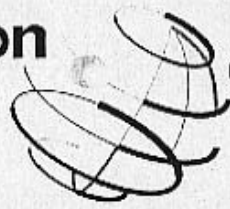


Dickson



Cyber Concepts

Current Developments in E-Commerce and E-Business

Cindy Cheng

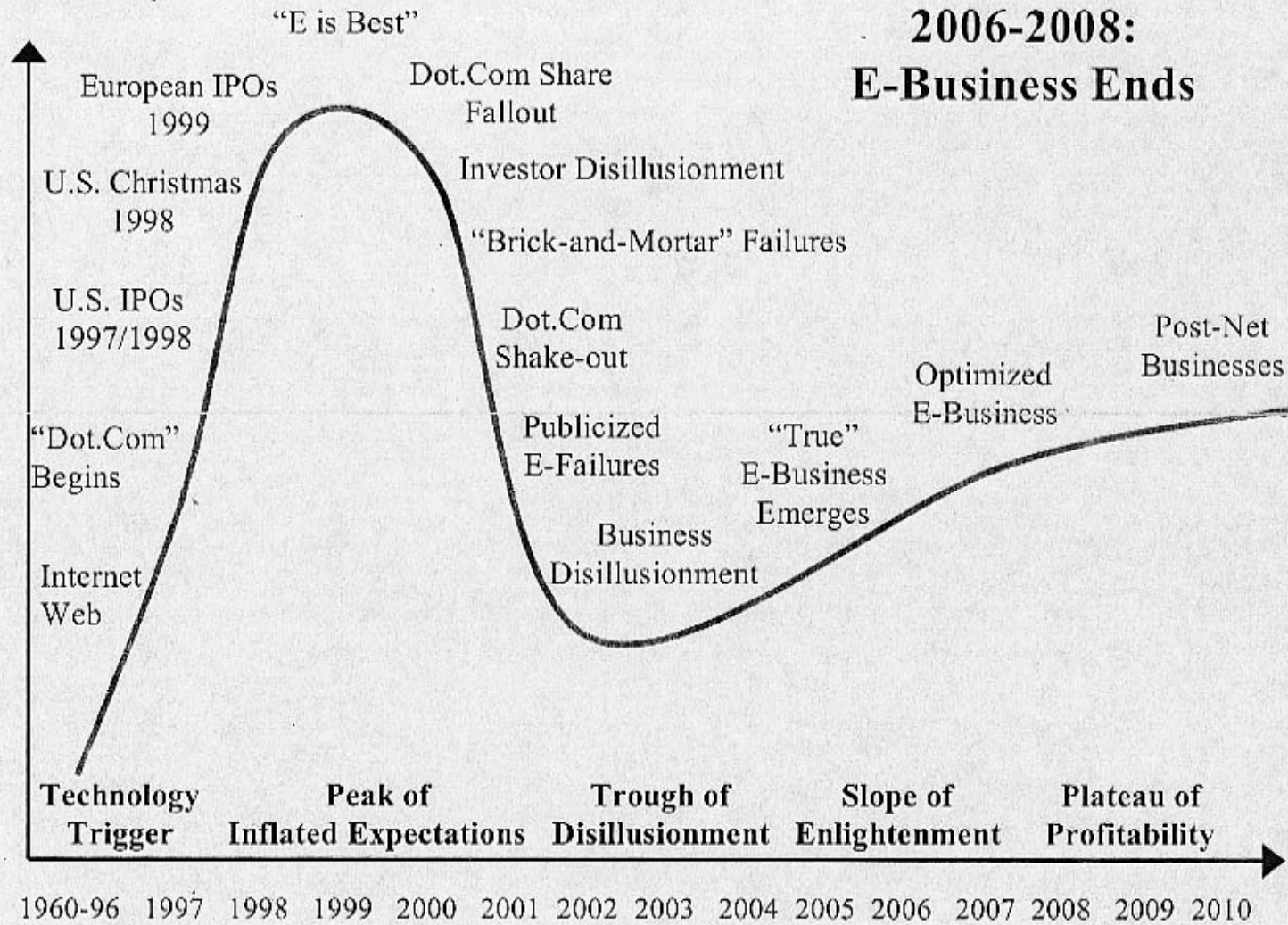
CEO, Dickson Cyber Concepts

Chairwoman, HK e-Commerce Adoption Campaign Committee

E-Business Adoption Hype Cycle

Source: GartnerGroup

Visibility



E-Business in Hong Kong

- 35% of Local Companies Leverage Internet
- E-Banking and Online Stock Trading
 - 9% (370,000 users) Access e-Banking
 - 6% Stock Traders Trade Over the Internet
- Only 3.4% of Businesses Conducted Electronic Transactions

E-Business Constraints in Hong Kong

- Small Market Size
- Physical Barrier
- Financing Problems
- Lack of Understanding
- Security and Creditability Concerns
- Shortage of IT Manpower

E-Business in China

- 26.5 Million Internet Users (7/2001)
- Total e-Business Sales = RMB350M in 2000
- Less Than 1% of Companies Have e-Commerce Websites
- 1,100 B2C sites (3/2000)
- 9% Internet Users Conducting Online Transactions

E-Business Hurdles in China

- Insufficient Grasp of “REAL” Nature of e-Business
- Poor Infrastructure & Costly Online Access Charges
- Under-developed Online Payment System
- Poor Logistic Distribution Network
- Unclear Legal & Regulatory Framework