

# profiles

## EXECUTIVE

# directors

**Mr. LAM Hon Nam**, aged 60, is the Chairman and co-founder of the Group. He has over 35 years of experience in enterprise and operational management, as well as trading in the PRC. Mr. Lam has solid experience and deep understanding of the China market. He has for a long time engaged in the market development of China and has gained strong respect and reputation in the area. He has built extensive network in China and has been maintaining close relationship with senior management of major banks and government departments. Prior to establishment of the Vanda Group, Mr. Lam ran his own business in manufacturing and trading. Mr. Lam also worked for Guangdong Province Light Industry Department and Ministry of Light Industry Guangzhou Research Institute for 10 years, focusing on management and research. Mr. Lam is a graduate of Jiang Xi Light Industry College, the PRC with major in Chemical Engineering.

**Mr. LOH Tiak Koon**, aged 45, is the Director and Chief Executive Officer of the Group. He has over 19 years of experience in the Information Technology sector. Prior to joining Vanda, Mr. Loh was the Managing Director of operations for Internet Capital Group Asia (a joint venture between US-based Internet Capital Group and Hutchison Whampoa Limited), which focuses on creating and developing great technology companies across Asia-Pacific. Mr. Loh also served as the Head of the Cap Gemini Group's Asia-Pacific operations. He was also the Managing Director of Lotus Development BV, where he built a highly profitable IT services business in Asia from 10 to over 350 professionals over a three-year period. Mr. Loh also worked with IBM for over 10 years holding numerous management positions and also helped establish IBM's Global Services operations in Southeast Asia. Mr. Loh holds a Bachelor degree majoring in Electrical Engineering from National University of Singapore. He joined the Group in April 2002.

**Ms. CHING Wan Kwan**, aged 49, is the Director and President of the Group's China Division responsible for the overall management and strategic development of the business in China. Raised and educated in China, Ms. Ching is from Beijing and has over 18 years of IT industry experience, ranging from sales and marketing, business development and support, to vendor relationship. Before joining Vanda, she worked in various international IT companies where she gained strong industry knowledge and developed extensive business network, in particular, with large enterprises and multinationals. Ms. Ching was the Deputy Managing Director of Cogitate Computer Software System Engineering Ltd., a former IBM dealer in China, and also the China Manager of Toppen Moore Systems of Japan. Ms. Ching is a graduate of the Kunming Engineering College, China with major in Mechanical Engineering. She joined the Group in July 1993.

# NON-EXECUTIVE directors

**Mr. LAI Kai Ming, Dominic**, aged 50, has been an Executive Director of Hutchison Whampoa Limited since 2000. He is also the Deputy Chairman of Hutchison Harbour Ring and a director of priceline.com Incorporated. He has over 21 years of management experience in different industries. Mr. Lai holds a Bachelor of Science (Hons) degree and a Master degree in Business Administration.

**Ms. CHAN Wen Mee, May**, aged 38, is currently General Manager of Group Business Development of Hutchison Whampoa Limited ("Hutchison"). She joined Hutchison Whampoa Property Limited in 1996 as Marketing Manager and was appointed as General Manager, China Marketing in 1997. She is also a Director of Hutchison Group's Hutchison E-Commerce Limited. Ms. Chan holds a Bachelor degree in Business Administration.

**Mr. Tuan LAM**, aged 34, is currently Managing Director and Co-Head of DBS Private Equity, the private equity and venture capital unit of DBS Bank. Prior to joining DBS, Mr. Lam was Managing Director, Acquisitions of ICG Asia Limited, a joint venture between Hutchison Whampoa Limited and US-based Internet Capital Group, Inc., from 2000 to 2001. Before that, he spent 7 years with Goldman Sachs & Co. in the Investment Banking Division and Principal Investments Area. Mr. Lam holds a Masters of Business Administration degree from Harvard Business School and Bachelor degrees in Industrial Engineering and Economics from Stanford University, USA.

**Mr. Stephen INGRAM**, aged 53, is currently Managing Director & Group CIO for DBS Bank, responsible for the provision of IT services to DBS and its subsidiaries. Prior to joining the Bank in July 2000, Mr. Ingram held CIO positions in various telecommunications and financial services companies. From 1991 to 1997, Mr. Ingram was a partner in Ernst & Young's U.S. consulting practice. During that time, he performed a number of roles, including Chief Technologist for the high-growth practice and Director of the Global Centre for Technology Enablement with responsibility for advanced development services and technology architecture for Ernst & Young's major clients. Before joining the U.S. practice, Mr. Ingram was a partner in the Ernst & Young Australian practice. During his career, Mr. Ingram has worked on projects throughout the U.S., Europe, Australia and in Africa.

**Mr. MA Chun Kwong, Edmund**, aged 51, is the co-founder of the Group. Mr. Ma is well versed in information technology with over 27 years of experience in the industry. He started his career as an engineer in Control Data Corporation in Canada in 1975. He returned to Hong Kong in 1976 and joined Motorola and Fineunion Electronics Co., Ltd. Mr. Ma joined Vanda Trading Co. Ltd. in 1979 and later founded the Group with Mr. Lam Hon Nam and Mr. Wai Yee Jan in 1982. Mr. Ma holds a degree in Applied Sciences with a major in Electrical Engineering from Queen's University, Canada. Mr. Ma has resigned as an Executive Director and Co-Chairman and has been re-appointed as non-executive directors of the Group with effect from 1st June, 2003.

**Mr. WAI Yee Jan**, aged 47, is the co-founder of the Group. He has over 25 years of experience in marketing and management. Mr. Wai specializes in the area of marketing of personal computers, communication and production equipments. Prior to co-founding Vanda, together with the other two co-founders, Mr. Wai spent 5 years engaging in the design and production of electronic products. Mr. Wai holds a diploma in Electrical Engineering from the Hong Kong Polytechnic University. Mr. Wai has resigned as an Executive Director and has been re-appointed as Non-Executive Director of the Group with effect from 1st June, 2003.

**Mr. YANG Paul Chunyao**, aged 35, Alternate Director to Mr. Stephen Ingram and Mr. Tuan Lam, is the Managing Director of DBS Bank, responsible for the Bank's equity business. He is also a member of the DBS Investment Committee and the Chairman of DBS Capital Investments. Before joining DBS Bank, Mr. Yang was with the Principal Investment Area of Goldman Sachs & Co from 1996 to 2000, based in New York and Hong Kong. He had also served at General Atlantic Partners, a leading US venture capital firm, in 1995, after spending 2 years at the Boston Consulting Group. Mr. Yang holds a Master degree in Business Administration from Harvard University and Master and Bachelor degrees in Mechanical Engineering from the Massachusetts Institute of Technology, USA.

**Mr. WONG Fan Voon**, aged 48, Alternate Director to Mr. Tuan Lam, is the Vice President of DBS Private Equity, the private equity and venture capital unit of DBS Bank. Prior to joining DBS, Mr. Wong was the Vice President of Motorola Asia Pacific from 2000 to 2001. Before that, he spent 5 years in working with Total Access Communication Plc. Mr. Wong also joined Pacific Century Corporate Access as Vice President from 1994 to 1995. Mr. Wong holds a Bachelor of Electronics Engineering degree from National University of Singapore. He resigned from the Group in July 2003.

## INDEPENDENT NON-EXECUTIVE directors

**Mr. LAM Lee G.**, aged 44, is currently President & CEO, and Vice Chairman of the Board, of Hong Kong Fortune Limited, and Adviser (Investment Banking) of BOC International Holdings Limited ("BOCI"), the international investment-banking arm of the Bank of China Group. He served as Managing Director, Chief Operating Officer and then Vice Chairman of BOCI's core business unit - Investment Banking Division as well as led BOCI's Global Telecommunications, Media and Technology Investment Banking Group. Educated in Canada, Mr. Lam has 22 years of international business and management experience, and a Bachelor degree in Sciences and Mathematics, a Master degree in Systems Science, a Master degree in Business Administration from the University of Ottawa and a post-graduate diploma in Public Administration from Carlton University, Canada.

**Mr. CHEONG Ying Chew, Henry**, aged 55, is currently a Director of UOB Asia (Hong Kong) Limited which he joined in 2003 following the integration of the securities businesses of the UOB group and the Worldsec group. Mr. Cheong also founded the Worldsec group as a joint venture with Tokyo Mitsubishi Bank in 1991. Mr. Cheong has over 25 years' experience in the securities industry and holds several public positions in various institutions. Mr. Cheong is also Non-Executive Director of various listed companies in Hong Kong. He holds a Bachelor of Science degree in Mathematics and a Master of Science degree in Operational Research and Management.

**Mr. WONG Kin Cheung, Francis**, aged 57, is the Senior Relationship Manager of the Business Development Department of The Bank of East Asia, Limited. Mr. Wong has been with The Bank of East Asia, Limited from 1964 to 1988 and from 1993 to date and has over 35 years of working experience in the banking industry in Hong Kong. He resigned from the Group in April 2003.