

Chairman's Statement 主席報告

Dear TVH supporters,

Pro-active efforts to explore and ascertain the Group's business development thrust started to show encouraging signs of fruition in 2004 - a year that witnessed stable growth for TopAsia and remarkable business development for Advanced Digital Technology (ADT) and ChinaCast. After several years of restructuring, TVH has successfully re-defined its strategic direction and re-engineered the business platform for long-term prosperous growth. With the right mix of market demand-led service offerings and support from a dedicated team of professionals, TVH looks forward to sustainable growth in the coming years.

Application of information technology in banking and financial sectors has always been the mainstay of TVH business through TopAsia for the provision of repair and maintenance services to self-service banking facilities, and ADT for software development. While this sector remains a significant growth driver, TVH also acknowledges the need for business diversification to minimize risk exposure to cyclical volatility and more importantly to develop another dynamic revenue source.

After thorough research and feasibility studies, on-line education for academic qualification and business training is the industry where TVH has decided to focus on and invest in the future. Acquiring Beijing Dongshi Shuangwei Education Technology Company Limited is the first step in this direction.

As information technology evolves in the Mainland China, it is inevitable that the industry will focus increasingly on value-added tailor-made solutions, services and applications provided by market savvy enterprises that fully understand customer demands and are capable of delivering them. It is the people that support the IT prowess today. At TVH, we have the best people with the best practices.

各位股東及友好：

宏昌一直主動探索新商機，堅持一貫的業務發展重心，在二零零四年開始漸有回報。年內冠亞取得穩健增長，先進數碼與ChinaCast亦取得理想的業務發展。宏昌經過多年的架構重組，調準策略目標，為長遠的發展重塑了業務平台。集團致力提供由市場需求帶動的服務，擁有一隊辛勤拼搏的團隊，管理層展望於未來數年，宏昌可贏得可觀的增長。

為銀行及金融業提供資訊科技應用方案，向來是宏昌的業務核心。集團透過冠亞為自助銀行設備提供維修及保養服務，並以先進數碼作為軟件開發的旗艦。儘管現時此等部門依然是集團業務的主要增長動力，管理層深明需要將業務多元化發展，以減低集團在經濟循環波動時所面對的經營風險。此外，更重要的是開發另一支新的收入來源。

集團經過詳盡的調查和進行可行性研究，針對學歷資格的網上教育和商業培訓，是宏昌現時選定主力著眼的領域，亦是未來投資的重點。收購北京東師雙威教育技術發展有限公司，正是朝向此策略踏出的第一步。

中國的資訊科技發展不斷演進，唯有對市場具敏銳觸覺、充份瞭解客戶需要的科技公司，方能為客戶開發量身訂造的增值解決方案、產品和應用。這是行業無可避免的必然趨勢。今天資訊科技行業的發展全賴人才支持。在宏昌，我們有最佳的人才和經營操守。


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According to official statistics from Mainland China, the number of online users will grow 28% to reach 120 million in 2005, all of whom are potential users of TVH's online education services. The IT industry accounted for 7.2% of the Mainland's 2004 GDP, representing a contribution of RMB909 billion; of which RMB11.3 billion came from application service offerings, up almost 35% from a year ago, indicating the magnitude of the growth momentum.

OUTLOOK

2005 will be a year of active business development and expansion. We believe TVH's new business platform has already taken shape with TopAsia, ADT and ChinaCast as the pillars of growth. TopAsia will continue to strengthen its ties with banks in the Mainland to achieve a 10% growth target in new customers. ADT will focus on integrated data network, banking solution and outsourcing business for Japanese market, while ChinaCast is expected to sign up 2-3 major customers in early 2005 which will further bolster the segment's market presence and help grow the enterprise market.

Thanks to the shrewd insight and dedicated pursuits of everyone at TVH, the Group has re-engineered a viable business model for sustainable growth after years of restructuring. The perseverance is beginning to pay off, and we should continue to keep a close rein on market pulses and evolve in accordance with market demands, and continue to maintain our competitiveness.



Chan Tze Ngon

Chairman

Hong Kong, 26 April 2005

根據內地的官方數據，全國網民人數在二零零五年將增加28%至1.2億。網民增加，宏昌提供網上教育服務的潛在用戶亦因此不斷增長。資訊科技行業在二零零四年佔中國國民生產總值7.2%，即9,090億元人民幣，其中113億元人民幣來自資訊科技應用服務，較去年攀升35%，可見行業極具增長潛力。

前景

集團將在二零零五年積極擴展業務規模，開發更多新業務。憑藉冠亞、先進數碼與ChinaCast作為集團業務發展的三大支柱，管理層相信宏昌已建立起一個新的業務平台。冠亞將繼續與內地的銀行緊密合作，務求達到新客戶有一成增長的全年目標。先進數碼將繼續專注數據整合的網絡工程，銀行解決方案及日本市場的外包業務。ChinaCast則預計在二零零五年初摘取兩至三個大客戶，藉此加強部門在市場上的地位，在企業市場爭取更大的增長。

集團經過多年的業務重組，憑藉每位員工的敏銳市場洞察力和努力不懈，現已重整旗鼓，建立起一個可帶來持續增長的業務模式。過去的耕耘，現已漸見回報，管理層會繼續緊貼市場脈搏，根據市場需求的靈活應變，保持宏昌的競爭力。

主席

陳子昂

香港，二零零五年四月二十六日