

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分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十月二十八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，二零一四年十月二十八日

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：黃文宗先生、倪虹小姐、王家龍先生、劉允博士及嚴曉燕女士

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	103/10/28	16:30	香港(魚則)魚涌英皇道 979 號太古坊德宏大廈 20 樓 2008 室	報告本公司截至 2014 年 9 月 30 日止九個月之第三季度業績	91086120141028M004.pdf	91086120141028E004.pdf	http://www.digitalchina.com.hk	無

Digital China Holdings Limited

神州數碼控股有限公司

(Incorporated in Bermuda with limited liability 於百慕達註冊成立之有限公司)

Stock Code 股份代號: 00861



2014財年第三季度業績公告

2014年10月28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個渠道合作夥伴, 超過300個廠商合作夥伴

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

大客戶

企業市場

中小企業市場

消費市場

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

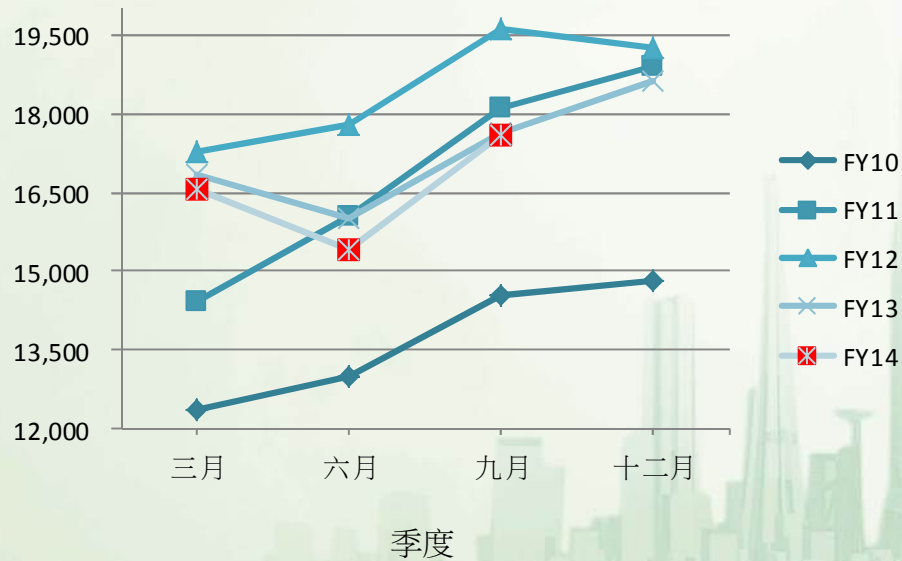
投資亮點 - 智慧城市

- 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

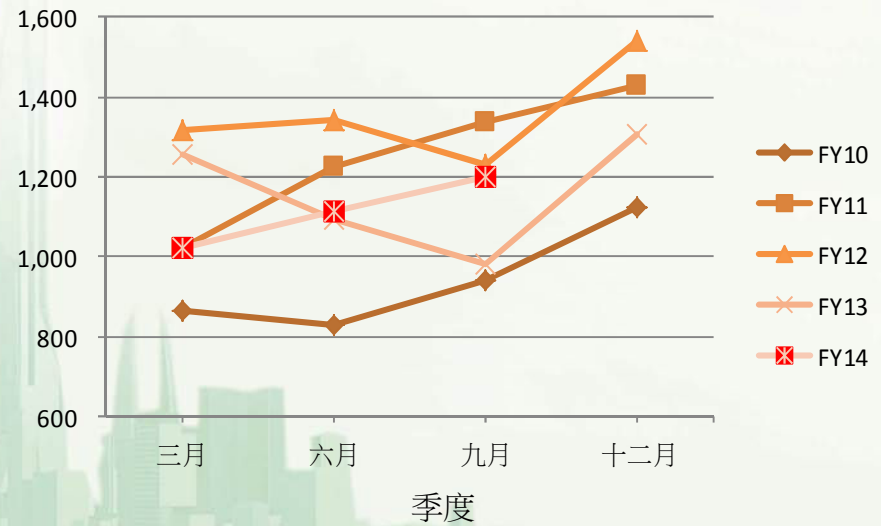


財務回顧 - 5年

營業額(百萬港元)



毛利(百萬港元)



財務回顧 – 14財年首三季度

“14財年首三季度”表示截至2014年9月30日止9個月，下同
“14財年第三季度”表示截至2014年9月30日止3個月，下同

14財年首三季度重點財務數字：

- 營業額達港幣49,551百萬元，同比↓1.8%；
- 整體毛利率為6.73%，去年同期為6.60%，同比↑13個基點；
- 母公司股東應佔溢利為港幣619百萬元，同比↓25.4%；
- 基本每股盈利為57.74港仙，同比↓25.6%；
- 經營活動所得現金流量實現淨流入港幣715百萬元；
- 現金周轉為31.37天，去年同期為26.56天。

14財年第三季度重點財務數字：

- 營業額達港幣17,578百萬元，同比↓0.2%，毛利率為6.81%；
- 母公司股東應佔溢利為港幣220百萬元，同比↓19.1%。

財務回顧 - 收益表摘要

港幣百萬元	14財年 首三季度	13財年 首三季度	變動
營業額	49,551	50,454	-1.8%
毛利	3,333	3,330	+0.1%
其他收入及收益	410	681	-39.8%
營運費用總額*	(2,759)	(2,782)	-0.8%
經營溢利	984	1,229	-20.0%
融資成本	(193)	(190)	+1.3%
稅項	(142)	(211)	-32.7%
股東應佔溢利	619	829	-25.4%
基本每股盈利(港仙)	57.74	77.64	-25.6%

*匯兌損失確認在營運費用中

財務回顧 - 財務狀況表

港幣百萬元	2014年9月30日	2014年6月30日	2013年9月30日
固定資產	1,462	1,462	1,707
其他非流動資產	5,461	4,838	2,524
存貨	5,384	5,730	5,176
應收貿易帳款及應收票據	10,571	9,892	11,622
預付款項、按金及其他應收款項	2,946	2,957	3,647
其他流動資產	1,572	1,026	430
現金及現金等價物	3,297	3,779	3,901
總資產	30,693	29,684	29,007
應付貿易帳款及應付票據	9,658	9,551	11,167
其他流動負債	3,371	3,388	3,120
付息銀行貸款(流動)	7,052	4,863	3,053
付息銀行貸款(非流動)	1,065	2,615	2,713
其他非流動負債	43	44	-
總負債	21,189	20,461	20,053
股本	109	109	109
其他儲備	3,689	3,670	3,425
保留盈利	4,302	4,081	4,508
擬派末期股息	-	-	-
非控股權益	1,404	1,363	912
權益總額	9,504	9,223	8,954

財務回顧 - 其他財務指標

營運資金

日數	14財年 首三季度	13財年 首三季度	變動
應收帳款	60.12	63.02	-2.90
存貨	32.19	30.37	+1.82
應付帳款	60.94	66.83	-5.89
現金周轉天數	31.37	26.56	+4.81

其他比率及財務資料

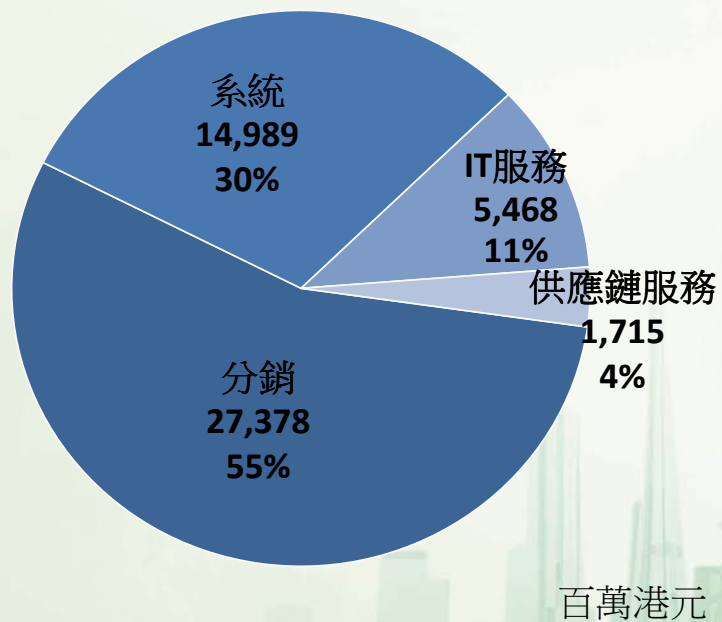
	2014年9月30日	2013年9月30日
總負債比率*	100.22%	71.69%
淨負債比率*	59.52%	23.18%
流動比率	1.18X	1.43X
速動比率	0.92X	1.13X
	14財年 首三季度	13財年 首三季度
資本開支 (港幣百萬元)	789	957
利息保障倍數*	5.29X	6.67X
股本回報率 (年化)	10.19%	13.75%
資產回報率 (年化)	2.73%	3.87%

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

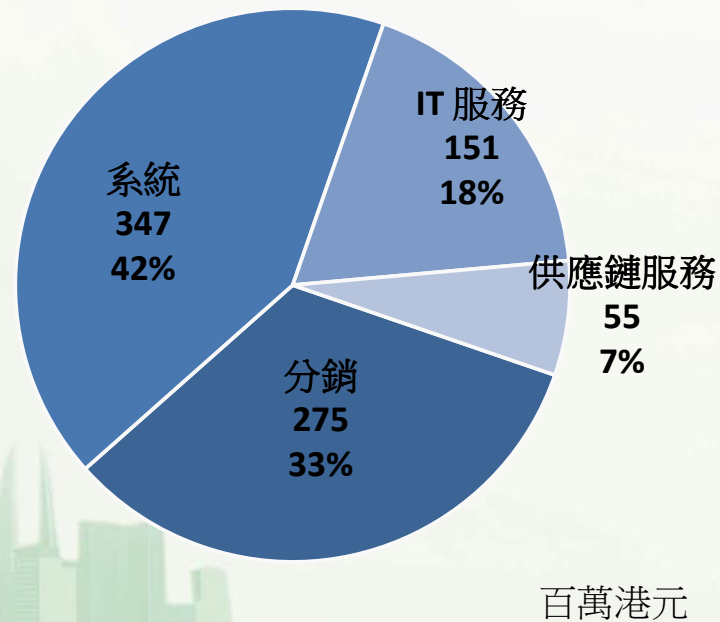
淨負債比率= (外部借款 + 應付債券 - 現金) / 母公司股東權益 * 100%

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

分部業務回顧



14財年首三季度營業額:
港幣**49,551**百萬元



14財年首三季度分部業績*:
港幣**1,020**百萬元

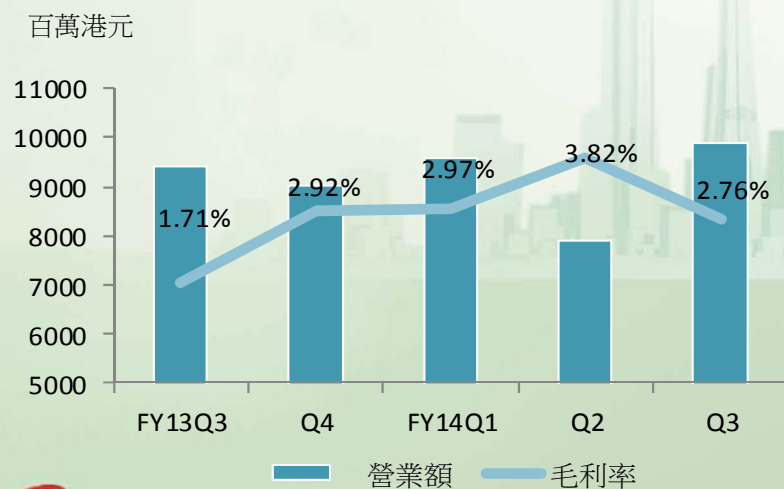
*分部業績已就利息收入、未分類收入及收益、未分類開支、應佔合營企業及聯營公司的盈利/虧損作出調整

分部業務回顧－分銷業務

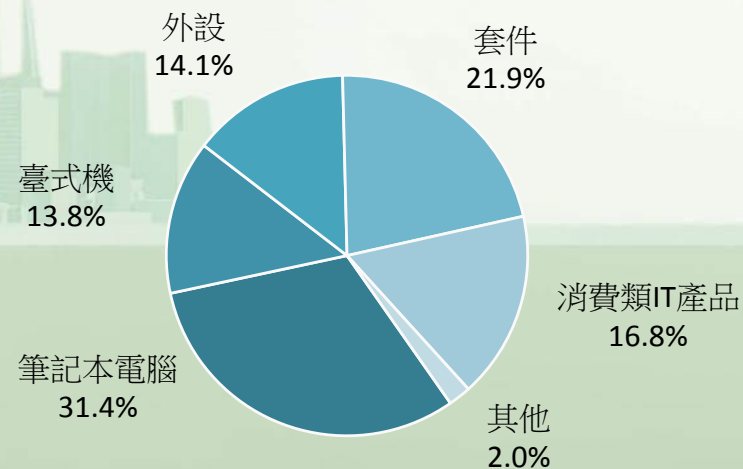
百萬港元	14財年 首三季度	同比增長
營業額	27,378	+3.6%
毛利率(%)	3.14%	+59bps
營運費用	589	+27.5%
分部業績	275	+9.7%

- 連續四個季度實現收入同比增長，第三季度同比增長5.1%。
- 持續推進全渠道佈局，第三季度CES、電商業務營業額分別實現21.5%和27.2%的高增長。
- 套件產品、外設產品前三季度營業額同比分別增長16.4%和6.7%；集團推進桌上型電腦業務佈局，第三季度桌上型電腦營業額同比增長14.6%。
- 完善CES零售管理能力；在保持與主流電商合作基礎上，持續推進與平臺型電商的業務合作。

季度營業額和毛利率



14財年首三季度分銷業務營業額



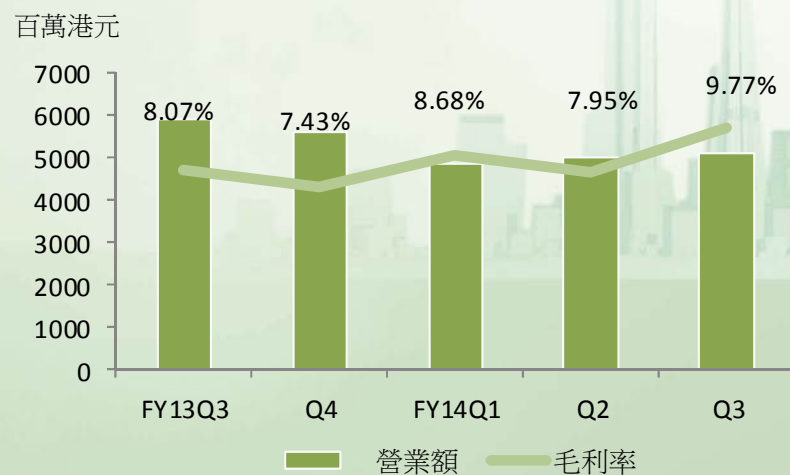
備注：不含CES渠道

分部業務回顧－系統業務

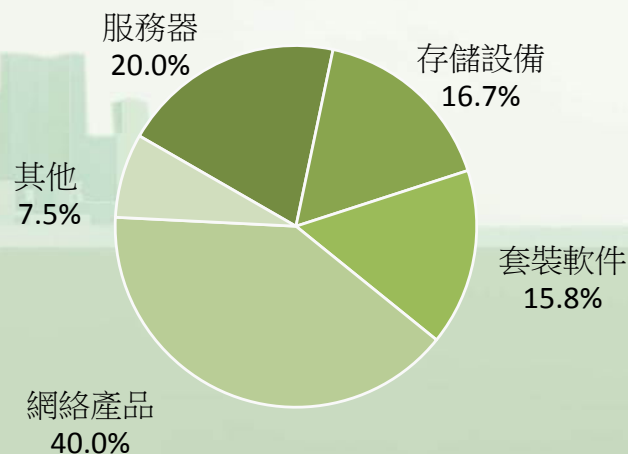
百萬港元	14財年 首三季度	同比增長
營業額	14,989	-11.9%
毛利率(%)	8.81%	-34bps
營運費用	1,024	-6.7%
分部業績	347	-50.2%

- 系統業務初步企穩，第三季度同比收入下滑幅度較上一季度收窄。
- 第三季度在網絡產品和套裝軟件毛利率大幅提升帶動下，整體系統業務毛利率回升。
- 華為業務持續高速增長，第三季度同比收入增長94.9%，帶動網絡產品業務實現正向增長。
- 抓住“雲計算”、“國產品牌”的市場機會，持續完善業務佈局；探索互聯網業務模式，推動業務轉型。

季度營業額和毛利率



14財年首三季度系統業務營業額

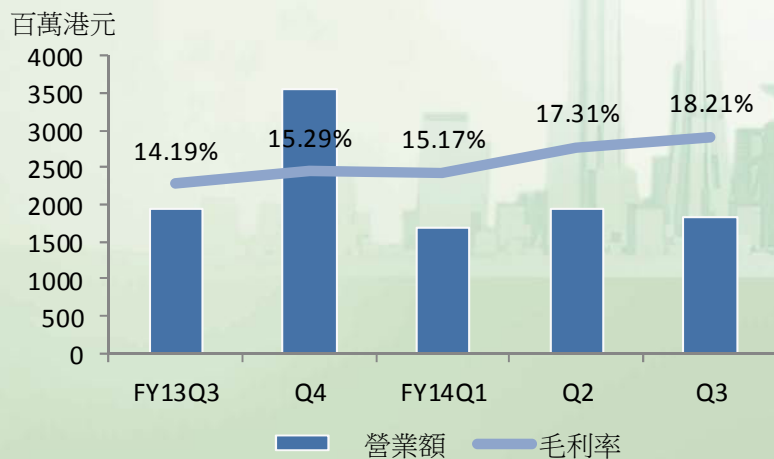


分部業務回顧 – IT服務業務

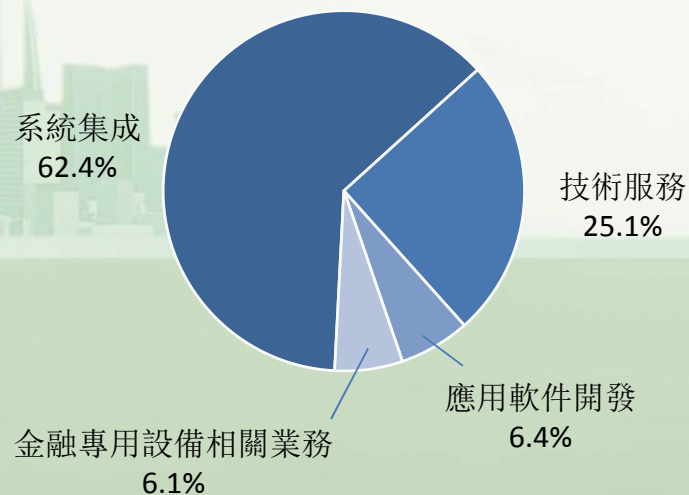
百萬港元	14財年 首三季度	同比增長
營業額	5,468	-8.8%
毛利率(%)	16.95%	+185bps
營運費用	829	-0.9%
分部業績	151	+7.2%

- 系統集成業務收入同比下降，導致IT服務業務整體收入同比下滑。
- 軟件、技術服務、運營、自有品牌設備前三季度業務收入佔比為**38%**，較去年同期提升**7**個百分點。
- 業務結構持續優化，亦帶動本財年第三季度服務業務毛利率升至**18.21%**，比去年同期增長**402**個基點。
- 前三季度，技術服務業務營業額同比增長**11.4%**，在農業銀行、交銀租賃等客戶實現簽約突破;金融專用設備業務營業額同比增長**22.5%**。

季度營業額和毛利率



14財年首三季度服務業務營業額

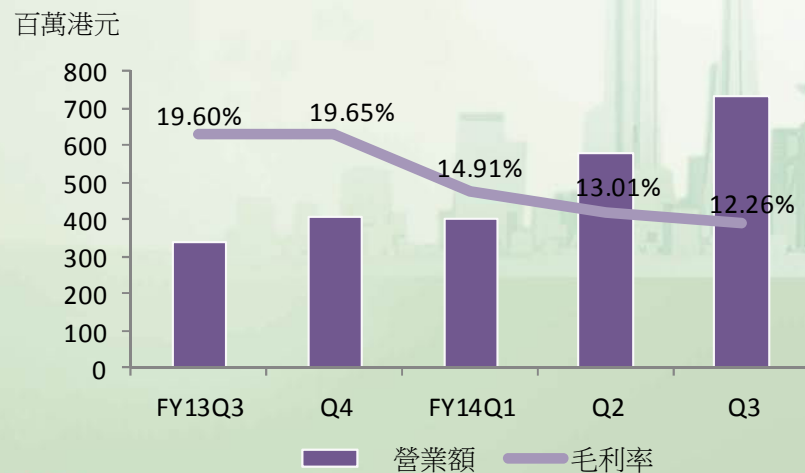


分部業務回顧 – 供應鏈服務業務

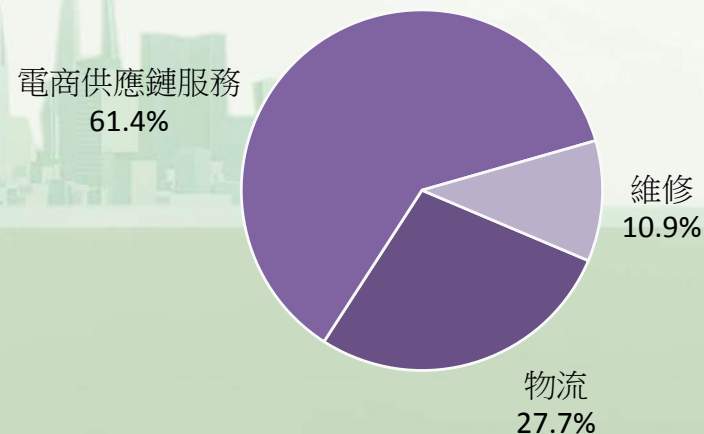
百萬港元	14財年 首三季度	同比增長
營業額	1,715	+68.9%
毛利率(%)	13.13%	-597bps
營運費用	171	+24.5%
分部業績	55	+2.1%

- 在電商供應鏈服務增長231.2%的推動下，第三季度供應鏈服務業務營業額同比增長115.2%。
- 持續完善業務佈局，挖掘新老客戶的深度合作，打造服務業務新模式，提升業務價值。
- 在B2C物流方面，與個人消費品的市場領先者加強合作，簽約探路者及寶潔公司的經銷商。
- 維修方面，在移動終端、互聯網設備、家電等3C新興領域積極拓展合作夥伴。

季度營業額和毛利率



14財年首三季度供應鏈服務營業額



業務展望

- 二零一四年下半年，中國經濟形勢錯綜複雜，同時新業務模式和新技術的快速發展，促使IT市場結構加速轉變。
- 分銷業務加快完成“全渠道”佈局，重點打造零售管理和線上分銷。系統業務圍繞“雲技術”構建業務能力，同時探索與互聯網相結合的業務模式，推動業務轉型。服務業務持續調整業務結構，並確保全年業績目標的達成。
- 本集團將順應產業發展趨勢，大力推進“智慧城市”並重點投入“自主可控”、雲服務以及大數據等領域。
- 本集團的業務佈局未來將沿著多元化這一總體戰略深入推進，加大對新型業務的培育。

謝謝

問答時間

請關注微信號“DigitalChinaIR” 以獲取我們的最新資訊！

14財年第2季度業績

港幣百萬元	分銷		系統		服務		供應鏈服務		綜合	
	14財年 首三季度	14財年 第三季度	14財年 首三季度	14財年 第三季度	14財年 首三季度	14財年 第三季度	14財年 首三季度	14財年 第三季度	14財年 首三季度	14財年 第三季度
營業額	27,378	9,891	14,989	5,115	5,468	1,838	1,715	734	49,551	17,578
同比增長, %	+3.6%	+5.1%	-11.9%	-13.7%	-8.8%	-5.1%	+68.9%	+115.2%	-1.8%	-0.2%
毛利率 (%)	3.14%	2.76%	8.81%	9.77%	16.95%	18.21%	13.13%	12.26%	6.73%	6.81%
同比增長, 基點	+59bps	+105bps	-34bps	+170bps	+185bps	+402bps	-597bps	-734bps	+13bps	+124bps
營運費用#	(589)	(237)	(1,024)	(342)	(829)	(312)	(171)	(70)	(2,759)^	(999)^
同比增長, %	+27.5%	+49.0%	-6.7%	-8.1%	-0.9%	+12.1%	+24.5%	+60.1%	-0.8%^	+12.8%^
分部業績	275	40	347	159	151	28	55	19	1,020*	340*
同比增長, %	+9.7%	+61.1%	-50.2%	-17.7%	+7.2%	-15.1%	+2.1%	-4.3%	-19.7%	-4.6%
淨利									619	220
同比增長, %									-25.4%	-19.1%

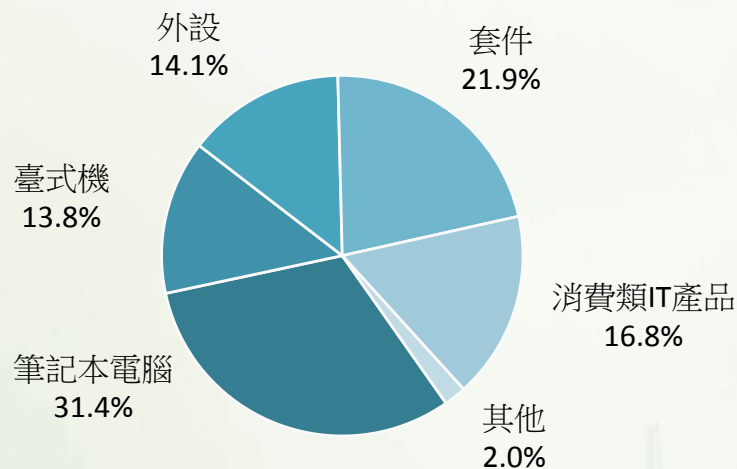
#匯兌損失確認在營運費用中

^整個集團費用,已包括總部費用

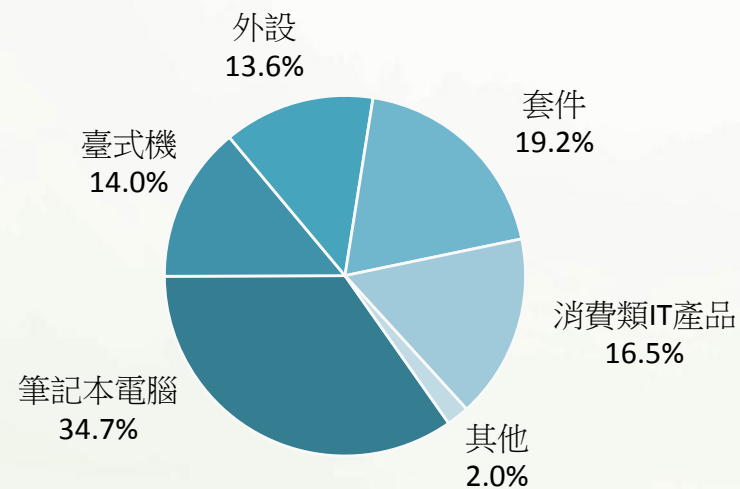
*分部業績已就利息收入、未分類收入及收益、未分類開支、應佔合營企業及聯營公司的盈利/虧損作出調整

分銷及服務業務明細

14財年首三季度分銷業務營業額

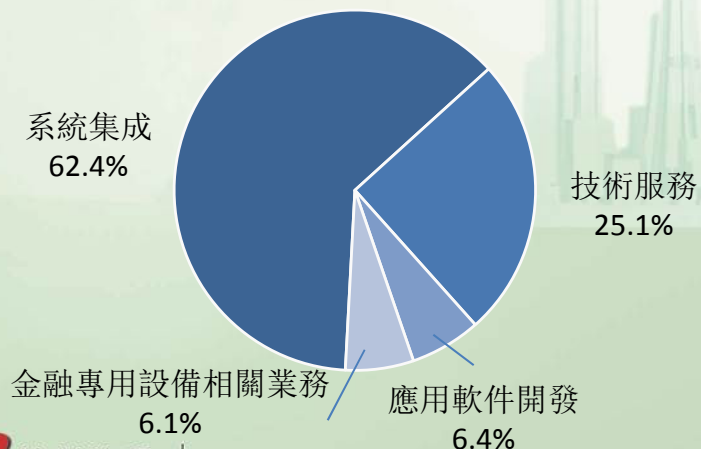


13財年首三季度分銷業務營業額

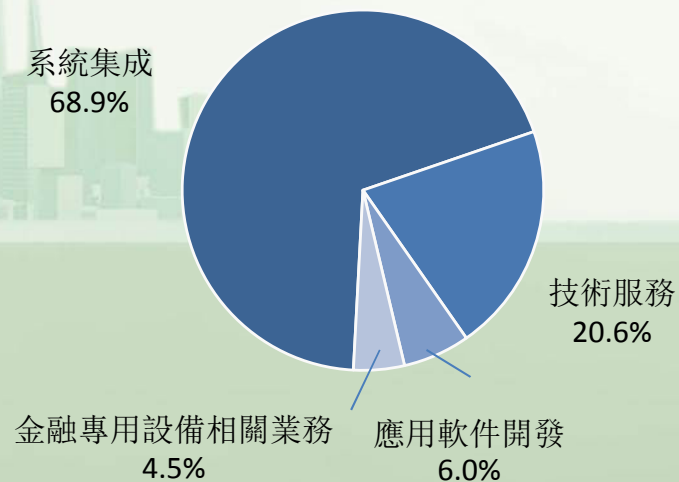


備注: 不含CES渠道

14財年首三季度服務業務營業額



13財年首三季度服務業務營業額



公共信息服務平臺發展歷程

與佛山市政府發佈佛山市民融合服務平臺



12.2012

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

08.2013

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

10.2013

張家港市民網頁綜合服務系統正式上線



04.2014

與河北省簽署戰略合作框架協定; 發佈市民融合服務平臺3.0版本



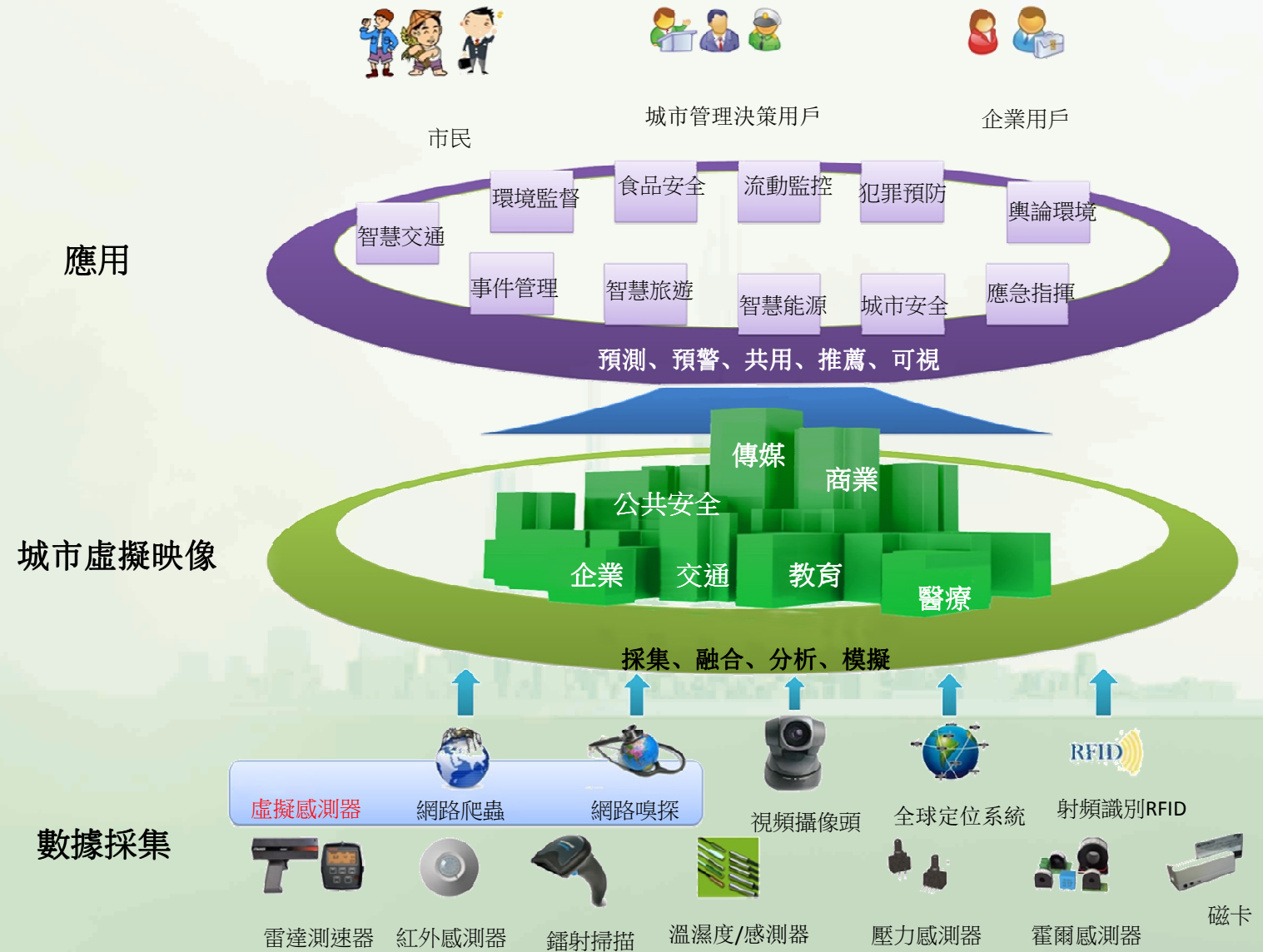
09.2014

與福州市政府共同推出國內首個市民融合服務平臺



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



Digital China Holdings Limited

神州數碼控股有限公司

(Incorporated in Bermuda with limited liability 於百慕達註冊成立之有限公司)

Stock Code 股份代號: 00861



FY2014 Third Quarterly Results Announcement

28 October 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.

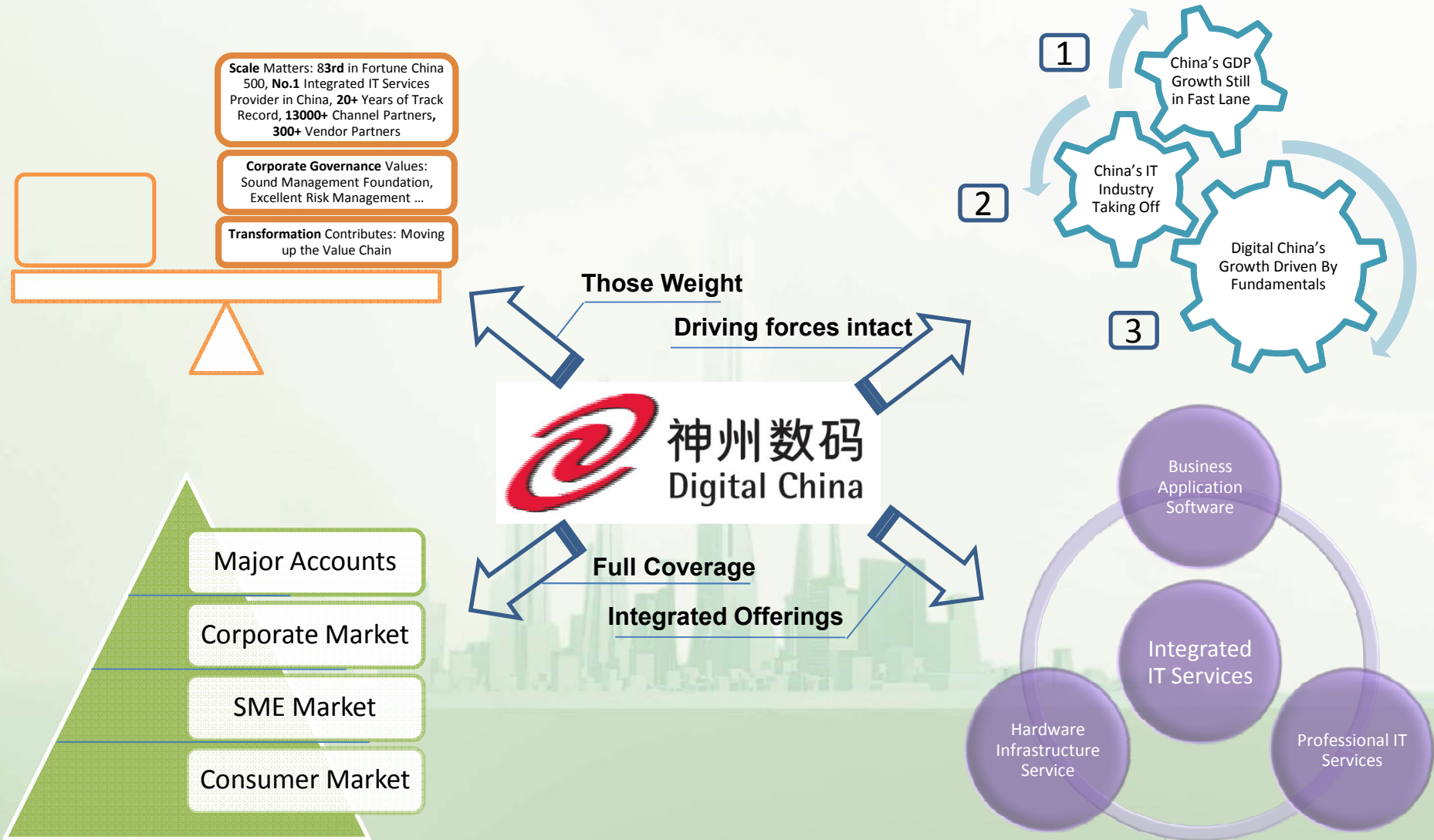
In addition, statistical and other information relating to the PRC and the technology industry contained in this presentation have been compiled from various publicly available official or unofficial sources generally believed to be reliable. However, the quality of such source materials cannot be guaranteed.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

Agenda



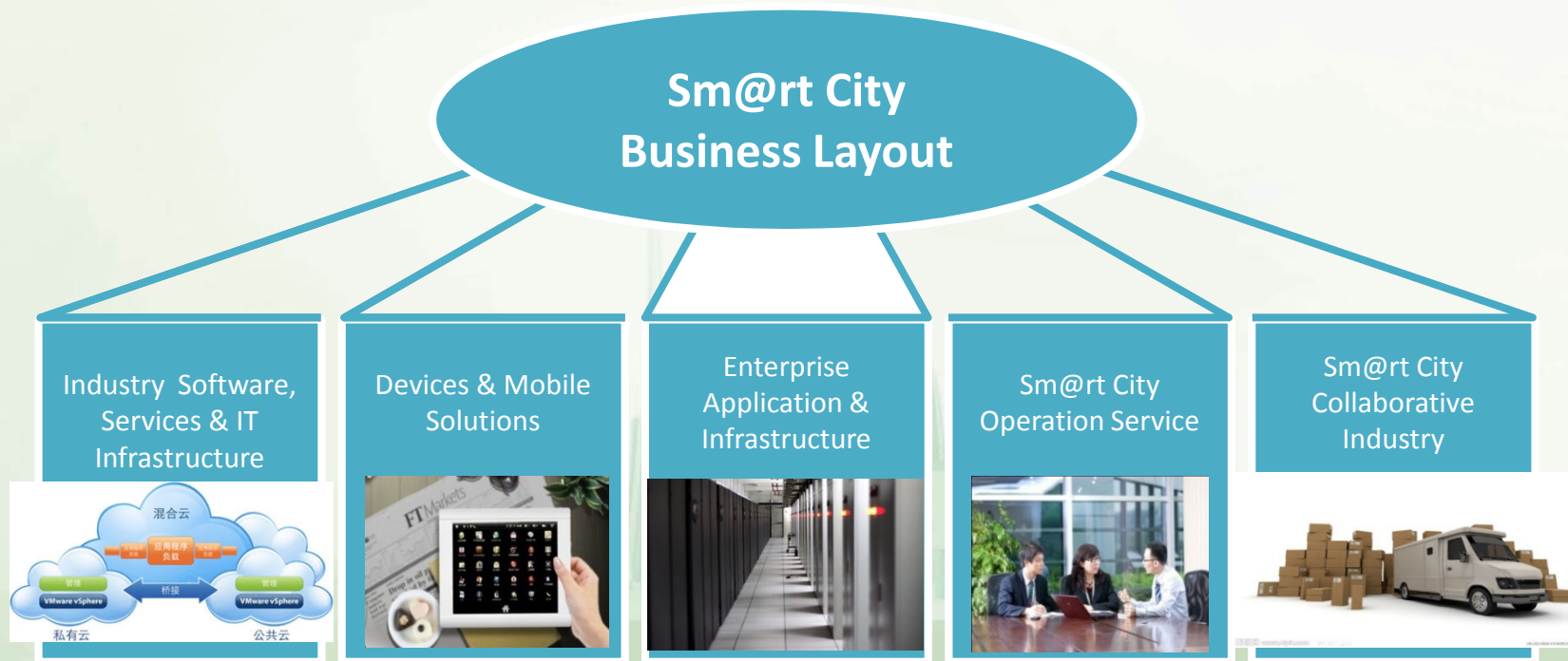
-  Investment Highlights
-  Financial Review
-  Business Review by Segments
-  Summary
-  Appendix

Investment Highlights



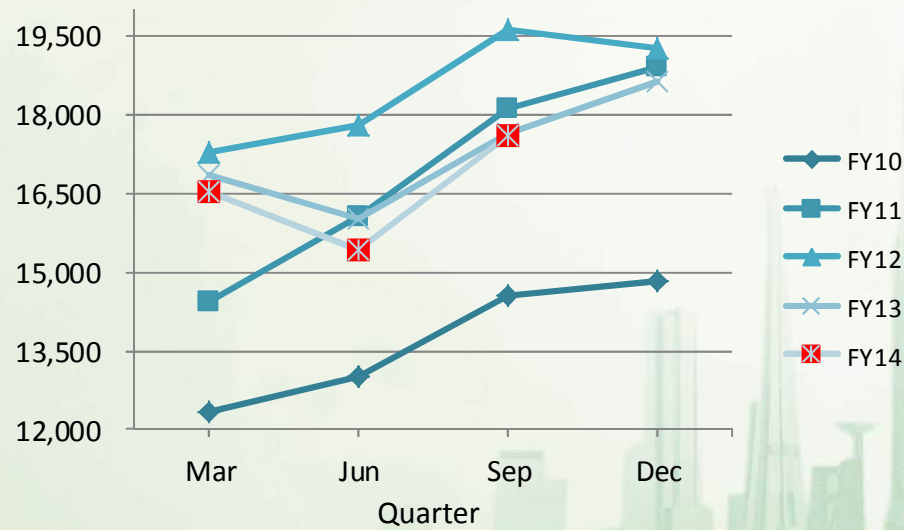
Investment Highlights – Sm@rt City

- 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

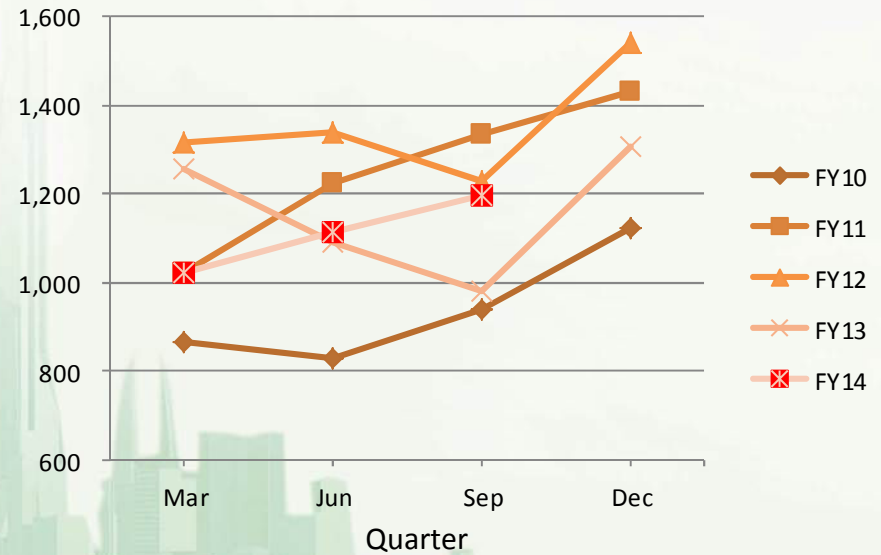


Financial Review – 5 Years

Revenue (HK\$ Million)



Gross Profit (HK\$ Million)



Financial Review – FY14 Q1-Q3

“FY14 Q1-Q3” refers to the nine months ended 30 September 2014 and hereafter

“FY14 Q3” refers to the three months ended 30 September 2014 and hereafter

FY14 Q1-Q3 Key Financial Figures:

- Revenue amounted to HK\$49,551 million, ↓1.8% yoy;
- Overall gross margin was 6.73%, vs. 6.60% last year, ↑13 bps;
- Profit attributable to equity holders was HK\$619 million, ↓25.4% yoy;
- Basic EPS amounted to 57.74 HK cents, ↓25.6% yoy;
- Net cash inflow from operating activities amounted to HK\$715 million;
- Cash conversion cycle is 31.37 days, vs. 26.56 days last year.

FY14 Q3 Key Financial Figures:

- Revenue was HK\$17,578 million, ↓0.2% yoy, gross margin was 6.81%;
- Profit attributable to equity holders was HK\$220 million, ↓19.1%.

Financial Review – Income Statement Highlights

HK\$ Million	FY14 Q1-Q3	FY13 Q1-Q3	Change
Revenue	49,551	50,454	-1.8%
Gross profit	3,333	3,330	+0.1%
Other income and gains	410	681	-39.8%
Total operating expenses*	(2,759)	(2,782)	-0.8%
Profit from operating activities	984	1,229	-20.0%
Finance costs	(193)	(190)	+1.3%
Tax	(142)	(211)	-32.7%
Profit attributable to equity holders	619	829	-25.4%
Basic EPS (HK Cents)	57.74	77.64	-25.6%

*Exchange loss is booked at operating expenses in FY14

Financial Review – Statement of Financial Position

HK\$ Million	30 Sep. 2014	30 Jun. 2014	30 Sep. 2013
Fixed assets	1,462	1,462	1,707
Other non-current assets	5,461	4,838	2,524
Inventories	5,384	5,730	5,176
Trade and bills receivables	10,571	9,892	11,622
Prepayments, deposits and other receivables	2,946	2,957	3,647
Other current assets	1,572	1,026	430
Cash and cash equivalents	3,297	3,779	3,901
Total assets	30,693	29,684	29,007
Trade and bills payables	9,658	9,551	11,167
Other current liabilities	3,371	3,388	3,120
Interest-bearing bank borrowings (current)	7,052	4,863	3,053
Interest-bearing bank borrowings (non-current)	1,065	2,615	2,713
Other non-current liabilities	43	44	-
Total liabilities	21,189	20,461	20,053
Issued capital	109	109	109
Other reserves	3,689	3,670	3,425
Retained earnings	4,302	4,081	4,508
Proposed final dividend	-	-	-
Non-controlling interests	1,404	1,363	912
Total equity	9,504	9,223	8,954

Financial Review – Other Financial Indicators

Working Capital

No. of Days	FY14 Q1-Q3	FY13 Q1-Q3	Change
Account Receivables	60.12	63.02	-2.90
Inventory	32.19	30.37	+1.82
Account Payables	60.94	66.83	-5.89
Cash Cycle	31.37	26.56	+4.81

Other ratios and financial figures

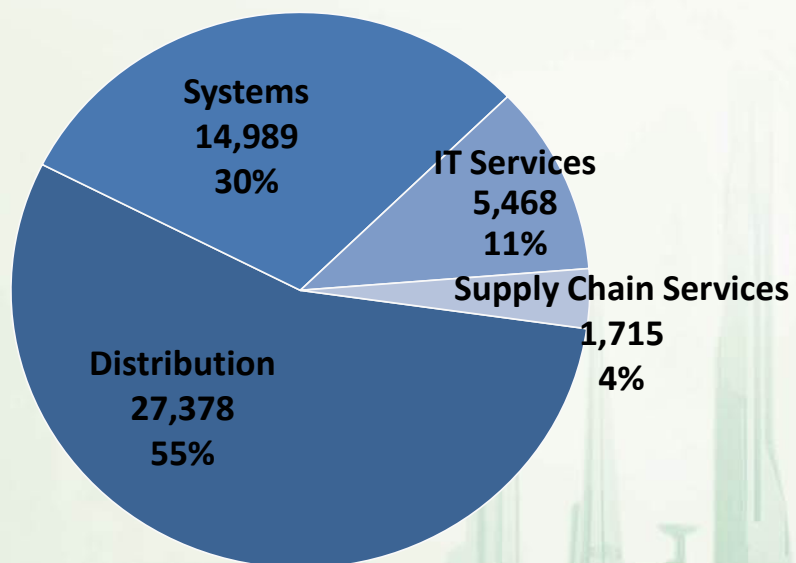
	30 Sep. 2014	30 Sep. 2013
Gross Gearing *	100.22%	71.69%
Net Gearing *	59.52%	23.18%
Current Ratio	1.18X	1.43X
Quick Ratio	0.92X	1.13X
	FY14 Q1-Q3	FY13 Q1-Q3
Capital Expenditure (HK\$ Million)	789	957
Interest Coverage *	5.29X	6.67X
ROE(annualized)	10.19%	13.75%
ROA(annualized)	2.73%	3.87%

* 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%

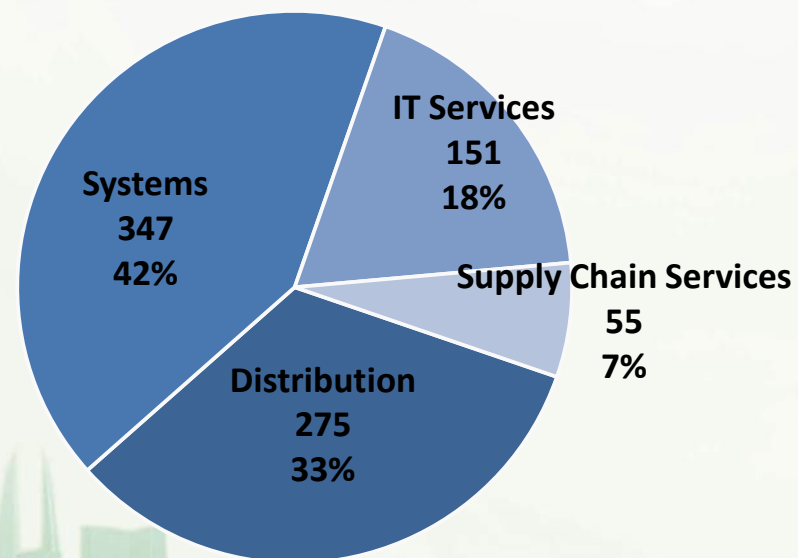
Interest Coverage = EBIT (include interest income) / (Finance cost + Interest capitalized)

Business Review by Segments



HK\$ million

FY14 Q1-Q3 Revenue: HK\$49,551 million



HK\$ million

FY14 Q1-Q3 Segmental Results*: HK\$1,020 million

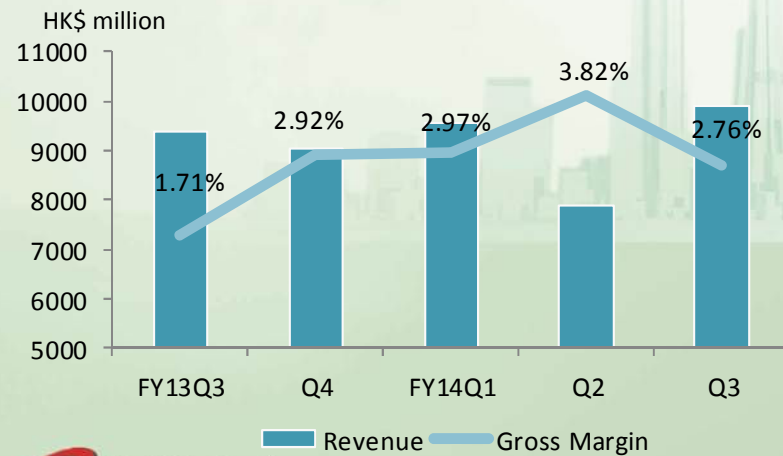
* After adjusting segmental results for interest income, unallocated income and gains, unallocated expenses and share of profits/losses of joint ventures and associates

Business Review by Segments – Distribution

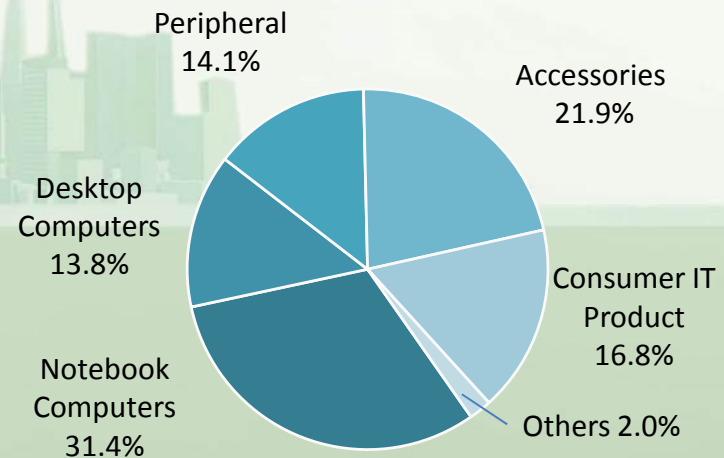
HK\$ million	FY14 Q1-Q3	YoY Growth
Revenue	27,378	+3.6%
Gross Margin (%)	3.14%	+59bps
Operating Expenses	589	+27.5%
Segmental Results	275	+9.7%

- Reported year-on-year revenue growth for four quarters in a row, with FY14Q3 growing by 5.1% yoy.
- Continued to enhance Omni-Channel coverage, reporting revenue growth of 21.5% and 27.2% in CES and e-commerce businesses respectively in FY14Q3.
- Revenue for accessories and peripherals grew by 16.4% and 6.7% yoy in Q1-Q3; with advanced deployment of desktop computers business, revenue for desktop computers in Q3 grew by 14.6% yoy.
- Enhancing CES retail management capabilities; driving business partnership with e-commerce platforms while maintaining cooperation with mainstream e-commerce players.

Quarterly Revenue & Gross Margin







FY14 Q1-Q3 Distribution Revenue Breakdown



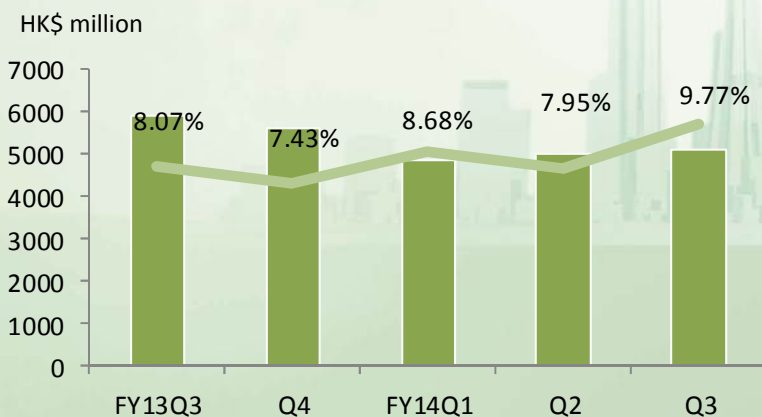
Note: CES channel is not included

Business Review by Segments – Systems

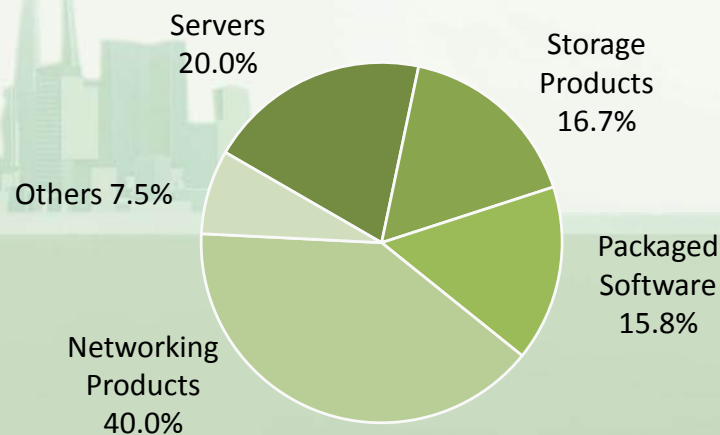
HK\$ million	FY14 Q1-Q3	YoY Growth
Revenue	14,989	-11.9%
Gross Margin (%)	8.81%	-34bps
Operating Expenses	1,024	-6.7%
Segmental Results	347	-50.2%

-  Preliminarily stabilised with Q3 revenue decline narrowed as compared to previous quarter.
-  Driven by the significant growth in gross profit margins of networking products and packaged softwares, overall gross profit margin in Q3 improved.
-  Huawei business continued to report strong revenue growth of 94.9% for Q3, driving an overall positive growth for networking products.
-  Leveraging opportunities in “Cloud Computing” and “Domestic Brands”, exploring Internet-based models to drive business transformation.

Quarterly Revenue & Gross Margin



FY14 Q1-Q3 Systems Revenue Breakdown

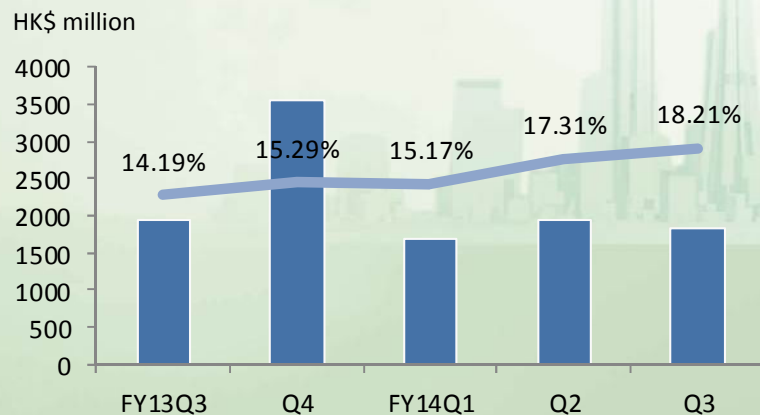


Business Review by Segments – IT Services

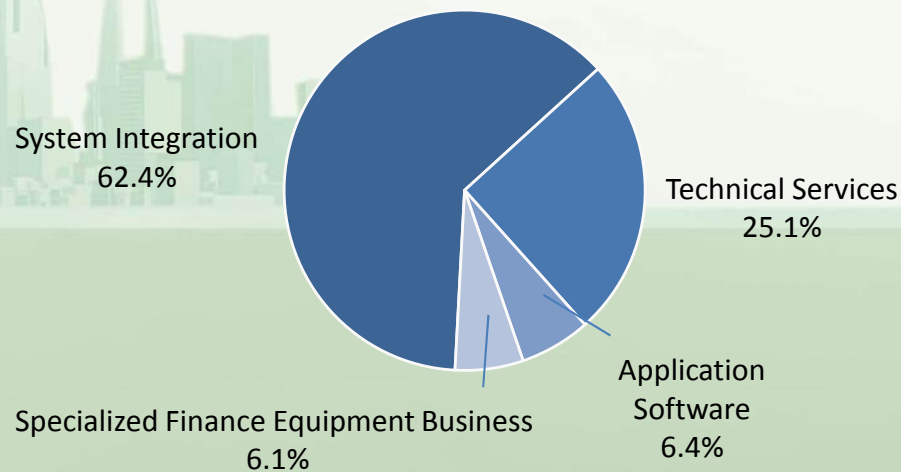
HK\$ million	FY14 Q1-Q3	YoY Growth
Revenue	5,468	-8.8%
Gross Margin (%)	16.95%	+185bps
Operating Expenses	829	-0.9%
Segmental Results	151	+7.2%

- The decline in revenue of the system integration business has led to decline in revenue of the overall IT Services segment .
- Software, technical services, operating, proprietary brand equipment businesses accounted for 38% of the overall revenue in Q1-Q3, up 7 % points yoy.
- The ongoing business mix optimisation has driven up gross profit margin of Services Business in Q3 to 18.21%, up 402 basis points yoy.
- In Q1-Q3, technical services business reported revenue growth of 11.4% yoy, signing new contracts with customers such as the Agricultural Bank and BOCOM Leasing; Specialised financial equipment business reported revenue growth of 22.5% yoy.

Quarterly Revenue & Gross Margin



FY14 Q1-Q3 Services Revenue Breakdown

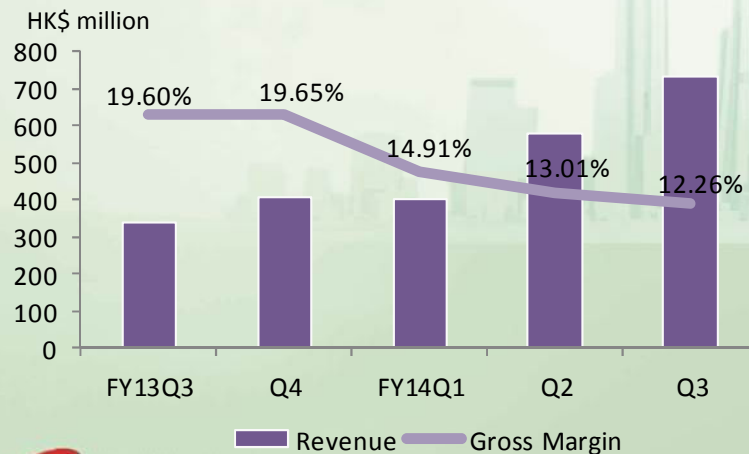


Business Review by Segments – Supply Chain Services

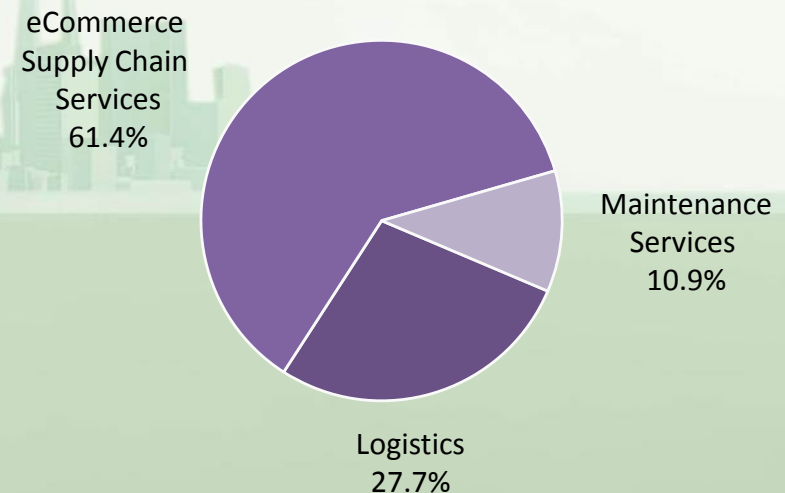
HK\$ million	FY14 Q1-Q3	YoY Growth
Revenue	1,715	+68.9%
Gross Margin (%)	13.13%	-597bps
Operating Expenses	171	+24.5%
Segmental Results	55	+2.1%

- Driven by a 231.2% growth in the e-commerce supply chain services business, turnover for the whole segment grew by 115.2% yoy in Q3.
- Ongoing efforts to enhance business deployment and identify opportunities for cooperation with old and new customers, creating new service business models to uplift business value.
- In terms of B2C logistics, strengthened cooperation with market leaders in personal consumer goods, signing up distributors of Tread and P&G.
- For the maintenance business, partners in emerging 3C sectors such as mobile devices, Internet equipments and home appliances were actively sought.

Quarterly Revenue & Gross Margin



FY14 Q1-Q3 Supply Chain Services Revenue Breakdown



Outlook

- In the second half of 2014, China's economic landscape will remain complicated, while the change of the IT market structure will speed up boosted by the rapid development of new business models and technologies.
- The Distribution Business will expedite the completion of "Omni-Channel" deployment with focuses on retail management and online distribution, to achieve comprehensive business coverage. The Systems Business will build capabilities in "Cloud Technologies" and explore business models that integrate with the Internet to drive business transformation. The Services Business will continue to adjust its business mix and ensure the accomplishment of its annual result targets.
- Going with industry trends, the Group will drive the development of the "Sm@rt City" and make key efforts in areas such as "Autonomous Controllability", Cloud Services and Big Data.
- The Group's business layout in the future will be advanced in line with the general strategy of diversification, with more efforts on fostering new businesses.

Thank You

Questions & Answers

Please follow our WeChat ID “DigitalChinaIR” and receive our latest Update!

FY14 Q3 Results

HK\$ million	Distribution		Systems		IT Services		Supply Chain		Consolidated	
	FY14 Q1-Q3	FY14 Q3	FY14 Q1-Q3	FY14 Q3	FY14 Q1-Q3	FY14 Q3	FY14 Q1-Q3	FY14 Q3	FY14 Q1-Q3	FY14 Q3
Revenue	27,378	9,891	14,989	5,115	5,468	1,838	1,715	734	49,551	17,578
Y/Y Growth	+3.6%	+5.1%	-11.9%	-13.7%	-8.8%	-5.1%	+68.9%	+115.2%	-1.8%	-0.2%
Gross Margin	3.14%	2.76%	8.81%	9.77%	16.95%	18.21%	13.13%	12.26%	6.73%	6.81%
Y/Y Growth	+59bps	+105bps	-34bps	+170bps	+185bps	+402bps	-597bps	-734bps	+13bps	+124bps
Operating Expenses#	(589)	(237)	(1,024)	(342)	(829)	(312)	(171)	(70)	(2,759)^	(999)^
Y/Y Growth	+27.5%	+49.0%	-6.7%	-8.1%	-0.9%	+12.1%	+24.5%	+60.1%	-0.8%^	+12.8%^
Segmental Results	275	40	347	159	151	28	55	19	1,020*	340*
Y/Y Growth	+9.7%	+61.1%	-50.2%	-17.7%	+7.2%	-15.1%	+2.1%	-4.3%	-19.7%	-4.6%
Net Profit									619	220
Y/Y Growth									-25.4%	-19.1%

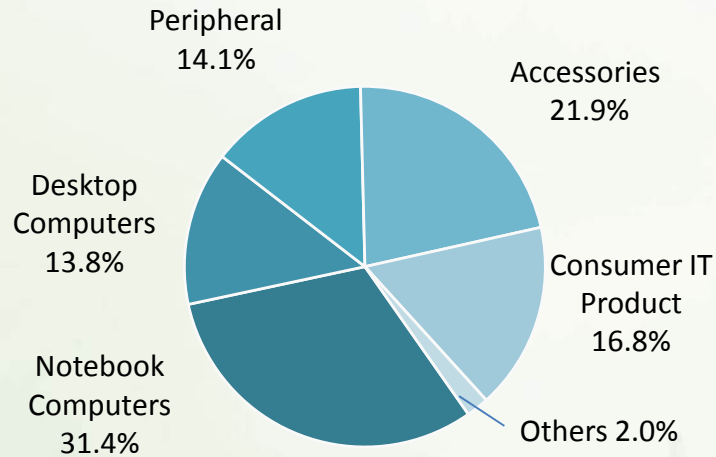
Exchange loss is booked at operating expenses

^ Expense of the group, includes headquarters expenses

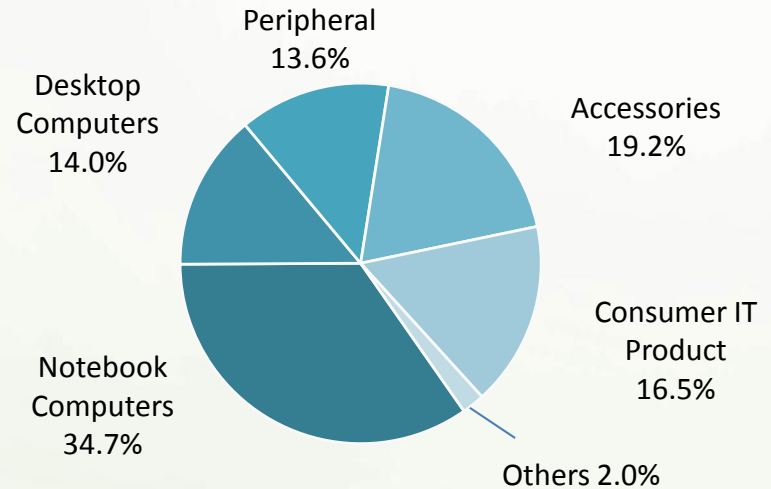
* After adjusting segmental results for interest income, unallocated income and gains, unallocated expenses and share of profits/losses of joint ventures and associates

Distribution & Services Breakdown

FY14 Q1-Q3 Distribution Revenue

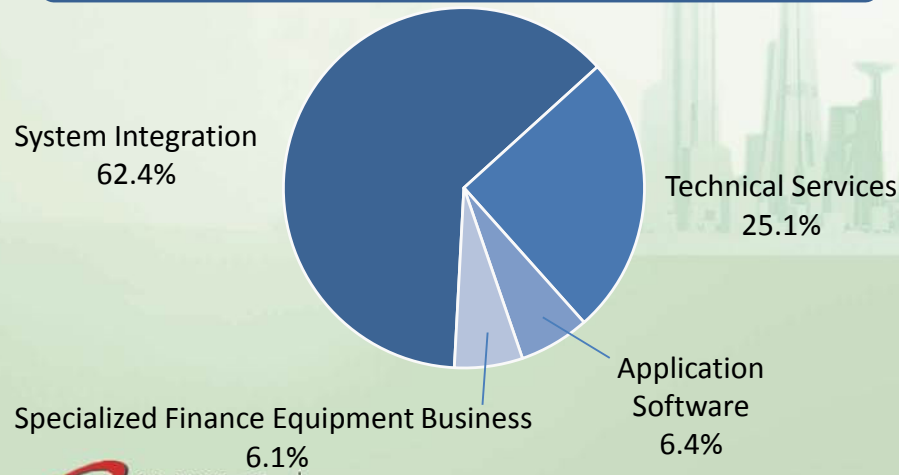


FY13 Q1-Q3 Distribution Revenue

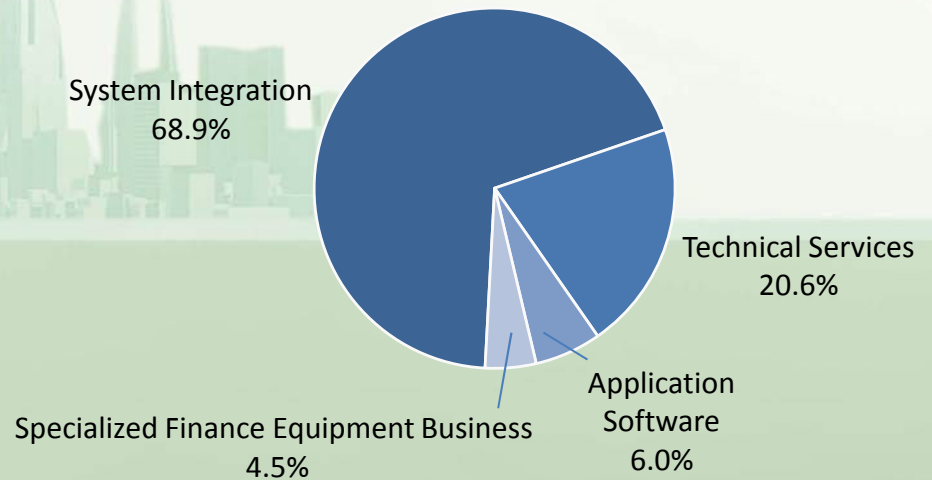


Note: CES channel is not included

FY14 Q1-Q3 Services Revenue Breakdown



FY13 Q1-Q3 Services Revenue Breakdown



Leading Sm@rt City in China

Progress in Public Information Service Platform

Launched Foshan's Integrated Citizen Service Platform with Foshan Government



12.2012

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

08.2013

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

Zhangjiagang's integrated citizen service webpage went online



10.2013

Signed a strategic cooperation framework with Hebei Province; release of Integrated Citizen Service Platform Version 3.0



04.2014

09.2014

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



Entered into Sm@rt City strategic cooperation agreements with Chengdu, Wuxi, Luoyang, Qinghuangdao and Xuzhou from the beginning of 2014

From Reality to Virtual Images

