

# Group Financial and Operation Highlights

## Retail & Wholesale Business

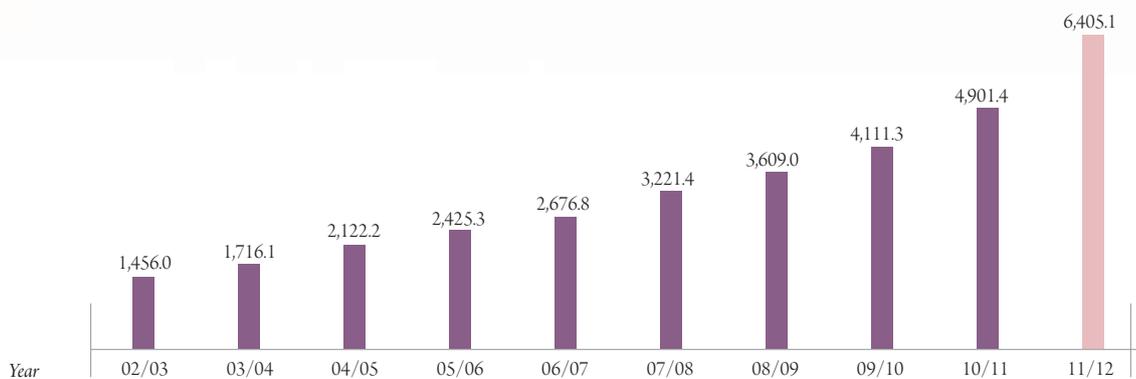
	2011/12	2010/11	+/- % Change
Turnover (HK\$ million)	<b>6,405.1</b>	4,901.4	+30.7%
Operating profit (HK\$ million)	<b>828.4</b>	608.3	+36.2%
Profit for the year (HK\$ million)	<b>689.7</b>	509.3	+35.4%
Earnings per share – basic (HK cents)	<b>24.6</b>	18.2	+35.2%
Total annual dividend (included special dividend) per share (HK cents)	<b>17.5*</b>	14.0^	+25.0%
Return on equity	<b>42.3%</b>	37.6%	+4.7%
Gross profit margin	<b>45.2%</b>	45.1%	+0.1%
			+/- Change
Net cash & bank balances (HK\$ million)	<b>598.6</b>	618.4	-19.8
Inventory turnover (days)	<b>124</b>	109	+15

\* Included 12.0 HK cents special dividend

^ Included 10.0 HK cents special dividend

## Turnover – Retail & Wholesale Business (HK\$ million)

CAGR: 16.8%



^ CAGR = Compound annual growth rate

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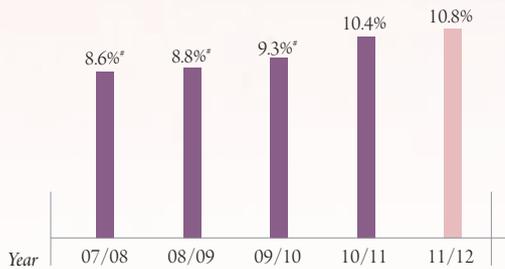
## Group Turnover – Geographical Analysis



## Retail Turnover Contributed by Brand Management Business



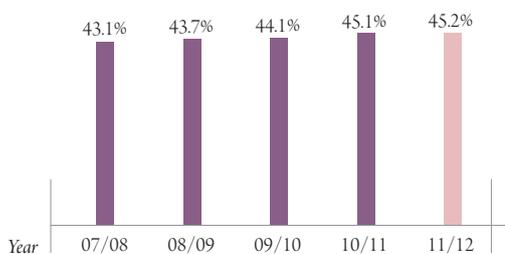
## Net Profit Margin (Retail & Wholesale Business)



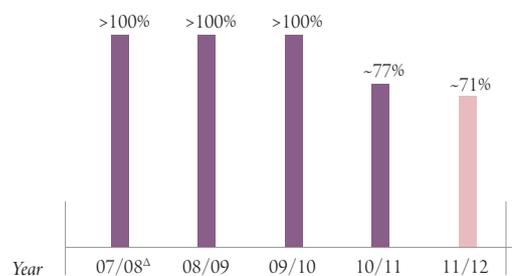
## Return on Equity (Retail & Wholesale Business)



## Gross Profit Margin (Retail & Wholesale Business)



## Dividend Payout Ratio



# As restated

<sup>Δ</sup> Excluded disposal gain of discontinued beauty service business



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PROGRAMME**

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PROGRAMME**

**COLLAGEX PREMIER**  
GLOBAL  
LIFT CONCENTRATE  
(FACE & NECK)  
CONCENTRE LIFT  
GLOBAL  
(VISAGE ET COU)

CELLULAR  
MOISTURIZING SOLUTION

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PROGRAMME**  
GIGAWHITE SUPREME  
WHITE-RADIANCE  
TREATMENT  
WITH SOY LECITHIN  
AND VITAMIN C

**SUISSE  
PROGRAMME**  
COLLAGEX PREMIER INTENSIVE CREAM  
COLLAGEX PREMIER CREME INTENSIVE

**SUISSE  
PROGRAMME**  
ALL-AR EYE  
LIFTING ESSENCE  
WITH CELLULAR  
MOISTURIZING



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