

OPERATION HIGHLIGHTS

Retail Operation Highlights

	2002	2001	2000	1999	1998	1997	1996	1995	1994
Net sales for the financial year (HK\$'000)	1,532,257	1,346,586	1,461,228	1,406,889	1,397,638	1,178,039	866,699	616,974	388,956
Mainland China	1,016,435	822,470	806,223	780,351	795,074	576,140	372,685	227,370	31,241
Australia & New Zealand	515,822	524,116	655,005	626,538	602,564	601,899	494,014	389,604	357,715
Retail floor area of directly managed shops (sq.ft.)	671,327	732,251	655,187	644,489	553,766	394,899	275,361	227,853	163,365
Mainland China	459,332	451,412	436,600	440,838	361,260	219,381	126,969	93,658	41,183
Australia & New Zealand	211,995	280,839	218,587	203,651	192,506	175,518	148,392	134,195	122,182
Number of sales persons	5,121	5,450	4,694	4,869	4,422	3,020	1,915	1,504	903
Mainland China	4,160	4,138	3,806	3,971	3,539	2,294	1,316	982	428
Australia & New Zealand	961	1,312	888	898	883	726	599	522	475
Number of employees	6,191	6,385	5,716	5,787	5,454	3,843	2,342	1,879	1,124
Mainland China	5,114	4,963	4,701	4,771	4,440	2,976	1,630	1,247	549
Australia & New Zealand	1,077	1,422	1,015	1,016	1,014	867	712	632	575
Number of directly managed shops	667	680	648	604	510	352	247	213	139
Mainland China	476	460	443	406	325	199	122	103	40
Australia & New Zealand	191	220	205	198	185	153	125	110	99
Number of franchised shops	57	29	43	75	79	80	54	11	-
Mainland China	51	23	37	67	71	72	48	10	-
Australia & New Zealand	6	6	6	8	8	8	6	1	-
Total number of retail shops	724	709	691	679	589	432	301	224	139
Mainland China	527	483	480	473	396	271	170	113	40
Australia & New Zealand	197	226	211	206	193	161	131	111	99

OPERATION HIGHLIGHTS

Garment Manufacturing Highlights

	2002	2001	2000	1999	1998	1997	1996	1995	1994
Sales for the financial year (including sales to Retail Division) (HK\$'000)	1,730,587	1,840,914	1,792,014	1,755,187	1,723,842	1,368,930	1,021,909	895,340	574,042
Monthly capacity at year ended (dozens)	346,000	362,000	328,000	301,486	290,000	200,000	175,000	145,000	120,000
Production floor area (sq.ft.)	2,059,000	2,116,000	1,806,000	1,700,000	1,680,000	1,091,700	1,028,800	975,700	960,000
Number of workers	21,400	22,300	21,500	21,000	21,000	16,840	13,500	12,500	11,500
Percentage of sales to:									
The Group	29.07%	23.45%	25.52%	25.72%	39.47%	26.60%	21.80%	22.10%	15.80%
Third Parties	70.93%	76.55%	74.48%	74.28%	60.53%	73.40%	78.20%	77.90%	84.20%
U.S.A.	62.71%	68.45%	67.57%	67.84%	57.73%	70.00%	74.90%	74.00%	80.30%
Canada	2.60%	1.68%	1.29%	1.98%	1.50%	2.60%	2.70%	3.50%	3.00%
Others	5.62%	6.42%	5.62%	4.46%	1.30%	0.80%	0.60%	0.40%	0.90%