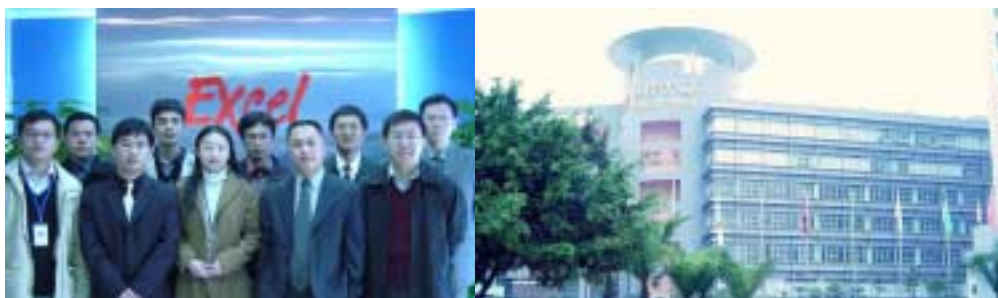


### ***Excel offers Offshore Systems Development Service (Development Co-sourcing)***

Businesses today are constantly facing the challenge of keeping cost down and handling ever increasing workload. Even the best-managed IT departments find themselves occasionally in need of additional resources for specialized projects or peak workload. A *cost-effective outsourcing solution* thus becomes the practical key for businesses to meet rapidly changing IT resource demands.

As a leading IT enterprise software and services provider, Excel fully understands a *cost-effective total outsourcing* solution is the key to business success of many multinational and large companies. Excel's *Offshore System Development Service (Development Co-sourcing)* is catered to provide just that: development resources at reasonable costs.



A global banking corporation has chosen Excel to develop a front-end application in Excel's Offshore Development Center in Shekou, China since 2003. Over 20 experienced software engineers are employed in developing the application, which would be deployed worldwide once completed. Some of the other renowned clients include the US based world's best-selling toys company, one of the largest insurance companies in China, international accounting firm, and many more.

For more information on Excel Offshore System Development Service (Development Co-sourcing), please visit [www.excel.com.hk](http://www.excel.com.hk) or email to [marketing@excel.com.hk](mailto:marketing@excel.com.hk).



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### ***HR21 Participated in the "IT as a Driving Force for Business Development" & "IT Favor" Event***

As a leading HR solution and service provider, HR21 Limited showcased its latest HR products to small and medium enterprises in Hong Kong on August 25, 2004.

Jointly organized by the Chinese Manufacturer's Associations of Hong Kong (CMA), Information and Software Industry Association (ISIA), Excel's subsidiary, HR21 Limited participated in a seminar named "IT as a Driving Force for Business Development" & "IT Favor" on August 25, 2004.

The full-day seminar aimed at keeping small and medium enterprises (SME) in Hong Kong abreast of the fast changing Information Technology (IT) environment and the latest available business applications that would help them to improve productivity and maximize cost effective operations.



Along with other IT exhibitors of the seminar, HR21 Limited presented its latest versions of HR solutions, *HR-Lite* and *EZ-Pay*.

The event provided an effective platform for HR21 and the delegates to get connected, exchanged views and shared experience on optimizing productivity and HR operations efficiency. Special offers on the showcased IT products were given during the seminar. The showcases of *HR-Lite* and *EZ-Pay* were resulted in a great response.

For more information on HR21's HR and MPF products, please visit [www.hr21.com.hk](http://www.hr21.com.hk) or email at [marketing@excel.com.hk](mailto:marketing@excel.com.hk)



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### ***Excel Executive Rickie Fung Gave Speech To IBM Finance Services Industry Symposium***

As a frequent guest speaker on various IT subjects for public events, Mr. Rickie Fung, Executive Vice President of Excel Technology was invited by IBM China/Hong Kong to give speech on the subject of wealth management in the *IBM Financial Services Industry Symposium* on June 8, 2004.



Attending by numerous delegates from the banking and finance sector, Mr. Fung's presentation attracted lots of interests from the audiences. In his presentation titled "*The Winning Wealth Management Strategy*", Mr. Fung addressed the evolution of retail banking and the importance of value added service of providing wealth management business by the banking and financial institutions. More importantly, Mr. Fung presented the key strategies in serving different segments of customers in this lucrative yet competitive wealth management market. Finally, he concluded the presentation by introducing the "winning" strategy that would help the financial services providers to effectively capture high net worth customers.



In addition to Mr. Fung's presentation, Excel also showcased its latest innovative wealth management product *Excel Wealth Manager (WMS)* in the Symposium. Both the presentation and showcase of WMS received great responses from the delegates and visitors.

Mr. Fung is the executive vice president in charge of sales and marketing in Excel, and he also looks after its Systems Integration unit as well as a number of its subsidiary companies. Prior to his joining Excel Technology in 1996, Mr. Fung was a director of the Systems Integration Department of IBM Hong Kong, in which he had worked for 17 years and went through many technical, sales and management positions.

For more information on Excel WMS, please visit [www.excel.com.hk](http://www.excel.com.hk) or email [marketing@excel.com.hk](mailto:marketing@excel.com.hk).

What's  
New

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## Excel Organized A 2004 Charity Flag Day for Rehabilitation Alliance Hong Kong

As an active *Caring Company*, Excel Technology joined hands with *Rehabilitation Alliance Hong Kong (RAHK)*, formerly the *Hong Kong Confederation of Associations of Handicapped*, and organized a charity flag day in its Hong Kong office on September 24, 2004.



Established in 1992, RAHK's rationale is to co-ordinate all categories of disabled people to fight for "Full Participation and Equal Opportunity" in social affairs. Its members consist of all categories of disabled people, including people with hearing impairment, visual impairment, physical handicap, developmental disabilities, chronic illness and the discharged mental patients, etc.

With overwhelming responses from the staff of the company, hundreds of flags were sold out in just a few hours in the company. The proceeds of the charity flags sale went to RAHK to supporting its new resources centre operations and recurring expenses.

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均等機會 全面參與  
Full Participation and Equal Opportunity

香港復康聯盟  
Rehabilitation Alliance Hong Kong  
香港九龍新區新亞中心樓下15-13及16-17號  
Room 12-13 & 16-17, 8/F, Wang Hat House,  
Wang Tau Hom Estate, Kowloon, Hong Kong  
電話 Tel : (852) 2337 0826  
傳真 Fax : (852) 2337 1549  
電郵 E-mail : [info@rehaballiance.org.hk](mailto:info@rehaballiance.org.hk)  
網址 Web Site : [www.rehaballiance.org.hk](http://www.rehaballiance.org.hk)  
本會定於1999年10月13日註冊成為有限公司  
We are incorporated as a company limited on 13 October 1999

27<sup>th</sup> September 2004

Excel Technology International Holdings Limited  
5/F, 663 King's Road,  
North Point, Hong Kong

Thank You for Your Generous Support

On behalf of the Rehabilitation Alliance Hong Kong, I do appreciate very much indeed your kind support and donation to the Flag Day and our work. Without your support, we may not reach a remarkable income from the Flag Day event.

Once again, may I thank you very much for your generous support on the work of rehabilitation in Hong Kong.

With all my best wishes.

Yours sincerely,



General Secretary  
Wu Wing Kuen

本會為政府註冊非牟利慈善團體  
Our organization is a registered charitable institution  
under the Inland Revenue Ordinance



香港公益慈善委員會  
A MEMBER AGENCY OF THE COMMUNITY CHEST