

OPERATION HIGHLIGHTS

RETAIL OPERATION HIGHLIGHTS

| | 31.12.2004 | 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) | 2,277,659 | 1,836,446 | 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 | 1,477,645 | 1,251,322 | 840,610 | 1,016,435 | 822,470 | 806,223 | 780,351 | 795,074 | 576,140 | 372,685 |
| Australia & New Zealand | 800,014 | 585,124 | 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.) | 729,153 | 652,448 | 639,919 | 671,327 | 732,251 | 655,187 | 644,489 | 553,766 | 394,899 | 275,361 |
| Mainland China | 522,709 | 456,067 | 452,895 | 459,332 | 451,412 | 436,600 | 440,838 | 361,260 | 219,381 | 126,969 |
| Australia & New Zealand | 206,444 | 196,381 | 187,024 | 211,995 | 280,839 | 218,587 | 203,651 | 192,506 | 175,518 | 148,392 |
| Number of sales persons | | | | | | | | | | |
| | 6,440 | 5,806 | 5,098 | 5,121 | 5,450 | 4,694 | 4,869 | 4,422 | 3,020 | 1,915 |
| Mainland China | 5,167 | 4,647 | 4,036 | 4,160 | 4,138 | 3,806 | 3,971 | 3,539 | 2,294 | 1,316 |
| Australia & New Zealand | 1,273 | 1,159 | 1,062 | 961 | 1,312 | 888 | 898 | 883 | 726 | 599 |
| Number of employees | | | | | | | | | | |
| | 7,819 | 7,084 | 6,212 | 6,191 | 6,385 | 5,716 | 5,787 | 5,454 | 3,843 | 2,342 |
| Mainland China | 6,417 | 5,795 | 5,032 | 5,114 | 4,963 | 4,701 | 4,771 | 4,440 | 2,976 | 1,630 |
| Australia & New Zealand | 1,402 | 1,289 | 1,180 | 1,077 | 1,422 | 1,015 | 1,016 | 1,014 | 867 | 712 |
| Number of directly | | | | | | | | | | |
| managed shops | 744 | 687 | 648 | 667 | 680 | 648 | 604 | 510 | 352 | 247 |
| Mainland China | 565 | 510 | 481 | 476 | 460 | 443 | 406 | 325 | 199 | 122 |
| Australia & New Zealand | 179 | 177 | 167 | 191 | 220 | 205 | 198 | 185 | 153 | 125 |
| Number of franchised shops | | | | | | | | | | |
| | 423 | 269 | 158 | 57 | 29 | 43 | 75 | 79 | 80 | 54 |
| Mainland China | 417 | 263 | 152 | 51 | 23 | 37 | 67 | 71 | 72 | 48 |
| Australia & New Zealand | 6 | 6 | 6 | 6 | 6 | 6 | 8 | 8 | 8 | 6 |
| Total number of retail shops | | | | | | | | | | |
| | 1,167 | 956 | 806 | 724 | 709 | 691 | 679 | 589 | 432 | 301 |
| Mainland China | 982 | 773 | 633 | 527 | 483 | 480 | 473 | 396 | 271 | 170 |
| Australia & New Zealand | 185 | 183 | 173 | 197 | 226 | 211 | 206 | 193 | 161 | 131 |

OPERATION HIGHLIGHTS

GARMENT MANUFACTURING HIGHLIGHTS

| | 31.12.2004 | 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 |
|---|------------------|------------|------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Sales for the accounting year/period (including sales to retail operation) (HK\$'000) | 1,709,528 | 1,797,968 | 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) | 437,000 | 431,000 | 377,000 | 346,000 | 362,000 | 328,000 | 301,486 | 290,000 | 200,000 | 175,000 |
| Production floor area (sq.ft.) | 2,172,000 | 2,161,000 | 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 | 22,200 | 23,500 | 21,700 | 21,400 | 22,300 | 21,500 | 21,000 | 21,000 | 16,840 | 13,500 |
| Percentage of sales to: | | | | | | | | | | |
| The Group | 32.12% | 26.04% | 24.80% | 29.07% | 23.45% | 25.52% | 25.72% | 39.47% | 26.60% | 21.80% |
| Third parties | 67.88% | 73.96% | 75.20% | 70.93% | 76.55% | 74.48% | 74.28% | 60.53% | 73.40% | 78.20% |
| US | 55.79% | 57.79% | 60.69% | 62.71% | 68.45% | 67.57% | 67.84% | 57.73% | 70.00% | 74.90% |
| Canada | 4.89% | 4.35% | 3.46% | 2.60% | 1.68% | 1.29% | 1.98% | 1.50% | 2.60% | 2.70% |
| Others | 7.20% | 11.82% | 11.05% | 5.62% | 6.42% | 5.62% | 4.46% | 1.30% | 0.80% | 0.60% |