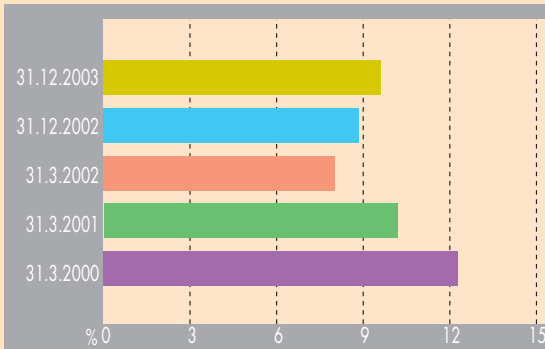




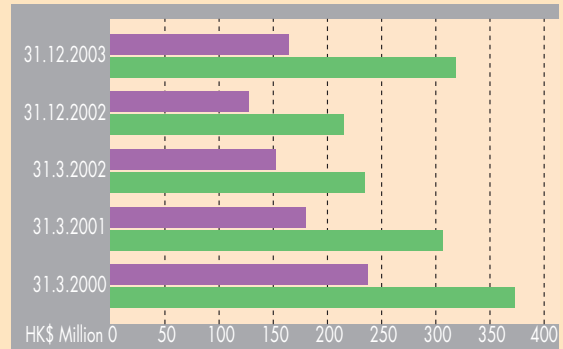
# JEANSWEST

## FINANCIAL HIGHLIGHTS

**OPERATING MARGIN  
(AFTER FINANCE COSTS)**

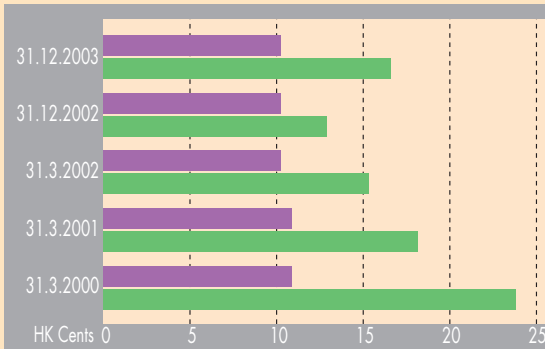


**OPERATING PROFIT AND NET PROFIT ATTRIBUTABLE TO SHAREHOLDERS**



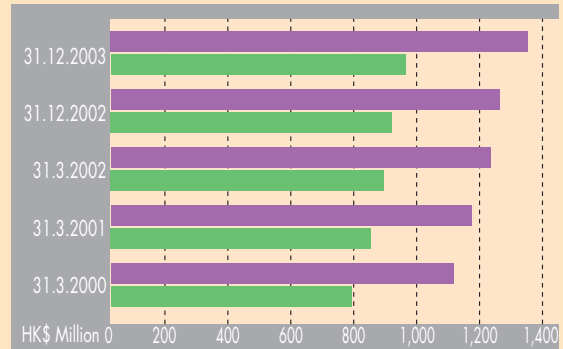
■ Net profit attributable to shareholders  
■ Operating profit (after finance costs)

**BASIC EARNINGS PER SHARE  
AND DIVIDEND PER SHARE**



■ Dividend per share  
■ Basic earnings per share

**WORKING CAPITAL AND  
SHAREHOLDERS' EQUITY**



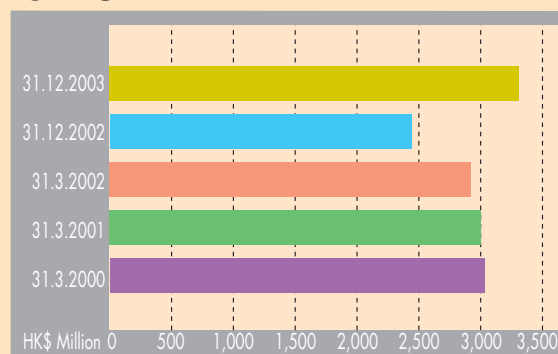
■ Shareholders' equity  
■ Working capital

# JEANSWEST



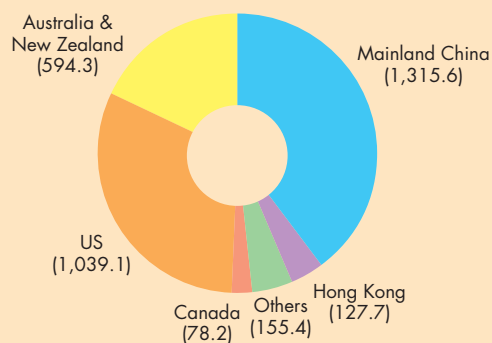
## FINANCIAL HIGHLIGHTS

### TURNOVER



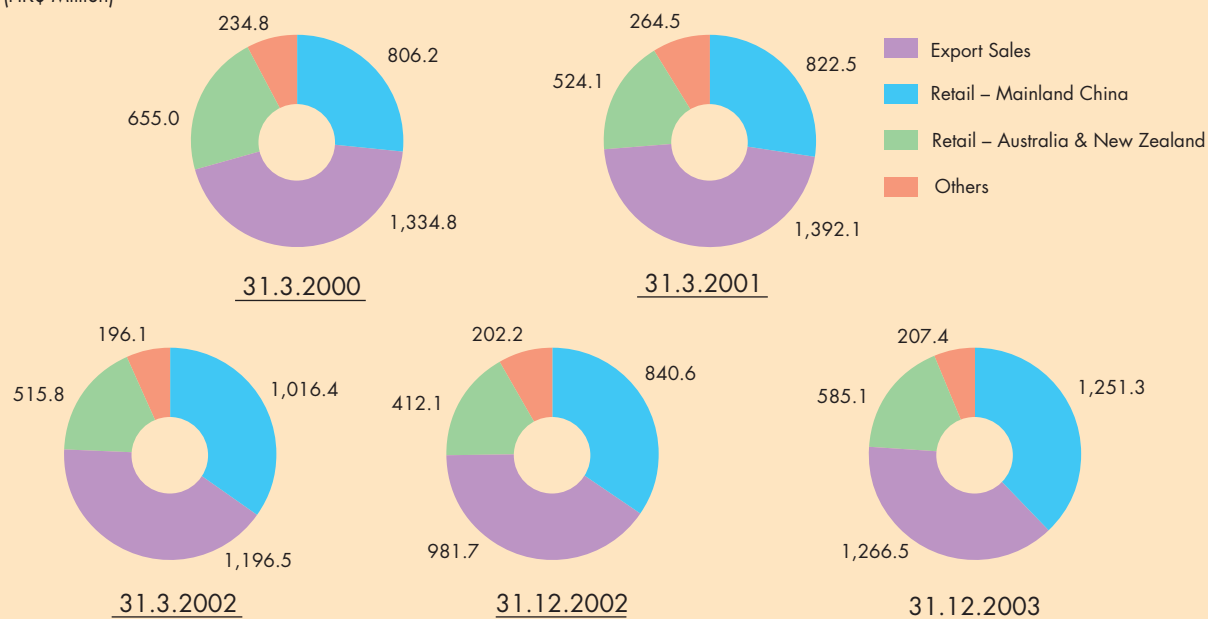
### TURNOVER BY GEOGRAPHICAL LOCATIONS

(HK\$ Million)



### TURNOVER BY ACTIVITIES

(HK\$ Million)





# JEANSWEST

## FINANCIAL HIGHLIGHTS

	12 months ended	9 months ended		12 months ended					
	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
Turnover (HK\$'000)	<b>3,310,309</b>	2,436,567	2,924,850	3,003,243	3,030,806	2,931,690	2,652,197	2,381,418	1,847,373
Increase/(decrease) in turnover in percentage	<b>N/A</b>	N/A	(2.61%)	(0.91%)	3.38%	10.5%	11.4%	28.9%	26.6%
Turnover analysis:									
1. Retail									
a. Mainland China	<b>1,251,322</b>	840,610	1,016,435	822,470	806,223	780,351	795,074	576,140	372,685
b. Australia & New Zealand	<b>585,124</b>	412,088	515,822	524,116	655,005	626,538	602,564	601,899	494,014
2. Export	<b>1,266,510</b>	981,686	1,196,541	1,392,138	1,334,766	1,303,663	1,043,378	1,004,644	798,694
3. Others	<b>207,353</b>	202,183	196,052	264,519	234,812	221,138	211,181	198,735	181,980
Operating margin (after finance costs) (%)	<b>9.62%</b>	8.86%	8.03%	10.2%	12.3%	10.1%	10.3%	8.62%	5.59%
Net profit attributable to shareholders (HK\$'000)	<b>165,025</b>	128,080	152,765	180,626	237,192	208,073	206,807	165,408	82,275
Increase/(decrease) in net profit attributable to shareholders in percentage	<b>N/A</b>	N/A	(15.4%)	(23.8%)	14.0%	0.61%	25.0%	101%	139%
Shareholders' equity (HK\$'000)	<b>1,343,000</b>	1,251,024	1,223,396	1,160,704	1,103,381	940,232	815,924	740,258	225,621
Working capital (HK\$'000)	<b>948,369</b>	905,267	879,366	837,717	798,256	600,942	449,509	478,050	41,850
Total liabilities to equity ratio	<b>1.14</b>	1.06	0.93	1.15	1.20	1.37	1.68	1.19	3.28
Net cash/(bank borrowings) to equity ratio	<b>0.69</b>	0.53	0.45	0.34	0.29	0.08	(0.02)	0.16	(0.61)
Current ratio	<b>1.74</b>	1.83	1.96	1.80	1.76	1.57	1.37	1.63	1.06
Inventory turnover (days)	<b>56</b>	59	61	63	71	80	109	80	67
Return on total assets (%)	<b>5.74%</b>	4.98%	6.46%	7.22%	9.77%	9.35%	9.47%	10.2%	8.52%
Return on equity (%)	<b>12.3%</b>	10.2%	12.5%	15.6%	21.5%	22.1%	25.3%	22.3%	36.5%
Return on sales (%)	<b>4.99%</b>	5.26%	5.22%	6.01%	7.83%	7.10%	7.80%	6.95%	4.45%
Earnings per share (HK cents)									
Basic	<b>16.49</b>	12.80	15.27	18.05	23.71	20.81	20.68	18.65	10.97
Diluted	<b>16.39</b>	N/A	N/A	N/A	23.44	N/A	20.50	N/A	N/A
Dividend per share (HK cents)	<b>10.20</b>	10.20	10.20	10.80	10.80	5.50	10.58	6.30	6.75