



# JEANSWEST

## OPERATION HIGHLIGHTS

### Retail Operation Highlights

	31.12.2003	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									
year/period (HK\$'000)	<b>1,836,446</b>	1,252,698	1,532,257	1,346,586	1,461,228	1,406,889	1,397,638	1,178,039	866,699
Mainland China	<b>1,251,322</b>	840,610	1,016,435	822,470	806,223	780,351	795,074	576,140	372,685
Australia & New Zealand	<b>585,124</b>	412,088	515,822	524,116	655,005	626,538	602,564	601,899	494,014
Retail floor area of directly									
managed shops (sq.ft.)	<b>652,448</b>	639,919	671,327	732,251	655,187	644,489	553,766	394,899	275,361
Mainland China	<b>456,067</b>	452,895	459,332	451,412	436,600	440,838	361,260	219,381	126,969
Australia & New Zealand	<b>196,381</b>	187,024	211,995	280,839	218,587	203,651	192,506	175,518	148,392
Number of sales persons	<b>5,806</b>	5,098	5,121	5,450	4,694	4,869	4,422	3,020	1,915
Mainland China	<b>4,647</b>	4,036	4,160	4,138	3,806	3,971	3,539	2,294	1,316
Australia & New Zealand	<b>1,159</b>	1,062	961	1,312	888	898	883	726	599
Number of employees	<b>7,084</b>	6,212	6,191	6,385	5,716	5,787	5,454	3,843	2,342
Mainland China	<b>5,795</b>	5,032	5,114	4,963	4,701	4,771	4,440	2,976	1,630
Australia & New Zealand	<b>1,289</b>	1,180	1,077	1,422	1,015	1,016	1,014	867	712
Number of directly managed shops	<b>687</b>	648	667	680	648	604	510	352	247
Mainland China	<b>510</b>	481	476	460	443	406	325	199	122
Australia & New Zealand	<b>177</b>	167	191	220	205	198	185	153	125
Number of franchised shops	<b>269</b>	158	57	29	43	75	79	80	54
Mainland China	<b>263</b>	152	51	23	37	67	71	72	48
Australia & New Zealand	<b>6</b>	6	6	6	6	8	8	8	6
Total number of retail shops	<b>956</b>	806	724	709	691	679	589	432	301
Mainland China	<b>773</b>	633	527	483	480	473	396	271	170
Australia & New Zealand	<b>183</b>	173	197	226	211	206	193	161	131

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## OPERATION HIGHLIGHTS

### Garment Manufacturing Highlights

	<b>31.12.2003</b>	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 year/period (including sales to retail operation) (HK\$'000)	<b>1,797,968</b>	1,395,792	1,730,587	1,840,914	1,792,014	1,755,187	1,723,842	1,368,930	1,021,909
Monthly capacity at year/period ended (dozens)	<b>431,000</b>	377,000	346,000	362,000	328,000	301,486	290,000	200,000	175,000
Production floor area (sq.ft.)	<b>2,161,000</b>	2,053,000	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>23,500</b>	21,700	21,400	22,300	21,500	21,000	21,000	16,840	13,500
Percentage of sales to:									
The Group	<b>26.04%</b>	24.80%	29.07%	23.45%	25.52%	25.72%	39.47%	26.60%	21.80%
Third parties	<b>73.96%</b>	75.20%	70.93%	76.55%	74.48%	74.28%	60.53%	73.40%	78.20%
US	<b>57.79%</b>	60.69%	62.71%	68.45%	67.57%	67.84%	57.73%	70.00%	74.90%
Canada	<b>4.35%</b>	3.46%	2.60%	1.68%	1.29%	1.98%	1.50%	2.60%	2.70%
Others	<b>11.82%</b>	11.05%	5.62%	6.42%	5.62%	4.46%	1.30%	0.80%	0.60%