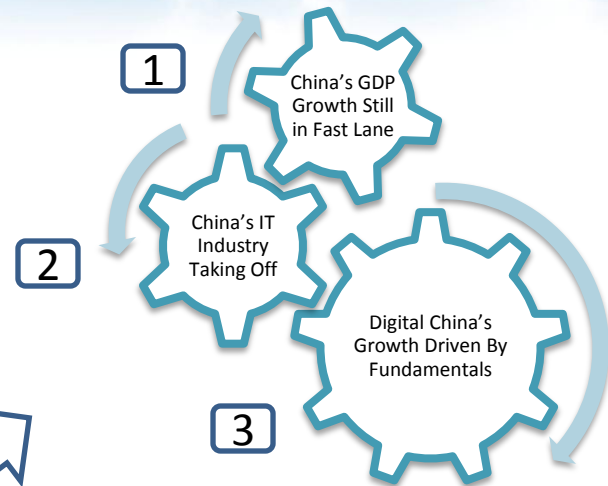
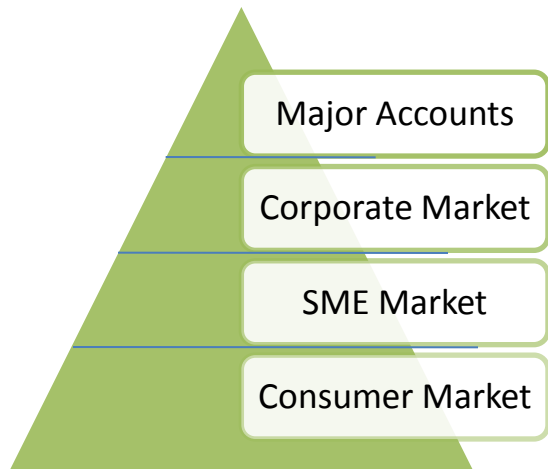
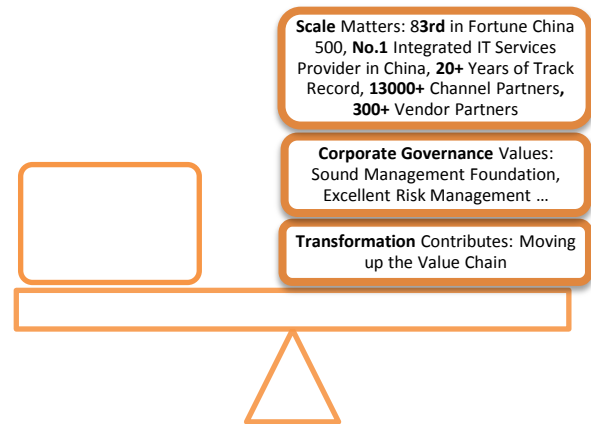
In addition, statistical and other information relating to the PRC and the technology industry contained in this presentation have been compiled from various publicly available official or unofficial sources generally believed to be reliable. However, the quality of such source materials cannot be guaranteed. 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



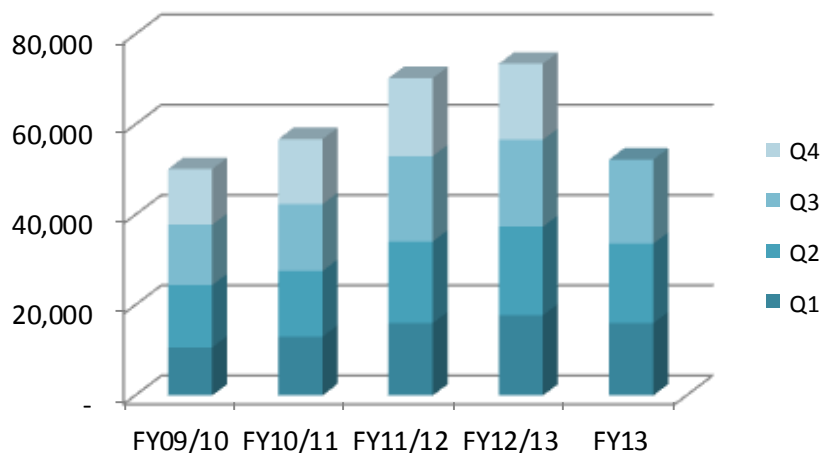
Investment Highlights – Sm@rt City

- 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

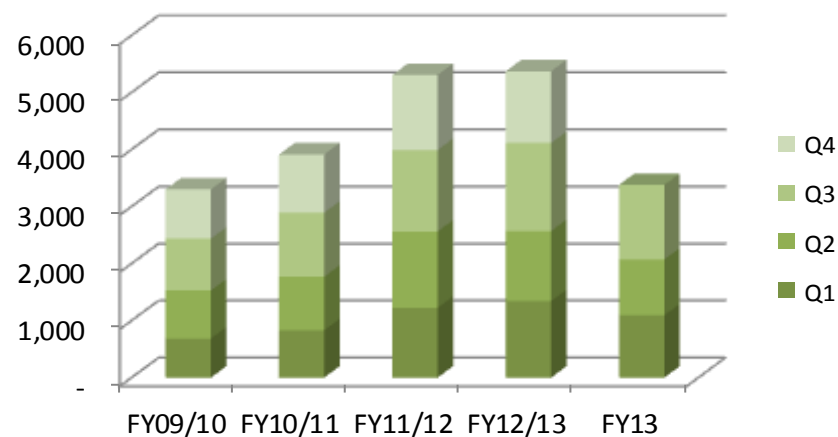


Financial Review – 5 Years

Revenue (HK\$ Million)








Gross Profit (HK\$ Million)





Financial Review – FY13 Annual

“FY13 Annual” refers to the nine months ended 31 December 2013 and hereafter
“FY13 Q3” refers to the three months ended 31 December 2013 and hereafter

FY13 Annual Key Financial Figures:

-  Revenue amounted to HK\$52,265 million, down 7.8% yoy;
-  Overall gross margin was 6.46% VS.7.26% last year, down 80 bps;
-  Profit attributable to shareholders was HK\$84 million, down 92.8% yoy, including impact from one-off events*;
-  Basic EPS amounted to 7.87HK cents, down 92.8% yoy;
-  Net Cash inflow from operating activities amounted to HK\$534 million.

FY13 Q3 Key Financial Figures:

-  Revenue was HK\$18,636 million, down 3.3% yoy, Gross Margin was 7.02%;
-  Profit attributable to shareholders was HK\$152 million, excluding the impacts of one-off events*.

* 1) a non-cash financial loss of HK\$549 million, arising from the dilution of the Group's equity interest following the spin-off of the IT Services Business in A-share is booked in Dec. 2013 and 2) employees' bonuses were recorded earlier in Dec. 2013, owing to the change of the financial year end date of the Company.

Financial Review – Income Statement Highlights

HK\$ Million	FY13 Annual	FY12/13 Annual	Change	FY12/13 Q1-Q3	Change
Revenue	52,265	73,499	-28.9%	56,674	-7.8%
Gross profit	3,379	5,371	-37.1%	4,112	-17.8%
Other income and gains	872	823	+6.0%	651	+34.0%
Total operating expenses	(4,430)	(4,079)	+8.6%	(3,002)	+47.6%
Profit from operating activities	(180)	2,114	-108.5%	1,760	-110.2%
Finance costs	(179)	(293)	-39.0%	(223)	-19.9%
Tax	(171)	(332)	-48.4%	(230)	-25.5%
Profit attributable to shareholders	84	1,367	-93.8%	1,171	-92.8%
Basic EPS (HK Cents)	7.87	128.01	-93.9%	109.64	-92.8%

Financial Review – Statement of Financial Position

HK\$ million	31 Dec. 2013	30 Sep. 2013	31 Dec 2012
Fixed assets	1,702	1,707	1,611
Other non-current assets	2,947	2,524	1,957
Inventories	5,635	5,175	5,426
Trade and bills receivables	11,495	11,622	11,932
Prepayments, deposits and other receivables	3,618	3,648	4,321
Other current assets	809	430	48
Cash and cash equivalents	3,894	3,901	4,198
Total assets	30,100	29,007	29,493
Trade and bills payables	11,093	11,167	12,038
Other current liabilities	3,884	3,120	3,522
Bond payable	-	-	37
Interest-bearing bank borrowings (current)	3,719	3,053	2,295
Interest-bearing bank borrowings (non-current)	2,315	2,713	3,102
Other non-current liabilities	43	-	-
Total liabilities	21,054	20,053	20,994
Issued capital	109	109	109
Other reserves	3,744	3,425	3,439
Retained earnings	3,682	4,508	4,093
Proposed final dividend	190	-	-
Non-controlling interests	1,321	912	858
Total equity	9,046	8,954	8,499

Financial Review – Other Financial Indicators

Working Capital

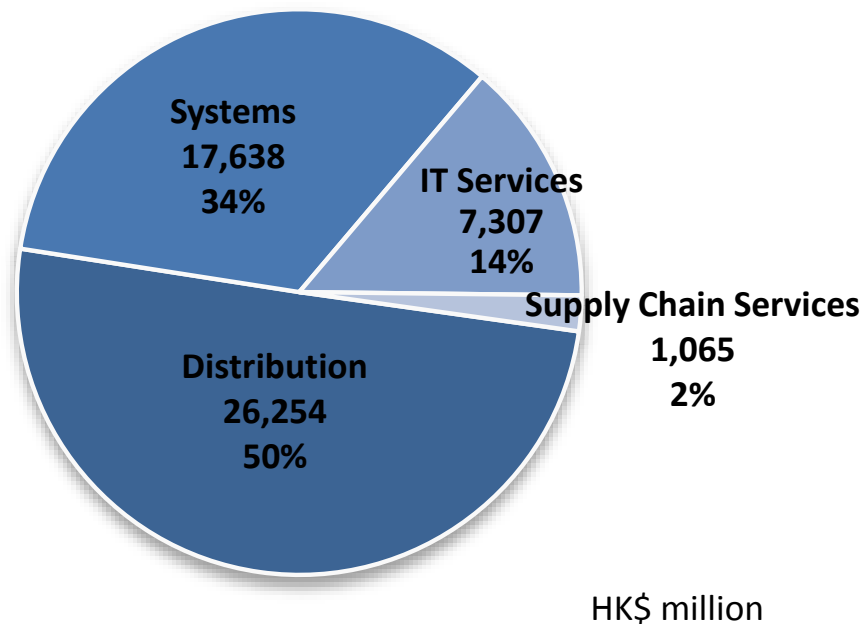
No. of Days	FY13 Annual	FY12/13 Q1-Q3	Change
Account Receivables	56.36	54.12	+2.24
Inventory	31.38	27.18	+4.20
Account Payables	60.77	62.23	-1.46
Cash Cycle	26.97	19.07	+7.90

Other ratios and financial figures

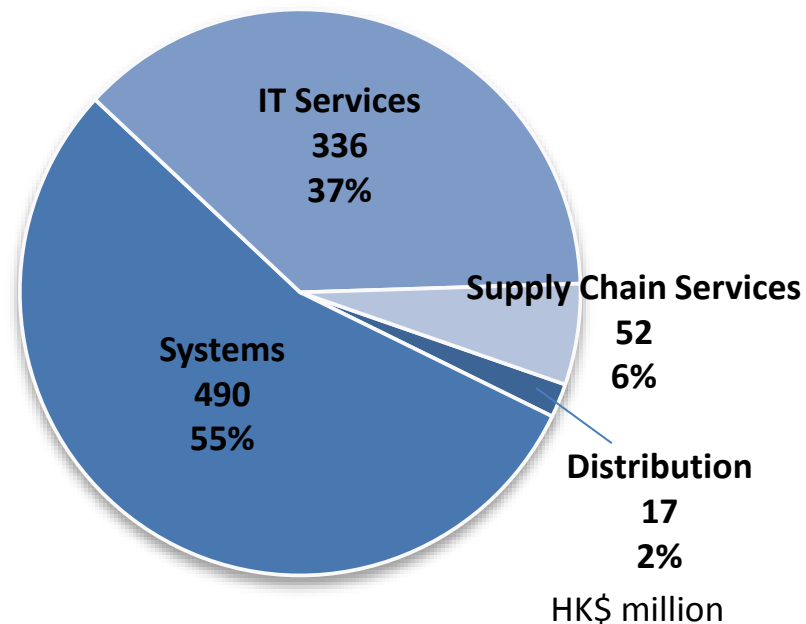
	31 Dec. 2013	31 Dec. 2012
Gross Gearing *	78.10%	71.12%
Net Gearing *	27.70%	16.19%
Current Ratio	1.36x	1.45x
Quick Ratio	1.06x	1.15x
	FY13 Annual	FY12/13 Q1-Q3
Capital Expenditure (HK\$ Million)	553	312
Interest Coverage *	-0.63	8.00
ROE(annualized)	1.45%	20.43%
ROA(annualized)	0.37%	5.35%

* 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*100%
 Interest Coverage = EBIT (include Interest income) / (Finance cost + Interest capitalized)

Business Review by Segments



FY13 Annual Revenue: HK\$ 52,265 million



FY13 Annual Segmental Results*: HK\$(113) million

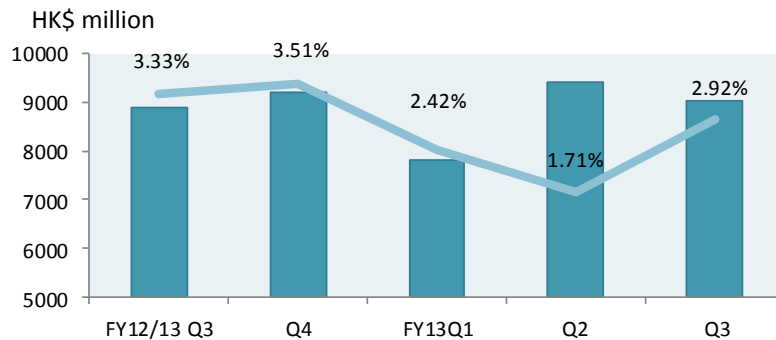
* After adjusting segmental results for interest income, unallocated income and gains, unallocated expenses and share of profits/losses of jointly-controlled entities and associates

Business Review by Segments – Distribution

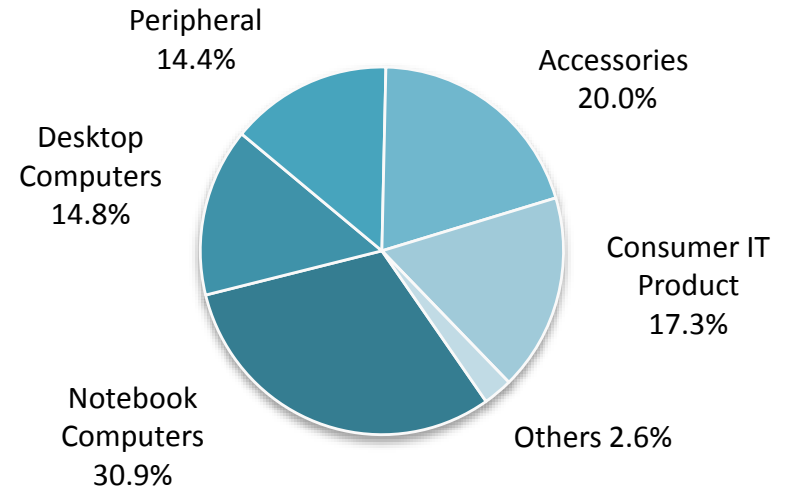
HK\$ million	FY13 Annual	YoY Growth
Revenue	26,254	-7.7%
Gross Margin (%)	2.34%	-88bps
Operating Expenses	(644)	-9.4%
Segmental Results	17	-92.4%

- Revenue down due to the continuous decline in demand for traditional products and rapid adjustment of channels profiles.
- Excluding advanced provision of employees' bonuses, the segment reported a 33% y-o-y reduction in HR expenses in FY13 thanks to HR optimisation.
- Consumer IT products and accessories recorded a rapid growth of 34.4% and 18.5% (excluding CES channel) respectively, driving a 1.6% yoy growth in revenue in Q3.
- Pioneer in the "Omni-channel" marketing strategy and keeps expanding cooperation with e-commerce customers like JD.com and Yixun.

Quarterly Revenue & Gross Margin



FY13 Annual Distribution Revenue Breakdown



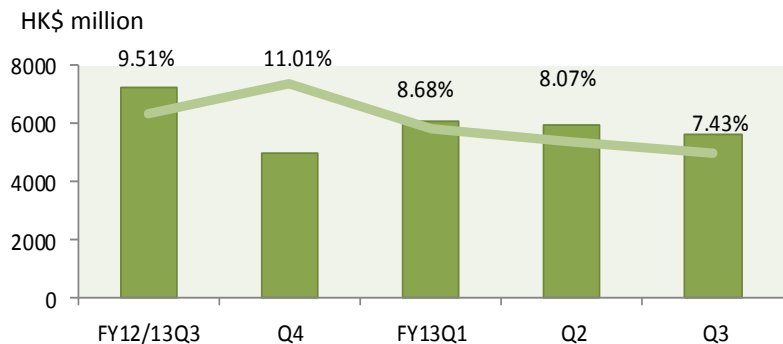
Note: CES channel is not included

Business Review by Segments – Systems

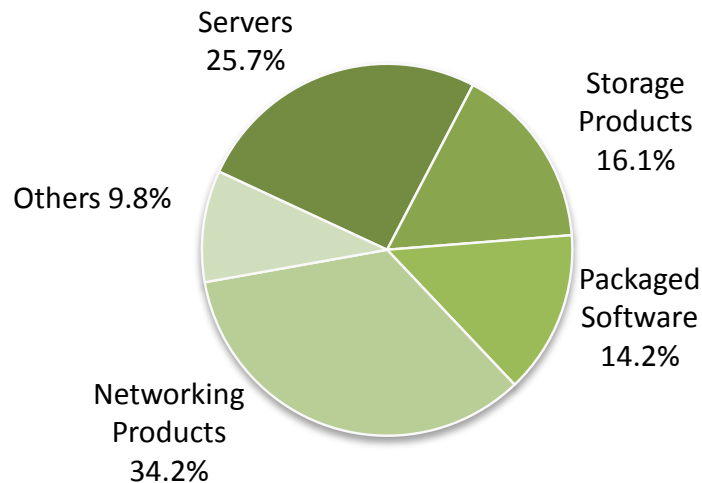
HK\$ million	FY13 Annual	YoY Growth
Revenue	17,638	-14.5%
Gross Margin (%)	8.08%	-111bps
Operating Expenses	(1,212)	+20.8%
Segmental Results	490	-50.4%

- Q3 Revenue down 22.6% yoy owing to slowdown in enterprise IT infrastructure investment and the rise of domestic brands.
- Assured its leadership in market shares for core product lines and expedited rolling out and expanding business with domestic brands. Sales of Huawei products grew by 64% yoy in FY13.
- Leveraged growth opportunities in the packaged software market and sales of packaged software products grew by 5.1% in Q3.

Quarterly Revenue & Gross Margin



FY13 Annual Systems Revenue Breakdown

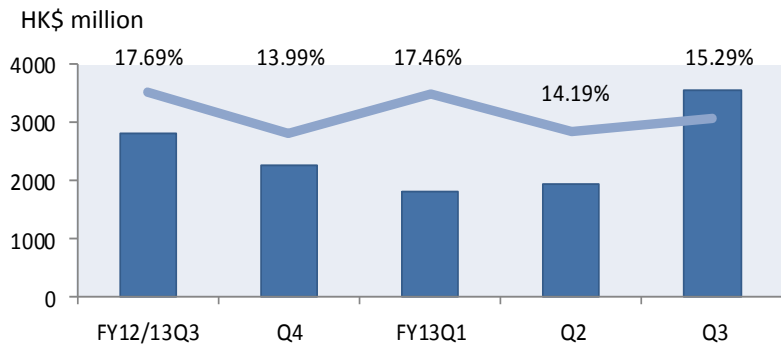


Business Review by Segments – IT Services

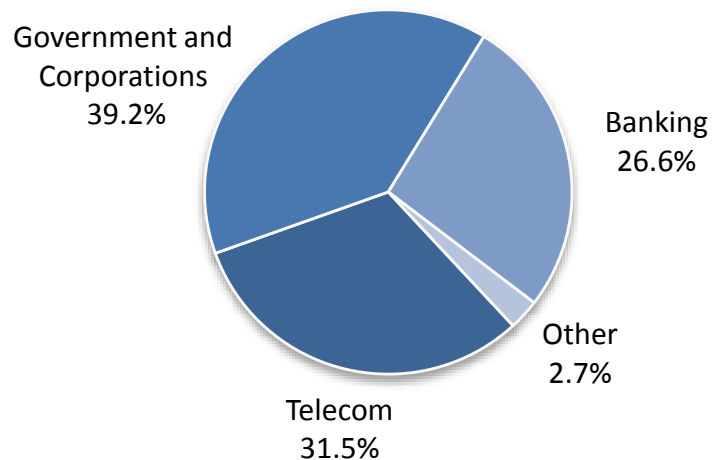
HK\$ million	FY13 Annual	YoY Growth
Revenue	7,307	+8.2%
Gross Margin (%)	15.53%	-112bps
Operating Expenses	(884)	-8.0%
Segmental Results	336	-26.9%

- Revenue grew by 27.6% yoy in Q3 thanks to persistent advancement in customer plan and enhanced efforts in industry diversification and regional coverage.
- IT Services Business was listed in A-share market (000555.SZ) in December 2013.
- Revenue from the financial and the government & corporations sub-sectors grew by 8.4% and 11.6% respectively in FY13.
- Software, technology services, operation, proprietary brand equipment contributed over 60% of profit and gross margin for the software and technology services parts was 26% in FY13.

Quarterly Revenue & Gross Margin



FY13 Annual Services Revenue Breakdown

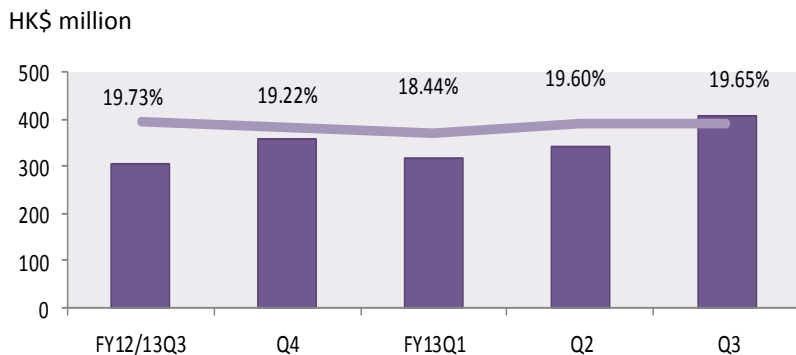


Business Review by Segments – Supply Chain Services

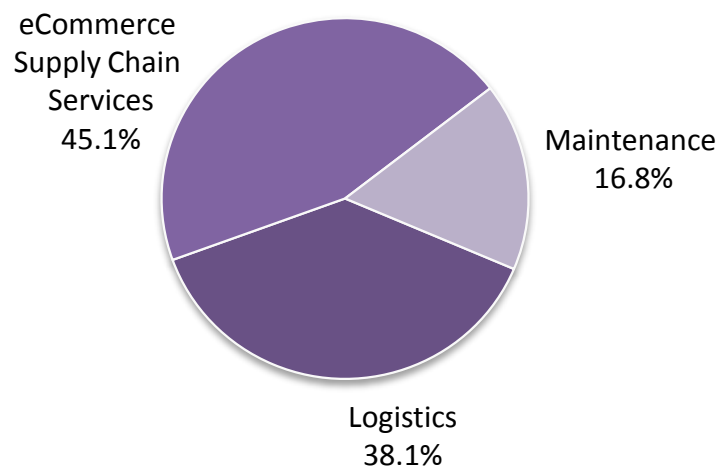
HK\$ million	FY13 Annual	YoY Growth
Revenue	1,065	+24.6%
Gross Margin (%)	19.27%	-145bps
Operating Expenses	(149)	+16.1%
Segmental Results	52	+45.0%

- Leveraging on the fast-growing market, revenue increased by 33.3% yoy in Q3.
- Enhanced capabilities in centralized procurement tenders and total outsourcing services for large customers such as BYD and won the centralised logistics procurement bid of China Mobile Terminal Company.
- In the maintenance business, the Group has started Microsoft Surface tablet maintenance services and signed up Xiaomi as customer. The number of profitable stores grew by 42%.

Quarterly Revenue & Gross Margin



FY13 Annual Supply Chain Services Revenue Breakdown



Progress in Public Information Service Platform

Launched Foshan's Integrated Citizen Service Platform with Foshan Government



The State Council has issued "Several Opinions on Promoting Information Consumption and Boosting Domestic Demand", aims to speed up Sm@rt City construction

China's first Public Information Service Platform, self-developed by Digital China, was formally launched

Zhangjiagang's integrated citizen service webpage went online



12.2012

08.2013

09.2013

10.2013

12.2013

Launched Fuzhou's Integrated Citizen Service Platform, first in the Country



Foshan's Integrated Citizen Service Platform was recognized as Foshan Government's official webpage for public services



Entered into Sm@rt City strategic cooperation agreements with Qingdao, Benxi and Baiyin in Q3, with 7 cities in total signed up during the financial year

From Reality to Virtual Images



Citizen

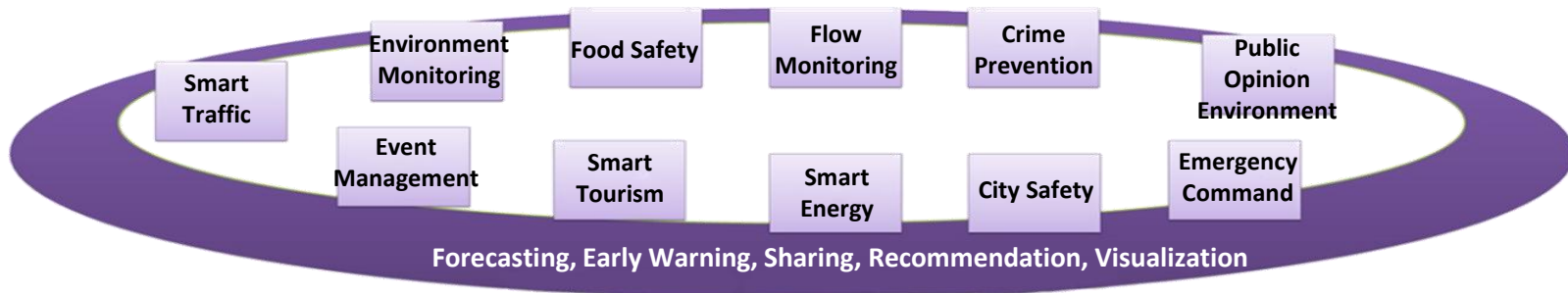


City Management Decision Makers

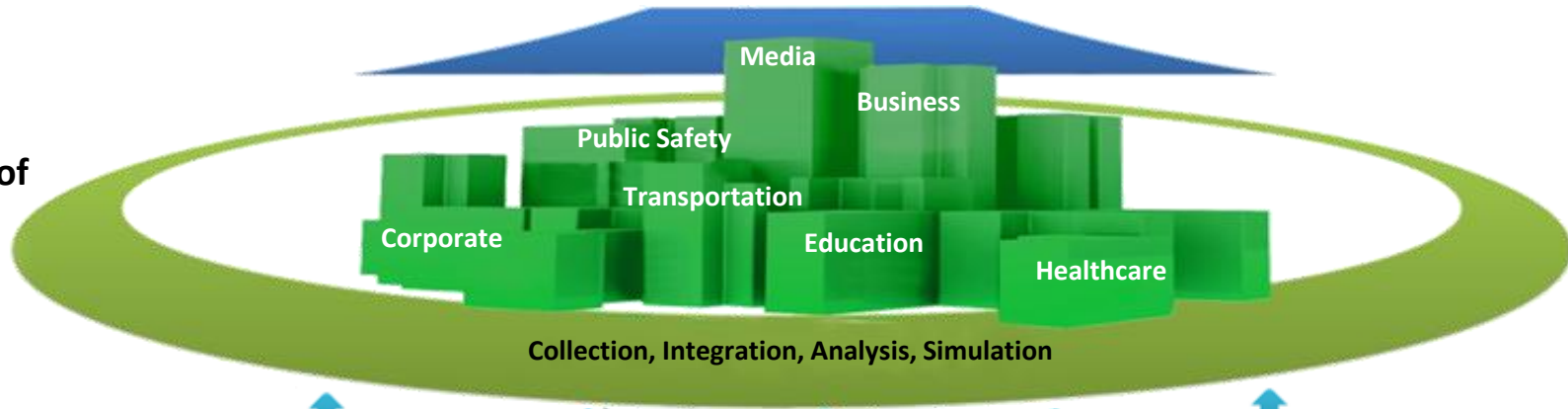


Corporate Users

Applications



Virtual Images of the City



Data Collection



Outlook

- In 2014, the Group has revised its past management philosophy to better adapt to the fast-changing IT industry. Each business unit will focus on its own business field, formulating and adjusting its strategy direction according to market changes. The authorization of decision-making to frontline business units will drive more initiative to unleash their productivity.
- 2013 has been a difficult year for the Group's traditional business. Looking forward to 2014, The Group's management is of the view that, initial signs of stabilization of Consumer IT market have been seen while demand in the Enterprise IT market, which is yet to stabilise, will pick up gradually, and expect those factors to provide solid supports for the Group's results.
- In 2014, IT Services Business will embark on a new journey, while logistics business will also continue to see solid developments driven by e-commerce and Mobile Internet development.
- A series of national policies on Sm@rt City development announced in 2013 has given immense encouragement to the management. In the next three years, the Group will roll out its Sm@rt City operation business in full scale, driving the Group's transformation to an Internet-based business model.



**Thank You
Questions & Answers**

FY13 Q3 (Dec quarter) Results

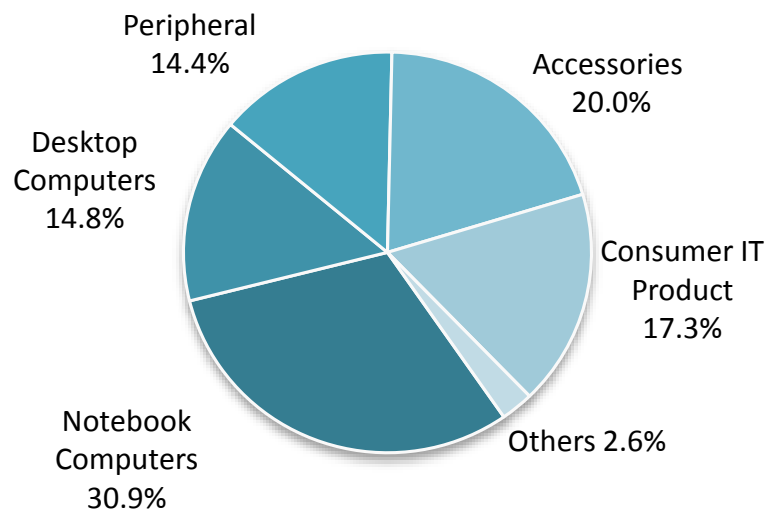
HK\$ million	Distribution		Systems		IT Services		Supply Chain		Consolidated	
	FY13 Annual	FY13 Q3	FY13 Annual	FY13 Q3	FY13 Annual	FY13 Q3	FY13 Annual	FY13 Q3	FY13 Annual	FY13 Q3
Revenue	26,254	9,036	17,638	5,624	7,307	3,570	1,065	406	52,265	18,636
<i>Y/Y Growth</i>	-7.7%	+1.6%	-14.5%	-22.6%	+8.2%	+27.6%	+24.6%	+33.3%	-7.8%	-3.3%
Gross Margin	2.34%	2.92%	8.08%	7.43%	15.53%	15.29%	19.27%	19.65%	6.46%	7.02%
<i>Y/Y Growth</i>	-88bps	-41bps	-111bps	-208bps	-112bps	-240bps	-145bps	-8bps	-80bps	-99bps
Operating Expenses	(644)	(324)	(1,212)	(466)	(884)	(370)	(149)	(69)	(4,430)^	(2,725)^
<i>Y/Y Growth</i>	-9.4%	+37.1%	+20.8%	+15.6%	-8.0%	-4.9%	+16.1%	+69.1%	+47.6%	+142.1%
Segmental Results	17	(47)	490	5	336	203	52	9	(113)*	(1,023)*
<i>Y/Y Growth</i>	-92.4%	-157.2%	-50.4%	-98.7%	-26.9%	+35.9%	+45.0%	+4.3%	-106.3%	-249.8%
Net Profit									84	(549)
<i>Y/Y Growth</i>									-92.8%	-227.7%

^ Expense of the group, includes headquarters expenses

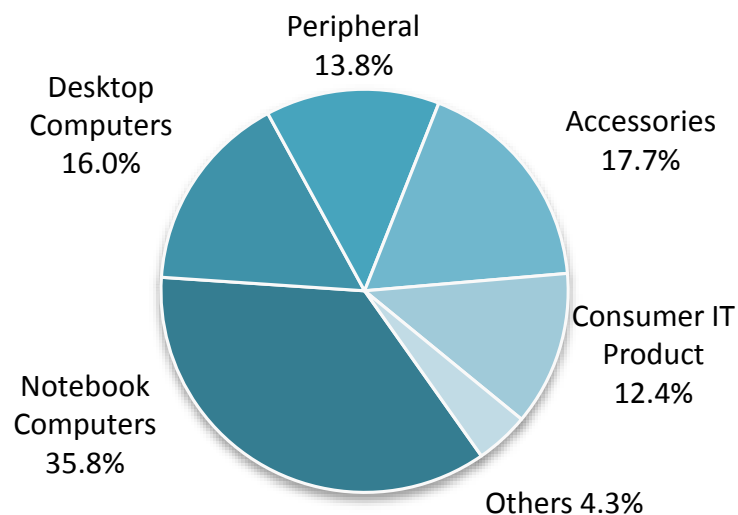
* After adjusting segmental results for interest income, unallocated income and gains, unallocated expenses and share of profits/losses of jointly-controlled entities and associates

Distribution Breakdown

FY13 Annual Distribution Revenue



FY12/13 Q1-Q3 Distribution Revenue



Note: CES channel is not included