



過去一年是神州數碼歷史性的一年。去年五月本集團確定業務結構及方向，今年六月一日神州數碼成功從聯想集團有限公司分拆，並順利在香港聯合交易所有限公司主板上市。

從國際路演及香港公開發售情況看，神州數碼控股有限公司（「神州數碼」）得到廣泛支持。這標誌著神州數碼集團（「本集團」）以發展中國電子商貿為核心的企業方向，在資本市場上得到充分認可。

雖然歐美等先進國家的資訊科技銷售開支受經濟發展減慢影響，呈放緩趨勢；中國資訊科技市場在過去一年繼續迅速發展。集團全年備考營業額錄得港幣 8,569,444,000 元，上升 32%，備考溢利港幣 141,721,000 元，上升 22%。據 IDC 二零零一年五月報告顯示，神州數碼不僅是目前中國最大的資訊科技產品分銷商，同時也是中國最大的資訊科技產品集成商。

期內本集團因應中國市場的變化及未來發展趨勢，在策略上作出多項重要舉措：

分銷業務

為了實現全面電子化商貿，本集團於去年九月推出神州商橋（www.e-bridge.com.cn）電子商務分銷平台，首

先為北京地區的分銷商，提供神州數碼代理其中五百多種產品的網上分銷服務。截至二零零一年三月三十一日神州商橋的營業額已初見成績，網上銷售額錄得約港幣 280,000,000 元。

期內本集團與康柏簽定合作協議，代理其包括伺服器、商業電腦、掌上電腦和投影機等產品。

網絡產品業務

為了開拓中國網絡產品市場，本集團於二零零零年四月與台灣友訊科技股份有限公司（「友訊」）之全資附屬公司共同成立一合資公司，從事開發及銷售聯合品牌的網絡產品，範圍涵蓋局域網、廣域網、無線、寬帶等多過領域。經過近一年的運營，此項業務按銷售額計算已佔中國網絡產品市場的第三位。

Last year marked a historical year for Digital China. In May 2000, the Group successfully consolidated its business structure. On 1st June 2001, Digital China was spun off from Legend Holdings Limited and its shares were listed separately on the Main Board of The Stock Exchange of Hong Kong Limited.



神州數碼於二零零一年六月一日成功於香港聯合交易所有限公司掛牌上市
Digital China Holdings Limited was successfully listed on The Stock Exchange of Hong Kong Limited on 1st June 2001

In view of the feedback from the international roadshow and the results of its initial public offering in Hong Kong, Digital China Holdings Limited ("Digital China") has gained wide support from different sectors. This signifies the corporate strategy of Digital China and its subsidiaries (the "Group") of developing e-commerce related businesses in China has gained recognition in the capital market.



「風好正揚帆」是神州數碼上市後最新廣告主題
"Set sail in a windy day with a right direction" is the Group's latest advertisement slogan

Although the sale of Information Technology ("IT") products in developed countries, such as Europe and America, was affected by the economic downturn, the markets for IT products and services in China kept on a rapid growth during the year under review. Proforma turnover of the Group increased by 32% to HK\$8,569 million for the year; while its proforma profit increased by 22% to HK\$142 million. According to IDC's report in May 2001, Digital China was not only the largest IT products

distributor, but also the largest IT products systems integrator in China.

In line with the market changes and future development trends in China, the Group has formulated the following strategies during the year under review.

DISTRIBUTION BUSINESS

In order to facilitate an e-commerce environment, the Group launched an online e-distribution platform www.e-bridge.com.cn ("e-bridge") in September 2000. Resellers in Beijing were the first to be provided with the e-distribution services more than 500 products for which Digital China distributed. As at 31st March 2001, the total value of on-line orders placed through e-bridge website was approximately HK\$280 million. During the year under review, the Group has entered into an agreement with Compaq pursuant to which, Digital China acts as a distributor for Compaq products, including servers, commercial use computers, pocket personal computers and projectors.

NETWORKING PRODUCTS BUSINESS

In order to further explore the networking products market in China, the Group established a joint venture with a subsidiary of Taiwan-based D-Link Corporation ("D-Link") in April 2000. The joint venture develops and distributes networking products under a joint brand name, featuring LAN, WAN, wireless and broadband products. After almost one year of operation the brand name was well-received by the market and was ranked third in the networking products market in China in terms of sales.



二零零零年七月二十七日與北京農村信用合作聯合社簽定系統集成合約

Signed an agreement with Beijing Rural Credit Cooperative Union on 27th July 2000

系統集成業務

集團在政府、金融及電訊的專注發展令其獲得多項重要協議，包括「北京農信聯社計算機綜合業務網絡系統」；及「中國聯通長途通訊網計費管理及客戶服務系統二期工程」。另外，本集團針對金融及電訊業的電子化企業解決方案推出自行研發的Sm@rt系列企業方案。

神州數碼的集成服務水平得到外界肯定，去年九月本集團成為首批獲中國國家信息產業部頒發一級資質認證書的系統集成商，去年十二月通過ISO9001質量管理体系年度複核。

業務運作

為了配合電子業務的拓展及應付未來業務增長，本集團在後勤方面實施兩項重要的措施，去年五月推出特快物流配送服務（Order to Delivery，簡稱 OTD 服務）與供應商及分銷商，並於去年十月在全國十個城市同時推出企業資源計劃（「ERP」）系統，透過這個ERP系統，優化各供應鏈流程，包括採購、運輸、倉儲、配送等，從而為分銷商提供更高效率的服務。此外，為了加強北京作為全國物資、商品的集散地和北京及周邊地區配送中心的角色，今年六月在北京海淀區設立新的自動化倉庫，提高配送及倉儲功能。

展望未來

本集團將朝著三大業務方向發展：(1) 通過擴展神州商橋，發展電子分銷業務；(2) 加強軟件研發，發展應用軟件為中心的資訊科技服務；(3) 透過與 D-Link 合營聯合品牌，加強開拓及分銷高附加值及高邊際利潤產品；包括開拓寬帶接入網產品及代理通訊產品，發展通訊領域。

面對中國未來資訊科技業前景，本集團董事局及管理層充滿信心。神州數碼將繼續秉承聯想精神，以務實及勇於創新的態度迎接未來的挑戰。

致謝

最後，本人僅代表董事局向各位股東、聯想集團及神州數碼員工、商業伙伴致以衷心謝意。尤其感謝各位對神州數碼分拆上市所付出的支持及幫助。

主席

李勤

香港，二零零一年六月二十七日

SYSTEMS INTEGRATION BUSINESS

The Group's sector-focus strategy in government, finance and telecommunications sectors has resulted in its being awarded several important contracts, including the "Beijing Rural Credit Cooperative Union Core Banking System" and "Phase 2 project for China Unicom IDD Billing and Servicing Systems". Besides, the Group also launched its self-developed and self-owned, Sm@rt series corporate solutions to cater for the requirements of specific industries.

The systems integration services of Digital China have attained national recognition. In September 2000, the Group became one of the systems integrators rated with Grade 1 Quality Assurance in Systems Integration by the Ministry of Information Industry in China, and passed the ISO9001 Quality Management System annual review in December 2000.

OPERATIONS

Moreover, to facilitate the development of e-commerce and to cope with our future business growth, the Group has implemented two measures in logistics. In May 2000, an expressed logistics and fulfilment service, known as Order to Delivery ("OTD"), was launched to our suppliers and resellers; and in October 2000, the Group launched an Enterprise Resources Planning ("ERP") System in 10 major cities. The system facilitates each step in the supply chain relating to purchasing, transporting, warehousing and distributing, thus providing a more efficient service for resellers. In order to strengthen Beijing's position as a distribution centre for nationwide resources and commodities and as a fulfilment centre between Beijing and its peripheral areas, the Group has set up an automated warehouse in Haidian District, Beijing in June 2001.

FUTURE PROSPECTS

The Group will focus on three business objectives (1) develop the e-distribution business through the expansion of e-bridge; (2) strengthen our research capability, application software development and develop IT services with a focus on software applications; (3) expand the development and distribution of high value-added and high margin networking products under the joint brand name with D-Link, which includes the development of WAN products.

With respect to the future prospects for IT industry in China, the Board and the management of the Group are full of confidence. Digital China will carry on the spirit of Legend, with its practical and innovative approach, to face the challenges ahead.

ACKNOWLEDGEMENT

Finally, on behalf of the Board, I would like to express my gratitude, in particular, to our shareholders, the staff of the Legend Group and Digital China, and our business partners for their support and assistance given during the listing process of Digital China Holdings Limited.



Li Qin
Chairman

Hong Kong, 27th June 2001