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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

## RETAIL SALES PERFORMANCE FOR THE SECOND 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 second quarter (“2Q”) of financial year ending 31 March 2022 (“FY2022”) covering the period from 1 July 2021 to 30 September 2021.

### OVERALL SAME STORE SALES GROWTH (“SSSG”)<sup>(1)</sup>

	2Q FY2022 vs 2Q FY2021	1Q FY2022 vs 1Q FY2021	2Q FY2021 vs 2Q FY2020
<b>Overall</b>	<b>+105%</b>	<b>+118%</b>	<b>-55%</b>
Gold <sup>(2)</sup>	+116%	+143%	-46%
Gold (by weight)	+124%	+123%	-57%
Fixed price jewellery	+89%	+94%	-65%

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 2Q FY2022 was +105%, and the SSSG of its gold products and fixed price jewellery products were +116% and +89% respectively.

Remarks:

<sup>(1)</sup> 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

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

### SSSG OF HONG KONG<sup>(3)</sup> & MACAU<sup>(4)</sup> MARKET

	2Q FY2022 vs 2Q FY2021	1Q FY2022 vs 1Q FY2021	2Q FY2021 vs 2Q FY2020
<b>Overall</b>	<b>+109%</b>	<b>+111%</b>	<b>-63%</b>
Gold	+107%	+124%	-53%
Gold (by weight)	+115%	+106%	-61%
Fixed price jewellery	+119%	+108%	-74%

The SSSG of Hong Kong and Macau market was +109% in 2Q, and the SSSG of its gold products and fixed price jewellery products were +107% and +119% respectively. Under the low base effect, the SSSG of the Macau market was +326% in 2Q. Benefited from the improvement in the retail sentiment, the SSSG of Hong Kong market improved from +47% in the last quarter to +63% in this quarter. In addition, the retail sales amount in the Hong Kong and Macau market during the quarter increased by around 110% year-on-year.

### MAINLAND<sup>(5)</sup> MARKET

	2Q FY2022 vs 2Q FY2021	1Q FY2022 vs 1Q FY2021	2Q FY2021 vs 2Q FY2020
<b><i>SSSG of Self-operated Shops</i></b>			
<b>Overall</b>	<b>+62%</b>	<b>+124%</b>	<b>-15%</b>
Gold	+115%	+197%	-15%
Gold (by weight)	+137%	+201%	-33%
Fixed price jewellery	-5%	+29%	-16%
<b><i>E-commerce Business Sales Growth</i></b>			
<b>Overall</b>	<b>+65%</b>	<b>+39%</b>	<b>+31%</b>
Gold	+110%	+69%	+35%
Gold (by weight)	+133%	+67%	-3%
Fixed price jewellery	0%	+3%	+25%

The SSSG of self-operated shops in Mainland in 2Q was +62%, and the SSSG of their gold products and fixed price jewellery products were +115% and -5% respectively. Licensed shops, which accounted for around 97% of the total number of shops there, due to a relatively higher base than self-operated shops, recorded around 35% same store sales growth during the quarter. Apart from that, the sales amount of e-commerce business in Mainland recorded 65% growth year-on-year.

<sup>(3)</sup> Hong Kong SAR: Hereafter refers to as "Hong Kong"

<sup>(4)</sup> Macau SAR: Hereafter refers to as "Macau"

<sup>(5)</sup> 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 50% growth year-on-year during the quarter, among which the retail sales amount of gold products and fixed price jewellery products recorded around 90% and single-digit growth respectively.

### NUMBER OF SHOPS

The Group had a net increase of 145 “Lukfook” licensed shops in Mainland in 2Q. As at 30 September 2021, the Group had a total of 2,528 shops including 2,443 “Lukfook” shops, 83 “Goldstyle” shops and 2 “Dear Q” shops in Mainland. The details of distribution network in Mainland are summarised as follows:-

### MAINLAND DISTRIBUTION NETWORK

Shop number of different brands		Changes in 2Q FY2022	As at 30 September 2021
“Lukfook”	Self-operated	0	78
	Licensed	+145	2,365
	Sub-total	+145	2,443
“Goldstyle”	Self-operated	-1	5
	Licensed	+4	78
	Sub-total	+3	83
“Dear Q”	Self-operated	+1	2
<b>Total</b>	Self-operated	0	85
	Licensed	+149	2,443
	<b>Total</b>	<b>+149</b>	<b>2,528</b>

As at 30 September 2021, the Group had a total of 147 “Lukfook” self-operated shops worldwide including 78 in Mainland, 46 in Hong Kong, 14 in Macau, and 9 in overseas. As at the same date, together with the licensed shops of 2,365 in Mainland, 2 in Cambodia, and 2 in the Philippines, there were a total of 2,516 “Lukfook” shops worldwide. Including the 85 shops of other brands in Mainland, the Group had a total of 2,601 shops globally. The Group’s global distribution network is summarised as follows:-

**GLOBAL DISTRIBUTION NETWORK**

	<b>Changes in 2Q FY2022</b>	<b>As at 30 September 2021</b>
<b>“Lukfook”: Self-operated shops</b>		
Hong Kong	0	46
Macau	+1	14
Mainland	0	78
Other Locations	0	9
Sub-total	+1	147
<b>Licensed shops</b>		
Mainland	+145	2,365
Other Locations	+1	4
Sub-total	+146	2,369
<b>Total “Lukfook” shops</b>	<b>+147</b>	<b>2,516</b>
<b>Other brands (including “Goldstyle” &amp; “Dear Q”):</b>		
Mainland	+4	85
<b>Total</b>	<b>+151</b>	<b>2,601</b>

## **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 October 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.*