



Opened 24  
new stores

A total of 396\*  
hypermarkets  
across China

\*As of 30 September 2015



**SUN ART**  
*Retail Group Limited*

Stock Code : 6808

# 2015 Third Quarter Result Announcement



No.1  
hypermarket  
in the nation  
in terms of  
market share<sup>(1)</sup>



**Auchan 欧尚**

**大润发 RT-Mart**

**飞牛网 feiniu.com**

**FIELDS**  
*A Share of Quality*

Source: (1) Data from Euromonitor

# Content





# OPERATING ENVIRONMENT

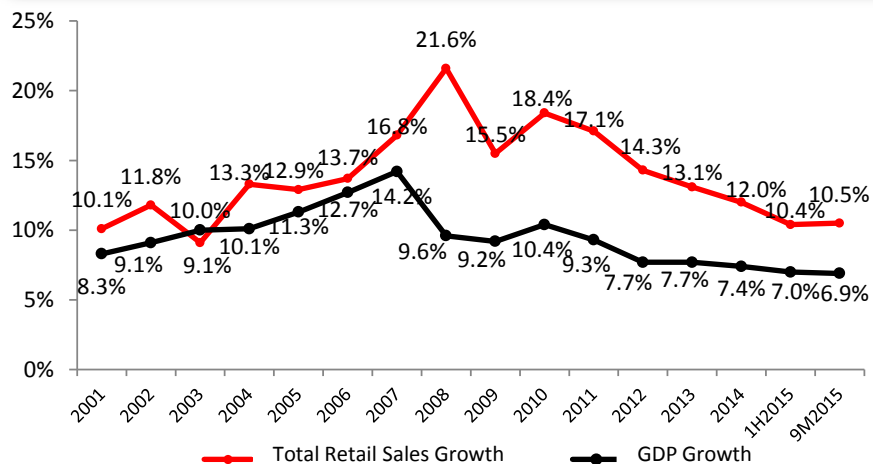
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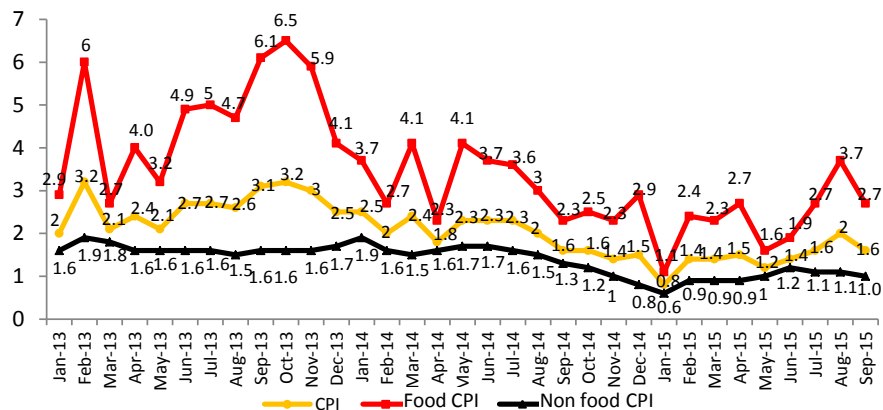


# Operating Environment

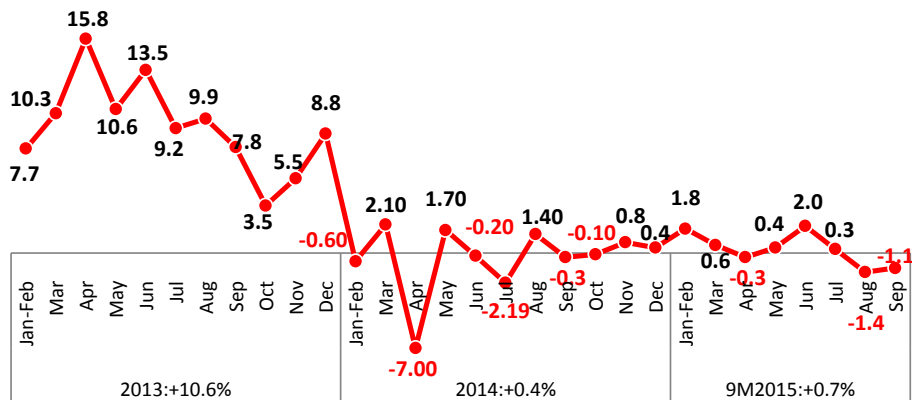
**Growth of GDP and Total Retail Sales of Consumer Goods<sup>(1)</sup>**



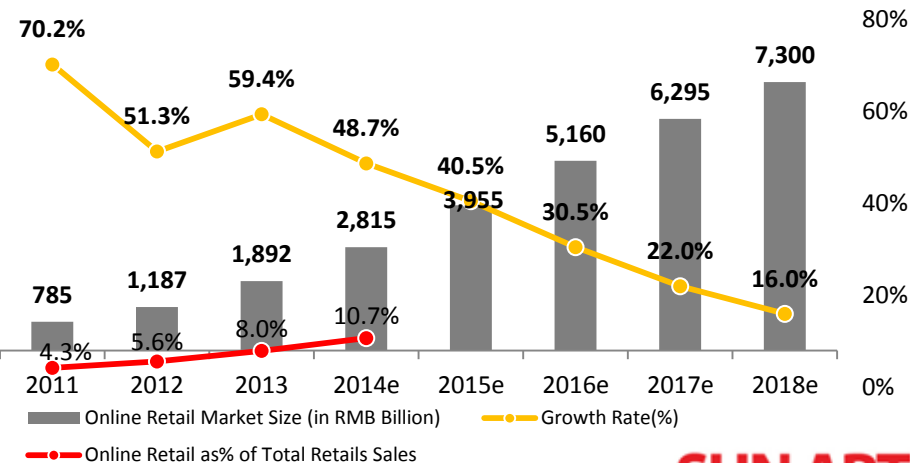
**Consumer Price Index 9M2015 : 1.4%, Food CPI: 2.3%<sup>(2)</sup>**



**50 Key Retail Enterprises Sales Growth of 9M2015: +0.7%<sup>(3)</sup>**



**China's Online Shopping Market Size<sup>(4)</sup>**



Source of data:

Chart (1)、(2) from National Bureau of Statistics, Chart (3) from China National Commercial Information Centre, Chart (4) from iResearch



# FINANCIAL REVIEW

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# Financial Highlights

As of 30 Sep (RMB million)	2015	2014	Change
Turnover	74,065	70,240	5.4%
Gross profit	17,006	15,669	8.5%
Gross profit margin	23.0%	22.3%	0.7 ppt
Profit from operations (EBIT)	3,002	3,388	-11.4%
Operating profit margin	4.1%	4.8%	-0.7ppt
Profit for the period	2,055	2,436	-15.6%
Net profit margin	2.8%	3.5%	-0.7ppt
Profit attributable to equity shareholders of the Company	2,018	2,341	-13.8%
Earnings per share			
— Basic and diluted (RMB) <sup>(1)</sup>	0.21	0.25	-

Note [1]: The calculation of basic and diluted EPS for the nine months ended 30 September 2015 and 2014 is based on the weighted average number of 9,539,704,700 ordinary shares in issue during the period.



# BUSINESS REVIEW





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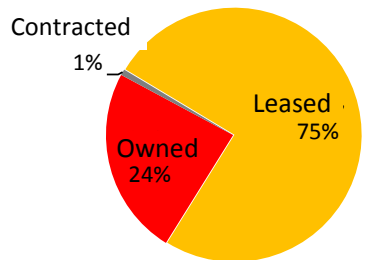
# Proactive Plan to Expand Store Network

**24** new hypermarket complexes were opened in the first nine months of 2015

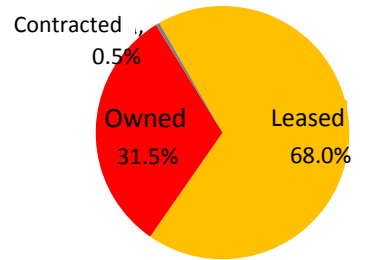
Region	No. of hypermarket complexes (30 Sep 2015)		Total	GFA of hypermarket complexes (sqm) (30 Sep 2015)		Total
						
Eastern China	44	118	162	1,860,486	2,876,385	4,736,871
Northern China	7	38	45	216,811	907,113	1,123,924
North-Eastern China	2	37	39	56,237	1,014,622	1,070,859
Southern China	5	66	71	124,523	1,625,136	1,749,659
Central China	9	52	61	281,290	1,329,814	1,611,104
Western China	5	13	18	220,371	307,498	527,869
<b>Total</b>	<b>72</b>	<b>324</b>	<b>396</b>	<b>2,759,718</b>	<b>8,060,568</b>	<b>10,820,286</b>



**Store no. breakdown (30 Sep 2015)**



**GFA breakdown (30 Sep 2015)**



A total of **396** hypermarkets across China as at 30 Sep 2015, covering **28** Provinces, autonomous regions and municipalities. Secured **162** sites to open hypermarket complexes in next 3 years, of which **116** were under construction.





# Q&A SESSION THANK YOU!

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