

業務回顧

於回顧年度內，本集團已根據市場發展計劃擴大其於中國大陸之銷售網絡。於二零零六年三月三十一日，本集團於中國大陸經營60間 *MOISELLE* 店舖（二零零五年：49間）。在60間（二零零五年：49間）店舖中，43間（二零零五年：25間）以寄售方式經營，其餘則以特許經營方式經營。新開業之店舖位於蘇州、太原、濟南、南通及新疆，而於北京市、廣州市及深圳市之店舖網絡已進一步擴大。

於年內，於中國大陸地區市場所建立之網絡繼續為本集團提供發展動力，並加強於主要城市及二三線城市開拓品牌。於年內，香港及中國地區之市場推廣增加有助提升品牌形象及接觸新客戶群。

年內，本集團將 *mademoiselle* 及 *imaroon* 品牌引進中國大陸地區。於二零零六年三月三十一日，本集團於廣州、深圳、瀋陽及福建經營兩間 *mademoiselle* 及兩間 *imaroon* 店舖。新品牌之對象為不同類型客戶，旨在增加本集團於地區之客戶基礎。

在香港方面，於二零零六年三月三十一日，本集團經營17間 *MOISELLE*、3間 *mademoiselle* 及5間 *imaroon* 零售店舖（二零零五年：21間 *MOISELLE*、3間 *mademoiselle* 及6間 *imaroon*）。為達致更高效益，本集團將密切關注租金及其他經營成本之持續增長情況，以監察各零售店舖之業務表現。

管理層推出一系列市場推廣活動以宣傳 *mademoiselle* 品牌，該品牌系列為顧客提供富有現代感、簡約及具備時尚氣息之歐洲設計。著重於手袋及鞋等配飾系列之 *mademoiselle* 為客戶提供更多種類及更多具有獨特品味而又設計別樹一格之產品系列。

於二零零六年三月三十一日，本集團保留於台灣市場內位於台北市及桃園縣之5間 *MOISELLE* 店舖（二零零五年：5間）。台灣業務繼續與大中華市場業務同步增長。

REVIEW OF OPERATIONS

During the year under review, the Group enlarged its sales network in the mainland China according to the development plan in the market. There were 60 *MOISELLE* stores (2005: 49) operating in the mainland China as at 31 March 2006. 43 (2005: 25) out of the 60 (2005: 49) stores were operated as consignment stores. The remaining are operated by franchisees. The newly established stores positioned at Suzhou, Taiyuan, Jinan, Nantong and Xinjiang. The store network in cities of Beijing, Guangzhou and Shenzhen had further been extended.

During the year, the established network in the market in the mainland China region continued to provide growth momentum to the Group and to increase brand exposure in major and second- to third-tiers cities. Increased marketing activities in Hong Kong and China regions helped to raise brand image and approach new customer groups during the year.

The Group introduced the brands *mademoiselle* and *imaroon* into the mainland China region during the year. Two *mademoiselle* and two *imaroon* stores were operated as at 31 March 2006 in Guangzhou, Shenzhen, Shenyang and Fujian. The new brands target at different customers and aim at increasing the customer base of the Group in the region.

In Hong Kong, the Group operated 17 *MOISELLE*, 3 *mademoiselle* and 5 *imaroon* (2005: 21 *MOISELLE*, 3 *mademoiselle* and 6 *imaroon*) retail outlets as at 31 March 2006. In order to arrive at high efficiency, individual performance of each retail outlet is closely monitored with reference to continuous increase in rental and other operating costs.

The management has launched various marketing programs for promoting the brand *mademoiselle*, which provides variety of contemporary, clean and trendy European designs to the customers. With focus on collections of accessories, including handbags and shoes, *mademoiselle* had provided to the customers additional choices and fuller ranges of products with unique and exclusive designs.

At 31 March 2006, the Group retained in Taiwan market 5 *MOISELLE* stores (2005: 5), in Taipei City and Taoyuan County. The Taiwan business has kept the improvement in line with the growth in the Greater China market.

年內，本集團於澳門開設首間店舖。本集團將繼續開拓新潛力市場，以擴展集團旗下品牌之零售業務。

業界認同

本集團榮獲香港中華廠商聯合會及香港品牌發展局頒授「二零零五年香港名牌」獎項及獲香港生產力促進局頒授「二零零六年具潛質品牌企業」獎項。本公司亦獲得《經濟一週》頒發「二零零五年香港傑出企業」獎項，該等獎項反映本集團之表現於市場上獲得認同及管理層致力達致更高水準及高效益管理之成果。

財務回顧

概覽

截至二零零六年三月三十一日止年度，本集團之營業額較二零零五年增加約7%，達至約311,617,000港元（二零零五年：292,124,000港元）。由於中國之銷售網絡持續擴展，香港境外地區之收入於回顧年內增加46%至約108,794,000港元（二零零五年：74,501,000港元）。本集團拓展香港境外市場，已成功將分部營業額比率由二零零五年約26%增至截至二零零六年三月三十一日止年度約35%。

由於在回顧財政年度於香港之零售面積減少，本集團於香港地區之收入減少約7%至202,823,000港元（二零零五年：217,623,000港元）。

回顧年內，本集團之毛利率約為75.8%，而去年則約為76.1%。截至二零零六年三月三十一日止年度之營運開支合共約為164,311,000港元，而二零零五年則錄得約146,519,000港元，增加約12%。整體營運效益下降，而經營溢利率減至24.3%（二零零五年：27.6%）。

During the year, the Group opened its first store in Macau. The Group will continue to explore new potential markets for the expansion of the retail business of various brands under the Group.

RECOGNITION

The Group has been awarded the 2005 Hong Kong Top Brand Award by The Chinese Manufacturers' Association of Hong Kong and Hong Kong Brand Development Council, and the Certificate Award for the Best Brand Enterprise 2006 by the Hong Kong Productivity Council. The Company has also been awarded Hong Kong Outstanding Enterprises 2005 by Economic Digest. The awards reflected the recognition of the performance of the Group in the market and the management's efforts in achieving higher standard of effective and efficient management.

FINANCIAL REVIEW

Overview

The Group's turnover increased by approximately 7% to approximately HK\$311,617,000 (2005: HK\$292,124,000) during the year ended 31 March 2006 as compared with 2005. As the sales network in China continued to expand, the revenue of the region outside Hong Kong increased by 46% to approximately HK\$108,794,000 (2005: HK\$74,501,000) during the year under review. The exploration of the markets outside Hong Kong had successfully increased the segment turnover ratio from approximately 26% of 2005 to approximately 35% for the year ended 31 March 2006.

Due to the decrease in retail floor area in Hong Kong during the financial year under review, the revenue earned from Hong Kong segment decreased by approximately 7% to HK\$202,823,000 (2005: HK\$217,623,000).

During the year under reviewed, the Group's gross profit margin was approximately 75.8%, as compared to approximately 76.1% of the previous year. Operating expenses for the year ended 31 March 2006 totaled approximately HK\$164,311,000, compared to approximately HK\$146,519,000 for 2005, increased by approximately 12%. The overall operational efficiency is lowered and the operating margin has decreased to 24.3% (2005: 27.6%).

截至二零零六年三月三十一日止年度之溢利約為78,811,000港元(二零零五年: 75,757,000港元), 增加約3,054,000港元, 增幅為4%, 主要來自物業之估值收益淨額。

流動資金及財務資源

於本年度, 本集團以內部賺取之流動現金供應其業務資金所需。本集團採取審慎之財務政策, 以備於到期時可履行財務責任和保持足夠之營運資金作為本集團業務發展之用。於本年底, 本集團之定期存款及現金結存合共約為93,000,000港元(二零零五年: 96,000,000港元)。於二零零六年三月三十一日, 本集團與多家銀行維持綜合銀行信貸約48,000,000港元(二零零五年: 53,000,000港元), 當中約3,000,000港元(二零零五年: 2,000,000港元)已予以動用。

本集團繼續保持穩健之財務狀況。於二零零六年三月三十一日, 流動比率(流動資產除以流動負債)約為5.7倍(二零零五年: 6.4倍), 而資本負債比率(銀行借貸總額及應付融資租賃除以股東權益)約為1.7%(二零零五年: 1.6%)。

資產抵押

於二零零六年三月三十一日, 賬面值約82,000,000港元(二零零五年: 73,000,000港元)之投資物業以及租賃土地及建築物已抵押予銀行, 作為向本集團提供按揭貸款及銀行信貸之抵押品。

或然負債

於二零零六年三月三十一日, 本公司因銀行向若干全資附屬公司提供按揭貸款及信貸約7,000,000港元(二零零五年: 6,000,000港元)作出擔保而擁有或然負債。

僱員

於二零零六年三月三十一日, 本集團在香港及中國聘用1,010名(二零零五年: 693名)員工。僱員薪酬維持具競爭力之水平, 並酌情發放花紅。其他僱員福利包括醫療保險、強制性公積金、法定保險、培訓課程及一項購股權計劃。

The profit for the year ended 31 March 2006 was approximately HK\$78,811,000 (2005: HK\$75,757,000), increased by approximately HK\$3,054,000, 4%. The increase was mainly attributed to the net valuation gains on properties.

Liquidity and financial resources

During the year, the Group financed its operations with internal generated cash flows. The Group adopts a prudent financial policy such that it can meet the financial obligations when they fall due and maintain a sufficient operating fund for the development of the Group's business. At the end of the year, the Group's aggregate fixed deposits and cash balances amounted to approximately HK\$93 million (2005: HK\$96 million). As at 31 March 2006, the Group maintained aggregate composite banking facilities of approximately HK\$48 million (2005: HK\$53 million) with various banks, of which approximately HK\$3 million (2005: HK\$2 million) were utilised.

The Group continues to enjoy healthy financial position. As at 31 March 2006, the current ratio (current assets divided by current liabilities) was approximately 5.7 times (2005: 6.4 times) and the gearing ratio (aggregate of bank borrowings and finance lease payables divided by shareholders' equity) was approximately 1.7% (2005: 1.6%).

Charge on assets

As at 31 March 2006, investment properties and leasehold land and buildings with a carrying value of approximately HK\$82 million (2005: HK\$73 million) were pledged to secure mortgaged loans and banking facilities granted to the Group.

Contingent liabilities

As at 31 March 2006, the Company had contingent liabilities in relation to guarantees given to banks against mortgage loans and facilities extended to certain wholly owned subsidiaries amounting to approximately HK\$7 million (2005: HK\$6 million).

EMPLOYEES

The Group employed 1,010 (2005: 693) employees in Hong Kong and the PRC as at 31 March 2006. Salaries of employees are maintained at competitive levels while bonuses are granted on a discretionary basis. Other employee benefits include medical insurance, mandatory provident fund, statutory insurance cover, training programmes and a share option scheme.