forward-looking statements

This presentation and subsequent discussion may contain certain forward-looking statements with respect to the financial condition, results of operations and business of Esprit. These forward-looking statements represent Esprit’s expectations or beliefs concerning future events and involving known and unknown risks and uncertainties which could cause actual results, performance or events to differ materially from those expressed or implied in such statements.
our equity story …

11 yrs of consecutive growth & profitability

<table>
<thead>
<tr>
<th>SPRIT’s performance indicators</th>
<th>targets</th>
</tr>
</thead>
<tbody>
<tr>
<td>annual revenue growth</td>
<td>~ 20%</td>
</tr>
<tr>
<td>EBIT margin</td>
<td>~ 20%</td>
</tr>
<tr>
<td>net profit margin</td>
<td>~ 15%</td>
</tr>
<tr>
<td>Return On Equity</td>
<td>~ 35%</td>
</tr>
<tr>
<td>regular dividend payout ratio</td>
<td>~ 40%</td>
</tr>
</tbody>
</table>

~ represents around
sustainable growth to continue…

organic growth of ESPRIT brand

Europe

Asia

North America

Australasia
what’s new since announcement of FY 04/05 interim results

- wholesale order to June ’05
  ▲ 20%+ yoy

- group comp-store growth
  YTD Feb ‘05 exceeded 5% target
share options

- share options align management interest with shareholders
  - shareholders mandate to grant up to 114 million option shares
    (10% of issued share capital when the scheme was adopted in 2001)
  - 72* million share options outstanding,
    ~5.7% total issued shares (1.2 billion shares) on a fully diluted basis
    - 9.7 million are vested
  - 36 million share options available

- non-cash option expense commencing FY05/06: ~HK$125 million
- orderly disposal of option shares will continue

*as of February 28, 2005
ESPRIT vs. global peers

strong growth & high net margin ...still trailing in valuation

<table>
<thead>
<tr>
<th>Company</th>
<th>PEG</th>
<th>Est. PE</th>
<th>net margin</th>
<th>div. yield</th>
</tr>
</thead>
<tbody>
<tr>
<td>ESPRIT</td>
<td>0.67x</td>
<td>20.3x</td>
<td>15.8%</td>
<td>2.14</td>
</tr>
<tr>
<td>Inditex</td>
<td>1.77x</td>
<td>23.4x</td>
<td>9.7%</td>
<td>1.52</td>
</tr>
<tr>
<td>H&amp;M</td>
<td>2.12x</td>
<td>23.2x</td>
<td>13.6%</td>
<td>2.55</td>
</tr>
</tbody>
</table>

*Bloomberg current dividend yield
Source: Bloomberg as at 10:00, Mar. 15, 2005