

Financial and Operational Highlights

FINANCIAL HIGHLIGHTS

Results

	Year ended 31 December				
	2002 HK\$'000	2001 HK\$'000	2000 HK\$'000	1999 HK\$'000	1998 HK\$'000
Turnover	306,278	254,566	205,514	199,548	185,432
Gross profit	219,502	190,746	161,900	156,597	139,466
Operating profit	85,060	79,883	77,149	74,413	63,236
Profit before taxation	87,028	82,182	81,407	79,980	68,810
Taxation	(21,891)	(12,464)	(11,330)	(12,917)	(8,859)
Profit after taxation	65,137	69,718	70,077	67,063	59,951
Minority interests	1,335	1,325	56	962	(227)
Profit attributable to shareholders	66,472	71,043	70,133	68,025	59,724

Assets and liabilities

	As at 31 December				
	2002 HK\$'000	2001 HK\$'000	2000 HK\$'000	1999 HK\$'000	1998 HK\$'000
Non-current assets	402,725	388,587	356,433	316,329	287,319
Current assets	458,761	258,902	247,202	260,042	203,757
Total assets	861,486	647,489	603,635	576,371	491,076
Current liabilities	99,436	158,101	127,758	183,145	149,936
Non-current liabilities	7,598	6,776	6,665	6,080	4,856
Total liabilities	107,034	164,877	134,423	189,225	154,792
Minority interests	20,322	28,269	4,316	11,467	12,131
Net assets	734,130	454,343	464,896	375,679	324,153

Note:

The summary of the consolidated results, assets and liabilities of the Company and its subsidiaries (the "Group") for each of the years ended 31 December 1998, 1999 and 2000 have been extracted from the Company's prospectus dated 19 March 2002. The results of the Group for each of the years ended 31 December 2001 and 2002 and the assets and liabilities of the Group as at that date are those as set out on page 43 to 90 of the financial statements, respectively. The summary of the consolidated results, assets and liabilities of the Group includes the results, assets and liabilities of the Company and its subsidiaries as if the current structure of the Group has been in existence throughout the years ended 31 December 1998, 1999, 2000, 2001 and 2002 and is presented on the bases set out in Note 1 to the financial statements.

Financial and Operational Highlights

FINANCIAL HIGHLIGHTS (continued)**Per share data**

	2002	2001
Shares in issue (shares)	2,000 million	1,500 million
Closing share price	HK\$0.425	n/a
Market capitalisation	HK\$850 million	n/a
Earnings per share	HK\$0.035	HK\$0.047 ⁽¹⁾
Dividend per share	HK\$0.0275	HK\$0.01148
Net asset value per share	HK\$0.37	HK\$0.30 ⁽¹⁾

Note:

- (1) Computed based on the pro forma weighted average number of 1,500,000,000 Shares in issue and issuable as at 31 December 2001.

Financial ratios

	2002	2001	2000	1999	1998
Gross profit margin ⁽¹⁾	71.7%	74.9%	78.8%	78.5%	75.2%
EBITDA margin ⁽²⁾	35.1%	37.2%	42.0%	41.7%	38.7%
Current ratio ⁽³⁾	4.6x	1.6x	n/a	n/a	n/a
Gearing ⁽⁴⁾	Cash positive	Cash positive	n/a	n/a	n/a
Return on shareholders' equity ⁽⁵⁾	9.1%	15.6%	n/a	n/a	n/a
Stock turnover days ⁽⁶⁾	222 days	301 days	n/a	n/a	n/a
Debtors turnover days ⁽⁷⁾	59 days	40 days	n/a	n/a	n/a
Dividend payout ratio ⁽⁸⁾	82.7%	32.3% ⁽⁹⁾	n/a	n/a	n/a

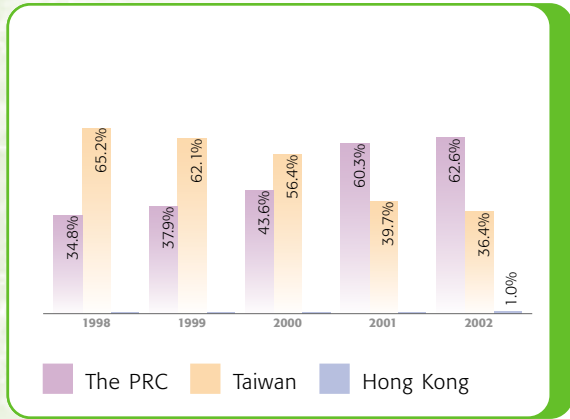
Notes:

- (1) Gross profit/Turnover
 (2) EBITDA (Earnings before net interest, tax, depreciation and amortisation)/Turnover
 (3) Current assets/Current liabilities
 (4) Net debt/Shareholders' equity
 (5) Profit attributable to shareholders/Shareholders' equity
 (6) Ending inventories/Cost of sales x 365 days
 (7) Year end trade debtors/Turnover x 365 days
 (8) Total dividends/Profit attributable to shareholders
 (9) Computed based on the final dividend declared by the Company subsequent to the listing of its Shares on the Stock Exchange on 28 March 2002

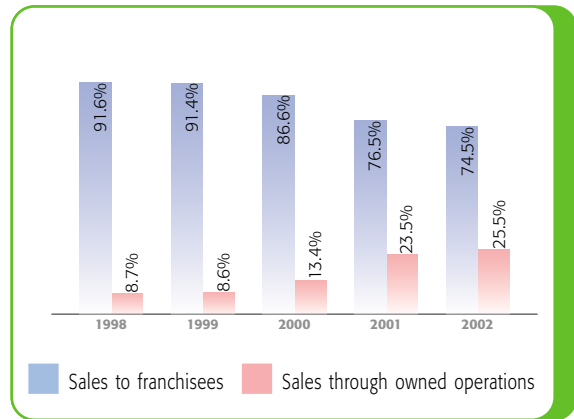
Financial and Operational Highlights

TURNOVER

By Geographical Locations

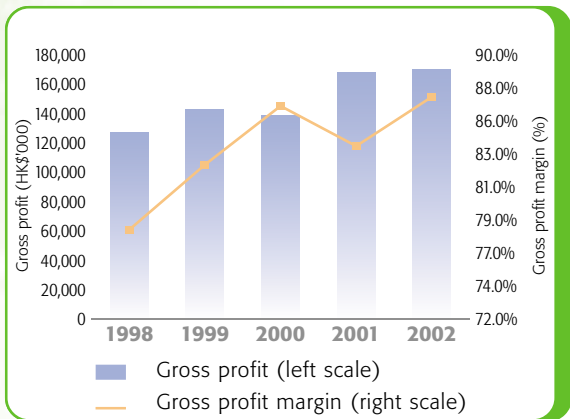


By Distribution Channels

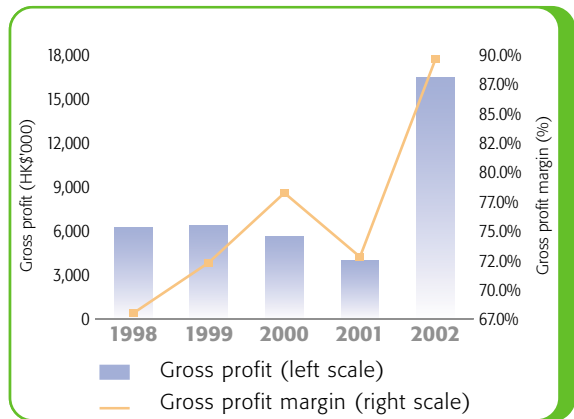


GROSS PROFIT BY MAJOR SEGMENTS

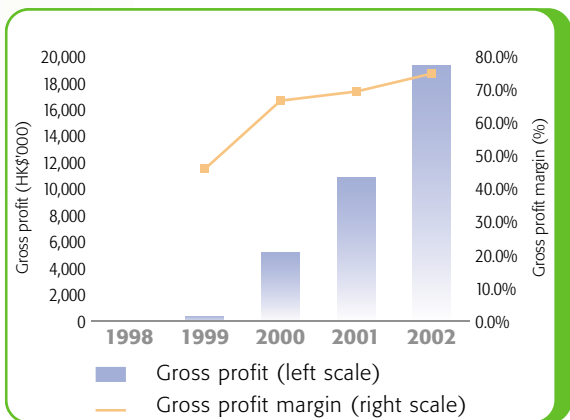
Skin Care Products



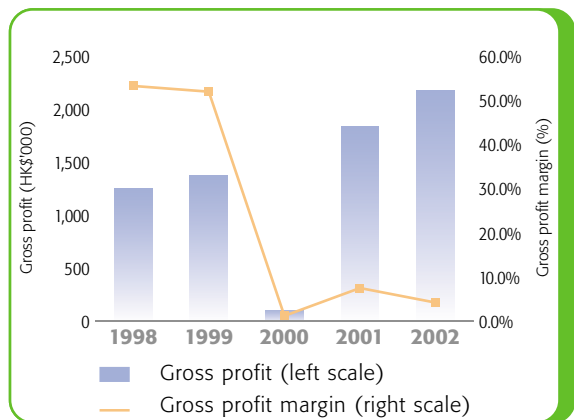
Beauty Products



Aromatherapeutic Products



Skin Treatment, Beauty and SPA Services

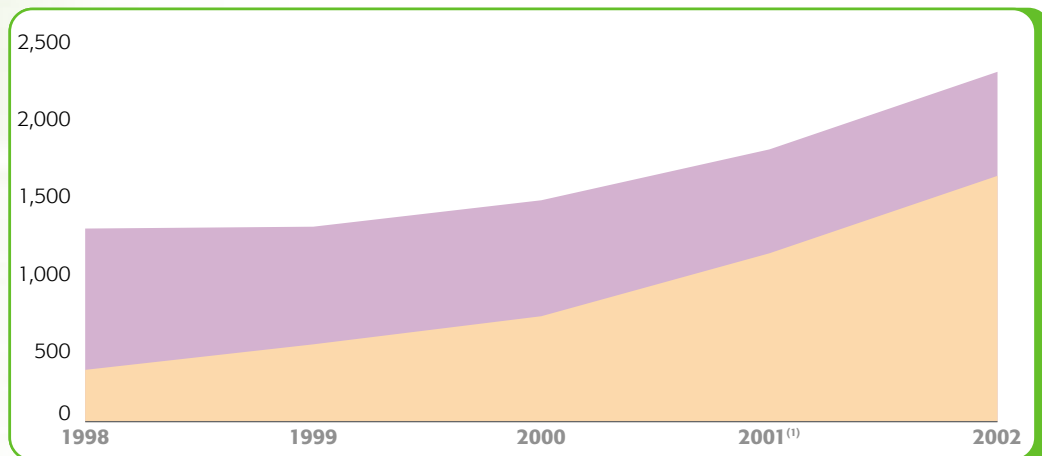


Financial and Operational Highlights

OPERATIONAL HIGHLIGHTS

	2002	2001 ⁽¹⁾	2000	1999	1998
Number of distribution outlets	2,266	1,761	1,432	1,261	1,269
Product sales per franchised stores (HK\$)	112,000	125,000	122,000	144,000	135,000
Product sales per owned beauty centres/dedicated counters (HK\$)	113,000	130,000	122,000	144,000	135,000
Service income per owned beauty centres (HK\$)	668,000	377,000	1,267,000	1,796,000	1,298,000

NUMBER OF DISTRIBUTION OUTLETS BY GEOGRAPHICAL LOCATIONS



■ The PPC (including Hong Kong)

■ Taiwan

Note:

(1) Computed based on the number of distribution outlets as at 31 October 2001.