

SUN ART

Retail Group Limited

高鑫零售有限公司

Stock code: 6808

2016 First Quarter Results Announcement



Operating Environment

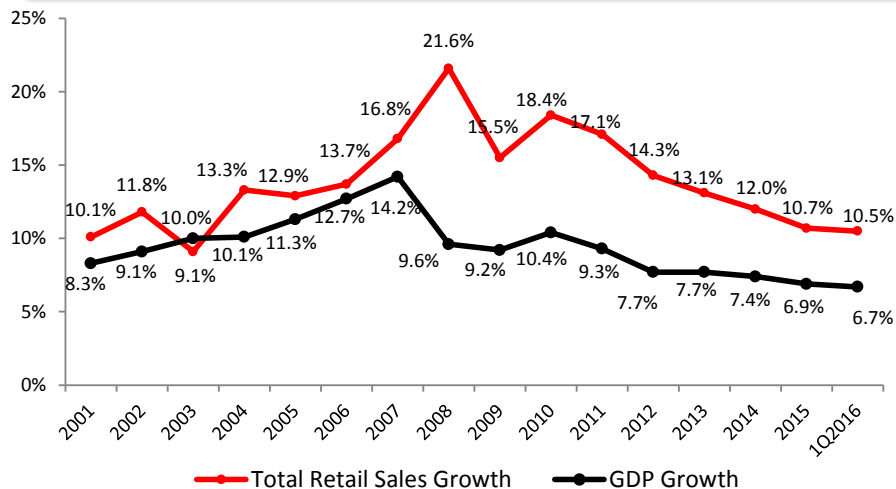
Financial Review

Business Review

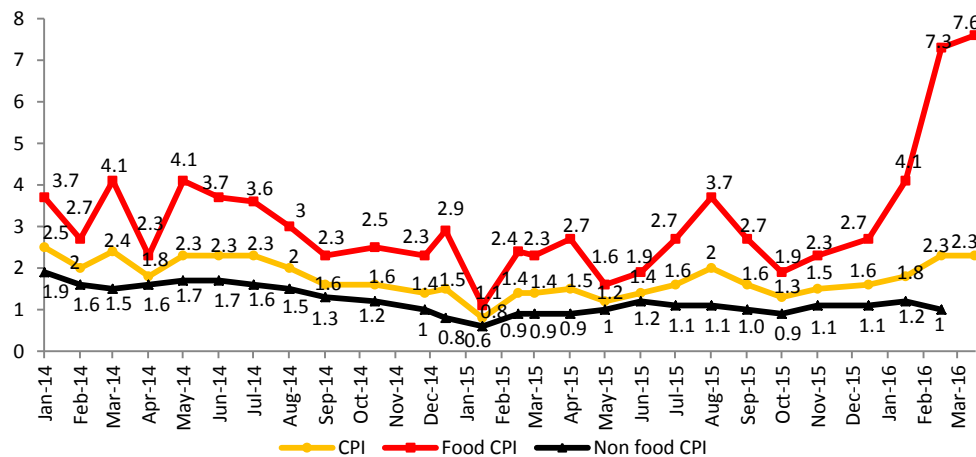


Operating Environment

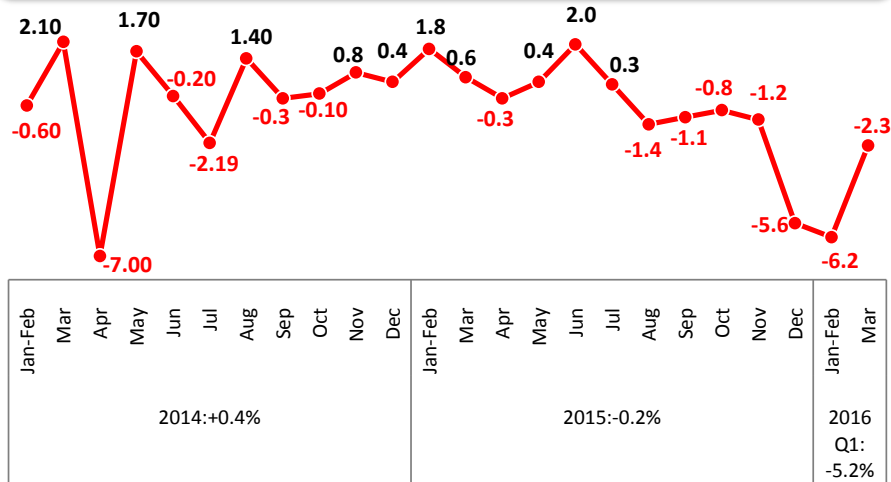
GDP grew 6.7% and Retail Sales grew 10.5%



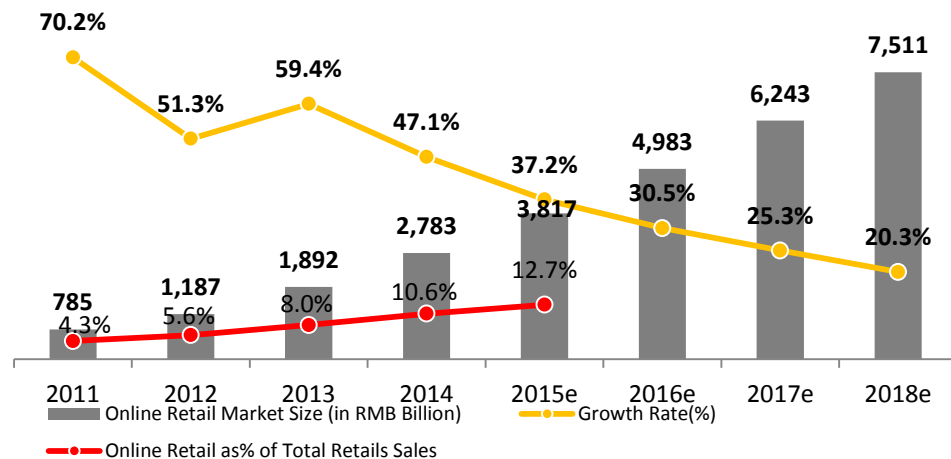
Inflation: 2016 Q1 CPI grew 2.1% YoY, Food CPI grew 6.4%.



50 key retailers sales declined 5.2% in Q1 2016



Online retail sales grew 27.8% in Q1 2016



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Financial Highlights

For the three months ended 31 March (RMB in million)	2016	2015 (Restated)	Change
Revenue	31,012	29,294	5.9%
Gross Profit	6,702	6,318	6.1%
Gross Profit Margin	21.6%	21.6%	0 ppt
EBIT	1,541	1,574	(2.1%)
EBIT Margin	5.0%	5.4%	(0.4) ppt
Profit for the Period	1,068	1,110	(3.8%)
Net profit margin	3.4%	3.8%	(0.4) ppt
Profit attributable to equity shareholders	1,026	1,063	(3.5%)
Earnings per share -Basic and diluted (RMB) ⁽¹⁾	RMB 0.11	RMB 0.11	-

(1) The calculation of basic and diluted EPS for the period ended 31 Mar 2016 and 2015 is based on the weighted average number of 9,539,704,700 ordinary shares in issue during the period.

Operating Environment

Financial Review

Business Review

Business Strategy



Business Review – Mortar Stores

Hypermarket Complexes

Auchan 欧尚

大润发 RT-Mart

Supermarkets



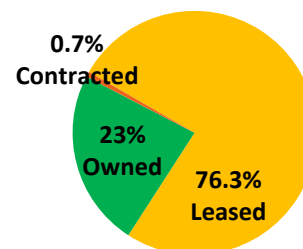
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- 8 hypermarkets were opened during Q1 2016.
- A total of **417** hypermarkets and supermarkets across China as at 31 Mar 2016, covering **28** Provinces, autonomous regions and municipalities
- Secured **117** sites to open hypermarket complexes in next 3 years, of which 77 were under construction.

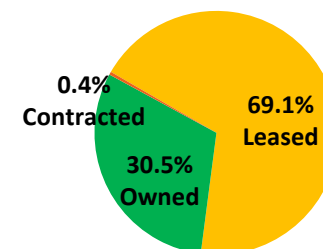


Region	No. of stores			GFA (sqm)		
			Total			Total
Eastern China	47	124	171	1,917,751	3,014,873	4,932,624
Northern China	7	38	45	216,811	907,113	1,123,924
North-Eastern China	2	38	40	56,237	1,039,544	1,095,781
Southern China	5	72	77	124,523	1,775,100	1,899,623
Central China	9	57	66	281,290	1,437,982	1,719,272
Western China	5	13	18	220,371	307,498	527,869
Total	75	342	417	2,816,983	8,482,110	11,299,093

Store no. breakdown



GFA breakdown



Thank You!



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Feiniu H5



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Auchanwines Website



Xiaohehe WeChat



Xiaohehe Website