

80/89
ESPRIT
CELEBRATION

FY07/08 FINAL RESULTS

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 involve 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.

Record results amid tough macro conditions



Jun 30, 08 (HK\$m) YoY growth (HK\$)

Turnover	37,227	▲ 25.6%
Operating Profit	7,721	▲ 23.4%
Net Profit	6,450	▲ 24.5%
Basic EPS	HK\$5.21	▲ 23.5%

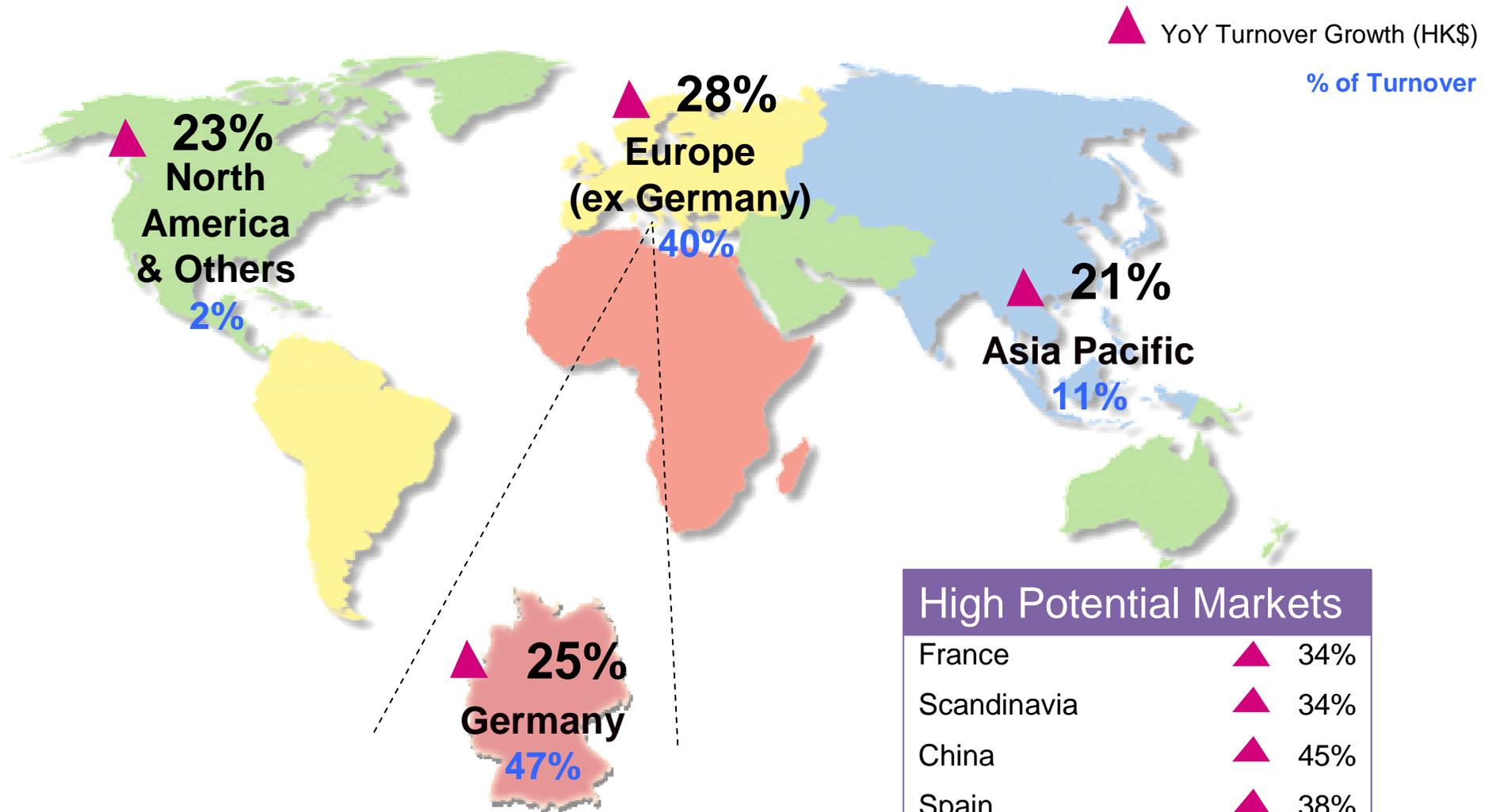
Proposed total dividend payout: 80%



*To celebrate our **40th Anniversary**: Special dividend = **40% EPS***

	Payout Ratio	Per Share
Regular dividend	40%	HK\$2.1
Special dividend	40%	HK\$2.1
TOTAL	80%	HK\$4.2
Minus interim dividend paid		(HK\$0.95)
Final & Special dividend		HK\$3.25

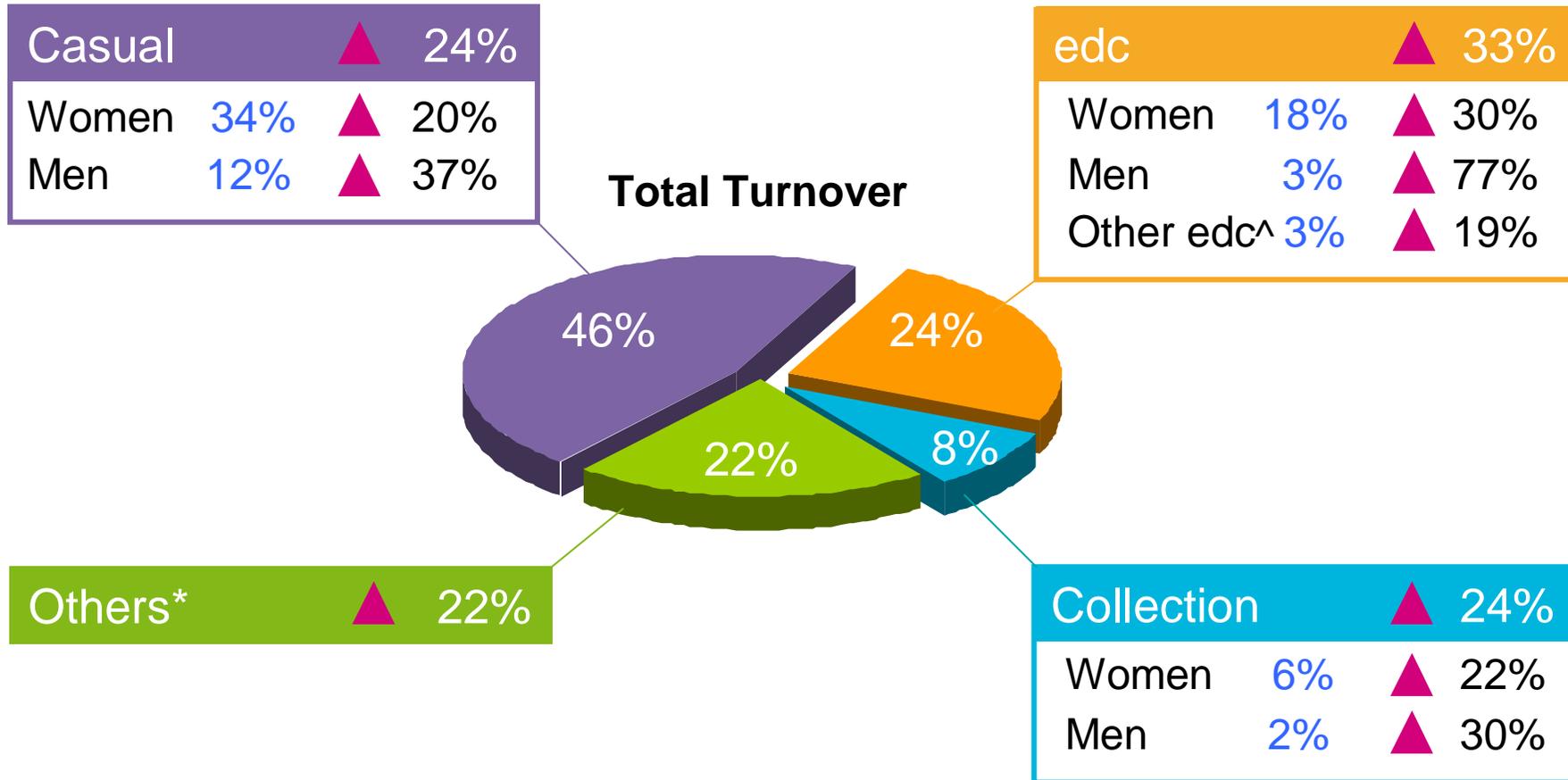
International expansion continued



High Potential Markets		
France	▲	34%
Scandinavia	▲	34%
China	▲	45%
Spain	▲	38%
Italy	▲	20%
India	▲	94%

Double-digit % growth across product divisions

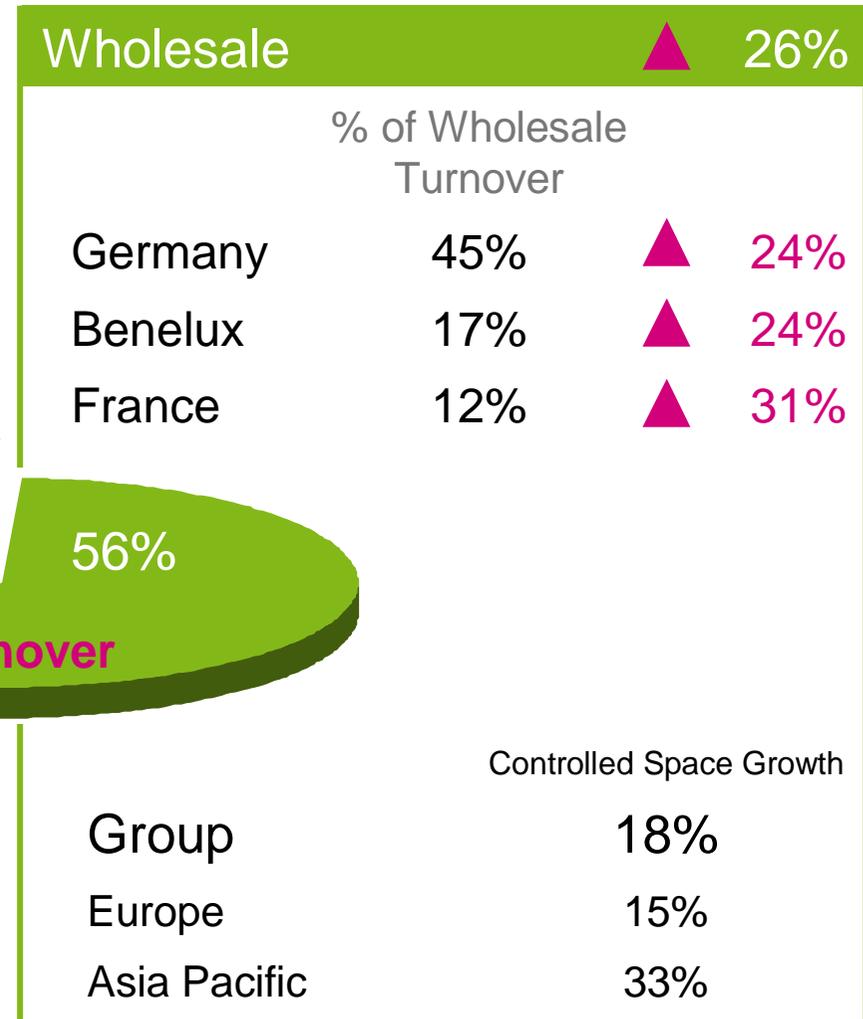
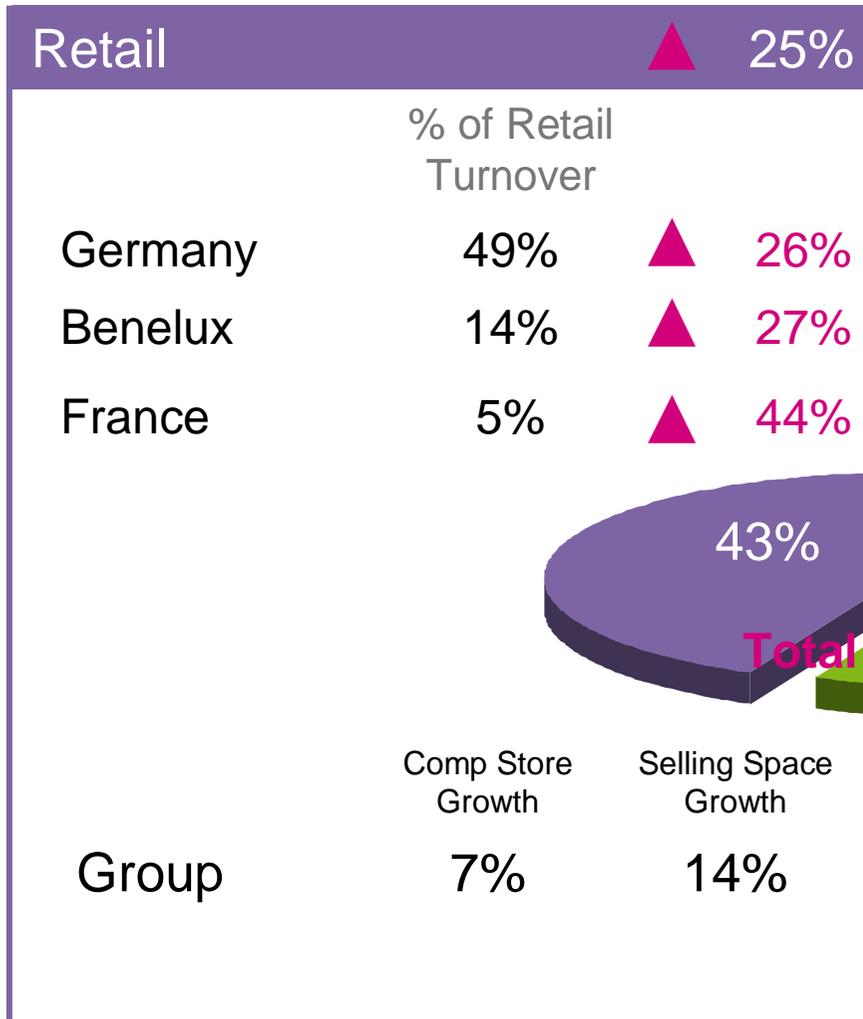
▲ YoY Turnover Growth (HK\$)
% of Turnover



*Others include Esprit's accessories, shoes, kids, sports, bodywear, de. corp, red earth, salon and licensed products

^Other edc include edc kids, edc accessories, edc shoes and edc bodywear

Total selling space exceeded 1,000,000m²



▲ YoY Turnover Growth (HK\$)

* Represent licensing and others

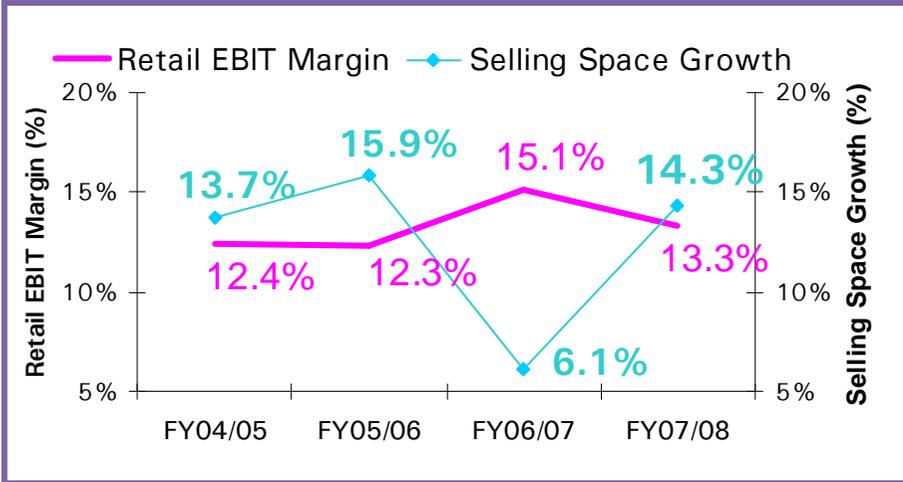
Growth at stable profit margins

Group's Operating Profit Margin

20.7%

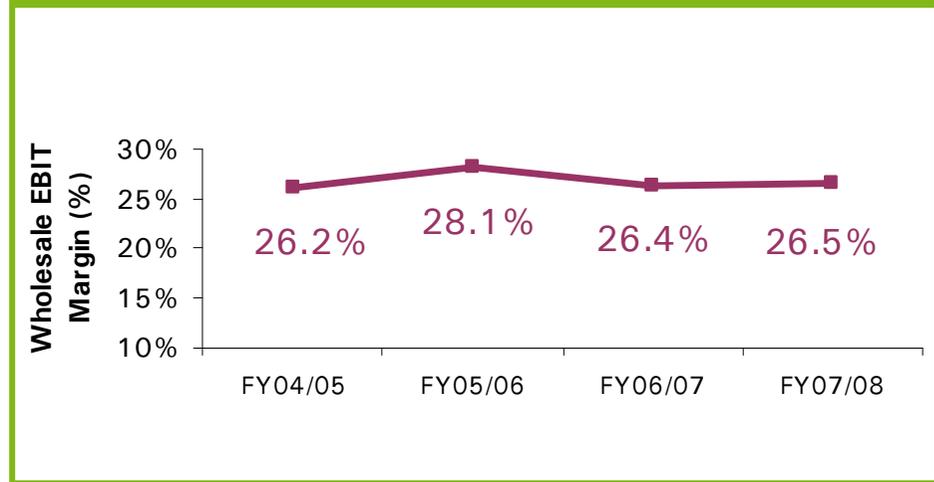
Retail EBIT Margin

13.3%



Wholesale EBIT Margin

26.5%



Net Profit Margin

17.3%

Our financial strength



	Jun 30, 08		YoY change
CAPEX	HK\$1.4 bn	▲	120%
Dividend paid during the year	HK\$4.3 bn	▲	38%
Net cash	HK\$6.5 bn	▲	25%
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Inventory turnover (days)	54		-1 day
ROE	46%		

Share buy back program



No. of shares repurchased: 2,615,500
Price range: \$76.55 to \$86.00
Mandated from shareholder: up to 123,981,543 shares
Shares bought back have been cancelled

Shares remained available under the general mandate
until the next Annual General Meeting - 121,366,043

Growth initiatives



Regions

- Europe - stable growth in core markets and comparatively much faster growth in rest of Europe
- Asia Pacific - accelerate growth in India, China and Middle East
- North America - continue opening retail stores within investment budget

Channels

- over 130 (gross) new directly managed retail stores
- over 2,000 (gross) new controlled-space wholesale POS

Products

- further develop new de.corp. line
- further extension of edc product portfolio e.g. accessories, shoes
- major quality uplift of women and men collection lines in process

Marketing

- 40th anniversary campaign in Sep/Oct 08 for Esprit Brand
- continue brand building for edc
 - > re-sponsoring of MTV-European music awards
 - > co-branded MTV/edc line coming in-store in Oct/Nov

Outlook: Multi-dimensional growth



Continuous growth

across

Regions

- Europe
- Asia Pacific
- North America

Distribution Channels

- Retail
- Wholesale

In line with industry leaders

Q & A



THANK YOU!