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(於百慕達註冊成立之有限公司) (Incorporated in Bermuda with Limited Liability) Stock Code 股份代號: 0590

# SALES PERFORMANCE OF RETAIL BUSINESS FOR THE SECOND QUARTER OF FINANCIAL YEAR ENDING 31 MARCH 2016

Luk Fook Holdings (International) Limited (the "Company"), together with its subsidiaries (the "Group"), announces the sales performance of retail business of the Group's self-operated shops for the second quarter ("2Q") of financial year ending 31 March 2016 ("FY2016") covering the period from 1 July 2015 to 30 September 2015.

# SAME STORE SALES GROWTH ("SSSG")\* FOR 2Q OF FY2016

	2Q FY2016 vs 2Q FY2015	1Q FY2016 vs 1Q FY2015
Overall	-6%	-18%
Gold	+5%	-18%
Gold (by weight)	+20%	-12%
Gem-set jewellery	-26%	-18%
Mainland China	+2%	0%
Gold	-1%	-7%
Gold (by weight)	+10%	+2%
Gem-set jewellery	+13%	+23%
Hong Kong & Macau	-7%	-19%
Gold	+6%	-20%
Gold (by weight)	+21%	-13%
Gem-set jewellery	-28%	-19%

### Remarks:

\* Same store sales growth of the period represents a comparison of sales of the same self-operated shop having full day operations in the comparable periods and such data does not include sales of licensed shops.

The SSSG of the Group's retail business for 2Q FY2016 was -6%, an improvement over that of 1Q FY2016. The SSSG of the Mainland China ("Mainland") market recorded a positive growth this quarter with an increase of +13% in the SSSG of gem-set jewellery products, continuing its growing trend over the past few quarters. Despite the continuous decline in the SSSG of the gem-set jewellery, the SSSG of the Hong Kong & Macau market showed an improvement over 1Q FY 2016 with a single-digit drop only, thanks to the mitigation by the surge in the SSSG of gold products as a result of the mini "gold rush" in July and August 2015.

# **NUMBER OF SHOPS**

As at 30 September 2015, the Group had a total of 148 self-operated shops which included 85 shops in Mainland, 48 shops in Hong Kong, 10 shops in Macau and 5 shops overseas. For licensed shops, Mainland and Korea had 1,263 shops and 1 shop respectively. There were altogether 1,412 shops worldwide, of which 1,348 shops were located in Mainland, as at the same date which are summarised as follows:-

	30 September 2015	Changes in
		2Q FY2016
Self-operated shops		
Hong Kong	48	-1
Macau	10	-
Mainland	85	+5
Other Locations	5	-
Sub-total	148	+4
Licensed shops		
Mainland	1,263	+11
Korea	1	-
Sub-total	1,264	+11
Total	1,412	+15

## **CAUTION STATEMENT**

The board of directors of the Company wishes to remind investors that the above operational data is based on the Company's internal records which have not been audited by auditors. Shareholders and potential investors are advised to exercise caution when dealing in the shares of the Company.

By Order of the Board **Luk Fook Holdings (International) Limited WONG Wai Sheung** 

Chairman & Chief Executive

Hong Kong, 14 October 2015

As at the date of this announcement, the Company's Executive Directors are Mr. WONG Wai Sheung (Chairman and Chief Executive), Mr. TSE Moon Chuen (Deputy Chairman), Ms. WONG Hau Yeung, Ms. WONG Lan Sze, Nancy, Ms. CHUNG Vai Ping and Dr. CHAN So Kuen; the Non-executive Directors are Mr. WONG Ho Lung, Danny (Deputy Chairman), Ms. YEUNG Po Ling, Pauline, Mr. HUI Chiu Chung, JP and Mr. LI Hon Hung, MH, JP; the Independent Non-executive Directors are Mr. TAI Kwok Leung, Alexander, Mr. IP Shu Kwan, Stephen, GBS, JP, Mr. MAK Wing Sum, Alvin, Ms. WONG Yu Pok, Marina, JP and Mr. HUI King Wai.