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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 THIRD 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 third quarter (“3Q”) of financial year ending 31 March 2022 (“FY2022”) covering the period from 1 October 2021 to 31 December 2021.

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

	<b>3Q FY2022</b> vs <b>3Q FY2021</b>	<b>2Q FY2022</b> vs <b>2Q FY2021</b>	<b>3Q FY2021</b> vs <b>3Q FY2020</b>
<b>Overall</b>	<b>+45%</b>	<b>+105%</b>	<b>-29%</b>
Gold <sup>(2)</sup>	+52%	+116%	-25%
Gold (by weight)	+55%	+124%	-38%
Fixed price jewellery	+31%	+89%	-35%

Under the low base effect, the overall SSSG of the Group’s retail business in 3Q FY2022 was +45%, and the SSSG of its gold products and fixed price jewellery products were +52% and +31% 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

	<b>3Q FY2022</b> vs <b>3Q FY2021</b>	<b>2Q FY2022</b> vs <b>2Q FY2021</b>	<b>3Q FY2021</b> vs <b>3Q FY2020</b>
<b>Overall</b>	<b>+41%</b>	<b>+109%</b>	<b>-35%</b>
Gold	+45%	+107%	-32%
Gold (by weight)	+49%	+115%	-44%
Fixed price jewellery	+35%	+119%	-40%

The SSSG of Hong Kong and Macau market was +41% in 3Q, and the SSSG of its gold products and fixed price jewellery products were +45% and +35% respectively. The SSSG of Macau was +20% in 3Q. As Hong Kong enjoyed a relatively lower base as compared to Macau, its SSSG was +57%. In addition, the retail sales amount in the Hong Kong and Macau market during the quarter increased by around 40% year-on-year.

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

	<b>3Q FY2022</b> vs <b>3Q FY2021</b>	<b>2Q FY2022</b> vs <b>2Q FY2021</b>	<b>3Q FY2021</b> vs <b>3Q FY2020</b>
<b><i>SSSG of Self-operated Shops</i></b>			
<b>Overall</b>	<b>+33%</b>	<b>+62%</b>	<b>+4%</b>
Gold	+58%	+115%	+11%
Gold (by weight)	+65%	+137%	-4%
Fixed price jewellery	-17%	-5%	-11%
<b><i>E-commerce Business Sales Growth</i></b>			
<b>Overall</b>	<b>+51%</b>	<b>+65%</b>	<b>+54%</b>
Gold	+72%	+110%	+53%
Gold (by weight)	+79%	+133%	+24%
Fixed price jewellery	+4%	0%	+56%

<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"

With a mild drop in the gold price during the quarter and the Mainland customers’ preference for gold products, the SSSG of self-operated shops in Mainland in 3Q was +33%, and the SSSG of their gold products and fixed price jewellery products were +58% and -17% respectively. Licensed shops, which accounted for around 97% of the total number of shops there, recorded around 15% same store sales growth during the quarter, among which the same store sales growth of gold products was around 30% while fixed price jewellery products’ same store sales was a high single-digit drop. Apart from that, the sales amount of e-commerce business in Mainland recorded a favourable growth of 51% year-on-year.

Furthermore, the retail sales amount of the overall Mainland shops including both self-operated shops and licensed shops was around 30% growth year-on-year during the quarter, among which the retail sales amount of gold products and fixed price jewellery products recorded around 50% and a low single-digit growth year-on-year respectively. The increase in the sales of their fixed price jewellery products was mainly driven by the sales of fixed price gold products which rose over 30% year-on-year during the quarter, while the sales of their diamond products had a low double-digit decline year-on-year.

**NUMBER OF SHOPS**

The Group had a net increase of 155 shops in Mainland in 3Q. As at 31 December 2021, the Group had a total of 2,683 shops including 2,596 “Lukfook” shops, 85 “Goldstyle” shops, 1 “Dear Q” shop and 1 “Lukfook Joaillerie” shop in Mainland. The details of distribution network in Mainland are summarised as follows:-

**MAINLAND DISTRIBUTION NETWORK**

Shop number of different brands/ product lines		Changes in 3Q FY2022	As at 31 December 2021
“Lukfook”	Self-operated	-1	77
	Licensed	+154	2,519
	Sub-total	+153	2,596
“Goldstyle”	Self-operated	-	5
	Licensed	+2	80
	Sub-total	+2	85
“Dear Q”	Self-operated	-1	1
“Lukfook Joaillerie”	Licensed	+1	1
<b>Total</b>	Self-operated	-2	83
	Licensed	+157	2,600
	<b>Total</b>	+155	2,683

As at 31 December 2021, the Group had a total of 146 “Lukfook” self-operated shops worldwide including 77 in Mainland, 45 in Hong Kong, 15 in Macau, and 9 in overseas. As at the same date, together with the licensed shops of 2,519 in Mainland, 2 in Cambodia, 2 in the Philippines and 1 in Laos, there were a total of 2,670 “Lukfook” shops worldwide. Including 87 shops of other sub-brands and/or product lines in Mainland, the Group had a total of 2,757 shops globally. The Group’s global distribution network is summarised as follows:-

#### GLOBAL DISTRIBUTION NETWORK

	Changes in 3Q FY2022	As at 31 December 2021
<b>“Lukfook”: Self-operated Shops</b>		
Hong Kong	-1	45
Macau	+1	15
Mainland	-1	77
Other Locations	-	9
Sub-total	-1	146
<b>Licensed Shops</b>		
Mainland	+154	2,519
Other Locations	+1	5
Sub-total	+155	2,524
<b>Total “Lukfook” Shops</b>	<b>+154</b>	<b>2,670</b>
<b>Other Sub-brands / Product Lines (including “Goldstyle”, “Dear Q” &amp; “Lukfook Joaillerie”):</b>		
Mainland	+2	87
<b>Total</b>	<b>+156</b>	<b>2,757</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, 14 January 2022

*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.*