
With hindsight, Digital China has made solid progress in the financial year 2004/05. Turnover for the year amounted to HK\$15,457 million (2003/04: HK\$14,277 million) and profit attributable to shareholders amounted to HK\$210 million (2003/04: HK\$34 million).

回顧二零零四／零五財年，是神州數碼穩步前進的一年，營業額達到港幣 15,457 百萬元（二零零三／零四年：港幣 14,277 百萬元），股東應佔溢利錄得港幣 210 百萬元（二零零三／零四年：港幣 34 百萬元）。



LI Qin 李勤
Chairman 主席

As the Chairman of the Board, I think the Group's sustained results can be attributable to two primary factors. First, the management's ability to continuously seek for market development opportunities and make timely judgments to penetrate the market, which resulted in new sources of revenue for the Group. This can be reflected by the significant contributions generated by consumer IT products to the Distribution business, as well as the strong growth of storage products and packaged software in the Systems business last year. It owed much to the divisions' understanding of the market and their ability to seize the opportunities timely. Second, the Group's emphasis on internal management and fundamental improvement while striving for business development. At the beginning of the financial year, the management launched the Risk Control, Development on human resources, and Consumer-oriented Plan (the "RDC Plan") to bring enhancements in the following three major areas:

1. A risk control system that focuses on credit management;
2. An incentive scheme that encourages the staff to meet targets; and
3. A sales management system that is consumer-oriented.

對於集團持續的成果，作為董事局主席，本人認為是基於兩原因。首先是管理層能夠在市場上不斷尋求潛在的發展機會、適時作出入市發展的判斷，為業績提供新的收入來源。分銷業務中的消費類產品去年就為該項業務產生很大的貢獻，而系統業務中的存儲設備及套裝軟件產品也有強勁的增長，這都有賴各業務部門對市場了解，適時地抓緊市場機會。此外，集團在發展業務的同時，強調集團內部管理，夯實發展基礎。年初管理層就提出了RDC計劃，此三項重點工作分別為：

1. 以信用管理為重點的風險控制措施、
2. 針對員工的目標導向激勵機制、及
3. 以客戶為中心的銷售管理體系。

During the past year, the RDC Plan has been implemented thoroughly in all divisions at all levels. By targeting these three major areas, the Group has made solid preparations for its future development.

As for the Services business to which the Group dedicates major development efforts, it secured a new phase of technological achievement last year. Following more than one year of research, prototype development, pilot run and testing works, the Academia Resource Planning project developed for the China Academy of Science was successfully launched on line in February 2005 for the six pilot test units including the General Office, the Institute of Geography and the Institute of Chemistry under the China Academy of Science. This marked another milestone of the Group in providing IT services to the government sector. Moreover, the core banking system developed for China Development Bank was successfully launched on line in April 2005 for the headquarters and 32 branches of China Development Bank, which marked a further step of the Group in developing banking systems for large banks. During the year, the Group established its 13th regional center in Zhengzhou, Henan province. With the establishment of Digital China (Zhengzhou) Company Limited, the Group has further strengthened its services in the northern China market.

I strongly believe that the series of reforms implemented by the management team on the Group's businesses and corporate management will benefit the Group's future and bring reasonable long-term returns to shareholders and investors. Also, I would like to take this opportunity to thank our investors, customers and staff for their continued support.



LI Qin 李勤
Chairman 主席

Hong Kong, 20 July 2005
香港，二零零五年七月二十日

過去一年 RDC 計劃在各個部門貫徹執行，令組織上下均以此三項重點作為目標，為集團未來發展作好準備。

至於集團重點發展的 IT 服務，去年在技術發展上達到階段性的成果，中國科學研究院 ARP 項目在歷時一年多的調研、建模、開發、測試工作後，於二零零五年二月在中科院院機關和地理所、化學所等六個試點單位成功上線，為集團在政府 IT 服務領域立下一個里程碑。此外，國家開發銀行的核心業務系統項目，也於二零零五年四月初在總行和全國三十二分行成功上線，標誌著神州數碼在大型銀行系統的開發能力邁進一大步。年內，集團在河南鄭州設立第十三個區域中心，成立神州數碼（鄭州）有限公司，加強了集團在華北市場的服務。

我深信管理層在業務及企業管理上推行的改善方案，定能為公司的前景帶來效益，並為股東及投資人帶來長遠而合理的回報。我亦藉此機會感謝投資者、客戶及員工一直以來對神州數碼的支持。



The Seven Attributes 七個企業核心能力

To remain successful in the highly competitive IT world, we continuously strengthen our seven attributes comprising risk control, financial management, corporate planning, human resources development, project management, customer relations and knowledge enhancement.

成功的企業必需自強不息，因此神州數碼著力建立自身的七項能力：風險控制、財務管理、企劃能力、策略的人力資源能力、項目管理、客戶關係及知識管理。



