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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 FOURTH QUARTER OF FINANCIAL YEAR
ENDED 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 fourth quarter (“4Q”) of financial year ended 31 March 2022 (“FY2022”) covering the period from 1 January 2022 to 31 March 2022.

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

| | 4Q FY2022 vs 4Q FY2021 | 3Q FY2022 vs 3Q FY2021 | 4Q FY2021 vs 4Q FY2020 |
|-----------------------|------------------------------|------------------------------|------------------------------|
| Overall | -8% | +45% | +30% |
| Gold ⁽²⁾ | -6% | +52% | +42% |
| Gold (by weight) | -11% | +55% | +25% |
| Fixed price jewellery | -13% | +31% | +17% |

Under the relatively higher base and the worsened COVID-19 outbreak, the overall SSSG of the Group’s retail business was -8% in 4Q FY2022, and the SSSG of its gold products and fixed price jewellery products were -6% and -13% 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

| | 4Q FY2022 vs 4Q FY2021 | 3Q FY2022 vs 3Q FY2021 | 4Q FY2021 vs 4Q FY2020 |
|-----------------------|------------------------------|------------------------------|------------------------------|
| Overall | -17% | +41% | +19% |
| Gold | -17% | +45% | +28% |
| Gold (by weight) | -20% | +49% | +14% |
| Fixed price jewellery | -18% | +35% | +9% |

Due to the impact of the serious pandemic in Southern China region in Mainland⁽⁵⁾ and Hong Kong, the SSSG of Hong Kong and Macau market was -17% in 4Q, and the SSSG of its gold products and fixed price jewellery products were -17% and -18% respectively. The SSSG of Hong Kong and Macau were -15% and -20% respectively in 4Q, while their SSSG from January to February 2022 were +4% and +27% respectively, the growth of which was mainly driven by the sales of gold products. In addition, the retail sales amount in the Hong Kong and Macau market decreased by 22% year-on-year during the quarter.

MAINLAND MARKET

| | 4Q FY2022 vs 4Q FY2021 | 3Q FY2022 vs 3Q FY2021 | 4Q FY2021 vs 4Q FY2020 |
|--|------------------------------|------------------------------|------------------------------|
| <i>SSSG of Self-operated Shops</i> | | | |
| Overall | +5% | +33% | +93% |
| Gold | +12% | +58% | +110% |
| Gold (by weight) | +8% | +65% | +97% |
| Fixed price jewellery | -14% | -17% | +62% |
| <i>E-commerce Business Sales Growth</i> | | | |
| Overall | +50% | +51% | +43% |
| Gold | +55% | +72% | +53% |
| Gold (by weight) | +56% | +79% | +35% |
| Fixed price jewellery | +34% | +4% | +31% |

⁽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"

The SSSG of the self-operated shops in Mainland from January to February 2022 was +29%, the growth of which was mainly driven by the sales of gold products. However, the pandemic in Mainland worsened rapidly in mid-March and the lockdown measures were gradually imposed on individual regions. Together with the high base effect, the SSSG of self-operated shops in Mainland therefore weakened to +5% in 4Q, and the SSSG of their gold products and fixed price jewellery products were +12% and -14% respectively. Apart from that, the sales amount of e-commerce business in Mainland maintained good growth momentum, recorded 50% growth year-on-year.

Licensed shops, accounted for around 97% of the total number of shops in Mainland, recorded same store sales growth of +8% from January to February 2022. It was also mainly driven by the sales of gold products. Nevertheless, with more shops located at Southern and Northern China regions where the outbreak was severe, throughout the entire quarter, the overall same store sales growth of licensed shops therefore turned to -7%, among which the same store sales growth of gold products was -5%, while that of fixed price jewellery products was -10%.

Furthermore, the retail sales amount of the overall Mainland shops including both self-operated shops and licensed shops, recorded 3% growth year-on-year during the quarter, among which the retail sales amount of gold products and fixed price jewellery products recorded 6% growth and 1% decline year-on-year respectively. The sales amount of the fixed price jewellery products included the sales of fixed price gold products, which rose by 21% year-on-year, while the sales of diamond products had a 14% decline year-on-year.

NUMBER OF SHOPS

The Group had a net increase of 52 shops in Mainland in 4Q. As at 31 March 2022, the Group had a total of 2,736 shops including 2,646 “Lukfook” shops, 84 “Goldstyle” shops, 1 “Dear Q” shop, 2 “Lukfook Joaillerie” shops and 3 “Heirloom Fortune” shops 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 4Q FY2022 | As at 31 March 2022 |
|---|---------------|-------------------------|---------------------|
| “Lukfook” | Self-operated | - | 77 |
| | Licensed | +50 | 2,569 |
| | Sub-total | +50 | 2,646 |
| “Goldstyle” | Self-operated | - | 5 |
| | Licensed | -1 | 79 |
| | Sub-total | -1 | 84 |
| “Dear Q” | Self-operated | - | 1 |
| “Lukfook Joaillerie” | Licensed | +1 | 2 |
| “Heirloom Fortune” | Licensed | +3 | 3 |
| Total | Self-operated | - | 83 |
| | Licensed | +52 | 2,653 |
| | Total | +52 | 2,736 |

As at 31 March 2022, the Group had a total of 145 “Lukfook” self-operated shops worldwide including 77 in Mainland, 44 in Hong Kong, 15 in Macau, and 9 in overseas. As at the same date, together with the licensed shops of 2,569 in Mainland, 2 in Cambodia, 2 in the Philippines and 1 in Laos, there were a total of 2,719 “Lukfook” shops worldwide. Including 90 shops of other sub-brands and/or product lines in Mainland, the Group had a total of 2,809 shops globally. The Group’s global distribution network is summarised as follows:-

GLOBAL DISTRIBUTION NETWORK

| | Changes in 4Q FY2022 | As at 31 March 2022 |
|---|-------------------------|---------------------|
| “Lukfook”: Self-operated Shops | | |
| Hong Kong | -1 | 44 |
| Macau | - | 15 |
| Mainland | - | 77 |
| Other Locations | - | 9 |
| Sub-total | -1 | 145 |
| Licensed Shops | | |
| Mainland | +50 | 2,569 |
| Other Locations | - | 5 |
| Sub-total | +50 | 2,574 |
| Total “Lukfook” Shops | +49 | 2,719 |
| Other Sub-brands / Product Lines (including “Goldstyle”, “Dear Q”, “Lukfook Joaillerie” & “Heirloom Fortune”): | | |
| Mainland | +3 | 90 |
| Total | +52 | 2,809 |

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, 13 April 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.