HellerEnrman

July 28, 2004



Heller Ehrman White & McAuliffe Solicitors and International Lawyers

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BESTAVAILABLE COPY

The Office of International Corporate Finance
Securities and Exchange Commission
Mail Stop 3-9
450 Fifth Street, N.W.
Washington, D.C. 20549
U.S.A.

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SUPPL

SEC FILE NO. 82-3950

Ladies and Gentlemen:

Re: Lenovo Group Limited

(Formerly known as Legend Group Limited) Information Furnished Pursuant to Rule 12g3-2(b)

under the Securities Exchange Act

On behalf of Lenovo Group Limited (the "Company"), SEC File No. 82-3950, the enclosed documents are submitted to you in order to maintain the Company's exemption from Section 12(g) of the Securities Exchange Act of 1934 (the "Act") pursuant to Rule 12g3-2(b) under the Act:

1. The Company's announcement regarding the poll results of annual general meeting held on July 23, 2004, dated July 23, 2004, published (in English language) in The Standard and published (in Chinese language) in the Hong Kong Economics Times, both on July 26, 2004;

2. The Company's announcement regarding notice of annual general meeting, dated June 9, 2004, published (in English language) in The Standard and published (in Chinese language) in the Hong Kong Economics Times, both on June 10, 2004;

Partners: Simon Luk

Carson Wen

Michael P. Phillips

Katherine C.M. U

Susan C. Yu

China-Appointed Attesting Officer

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- 3. The Company's announcement regarding the 2003/2004 annual results, dated June 2, 2004, published (in English language) in the South China Morning Post, The Standard and published (in Chinese language) in the Hong Kong Economics Times and Wen Wei Po, all on June 3, 2004;
- 4. The Company's announcement regarding continuing connected transactions, dated June 2, 2004, published (in English language) in the South China Morning Post and published (in Chinese language) in the Hong Kong Economics Times, both on June 3, 2004;
- 5. The Company's announcement regarding connected transactions, dated May 18, 2004, published (in English language) in the South China Morning Post and published (in Chinese language) in the Hong Kong Economics Times, both on May 19, 2004; and
- 6. The Company's announcement regarding the increase in the price of the shares of the Company, dated May 19, 2004, published (in English language) in the South China Morning Post and published (in Chinese language) in the Hong Kong Economics Times, both on May 20, 2004.

The parts of the enclosed documents that are in Chinese substantially restate the information appearing elsewhere in English.

We would appreciate your acknowledging receipt of the foregoing by stamping and returning the enclosed copy of this letter. A self-addressed, stamped envelope is enclosed for your convenience.

Very truly yours,

Simon Luk

Enclosures

cc: Lenovo Group Limited

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Partners: Simon Luk Carson Wen Michael P. Phillips Katherine C.M. U Susan C. Yu *China-Appointed Attesting Officer 35th Floor One Exchange Square 8 Connaught Place Central, Hong Kong www.hewm.com

lenovo联想

Lenovo Group Limited 聯想集團有限公司

(Incorporated in Hong Kong with limited liability)
STOCK CODE: 0992

Annual General Meeting held on 23 July 2004 - Poll Results

At the annual general meeting held on 23 July 2004 ("AGM") of Lenovo Group Limited (the "Company"), poll voting was demanded by the Chairman for voting on the proposed resolutions, as set out in the notice of AGM dated 9 June 2004. All resolutions were approved by shareholders and the voting details are as follows:

	70	No. of Votes	(Approx. %)
	Resolutions	For	Against
1.	To receive and consider the audited accounts for the year ended 31 March 2004 together with the reports of the directors and auditors thereon	4,741,508,627 (100%)	0 (0%)
2.	To declare a final dividend.	4,742,762,627	0 (0%)
3(a).	To re-elect Mr Zeng Maochao as director.	4,647,116,627 (98.72%)	60,203,000 (1.28%)
3(b).	To re-elect Mr Wong Wai Ming as director.	4,647,116,627 (98.72%)	60,203,000 (1.28%)
3(c).	To authorise the directors to fix directors' fees.	4,647,016,267 (98.72%)	60,302,560 (1.28%)
4.	To re-appoint PricewaterhouseCoopers as auditors and authorise the directors to fix auditors' remuneration.	4,707,902,627 (100%)	0 (0%)
5.	To approve the general mandate for the issue of additional shares of the Company.	4,343,616,289 (91.57%)	400,102,338 (8.43%)
6.	To approve the general mandate for the repurchase of shares of the Company.	4,742,722,627 (99.999%)	2,000 (0.001%)
7.	To approve the extension to the general mandate for the issue of shares granted under Resolution 5 to include the repurchased shares.	4,739,699,640 (99.94%)	3,050,987 (0.06%)
8.	To approve the amendments to the Articles of Association of the Company.	4,681,192,767 (99.98%)	747,860 (0.02%)

Resolutions 1 to 7 were passed as ordinary resolutions, and Resolution 8 was passed as a special resolution. Shareholders may refer to the circular dated 15 June 2004 for details of some of the resolutions.

As at the date of the AGM, the issued share capital of the Company is 7,473,066,108 shares. There is no restriction on the shareholders to cast vote on any of the aforesaid resolutions at the AGM.

Abacus Share Registrars Limited, the share registrar of the Company, was appointed as scrutineer for the purpose of the poll taken at the AGM.

By order of the Board Liu Chuanzhi Chairman

As at the date of this announcement, the Board is comprised of three executive directors, namely Mr Liu Chuanzhi, Mr Yang Yuanqing and Ms Ma Xuezheng, one non-executive director, namely Mr Zeng Maochao and three independent non-executive directors, namely Mr Wong Wai Ming, Professor Woo Chia-Wei and Mr Ting Lee Sen.

23 July 2004, Hong Kong

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Lenovo Group Limited 聯想集團有限公司

(於香港註冊成立之有限公司) 、

股份代號: 0992

二零零四年七月二十三日舉行之 股東週年大會一投票表決結果

下列载於二零零四年六月九日股東週年大會通告內之各項決議案已由股東於二零零四年七月二十三日舉行之聯想集團有限公司(「本公司」)股東週年大會上經由主席提出以書面監票形式投票及經股東通過。投票詳情如下:

		
39 · · ·	聚數	(概約%)
決議案	贊成.	反對
1. 省覽及接納截至二零零四年三月三十一日止 年度之經審核賬目及董事會與核數師之報 告·	4,741,508,627 (100%)	0 (0%) •
2. 宣佈派發末期股息	4,742,762,627 (100%)	0 (0%)
3(a) 重翅曾茂朝先生連任董事 •	4,647,116,627 (98.72%)	60,203,000 (1.28%)
3(b) 重選黃偉明先生連任董事 •	4,647,116,627 (98.72%)	60,203,000 (1.28%)
3(c) 授權董事會釐定董事抱金。	4,647,016,267 (98.72%)	60,302,560 (1.28%)
 鎮鸦蹬兵威永道會計師事務所為核敷師,並 授權董事會監定核數師酬金。 	4,707,902,627 (100%)	0 (0%)
5. 批准增發本公司股份之一般授權。	4,343,616,289 (91.57%)	400,102,338 (8.43%)
6. 批准瞬回本公司股份之一般授權。	4,742,722,627 (99.999%)	2,000 (0.001%)
7. 批准擴大第5項決議案授出之發行股份之一般授權包括購回股份。	4,739,699,640 (99.94%)	3,050,987 (0.06%)
8. 批准修訂本公司組錄章程細則•	4,681,192,767 (99.98%)	747,860 (0.02%)

第1項至第7項決議案已被通過為普通決議案,而第8項決議案已被通過為特別決議案有關部份決議案之詳情,股東可参考日期為二零零四年六月十五日之股東通函。

於股東週年大會會議當日,本公司已發行股數為7,473,066,108股·股東於股東週年大會上就上述決議案投票時,未受任何限制。

本公司股票過戶登記處雅柏勤證券登記有限公司於股東週年大會上擔任投票表決之監票員•

承董事會命 *主席* 柳傳志

於本公佈日期,董事會成員包括三位執行董事,即初傳志先生、楊元慶先生及馬雲征 文士,一位非執行董事,即曾茂朝先生,以及三位獨立非執行董事,即黃偉明先生、 吳家璋数授及丁利生先生。

二零零四年七月二十三日,香港



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Lenovo Group Limited 聯想集團有限公司

(Incorporated in Hong Kong with limited liability) Stock Code: 0992

NOTICE OF ANNUAL GENERAL MEETING

NOTICE IS HEREBY GIVEN that an annual general meeting of Lenovo Group Limited (the "Company") will be held at Salon 6, Level 3, JW Marriott Hotel, Pacific Place, 88 Queensway, Hong Kong on Friday, 23 July 2004 at 9:30 a.m. for the following purposes:

- To receive and consider the audited accounts for the year ended 31 March 2004 together with the reports of the directors and auditors thereon.
- To declare a final dividend for the year ended 31 March 2004.
- (3) To re-elect the retiring directors and authorise the board of directors of the Company to fix directors' fees.
- To re-appoint Messrs. PricewaterhouseCoopers as auditors and authorise the board of directors of the Company to fix auditors' remuneration.

And as special business, to consider and, if thought fit, to pass with or without modification the following resolutions of which Resolutions (5) to (7) will be proposed as ordinary resolutions and Resolution (8) will be proposed as a special resolution:

ORDINARY RESOLUTIONS

(5) "THAT:

- subject to paragraph (c) of this Resolution and pursuant to section 57B of the Companies Ordinance, the exercise by the directors of the Company during the Relevant Period (as hereinafter defined) of all the powers of the Company to allot, issue and deal with additional shares in the share capital of the Company and to make or grant offers, agreements and options which might require the exercise of such power be and is hereby generally and unconditionally approved;
- the approval in paragraph (a) of this Resolution shall authorise the directors of the Company during the Relevant Period to make or grant offers, agreements and options which might require the exercise of such power after the end of the Relevant Period;
- the aggregate nominal amount of share capital allotted or agreed conditionally or unconditionally to be allotted (whether pursuant to an option or otherwise) by the directors of the Company pursuant to the approval in paragraph (a) of this Resolution, otherwise than pursuant to (i) a Rights Issue (as hereinafter defined), or (ii) an issue of shares upon the exercise of options granted under any share option scheme or similar arrangement for the time being adopted for the grant or issue of shares or rights to acquire shares in the Company, or (iii) an issue of shares as scrip dividends pursuant to the Articles of Association of the Company from time to time, shall not exceed 20 per cent of the aggregate nominal amount of the issued share capital of the Company at the date of passing this Resolution, and the said approval shall be limited accordingly;



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(d) for the purpose of this Resolution:

"Relevant Period" means the period from the passing of this Resolution until whichever is the earliest of:

- the conclusion of the next annual general meeting of the Company;
- the expiration of the period within which the next annual general meeting of the Company is required by the Companies Ordinance or the Articles of Association of the Company to be held; and
- (iii) the date on which the authority set out in this Resolution is revoked or varied by an ordinary resolution of the shareholders in general meeting of the Company; and

"Rights Issue" means an offer of shares in the share capital of the Company open for a period fixed by the directors of the Company to holders of shares whose names appear on the register of members of the Company on a fixed record date in proportion to their then holdings of such shares (subject to such exclusion or other arrangements as the directors of the Company may deem necessary or expedient in relation to fractional entitlements or having regard to any restrictions or obligations under the laws of, or the requirements of, any recognised regulatory body or any stock exchange in any territory applicable to the Company)."

(6)"THAT:

- subject to paragraph (b) of this Resolution, the exercise by the directors of the Company during the Relevant Period (as hereinafter defined) of all the powers of the Company to repurchase shares of the Company on The Stock Exchange of Hong Kong Limited (the "Stock Exchange") or on any other stock exchange on which the shares of the Company may be listed and recognised by the Securities and Futures Commission and the Stock Exchange for this purpose, subject to and in accordance with all applicable laws and the requirements of the Rules Governing the Listing of Securities on the Stock Exchange or of any other stock exchange as amended from time to time, be and is hereby generally and unconditionally approved;
- the amount of shares of the Company which the Company is authorised to repurchase pursuant to the approval in paragraph (a) of this Resolution shall not exceed 10 per cent of the aggregate nominal amount of the issued share capital of the Company at the date of passing this Resolution, and the said approval shall be limited accordingly;
- for the purpose of this Resolution:

"Relevant Period" means the period from the passing of this Resolution until whichever is the earliest of:

the conclusion of the next annual general meeting of the Company;

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- (ii) the expiration of the period within which the next annual general meeting of the Company is required by the Companies Ordinance or the Articles of Association of the Company to be held; and
- (iii) the date on which the authority set out in this Resolution is revoked or varied by an ordinary resolution of the shareholders in general meeting of the Company."
- "THAT conditional upon the passing of Resolutions (5) and (6) as set out in the notice convening this meeting, the general mandate granted to the directors of the Company to exercise the powers of the Company to allot, issue and deal with shares in the Company pursuant to Resolution (5) set out in the notice convening this meeting be and is hereby extended by the addition to the aggregate nominal value of the share capital which may be allotted and issued or agreed conditionally or unconditionally to be allotted and issued by the directors of the Company pursuant to such general mandate of an amount representing the aggregate nominal value of the share capital of the Company repurchased by the Company pursuant to the mandate to repurchase shares of the Company as referred to in Resolution (6) set out in the notice convening this meeting, provided that such extended amount shall not exceed 10 per cent of the aggregate nominal amount of the issued share capital of the Company at the date of passing this Resolution."

SPECIAL RESOLUTION

- (8) "THAT the Articles of Association of the Company be and are hereby amended as follows:
 - by deleting the existing definition of "associate" in Article 2 and replacing it with the following new definition:
 - ""associate" shall have the meaning attributed to it in the Listing Rules";
 - by adding the following new definition in Article 2:
 - ""Listing Rules" shall mean the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited and any amendments thereto for the time being in force";
 - by adding the following paragraph after the definition of "writing" in Article 2:
 - "references to any ordinance or rules of stock exchange shall include such ordinance and rules of stock exchange and any subsidiary legislations, bye-laws, rules, regulations, practice notes, codes, guidelines, or guidance notes made pursuant to or issued or published from time to time under or by the authority of such ordinance or rules of stock exchange";
 - (d) by deleting the words "without payment to receive within two months" in the first line of Article 15 and substituting therefor the words "to receive within such period of time as may be prescribed by the Companies Ordinance or the Listing Rules";
 - by deleting the words "without charge" after the word "issued" and "him" in the third line and the fifth line of Article 42 and substituting therefor the words "with a fee not exceeding such maximum amount as may from time to time be prescribed by the Listing Rules";



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(f) by inserting a new paragraph (e) in Article 73 as follows:

"(e) or as required by the applicable Listing Rules.";

- (g) by adding a new Article 82A and its marginal note:
 - "82A. Where the Company is of the view that any member is, under the Listing Rules, required to abstain from voting on any restrictions particular resolution or restricted to voting only for or only against under any particular resolution, any votes cast by or on behalf of such member in contravention of such requirement or restriction shall not be counted.";
- (h) by amending Article 100(f) as follows:
 - (i) adding the words "or any of his associate(s)" immediately after the word "Director" in the fifth line; and
 - (ii) adding the words "or whose associate(s) so contracting or himself or his associate(s)" immediately after the word "contracting" in the sixth line;
- (i) by amending Article 100(g) as follows:
 - (i) deleting the words "who to his knowledge" after the word "Director" in the first line and substituting therefor the words ", if he or any of his associate(s)";
 - (ii) adding the punctuation "," immediately after the word "Company" in the third line;
 - (iii) deleting the word "his" after the word "of" in the third line and substituting therefor the word "such";
 - (iv) adding the words "or that of his associate(s)" immediately after the word "interest" in the fifth line:
 - (v) deleting the words "is or has" in the sixth line and substituting therefor the words "or his associate(s) is/are or has/have"; and
 - (vi) adding the words "or any of his associate(s)" immediately after the word "he" in the eighth line and eleventh line respectively;



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- **(i)** by deleting Article 100(h) in its entirety and substituting therefor the following:
 - "(h) Save as otherwise provided by the Articles, a Director shall not vote on any resolution of the Board approving any contract or arrangement or any other proposal in which he or any of his associate(s) is materially interested, and if he shall do so his vote shall not be counted, nor shall he be counted in the quorum present at the meeting of the Board at which the question of entering into the contract or arrangement or proposed contract or arrangement is taken into consideration, but this prohibition shall not apply to any of the following:
 - any contract or arrangement or proposal for giving any Director or his associate(s) any security or indemnity in respect of money lent by him or any of them or obligations incurred or undertaken by him or any of them at the request of or for the benefit of the Company or any of its subsidiaries;
 - (ii) any contract or arrangement or proposal for the giving by the Company of any security or indemnity to a third party in respect of a debt or obligation of the Company or any of its subsidiaries for which the Director or his associate(s) has/have himself/themselves assumed responsibility in whole or in part and whether alone or jointly under a guarantee or indemnity or by the giving of security; or
 - (iii) any proposal concerning an offer of shares or debentures or other securities of or by the Company or any other company which the Company may promote or be interested in for subscription or purchase where the Director or his associate(s) is/are or is/are to be interested as a participant in the underwriting or sub-underwriting of the offer; or
 - (iv) any proposal concerning any other company in which the Director or his associate(s) is/are interested only, whether directly or indirectly, as an officer or executive or shareholder or in which the Director or his associate(s) is/ are beneficially interested in shares of that company, provided that the Director and any of his associates are not in aggregate beneficially interested in five per cent or more of the issued shares of any class of such company (or of any third company through which his interest or that of his associate(s) is derived) or of the voting rights; or
 - any proposal or arrangement concerning the benefit of employees of the Company or its subsidiaries including the adoption, modification or operation of any employees' share scheme or any share incentive or share option scheme under which the Director or his associate(s) may benefit; or
 - (vi) any proposal or arrangement concerning the benefit of employees of the Company or its subsidiaries including the adoption, modification or operation of a pension fund or retirement, death or disability benefits scheme which relates both to Directors, his associates and employees of the Company or any of its subsidiaries and does not provide in respect of any Director, or his associate(s), as such any privilege or advantage not generally accorded to the class of persons to which such scheme or fund relates; or
 - (vii) any contract or arrangement in which the Director or his associate(s) is/are interested in the same manner as other holders of shares or debentures or other securities of the Company by virtue only of his/their interest in shares or debentures or other securities of the Company; or
 - (viii) any contract for the purchase or maintenance for any Director or Directors of insurance against any liability.";



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- by deleting Article 100(k) in its entirety and substituting therefor the following:
 - "(k) If any question shall arise at any meeting of the Board as to the materiality of the interest of a Director (other than the Chairman of meeting) or any of his associate(s) or as to the entitlement of any Director (other than such Chairman) to vote or be counted in the quorum and such question is not resolved by his voluntarily agreeing to abstain from voting or not be counted in the quorum, such question shall be referred to the Chairman of the meeting and his ruling in relation to such other Director or any of his associate(s) shall be final and conclusive except in a case where the nature or extent of the interest of the Director or any of his associate(s) concerned as known to such Director has not been fairly disclosed to the Board. If any question as aforesaid shall arise in respect of the Chairman of the meeting or any of his associate(s) such question shall be decided by a resolution of the Board (for which purpose such Chairman shall not be counted in the quorum and shall not vote thereon) and such resolution shall be final and conclusive except in a case where the nature or extent of the interest of such Chairman or any of his associate(s) as known to such Chairman has not been fairly disclosed to the Board;";
- by deleting the words "The Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited" in the first line of Article 100(1) and substituting therefor the words "the Listing Rules" and adding the words "or any of his associate(s)" immediately after the word "he" in the fourth line of Article 100(1);
- (m) by deleting the words "at least seven days before the date of the general meeting" in the fifth line of Article 105 and substituting therefore the following:
 - "and provided that the minimum length of the period, during which such notices may be given, shall be at least seven days and that the period for lodgement of such notices shall commence no earlier than the day after the despatch of the notice of the general meeting appointed for such election and end no later than seven days prior to the date of such general meeting.";
- (n) by deleting the word "special" in the first line in Article 107 and substituting therefor the word "ordinary" and by deleting its margin note in its entirety and replacing by "Power to remove Director by ordinary resolution";
- by deleting Article 167 and its margin note in their entireties and substituting therefor the following:
 - Any notice or document (including any "corporate communication" within the meaning ascribed thereto under the Listing Rules), whether or not, to be given or issued under these Articles shall be in writing or in electronic format, and may be served by the Company on any member either personally; or by sending it through the post in a prepaid letter, envelope or wrapper address to such member at his registered address as appearing in

Service of notices



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the register or by delivering or leaving it at such registered address as aforesaid; or by advertisement in newspapers; or, to the extent permitted by the applicable laws, rules and regulations, by sending or transmitting it as an electronic communication at any telex or facsimile transmission number or electronic number or address or website supplied by him to the Company for giving of notice to him or which the person transmitting the notice reasonably and bona fide believes at the relevant time will result in the notice or document being duly received by him; or, to the extent permitted by the applicable laws, rules and regulations, publishing it on the Company's website or the designated website prescribed under the Listing Rules and giving to the member a notice stating that the notice or other document is available there (a "notice of availability"). The notice of availability may be given to the member by any of the means set out above. In the case of joint holders of a share all notices shall be given to that one of the joint holders whose name stands first in the register and notice so given shall be sufficient notice to all the joint holders."

- by deleting Article 169 and its margin note in their entireties and substituting therefor the following:
 - Any notice or document (including any "corporate communication" within the meaning ascribed thereto under the Listing Rules):

if served or delivered in person, shall be deemed to have been served or delivered at the time of personal service or delivery, and in proving such service or delivery, a certificate in writing signed by the Secretary or other person appointed by the Board that it was so served shall be conclusive evidence thereof;

(b) if sent or delivered by post, shall be deemed to have been served or delivered on the day following that on which the envelope or wrapper containing the same is put into a post office situated within Hong Kong and in proving such service it shall be sufficient to prove that the envelope or wrapper containing the notice or document was properly prepaid (and in the case of an address outside Hong Kong where airmail service can be extended thereto airmail postage prepaid), addressed and put into such post office and a certificate in writing signed by the Secretary or other person appointed by the Board that the envelope or wrapper containing the notice was so addressed and put into the post office shall be conclusive evidence thereof;

When notice deemed to be served



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- (c) if sent, issue, publish or otherwise made available by electronic means, shall be deemed to have been served or delivered at the time of the relevant despatch or transmission. A notice or document published on the Company's website or the designated website prescribed by the Listing Rules shall be deemed to have been served on the day following that on which a notice of availability is given to the members. In proving such service or delivery, a certificate in writing signed by the Secretary or other person appointed by the Board as to the act and time of such service, delivery, despatch, transmission or publication shall be conclusive evidence thereof; and
- (d) may be given to a member either in the English language or the Chinese language, subject to due compliance with all applicable laws, rules and regulations.";
- (q) by deleting the words "written or printed" in Article 173 and substituting therefor the words "written, printed or made electronically";
- (r) by deleting the words "paragraph (c) of the proviso to Section 165 of the Ordinance" in the third line in Article 178(a) and substituting therefor the words "Section 165(2) of the Ordinance".

By Order of the Board Lenovo Group Limited Liu Chuanzhi Chairman

Hong Kong, 9 June 2004

Notes:

- 1. Any member entitled to attend and vote at the meeting is entitled to appoint one or more proxies to attend and, on a poll, vote instead of him. A proxy need not be a member of the Company.
- To be valid, a proxy form, together with any power of attorney or other authority (if any) under which it is signed or a notarially certified copy thereof must be completed and lodged with the Company's share registrar, Abacus Share Registrars Limited of G/F., BEA Harbour View Centre, 56 Gloucester Road, Wanchai, Hong Kong, not less than 48 hours before the time appointed for holding the meeting.
- 3. The register of members of the Company will be closed from Monday, 19 July 2004 to Friday, 23 July 2004, both days inclusive, during which period no transfer of shares will be effected. In order to qualify for the proposed dividend, all transfers, accompanied by the relevant share certificates, must be lodged for registration with the Company's share registrar, Abacus Share Registrars Limited at the above address not later than 4:00 p.m. on Friday, 16 July 2004.
- 4. Where there are joint holders of any shares, any one of such joint holders may vote, either in person or by proxy, in respect of such share as if he were solely entitled thereto, but if more than one of such joint holders are present at any meeting the vote of the senior who tenders a vote, whether in person or by proxy, shall be accepted to the exclusion of the votes of the other joint holders, and for this purpose seniority shall be determined by the order in which the names stand in the register of members of the Company in respect of the joint holding.
- The Chairman intends to demand poll voting for all the resolutions set out in the notice of the annual
 general meeting.

As at the date hereof, the board of Directors is comprised of three executive Directors, namely Mr. Liu Chuanzhi, Mr. Yang Yuanqing and Ms. Ma Xuezheng, one non-executive Director, namely Mr. Zeng Maochao and three independent non-executive Directors, namely Mr. Wong Wai Ming, Professor Woo Chia-Wei and Mr. Ting Lee Sen.

Website: www.lenovo.com

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Lenovo Group Limited 聯想集團有限公司

超势代號:0992

股東週年大會通告

鼓通告聯想集團有限公司(「本公司」)股東週年大會,遊訂於二零零四年七月 二十三日(星期五)上午九時三十分,假座香港金鐘坦八十八號太古廣場萬豪酒店三樓宴會廳舉行,顧程如下:

- (1) 省覽及接納截至二零零四年三月三十一日止年度之經審核賬目及董事會與 核數師之報告。
- (2) 宜派截至二零零四年三月三十一日止年度之末期股息。
- (3) 重選退任董事,並授權本公司董事會歷定董事抱金。

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(4) 續聘羅兵威永道會計師事務所為核數師,並授權本公司董事會釐定核數師

及作為特別事項 · 考慮並酌情通過 (不論會否作出修訂)下列第(5)至第(7)項決 議案為普通決議案,第(8)項決議案為特別決議案:

普通決議案

(5) 「動識:

- (a) 在本決議案(c)段之規限下及根據公司條例第57B條,一般性及無條件 批准本公司董事於有關期間(定義見下文)行使本公司之全部權力,以 配發、發行及處理本公司股本之額外股份,並作出或授予將可能需要 行使該等權力之曾股建議、協議及購股權;
- 本次議案(a)段之批准將授權本公司董事於有關期間作出或授予將可能 需要於有關期間完結後行使該項權力之皆股建議、協議及購股權;
- 本公司董事根據本決議案(a)段之批准而配發或同意有條件或無條件配 受(不論是否根據解股權或其他安排)之股本面值總額,不得超過於本 決議案獲通過當日本公司已發行股本面值總額之20%,而上述批准受 此限額限制,但不包括: (i)配售新股(定義見下文),或(ii)行使任何根據當時獲本公司採納以提出或發行本公司股份或可認購本公司股份權 利之醇股櫃計劃或類似安排所授出醇股櫃而發行股份,或(iii)按照本公司章程細則不時發行股份以代替股息;及
- 就本決議案而育:

「有關期間」指由本決議案獲通過之時起至下列任何一項之較早日期之

- (i) 本公司下屆股東週年大會結束時;
- (ii) 按照公司條例或本公司章程細則規定本公司下屆股東週年大會須 于舉行期限屆補日;及
- (iii) 股東於本公司股東大會上通過普通決議案撤銷或修訂本決議案所 赋予之授權之時;及

[配售新股]指本公司董事於指定之期間內。 向某一指定能錄日期名列 1配售新放13年公司通知14年之的间的内部,但来一位是此解日的自由之股份持有人,按其常時技化的提出付的人的,作本公司董事有据就零碎股權或難及應用於本公司允任何與監之任何認可監督機構或任何推動交及所規定而產生之任任何限額或責任、作出該等認為必須或適宜取得若干股東在此方面之 權利或作出其他安排·J

(6) 「動揺:

- 在本块讓案(b)段之規限下,一般性及無條件批准本公司董事於有關期間(定義見下文)行使本公司全部權力、根據所有適用法例及香港聯合交易所有限公司(「聯交所」)證券上市規則或任何其他避券交易所不 時修訂之規定,在聯交所或任何其他本公司股份可能上市並就此而言 獲香港證券及期貨事務監察委員會及聯交所認可之絕券交易所購回本 公司股份:
- 本公司根據本決議案(a)段之批准獲授権期回本公司股份之數額,不得 超過於本決議案獲通過當日本公司已發行股本面值總額之10%,而上述批准受到此數額限制;及
- (c) 就本決議案而言:

「有關期間」指由本決議案獲通過之時起至下列任何一項之較早日期之

- (i) 本公司下屆股東盟年大會結束時;
- (ii) 按照公司條例或本公司章程細則規定本公司下屆股東週年大會須予舉行期限屆滿之日;及
- (iii) 股東於本公司股東大會上通過普通決議案撤銷或修訂本決議案所 : 赋予之授權之時・」
- (7) 「動罐在召開本大台之通告所載第(5)及第(6)項決議案獲通過之條件下,擴 1 即國在任何本天育之經哲所執為(5)及兩(6)以次編案接四國公條行作, 大根據本大會之通告所載第(5)與於霸家授予本公司董事行使本公司董明行 配發、發行及處理本公司股份之一般授權,在本公司董事相應蘇與一般授權 權配發及發行或同意有條件或無條件配發及發行之股本面值總額中, 本公司根據本大會之通告所載第(6)項決議案轉回本公司股份之授權而聯回 之本公司股本面值總額,惟懷大之數額不得超過於本決議案獲過過當日本 公司已發行股本面值繳額之10%·1

特別決議案

- (8) 「動鐵就此對本公司組鐵章程細則作出以下修訂:
 - (a) 開除細則第2條內「聯繫人士」之現有定義,並以如下新定義取代: 「「聯繫人士」之涵義與上市規則中所賦予之涵義相同」;
 - (b) 在细则第2條內加入如下新定義:

[[上市規則]指香港聯合交易所有限公司證券上市規則及現行生效之 修訂」:

- (c) 在细則第2條「書面」定義後加入以下新段:
 - 「凡提述法律或交易所之任何規例,須證蓋該等法律或交易所之該等規例、任何附屬法例、附例、規則、法規、應用可則、方則、治引 括引說則、或根據該等法律或交易所之該等規例而作出或接此不時發 出或刊發,或根據該等法律或交易所之該等規例所賦予權力所作之指 引註稈・」
- (d) 刚除细则第15條第1行內「於兩個月內免付款瘦取」一詞,並以「公司條例或上市規則訂明之該等期間內獲取」一詞取代。

- (ji) 本公司就涉及董事或其聯繫人按擔保或作出賠債保證或提供抵押而全數或部分地、獨自或共同地、承擔責任之本公司或其任何附屬公司之債務或責任、給予第三者任何抵押或作出 賠償保證之任何合約或安排或建議;或
- (iii) 就本公司(作為發起人或擁有權益) 進行有關本公司或任何其 它公司之股份或债券之能赚或購買要約之任何建議,而有關 董事或其聯繫人士作為此發售之包銷或分包銷多與著而擁有 或將擁有利益;或
- (iv) 任何有關其他公司作出的建議,而該查事或其聯繫人士僅因 擔任其最高級人員或行政人員或股東身份而直接或問接擁有 利益,惟有關董事及其任何聯繫人士實益擁有之股份總數須 不超逾該公司(或該董事或其聯繫人士之利益來限所夢之任 何第三方公司)任何類別之已發行股份或投票權之5%或以 上: 或
- (v) 有關本公司或其附屬公司之員工權利之任何建議或安排,包括董事或其聯繫人士可獲益之僱員股份計劃或任何股份獎勵或購股權計劃之採納、修改或運作,或(vi) 有關本公司或其附屬公司之員工權利之任何建議或安排,包
- 括本公司或其任何附屬公司之宣率、其影繁人士 及 圆負 皆 香 涉在內之 退休 基金或 退休 · 死亡 或 傷疫 福利計劃之 採 納 · 修 修 改 或 塑 作 · 而 當 中 並 無給 予 任 何 董 事 或 其 夢 繁 人 士 任 何 與 較 計劃 或 基金 有 關 的 人 士 一 般 地 未 搜 予 待 惠 或 利 趋 ; 或
- (vii) 就董事或其聯繫人士僅因在本公司股份或價權壓或其它嚴券 擁有權益,與本公司股份或價權歷或其它證券之其他持有人 以同樣形式享有權益之任何合約或安幹;或

(viii) 賠償任何董事之任何責任之合約・」

- (k) 删除細則第100條(k)段整段,代之以下列新段:
 - 「(k) 倘若在任何董事會會議上就一名董事(大會主席除外)或其聯繫人 土所奉涉之利益是否重大而產生問題,或就任何董事(該主席除外)是否有權表決或計入出席會議之法定人數內出現任何問題, 且該問題沒有因該董事自顧放棄參與表決或不計入出席會議之法
- (1) 在細則第100(1)條第1行關除「香港聯合交易所有限公司證券上市規則」 字段、並以「上市規則」字段取代,及在緊鏈細則第100(1)條第4行「彼」 後加入「或其任何聯繫人士」字段;
- (m) 在無則第105條第5行刪除「最繼須於股東大會召開當日之七日前」,並 將以下項目替代:

「及發出該等預知之最短期限應至少為七天」而交存該等預知之期限 愈在不早於指定學行該推選之大會通知發出翌日開始,並在不遲於該 大會之日前七天结束•」:

- 朝除細則第107條第一行中「特別」一詞,代之以「普通」一詞,並朝除 細則第107條旁註全文,並以「藉普通決議案罷免董事之權力」;
- (o) 刪除細則第167條及其旁註全文,並將以下項目替代:

發出頻告 及如此作出之通告應被視為充份送達或交付所有聯 名持有人· 」;

(p) 耐除細則第169條及其旁註全文,並將以下項目取代:

「169. 向股東發出之任何通告或文件(包括根據上市規則 所賦予涵義內之任何「企業傳訊」):

通告應視 為送達

- (a) 倘親身送達或遞送,則短告或文件應視為於親 身送達或還送之時獲送達或題送,就證明上述 送達或遞送,公司秘書或董事會委任之其他人 士所簽署之書面證明為最終送達證明;
- 偽以鄭客送隆或超送,则超告或文件商祝為於 載有上班通告或文件之信封或封包放入香港斯 前翌日獲送達或閱送,就能明上班送達。數有 數值告或文件之信封或封包(已付足額)縣 數值告或文件之官封或封包(已付足額)縣 級四古以入什么旧到或为它(已付定限率在实际 第上正確地址,如此在实验以外,须须或商、 股務商鳌之內、直巴付空郵郵贷)放入縣縣商、 及公司秘書或董事告委任之其他人已寫上正 每面聽明或有該通告之信封或封包已寫上正 地址,且已放入縣衙內,即可為及終送達能
- (c) 倘然出、發出、刊發或以電子方式使其可供案 则,則通告或文件應規於上述者發或傳送之時 已接達或還送。倘於本公司朝姑或士市規則指 中子與此刊來了補告者主任,於阿里和子任可

医圆形死化中公司下周放木理 予舉行期限屆滿日; 及

(iii) 股東於本公司股東大會上通過普通決議案撤銷或修訂本決議案所 賦予之授權之時;及

「配售新股」指本公司董事於指定之期間內,向某 「配售新設」指本公司董事於指定之期間內,向某一指定記錄日期名列在本公司股東名冊上之股份持有人,按其當時持股比例提出發售股

(6) 「動罐:

- (a) 在本決議案(b)段之规限下,一般性及無條件批准本公司董事於有關期間(定義見下文)行使本公司全部權力,根據所有適用法例及香港聯合交易所有限公司(「聯交所」)證券上市規則或任何其他證券交易所不時餘訂之規定,在聯交所或任何其他本公司股份可能上市並就此而言 獲香港遊券及期貨事務監察委員會及聯交所認可之證券交易所購回本 公司股份:
- (b) 本公司根據本決議案(a)段之批准獲授權購回本公司股份之數額,不得 超级於本決議案獲通過當日本公司已發行股本面值總額之10%,而上 这批准受到此數額限制;及
- (c) 就本決議案而言:

「有關期間」指由本決藏案獲通過之時起至下列任何一項之較早日期之 期間

- (i) 本公司下屆股東週年大會結束時;
- (ii) 按照公司條例或本公司章程細則規定本公司下屆股東週年大會須 予舉行期限屆滿之日; 及
- 股東於本公司股東大會上通過普通決議案撤銷或修訂本決議案所 赋予之授権之時 !
- (7),「動罐在召開本大會之通告所載第(5)及第(6)項決議案獲通過之條件下 新城市日间4个人曾之遗传的城界(5)及取(6)及次(6)案及遗址设定案件目标 无限数。安存之遗传所载第(5)项决議案授予公司董事供缴核项户授 配数。安存及成理本公司股份之一般授权,在本公司董事供缴核项一般授 權配数及發行或同意有條中或無條件配發及行之股本面值總額中,加上 本公司根據本大會之過告所裁第(6)项决議案赙回本公司股份之授權 之本公司股本面值總額,惟擴大之數額不得超過於本決議案獲通過當日本 公司已發行股本面值總額之10%・」

特別決議案

- (8) 「動鹽就此對本公司組織章程細則作出以下修訂:
 - (a) 刪除細則第2條內「聯繫人士」之現有定義,並以如下新定義取代 「「聯繫人士」之涵義與上市規則中所賦予之涵義相同」;
 - (b) 在細則第2條內加入如下新定義:

[[上市規則]指香港聯合交易所有限公司證券上市規則及現行生效之 修訂」;

(c) 在細則第2條「魯面」定義後加入以下新段:

「凡提娃法律或交易所之任何規例,須涵蓋該等法律或交易所之該等 規例、任何附屬法例、附例、規則、法規、應用守則、守則、指引、指引、說明、或根據該等法律或交易所之該等規例而作出或按此不時發 出或刊發,或根據該等法律或交易所之該等規例所賦予權力所作之指 引炸狂・

- 刪除細則第15條第1行內「於兩個月內免付款獲取」一詞,並以「公司條例或上市規則訂明之該等期間內獲取」一詞取代;
- 删除細則第42條第3及5行「發行」及「彼」字眼後之「免費」,並以「不超 题上市規則不時訂明最高金額之收費」取代;
- (f) 在細則第73條加入新段(e):
 - 「(e) 或按適用之上市規則規定。」;
- (g) 加入新細則第82A條及旁註:

「82A、倘本公司認為任何股東根據上市規則就任何決議。 祖 據 上 市 案須放棄投票或僅可就任何決議案投票贊成或反 對,則該股東或以其名義作出之投票,如韓反上 述規定或限制, 不獲點算

- (b) 修訂細則第100(f)條如下:
 - (i) 在聚隨第5行「董事」字眼後,加入「或其任何聯繫人士」字眼;及
 - (ii) 在寮隨第6行「訂約」字跟後,加入「或其任何聯繫人士訂約或其本 身或其聯繫人士」字跟;
- (i) 修訂細則第100(g)條如下:
 - (i) 在第1行「董事」字跟後刪除「就其所知」字眼,並以「,倘彼或其 任何聯繫人士] 字眼取代;
 - (ii) 在緊随第3行「本公司」字眼後,加入標點符號「,」;
 - (iii) 在聚随第3行「之」字眼後、刪除「其」字眼,並以「該等」字眼替
 - (iv) 在聚糖第5行「利益」字眼後,加入「或其聯繫人士之」字眼;
 - (v) 在第6行酬除「是或已是」字眼,並以「其聯繫人士是或已是」字眼 替代:及
 - (vi) 在聚随第8及第11行「彼」字眼後,加入「或其任何聯繫人士之」字
- (i) 翻除整條細則第100(h)條,並將以下項目替代:
 - 「(b) 除此等細則所規定外,董事不得就批准彼或彼之任何聯繫人士擁 有重大利益之任何合的或安排或其它建議之任何董事合決 臟棄之 與表決;倘該名董事參與表決,其所投之票概不予計算,惟此禁 制不適用於下述各項:
 - (i) 就任何董事或其聯繫人士廖本公司或其任何附屬公司之要求 或為本公司或其任何附屬公司之利益而借出款項或產生或承擔實任之任何合約或安排或連議給予之任何抵押或賠償保 辞: 或

河由董事會以投資、縣工院上 1 的而首,該主席不得計入土,原 會議之法定人數內,亦無權就決議案參與表決),而該決議案為 最終及決定性決定,除非該主席及/或該之聯繫人士尚未就按知 悉所奉砂之利益性質或範圍如實地向董事會披露。」; 在细則第100(1)條第1行劉除「香琳聯合交易所有限公司證券上市規則」

向董事會披露。倘任何上述問題涉及會議主席或其聯繫人士;則

- 字眼,並以「上市規則」字眼取代,及在緊隨細則第100(1)條第4行「彼」 後加入 「或其任何聯繫人士」字眼;
- 在細則第105條第5行刪除「最遲須於股東大會召開當日之七日前」,並

「及發出該等預知之最短期限廟至少為七天,而交存該等領知之期限 廖在不早於指定舉行該推選之大會通知發出翌日開始,並在不遲於該 大會之目前七天結束。」;

- 删除细削第107條第一行中[特別]一詞,代之以「普誦」一詞,並刪除 细則第107條旁註全文,並以「藉普通決議案罷免董事之權力」;
- 翻除細則第167條及其旁註全文,並將以下項目替代:

「167、本公司向股東發出之任何通告或文件(包括根據上市規則所賦予圖義內之任何「企業傳訊」),不輸是否根據該等細則作出或發出,應以書面或者透過電 子形式,亦可由本公司親身向任何股東發出; 或透過已付郵費及載有股東名冊所示該股東登記地址之 函件、信封或封包方式緊寄或按上途地址處送或留置;或透過在報章刊登廣告;或於適用法律、法例 及規則准予之範圍,透過該股東向本公司提供任何 電報或傳真號碼或電子號碼或地址或網站(以向彼 寄發通告或向可合理及真實相值向其寄發通告後之 有關期間可導致該股東正式獲取通告之人士寄發通 告);或於適用法律、法例及規則准予之範圍,將 之登載在本公司之網站或上市規則訂明之網站及向 股東發出內容表示該通告或其他文件可於該處家閱 (「備索通告」) 之通告。股東可自上述所載任何方 法取得僱案通告·如屬聯名股份持有人,所有通告 應發予該名名稱名列股東名冊首位之聯名持有人, 及如此作出之通告應被視為充份送達或交付所有聯 名持有人·J;

(p) 刪除細則第169條及其旁註全文,並將以下項目取代:

「169. 向股東發出之任何通告或文件(包括根據上市規則 所賦予涵義內之任何「企義傳訊」)

為镁镎

- (a) 倚親身送達或蝘送,則通告或文件應視為於親身送達或邈迭之時獲送達或邈迭,故證明上妹 沒達或邈迭,公司秘書或董事會委任之其他人 士所簽署之書面證明為最終送達證明;
- (b) 倘以郵寄送達或遞送,則通告或文件應視為於 载有上述通告或文件之信封或封包放入香港郵 簡翌日獲送達或號送,就證明上述送達,載有 該通告或文件之信封或封包(已付足額郵資並 寫上正確地址,如地址在香港以外,須在空擊 服務涵蓋之內,且已付空郵郵資)放入郵 及公司秘睿或董事會委任之其他人士所簽署之 杳面證明載有該通告之信封或封包已寫上正確 地址,且已放入郵筒內,即可為最終送達證
- 倘寄出、發出、刊發或以電子方式使其可供 是人类的 20 地名美国 證明;及
- (d) 可以英文或中文版本送達股東,惟須妥為遵守 所有適用法規、規則及規例為限・j;
- (q) 在細則第173條刪除「書寫或付印」字眼,並以「書寫、付印或電子方 式 | 替代;
- 在細則第178(a)條第3行酬除「條例第165條條文(c)段」字眼,並以「條例 第 165(2) 條」 替代。

承董事會命 聯想集團有限公司 初 傳志

主席

群tt:

- 權出席上述大會及投票之股東,均有權委任一名或多名代表出席及投票。受委 任代表毋須為本公司之股來。
- 已簽署之代表委任农格及授权吞成其他授權文件(如有),或該等授權書經公經人簽署證明之授權文件則本,最遷須於大會學行時間四十八小時前送連本公司之股份過
- 本公司的於二字字四年七月十九日(显湖一)至二字字四年七月二十三日(显湖五)止 (包括首尾兩天)之期間內、暫停動理啟份邊戶登記手續・如試積深發建議之股息。 胡於二字字四年七月十六日(星期五)下午四時之前。將所有過戶文件總問有關股 票,这这本公司之股份趋户登配这一推拍勤级券登配有限公司弊理過戶登配手續(地
- 如為聯名特有,任何一位均可权身或委派代表於大會上就有關股份投票,對加坡也。 唯一有權就有關股份投票之人士。與該等聯名特有人中租過一位稅身或委任代表出 懷大會,則挑接納在本公司股東學起因一註前難股份除名首位之持有人可親身或 由委派代表就有關股份投票,任何其他聯名持有人投票均不予接納。
- 主席疑就股東國年大會通告上所載之所有決議案於股東國年大會上進行股數設決。 於本公佈日期,董事會包括三位執行董事(即即傳志先生、楊元慶先生及馬雪 征女士),一位非執行董事(即曾茂朝先生),以及三位獨立非執行董事(即黃 偉明先生、吳家璋数授及丁利生先生)。

類址: www.lenovo.com

Ienovo 联想

Lenovo Group Limited 聯想集團有限公

40.00

(Incorporated in Hong Kong with limited liability) (Stock Code: 0992)

2003/04 ANNUAL RESULTS ANNOUNCEMENT

The amount of taxation (credited)/charged to the consolidated profit and loss account represents:

14,482 (35,048) (20,566)

Current taxation:

- Taxation outside Hong Kong

- Over provisions in prior years

Deferred taxation

Share of taxation attributable to: Jointly controlled entitles Associated companies

Taxation (credit)/charge

Dividends

	FIN	FINANCIAL HIGHLIGHTS	m.
_		Turnover increased by 14.54% to HK\$23,176 million	
		EBITDA reached HK\$1,125 million	
		Profit attributable to shareholders attained HK\$1,053 million	
		Basic carnings per share was 14.09 HK cents. Fully diluted carnings per share was	
		Proposed final dividend is 3.0 HK cents per share	
_	ATI	ATIDITED CONSOLIDATED RESILTS	

The board of directors (the "Directors") of Lenovo Group Limited (the "Company") is pleased to announce that the audited consolidated results of the Company and its subsidiaries (the "Group") for the year ended 31st March 2004, together with the companaive figures for last year, are as follows:

Consolidated profit and loss account				1004	5
		2004	2003	1K\$;000	000.\$XH
	Note	HK\$.000	HK\$.000	Intedim dividend of 2.0 HK remis ness share	
Turnover	1	23,175,944	20,233,290	(2003: 1.8 HK cents) Proposed final dividend of 3.0 HK cents ner share	135,034
Earnings before interest, taxation, depreciation and amortisation expenses	•	1,125,129	1,174,720	(2003: 3.0 HK cents) 224,268 Special dividend of 5.2 HK cents per share for 2003	388,338
Depreciation expenses		(211,161)	(160,304)	373,764	747,412
Amortisation of intangible assets		(34,999)	(15,246)	At a board meeting held on 2nd June 2004, the Directors recommended a final dividend of 3.0 HK cents	d of 3.0 HK cents
Gains/(losses) on disposal of investments		47,558	(26,802)	per share. This proposed dividend is not reflected as a dividend payable in these accounts, but will be reflected as an appropriation of retained earnings for the year ending 31st March 2005.	ounts, but will be 5.
Finance income	٠,	93,368	77,233	5 Earnings per share	
Profit from operations	2	1,019,895	1.049,601	The calculation of basic and diluted earnings per share is based on the following data:	Š.
Finance costs		(2,881)	(20)	2004	2003
		1,017,014	1,049,581	es of basic and diluted carnings	
Share of losses of jointly controlled entities		(39,053)	(34,756)	per share (HK\$'000) 1,052,885	1.017.152
Share of profits of associated companies		16,891	13,826	Weighted average number of shares for the purposes of	OF2 OAT 503 F
Profit before taxation		994,852	1,028,651		610,040,400,1
Taxation	£	20,150	(26,018)	Effect of potential dilutive shares 53,541,036	9,827,387
Profit after taxation		1,015,002	1,002,633	Weighted average number of shares for the purposes of 7.525,307,193	7,514,167,966
Minority interests		37,883	14,519	PROPOSED DIVIDEND	
Profit attributable to shareholders		1,052,885	1,017,152	The Disselver renormmended a final dividend of 10 HV comes and shore for the uner anded 11st	war anded 31et
Dividends	4	373,704	747,412	The Differents recommended a final dividend of 3.0 pt. cents per state for the year ended 3.0 pt. March 2004 to the shareholders whose names appear on the Register of Members of the Company	of the Company
Earnings per share - Basic		14.09 HK cents	13.55 HK cents	on 23rd July 2004. Subject to the shareholders' approval at the forthcoming annual general meeting, the proposed dividend will be paid on 28th July 2004.	annual general
- Fully diluted	5	13.99 HK cents	13.54 HK cents	BUSINESS REVIEW	
Notes:				After the adjustments in 2002, China IT market entered into a new phase of growth in more	growth in more

Primary reporting formal - geographical segments Turnover, revenue and segment information (g)

of 51.0%.

Significant investments and Capital expenditure

In line with the Group's overall business, and resources allocation strategies, the Group sold 50% stake of its molhorand subsured sufficiently and the Child of HK512 million. The Group also recorded a set profit of HK512 million from the safes of scentifies investment. The cooperation with AOL on developing internet business ended last year, shares of the jointly controlled entity previously owned by AOL were repurchased and the jointly controlled entity subsequently became a wholly owned subsidiary of the Group.

During the year, capilat expendition of HK5466 million were incurred. Of this amount, HK538 million was used for investment in a subsidiary land develops and annafactures networking hardware products for the corporate IT business. The remaining HK5408 million was used primarily for acquisition of factor acress, injection into construction the progress and optimization of the Group's information excitatology systems. 23,391

During the year, MKSS61 million was recorded as addition of intangible assets which was mainly artificiable to the sponsorabip of Tre Olympic Puriner Programme and recognition of goodwill artising from equisition of subsidiaries.

137 A 14 150 Sales of the sales

Liquidity and financial resources

(20,150)

As a 31st Mach 2004, total asset of the Group was HKSB,342 million which was financed by shareholer fund of HKS4,480 million, millority interests of HKS29 million, fong-term and eurent labelites of HKS25 million, The current ratio of the Group was 1.85.

The Group had a solid financial position and maintained a strong and steady cash inflow from its operation activities. As at 31st March 2004, eath and eath equivatents of the Group totaled at HKS2,650 million. The balances consisted of about 26.9% in Hong Kong dollars, 22.7% in US, dollars and 50,9% in Remimbl.

Atthough the Group has consistently been in a very liquid position, credit facilities have revertheless been up in place (or contingency purposes. As 31st March 2004, the Group's total available credit facilities amounted to HK53,783 million, of which HK51,609 million was in trade line, HK51,100 million in short term and encodying money market facilities and HK51,071 million in facilities and HK51,071 million and HK5468 million for the foreign currency options was utilized.

As at 31st March 2004, the Group has long-term loan amounted to HK\$75 miltion, comparing with the shareholders' fund of HK\$4.489 million, the Group's graning ratio at the year end is 0.017. The Group's graning ratio at the year end is an acceptable lovel.

There were no assets held under finance lease during the year and as at the year end.

The Group consistently adopted a bedging policy for business transactions to minimize the risk of fluctuations from exchange rates on daily operations. As at 18st March 2004, the Group had oustanding origine currency options amounting to HX466 million.

Contingent liabilities

The Group has no material contingent liabilities as at 31st March 2004.

Employees

As at 31st March 2004, the Group had a total of 11,408 employees, 11,311 of whom were employed in Chinese mainland alof 97 were unployed in Hopes Kong and oversess. Thistosyn enablocation (fresources, the Group reinforced its focus on the development of its core business, all also undertoests, respectively in the serior of the serior properties of the serior of the serior of the serior for the serior for the serior in the serior of the serior of the serior of the serior serior serior serior of the serior of the serior of the serior and serior of the serior and benefits as the serior of the Group and individual employees. It also provides training and benefits such as insurance, medical and retirement funds to its suff to sustain the competitiveness of the Group of the Group of the Group. After the adjustments in 2002, China IT market entered into a new phase of growth in more confident strides in 2003. Total maket value gave at 11.18, 29x on 9x±1. As for Lenvo. its tumorer rose by 14.5% this year, surpassing market performance. Opening expenses increased as the results of establishing new businesses, loss incurred by contract manufacturing business and encontinued in research and development. Net profit of the Group thus recorded an increase of 3.5%.

PROSPECTS

Competition was intense in China's corporate IT market in 2003. While demand shrunk in the government and education sectors as a result of the SARS outbreak, orders surged among SMEs and in local municipal markets.

Corporate IT Business

China's economy, has seen raid growth in the apst few years, With the meacoconomic algebraing measures of the Chinese government, the sconomy is expected to enter into a new phase of fast and robust growth. Privachy-run and foreign-invested enterprises are emerging as new drivers of economic growth in the country. And third demands for IT products and services are monig the lags! in the market, hence presenting the Group with immense business opportunities. Lenovis corporate IT because recorded an increase of 10.4% in tumover over the previous year. Gross margin, however, saw a drop from the past year's 15.3% to 14.3% this year. The unit shipment of notebook computers out-performed other products boasting a growth set of a set.

China IT market is expected to ace ateady growth in 2004 while the Chinese government's macroeconomic tightening merautes are not expected tythesquitely affect that development or the market. Unit shipment of notebook computers wil see significant surge, making the limelight in the market. At for devices the Pr. state we are more to see the construction of the surgestion of the surgestio or 11.0% With strengthened design capabilities for notebook computers, Lenovo launched its first proprietary notebook computer "Soleil E600" in November 2003. The product was well-received by the market.

Launched in last Sperember, "Kaillan II" elektrop computer is the first Collaborating PC with unamented scenely, collaboration and manageability by other products in the market.

Capitalizing on the commercial baying season in the third quarter of the fitted year and the

		Contribution to operating profit Share of losses of jointly controlled entitles Share of profits of seconds	(39,053)	1,017,014	proprietary notebook computer "Soleil E600" i received by the market.
٠.		Profit before observed	16,891	16,891	 Launched in last September, "Kaitian II" deski with unmatched security, collaboration and man
v.		Taxation	9	994,852	Capitalizing on the commercial buying season in definant from provet energies. I enough more
		Profit after taxation		1.015.002	products and achieved record sales.
		Minority interests		37,883	Consumer IT Business
		Profit attributable to shareholders	82	1,052,885	Consumer IT market experienced steady growth
			PRC Others 2003 2003 HFC 200	Total 2003	by increase of family income and continuous in outbreak also stimulated short-term sales. Lenovo's consumer IT business renorted an in
٠.		Profit and loss actount		•	gross margin from the previous year's 13.3% segmentation was the reason for the outstanding
		Segment operating results	1,011,204 3.212	2 1,014,416	competitive edges of Lenovo's retail sales systemes especially during the SARS outbreak as it prom
		Losses on disposal of investments Amortisation of Intangible assets			the IT products they need. Employing a differentiation strategy, Lenovo o
,		Finance costs		(20)	and hunching products of the most advanced des improvement of gross margins for its consumer
		Contribution to operating profit Share of losses of jointly controlled entities Share of profits of associated companies	(34,736)	(34,756)	introduced the first nome PC, translate Avanta" technologies. This new product realizes discre computers, home appliances and other terr
		Profit before taxation		1,028,651	collaborating features. The market returned posi Recognizing the growing need for mobile com
		Taxation		(26,018)	market in developing the "Tianyi" notebook cos capabilities of "Tianyi" have created a superi
		Minority interests	. •	1,002,633	Group's share of this particular market segment
		Profit attributable to shareholders		1.017,152	Handneid Device Business
	(q) ·	Secondary reporting format - business segments			 China's mobile handset market saw steady grow shipments. It was the result of massive launch of
				Contribution to operating	marketing of value added digital services by te profit level was, however, lowered as some man
		-	2004 2004 #K\$'000	2004 2004	nonocitiome handsets. Ouring the year, unit shipments of Lenovo hand
		Corporate IT business	11,925,240	869'22'	of the Group's handheld device business increas was, however, affected by the inventory of me
		Constitute it business Handheld device business IT service business	7,760,668 2,050,164 547,780	466,814 (74,565)	OEM handsets in the market. As a result of the Group's dedicated efforts in the
		Contract manufacturing busines Gains on disposal of investments Amortiseins of accounts	892,092	(95,208) 47,558	handset products, self-developed products are sales. They accounted for remarkable 64.2% o
		Others	.	(22,000)	testifying to the successful transition from a p model. Helping to maintain gross margin at 16
			23,175,944	1,017,014	device business to gradually reduce losses in the Lenovo launched 16 new handset models during
			Turnover	Contribution to operating profit	reaturing integrated communication and digital ;
			2003 HK\$'000	2003 HK\$ '000	With China's IT service market's promising to
		Corporate IT business Consumer IT business Handheid device business IT service business	10,803,311 - 6,822,633 1,440,328 183,800	744,153 363,527 29,017 (61,405)	Lenovo's IT service business recorded an impryear. Its gross margin rose to 38.9% this year from Lenovo reported breakthroughs in e-governme
_		Losses on disposal of investments Amortisation of goodwill	983,218	8,554 (26,802) (7,463)	outing inc year, successivity established itself at Contract Manufacturing Business
			20,233,290	1,049.581	With severe competition in the European mother
	2 (a)	Profit from operations (a)	-		in 2003 was affected and loss was incurred. To focus on its computer and handset business business to Ramaxel Technology Limited in No.
			2001 HK\$'000	2003 HK\$'000	beneficial to the development of the business.
		Turnover Cost of sales	23,175,944 (19,787,944)	20,233,290 (17,234,746)	FINANCIAL REVIEW Recults Highlights
		Gross profit Finance income. Gains/(losses) on disposal of investments	3,388,000	2,998,544	Comparing with last year's results, the Group's turn
		Distribution expenses	3,528,926	3,048,975	million in the current fiscal year. EBITDA reached shareholders for the year increased by 3.51% to HKS1 and fully diluted carnings per share were 14.09 HK
		Administrative expenses Other operating expenses Amortivation of intantible assets	(1,686,932) (343,306) (443,794)	(1.393.990) (328.736) (261.402)	increases of 3.99% and 3.32% respectively. Turnover and Contribution
		Total operating expenses (Note (b))	(2,509,031)	(1,999,374)	Total turnover of the corporate IT business grew 10.3 million and contribution to operating and contribution to operate the contribution to operate the contribution to operate the contribution and contribution to operate the contribution the co
	(b)	Profit from operations Analysis of total operating expenses by nature.	1,019,895	1,049,601	The Group's consumer IT business recorded growth
		- -	2004	2003	pioitt 01 13.73% and 20.41%, feaching HK\$/, fol mili
		Selling expenses Promotional and advertising expenses Staff costs	(558,124) (395,905)	(425,143)	loss of the business was HK\$75 million. During the year, turnoyer of the IT service hutiness.
	· .	Other expenses Amortisation of intangible assets	(34,999)	(490,624) (15,246)	loss was reduced to HK\$58 million.
		Total operating expenses	(2,509,031)	(1,999,374)	Turnover of contract manufacturing business dropped HK\$95 million for the year was recorded.

ktop computer is the first Collaborating PC anageability by other products in the market. In the third quarter of the fiscal year and the bunted effective marketing activities for its in November 2003. The product was well-

- h in 2003. Consumer PC sales were enhanced improvement in quality of living. The SARS
- increase of 13.8% in tumover and a rise in 21.7% of this year. Effective customer in gperformance of this business stream. The risem and streamlined supply chain stood our sitem and streamlined supply chain stood our omises consumers quick and easy purchase of
- commits itself to technological innovation esigns. The strategy is vital to the continuous rr IT business. In November 2003, the Group I', embedded with Collaborating Applications I', retionary combination of functions among rminal devices, with automatic wireless
- imputing among consumers, Lenovo led the computer. The unique design and multimedia erior image for Lenovo in the marker. The nt increased to more than 30%.
- wth in 2003, recording 9.3% increase in unit of new generation handsets and aggressive telecommunications providers. The overall anufacturers sought to reduce their stock of
- ndsets grew more than 90% and the turnover ased by 42.3% over the previous year. Profit monochrome handsets and excess supply of
- in the research and development of proprietary accountbuints, a growing phase to the total of the Group's handset shipment this year, a primarily OSA model to a self-developed at 16,0%, the new focus enabled the handheld on the second half of the year.
- long-term growth potential, the turnover of puperssive growth of 198% over the previous from 28.7% of the past year. ment, network security and finance securs i as a professional IT service provider.
- rboard market, gross margin of the business sses, Lenovo sold 50% of its motherboard Jovember 2003. The Group believes this is

rnover increased by 14,54% to HK\$23,176 d HK\$1,125 million. Profit attributable to 51,053 million. The basic earnings per share IK cents and 13.99 HK cents representing

.39% over the previous year to HK\$11,925 14.51% to HK\$778 million.

h in turnover and contribution to operating illion and HK\$467 million, respectively.

to HK\$2,050 million for the year while the rose by 198.03% to HK\$548 million, and d by 9.27% to HK\$892 million and loss of

China IT market is expected to see steady growth in 2004 while the Chinese government's market common tightenests are not expected to negativety affect the development of the market. Unit shipment of notebook computers will see significant surge, making the limitight in the market. And shipment of notebook computers will see significant surge, making the limitight in the market. As for destrop 67, sails are going to park as consumers seek to replace equipments using the exemption. This growth using the exemption is the consumer IT market will be further fueled by the expanding applications and usage of the broadband network. The continuous evolution of the different sectors, such as the corporate IT market.

largest in the market, hence presenting the Group with immense business opportunities.

To further strengthen its core PC business, the Group has already introduced a series of initiatives since the fourth quarter of FY2000404. Adopting a more focused strategy, the Group aims at developing its PC business into a sustainable and international business. The Group will implement on the verticagy to build stronger ties with its extensioners, to with more customers and to serve them on a bong-term bails. The Group will be stress have already prenetred into 18 regions in Grina. Milling the gap ield by only using chounces that a street into the stress that the strength only using chounce distribution model. At the same time, the Group will be said to be considered to the diversified needs of large corporations and more diverse groups of someours, while strengthening its advantages in meeting the needs of individual customers and SMEs.

After a period of development, the handset business has proved to be able to leverage Lenovo's brand and other resources and developments in glutture expansion. Hence, the Group will continue to invest and develop this business. For the non-core businesses, the Group will adopt more flexible approaches such as introducing new partners to jointly develop the businesses.

Looking ahead, Lenovo will be able to fully realize its competitive advantages after the strategic adjustments, and capture opportunities for breakthroughs in the long run.

PURCHASE, SALE OR REDEMPTION OF THE COMPANY'S LISTED SECURITIES

During the year, the Company purchased its own sthares on The Stock Exchange of Hong Kong Limited (the "Stock Exchange") as follows:

	Lowest price per share HK\$ 2.025 2.725	Highest price per share HK\$ 2.375 2.775		Month/Year April 2003 March 2004
	HK\$ 2.025 2.725	HK\$ 2.375 2.775	9,350,000	2003
Aggregate consideration paid (including expenses) HK\$'000	Lowest price per share HKS	Highest price per share HK\$	Number of shares repurchased	/Year

The repurchased shares were subsequently sencelled and accordingly, the issued share capital of the Company was diminished by the nominal value of when the an an agregate nominal value of shares repurchased of HKS308,750 (2003: HKS783,250) was transferred from retained earning to share referengion reserve. The premium payable on repurchase was charged against the retained earnings earnings of the Company.

Save as disclosed above, neither the Company nor any of its subsidiaries purchased, sold or redeemed any of the Company's listed securities during the year.

FULL DETAILS OF FINANCIAL INFORMATION

A detailed results announcement of the Company containing all the information required by paragraphs 45(1) to 45(3) indivisive of Appendix 16 to the Rules Governing the Listing of Securities on the Stock Exchange (the "Listing Rules") will be published on the websites of the Stock Exchange and the Company in due course.

CLOSURE OF REGISTER OF MEMBERS

The Register of Members will be closed from 19th July 2004 to 23rd July 2004, both days inclusive, during With period no transfer of shares will be felfered. In order to quality for the proposed dividend, all completed transfer forms accompanied by the relevant stare certificates use the blodged with the Company's stare registrar. Abacus Share Registrare Limited of GPF, BEA Harbour View Centre, 56 Gloucester Road, Wanchai, Hong Kong for registration not later than 4:00 p.m. on 16th July 2004.

CODE OF BEST PRACTICE

Apart from the fact that the non-executive directors are not appointed for a specific term as they are subject to returnent by varion at annual greeful meeting in accordance with the Company's Articles of Association, the Company as complied with the Code of Best Practice as set out in Appendix 14 of the Listing Rules throughout the year,

By Order of the Board Liu Chuanzhi

As at the date hereof, the board of Directors is comprised of three executive Directors, namely Mr. Liu Chanthi, Mr. Yord Yunging and Mr. Ma Xuetheng, one non-executive Director, namely Mr. Zang Algochoo and three independent non-executive Directors, namely Mr. Wong Wil Mng, Professor Woo Chia-Wei and Mr. Ting Lee, Sen.

Hong Kong, 2nd June 2004

Weheiter warm famous

Ienovo联想

Lenovo Group Limited 聯想集團有限公司 (於香港班爾敦之方爾公司) (於香港代第: 1992)

			二零零三/二零零四年度全年業績公佈		
至整複数			(b) 由禁蒙症核实的结如蒙距分泌:		幣5.48億元,虧損疑步減少至
 查案數增加 14.546至聯幣 23.176億元 股業國人政策、折費及攤銷前徵利益 股業國人政策、10.53億元 每股基本盈利為 14.03億元 每股股 20.08億 普騰末期股 20.46億 	恭修231.76億元 及舞橋前被利益港幣11.25億元 110.33億元 港仙,每股全面攤購盈利為13.99港。3.0港山	. 學	日本 本日本 本 日本 本 日本 (1955) (25(1955) (25(1955)) (25(1955))	等0.58億元。 回製造業務的本年度銷售額下降9.27%至港幣 元 要投資及資本性支出	8.92億元,虧額則權到港幣0.95
. 超野核綜合業績			表 文 所 智 密 · · · · · · · · · · · · · · · · · ·	均丁配合类圈的整體維務策略及資源分配。 \$	2年内出售了20%的主機板
聯想集團有限公司 (「本公司 其附屬公司 (「本集團」) 教至集,以及去年的比較數字如	集團有限公司(「本公司」)之董事會(「董事會」) 議此欣然屬公司(「本集團」) 鐵克二等學四年三月三十一日止年度以及去年的比較數字如下:	此欣然宣佈,本公司及 止年度之總審核結合案	1群器(野人)/刘丑的数成智下:	处对备。20人日节点效果带来了那些的0.12提示则均数果国带来的港格0.32经元的海收益。在内,合作已许然止,原本由AOL所持右的全部股横已成均集国的全按附属公司。	的数判。此外,出售跟券投资集团网及VDL在互聯網縣務上的被回與。原有共同控制實際配
禁心菌苗栽	· · · · · · · · · · · · · · · · · · ·		11 中国中央11 中国中央11 中国中央11 中国中央11 中国中央11 中国11 中国	. 其中的語彙	20.28億元用於投資附屬公司。主
	二等等四年 对数	年 二等等三年元 法整千元	- · · · · · · · · · · · · · · · · · · ·	","女妇来!我的要求用的设计及生程。除了时贷是,在建工程及资化糖公覧职化系统。	3. 七米 田 於 容 質 函
.: ! .!	-	~	:李森以外的联的政员 14,422 : 上中区的政府服 (35,048) - 路路路河 (35,048)	53230 年內,無形質癌粉加共2/61億元,主聚為國際觀 (329) 藥財關公司所產生的商學,	委會全球合作夥伴贊助及因收
	军规	_		原复数益 众	
	(211,161)	_	都心态点: 其四形型对数 写单个证	11 11 11 12 13 14 15 15 15 15 15 15 15	兵
出售投资收益/(虧損)	47,558	(15,246) (58 (26,802)	(#X)/X# (20	能44.89億円,少製房共農村建設等等6.79億円,或對鐵廠高額打強犯1.82。	57:128元,女子以不具以后的引及而動負債為港幣38.24億元。
財務收入	93,368	168 77,233	9	话光上多子多样多种多样, 数安记会将出国等	i i i i i i i i i i i i i i i i i i i
前和我生	2 1,019,895	=		米西州文水 化碳酸 美国化自然的 医二甲基环试验 医二甲二二甲二甲二甲二甲二甲二甲二甲甲二甲二甲甲二甲甲二甲甲甲二甲甲甲二甲甲甲	每年的祝贺篇,成一多多四年3、港幣20.3億元,其中港幣佔
財務費用	(2,881)	(20)	油栗千光	九百22.7%,人先亲右	
なる 発動 対象 事務 発動 あんりん	1,017,014		中型数据等限20治值(11年年11年:1.8指值) 149,436 联系基层的数数 (11年十1年:1.3指值) 224,28 11年,11年,11年,11年,11年,12年,128通) 224,28	6、但仍保持银行 联国可数用的绝值	用額度以借為港幣37.83
題佔聯營公司從利	(scu,ve) 168,61	(34,756) (91 (13,826)		E 10.0018八点 对 60 百 年 数 13、10 18 17 10 18 17 10 10 10 10 10 10 10 10 10 10 10 10 10	5.父后是我们敌义,自称日,已想用的政政的任用数
除税的数利	994,852	152 1,028,651	WM 光子明识日代 13 12 12 12 12 12 12 12 12 12 12 12 12 12	1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1	* * * * * * * * * * * * * * * * * * *
投項	3 20,150		展現之應付股島內,惟將反映於截至二零零五年三	聚眠的女男女教授数据技术的复数 医拉托氏虫虫	·蒂·蒂·0.75億元,與散果資油商集團將繼續採取額質的借貸政
察免後 被	1,015,002	102 1,002,633	5. 窑表谢戏	- 宋文明七年宋本中中按河西尔十二十二十二十二十二十二十二十二十二十二十二十二十二十二十二十二十二十二十二	•
少數股東檔益	37,883	14,519	每股基本及翻译後数利根條下列數條計算:	於 年內 及 年末, 集 團 役 有 融 資租 贊 資 產 •	
股東國佔鐵地	1,052,885	1,017,152	11 处应申申1	学家用了塑羊皮蕉,以减倍因外帮圈堆聚代儿学家国车员工工工工工工工工工工 计算算法的数据	面對日常經營行為所造成的影響發移 超鐵物物 超纖色金额
· 海	4 373,704	104 747,412	用以計算每級基本及數據資利的協利(權幣千元) 1,052,885	· K	
(年段階差:2) 一帯神	# 0071		用以計算每段站本数利的加强平均投载 7,471,766,157 7.	7.504,340,579 /或有負債	
い 一全面数算	○ 14.09 AE S	位 13.55 港位 位 13.54 港位	强在图解股份	9827.387 於二零零四年三月三十一日,本集團沒有簠栗的	政有白徵。
明徒: 《 · · · · · · · · · · · · · · · · · · ·			用以計算每股額減級利的加強平均股數	7.5.14.167.9666 周工	
5 (a) 基本星程方式一地域分類	版 4		通過	二等等四年三月三十一日、英國共和	員工,其中11,311名受聘於
ស្នង	中華人民共和國 共和國 (「中華)」 (「中國)」 其他	(2) (4) (4) (4) (4) (4) (4) (4) (4) (4) (4	董事合硅鞣向於二學等四年七月二十三日名列本公司股東名冊上之股至二學等四年三月三十一日止年度末期股島每股30路仙,特股東於爾年大會推落後,蔣於二學季四年七月二十八日號付上茲聽設的股島	· 而97名别受耶於香港及海外地區。年內集中在鞏固核心囊茲的發展,為此進行戰幣0.22億元。	袋鹰重新整合斑颜的5件人员给榛鼠粉,抽
· · · · · · · · · · · · · · · · · · ·		₽ 5	夏回教祭	為了特類保持在人力資源市場的競爭力,集團將根 以實施的會、 與及及 關稅權政策,回時職為其工 路、聯絡、 语体会認。	围游根據經書業類及員工表現制定 8.員工提供培訓及其他福利,如保
・ ・ ・ ・ ・ ・ ・ ・ ・ ・ ・ ・ ・ ・ ・ ・ ・ ・ ・	947,128		IT市场短超二字学二年的周数,在二年华三年以更负款的步位追收的设计,中海绝值年代年增長11.12。即使隐置含数数二升14.5%。	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	
12. 电影响 医乳腺	or Chickers of the book	47,558	• 由於唱問際的都樂務以及合同製造業務出現虧徵。加上開拓新業才看之。 1. 4. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1.	対の発送しています。	

	以中 未来原题	中国短游照歷過去幾年犯號發展,在政府的聯絡光觀轉進入新進入新進入新進、健康的增長期,民營和外資企業日益成為中國認識增長的新動力,	也是對伯恩產品和服務的需求增長最為活躍的群艦,追將為集團帶來巨大機,	1. 中國11市场在11等等回年统合中继增换,中國政府的发现网络政策政场不会; 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1	————————————————————————————————————	, 形理人里联的嗓,真伊朗用的翼角和真带细格的造一步曾及游大力推断消费。 脂市场的增長,同時,政府、政育、股险等行教的改革游促植商用市场的平。	4. B.C. 化 19 B.B. B.B. B.B. B.B. B.B. B.B. B.B.B.B.	\$P\$ TATA TATA TATA TATA TATA TATA TATA T	外,群组的既随前御娱伍已深入中国市场的十八届分国,哪想进以混合者式我被则虞だ的客币跟於, 脂基单一颗红菌大的长后,黎因并终中不见,黎河菲赛德教的回踪,"光彩卦十多四名《宋记》第二条第二条第一条	2、《表表》2.5.5、通过3.7.4~又多多5.5.6.6.6.5.6.6.6.6.6.6.6.6.6.6.6.6.6.	to 發展的維務,黎國將繼續緊定地投入及發展 數,採用更鐵話的機制,例如引入新設東洪	品、 未來,認過戰略同數後的聯起將他與更好地發揮自己的優勢,掌握市場發展機構出,取得表過消炎強在的發展。	計 議買、出售或價回本公司	它的 开至 年內,本公司於者禮聯合交易所有限公司(「聯交所」)類回本公司股份如下:		女女兄母数 女女兄母数 衣女兄母数 化偏凝图记器 经高温 医四乙酰胺 超高温 我玩懂,也就是我用。我来一个我来了,我来不不	類 二学学三年回月 9,350,000 2,375 2,025 20	平雙 二苯零四年三月 3,000,000 2,775 2,725 8,270			年大 财務資料詳情	取大 較有模據聯交所(觀券上市規則)([上市規則])附錄16第45(1)至45(3)段規定之全部資料之本公司詳細數與公佈將於聯交所及本公司問責上5數。		公司游由二零零四年七月十九日至二零零四年七月二十三日(包括首尾兩天海盟四部)((高高) 80 元十二年	6. 1. 可分野组织设备厂包贴手遍,型资键保贷额据及汇据。 "我的二学专四件七月十倍的 "大日下午回吗?"苏邦所对已接接参之通广文件单回木服股票总提本公司之限份规度与现在的成"推拍影像与整把并保险"的 "她社算者被被不由土打"就 56就说说	推獨中心地下, 方為有效。	田田	8. 信非執行董事之任期乃依據本公司組織發程期別之規定須於股東週年大會上輪 8.建 值各超而無訂明指定任期外,本公司於年度內一直遵守上市規則附終14所載之 8.建 最佳應用守购。	合 心 中 類 使		张本公的目形,宣子自己结正位数许董章(即都保苏先生、梅元康先生及马龄 在女士)。一位非校村董章(即曾我想先生)。以及三位因立非校行董章(即黄 都昌 探阅先生、英宗校校兼在下出社本本人)。	在	
计二级设计 化氯化二烷二烷二烷 化二烷二烷二烷二烷二烷二烷二烷二烷二烷二烷二烷二烷二烷二烷二烷二	3.数值中比年指挥11.8。 黎祖魏國 奇维德上年14.58。 豫 原氨基以及全国数色数数出现数数 ,却上阳枯掠线移档	特提牧人引致陪替教用华上升,推测只上升3.5%。4.144.8%。4.144.8%。	医二环动物 计多数分离记录器 化邻苯基苯酚 化氯苯基苯酚 獨丁二數數三十二數數三十二十二十二十二十二十二十二十二十二十二十二十二十二十二十二十	大,有一个,2011年7月12年2月2日,大学的工作,大型工作文学工作文学工作,对自己的工作,是一个型企业和地模较技术市场即發展现地,也企業17架落的營業類較去年上升10.4%,毛利型由去年的15.3%下	38。各项备品中,策配本电路站也投现最高突出,结据增换2109组等配本的商品较胖能力有所提升,第一款即想研缪股胖的钢梯磨	本[昭确E800]於去年十一月推出,廣受市場觀控, 年九月推出的[開天11代]台式雜國,是首款關聯應用電腦,在在	是其他服商產品不具有的。 時機和成長型客戶的需求:	銷活動,大力推展「開天Ⅱ代」,實現銷售突破 ◆ 数務		效性固用管,并表立在即火肆局外的数,但为到目,想觉到了"排放",是可以被免免数数人生生上升13.8%,毛利等亦由去年的13.3%。无名13.7%,就复加强药的出色表现主要品因总探察了客户组分策略。	在非典型節炎降處期間,消費用戶價向鐵撐便被的襲買方式,聯起寶體系和短鏈供應優勢顯音。	7次割新技術和推出設計影響的電腦產(發起了重要作用,聯想於去年十一月電腦「天廳至集」,與沒讀和其他做良	现無線維後,市场反應良好。 想針對消費者對電腦移動性不斷上升的需求,率先按消費者的事好	3. 后我警託本格院,由於「大路」外型器特和共宿多樣體功能,在過數業記本市均上建立鲜明形象,聯想在核市場的份徵更經1. 1	実験等を発出している。	对政员来看 二學學二年中國手順市場優步發展,前聲較大年地加9.7%,促進因來 末日本部分表示	6.8.9	4.4.7.4.7.4.7.4.4.7.4.3.4.4.4.7.4.4.7.4.4.7.4.4.7.4.4.7.4.4.7.4.4.7.4.4.7.4.4.7.4.4.7.4.4.7.4.4.7.4.4.7.4.4.7.4.4.7.4.4.4.7.4	性重自主研發,自主研發產品佔夠是的比例經濟上升,全及了由OEM模式向自主研發模式的轉變,同時有助於保持的水平,下半年手持股循藻務的虧損也逐步減少。	等都先年共権出了16枚字像,其中包括两款结合通訊和教院處理功能能手機。 第手機	第26 國口服務市場具有長遠的增長協力,聯想口服務維務的營業函數去	略也由去年的28.754.越高至38.9%。 3、信息安全產品方案销售和金融行業方面。獲得 聯想打服務專業服務商的形象。	合回楔边紧 挤	\$P\$早二年联洲土壤依市场数争依然激烈,禁国合同数结维游书利希大的影響,并内出现都组。	 為了尊注發展電腦和手機維務,樂團於去年十一月出售50%主機板業1、情益予記憶科技有限公司,樂團相值此舉對談談務發展方利。 	政務回顧	禁禁齊数	数 数 23 数 沿 形 形 形 形 形	梅股 14.09港仙及13.99诺仙· 類類及過利買數	與TI業務的全年營雜額數去年上升10.39%進到港幣119.25億元,而盈利貿	开4.51%感到新称7.7%得元。11.1811的现在分词 11.181 11.191	8及2841%, 建到镍幣77.61億元及港幣4.67億元。 股檔案務的銷售製在本年度上升43.34%進到總幣20.5億元。虧損削進	E SLAT CAS
23,175,944	913,968	(34,999) 93,368 (2,881)	1,017,014	16,891	994,852 20,150	1,015,002	37,883	4 4 4 4 4 4 4 4 4	# 5	1,014,416	(15,246)	(20)	(34,736)	1,028,651 (26,018)	1,002,633	14,519	80 23 24	1 章 2 章 3	777,698 - 466,814 (74,565) (58,009)	(95,208) 47,558 (25,274) (22,900)		1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1	744,153 363,527 29,017	(61,403) 8,554 (26,802)	(7,463)		# 	海幣千元 20,233,290 (17,234,746)	2,998,544 77,233 (76,802)	3,048,975	(1,393,990) (328,736) (261,402)	(1,999,374)	
297,641	(33,157)			1 1				11 44 54 64	格然干况 404.214	3,212	1 1	•					11 94	14 4 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	11,925,240 7,760,668 2,050,164 547,780	892,092	23,175,944	14 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4	10,803,311 6,822,633 1,440,328	983,218	20,233,290		日本	23,175,944 (19,787,944)	3,388,000 93,368 47,558	3,528,926	(1,686,932) (343,306) (443,794)	(2,509,031)	:
22,878,303	947,125	(34,999)	(39.053)					H 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4	都 新	1,011,204	(26.802) (15,246)		(34,756)				华鹰						- T	•					\$			(fq	
## : ##] ## ;	京	以 以 以 以 以 以 以 以 以 以 以 以 以 以 以 以 以 以 以	级生可数数的复数形式	要なって	4	导致袋苗丸	少數發展單位較高級的數學與實際的		資金	分置原和强度	王帝女孩是我 都形成 胸壁 要		· 西西北西斯的阿拉曼 斯哈勒斯公巴斯兰 等2.3.3.5.5.5.5.5.5.5.5.5.5.5.5.5.5.5.5.5.	2000年	聚板被拉起 分件 5 中等	少数数所需构成数据数据数据数据数据数据数据数据数据	建四四条万式一条每分		企業IT時報 高度IT政務 中华政会政政 IT政務政政	阿鲁鲁他现代第四级政策。 匈侯斯			2. 10 10 10 10 10 10 10 10 10 10 10 10 10	阿安氏		植物斑疹 (*)		始 始 致 致 致 改 衣 衣	毛表 解数收入 日會校質收益/(6)社		大學 医克里斯氏 医克里斯氏 医克勒勒氏 医皮肤炎 医皮肤炎 医皮肤炎 医皮肤炎 医皮肤炎 医皮肤炎 医皮肤炎 医皮肤炎	超者実用均額 (別柱(b)) 疑者数	
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SOUTH CHINA MORNING POST

THURSDAY, JUNE 3, 2004

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lenovo联想

Lenovo Group Limited 聯想集團有限公司

(Incorporated in Hong Kong with limited Hability Stock Code: 0992

CONTINUING CONNECTED TRANSACTIONS

SHMMAR

Since the Digital China Spin-off, the Group has entered into transactions under the DCHL Sales Arrangement and the DCHL Purchases Arrangement with Digital China Group and prior to the Digital China Spin-off, such transactions had been entered into as intra-group transactions. The Group will continue to enter into such transactions with Digital China Group. As Legend Holdings is the controlling shareholder of the Company and Digital China respectively, Digital China and its subsidiaries are connected persons of the Company and such transactions between the Group and Digital China Group estitute connected transactions of the Company under the Listing Rules. Since the DCHL Sales Arrangement and DCHL Purchases Arrangement involve transactions which are or will be carried out on a recurring basis and are and will be expected to extend over a period of time, such transactions constitute continuing connected transactions of the Company under the Listing Rules. The Existing Waiter from the requirement of disclosure by press announcement as stipulated in Chapter 14 of the Old Listing Rules in respect of transactions effected under the DCHL Sales Arrangement and the DCHL Purchases Arrangement on each occasion it arises was granted by the Stock Exchange on 22 May 2001.

Arrangement and the DCRL Purchases Arrangement of earlo occasion it arises was granted by the stock Exchange on 22 May 2001.

Pursuant to Rule 14.3.5 of the Listing Rules, the Company and Digital China on 17 May 2004 on 17 May 2004 and end on 31 March 2007. So long as the aggregate annual value of purchases by the Group effected under the DCRL Sales Arrangement for each of the three financial years ending 31 March 2007 does not exceed HKS47 million, HKS47 million and HKS118 million respectively and the aggregate annual value of sales by the Group effected under the DCRL Purchases Arrangement for each of the three financial years ending 31 March 2007 does not exceed HKS47 million, HKS48 million and HKS18 million respectively and the aggregate annual value of sales by the Group effected under the DCRL Purchases Arrangement for each of the three financial years ending 31 March 2007 does not exceed HKS473 million, HKS48 million and HKS488 million respectively, transactions under the DCRL Unchangement and the DCRL Purchases Arrangement will fall under Rule 14A.34 for the Listing Rules and will only be subject to the annual review, reporting and announcement requirements set out in Rules 14A.37 to 14A.41 and Rules14A.45 to 14A.47 of the Listing Rules.

RACKCROUND

Reference is made to the circular of the Company dated 27 April 2001 in which the Company announced that the Group had entered into, and will continue to enter into, certain transactions with Digital China Group, including those under the DCHL Sales Arrangement and the DCHL Purchases Arrangement.

The Existing Walver from the requirement of disclosure by press announcement as stipulated in Chapter 14 of the Old Listing Rules in respect of transactions effected under the DCHL Sales Arrangement and the DCHL Purchases Arrangement on each occasion it arises was granted by the Stock Exchange on 22 May 2001.

CHAPTER 14A OF THE LISTING RULES

(i) Master Agreements

Pursuant to Rule 14A.35 of the Listing Rules, the Company and Digital China on 17 May 2004 entered into the Master Agreements to govern the DCHL Sales Arrangement and the DCHL Purchases Arrangement. The terms of the Master Agreements commence on 1 April 2004 and end on 31 March 2007, In accordance with the Master Agreements, the prices to be offered under each of the DCHL Sales Arrangement and the DCHL Purchases Arrangement shall be competitive, on normal commercial terms and determined by the relevant contracting parties on arm's length negotiations based on market prices and having regard to the quantity, technical requirements and/or other conditions of the products/services to be offered. The payment terms of the individual transactions will be determined by the relevant contracting parties at the time of entering into the transactions with reference to factors such as the relevant transaction amount, nature and specification and services requirement for the particular transaction.

(ii) Aggregate Annual Value

For the three financial years ended 31 March 2004, the aggregate annual value of purchases and sales effected under the DCHL Sales Arrangement and DCHL Purchases Arrangement especially are as follows:

	DCHL Sales Arrangement HK\$'000	DCHL Purchases Arrangement HK\$'000
For the financial year ended 31 March 2002	13,519	
For the financial year ended 31 March 2003	5,414	1,132
For the financial year ended 31 March 2004	27,992	

The audited total turnover for the Group's IT services business for the years ended 31 March 2003 and 31 March 2004 were approximately HK\$184 million and approximately HK\$548 million respectively. The proportion of aggregate value under the DCHL Sales Arrangement relative to total turnover for the Group's IT services business for the years ended 31 March 2003 and 31 March 2004 were 2.9% and 5.1% respectively (i.e. an increase of approximately 2%).

The Directors currently estimate that the aggregate annual value of purchases to be effected under the DCHL Sales Arrangement will not amount to more than HK\$47 million, HK\$77 million and HK\$118 million for each of the three financial years ending 31 March 2007 respectively. This estimate was determined based on the following factors:

- (i) the Group's projection that the proportion of total transaction value under the DCHL Sales Arrangement relative to total turnover for the Group's IT services business will grow 2% per annum over the three financial years ending 31 March 2007. This estimated growth rate was determined by reference to the above historical figures and also to the Group's expectation that total transaction value under the DCHL-Sales Arrangement will grow faster than the Group's IT services business turnover given that the products offered by Digital China Group complement and meet the business or product requirements of the Group and the benefit to the Group of bulk-purchase; and
- (ii) the projected growth in turnover of the Group's IT services business over the three financial years ending 31 March 2007 (as based on the estimated overall growth of the PRC IT services business sector provided in an external survey report).

The Directors also estimate that the aggregate annual value of sales to be effected under the DCHL Purchases Arrangement will not amount to more than HK\$73 million, HK\$81 million and HK\$88 million for each of the three years ending 31 March 2007 respectively. So far as the Company is aware, purchases by Digital China Group's projection of the annual cap amount under the DCHL Purchases Arrangement are for fulfillment of Digital China Group's projection of the annual cap amount under the DCHL Purchases Arrangement. The annual rarasaction value thereunder is affected by many factors, such as availability of hardware infrastructure, product specifications required, brand reputation of the Group's products and relevant project-oriented engagements available to Digital China Group. Therefore, the annual cap amounts for the DCHL Purchases Arrangement are estimated by reference to the following factors (which, are based on information provided in an external survey report):

- (i) the estimated growth in demand for PRC hardware deployment and support services as a whole over the three years ending 31 March 2007;
- (ii) Digital China Group's estimated current share of the PRC hardware deployment and support services market; and
- (iii) 'lenove brand computers' estimated market share in the PRC.

Digital China Group has acquired from the Group products under the DCHL Purchases Arrangement amounting to approximately HK\$0.52 million since I April 2004 and further purchases from Digital China Group are expected to sustain its customer-driven business requirement when required.

(iii) Directors' Confirmation

The Directors (including the independent non-executive Directors) confirm that the DCHL Sales Arrangement and the DCHL Purchases Arrangement have been and will be conducted in the ordinary course of business of the Group, on normal commercial terms, negotiated or will be negotiated on an arm's length basis and are and will be fair and reasonable and in the interests of the shareholders of the Company as a whole.

CONTINUING CONNECTED TRANSACTIONS OF THE COMPANY

As at the date of this announcement, Legend Holdings is the controlling shareholder of the Company and Digital China, thus Digital China and its subsidiaries are connected persons of the Company. Hence the transactions between the Group and Digital China Group constitute coanected transactions of the Company under the Listing Rules. Since the DCHL Sales Arrangement and DCHL Purchases Arrangement involve transactions who are or will be carried out on a recurring basis and are and will be expected to extend over a period of time, such transactions constitute continuing connected transactions of the Company under the Listing Rules.

So long as the aggregate annual value of purchases effected under the DCHL Sales Arrangement for each of the three financial years ending 31 March 2007 does not exceed HK\$47 million, HK\$77 million and HK\$118 million respectively and the aggregate annual value of sales effected under the DCHL Purchases Arrangement for each of the three financial years ending 31 March 2007 does not exceed HK\$73 million, HK\$81 million and HK\$88 million respectively, transactions under the DCHL Sales Arrangement and the DCHL Purchases Arrangement will fall under Rule 14A.34 of the Listing Rules and will only be subject to the annual review, reporting and announcement requirements set out in Rules 14A.37 to 14A.41 and Rules 14A.45 to 14A.47 of the Listing Rules and are exempt from the independent shareholders' approval requirements of Chapter 14A of the Listing Rules.

REASONS FOR ENTERING INTO THE CONTINUING CONNECTED TRANSACTIONS

Digital China Group is a distributor of various foreign brand IT products. The products provided under DCHL Sales Atrangement are mainly for resale to the Group's customers in the course of providing value-chain services covering consultation, implementation, integration and outsourcing. Digital China Group, on an irregular basis, places orders to the Group to purchase lenovo brand computers and related products. The Directors consider that it is in the interest of the Group to enter into transactions under the DCHL Purchases Arrangement which will allow the Group to take advantage of maximizing its economies of scale of production.

The Directors consider that the relevant products offered by each of the two groups complement the business or product requirements of the other and through the long business relationship established between the two groups, both parties are reasonably assured of the quality of the products provided by the other. Therefore, the Directors consider that the DCHL Sales Arrangement and the DCHL Purchases Arrangement are of beneficial interest to the Group and its shareholders as a whole.

GENERAL The Group is principally energed in the sale and manufacture of lenovo brand computers and related products, mobile devices and the provision of advanced IT products and

Lenovo Group Limited 聯想集團有限公司

osed in Hong Kong with limited liability)
Stock Code: 0992

CONNECTED TRANSACTIONS

SUMMARY

On 18 May 2004, Lenovo Pioneer, an indirect wholly-owned subsidiary of the Company, entered into the Master Agreement with Peak Champion pursuant to which, among other things:

- (1) Peak Champion has agreed to acquire, directly or indirectly, 25% of the entire equity interest in Lenovo Networks from Lenovo Pioneer at a cash consideration of RMB17,550,000 (equivalent to approximately HK\$16,557,000); and
- the parties have agreed that Lenovo Networks may undergo a restructuring so that upon completion of the Master Agreement, the holders of the equity interest of Lenovo Networks will become the shareholders of Networks BVI in the same proportion as their equity interest in Lenovo Networks immediately after SP Completion and Networks BVI will in turn hold 100% of the equity interest in Lenovo Networks.

The principal business of Lenova Networks is the manufacturing and sale of computer networking products and related accessories carried out mainly in the PRC.

As RLL is a substantial shareholder of the Company, Peak Champion, which is directly whofly-owned by RLL, is an associate of RLL and thus a connected person of the Company within the meaning of the Listing Rules. Under the Listing Rules, execution of the Master Agreement would constitute a connected transaction of the Company and is subject to the disclosure requirements under Rule 14A.32 of the Listing Rules in accordance with Rule 14A.32 of the Listing Rules.

Further details in relation to the connected transaction will be disclosed in the next published annual report of the Company

MASTER AGREEMENT

1. Date

18 May 2004

2. Parties

> Lenovo Pioneer, a member of the Group Vendor

Purchaser : Peak Champion, a direct wholly-owned subsidiary of RLL

The Proposed Transactions

Prior to SP Completion, the equity interest in Lenovo Networks is held as to 80% by Lenovo Pioneer and 20% by Century United. Century United is a connected person of the Company by virtue of its equity interests in Lenovo Networks. It is independent of Peak Champion.

Pursuant to the Master Agreement:

- (1) Peak Champion has agreed to acquire, directly or indirectly, 25% of the entire equity interest in Lenovo Networks from Lenovo Pioneer at a cash consideration of RMB17,550,000 (equivalent to upproximately HK\$16,557,000); and
- the parties have agreed that Lenovo Networks may undergo a restructuring so that upon completion of the Master Agreement, the holders of the equity interest of Lenovo Networks will become the shareholders of Networks BVI in the same proportion as their equity interest in Lenovo Networks immediately after SP Completion and Networks BVI will in turn hold (100% of the equity interest in Lenovo Networks).

It is contemplated that at the same time as the Sale and Purchase, a third party independent of the Company and its connected persons will acquire 10% of the entire equity interest in Lenovo Networks from Lenovo Pioneer. Immediately after SP Completion and completion of the acquisition by the independent purchaser, Lenovo Networks will be held, directly or indirectly, as to 45% by Lenovo Pioneer, 25% by Pesk Champion, 10% by the independent purchaser and 20% by Century United and therefore, Lenovo Networks will cease to be a subsidiary of the Company.

The Consideration

The consideration payable by Peak Champion to Lenovo Pioneer shall be satisfied in cash within 3 months upon the approval by the relevant Administration for Industry and Commerce in the PRC. The consideration was determined after arm's length negotiations.

Based on the carrying value of 25% net asset value and goodwill for Lenovo Networks, there would be a gain to the Group of RMB1,602,968 (equivalent to approximately HK\$1,512,000) on the disposal of equity interest in Lenovo Networks pursuant to the Master Agreement.

The proceeds receivable by the Group from the Sale and Purchase will be used for general working capital purposes of the Group

SP Completion

SP Completion shall be conditional upon having obtained (1) the written waiver of the pre-emptive rights by Century United in respect of the Sale and Purchase; and (2) such approval (where required) of the relevant authorities in respect of the Sale and Purchase, unless such conditions are waived in whole or in part by both parties. Lenovo Pioneer and Peak Champion have agreed to use reasonable endeavours to procure the fulfillment of the conditions in respect of the Sale and Purchase on or before 30 September 2004 or such later date as they may agree. SP Completion and completion of the acquisition by the independent purchaser as described in the paragraph entitled "The Proposed Transactions" above are independent of each other and failure to complete one shall not affect completion of the other.

As RLL is a substantial shareholder of the Company, Peak Champion, which is directly wholly-owned by RLL, is an associate of RLL and thus a connected person of the Company within the meaning of the Listing Rules. Under the Listing Rules, execution of the Master Agreement would constitute a connected transaction of the Company and is subject to the disclosure requirements under Rule 14A.56 of the Listing Rules in accordance with Rule 14A.32 of the Listing Rules.

Further details in relation to the connected transaction will be disclosed in the next published annual report of the Company.

INFORMATION ON LENGVO NETWORKS

Lenova Networks is a company incorporated in the PRC and its principal business is the manufacturing and sale of computer networking products and related accessories carried out mainly in the PRC. Lenovo Networks has carried on business since lune 2002. Based on its financial statements, the net losses before taxation of Lenovo Networks for the years ended 31 December 2002 and 2003 were approximately, RMB4,166,000 (equivalent to approximately HK\$3,930,000) (auditied) and RMB4,865,000 (equivalent to approximately HK\$4,599,000) (natualitied) respectively. Based on the same financial statements, the net losses after taxation but before minority interests of Lenovo Networks for the years ended 31 December 2002 and 2003 were the same as above.

The investment cost for the acquisition of 25% of the entire equity interest in Lenovo Networks by Lenovo Planner was RMB15,947,051 (equivalent to approximately HKS15,044,000, Total assets of Lenovo Networks as at 31 December 2003 was approximately RMB26,243,000 (equivalent to approximately HKS24,758,000) and the net asset value of Lenovo Networks as at 31 December 2003 was approximately RMS7,000,000 (equivalent to approximately HKS26,044,000).

REASONS FOR THE PROPOSED TRANSACTION

The Directors believe that by disposing of part of its equity interest in and reorganising the structure of Lenovo Networks, the Group can focus on its core businesses and efficiently allocate resources according to its strategic priorities. In addition, introducing new partners into the business of Lenovo Networks can help to deliver the highest value to customers and, working together, the Directors expect to expand future opportunities and capture new efficiencies.

Given the above, the Directors (including the independent non-executive Directors) consider that the terms of the Master Agreement are fair and reasonable, are on normal commercial and in the interests of the Company and its shareholders as a whole.

The principal activity of the Company is investment holding. The principal activities of the Group are the provision of advanced information technology products and services in the PRC. Lenovo Pioneer is an investment holding company.

Peak Champion is an investment holding company. The principal activities of RLL are property investment and investment holding.

TERMS USED IN THIS ANNOUNCEMENT

has the meaning ascribed to it under the Listing Rules "associate(s)"

"BVI" British Virgin Islands

Century United Investments Limited (世和投資有限公司), a company incorporated in the BVI, which holds a 20% equity interest in Lenovo Networks "Century United"

Lenovo Group Limited (韓想集團有限公司), a company incorporated in Hong Kong with limited liability and shares of which are listed on the Stock Exchange "Company"

the directors of the Company

the Company together with its subsidiaries "Group" "HK\$" Hong Kong dollars, the lawful currency of Hong Kong "Hong Kong" Hong Kong Special Administrative Region of the PRC

聯想調絡 (採期) 有限公司 (Lenovo Networks (Shenzhen) Limited), a company incorporated in the PRC "Lenovo Networks"

Lenovo Pioneer Limited (發 短 先 鋒 有 限 公 司), a company incorporated in the BVI and an indirect wholly-owned subsidiary of the Company "Lenovo Pioneer"

"Listing Rules" The Rules Governing Listing of Securities on the Stock Exchange

"Master Agreement" the agreement dated 18 May 2004 entered into between Lenovo Pioneer and Peak Champion in relation to, inter alia, the Sale and Purchase

"Networks BVI" a new company incorporated in the BVI for the purpose of holding 100% equity interest in Lenovo Networks

"Peak Champion" Peak Champion Investments Limited, a company incorporated in the BVI and a direct wholly-owned subsidiary of RLL

"PRC" The People's Republic of China "RLL"

Right Lane Limited (南明有限公司), a company incorporated in Hong Kong and a substantial shareholder of the Company

"RMB" Renminbi, the lawful currency of the PRC

the sale of 25% equity interest in Lenovo Networks by Lenovo Pioneer to Peak Champion and the purchase of such equity interest by Peak Champion from Lenovo Pioneer "Sale and Purchase"

"SP Completion" completion of the Sale and Purchase "Stock Exchange" The Stock Exchange of Hong Kong Limited

By Order of the Board of Directors
Llu Chunnzhi
Chalrman

As at the date of this announcement, the Board is comprised of three executive Directors, namely Mr Liu Chuanthi, Mr Yang Yuanqing and Ms Ma Xuecheng, and three independent non-executive Directors, namely Mr Wong Wal Ming, Professor Woo Chia-Wel and Mr Ting Lee Sen.

Conversion of Renminbi into Hong Kong dollars is based on the exchange rate of HK\$1.00 = RMB1.06

18 May 2004, Hong Kong

Post ~ classia Page 3 19 May 2004

ately HK\$548 million vely The approximately HK\$548 million respectively. The proportion of aggregate value under the DCHL Sales Arrangement relative to total turnover services business for the years ended 31 March 2003 and 31 March 2004 were 2.9% and 5.1% respectively (i.e. an increase of approximately 2%).

The Directors currently estimate that the aggregate annual value of purchases to be effected under the DCHL Sales Arrangement will not amount to more than HK\$47 million, HK\$77 million and HK\$118 million for each of the three financial years ending 31 March 2007 respectively. This estimate was determined based on the ar addition of the

- the Group's projection that the proportion of total transaction value under the DCHL Sales Arrangement relative to total turnover for the Group's IT services business will grow 2% per annum over the three financial years ending 31 March 2007. This estimated growth rate was determined by reference to the above historical figures and also to the Group's expectation that total transaction value under the DCHL Sales Arrangement will grow faster than the Group's IT services business turnover given that the products offered by Digital China Group complement and meet the business or product requirements of the Group and the benefit to the Group of bulk-purchase; and
- (ii) the projected growth in turnover of the Group's IT services business over the three financial years ending 31 March 2007 (as based on the estimated overall growth of the PRC IT services business sector provided in an external survey report).

The Directors also estimate that the aggregate annual value of sales to be effected under the DCHL Purchases Arrangement will not amount to more than HK\$73 million, HK\$81 million and HK\$88 million for each of the three years ending 31 March 2007 respectively. So far as the Company is aware, purchases by Digital China Group's project-oriented engagements. Therefore, historical figures may be irrelevant for projection of the annual cap amount under the DCHL Purchases Arrangement. The annual transaction value thereunder is affected by many factors, such as availability of hardware infrastructure, product, specifications required, brand reputation of the Group's products, and relevant project-oriented engagements availability of hardware infrastructure, product, specifications required, brand reputation of the Group's products, and relevant project-oriented engagements available to Digital China Group. Therefore, the annual cap amounts for the DCHL Purchases Arrangement are estimated by reference to the following factors (which are based on information provided in an external survey report): interpolity to be med by

- (i) the estimated growth in demand for PRC hardware deployment and support services as a whole over the three years ending 31 March 2007;
- (ii) Digital China Group's estimated current share of the PRC hardware deployment and support services market; and
- (iii) lenovo brand computers' estimated market share in the PRC.

Digital China Group has acquired from the Group products under the DCHL Purchases Arrangement amounting to approximately HK\$0.52 million since I April 2004 and further purchases from Digital China Group are expected to sustain its customer-driven business requirement when required

(iii) Directors' Confirmation

The Directors (including the independent non-executive Directors) confirm that the DCHL Sales Arrangement and the DCHL Purchases Arrangement have been and will be conducted in the ordinary course of business of the Group, on normal commercial terms, negotiated or will be negotiated on an arm's length basis and are and will be fair and reasonable and in the interests of the shareholders of the Company as a whole.

CONTINUING CONNECTED TRANSACTIONS OF THE COMPANY

As at the date of this announcement, Legend Holdings is the controlling shareholder of the Company and Digital China, thus Digital China and its subsidiaries are connected persons of the Company. Hence the transactions between the Group and Digital China Group constitute connected transactions of the Company under the Listing Rules. Since the DCHL Sales Arrangement and DCHL Purchases Arrangement involve transactions which are or will be carried out on a recurring basis and are and will be expected to extend over a period of time, such transactions constitute continuing connected transactions of the Company under the Listing Rules.

So long as the aggregate annual value of purchases effected under the DCHL Sales Arrangement for each of the three financial years ending 31 March 2007 does not exceed HK\$47 million, HK\$77 million, HK\$77 million, HK\$77 million, HK\$18 million respectively and the aggregate annual value of sales effected under the DCHL Purchases Arrangement for each of the three financial years ending 31 March 2007 does not exceed HK\$473 million, HK\$81 million and HK\$88 million respectively, transactions under the DCHL Sales Arrangement and the DCHL Purchases Arrangement will fall under Rule 14A.34 of the Listing Rules and will only be subject to the annual review, reporting and announcement requirements set out in Rules 14A.37 to 14A.41 and Rules 14A.45 to 14A.47 of the Listing Rules and are exempt from the independent shareholders' approval requirements of Chapter 14A of the Listing Rules.

REASONS FOR ENTERING INTO THE CONTINUING CONNECTED TRANSACTIONS

Digital China Group is a distributor of various foreign brand IT products. The products provided under DCHL Sales Arrangement are mainly for resale to the Group's customers in the course of providing value-chain services covering consultation, implementation, integration and outsourcing. Digital China Group, on an irregular basis, places orders to the Group to purchase lenove brand computers and related products. The Directors consider that it is in the interest of the Group to enter into transactions under the DCHL Purchases Arrangement which will allow the Group to take advantage of maximizing its economies of scale of production.

The Directors consider that the relevant products offered by each of the two groups complement the business or product requirements of the other and through the long business relationship established between the two groups, both parties are reasonably assured of the quality of the products provided by the other. Therefore, the Directors consider that the DCHL Sales Arrangement and the DCHL Purchases Arrangement are of beneficial interest to the Group and its shareholders as a whole.

"Digital China"

The Group is principally engaged in the sale and manufacture of lenovo brand computers and related products, mobile devices and the provision of advanced IT products and services in the PRC.

Digital China Group is principally engaged in the distribution of IT products, provision of systems integration services, and development and distribution of networking products.

"Board"

"Company" Lenovo Group Limited (聯想集團有限公司), a limited liability company incorporated in Hong Kong, with its shares listed on the

Stock Exchange

"connected person(s)" as such term is defined under the Listing Rules

the purchase of computers and other related IT products like printers under the brand name of "tenovo" (or where applicable, "Legend"), "聯想" and any other brands as used or owned by the Group from time to time and acquisition of related technical services from the "DCHL Purchases Arrangement"

Group by Digital China Group

the sale of IT products such as computers, servers, networking products and computer software and provision of related technical services by Digital China Group to the Group "DCHL Sales Arrangement"

Digital China Holdings Limited (神州 數碼 控股 有限公司), a limited liability company incorporated in Bermuda, whose shares are

listed on the Stock Exchange

"Digital China Group" Digital China and its subsidiaries

"Digital China Spin-off" the demerger from the Group of Digital China Group and separate listing of Digital China's shares on the Stock Exchange in June 2001 "Director(s)" the director(s) of the Company including the independent non-executive directors of the Company

"Existing Waiver" the waiver granted by the Stock Exchange on 22 May 2001 in relation to the DCHL Sales Arrangement and DCHL Purchases Arrangement

"Group" the Company and its subsidiaries

"HKS" Hong Kong dollars, the lawful currency of Hong Kong "Hong Kong" the Hong Kong Special Administrative Region of the PRC

4777 information technology

"Legend Holdings" 聯想控股有限公司(Legend Holdings Limited), a company incorporated in the PRC and the controlling shareholder of the Company

"Listing Rules" the Rules Governing the Listing of Securities on the Stock Exchange

"Master Agreements" the agreements made between the Company and Digital China to govern the DCHL Sales Arrangement and the DCHL Purchases Arrangement respectively

the Listing Rules prior to 31 March 2004 "Old Listing Rules"

the People's Republic of China

"Stock Exchange" The Stock Exchange of Hong Kong Limited

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By order of the Board Lin Chuanzhi

As at the date hereof, the Board is comprised of three executive Directors, namely Mr. Liu Chuanzhi, Mr. Yang Yuanging and Ms. Ma Xuezheng, one non-executive Director, namely Mr. Zeng Maochao and three independent non-executive Directors, namely Mr. Wong Wai Ming, Professor Woo Chia Wei and Mr. Ting Lee Sen.

Hong Kong, 2 June 2004

香港聯合交易所有限公司對本公佈之內容概不負責,對其準確性或完整性亦不發表任何聲明,並明確表示概不會就本公佈 全部或任何部分内容而產生或因倚賴故等內容而引致之任何損失承擔任何責任。

lenovo联想

Lenovo Group Limited 聯想集團有限公司

股票代號:0992

關連交易

於二零零四年五月十八日,本公司間接全資附屬公司聯想先鋒與Peak Champion訂立主要協議,據此(其中包括):

- Peak Champion同意按現金代價人民幣 17,550,000元 (相等於約港幣 16,557,000元)向聯想先鋒直接或間接收購聯想網絡 全部股本權益的25%;及
- 訂約方同意聯想網絡可進行重組,使主要協議交割後聯想網絡股本權益之持有人,可按彼等緊隨買賣交割後於聯 想網絡股本權益的比例成為Networks BVI之股東,而Networks BVI將持有聯想網絡全部股本權益,

聯想網絡之主要業務為主要在中國從事電腦網絡產品及相關配件之生產及銷售。

由於南明乃本公司主要股東,Peak Champion(由南明直接全資擁有)乃南明聯繫人士及因而成為上市規則含義下之本公司關連人士。根據上市規則,執行主要協議將構成本公司之關連交易及須根據上市規則第14A.32條遵守上市規則第14A.56條之披露規定。

有關關連交易詳情,將在本公司下一期刊發之年報內披露。

主要協議

日期

二零零四年五月十八日

訂約方

聯想先鋒(本集團成員)

賣方 買方 Peak Champion (南明之直接全資附屬公司)

擬進行之交易

於買賣交割之前,聯想網絡之股本權益由聯想先鋒及世和分別持有80%及20%。世和因持有聯想網絡之股本權益而成為本公司之關連人士。世和獨立於Peak Champion。 根據主要協議:

- (1) Peak Champion同意按現金代價人民幣 17,550,000元 (相等於約港幣 16,557,000元) 向聯想先鋒直接或間接收購聯想 網絡全部股本權益的25%;及
- 盯釣方同意聯想網絡可進行重组,使主要協議交割後聯想網絡股本權益之持有人,可按彼等緊隨買賣交割後於聯想網絡股本權益的比例成為 Networks BVI之股東,而 Networks BVI將持有聯想網絡全部股本權益。

於進行交易的同時,獨立於本公司之第三方及其關連人士擬向聯想先鋒收購聯想網絡全部股本權益的10%。緊隨買賣交割及獨立買方收購交割後,聯想網絡將由聯想先鋒、Peak Champion、獨立買方及世和分別直接或間接持有 45%、25%、10%及20%,而聯想網絡不再為本公司之附屬公司。

Peak Champion向聯想先鋒支付之代價將在中國相關工商行政管理機關批准後3個月內以現金支付。代價乃經公平原 則磋商後釐定。

按 聯 想 網 絡 之 25% 資 產 賬 面 淨 值 及 商 譽 計 算 , 本 集 團 根 據 主 要 協 議 於 出 售 聯 想 網 絡 股 本 權 益 後 將 錄 得 人 民 幣 1.602.968元 (相等於約港幣1,512,000元)的收益。

本集團自交易所得之款項,將用作本集團之一般營運資金。

買賣交割

除非獲雙方全部或部分豁免,買賣交割須待(1)獲世和書面放棄交易之優先權;及(2)就交易獲有關當局之批准(如有需要),方能生效。聯想先鋒及Peak Champion已同意按合理基準致力促使交易之條件於二零零四年九月三十日或之前或被等可能協定之較後日期達成。買賣交割及上述「擬進行之交易」一段所述由獨立買方進行之收購之交割 乃彼此獨立,而任何一項未能交割均不會對另一項之交割造成影響。

В. 關連交易

由於南明乃本公司主要股東,Peak Champion(由南明直接全資擁有)乃南明聯繫人士及因而成為上市規則含義下之本公司關連人士。根據上市規則,執行主要協議將構成本公司之關連交易及須根據上市規則第14A.32條遵守上市規則第14A.56

有關關連交易詳情,將在本公司下一期刊發之年報內披露。

有關聯想網絡之資料

聯想網絡乃一家於中國註冊成立之公司,其主要業務為在中國生產及銷售電腦網絡產品及相關配件。聯想網絡自二零零二年六月開始營業。根據其財務報表,聯想網絡截至二零零二年及二零零三年十二月三十一日止年度之除税前虧損淨額分別約為人民幣4,166,000元(相等於約港幣3,930,000元)(經審核)及人民幣4,865,000元(相等於約港幣4,590,000元)(未經審核)。根據同一份財務報表,聯想網絡截至二零零二年及二零零三年十二月三十一日止年度之除稅後但未計少數 股東權益前虧損淨額與上述相同。

聯想先鋒收購聯想網絡25%股本權益之投資成本為人民幣15,947,031元(相等於約港幣15,044,000元)。聯想網絡於二零至三年十二月三十一日之總資產約為人民幣26,243,000元(相等於約港幣24,758,000元)。聯想網絡於二零零三年十二月三一日之資產淨值約為人民幣7,000,000元(相等於約港幣6,604,000元)。

進行建議收購之理由

董事認為藉出售其於聯想網絡之部分股本權益及重組聯想網絡之架構,本集團可集中資源發展其核心業務。此外,為聯想網絡引入新夥伴有助向客戶提供最大價值,與新夥伴攜手合作,董事預期可擴大未來商機及提高效率。

E.

基於上述, 董事 (包括獨立非執行董事) 認為按一般商業條款訂立之主要協議之條款屬公平合理,並符合本公司及其股 東整體之利益。

本公司之主要業務為投資控股。本集團之主要業務為在中國提供先進資訊科技產品及服務。聯想先鋒為一家投資控股公司。

Peak Champion為一家投資控股公司。南明之主要業務為物業投資及投資控股。

本公佈所用詞語:

「聯繫人士」

具有上市規則所賦予之涵義

[BVI]

英屬維爾京群島

世和投資有限公司 (Century United Investments Limited),一家於英屬維爾京群島註冊成立之公司,彼持有聯想網絡20%權益 「世和」

「本公司」 交所上市

聯想集團有限公司 (Lenovo Group Limited),一家於香港註冊成立之有限公司,其股份於聯

買賣交割及獨立買方收購交割後, 聯想網絡將由聯想先鋒、Peak Champion、獨立買方及世和分別直接或間接持有45%、25%、10%及20%,而聯想網絡不再為本公司之附屬公司。

Peak Champion向 聯想先鋒支付之代價將在中國相關工商行政管理機關批准後3個月內以現金支付。代價乃經公平原 則磋商後釐定。

按聯想網絡之25%資產賬面淨值及商譽計算,本集團根據主要協議於出售聯想網絡股本權益後將錄得人民幣 1,602,968元(相等於約港幣1,512,000元)的收益。

本集團自交易所得之款項,將用作本集團之一般營運資金。

5. 買賣交割

除非權雙方全部或部分豁免,買賣交割須待(1)獲世和書面放棄交易之優先權;及(2)就交易獲有關當局之批准(如有需要),方能生效。聯想先鋒及Peak Champion已同意按合理基準致力促使交易之條件於二零零四年九月三十日或之前或彼等可能協定之較後日期達成。買賣交割及上述「擬進行之交易」一段所述由獨立買方進行之收購之交割乃彼此獨立,而任何一項未能交割均不會對另一項之交割造成影響。

關連交易

由於南明乃本公司主要股東, Peak Champion (由南明直接全資擁有) 乃南明聯繫人士及因而成為上市規則含義下之本公司關連人士。根據上市規則,執行主要協議將構成本公司之關連交易及須根據上市規則第14A.32條遵守上市規則第14A.56 條之披露規定。

有關關連交易詳情,將在本公司下一期刊發之年報內披露。

有關聯想網絡之資料

聯想網絡乃一家於中國註冊成立之公司,其主要業務為在中國生產及銷售電腦網絡產品及相關配件。聯想網絡自二零零二年六月開始營業。根據其財務報表,聯想網絡截至二零零二年及二零零三年十二月三十一日止年度之餘稅前虧損淨額分別約為人民幣4,166,000元(相等於約港幣3,930,000元)(經審核)及人民幣4,865,000元(相等於約港幣4,590,000元)(未經審核)。根據同一份財務報表,聯想網絡截至二零零二年及二零零三年十二月三十一日止年度之除稅後但未計少數 股東權益前虧損淨額與上述相同。

聯想先鋒收購聯想網絡25%股本權益之投資成本為人民幣15,947,031元(相等於約港幣15,044,000元)。聯想網絡於二零零三年十二月三十一日之總資產約為人民幣26,243,000元(相等於約港幣24,758,000元)。聯想網絡於二零零三年十二月三十一日之資產淨值約為人民幣7,000,000元(相等於約港幣6,604,000元)。

D. 進行建議收購之理由

董事認為藉出售其於聯想網絡之部分股本權益及重組聯想網絡之架構,本集團可集中資源發展其核心業務。此外,為 聯想網絡引入新夥伴有助向客戶提供最大價值,與新夥伴攜手合作,董事預期可擴大未來商機及提高效率。

一般資料

基於上述,董事(包括獨立非執行董事)認為按一般商業條款訂立之主要協議之條款屬公平合理,並符合本公司及其股東整體之利益。

本公司之主要業務為投資控股。本集團之主要業務為在中國提供先進資訊科技產品及服務。聯想先鋒為一家投資控股公司。

Peak Champion為一家投資控股公司·南明之主要業務為物業投資及投資控股。

本公佈所用詞語:

「聯繫人士」 指 具有上市規則所賦予之涵義 [BVI! 英屬維爾京群島 指

世和投資有限公司 (Century United Investments Limited),一家於英屬維爾京群島註冊成立之公司,彼持有聯想網絡20%權益 「世和」 指

「本公司」 聯想集團有限公司(Lenovo Group Limited),一家於香港註冊成立之有限公司,其股份於聯 交所上市 **K**

「董事」 指一本公司董事

指 本公司及其附屬公司 「本集團」 「港幣」 指 港幣,香港法定貨幣 中國香港特別行政區 「香港」

「聯想網絡」 指 聯想網絡 (深圳) 有限公司 (Lenovo Networks (Shenzhen) Limited) ,一家於中國註冊成立之公

「聯想先鋒」 Lenovo Pioneer Limited (聯想先鋒有限公司),一家於英屬維爾京群島註冊成立之公司,為本 指 公司間接全資附屬公司

「上市規則」 捛 聯交所證券上市規則

「主要協議」 聯想先鋒與Peak Champion於二零零四年五月十八日就 (當中包括) 買賣交易而訂立之協議

一家於英屬維爾京群島註冊成立之新公司,其成立目的為持有聯想網絡100%權益 Networks BVI 指

Peak Champion 指 Peak Champion Investments Limited, 一家於英屬維爾京群島註冊成立之公司,為南明直接全

資附屬公司

「中國」 指 中華人民共和國

「南明」 南明有限公司 (Right Lane Limited),一家於香港註冊成立之公司,為本公司主要股東 指

「人民幣」 指 人民幣,中國法定貨幣

「交易」 聯想先鋒向Peak Champion出售聯想網絡之25%權益及Peak Champion向聯想先鋒購入該等權益 指

「買賣交割」 指 交易之交割

「聯交所」 香港聯合交易所有限公司

承董事會命 主席 柳傳志

於本公佈日期,董事會成員包括三位執行董事,即称傳志先生、楊元慶先生及馬雲征女士,一位非執行董事,即曾茂朝先生,以及三位獨立非執行董事,即黄偉明先生、吳家璋教授及丁利生先生。

人民幣換算為港幣之隨率乃以港幣1.00元兑人民幣1.06元為基準計算。

二零零四年五月十八日,吞进

香港聯合交易所有限公司野本公布之內容概不負責,對其準確性或完整性亦不發表任何參明,並明確表示概不會故本公布全部或任何部分內容 两度生或因倚賴被等內容而引致之任何損失承擔任何責任。

lenovo联想

Lenovo Group Limited 聯想集團有限公司

(於香港註冊成立之有限公司)

股份代號: 0992

持續關連交易

概要

自神州數碼分拆後,本集團根據神州數碼銷售安排及神州數碼採購安排與神州數碼集團進行交易,而於神州數碼分拆前,該等交易則作為集團間交易進行。本集團將繼續與神州數碼集團進行該等交易。由於聯想控股分別是本公司與神州數碼的控股公司,故根據上市規則,神州數碼及其附屬公司為本公司之關連人士,因此,根據上市規則,本集團與神州數碼集團進行之交易構成本公司之關連交易。由於神州數碼銷售安排及神州數碼採購安排涉及之交易確屬或將屬經常性進行,並預期及將預期持續一段時間,故根據上市規則,該等交易構成本公司之持續關連交易。聯交所乃於二零零一年五月二十二日授出現行豁免,無須本公司就每次根據神州數碼銷售安排及神州數碼採購安排進行之交易,根據舊有上市規則第14章之規定以報章公告方式作出披露。

根據上市規則第14A.35條,本公司與神州數碼於二零零四年五月十七日訂立總協議,以分別規範神州數碼銷售安排及神州數碼採購安排。總協議期限均為二零零四年四月一日至二零零七年三月三十一日。當於截至二零零七年三月三十一日止三個財政年度各年本集團根據神州數碼銷售安排達致之每年採購總值分別不超逾47,000,000港元、77,000,000港元及118,000,000港元,以及於截至二零零七年三月三十一日止三個財政年度各年本集團根據神州數碼採購安排達致之每年銷售總值分別不超逾73,000,000港元、81,000,000港元及88,000,000港元,則根據神州數碼銷售安排及神州數碼採購安排進行之交易將屬於上市規則第14A.34條之範圍,僅須遵守上市規則第14A.37至14A.41條及第14A.45至14A.47條所載之年度回顧、申報及公告規定。

背景資料

趙請参照本公司於二零零一年四月二十七日刊發之通函,內容有關本公司宣佈本集團經已及將會繼續與神州數碼集 團訂立若干交易,包括根據神州數碼銷售安排及神州數碼採購安排進行之交易。

聯交所乃於二零零一年五月二十二日授出現行豁免,無須本公司就每次根據神州數碼銷售安排及神州數碼採購安排 進行之交易,根據舊有上市規則第14章之規定以報章公告方式作出披露。

上市規則第14A章

(i) 總協議

根據上市規則第14A.35條,本公司與神州數碼於二零零四年五月十七日訂立總協議,以規範神州數碼銷售安排及神州數碼採購安排。總協議期限均為二零零四年四月一日至二零零七年三月三十一日。根據總協議,神州數碼銷售安排及神州數碼採購安排各自提出之價格須具競爭力、屬一般商業條款及須由有關之訂約方根據市價及經參考將提供之產品之數量、技術要求及/或其他條件後公平磋商釐定。每項交易之付款條款將由有關訂約方於訂立交易時參考特定交易之因素,如相關交易之金額、性質及規格以及服務要求後釐定。

(ii) 每年總金額

截至二零零四年三月三十一日止三個財政年度,根據神州數碼銷售安排及神州數碼採購安排達致之每年採購及銷售總金額如下:

神州數碼銷售安排 神州數碼採購安排 千港元 千港元

截至二零零二年三月三十一日止財政年度 截至二零零三年三月三十一日止財政年度 截至二零零四年三月三十一日止財政年度

13,519 — 5,414 1,132

截至二零零四年三月三十一日止財政年度 27,992 - 27,992 本集團資訊科技服務業務截至二零零三年三月三十一日及截至二零零四年三月三十一日止年度之經審核總營業

額,分別約為184,000,000港元及約548,000,000港元。神州數碼銷售安排之總值佔本集團資訊科技服務業務於截至二零零三年三月三十一日及截至二零零四年三月三十一日止年度之總營業額分別為2.9%及5.1%(即上升約2%)。

董事現估計於截至二零零七年三月三十一日止三個財政年度各年根據神州數碼銷售安排達致之每年採購總額 將分別不會多於47,000,000港元、77,000,000港元及118,000,000港元。該估計乃根據下列因素釐定:

- (i) 本集團預測,截至二零零七年三月三十一日止三個財政年度,根據神州數碼銷售安排之交易總值將每年增長2%。此項增長率估計,乃參照上述以往交易數字,以及鑒於神州數碼集團所提供有關產品可補足及迎合本集團之業務或產品需求並收大量採購之利,使本集團預期神州數碼銷售安排下之交易總額之增長,將較本集團資訊科技服務業務之營業額之增長為快而釐定;及
- (ii) 本集團資訊科技服務業務營業額於截至二零零七年三月三十一日止三個財政年度之預測增長(外界調查報告提供之中國資訊科技服務業務界別之估計整體增長)。

董事亦估計,截至二零零七年三月三十一日止三個財政年度各年,根據神州數碼採購安排達致之每年採購總額將分別不會多於73,000,000港元、81,000,000港元及88,000,000港元。就本公司所知,神州數碼根據神州數碼採購安排之採購乃為進行神州數碼受委聘之項目而作出。因此,以往數據可能不適用於預測神州數碼採購安排之年度上限。該項安排下之年度交易價值受多項因素影響,如硬件基建之需求、所需產品規格、本集團產品之品牌聲譽及神州數碼集團取得之相關受委項目。因此,神州數碼採購安排之年度上限乃參考下列因素(以外界調查報告提供之資料為基準)進行估計:

(i) 根據截至二零零七年三月三十一日止三個年度中國硬件調配及支援服務之整體需求增長估計;

香港聯合交。 部分內容而2

董高 該 鑒的 鑒上事發 協 於持 於市會展 議 僑續 代規欣的 的 樂關 理則然少 算

該協議

該協議的主導 該協議日期 訂約方

提供服務範圍

年期

就顧提服 就麗提服 就麗提服 就麗提服 就麗提服 就屬供務 租高供務 租高供務 世國業費 北國業費 北國業費

就續租北京 麗高花園物 所支付的代 費用

開支 上限

該協議所定 **截至下列日**

二零零四年二零零五年

二零零六年

此等上限乃

年一—— 年—— 年二二 第二二二 第二二二 第二二二 第二二

一 截至一卷 一 截至二章 物業代理費

- (ii) 神州數碼集團現時估計應佔中國硬件調配及支援服務市場之份額;及
- (iii) 「聯想」品牌電腦於中國之估計市場份額而釐定。

· 自二零零四年四月一日,神州數碼集團根據神州數碼採購安排向本集團採購之產品約達 520,000港 元,而預期為支持其客戶驅動之業務要求(如有要求),將與神州數碼集團進行進一步的採購。

(iii) 董事之確認

董事(包括獨立非執行董事)確認,神州數碼銷售安排及神州數碼採購安排經已及將會在本集團日常業務中按一般商業條款進行,經已或將會按公平原則磋商,確屬及將屬公平合理,以及符合本公司股東之整體利益。

本公司之持續關連交易

於本公佈日期,聯想控股分別是本公司與神州數碼的控股股東,故神州數碼及其附屬公司為本公司之關連人士,因此,根據上市規則,本集團與神州數碼集團進行之交易構成本公司之關連交易。由於神州數碼銷售安排及神州數碼採購安排涉及之交易確屬或將屬經常性進行,並預期及將預期持續一段時間,故根據上市規則,該等交易構成本公司之持續關連交易。

當於截至二零零七年三月三十一日止三個財政年度各年根據神州數碼銷售安排達致之每年採購總值分別不超逾47,000,000港元、77,000,000港元及118,000,000港元,以及於截至二零零七年三月三十一日止三個財政年度各年根據神州數碼採購安排達致之每年銷售總值分別不超逾73,000,000港元、81,000,000港元及88,000,000港元,則根據神州數碼銷售安排及神州數碼採購安排進行之交易將屬於上市規則第14A.34條之範圍,僅須遵守上市規則第14A.37至14A.41條及第14A.45至14A.47條所載之年度回顧、申報及公告規定,而無需遵守上市規則第14A章之獨立股東批准規定。

訂立持續關連交易之理由

神州數碼為多個外國品牌資訊科技產品之分銷商。根據神州數碼銷售安排提供之產品主要用於提供如諮詢、應用實施、集成及營運外包等價值鏈服務時轉售予本集團之客戶。神州數碼集團非定期地向本集團訂購「聯想」品牌電腦及相關產品。董事認為根據神州數碼採購安排進行交易,有助本集團從規模生產中受益,因此符合本集團之利益。

董事認為兩個集團各自提供之相關產品可互補彼此之業務及產品要求,而藉著兩個集團所建立之長久業務關係,雙方可以合理確保對方提供產品之質索。因此董事認為神州數碼銷售安排及神州數碼採購安排乃符合本集團及股東之整體實益權益。

一般資料

本集團主要業務為在中國銷售及製造「聯想」品牌電腦及相關產品、移動設備及提供先進資訊科技產品及服務。神州數碼集團主要從事分銷資訊科技產品、提供系統集成服務及開發與分銷網絡產品。

釋 義

· ·			
「董事會」	指	本公司董事會	
「本公司」	指:	聯想集團有限公司 (Lenovo Group Limited) ,於香港註冊成立之有於聯交所上市	限公司,其股份
「關連人士」	指	上市規則所定義者	• "
「神州數碼採購安排」	指	神州數碼集團自本集團購買以「lenovo」(或如適用「Legend」)、「II 團不時使用或擁有之任何其他品牌行銷之電腦及其他相關產品(有關技術服務	が想」品牌及本集 如打印機) 及購買
· 「神州數碼銷售安排」	指	神州數碼集團向本集團銷售資訊科技產品,例如電腦、伺服器、 軟件及提供有關技術服務	網絡產品及電腦
「神州數碼」	·指	神州數碼控股有限公司(Digital China Holdings Limited),於百慕達公司,其股份於聯交所上市	註冊成立之有限
「神州數碼集團」	指	神州數碼及其附屬公司	
「神州數碼分拆」	指	神州數碼集團於二零零一年六月自本集團分拆及其股份於聯交	所獨立上市
「董事」	指	本公司董事,包括本公司獨立非執行董事、	
「現行豁免」	指	聯交所於二零零一年五月二十二日授出,有關神州數碼銷售安排 安排之豁免	及神州數碼採購
「本集團」	指	本公司及其附屬公司	•
[港元]	指	港元,香港法定貨幣	
「香港」	指	中華人民共和國香港特別行政區	
「資訊科技」	指	資訊科技	•
「聯想控股」	指	聯想控股有限公司(Legend Holdings Limited),於中國註冊成立之公控股股東	·司,為本公司之
「上市規則」	指	聯交所證券上市規則	
「總協議」	指	本公司與神州數碼訂立以分別規範神州數碼銷售安排及神州數碼	· 「採購安排之協議
「舊有上市規則」	指	二零零四年三月三十一日前之上市規則	
「中國」	指	中華人民共和國	$(x,y) \in \mathbb{R}^{n \times n} \times \mathbb{R}^{n \times n}$
「聯交所」	· 指	香港聯合交易所有限公司	
4		to the contract of the contrac	

承董事會命 柳傳志 主席

於本公佈日期,董事會包括三位執行董事(即柳傳志先生、楊元慶先生及馬雲征女士),一位非執行董事(即曾茂朝 先生),以及三位獨立非執行董事(即黄偉明先生、吳家瑋教授及丁利生先生)。

表 洪 , 一 荣 荣 四 年 六 日 一 日

The Stock Exchange of Hong Kong Limited takes no responsibility for the contents of this announcement, makes no representation as to its accuracy or completeness and expressly disclaims any liability whatsoever for any loss howsoever arising from or in reliance upon the whole or any part of the contents of this announcement.

lenovo联想

Lenovo Group Limited 聯想集團有限公司

(Incorporated in Hong Kong with limited liability)
Stock Code: 0992

ANNOUNCEMENT

This announcement is made at the request of the Stock Exchange of Hong Kong Limited.

Lenovo Group Limited (聯想集團有限公司) (the "Company") has noted today's increase in the price of the shares of the Company and is not aware of any reasons for such increase.

Save for certain continuing connected transactions entered (particulars were described in the circular of the Company dated 27 April 2001) and to be entered into with the Company's connected person Digital China Holdings Limited (神州數碼控股有限公司) and its associates pursuant to agreements entered into on 17 May 2004, the Company confirms that there are no negotiations or agreements relating to intended acquisitions or realisations which are discloseable under rule 13.23, neither is the board of directors aware of any matter discloseable under the general obligation imposed by rule 13.09, which is or may be of a price sensitive nature. The press announcement in respect of the aforesaid continuing connected transactions will be issued as soon as practicable.

Shareholders of the Company and other investors are advised to exercise caution in dealing with the shares of the Company.

Made by the order of the board of directors of the Company who individually and jointly accept responsibility for the accuracy of the information contained in this announcement.

By order of the board of directors
Liu Chuanzhi
Chairman

As at the date of this announcement, the board of directors is comprised of three executive directors, namely Mr Liu Chuanzhi, Mr Yang Yuanqing and Ms Ma Xuezheng, one non-executive director, namely Mr Zeng Maochao and three independent non-executive directors, namely Mr Wong Wai Ming, Professor Woo Chia-Wei and Mr Ting Lee Sen.

19 May 2004, Hong Kong

香港聯合交易所有限公司對本公佈之內容概不負責,對其準確性或完 整性亦不發表任何聲明,並明確表示概不會就因本公佈全部或部分內 容而產生或因倚賴該等內容而引致之任何損失承擔任何責任。

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Lenovo Group Limited 聯想集團有限公司

(於香港註冊成立之有限公司)

股票代號: 0992

公 佈

本公司現應香港聯合交易所有限公司要求而發表本公佈。

聯想集團有限公司 (Lenovo Group Limited) (「本公司」) 知悉今天本公司的股份價格上升,茲聲明本公司並不知悉導致價格上升的任何原因。

本公司與本公司之關連人士神州數碼控股有限公司 (Digital China Holdings Limited) 及其聯繫人士已進行若干持續關連交易 (詳情載於本公司日期為二零零一年四月二十七日之通函),並根據於二零零四年五月十七日前立的協議將進行該等持續關連交易,除此以外,本公司確認,目前並無任何有關收購或變賣的商談或協議為根據《上市規則》第13.23條而須予公開者,董事會亦不知悉有任何足以或可能影響股份價格的事宜為根據《上市規則》第13.09條所規定的一般實任而須予公開者。有關上述持續關連交易的報章公佈將盡快發表。

本公司股東及其他投資者在買賣本公司股份時務請審慎行事。

本公佈乃承本公司董事會之命而作出;董事會各董事願就本公佈所載資料的準確性承擔個別及共同的責任。

承董事會命 *主席* 柳傳志

於本公佈日期,董事會成員包括三位執行董事,即柳傳志先生、楊 元慶先生及馬雲征女士,一位非執行董事,即曾茂朝先生,以及三位 獨立非執行董事,即黃偉明先生、吳家瑋教授及丁利生先生。

二零零四年五月十九日, 香港

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