

Hong Kong Exchanges and Clearing Limited and The Stock Exchange of Hong Kong Limited take no responsibility for the contents of this announcement, make no representation as to its accuracy or completeness and expressly disclaim any liability whatsoever for any loss howsoever arising from or in reliance upon the whole or any part of the contents of this announcement.



(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

RETAIL SALES PERFORMANCE FOR THE FRIST QUARTER OF FINANCIAL YEAR ENDING 31 MARCH 2022

Luk Fook Holdings (International) Limited (the “Company”), together with its subsidiaries (the “Group”), announces the retail sales performance of the Group for the first quarter (“1Q”) of financial year ending 31 March 2022 (“FY2022”) covering the period from 1 April 2021 to 30 June 2021.

OVERALL SAME STORE SALES GROWTH (“SSSG”)⁽¹⁾

| | 1Q FY2022 vs 1Q FY2021 | 4Q FY2021 vs 4Q FY2020 | 1Q FY2021 vs 1Q FY2020 |
|-----------------------|------------------------------|------------------------------|------------------------------|
| Overall | +118% | +30% | -71% |
| Gold ⁽²⁾ | +143% | +42% | -67% |
| Gold (by weight) | +123% | +25% | -73% |
| Fixed price jewellery | +94% | +17% | -77% |

As a result of the low base effect and the effective control of the COVID-19 pandemic, the overall SSSG of the Group’s retail business in 1Q FY2022 was +118%, and the SSSG of its gold products and fixed price jewellery products were +143% and +94% respectively.

Remarks:

⁽¹⁾ Same store sales growth represented a comparison of sales of the same self-operated shop having full day operations in the comparable periods and such data did not include sales of licensed shops and Mainland China’s e-commerce business

⁽²⁾ Gold refers to gold products sold by weight basing on international market price, i.e. at non-fixed price

SSSG OF HONG KONG⁽³⁾ & MACAU⁽⁴⁾ MARKET

| | 1Q FY2022 vs 1Q FY2021 | 4Q FY2021 vs 4Q FY2020 | 1Q FY2021 vs 1Q FY2020 |
|-----------------------|------------------------------|------------------------------|------------------------------|
| Overall | +111% | +19% | -76% |
| Gold | +124% | +28% | -72% |
| Gold (by weight) | +106% | +14% | -77% |
| Fixed price jewellery | +108% | +9% | -81% |

The SSSG of Hong Kong and Macau market was +111% in 1Q, and the SSSG of its gold products and fixed price jewellery products were +124% and +108% respectively. Under the low base effect and the progressively relaxed border restriction, the SSSG of the Macau market was +1,628% in 1Q, while that of Hong Kong market was +47%. In addition, the retail sales amount in the Hong Kong and Macau market during the quarter increased by around 160% year-on-year.

MAINLAND⁽⁵⁾ MARKET

| | 1Q FY2022 vs 1Q FY2021 | 4Q FY2021 vs 4Q FY2020 | 1Q FY2021 vs 1Q FY2020 |
|--|------------------------------|------------------------------|------------------------------|
| <i>SSSG of Self-operated Shops</i> | | | |
| Overall | +124% | +93% | -40% |
| Gold | +197% | +110% | -45% |
| Gold (by weight) | +201% | +97% | -59% |
| Fixed price jewellery | +29% | +62% | -32% |
| <i>E-commerce Business Sales Growth</i> | | | |
| Overall | +39% | +43% | +17% |
| Gold | +69% | +53% | +15% |
| Gold (by weight) | +67% | +35% | -17% |
| Fixed price jewellery | +3% | +31% | +16% |

The SSSG of self-operated shops in Mainland in 1Q was +124%, and the SSSG of their gold products and fixed price jewellery products were +197% and +29% respectively. Licensed shops, which accounted for around 96% of the total number of shops there, due to a relatively higher base than self-operated shops, recorded around 40% same store sales growth during the quarter. Apart from that, the sales amount of e-commerce business in Mainland recorded 39% growth year-on-year.

⁽³⁾ Hong Kong SAR: Hereafter refers to as "Hong Kong"

⁽⁴⁾ Macau SAR: Hereafter refers to as "Macau"

⁽⁵⁾ Mainland China: Hereafter refers to as "Mainland"

On the other hand, the retail sales amount of the overall Mainland shops including both self-operated shops and licensed shops was around 60% growth year-on-year during the quarter, among which the retail sales amount of gold products and fixed price jewellery products recorded a growth of around 100% and 20% respectively.

NUMBER OF SHOPS

The Group had a net increase of 85 “Lukfook” licensed shops and a net increase of 1 “Lukfook” self-operated shop in Mainland in 1Q. As at 30 June 2021, the Group had a total of 2,379 shops including 2,298 “Lukfook” shops, 80 “Goldstyle” shops and 1 “Dear Q” shop in Mainland. The details of distribution network in Mainland are summarised as follows:-

MAINLAND DISTRIBUTION NETWORK

| Shop number of different brands | | Changes in 1Q FY2022 | As at 30 June 2021 |
|---------------------------------|---------------|-------------------------|--------------------|
| “Lukfook” | Self-operated | +1 | 78 |
| | Licensed | +85 | 2,220 |
| | Sub-total | +86 | 2,298 |
| “Goldstyle” | Self-operated | -2 | 6 |
| | Licensed | +2 | 74 |
| | Sub-total | - | 80 |
| “Dear Q” | Self-operated | -1 | 1 |
| Total | Self-operated | -2 | 85 |
| | Licensed | +87 | 2,294 |
| | Total | +85 | 2,379 |

As at 30 June 2021, the Group had a total of 146 “Lukfook” self-operated shops worldwide including 78 in Mainland, 46 in Hong Kong, 13 in Macau, and 9 in overseas. As at the same date, together with the licensed shops of 2,220 in Mainland, 1 in Cambodia, and 2 in the Philippines, there were a total of 2,369 “Lukfook” shops worldwide. Including the 81 shops of other brands in Mainland, the Group had a total of 2,450 shops globally. The Group’s global distribution network is summarised as follows:-

GLOBAL DISTRIBUTION NETWORK

| | Changes in 1Q FY2022 | As at 30 June 2021 |
|---|---------------------------------|---------------------------|
| “Lukfook”: Self-operated shops | | |
| Hong Kong | -1 | 46 |
| Macau | - | 13 |
| Mainland | +1 | 78 |
| Other Locations | - | 9 |
| Sub-total | - | 146 |
| Licensed shops | | |
| Mainland | +85 | 2,220 |
| Other Locations | - | 3 |
| Sub-total | +85 | 2,223 |
| Total “Lukfook” shops | +85 | 2,369 |
| Other brands (including “Goldstyle” & “Dear Q”): | | |
| Mainland | -1 | 81 |
| Total | +84 | 2,450 |

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 Officer

Hong Kong, 15 July 2021

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