




CHINA TING GROUP

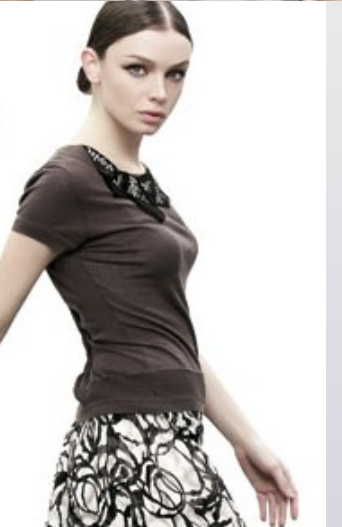
華鼎集團

A woman with long, dark hair is posing for a photograph. She is wearing a black, long-sleeved dress and a silver necklace with circular links. Her hair is blowing in the wind, and she is looking towards the camera with a slight smile. Her right hand is on her hip, and her left hand is raised near her face.

**2009 Annual Results  
Corporate Presentation**

**March 2010**

# Agenda



- 🏆 Major Achievements
- 🏆 Financial Highlights
- 🏆 Business Overview and Strategies
- 🏆 Open Forum

# Major Achievements



- 2009 saw a satisfactory performance from China Ting despite the continued impact from the 2008 economic fallout.
- China Ting's strong financial liquidity, vertical setup and diversity have permitted the group to give strong support to our customers.
- Reinforced risk management has also guaranteed that China Ting has not suffered unexpected losses that have plagued some of our competitors.
- China Ting will continue to leverage its assets to maintain its edge and dominance in the sector of ladies' fashion ready-to-wear.

# Financial Highlights – Key Figures

*For the year ended 31 December*

HK\$ mil	2009	2008	Change
<b>Turnover</b>	<b>2,091.0</b>	2,333.7	<b>-10.4 %</b>
<b>Gross Profit</b>	<b>721.9</b>	744.5	<b>-3.0 %</b>
<b>Profit attributable to equity holders of the Company</b>	<b>376.6</b>	291.2	<b>29.3%</b>
<b>Dividend per Share (HK cents)</b>			
- Final	5.26	4.46	<b>17.9%</b>
- Full Year	9.70	9.70	-
<b>Dividend payout ratio (%) (excluding negative goodwill)</b>	<b>70.0</b>	70.0	-
<b>Equity per shares (HK dollars)</b>	<b>1.18</b>	1.09	<b>8.3%</b>



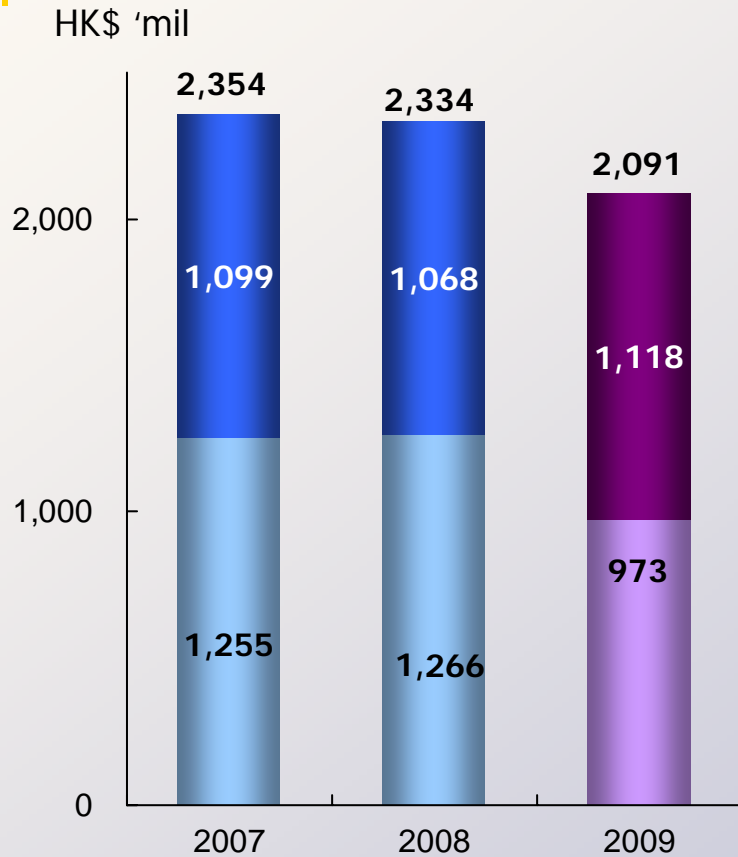
# Financial Highlights – Key Figures



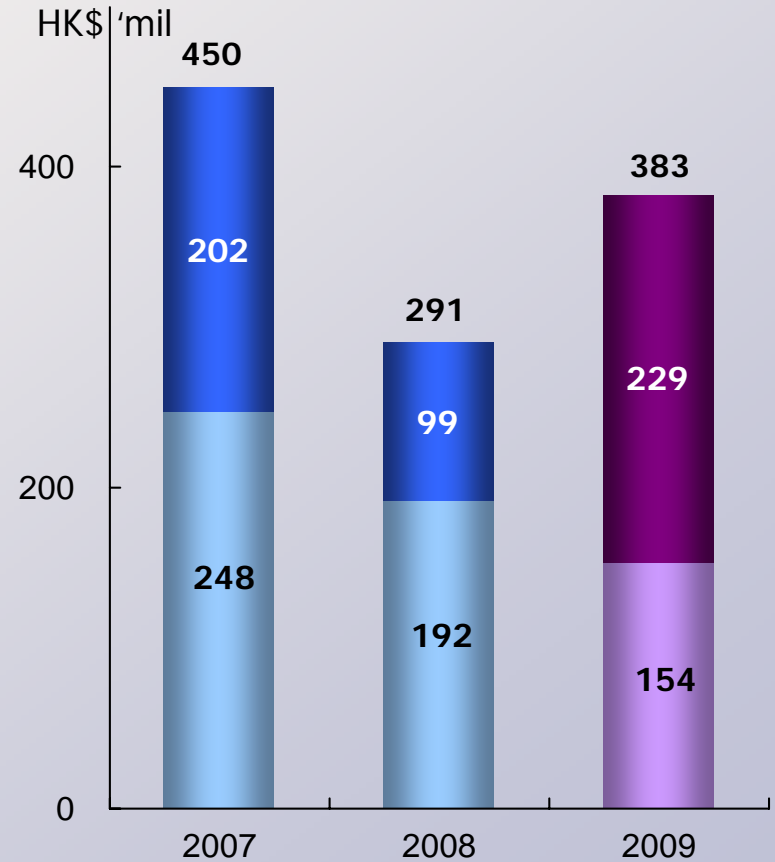
	As at 31 Dec 2009	As at 31 Dec 2008
Cash and bank balances (HK\$ 'mil)	414.0	766.6
Current ratio (times)	3.1	4.0
A/R turnover days	61	51
Trade payable turnover days	55	46
Net debt to equity (%)	Net Cash	Net Cash

# Financial Highlights

## Turnover



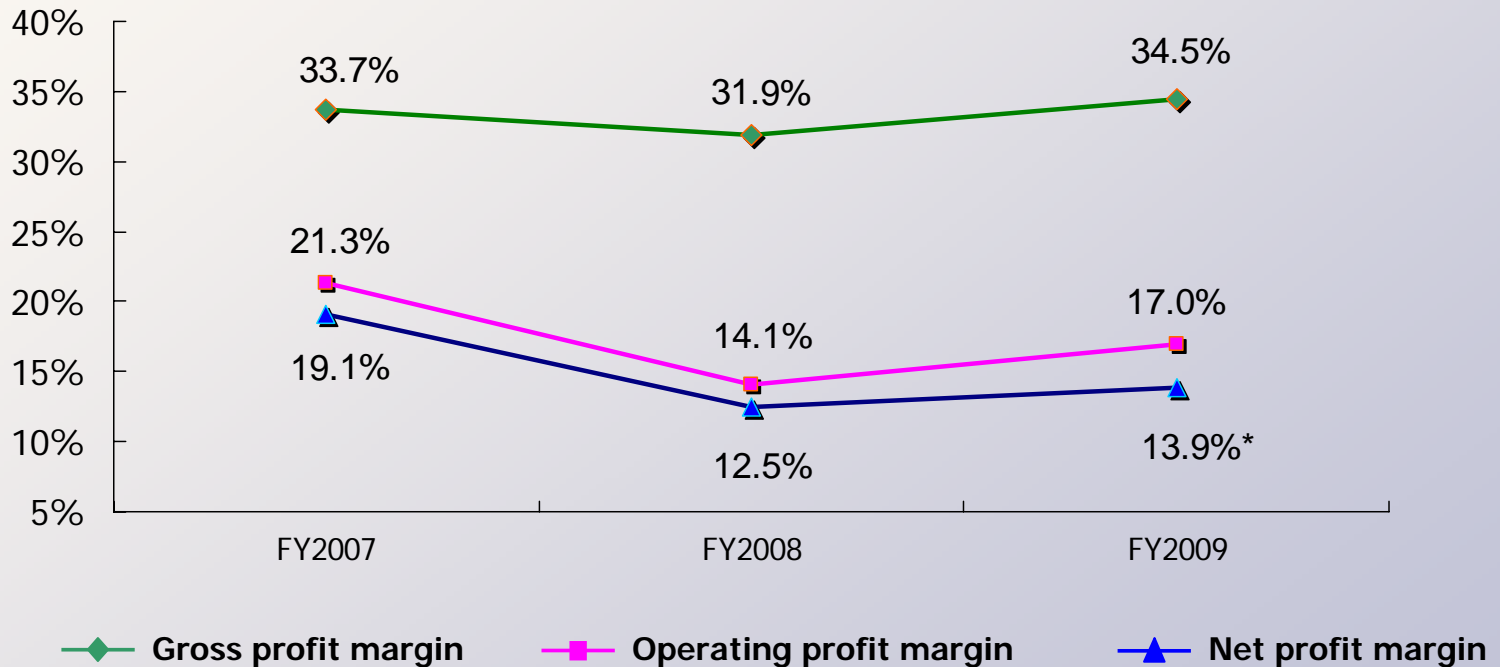
## Net Profit



*For the year ended 31 December*

# Financial Highlights – Margins

For the year ended 31 December



\* excluding negative goodwill



# Financial Highlights – Segments Profit

*For the year ended 31 December*

HK\$ mil	2009	2008	Change
Turnover – OEM/ODM	1,755.6	2,047.8	-14.3 %
Turnover – Retail	335.3	285.9	17.3 %
Segment Profit – OEM/ODM	297.6	370.2	-19.6 %
Segment Profit – Retail	47.6	39.3	21.1 %
Segment Profit Margin – OEM/ODM	17.0 %	18.1%	-1.1 p.p.
Segment Profit Margin – Retail	14.2 %	13.8%	0.4 p.p.

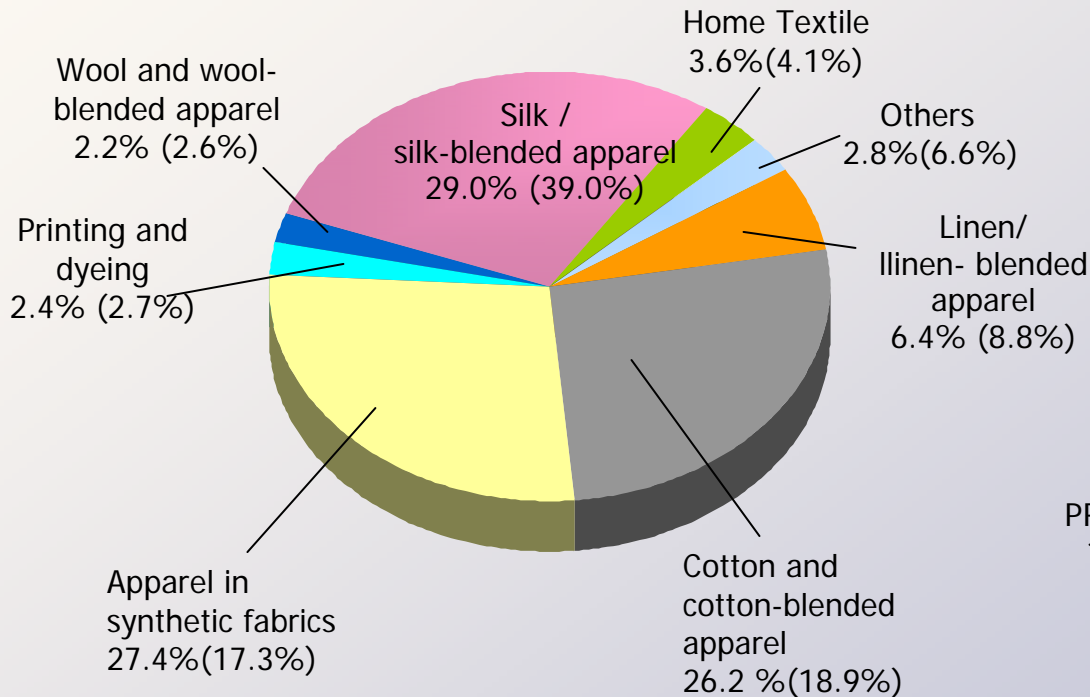




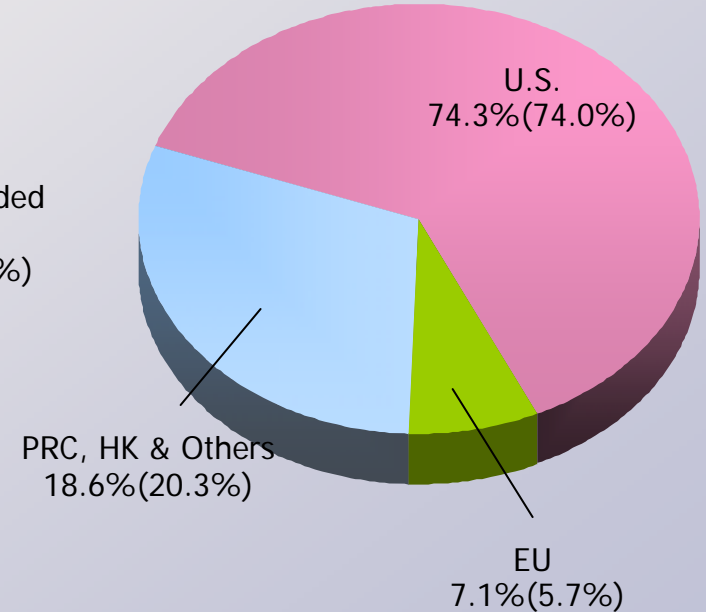
# Business Review - OEM/ODM (1)

For the year ended 31 December 2009

## OEM/ODM Sales by Materials



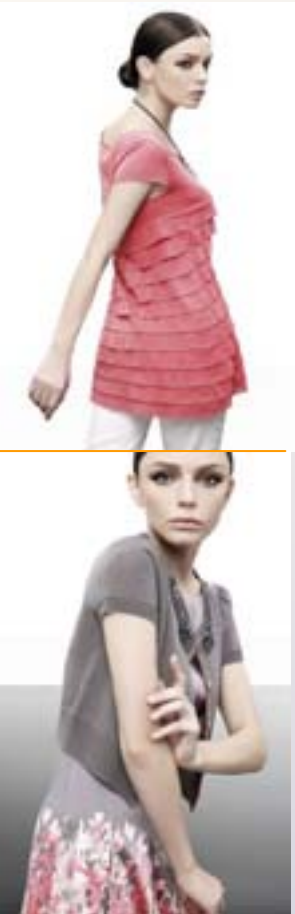
## OEM/ODM Sales by Locations



\* excluding negative goodwill

# Business Review - OEM/ODM (2)

- China Ting continues to offer to its customers the benefits of its vertically-integrated facilities ..... big competitive advantage over other competitors.
- Improve and update the group's printing, dyeing and weaving facilities.
- Continue to focus on European business to create a better balance in the OEM business with that of the U.S.A.
- Plan to forge ahead using the "Bernard Chaus Inc." formula to generate more business opportunities and maximize financial profitability for the Group's shareholders.



# Business Review - OEM/ODM Clients

## OUR CUSTOMERS INCLUDE :

Abercrombie & Fitch – U.S.A.

Ann Taylor – U.S.A.

Bernard Chaus Inc. – U.S.A.

Calvin Klein – U.S.A.

Dillards – U.S.A.

Express – U.S.A.

Gap / Banana Republic – U.S.A.

Guess – U.S.A.

Jones NY – U.S.A.

Limited – U.S.A.

Macy's – U.S.A.

Michael Kors – U.S.A.

Ralph Lauren – U.S.A.

Talbots – U.S.A.

Victoria's Secret – U.S.A.

Armani – E.U.

BCBG A. Manoukian – E.U.

Betty Barclay – E.U.

Celio – E.U.

Esprit – E.U.

French Connection UK – E.U.

Gerry Weber – EU

Luisa Spagnoli – E.U.

Mango – E.U.

Marks & Spencer – E.U.

Max Mara – E.U.

Mexx – E.U.

Ted Baker – E.U.

Zara – E.U.

among others .....



# Business Review - Retail Brands

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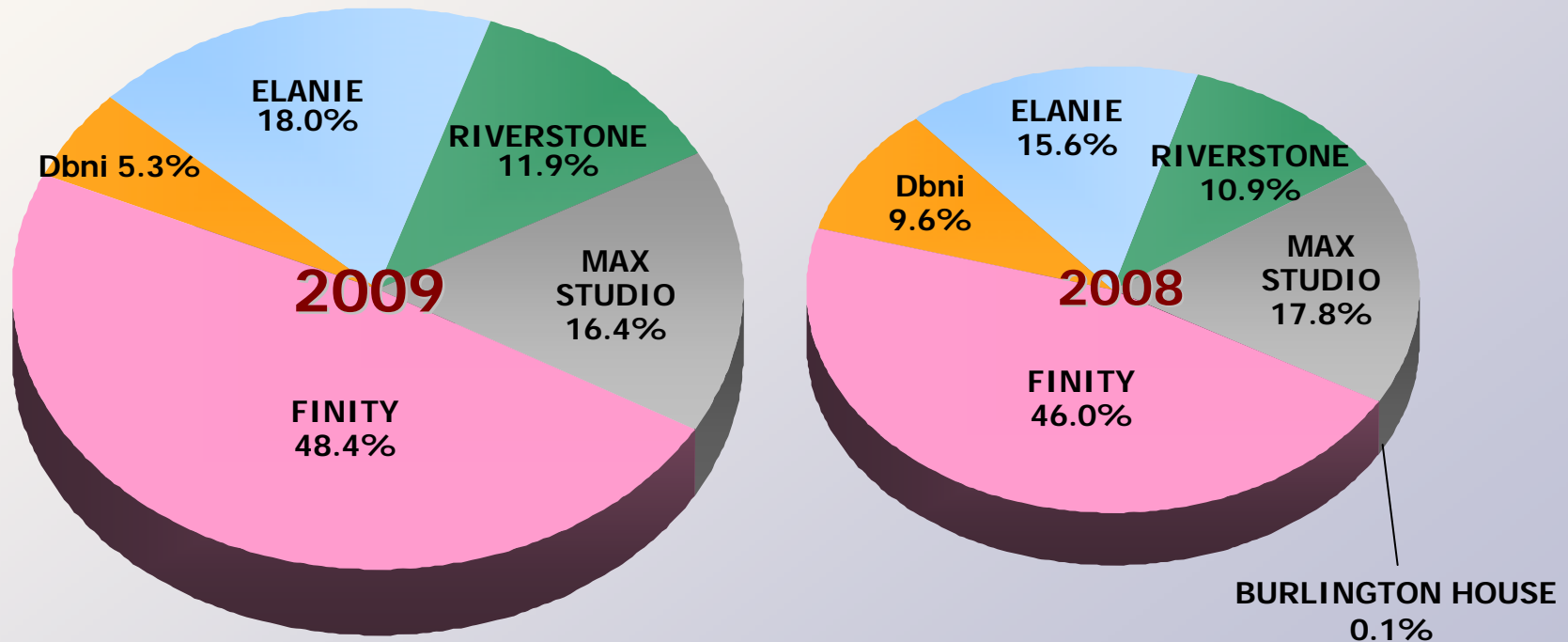
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# Business Review - Retail Breakdown

## Retail sales by branded fashion



*For the year ended 31 December*

# Business Review

## A Nationwide Retail Network



No. of retail outlets:  
In-house brands

		172
		58
		79
		78
<b>Licensed brands</b>		
		62

# Business Review – Retail (1)

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- 2009 has seen a double-digit growth in turnover.
- Target to make retail 30% of the group's total revenue.
- To accomplish this, the Group continues to .....



# Business Review – Retail (2)

- ❑ bolster its creativity and design by combining European, American and Asian teams.
- ❑ launch more image and flagship stores in prime locations
- ❑ increase marketing and promotional activities to boost brand visibility
- ❑ implement closer control of product movement, stock control
- ❑ create a faster reflex to trends and speed to market product replenishment
- ❑ improve customer relations attitudes through more thorough training of staff at all levels
- ❑ prepare for launching of the brand on overseas markets in the USA, Europe and Asia in the near future

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# Open Forum

