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Ever since it was listed, Digital China has laid down a medium-term development goal centering on the expansion of supply chain management, networking solutions, and software and related-IT services, with e-commerce as a backbone of development. Through mergers and acquisitions and internal structural reforms, the Group has made steady gains in this three-pronged approach during the past year.

I sincerely thank all my colleagues in Digital China for their ongoing contributions to the Group. As an enterprise that came through the glorious days of being under the auspices of the Legend Group Limited ("Legend Group"), the subsequent challenges of the spin-off and the listing, and the task of building up a newbrand name from scratch, Digital China has come a long and no easy way to achieve the present business and brand status. These niches are carved by the staff of Digital China with their toil and perseverance. Nevertheless, I always remind my colleagues that it is even more difficult to safeguard a business than to create it, and that greater challenges are lying ahead for us.

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我感謝神州數碼的同事一直為集團付出過的努力。對於我們一間經歷過在聯想集團的輝煌，而後分拆、上市、再從零開始重新建立一個神州數碼品牌的企業來說，能夠在業務及品牌知名度方面達到今天的成績並非易事，這都是神州數碼員工們憑著拼勁與毅力打做出來的。創業難守業更難，我經常以此提醒同事們，前面還有更大的挑戰。



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## Corporate Governance

During the financial year 2002/03, the Group continued to follow the principles of “Reinforcing the Foundations and Proactively Meeting the Changes” for overall enhancement in corporate governance and pursuit of excellence in corporate culture. On the management and nurturing of talents, the Group has reinforced the adoption of Key Performance Indicators (“KPI”) as a quantifiable benchmark for assessing staff contributions in all departments. With KPI strongly promoted and deeply rooted down to ground staff, the system has become an effective and strategic management tool. Furthermore, in order to reduce costs and enhance operating efficiency, the Group has introduced major enhancements to its three digital network systems comprising Enterprise Resources Planning (“ERP”), Decision Support System (“DSS”), and e-Bridge. Risk management has also been improved with tightened control on accounts receivable and overdue payments.

## Honours

The Group received high recognition for its IT achievements in 2002. This was reflected by a number of honours, including the prestige of being the 4th among “China’s Top 100 Software Enterprises” ranked by the Ministry of Information Industry, the PRC; the 27th among “China’s 100 Largest Publicly Traded Enterprises” ranked by Fortune Chinese edition; and the 190th among “Asia-Pacific Fast Growing Technology Companies” ranked by Deloitte Touche Tohmatsu.

## 企業管治

02/03 財年集團繼續以「夯實基礎、主動應變」為主導思想，務求全方位提升管理素質和建立優良的企業文化。在人才管理上，集團加強推動各部門推行 Key Performance Indicators (「KPI」) 績效管理，以可量化的指標衡量員工的貢獻。KPI 的宣貫已深入到最基層的員工，成為集團有效的戰略管理工具。此外，在降低成本方面，集團重點對 ERP、DSS、E-bridge 三大神經網絡系統進行了大量優化，提升營運效率。而在風險管理工作上，對超期欠款，欠款催收也加強了控制。

## 榮譽

2002 年集團在 IT 的成就獲得了多項認同。包括中國信息產業部評為中國軟件企業 100 強排第 4 位、財富雜誌中文版評選為中國上市公司 100 強第 27 位，及德勤亞太地區高科技高成長企業第 190 位。

## Community Care

Following the joint fund-raising in 2001 with the China Youth Development Foundation to build schools for children in the rural PRC areas, Digital China launched another fund-raising in 2002 amongst its PRC staff to build the second Digital China Hope Primary School in Huanggang, Hubei. The Group believes children are the future of the PRC, and providing them with education will facilitate the future development of the country.

At the time of this report, severe acute respiratory syndrome ("SARS") is presenting a severe challenge to the PRC and taking a toll on the medical front. Digital China has taken active measures in response to the nationwide "Fight Against SARS" campaign. Internally, the Group has formulated and adopted emergency precautions to safeguard the health of all staff. Externally, the Group has contributed to a joint donation of RMB10 million with Legend Holdings Limited and sister company Legend Group to the frontline medical staff in Beijing to help them fight against SARS. In May 2003, the Group separately donated a batch of servers and networking products to the Beijing Municipal Education Commission to help it provide "on-line education" to students through television and radio broadcast as an alternative to the temporarily suspended classes.

## Prospects

The PRC is expected to continue as the world's fastest growth IT market in the next three to five years. With the PRC still developing, distribution should remain as a highly important business module in the IT sector, and the demand for IT products and services would be significant among government bodies, manufacturers and a number of public sectors. While there might be changes in the IT market, I strongly believe that the management team led by Mr. Guo Wei will be able to take Digital China through all ebb and flow and sail forward to new horizons.

## 社會公益

繼前年神州數碼與中國青少年發展基金為中國貧窮地區兒童籌款建校後，02年再接再勵，向全國各地集團員工發起籌款活動，並選定在湖北省黃岡地區興建第二所神州數碼希望小學。集團深信孩子是中國的未來，教育他們就是為中國未來發展作好準備。

執筆之時，正是中國積極克服非典型肺炎問題的關鍵時期，面對這次對醫療界沉重的考驗，神州數碼立刻響應全國「抗擊非典」行動，對內緊急制定以保護員工健康為依歸的政策，對外響應聯想控股發起的捐助行動，與聯想控股及聯想集團聯合捐贈人民幣共1000萬元，慰問一直戰鬥在北京市救治「非典」病人第一線的全體護人員。另外，5月上旬，神州數碼再捐出一批服務器及網絡設備，以協助北京市教委為百萬北京學生在停課期間透過電台、電視台提供「空中課堂」。

## 展望

中國IT市場在未來3至5年仍將是全球增長最快的市場，而且由於市場不夠成熟，IT分銷仍然是非常重要的業務模式，而政府和製造業及一些公共行業將有顯著需求。面對未來的變化，我深信郭為帶領的管理團隊必定能令神州數碼在IT市場上披荊斬棘，勇往直前。



Chairman 主席  
Li Qin 李勤

Hong Kong 24 June 2003  
香港 二零零三年六月二十四日