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(Incorporated in Bermuda with limited liability)
(Stock Code: 00330)

## UNAUDITED FY10I11 THIRD QUARTER UPDATE FOR THE NINE MONTHS ENDED 31 MARCH 2011

#### THIRD QUARTER UPDATE

The Company is pleased to present the unaudited FY10I11 third quarter update of the Company and its subsidiaries for the nine months ended 31 March 2011. This announcement is made pursuant to Rule 13.09 of the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited.

#### **Turnover by Regions**

	Nine mon 31 Marc			ths ended ch 2010	Chang	Retail comp		
REGIONS	HK\$ million	% to Group Turnover	HK\$ million	% to Group Turnover	HK\$	Local currency	store sales growth %	
Europe Asia Pacific	20,452 4,496	79.1% 17.4%	22,437 3,443	84.0% 12.9%	-8.8% 30.6%	-3.6% 26.3%	-1.0% -0.4%	
North America and others	916	3.5%	817	3.1%	12.2%	9.4%	-3.9%	
TOTAL	25,864	100.0%	26,697	100.0%	-3.1%	0.7%	-1.0%	

### **Turnover by Key Distribution Channels**

	Nine month 31 March		Nine months 31 March		Change in %		
	•	% to Group		% to Group		Local	
KEY DISTRIBUTION CHANNELS	HK\$ million	HK\$ million Turnover		HK\$ million Turnover		currency	
RETAIL#	44.040	FF 40/	10.500	F0 00/	4.00/	0.40/	
	14,246	55.1%	13,593	50.9%	4.8%	8.1%	
Europe	10,327	39.9%	10,880	40.8%	-5.1%	0.6%	
Asia Pacific	3,258	12.6%	2,142	8.0%	52.1%	45.1%	
North America	661	2.6%	571	2.1%	15.9%	13.1%	
WHOLESALE	11,440	44.2%	12,919	48.4%	-11.4%	-7.1%	
Europe	10,102	39.1%	11,524	43.2%	-12.3%	-7.5%	
Asia Pacific	1,202	4.6%	1,270	4.7%	-5.3%	-5.1%	
North America and others	136	0.5%	125	0.5%	8.3%	3.1%	
LICENSING AND OTHERS	178	0.7%	185	0.7%	-3.6%	-3.2%	
TOTAL	25.864	100.0%	26.697	100.0%	-3.1%	0.7%	

Retail sales includes sales from e-shop in countries where available

# **Turnover by Product Divisions**

	Nine month 31 March		Nine months 31 March		Change in %			
PRODUCT DIVISIONS	HK\$ million	% to Group Turnover	HK\$ million	% to Group Turnover	HK\$	Local currency		
casual	11,821	45.7%	12,602	47.2%	-6.2%	-2.8%		
edc	6,292	24.3%	6,341	23.7%	-0.8%	3.8%		
collection	2,820	10.9%	2,507	9.4%	12.5%	16.1%		
others*	4,931	19.1%	5,247	19.7%	-6.0%	-2.1%		
TOTAL	25,864	100.0%	26,697	100.0%	-3.1%	0.7%		

Others include accessories, kids, shoes, bodywear, sports, de. corp, red earth, salon, licensing income & licensed products like timewear, eyewear, jewellery, bed & bath, houseware, etc.

# **Key Distribution Channels by Regions**

As at 31 March 2011	RETAIL									
	10 20 20 20 20 20 20	Comp Stores**								
REGIONS	No. of	Sales area	Net opened	Net change in sales area*						
REGIONS	stores	sqm	Stores	sales area	No. of stores					
ESPRIT (excl Red Earth and Salon) Europe Asia Pacific North America	414 628 93	245,991 114,054 34,257	(5) 6 11	1.1% 2.0% 12.2%	288 334 57					
TOTAL	1,135	394,302	12	2.2%	679					

Net change from 30 June 2010 All e-shops within Europe are shown as 1 comparable store in Europe and the e-shop in U.S. is shown as 1 comparable store in North America

#### **Key Distribution Channels by Regions (continued)**

1,006

2,129

127,503

410,277

184

158

10.4%

3.1%

135

5,025

3,592

196,813

WHOLESALE (controlled space only)															
	Franc	chise stores		Shop-in-stores			Identity Corners				Total				
		Net opened	Net			Net opened	Net			Net opened	Net				Net change
No. of	Sales area	stores/	change in	No. of	Sales area	stores/	change in	No. of	Sales area	stores/	change in	No. of	Sales area	Net opened	in sales
stores	sqm	Reclassification**	sales area*	stores	sqm	Reclassification**	sales area*	stores	sqm	Reclassification**	sales area*	stores	sqm	stores*	area*
1 100	292 774	(26)	0.2%	4 800	102 221	(127)	2 20/	4 601	104 241	(252)	0 70/	10.704	590 226	(506)	-2.7%
		No. of Sales area stores sqm	No. of Sales area stores/ stores sqm Reclassification <sup>#</sup> *	Net opened Net No. of Sales area stores/ change in stores sqm Reclassification <sup>#</sup> * sales area*	Net opened Net  No. of Sales area stores/ change in No. of stores sqm Reclassification ** sales area* stores	Net opened Net No. of Sales area stores/ change in stores sqm Reclassification#* sales area* stores sqm	Franchise stores  Net opened No. of Sales area stores/ change in stores sqm Reclassification ** sales area* stores sqm Reclassification ** sales area* stores sqm Reclassification **	Franchise stores  Net opened Net No. of Sales area stores/ change in stores sqm Reclassification ** sales area* stores sqm Reclassification ** sales area*	Franchise stores  Net opened Net No. of Sales area stores/ change in stores sqm Reclassification ** sales area* stores sqm Reclassification ** sales area* stores  No. of Sales area stores/ change in stores sqm Reclassification ** sales area* stores	Franchise stores  Net opened No. of Sales area stores/ change in stores sqm Reclassification ** sales area* stores sqm Reclassification ** sales area* stores sqm Reclassification ** sales area* stores sqm Reclassification ** sales area stor	Franchise stores  Net opened Net No. of Sales area stores/ change in stores sqm Reclassification#* sales area*  No. of Sales area stores/ change in stores sqm Reclassification#* sales area*  No. of Sales area stores/ change in stores/ change in stores sqm Reclassification#* sales area*  Shop-in-stores  Net opened Net No. of Sales area stores/ change in stores/ stores sqm Reclassification#*	Franchise stores Shop-in-stores Identity Corners  Net opened Net No. of Sales area stores/ change in stores sqm Reclassification#* sales area* stores sqm Reclassification#* sales area* stores sqm Reclassification#* sales area*	Franchise stores  Net opened Net No. of Sales area stores/ change in stores sqm Reclassification ** sales area*  No. of Sales area stores/ change in stores sqm Reclassification ** sales area*  No. of Sales area stores/ change in stores sqm Reclassification ** sales area*  No. of Sales area stores/ change in stores sqm Reclassification ** sales area*  Shop-in-stores ldentity Corners  Net opened Net No. of Sales area stores/ change in stores sqm Reclassification ** sales area stores/ stores sqm Reclassification ** sales area stores/ stores sqm Reclassification ** sales area stores/ stores/ sqm Reclassification ** sales area	Franchise stores  Net opened No. of Sales area stores/ change in stores sqm Reclassification ** sales area*  No. of Sales area stores/ change in stores sqm Reclassification ** sales area*  Shop-in-stores ldentity Corners  No. of Sales area stores/ No. of Sales area stores/ change in stores/ change in stores/ change in stores sqm Reclassification ** sales area*  Stores sqm Reclassification ** sales area*	Franchise stores  Net opened Net No. of Sales area stores/ change in stores sqm Reclassification ** sales area*  No. of Sales area stores/ change in stores sqm Reclassification ** sales area*  No. of Sales area stores/ change in stores sqm Reclassification ** sales area*  No. of Sales area stores/ change in stores sqm Reclassification ** sales area*  No. of Sales area stores/ change in stores sqm Reclassification ** sales area*  No. of Sales area stores/ change in stores sqm Reclassification ** sales area*  No. of Sales area stores/ change in stores/ change in stores sqm Reclassification ** sales area*  No. of Sales area stores/ change in stores/ chang

(116)

(243)

-63.2%

-6.1%

4,691

104,241

(3)

(356)

-100.0%

-8.7%

1,141

11,845

131,095

711,331

65

(441)

4.6%

-1.4%

\* Net change from 30 June 2010

Asia Pacific

TOTAL<sup>^</sup>

With the roll out of the SAP program for the wholesale business, the Group has tightened the definitions of inactive accounts, resulting in the restatement of wholesale POS and controlled space. The opening balances of the POS numbers of franchise stores, shop-in-stores and identity corners in Europe were restated to 1,149, 5,017 and 5,044 respectively and the opening balances of the wholesale controlled space of franchise stores, shop-in-stores and identity corners in Europe were restated to 282,297m², 199,722m² and 114,166m² respectively. Consequently, the opening balances of franchise stores, shop-in-stores and identity corners for the Group were restated to 1,971, 5,268 and 5,047 respectively and the opening balances of the wholesale controlled space of franchise stores, shop-in-stores and identity corners for the Group were restated to 397,787m², 209,487m² and 114,226m² respectively.

With the acquisition of the remaining interest in the former China Joint Venture, concession spaces previously considered wholesale were reclassified as retail and franchise stores. As a result of this, the 3 identity corners in Peru were also classified as shop-in-stores and the 118 shop-in-stores in Thailand, India, Indonesia, Vietnam, the Middle East and Mongolia were reclassified as franchise stores during this period to be consistent with the rest of the Group.

# On behalf of the Board ESPRIT HOLDINGS LIMITED Bella CHHOA Peck Lim Company Secretary

Hong Kong, 28 April 2011

As at the date of this announcement, the Board comprises (i) Mr Ronald van der Vis (Group Chief Executive Officer) and Mr Chew Fook Aun (Group Chief Financial Officer) as Executive Directors; (ii) Mr Jürgen Alfred Rudolf Friedrich as Non-executive Director; and (iii) Dr Hans-Joachim Körber (Independent Non-executive Chairman), Mr Paul Cheng Ming Fun (Deputy Chairman), Mr Alexander Reid Hamilton, Mr Raymond Or Ching Fai and Mr Francesco Trapani as Independent Non-executive Directors.