

## 業務進展與目標之比較 Progress against Business Objectives

為遵從創業板規則，新意網謹於下文展示與載於二零零零年三月六日招股章程（「招股章程」）之業務目標與實際業務進展比較撮要，所涵蓋期間由二零零零年二月二十八日至二零零零年六月三十日（「檢討期間」）。以藍色字註明之各項為超越檢討期間商業目標之項目。

### 招股章程所載於檢討期間之商業目標

#### 互聯優勢

將位於觀塘創紀之城面積共一萬平方呎之數據中心ONE-iAdvantage第二期全部租出。

聯同當地的互聯網供應商，把伺服器置存中心網絡擴展至中國大陸。北京、上海及廣州之中心各佔二萬平方呎總樓面面積。

### 於檢討期間之實際業務進展

#### 互聯優勢

位於創紀之城的ONE-iAdvantage第二期已全部租出。

根據於二零零零年四月簽訂的協議，一位客戶同意租用柴灣MEGA-iAdvantage之六層樓面（共八萬三千平方呎），該物業預計本年年尾完成。

總樓面面積達十五萬平方呎之JUMBO-iAdvantage於二零零零年五月在荃灣開幕。

北京第一數據中心及上海第一數據中心於二零零零年六月三十日開始營業。該等中心之總樓面面積分別約一萬二千平方呎及一萬四千三百平方呎（註一）。廣州互聯網服務中心預計於二零零零年十二月落成（註二）。

於二零零零年五月三日與新加坡Wing Tai Holdings Limited就創辦Wing Tai iAdvantage簽訂協議備忘錄，以便在東南亞拓展數據中心。

於二零零零年五月五日與在納斯達克上市之光纖主幹供應商360networks簽訂換股及寬頻協議，令互聯優勢可於亞洲、歐洲及美國取得更多寬頻及網點。

註一 招股章程所載每間中心之總樓面面積為二萬平方呎，此乃根據當日所得資料而作出之最佳估計。北京第一數據中心及上海第一數據中心之實際總樓面面積分別約為一萬二千平方呎及一萬四千三百平方呎。

註二 鑑於需求較大，新加坡互聯網服務中心獲得優先興建，廣州中心則須重訂興建時間。

In compliance with the rules of the Growth Enterprise Market (GEM), SUNeVision next presents a summary of actual business progress as measured against the business objectives set out in its Prospectus dated 6 March 2000 ("Prospectus") for the period from 28 February 2000 until 30 June 2000 ("Review Period"). Printed items in light blue colour under the column of Actual Business Progress are those exceeding the business objectives for the Review Period.

### Business Objectives for the Review Period as set out in the Prospectus

#### **iAdvantage**

To rent out the 10,000 sq ft Phase II of ONE-iAdvantage at Millennium City.

*Expansion of server co-location centre network into Mainland China with local ISP provider. Beijing, Shanghai, and Guangzhou centres each to have a GFA of 20,000 sq.ft.*

### Actual Business Progress in the Review Period

#### **iAdvantage**

Phase II of ONE-iAdvantage in Millennium City fully rented out.

Pursuant to an agreement signed in April 2000, a customer has agreed to use six floors (83,000 sq ft) of MEGA-iAdvantage in Chai Wan, which is expected to be completed by the end of this year.

JUMBO-iAdvantage, with a gross floor area ("GFA") of 150,000 sq ft was opened in Tsuen Wan in May 2000.

ONE-Beijing and ONE-Shanghai Internet services centres commenced operations on 30 June 2000. These centres have GFA of approximately 12,000 sq ft and 14,300 sq ft respectively (Note 1). Completion of the Guangzhou Internet services centre is expected to take place in December 2000 (Note 2).

Memorandum of Agreement signed on 3 May 2000 with Singapore's Wing Tai Holdings Limited to create Wing Tai iAdvantage for extensive rollout of Internet services centres in Southeast Asia.

Signed share swap and bandwidth agreements with Nasdaq-listed fibre optic backbone provider 360networks on 5 May 2000, enabling iAdvantage to access more bandwidth and points of presence in Asia, Europe and the US.

Note 1 The GFA of each centre as stated in the Prospectus was 20,000 sq ft and was the best estimate from information available by then. The actual GFA for ONE-Beijing iAdvantage and ONE-Shanghai iAdvantage are approximately 12,000 sq ft and 14,300 sq ft respectively.

Note 2 Priority was given to the Singapore Internet services centre in the light of an established greater need, with a resultant retiming of the Guangzhou centre.

### 招股章程所載於檢討期間之商業目標

#### 互聯優勢

增聘中國職員及僱員數目增至一百名。

展開市場推廣活動，包括前往美國。

#### Super-office

於香港世界貿易中心、創貿廣場及上水廣場推行軟件試驗。

進一步羅致軟件合作夥伴。

增聘員工。

### 於檢討期間之實際業務進展

#### 互聯優勢

在北京及上海增聘兩組人手。是年度，在香港、中國大陸及新加坡共招聘一百五十多名管理、專業及技術人員。

參與於二零零零年三月舉行之香港資訊基礎設施展覽及會議2000，攤位吸引了三千多名參觀者。高級行政人員定期遠赴美國推廣業務，拓展商機。

#### Super-office

試驗計劃於上述三個地點順利推行。

與美國主要之ERP/MRP(註一)方案供應商 JD Edwards 簽署協議，提供適用於會計及財務、銷售及分銷、生產管理方面之彈性及標準方案。

於二零零零年五月與LG Korea簽署共同發展協議，以開發供商界使用之網站第三代遙控監察應用設備。

成為ASP Industry Consortium(擁有二百多個市場參與者之全球網絡)之執行委員，協助將最佳常規應用於Super-office之服務發展。

成功建立一個全功能機構，包括六十名資深專業經理，他們在應用軟件供應、商業寬頻、多媒體應用、電子商貿及業界方案方面均具備經證實之良好往績。

註一 ERP即企業資源計劃方案；MRP即物料需求計劃方案。



**Business Objectives for the Review Period as set out in the Prospectus**

**Actual Business Progress in the Review Period**

**iAdvantage**

*Staffing in China to be increased and total number of staff to be increased to 100.*

**iAdvantage**

Two new teams of staff in Beijing and Shanghai were appointed. At the end of the Review Period, there were 150 managerial, professional and skilled staff appointed in Hong Kong, Mainland China and Singapore.

*Marketing activities including trip to the United States of America.*

Participated in Hong Kong Information Infrastructure Exposition and Conference 2000 in March 2000; stand attracted more than 3,000 quality visitors. Senior executives made regular marketing visits to the United States of America to explore business opportunities.

**Super-office**

*Conduct a pilot programme to test out a set of software at Hong Kong's World Trade Centre, APEC Plaza and Landmark North.*

**Super-office**

Pilot programme was successfully completed at all three named locations.

*Recruit additional software partners.*

Signed agreement with JD Edwards, a leading US provider of ERP/MRP (Note 1) solutions, for flexible and modular-based packages for accounting and finance, sales and distribution and manufacturing management.

Signed co-development agreement in May 2000 with LG Korea to develop web-based third generation remote surveillance applications for the business sector.

Became an executive member of the ASP Industry Consortium, a worldwide network of more than 200 market players, to assist in bringing best practice to Super-office's service development.

*Recruit additional staff.*

Successfully built a fully functioning organisation including 60 highly qualified professional managers with proven track records in application services solution, business broadband, multimedia applications, e-commerce and industry-based solutions.

Note 1 ERP is Enterprise Resource Planning; MRP is Material Requirement Planning.

### 招股章程所載於檢討期間之商業目標

#### SuperHome

在東港城首先推展服務。

擴大及改進內容。

以進入三萬個住宅單位為目標。

#### SuperStreets

繼續發展「地產街」。

推出「保險街」。

推出「銀行街」。

#### 新科技服務

繼續發展保安監察業務，將完成三個項目。

為另外二千八百個住戶接駁SMATV。

為現有SMATV網絡增設寬頻服務。

與本地持牌無線FTNS營運商合作。

### 於檢討期間之實際業務進展

#### SuperHome

於四月在東港城推出全面服務，隨後服務已伸展至整個將軍澳區。

提供新的及經改良的內容，包括健康、新聞、財經、保險、物業、娛樂、幼兒護理、遊戲及電子商貿。

登記用戶已超逾三萬個。

#### SuperStreets

自二零零零年二月推出以來，「地產街」已成為全港最多人瀏覽之物業入門網站之一，於檢討期間，登記用戶已超逾八萬個。

一站式服務之「保險街」於二零零零年三月推出，於檢討期間，參與該網站之大型保險商已由十四間增至二十四間。

一站式服務之「銀行街」於二零零零年四月推出，參與該網站之國際銀行共有二十間。

#### 新科技服務

是年度，已完成五個保安項目，較原定目標增加兩個；並已爭取另外三個同類項目。

已為四千二百個住戶接駁SMATV，較原定目標多出一千四百用戶。

已為二萬個住戶增設寬頻服務。

與持牌LMDS(註一)營運商達成協議，利用其SMATV網絡提供寬頻互聯網服務。

註一 LMDS (local multipoint distribution system) 是無線FTNS (fixed telecommunications network services) 的一種。

## Business Objectives for the Review Period as set out in the Prospectus

### SuperHome

*Launch services at East Point City.*

*Expand and improve contents.*

*Aim to reach 30,000 apartments.*

### SuperStreets

*Continuing progress of PropertyStreet.*

*Roll out InsuranceStreet.*

*Launch BankingStreet.*

### Super e-Technology

*Continuing development of security surveillance business; three projects to be completed.*

*Another 2,800 households to be SMATV connected.*

*Broadband enablement of existing SMATV networks.*

*Co-operation with licensed local wireless FTNS operators.*

## Actual Business Progress in the Review Period

### SuperHome

Service fully launched at East Point City in April, then extended throughout Tseung Kwan O.

New and improved content includes health, news, finance, insurance, property, entertainment, child care, games and e-commerce.

Exceeded 30,000 registered users.

### SuperStreets

PropertyStreet, launched in February 2000, became one of Hong Kong's most visited property portals, and has attracted more than 80,000 registered users by the end of the Review Period.

One-stop portal InsuranceStreet was launched in March 2000 with the number of participating leading insurers increased from 14 to 24 during the Review Period.

One-stop portal BankingStreet was launched in April 2000 with 20 international bankers participating.

### Super e-Technology

Five security projects completed during the Review Period, exceeding the target by two projects. In addition three further such projects were secured.

4,200 households SMATV connected during the Review Period, exceeding the target by 1,400 households.

20,000 households broadband enabled.

Agreement reached with a licensed LMDS (Note 1) operator to use its SMATV network to provide broadband Internet service.

Note 1 LMDS (local multipoint distribution system) is a kind of wireless FTNS (fixed telecommunications network services).

### 招股章程所載於檢討期間之 商業目標

#### Super e-Network

尋求在商、住大廈設計、保養及安裝光纖寬頻網絡之合約。

#### 點點紅

物色適當之合夥人，推銷及發展點點紅品牌及商業對商業貿易。

參加於二零零零年五月在香港舉辦的國際電腦展覽會。

增聘員工。

### 於檢討期間之實際業務進展

#### Super e-Network

於紅磡住宅發展項目半島豪庭之寬頻網絡安裝工程正在進行；已向商住物業發展商提交進一步方案，包括光纖寬頻網絡的設計、保養及安裝。

#### 點點紅

已與其他商戶訂立新協議。

另有三個服務中心相繼於新城市廣場、新世紀廣場及太陽廣場開幕，進一步加強服務質素。

為加深大眾對品牌之認識，點點紅於二零零零年五月參與香港第十六屆國際電腦展覽會，該展覽會專為企業決策人士、資訊科技專業人士及互聯網用戶而設。

員工倍增至三十名。

按每日網上市拍賣項目數量及項目平均價值計算，點點紅網站已成為香港首屈一指之拍賣網站。



## Business Objectives for the Review Period as set out in the Prospectus

### **Super e-Network**

*To seek contracts for design, maintenance and installation of fibre optic broadband networks in residential and commercial buildings.*

### **Red-Dots**

*Identify suitable partners, market and develop Red-Dots brand and business-to-business trading.*

*Participate at the International Computer Exhibition in Hong Kong in May 2000.*

*Increase staff level.*

## Actual Business Progress in the Review Period

### **Super e-Network**

Installation of the broadband network at Royal Peninsula, a residential development in Hung Hom, is in progress. Further proposals for design, maintenance and installation of fibre optic broadband networks have been submitted to developers of residential and commercial buildings.

### **Red-Dots**

New agreements have been signed with additional merchants.

Three additional service centres at New Town Plaza, Grand Century Plaza and Sun Arcade have been opened to further strengthen service quality.

To increase brand awareness, Red-Dots took part in the Hong Kong 16th International Computer Exhibition in May 2000, an event for corporate decision makers, IT professionals and Internet users.

Staff doubled to 30.

The Red-Dots Web site has achieved the No. 1 auction site ranking in Hong Kong as measured by items listed daily and average value of items.