

## OPERATION HIGHLIGHTS

### Retail Operation Highlights

|  | 31.12.2002       | 31.3.2002 | 31.3.2001 | 31.3.2000 | 31.3.1999 | 31.3.1998 | 31.3.1997 | 31.3.1996 |
|--|------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Net sales for the period/year (HK\$'000)             | <b>1,252,698</b> | 1,532,257 | 1,346,586 | 1,461,228 | 1,406,889 | 1,397,638 | 1,178,039 | 866,699   |
| Mainland China                                       | <b>840,610</b>   | 1,016,435 | 822,470   | 806,223   | 780,351   | 795,074   | 576,140   | 372,685   |
| Australia & New Zealand                              | <b>412,088</b>   | 515,822   | 524,116   | 655,005   | 626,538   | 602,564   | 601,899   | 494,014   |
| Retail floor area of directly managed shops (sq.ft.) | <b>639,919</b>   | 671,327   | 732,251   | 655,187   | 644,489   | 553,766   | 394,899   | 275,361   |
| Mainland China                                       | <b>452,895</b>   | 459,332   | 451,412   | 436,600   | 440,838   | 361,260   | 219,381   | 126,969   |
| Australia & New Zealand                              | <b>187,024</b>   | 211,995   | 280,839   | 218,587   | 203,651   | 192,506   | 175,518   | 148,392   |
| Number of sales persons                              | <b>5,098</b>     | 5,121     | 5,450     | 4,694     | 4,869     | 4,422     | 3,020     | 1,915     |
| Mainland China                                       | <b>4,036</b>     | 4,160     | 4,138     | 3,806     | 3,971     | 3,539     | 2,294     | 1,316     |
| Australia & New Zealand                              | <b>1,062</b>     | 961       | 1,312     | 888       | 898       | 883       | 726       | 599       |
| Number of employees                                  | <b>6,212</b>     | 6,191     | 6,385     | 5,716     | 5,787     | 5,454     | 3,843     | 2,342     |
| Mainland China                                       | <b>5,032</b>     | 5,114     | 4,963     | 4,701     | 4,771     | 4,440     | 2,976     | 1,630     |
| Australia & New Zealand                              | <b>1,180</b>     | 1,077     | 1,422     | 1,015     | 1,016     | 1,014     | 867       | 712       |
| Number of directly managed shops                     | <b>648</b>       | 667       | 680       | 648       | 604       | 510       | 352       | 247       |
| Mainland China                                       | <b>481</b>       | 476       | 460       | 443       | 406       | 325       | 199       | 122       |
| Australia & New Zealand                              | <b>167</b>       | 191       | 220       | 205       | 198       | 185       | 153       | 125       |
| Number of franchised shops                           | <b>158</b>       | 57        | 29        | 43        | 75        | 79        | 80        | 54        |
| Mainland China                                       | <b>152</b>       | 51        | 23        | 37        | 67        | 71        | 72        | 48        |
| Australia & New Zealand                              | <b>6</b>         | 6         | 6         | 6         | 8         | 8         | 8         | 6         |
| Total number of retail shops                         | <b>806</b>       | 724       | 709       | 691       | 679       | 589       | 432       | 301       |
| Mainland China                                       | <b>633</b>       | 527       | 483       | 480       | 473       | 396       | 271       | 170       |
| Australia & New Zealand                              | <b>173</b>       | 197       | 226       | 211       | 206       | 193       | 161       | 131       |

## OPERATION HIGHLIGHTS

### Garment Manufacturing Highlights

|   | 31.12.2002       | 31.3.2002 | 31.3.2001 | 31.3.2000 | 31.3.1999 | 31.3.1998 | 31.3.1997 | 31.3.1996 |
|---|------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Sales for the accounting period/year<br>(including sales to retail<br>operation) (HK\$'000) | <b>1,049,580</b> | 1,730,587 | 1,840,914 | 1,792,014 | 1,755,187 | 1,723,842 | 1,368,930 | 1,021,909 |
| Monthly capacity at period/year<br>ended (dozens)   | <b>377,000</b>   | 346,000   | 362,000   | 328,000   | 301,486   | 290,000   | 200,000   | 175,000   |
| Production floor area (sq.ft.)  | <b>2,053,000</b> | 2,059,000 | 2,116,000 | 1,806,000 | 1,700,000 | 1,680,000 | 1,091,700 | 1,028,800 |
| Number of workers   | <b>21,700</b>    | 21,400    | 22,300    | 21,500    | 21,000    | 21,000    | 16,840    | 13,500    |
| Percentage of sales to:   |                  |           |           |           |           |           |           |           |
| The Group   | <b>24.80%</b>    | 29.07%    | 23.45%    | 25.52%    | 25.72%    | 39.47%    | 26.60%    | 21.80%    |
| Third parties   | <b>75.20%</b>    | 70.93%    | 76.55%    | 74.48%    | 74.28%    | 60.53%    | 73.40%    | 78.20%    |
| US  | <b>60.69%</b>    | 62.71%    | 68.45%    | 67.57%    | 67.84%    | 57.73%    | 70.00%    | 74.90%    |
| Canada  | <b>3.46%</b>     | 2.60%     | 1.68%     | 1.29%     | 1.98%     | 1.50%     | 2.60%     | 2.70%     |
| Others  | <b>11.05%</b>    | 5.62%     | 6.42%     | 5.62%     | 4.46%     | 1.30%     | 0.80%     | 0.60%     |

