



CS Asia Investment Conference March 27, 2007

Forward-looking Statement

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.

Positive Growth Momentum Continues

Jan – Feb 2007 performance

Retail

☐ Turnover ▲ 25%+
growth

☐ Comp store
growth ▲ 20%+

Wholesale

☐ Turnover ▲ 15%+
growth

☐ Wholesale ▲ low teens
order book Jan – Jun 07

**Group
Turnover Growth**
~ 20%

▲ yoy growth in local currency

ESPRIT

Business Update

Operational Excellence

- ❑ Focus on target group
- ❑ Enhance buying strategy
- ❑ Further improve retail productivity

Widen Product Range

- New ESPRIT denim division
- ❑ Set up since 1st of Mar 07
 - ❑ 1st product launch in Spring 08

Sustainable Long-term Growth

Geographical Priorities

- ❑ Further expansion in continental Europe
- ❑ Improve profitability in Asia Pacific
- ❑ Build up new markets: U.S., U.K., India, etc.

Expand Distribution

- ❑ +400 retail POS & +1000 partnership stores in the next 3 years
- ❑ Develop distinctive edc network

Q & A