

主席報告書

Chairman's Statement



陳瑞球
YGM貿易有限公司主席
Chan Sui Kau
Chairman of YGM Trading Limited

集團業績

本人欣然宣佈，雖然於二零零三年四月至五月期間，香港、台灣及中國內地均受到嚴重急性呼吸道症候群（「非典型肺炎」）之不利影響，但截至二零零四年三月三十一日止年度之股東應佔溢利出現顯著改善，由去年港幣73,563,000元（重報）上升至港幣171,187,000元；而每股盈利亦由二零零三年港幣0.48元（重報）上升至港幣1.11元。該等顯著改善歸因於下列各項之淨影響：

1. 港幣64,957,000元溢利來自出售三間位於九龍尖沙咀柏麗購物大道之店舖物業。
2. 出售漢登集團控股有限公司之可轉換優先股及其他證券所得之收益淨額，合共港幣23,709,000元。
3. 以公允值列賬之其他證券之已變現及未變現收益淨額港幣4,732,000元。
4. 就於Chilli Investment Limited（「Chilli」）22%已發行股份之投資，把合共港幣22,387,000元之商譽減值。Chilli之主要資產為於中國湖南一間中藥生產及分銷公司湖南三九南開製藥有限公司（「南開」）所有註冊資本之權益。

Group Results

I am very pleased to announce that, despite the adverse effects of the outbreak of Severe Acute Respiratory Syndrome (“SARS”) in Hong Kong, Taiwan and Mainland China during the period from April to May 2003, the profit attributable to shareholders for the year ended 31 March 2004 showed a good improvement from HK\$73,563,000 (restated) last year to HK\$171,187,000, and, earnings per share are HK\$1.11 for the year as against HK\$0.48 (restated) for 2003. Major reasons for the significant improvement are the net effect of the following:

1. a profit of HK\$64,957,000 from the disposal of three shop premises in Parklane Shopper's Boulevard, Tsim Sha Tsui, Kowloon.
2. a net gain on disposal of convertible preference shares of Hang Ten Group Holdings Limited and other securities totalling HK\$23,709,000.
3. net realised and unrealised gain of HK\$4,732,000 on other securities carried at fair value.
4. an impairment of goodwill amounting to HK\$22,387,000 on our investment in 22% of the issued shares of Chilli Investment Limited (“Chilli”). The principal asset of Chilli is its interest in the entire registered capital of Hunan San Jiu Nankai Pharmaceutical Company Limited (“Nankai”) which is a Chinese pharmaceutical manufacturing and distribution company in Hunan, China.



MICHEL RENÉ 創立於 1977 年，整個系列包括男女西服套裝及城市便服系列，一向以「自由配搭」為設計宗旨，風格高雅簡約，變化無窮，款式富時代感，適合上班族和行政人員。

Established in 1977, MICHEL RENÉ is an executive line, providing men's & women's formal wear and city wear collections. It enables young and modern career people to dress creatively with its "mix and match" concept for all occasions.



主席報告書 Chairman's Statement

股息

董事會已議決將於二零零四年九月二十日星期一舉行之應屆股東週年大會上建議派發截至二零零四年三月三十一日止年度之末期股息每股港幣0.25元(二零零三年：港幣0.15元)。倘獲股東通過，總金額為港幣38,675,000元(二零零三年：港幣23,205,000元)之末期股息預期將於二零零四年九月二十一日星期二或該日期前後派發予二零零四年九月十三日星期一名列股東名冊之股東。

本年度每股股息總額已包括中期股息每股港幣0.08元(二零零三年：港幣0.10元)，共計每股港幣0.33元(二零零三年：港幣2.85元，已包括特別股息每股港幣2.60元)。

業務回顧

成衣零售及市場推廣

於四月至五月非典型肺炎肆虐期間，本集團之成衣零售及市場推廣業務相對去年同期大幅下跌。銷售額於非典型肺炎受控後隨即錄得正面增長。香港之銷售額自六月起大幅改善，不但可彌補非典型肺炎期間的銷售跌幅，更由於中國內地訪港遊客數字上升帶動本地旅遊業復甦而錄得顯著升幅。中國內地於非典型肺炎期間沒有受到重大影響，其銷售於本年度持續穩步增長。

本財政年度，本集團於香港、澳門、中國內地及台灣均有分銷Aquascutum、Ashworth及馬師龍成衣之業務。

Aquascutum

自一八五一年創立至今，英國倫敦品牌Aquascutum以其精巧時尚之男女服裝系列享譽全球。本集團為其品牌於香港、澳門、中國內地及台灣之特許經銷商。現時於本集團管理下共經營105間門市。該等市場對傳統剪裁、設計高雅脫俗之男女時尚服飾之需求日趨龐大。

Dividends

The directors have resolved to recommend the payment of a final dividend of HK\$0.25 (2003: HK\$0.15) per share for the year ended 31 March 2004 at the forthcoming Annual General Meeting to be held on Monday, 20 September 2004. The final dividend amounting to HK\$38,675,000 (2003: HK\$23,205,000), if approved by the shareholders, is expected to be paid on or around Tuesday, 21 September 2004 to those shareholders whose names appear on the Register of Members on Monday, 13 September 2004.

The total dividend per share for the year, including an interim dividend of HK\$0.08 (2003: HK\$0.10) per share, is HK\$0.33 per share (2003: HK\$2.85 which included a special dividend of HK\$2.60 per share).

Review of Operations

Garment retail and marketing

During the April to May SARS period, the Group's garment retail and marketing business declined sharply as compared to the same period in the previous year. Positive growth in sales was registered after the containment of SARS. Sales in Hong Kong improved significantly from June, not only to recover the lost sales in the SARS period, but also to record a remarkable increase in sales which was brought about by the recovery of local tourism as a result of an increase in visitors from Mainland China. Mainland China was not significantly affected during the SARS period and sales continued to grow steadily during the year.

In this financial year, the Group distributed Aquascutum, Ashworth and Michel René goods in Hong Kong, Macau, Mainland China and Taiwan.

Aquascutum

Aquascutum, a worldwide famous brand name which was established in London in 1851, carries a full range of men's and women's fashion and accessories. The Group is the licensee for Hong Kong, Macau, Mainland China and Taiwan. Currently, there are 105 outlets under our management. The demand for traditional high quality men's and women's fashion and accessories is strong in these markets.



自 1851 年創立至今，英國 Aquascutum 男女服裝服飾一向採用英倫式優秀剪裁技巧和布料，配合專有格子圖案，成為精巧時尚的衣著。它在成衣生產技術上的卓越成就，更使它屢獲「皇室工業獎」，為英國皇室所御用。其高雅脫俗的霓裳采衣，更贏得全球上流名仕淑女的青睞和愛戴。

Originated from London since 1851, Aquascutum carries a full range of men's & women's fashions and accessories. With its distinctive marketing and technical achievements, Aquascutum has been granted the Royal Warrant for decades and its customers include world-wide celebrities and the British Royal Family.



業務回顧 (續)

成衣零售及市場推廣 (續)

Ashworth

美國著名之高爾夫球品牌Ashworth是本集團分銷之另一成功品牌。時尚、舒適優閒之男女高爾夫球服裝及便服深受運動愛好者歡迎，加上本集團具潮流觸覺之市場推廣團隊，使Ashworth成為我們目標市場最受歡迎之高爾夫球服飾品牌。現時本集團於香港、澳門及中國內地經營44間門市。隨著高爾夫球於中國內地日漸流行，我們預期高爾夫球服裝及便服之市場將會持續擴展。

馬獅龍

馬獅龍是本集團擁有之品牌，其剪裁精巧細緻、風格高雅時尚之男女服飾價格相宜，甚受上班一族和行政人員愛戴。現時本集團於香港、澳門、中國內地及台灣經營97間門市。

Hang Ten

本集團多間聯營公司主要於台灣、南韓、中國內地、新加坡及菲律賓等地分銷Hang Ten之服飾。Hang Ten乃美國品牌，旗下有一系列男女便服及配飾。該品牌之發展持續強勁，並為本集團帶來可觀之溢利。

成衣製造

本集團於中國東莞設有一幢廠房。縱然本財政年度初期受到非典型肺炎肆虐之不利影響，該廠房仍持續擴展，其後更因海外市場復甦從而使其銷售量上升，並錄得可觀之溢利。

物業租賃

由於以總代價港幣78,000,000元出售位於香港九龍尖沙咀柏麗購物大道之三間店舖物業之交易已於二零零三年六月二日完成，故港幣64,957,000元之溢利已於截至二零零四年三月三十一日止之年度確認入賬。因此，縱然本集團於該年度之工業物業租金及出租比率有所提升，但收取自外間租用者之租金卻大幅下跌。

Review of Operations (Continued)

Garment retail and marketing (Continued)

Ashworth

Ashworth is a famous American golf label and another brand success. With a strong demand for high quality men's and women's golf apparel and casual merchandise and our strong marketing team, we have made Ashworth the leading golf wear in our markets. The Group currently operates 44 outlets in Hong Kong, Macau and Mainland China. We expect the market for golf apparel and casual merchandise to expand further with the increasing popularity of golf in Mainland China.

Michel René

Michel René is our own brand which carries a full range of men's and women's fashion and accessories with good quality and good fashion at a more affordable price range. The Group currently operates 97 outlets in Hong Kong, Macau, Mainland China and Taiwan.

Hang Ten

Associated companies of the Group distributed Hang Ten goods principally in Taiwan, South Korea, Mainland China, Singapore and the Philippines. Hang Ten is an American brand which carries a full range of men's and women's casual wear and accessories. This brand continues to be strong and contributes a significant profit to the Group.

Garment Manufacturing

The Group operates a manufacturing plant in Dongguan, Mainland China. In spite of the adverse effects of SARS during the early part of this financial year, this plant continues to expand and turned in improved sales and an encouraging profit as a result of the recovery of overseas markets.

Property Rental

The sale of three shop premises at Parklane Shopper's Boulevard, Tsim Sha Tsui, Kowloon, Hong Kong for a total consideration of HK\$78,000,000 was completed on 2 June 2003, resulting in a profit of HK\$64,957,000 recognised during the year ended 31 March 2004. Because of this, rental from outsiders declined significantly despite an improved rental and occupancy rate in our portfolio of industrial buildings during the year.



Guy Laroche 創立於 1977 年，整個系列包括男女西服套裝及城市便服系列，一向以「自由配搭」為設計宗旨，風格高雅簡約，變化無窮，款式富時代感，適合上班族和行政人員。

Established in 1977, Guy Laroche is an executive line, providing men's & women's formal wear and city wear collections. It enables young and modern career people to dress creatively with its "mix and match" concept for all occasions.



Guy Laroche

主席報告書 Chairman's Statement

業務回顧 (續)

Chilli Investment Limited

Chilli是本集團與三九集團於南開之合營投資，在位於中國湖南之生產質量管理規範廠房製造及分銷中成藥。鑑於市場環境改變，導致本集團關注Chilli的持續盈利潛力，故已於二零零四年三月三十一日確認港幣22,387,000元之減值虧損，相等於二零零四年三月三十一日之商譽賬面值。

安全印刷

該專業印刷營運於本財政年度之營業額有所改善，並且同時錄得上升之溢利，相信這與香港經濟復甦相關。

化妝品

本集團投資於一間在香港從事化妝品貿易之集團，雖然該集團截至目前為止仍未產生任何溢利，但於本財政年度之銷售額已上升逾40%，加上中國內地訪港遊客增加，使其業務前景明朗。

前景與展望

由於本公司之股份於一九八七年已於香港聯合交易所有限公司主板上市，故此我們之服裝及配飾的銷售及推廣已走向多元品牌之方向發展，並以大中華區域為重心。本集團主要經營全球知名品牌之特許經營業務，並於適當之時機全盤收購品牌。我們於一九九五年收購了Hang Ten，於過去四年出售了大部份Hang Ten之股份，並於截至二零零三年三月三十一日止五個財政年度派發了合共港幣931,000,000元之股息。

本財政年度結束後，我們成功收購擁有全球知名品牌「Guy Laroche」及「Mic Mac」之Société Guy Laroche(「SGL」)之全部已發行股份。此外，我們亦與Charles Jourdan簽訂於香港、澳門、中國內地、台灣及其他東南亞國家為期二十年之特許經營合約。

Review of Operations (Continued)

Chilli Investment Limited

Chilli is our joint venture investment with the San Jiu Group in Nankai which manufactures and distributes prepared Chinese medicines in a GMP (i.e. good manufacturing practice) plant in Hunan, China. Due to concerns over the continued earning potential of Chilli arising from changes in market conditions, an impairment loss equivalent to the carrying value of the goodwill as at 31 March 2004 of HK\$22,387,000 has been recognised as at 31 March 2004.

Security Printing

The specialised printing operation reported an improved turnover with an increased profit for this financial year which was in line with the recovery of the economy in Hong Kong.

Cosmetics

The Group invested in a cosmetic trading group in Hong Kong which has not yielded any profit to date but its sales have increased by more than 40% during the financial year and has a promising outlook with the increase in visitors from Mainland China.

Prospects and Developments

Since the shares of the Company were listed on the Main Board of The Stock Exchange of Hong Kong Limited in 1987, we have developed a multi-brand approach in the sales and marketing of fashion and accessories with a special emphasis in the Greater China region. We normally license global famous brands and, when suitable opportunities arise, we will purchase brands outright. We had bought Hang Ten in 1995 and, in the last four years, have disposed of a majority of Hang Ten shares and distributed total dividends of HK\$931,000,000 in the five financial years up to 31 March 2003.

After the financial year end, we succeeded in the acquisition of all issued shares of Société Guy Laroche ("SGL") which owns the "Guy Laroche" and "Mic Mac" brands globally. In addition, we also signed a license with a term of twenty years with Charles Jourdan for Hong Kong, Macau, Mainland China, Taiwan and other South East Asian countries.



源自美國加州的 Ashworth® 主力提供時尚、舒適優閒的男女高爾夫球服裝及便服系列。其服裝選用特別技術處理的全天候布料，以配合運動愛好者的需要。在美國 Darrell Survey 消費者報告中，Ashworth® 高爾夫球恤的穿著率連續七年佔據第一位，深受年輕男士愛戴。

Based in California, Ashworth® markets a full line of quality men's & women's golf apparel and casual merchandise, featuring natural style and relaxed fit. According to the Darrell Survey of U.S.A., Ashworth® was ranked No.1 for 7 years in the share of golf shirt usage.



主席報告書 Chairman's Statement

前景與展望 (續)

Guy Laroche是一個享譽全球並於全球各地擁有分銷網絡及特許經營之國際品牌，產品包括一系列之優質商品，計有男女服裝、配飾、手錶及香水。本集團會十分注重所有現時特許經營之品牌，並同時為品牌物色其他產品以及開拓分銷地區。本集團將投資逾1,000,000歐元，在巴黎尊貴地段Rue Francois 1設立最新旗艦店，務求提升該品牌之知名度及聲譽。所用資金來自SGL內部之現金儲備。此外，SGL亦已為將於本年度稍後時間舉行之時裝表演聘用一位著名設計師，從而為品牌定位。

本集團為收購SGL及與Charles Jourdan簽訂長期特許經營合約而感到興奮，縱然該等新項目預期不會為截至二零零五年三月三十一日止財政年度帶來大幅額外進賬。此外，我們現時之業務應可受惠於更緊密經貿安排及中國內地訪港遊客增加。因此，本集團期望明年之業績可更上一層樓。

致謝

本人謹代表董事會，向一直支持本集團之各位股東、客戶、供應商及員工致以衷心謝意。同時，本人亦希望藉此機會向本集團之員工致以由衷之感謝，因為沒有他們的努力，我們便無法達致佳績，更何況去年我們均受到非典型肺炎之威脅。

主席
陳瑞球

香港，二零零四年七月十九日

Prospects and Developments (Continued)

Guy Laroche, which is a well respected brand name globally and has a distribution network and licensees worldwide, carries a full range of high quality merchandise including men's and women's fashion and accessories, watches and perfume. The Group will respect all existing licenses while exploring items and territories not yet developed for the brand. To increase the recognition and reputation of the brand, the Group will invest over EUR1,000,000 in a new flagship store at the prestigious Rue Francois 1 in Paris. The funds will come from the internal cash resources of SGL. In addition, SGL has hired a top designer for a catwalk show to be held later this year and to give direction for the brand.

The Group is excited with the acquisition of SGL and the signing of a long term license with Charles Jourdan although these new projects might not contribute too much in the forthcoming financial year ending 31 March 2005. In addition, our existing business should benefit from the Closer Economic Partnership Arrangement ("CEPA") and the increasing visitors from Mainland China. Because of these, the Group is expecting another successful year.

Appreciation

On behalf of the Board, I would like to thank all of our shareholders, customers, suppliers and employees for their continued support to the Group. Further, I would like to take this opportunity to express our sincere appreciation to our employees as all the good results could not be achieved without their hardworking, especially during a year when we have lived under the threat of SARS.

Chan Sui Kau
Chairman

Hong Kong, 19 July 2004