

bossini



Annual Results Corporate Presentation 2023

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Results Highlights

For the year ended 31 Dec

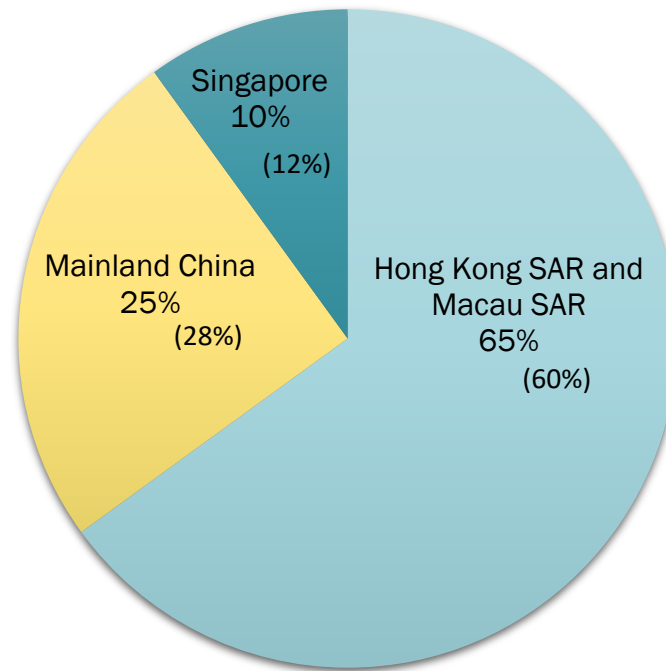
	(HK\$mn)	2023	2022	Change
Revenue		604	585	+3%
Gross Profit		305	273	+12%
Gross Margin (%)		50%	47%	+3% pts
Loss for the year attributable to owners		(223)	(132)	-69%
Adjusted EBITDA*		(68)	(122)	+44%

- Adjusted EBITDA is calculated as loss before tax plus finance costs, depreciation of property, plant and equipment and investment properties and right-of-use assets and minus interest income, with adjustments to exclude results from impairment of property, plant and equipment, right-of-use assets and one-off gain on disposal of the assets held for sale

Results Highlights

- The Group's revenue rose by 3%
- Gross profit increased by 12% and gross margin increased by 3% points
- HK\$55 million (2022: HK\$78 million) non-cash impairment on assets
- Loss attributable to owners was HK\$223 million (2022: HK\$132 million loss)
- Operated a total number of 519 stores with footprint across 16 countries and regions
- Net cash balance was HK\$185 million (2022: HK\$93 million)
- Inventory was HK\$145 million (2022: HK\$172 million)
- Inventory turnover days declined to 177 days (2022: 201 days)

Revenue by Geographical Market



*For the year ended 31 Dec 2023
(comparative figures for the year
ended 31 Dec 2022 in brackets)*

Performance by Geographical Segment

	Revenue		
	For the year ended 31 Dec		
(HK\$mn)	2023	2022	Change
Hong Kong SAR and Macau SAR	392	350	+12%
Mainland China	154	166	-7%
Singapore	58	69	-16%
Total	604	585	+3%

Same-Store Sales Growth *	
For the year ended 31 Dec	
2023	2022
5%	-2%
46%	-29%
-12%	-2%
5%	-7%

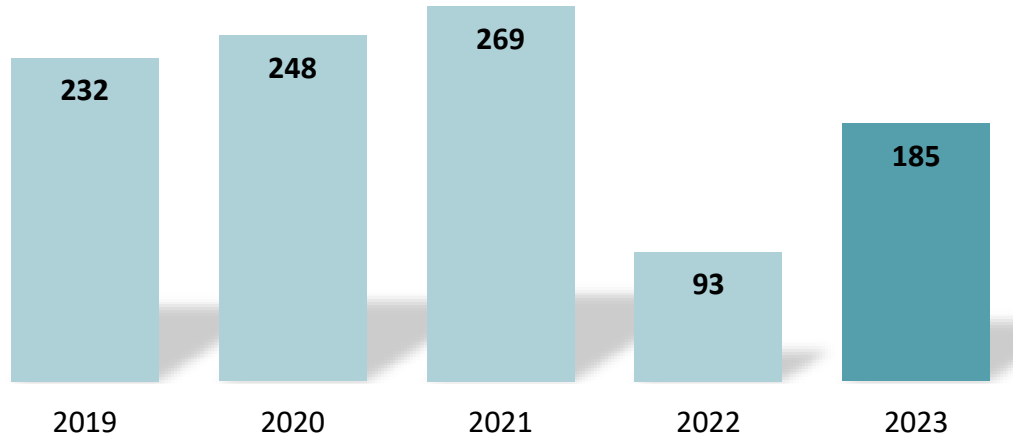
* For directly managed stores only

Financial Position

At 31 Dec

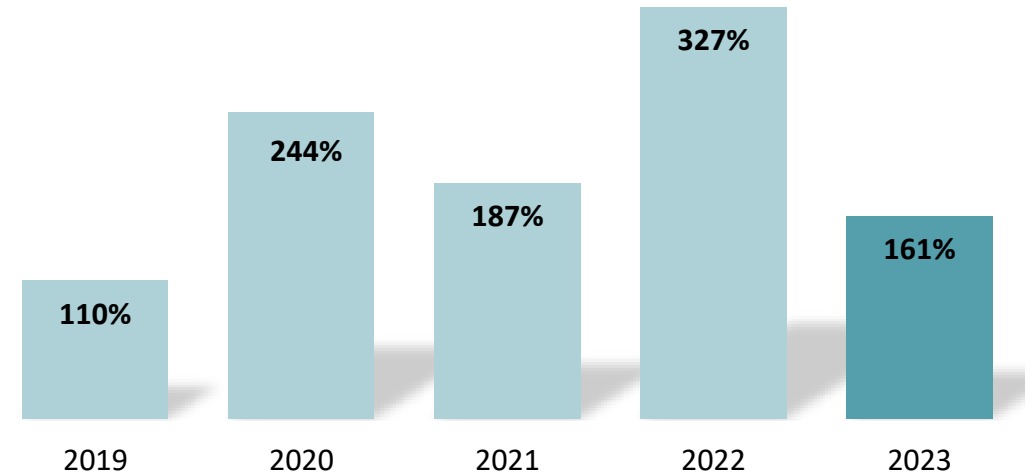
(HK\$mn)

Net Cash *



* Time deposits, cash and bank balances less bank borrowings

Total Liabilities to Equity Ratio ^



^ The total liabilities to equity ratio as at 31 Dec 2023, 2022, 2021 and 2020 were subject to the impact arising from the adoption of the Hong Kong Financial Reporting Standards ("HKFRS") 16, Leases

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International Footprint

	<i>At 31 Dec</i>	
	2023	2022
A) Directly managed stores	168	212
B) Export franchised stores	351	347
Total	519	559

519 stores (At 31 Dec 2022: 559) in 16 countries and regions

	<i>At 31 Dec</i>	
A) Directly managed stores	2023	2022
Hong Kong SAR and Macau SAR	30	26
Mainland China	122	171
Singapore	16	15
Sub-total	168	212

	<i>At 31 Dec</i>	
B) Export franchised stores	2023	2022
Bangladesh	1	1
Brunei	1	1
Czech Republic	-	1
India	239	249
Laos	-	1
Middle East*	7	7
Myanmar	14	-
Nepal	4	1
Reunion Island	2	2
Romania	-	3
Rwanda	1	1
Taiwan region	4	1
Thailand	78	79
Sub-total	351	347

* The Middle East includes Armenia, Jordan, Palestine and UAE

Outlook

- In mainland China, the Group is focusing our resources on rebranding of “bossini.X”, conducting optimisation and adjustment in brand positioning, product development, pricing system, and sales channels. By making professional cycling the core of the product design and using professional sports technology materials, the development of sports outerwear and light outdoor apparel and footwear products that are easy to wear, clean up and be paired with, will attract a wider audience of energetic young consumers. The newly positioned products are expected to be fully launched on the market in the second half of 2024
- In Hong Kong SAR and Macau SAR, the Group will continue to optimise the sales network to increase the sales points of the “bossini.X” brand through appropriate channels to increase its exposure and achieve gradual brand integration between “bossini” and “bossini.X”

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