

## **Linmark co-sponsors “China Department Store Summit 2003” in Beijing**

(Hong Kong - March 2, 2003) **Linmark Group Limited** (“Linmark” or the “Group”) (stock code: 915), a fast growing one-stop global sourcing agent and supply chain management solutions provider, co-sponsored the “**China Department Store Summit 2003**” (the “Summit”) which was held over the past two days, February 28 to March 1, 2003 in Beijing. China Commerce Association for General Merchandise (CCAGM) (中國百貨商業協會) was host to the Summit.

The retail market in China is going through many changes with the rapid introduction of new entrants and new technologies. Department stores used to dominate Chinese retail market for a long time. However, with a rapid developing economy and changing market, the Chinese department stores’ share of total retail sales has been affected by new retail formats such as supermarkets, specialty stores and warehouse stores. China’s entry into WTO has brought to it even greater challenge. In view of the situation, the questions of how to adjust the strategy to cope with the changes and how to maintain sustainable development have become a top priority of the Chinese department store industry. As a supporter of the event, Linmark aimed to enhance communications and information exchange between domestic and foreign department stores with the introduction of Chinese retail operators to European and American industry players. At the same time, Linmark also established closer and more constructive relationships with the Mainland’s department stores.

The Summit drew over 300 senior executives, including CEO’s of some of the world’s largest department stores and manufacturers. Speakers included Mr Huang Hai, Director of the Bureau of Trade and Market, State Economic & Trade Commission, PRC, Mr Fan Wenming, President of CCAGM, **Mr Lu-yen Wang, Chairman of Linmark**, as well as CEOs and senior executives of Shanghai First Department Store (Group) Corp., Shanghai Oriental Plaza, Hudson’s Bay Company, Sears, Roebuck and Co., Lafayette, Selfridges etc. At the same time, leading specialists from prestigious educational institutions such as the Retail Management Institute of the Santa Clara University, the London Institute of Retail and Distribution Management and the People University of China also delivered speeches at the Summit.

With China becoming one of the fastest growing retail consumer markets in the world, the Group believes there will be tremendous business opportunities in China’s sourcing industry. The Summit has offered valuable experiences and business connections which will facilitate Linmark’s future business expansion in China.

**About Linmark:**

Linmark, listed on The Stock Exchange of Hong Kong Limited in May 2002, is a fast-growing *one-stop global sourcing and supply chain management solutions provider*. With a presence in 26 cities in 17 countries and territories, the Group offers comprehensive and efficient sourcing solutions to its customers, the majority of whom are leading retail chain operators, well-known brands, wholesalers, mail order houses and departments stores in North America and Europe. Examples include Hudson's Bay Company, Brylane, Federated Department Stores, Jockey, J.C. Penney, Mothercare, Calvin Klein® Jeans, Calvin Klein® Kids, Chaps by Ralph Lauren®, Speedo®, etc.

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