

## 公司簡介 Corporate Profile

長遠電信網絡集團有限公司(「長遠電信」或「本集團」)主要在中華人民共和國(「中國」)及香港分銷移動電話和數碼產品，以及提供無線寬頻通訊方案。長遠電信之核心合作夥伴包括諾基亞、三星、palm、集嘉、NEC、明基、Proxim等。

本集團於一九九二年在香港成立，首先於二零零零年二月十六日在香港聯合交易所有限公司創業板上市(股份代號：8040)，及後於二零零四年一月二十六日成功轉至主板上市(股份代號：110)。

客戶及主要業務夥伴包括中國和香港的多個主要網絡營運商如：中國移動、中國聯通，以及批發商、經銷商、零售商、互聯網服務供應商及營運商、政府機構及企業客戶。

本集團亦為客戶提供綜合分銷服務，包括採購、儲運、市場推廣、批發、直銷、零售及快速配送移動電話、個人數碼助理、無線局域網絡設備及所有相關配件。

長遠電信擁有完善的分銷及服務網絡，業務點遍及香港、北京、上海、廣州、成都，及在逾70個省市設有銷售機構，覆蓋全中國，並擁有多過3,000名營業及銷售人員。本集團擁有約10,000名活躍客戶，並為中國及香港逾30,000間移動及資訊科技產品零售店直接提供產品。

揉合中西文化、兼收傳統及現代之管理哲學，乃本集團之企業文化，以達至「注重長遠，天天進步」之宗旨。「人為本，企業為家」乃本公司之精神。在有幹勁及魄力之管理層領導下，長遠電信全體員工定將團結一致，實踐本集團之目標，成為區內最大及最佳之無線通訊及數據產品服務供應商之一。

Fortune Telecom Holdings Limited ("Fortune Telecom" or the "Group"), mainly distributes mobile phones and digital products, and provides wireless broadband communication solutions in the People's Republic of China (the "PRC") and Hong Kong. Key business partners of Fortune Telecom include Nokia, Samsung, palm, Gigabyte, NEC, BenQ, Proxim etc.

The Group was established in Hong Kong in 1992. It was first Listed on GEM Board of The Stock Exchange of Hong Kong Limited (Stock code: 8040) on 16th February, 2000, and then successfully shifted to the Main Board (Stock code: 110) on 26th January, 2004.

Customers and major business partners include leading network in the PRC and Hong Kong such as China Mobile, China Unicom, wholesalers, resellers, retailers, internet service providers and operators, Government authorities and corporate customers.

The Group also provides integrated distribution services which include sourcing, warehousing, promotional marketing, wholesale, direct selling, retailing and express delivery of mobile phones, PDAs, Wireless LAN and all related accessories.

Fortune Telecom possesses an extensive distribution and services network, with operations in Hong Kong, Beijing, Shanghai, Guangzhou, Chengdu and over 70 sales operations in province/city levels across the PRC with more than 3,000 operating and sales personnel. The Group has about 10,000 active customers and supplies directly to over 30,000 mobile and IT retail shops in the PRC and Hong Kong.

The Group's corporate culture rests on the integration of the West and the East, modern and traditional management philosophy, with an aim to build up a "Continuous Learning Enterprise". The corporate spirit of Fortune Telecom focuses on "Human Enterprise". Under the leadership of its aspiring and energetic management, Fortune Telecom's staff will team up and move towards the Group's goal of ranking as one of the largest and best wireless communication and data products and services providers in the region.