

Sun Art Retail Group Limited

2013 First Quarter Result Announcement

Auchan 欧尚

大润发
RT-Mart



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Comfort

優質產品
Quality
Trust 信任

進步
Progress

分享
Sharing

便利
Convenience

Freshness 新鮮

便宜
Economical

多元
Variety

15May 2013

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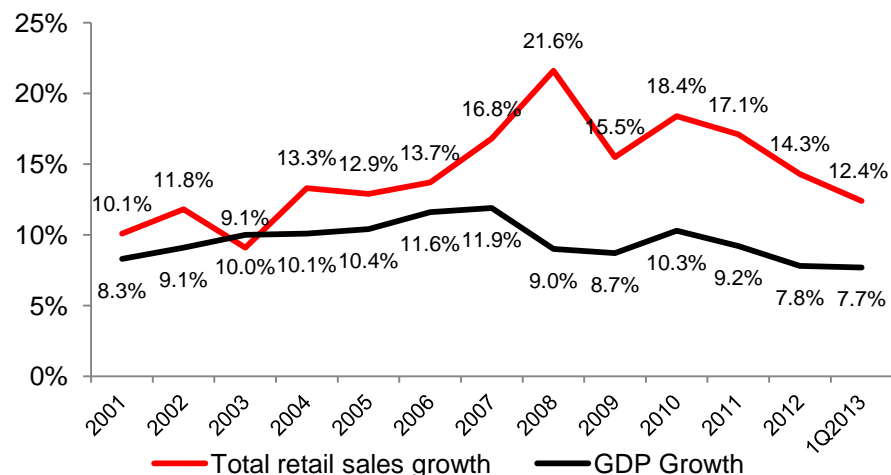


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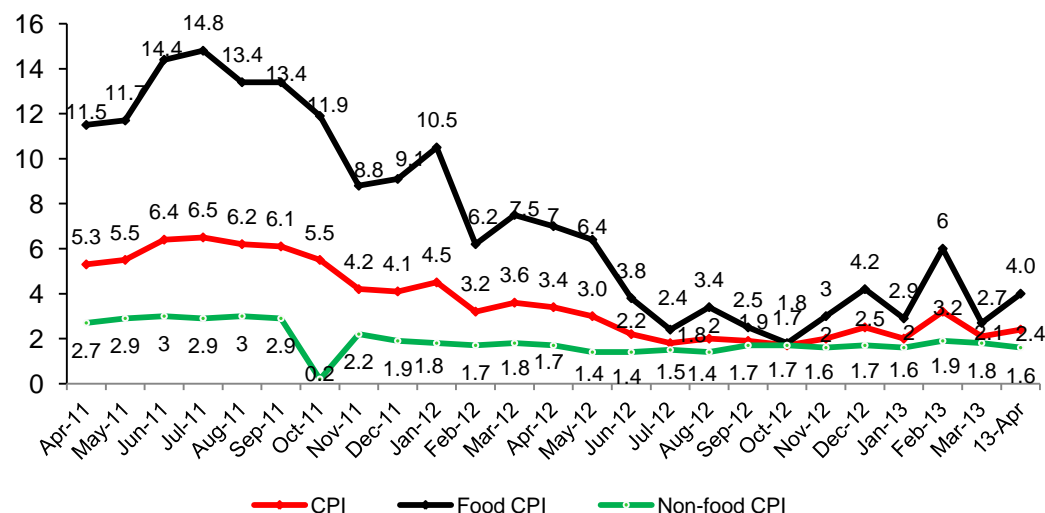
Operating environment



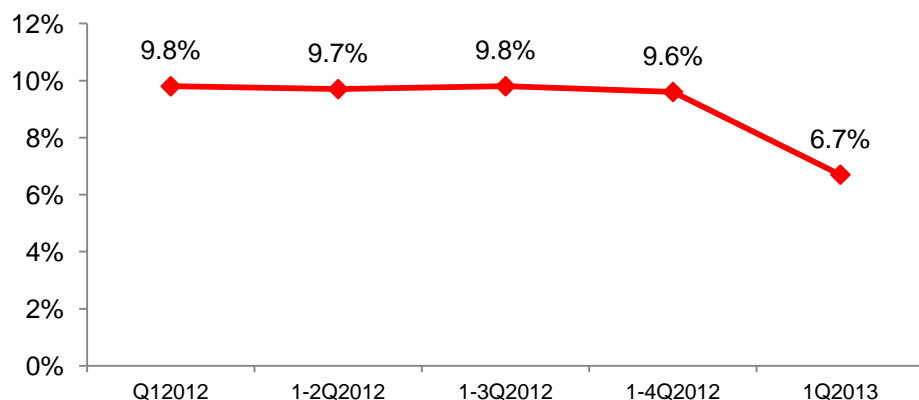
Growth of GDP and total retail sales of consumer goods



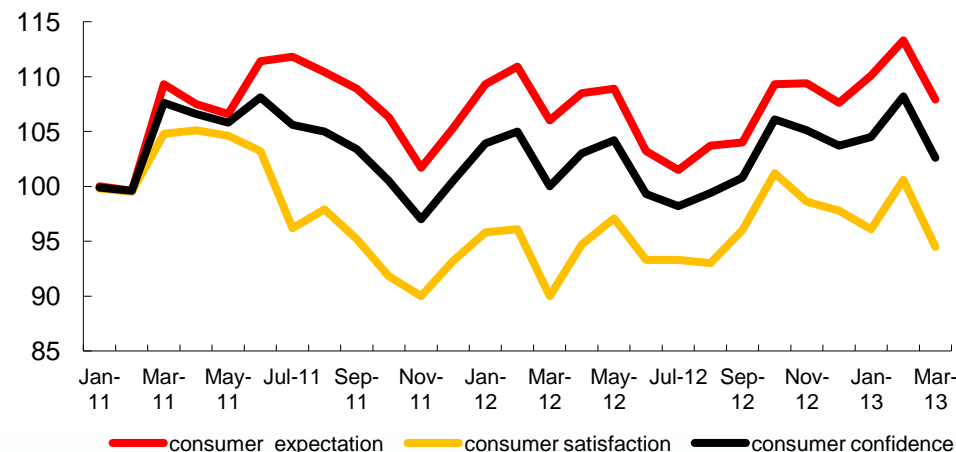
Consumer Price Index



Disposable income growth of urban citizen



Consumer Confidence Index



Source: National Bureau of Statistics of China

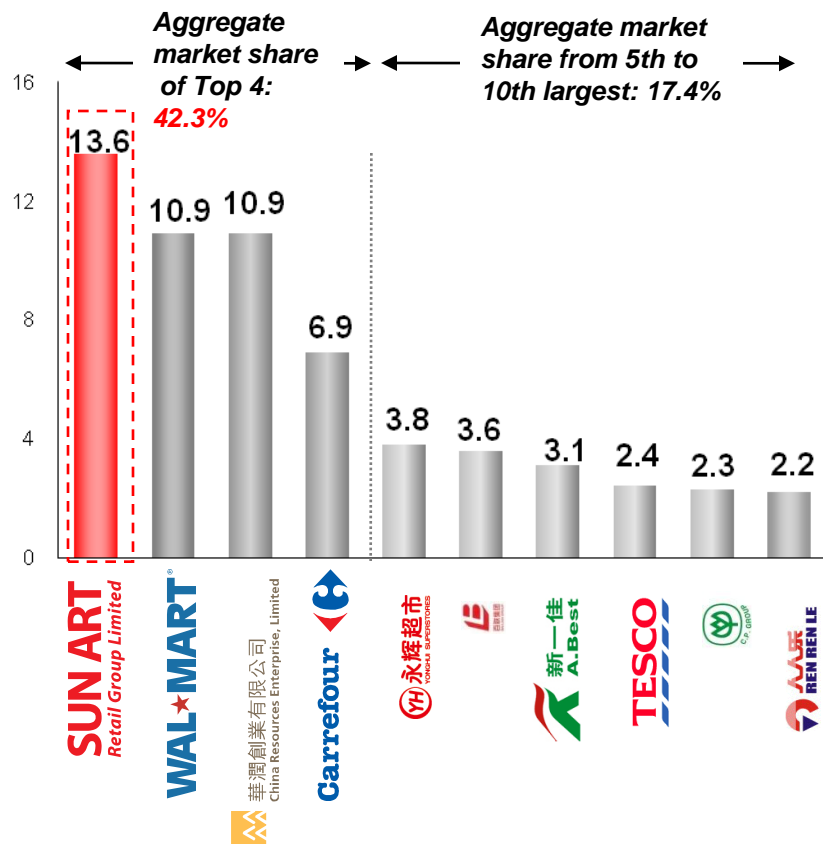


The largest and most productive hypermarket operator in China



Sun Art - ahead of international and local players in terms of market share on 2012

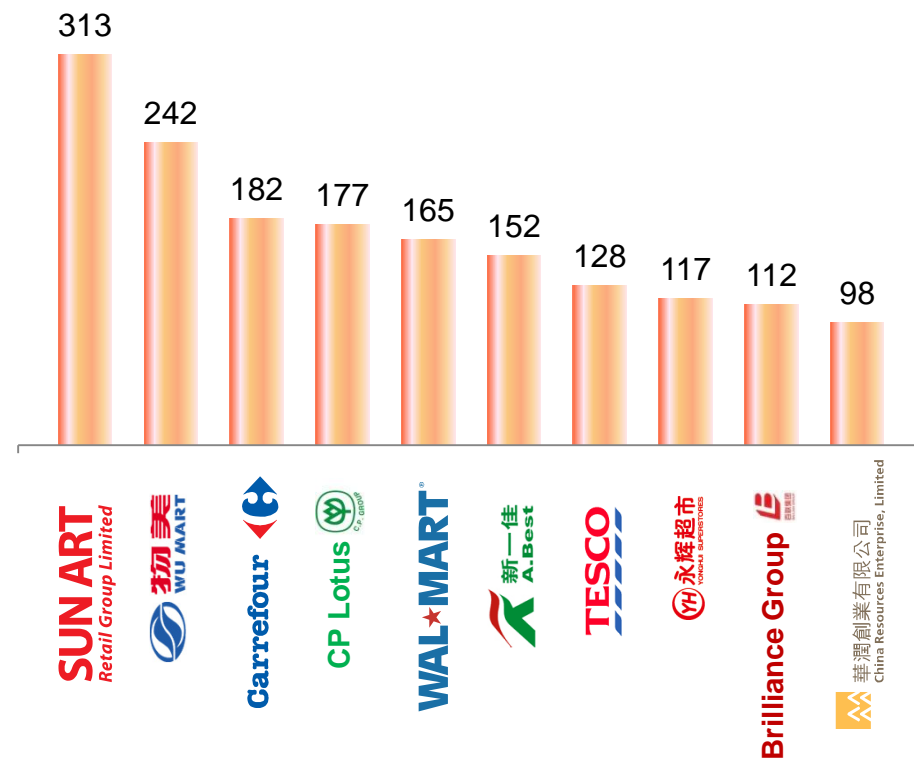
Market share (%)



Source: Euromonitor

Sales per average number of store in 2012

(RMB m/average no. of stores)



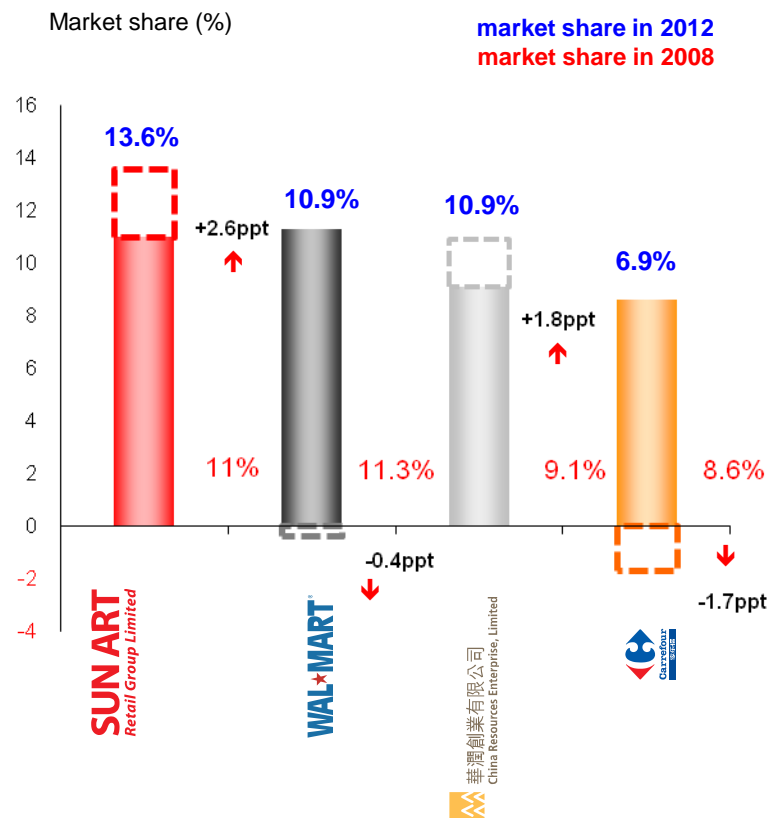
Source: Euromonitor



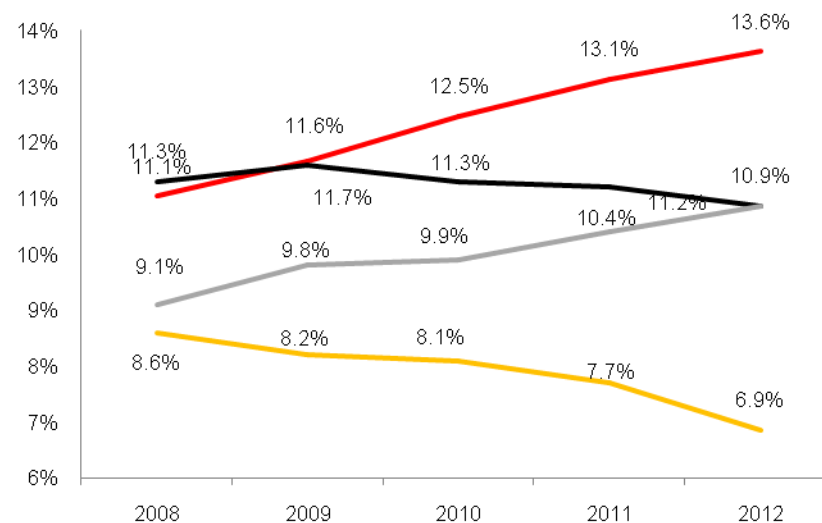
The largest and fastest growing hypermarket operator in China



Fastest-growing hypermarket operator from 2008-2012



Market share evolving of top 4 hypermarket players from 2008-2012



— Sun Art — Walmart — China Resources Enterprise — Carrefour

SUN ART Retail Group Limited **WAL-MART** 華潤創業有限公司 (China Resources Enterprise, Limited) Carrefour

Source: Euromonitor



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Financial highlights



As of 31Mar (RMB million)	2013	2012	Change
Turnover	25,399	22,497	12.9%
Gross profit	5,097	4,367	16.7%
Gross profit margin	20.1%	19.4%	0.7ppt
Profit from operations (EBIT)	1,529	1,337	14.4%
Operating profit margin	6.0%	5.9%	0.1ppt
Profit for the period	1,125	970	16.0%
Net profit margin	4.4%	4.3%	0.1ppt
Profit attributable to equity shareholders of the Company	1,063	919	15.7%
Earnings per share — Basic and diluted (RMB)	0.11	0.10	



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Proactive plan to expand store network

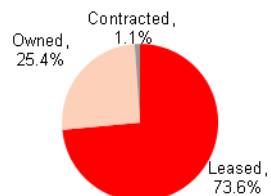


3 new hypermarket complexes were opened in the first quarter of 2013

Region	No. of hypermarket complexes (31 Mar 2013)			GFA of hypermarket complexes (sqm) (31 Mar 2013)		
			Total			Total
Eastern China	39	90	129	1,574,484.4	2,254,847	3,829,331
Northern China	6	28	34	196,443.8	680,582	877,025.8
North-Eastern China	1	24	25	23,906.0	667,220	691,126.0
Southern China	1	41	42	15,968.0	1,018,231	1,034,199.0
Central China	4	30	34	138,095.8	763,425	901,520.8
Western China	3	9	12	150,447.5	220,427	370,874.5
Total	54	222	276	2,099,345.5	5,604,732	7,704,077.5



Store no. breakdown (31 Mar 2013)



GFA breakdown (31 Mar 2013)



A total of **276** hypermarkets across China as at 31 Mar 2013, covering **25** Provinces, autonomous regions and municipalities. By 31st Dec 2012, **157** Secured sites to open hypermarket complexes, of which **101** were under construction



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Business Strategy

Business strategy



Proactively expand quality retail network to widen the gap between competitors and maintain market leadership



Constantly strive to optimize the product mix and pricing strategy



Focus on further improving operational efficiency, supply chain management



Continue to provide staff with training and maintain good corporate culture





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Thank You!



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