



長遠電信網絡集團有限公司  
**FORTUNE TELECOM HOLDINGS LIMITED**  
( incorporated in Bermuda with limited liabilities )

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To: Business Editor  
[For immediate release]

**Fortune Telecom obtained nationwide distribution right for Korean Hyundai MultiCAV MP3 in mainland China**

[18 August, 2004 – HONG KONG] – Fortune Telecom Holdings Limited ( “ Fortune Telecom” ) has successfully obtained nationwide distribution right for Korean Hyundai MultiCAV MP3 products in mainland China. Hyundai MultiCAV Computer Shanghai Co., Ltd. ( “HMCS” ) and Shanghai Yuan Jia International Trading Co. Ltd. – a wholly owned subsidiary of Fortune Telecom have entered agreement on the granting of distribution rights of **MP3 products**. This indicates that HMCS can utilize the cross provincial distribution network of Fortune Telecom to link with its end customers. The two models of MP3 of HMCS will be launched in mid August through the distribution network of Fortune Telecom



Muse-200



Emuse-100

**Mr. Steve Lau, Chairman and Chief Executive Officer of Fortune Telecom**, said, “ The reason why HMCS chooses to partner with Fortune Telecom is not only because of our distribution channel for its products but also our highly identical target customer group. The MP3 products of HMCS have the reputation of “noble products” in its homeland Korea. It is highly desired trendy items for consumers who are looking for fashionable lifestyle. The market segment exactly matches with the target customer group of our Group. In the future, channels will be more flattened and with less layers. The IT industry is kept changing and no matter manufacturers or distributors, both need to continuously adjust themselves to meet the demand of the market. Although the traditional function of distributors in providing a platform of working capital and logistic is still unchanged and can not be replaced but the once dominant multi-layer distribution system in mainland China’s IT products channel is no longer the main stream of the industry.”

**Corporate Information**

**Fortune Telecom Holdings Limited**

Fortune Telecom Holdings Limited was established in year 1992 and is listed on the Main Board of the Stock Exchange of Hong Kong Limited ( Stock code: 110 ). Being the leading mobile phone distributor in the PRC, the Group mainly distributes GSM mobile phones and accessories and MP3 audio players. Long-term partners include Nokia, Siemens, Panda, BenQ and AV Concept. Apart from distributing mobile phones and MP3 audio players, the Group also engages in information technology and through its subsidiary, Synergy, distributes multi-media communication terminal products such as Qtek, O2 xda, Palm PDA, personal computer and Proxim Wireless LAN products in Hong Kong.

For further information, please visit <http://www.fortunetele.com>.

*Issued by Fortune Telecom Holdings Limited  
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