



For immediate release

TRINITY ANNOUNCES 2016 ANNUAL RESULTS

Group implements “Back to Basics” strategy to secure sustainable returns in the medium to long term

Hong Kong, 16 March 2017 - Trinity Limited (“Trinity” or the “Group”; SEHK: 891), a leading retailer and owner of premium menswear brands in Greater China, Singapore and Europe, as well as licensing its fully owned brands globally, today announced its financial results for the full year 2016. The Group continued to be negatively impacted by dampened consumer spending in China, the reduction in tourist visits to Hong Kong and operational challenges.

The Group incurred a loss of HK\$441.5 million. During the year under review the Group’s revenue was HK\$1.8 billion. Gross profit was HK\$1.2 billion, compared with HK\$1.4 billion in 2015. To address this situation the Group is focusing on the ethos of “Back to Basics” and delivered a number of restructuring and cost-saving measures that will better position the Group for the long term.

Trinity Limited’s Chief Executive Officer, Mr Jeremy Hobbins, said: “The Chinese consumer remains our key focus and we believe that their purchases both in and out of the country, online and offline, will fuel our growth in years to come. Our “Back to Basics” strategy will see us concentrating on our core attributes and making our business more relevant to these increasingly savvy, modern consumers.”

Mr Hobbins added that the Group has restructured the organisation and clarified reporting lines by reducing the number of senior management positions. Importantly Trinity is also investing in the talent that they have already within Trinity. He noted: “Since rejoining Trinity as Chief Executive Officer in June 2016, I was aware of the challenges that the business was facing. I also knew that we had the right team and the work ethic to deliver initiatives that would enable us to perform better in continued challenging times.”

Proactive efficiency measures

The Group undertook a number of efficiency measures in 2016, including improvements to sourcing and production. As part of this initiative Trinity’s casual wear facility in Hong Kong was closed, which resulted in reorganisation costs of HK\$23.1 million. The full closure of the Hong Kong manufacturing operation was completed in the first quarter of 2017.

The Group continues to close non-performing stores, resulting in a reduction from 349 stores as at 31 December 2015 to 321 as at 31 December 2016.

In 2016, the Group sold its remaining interest in the Salvatore Ferragamo companies, withdrawing completely from joint ventures with Salvatore Ferragamo.

Brand developments

During the period under review, Kent & Curwen celebrated its 90th anniversary. This anniversary was marked with the formal launch of the heritage brand's relationship with fashion icon David Beckham. An initial Beckham capsule wardrobe collection enjoyed positive sales on luxury menswear platform Mr Porter which bodes well for future collections.

This year, Cerruti 1881 celebrates its 50th anniversary as the global lifestyle brand continues to enjoy creative recognition, and the premium position of Gieves & Hawkes and the store at No. 1 Savile Row remain major strengths.

Mr Hobbins concluded by saying that the Group is focused on adapting to meet the changing demands of the Chinese consumer, and by returning to the Group's fundamentals, Trinity will be in a better position to generate sustainable returns in the medium- to long-term.

– End –

About Trinity Limited

Trinity Limited, a publicly-listed company on the Stock Exchange of Hong Kong and a member of the privately-held Fung Group, is one of the leading retailers of premium menswear brands serving Greater China, Singapore and Europe, as well as licensing its fully owned brands globally. The Group manages five international menswear brands, namely Cerruti 1881, Kent & Curwen and Gieves & Hawkes, which are self-owned, and, Hardy Amies and D'URBAN which are operated under licence, globally and in Greater China respectively.

For further enquiries, please contact:

FleishmanHillard Hong Kong

Geoff Bilbrough
geoff.bilbrough@fleishman.com
(852) 2586 7830

Sadie Lam
sadie.lam@fleishman.com
(852) 2586 7836