

Sun Art Retail Group Limited

2013 Third Quarter Result Announcement

Auchan 欧尚

大润发
RT-Mart



舒適
Comfort

優質產品
Quality
Trust 信任

進步
Progress

分享
Sharing

便利
Convenience

Freshness 新鮮

便宜
Economical

多采多姿
Variety

14 Nov 2013

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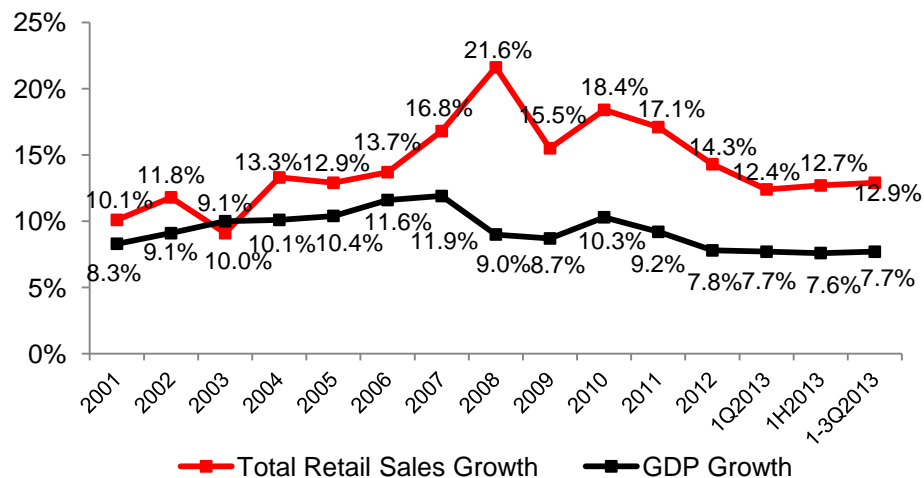
Sharing 分享

Economical 便宜

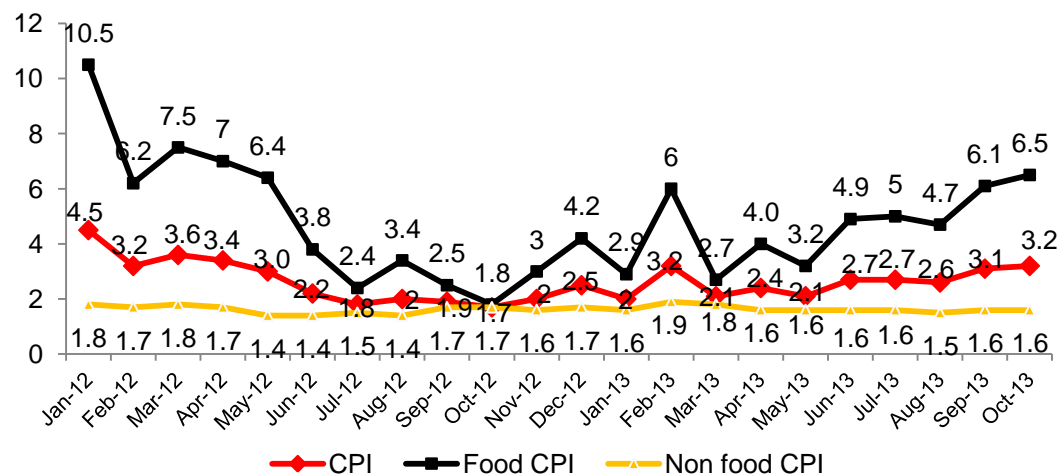
Operating environment



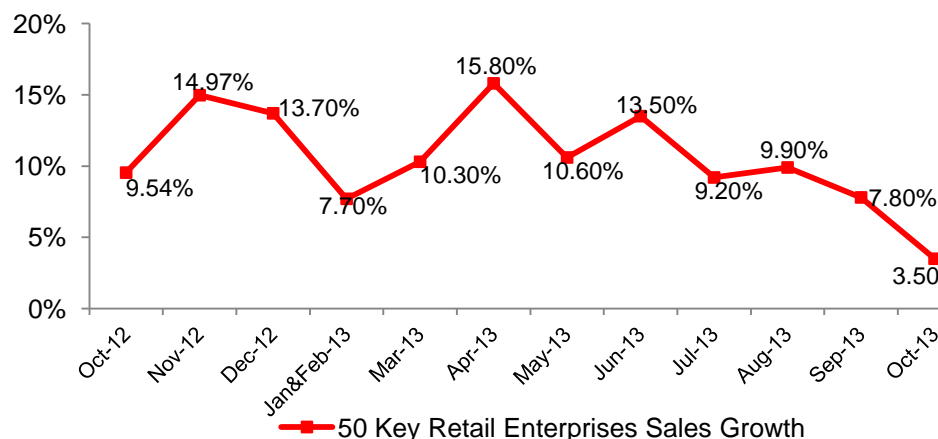
Growth of GDP and total retail sales of consumer goods



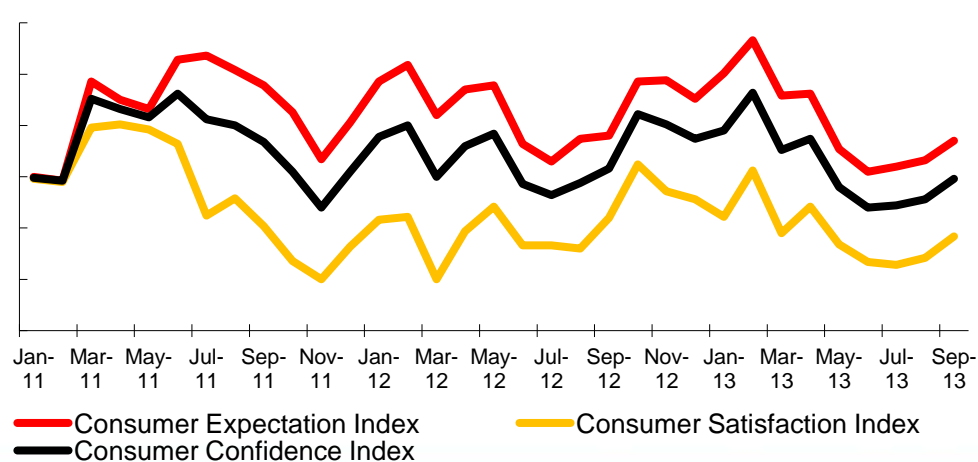
Consumer Price Index



50 Key Retail Enterprises Sales Growth



Consumer Confidence Index



Source: China National Commercial Information Center

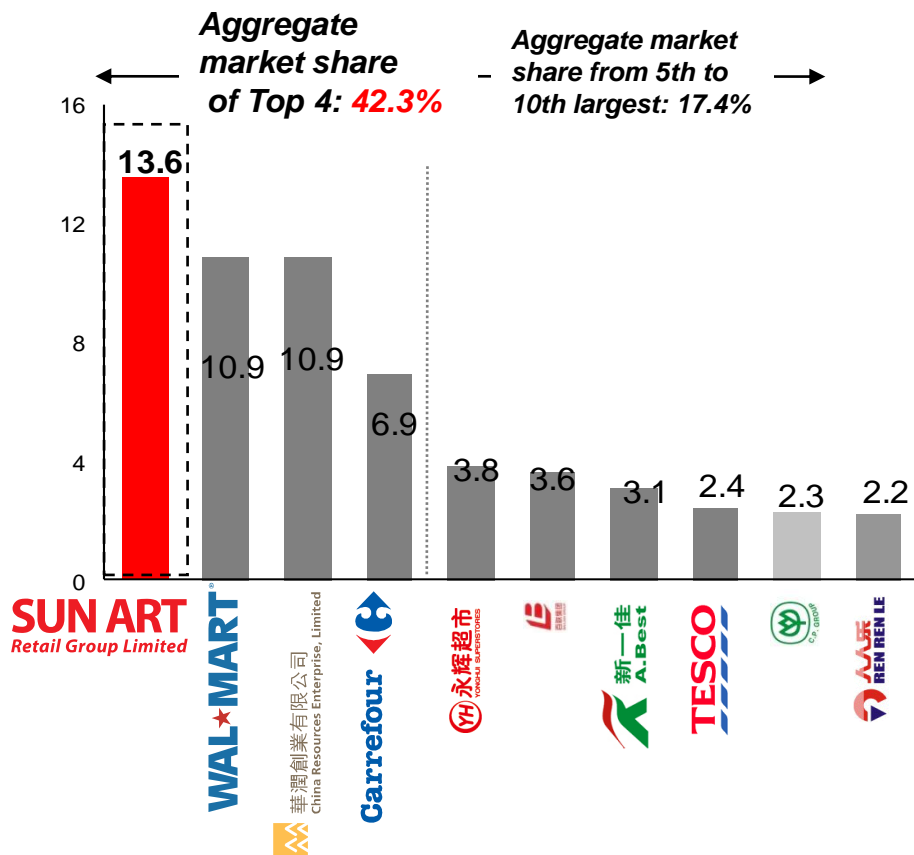


The largest and most productive hypermarket operator in China



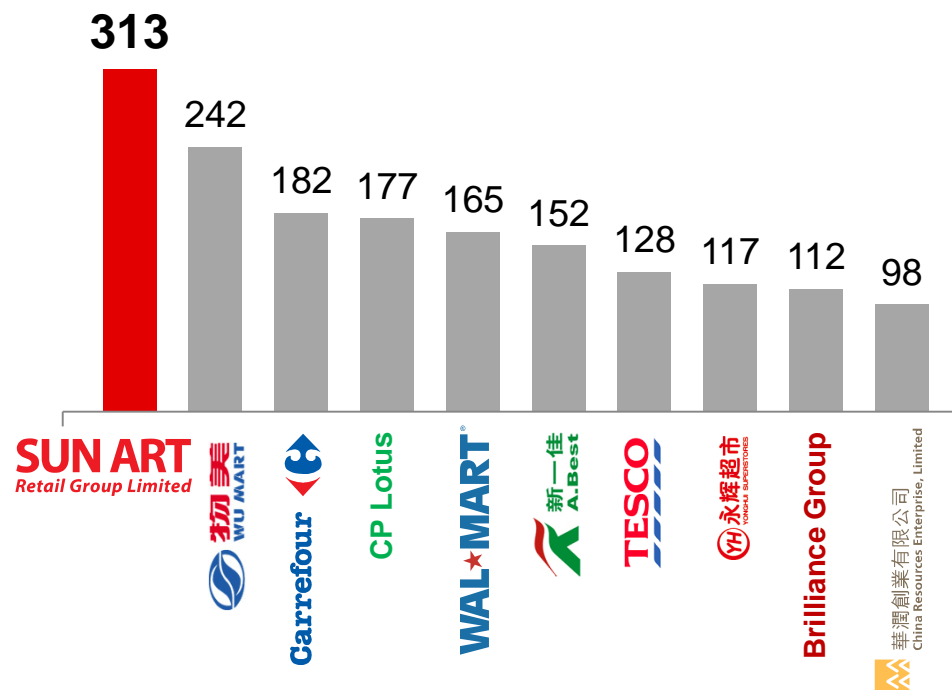
Sun Art - ahead of international and local players in terms of market share on 2012

Market share (%)



Yearly Average Sales per store in 2012

(RMB m/average no. of stores)



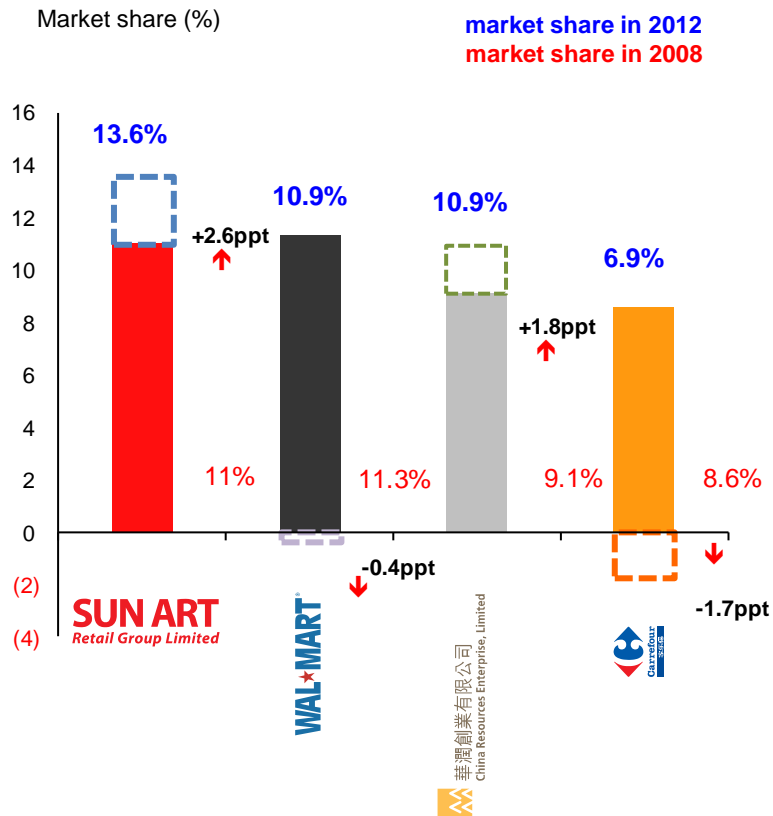
Source: Euromonitor



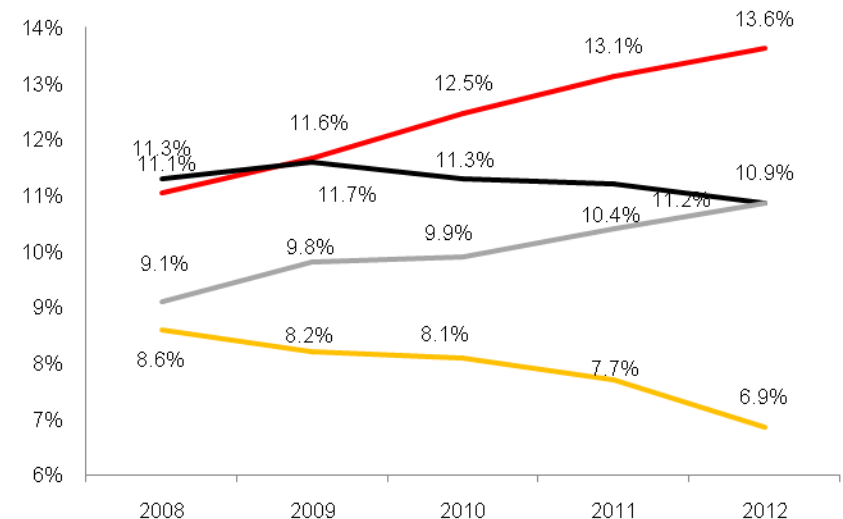
The largest and fastest growing hypermarket operator in China



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 Review

Financial highlights



As of 30Sep (RMB million)	2013	2012	Change
Turnover	65,691	58,800	11.7%
Gross profit	13,804	11,880	16.2%
Gross profit margin	21.0%	20.2%	0.8ppt
Profit from operations (EBIT)	3,172	2,530	25.4%
Operating profit margin	4.8%	4.3%	0.5ppt
Profit for the period	2,310	1,819	27.0%
Net profit margin	3.5%	3.1%	0.4ppt
Profit attributable to equity shareholders of the Company	2,179	1,724	26.4%
Earnings per share — Basic and diluted (RMB)	0.23	0.18	



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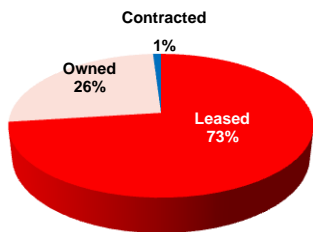
Proactive plan to expand store network

20 new hypermarket complexes were opened in the first 9 months of 2013

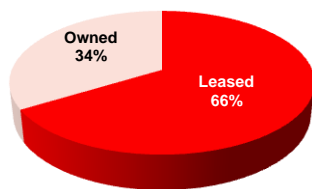
Region	No. of hypermarket complexes (30 Sep 2013)			GFA of hypermarket complexes (sqm) (30 Sep 2013)		
			Total			Total
Eastern China	39	92	131	1,574,484.4	2,312,642.0	3,887,126.4
Northern China	6	32	38	196,443.8	766,215.0	962,658.8
North-Eastern China	1	26	27	23,906.0	722,811.0	746,717.0
Southern China	1	44	45	15,968.0	1,104,698.0	1,120,666.0
Central China	4	35	39	138,095.8	874,703.0	1,012,798.8
Western China	3	10	13	150,447.5	249,173.0	399,620.5
Total	54	239	293	2,099,345.5	6,030,242.0	8,129,587.5



Store no. breakdown (30 Sep 2013)



GFA breakdown (30 Sep 2013)



A total of **293** hypermarkets across China as at 30 Sep 2013, covering **26** 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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Thank You!



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