



Convenience Retail Asia Limited 2012 Interim Results Announcement

6 August 2012

Agenda

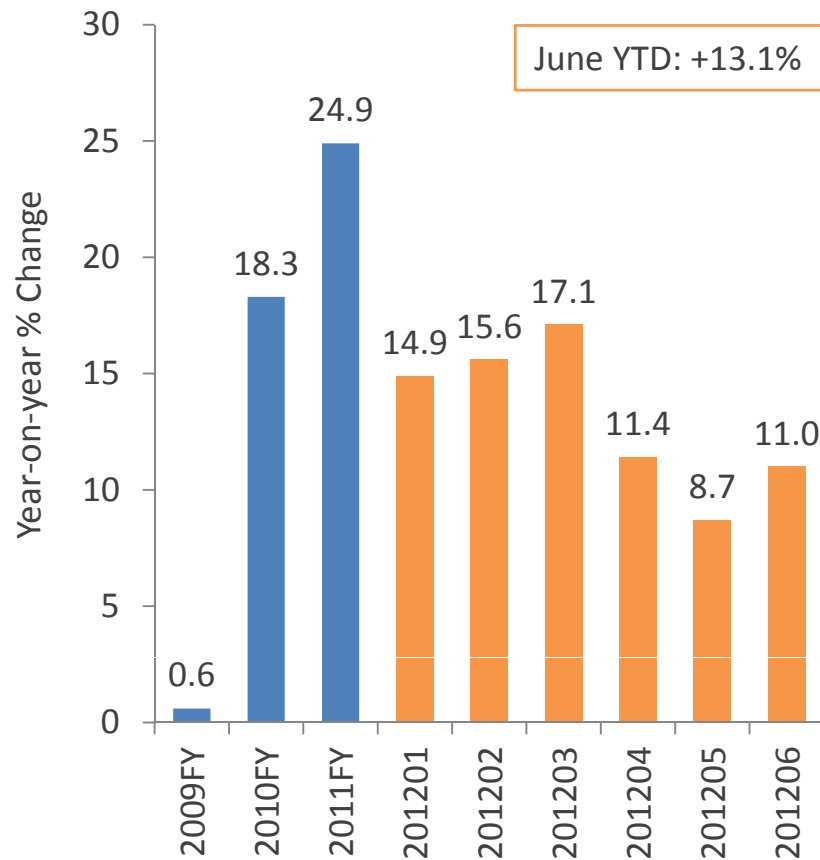
- Hong Kong & China Retail Markets Key Highlight
- 1H 2012 Financial Results Highlight
- 2012 Update & Outlook
- Questions & Answers

Hong Kong & China Retail Markets

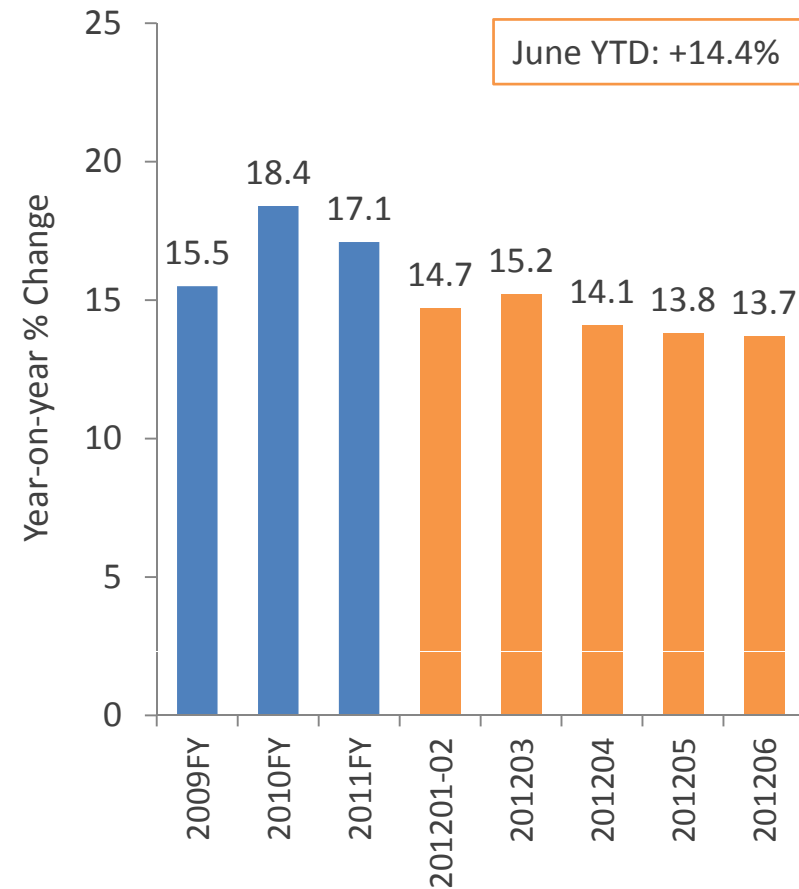
Key Highlight

Overall Retail Spending Definitely Softening

Hong Kong Total Retail Sales Value



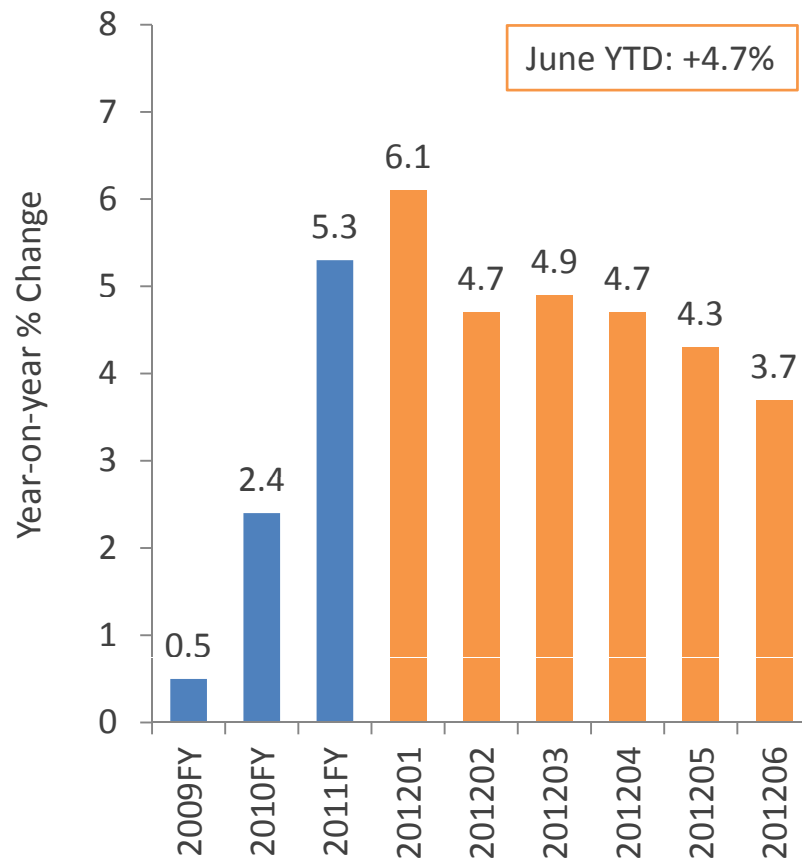
China Total Retail Sales Value



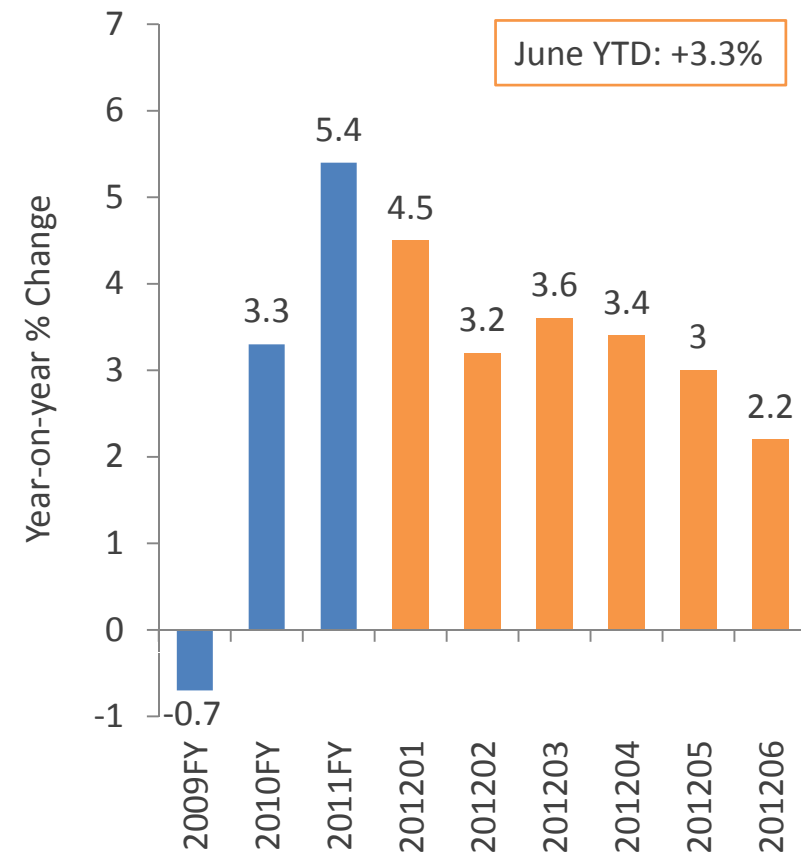
Sources: Census and Statistics Department HKSAR; National Bureau of Statistics of China

Overall Inflation Dropping Down

Hong Kong CPI



China CPI



Yet Rental and Labour Cost Still Escalating

1H 2012 Actual

Hong Kong Rental Increase

23% - 26%

Hong Kong Labour Cost Increase

10%

Guangzhou Rental Increase

23% - 168%

Guangzhou Labour Cost Increase

18%

Hong Kong Market New Products & Promotions



Pook-a-Looz
為您的生日送上至Cute禮物
2012 Pook-a-Looz 高清版 Happy Cup

凡惠顧聖安娜1磅或以上生日蛋糕或生日蛋糕券，即可獲贈2012 Pook-a-Looz 高清版Happy Cup及聖安娜\$10現金優惠券

凡惠顧聖安娜1磅或以上生日蛋糕或生日蛋糕券，即可獲贈2012 Pook-a-Looz 高清版Happy Cup及聖安娜\$10現金優惠券

品質·就是聖安娜蛋糕

品味·至尊
聖安娜賀年禮品

金裝賀年禮品

恒生信用卡客戶
尊享三重賀年禮品優惠

優惠一 賀年禮品低至7折優惠
優惠二 惠顧Cash Orders 滿額送禮品，可疊至\$450優惠
優惠三 滿額滿 \$500 元以上，\$10 Cash Order 即可疊送20張

禮品名稱	原價	現金價	現金價
金裝賀年禮品	\$240	\$199	—
金裝賀年禮品	\$300	\$167.5	—
金裝賀年禮品	\$200	\$172.5	—
金裝賀年禮品	\$400	\$312	—
金裝賀年禮品	\$400	\$312	—
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品質·就是聖安娜

聖安娜祝你花開富貴吉星照

花開富貴 (煙燻芝士包)
吉星拱照 (甜薯包)

Happy Valentine's Day

永恆玫瑰心
平日只售\$189 半打裝
比\$189 \$155 半打裝 半打裝 半打裝

\$189/個 中環皇后大道中聖安娜餅屋
中環皇后大道中聖安娜餅屋 25,000-1 + HK\$28

DIY 愛你7分
\$109起 中環皇后大道中聖安娜餅屋
\$109起 中環皇后大道中聖安娜餅屋

品質·就是聖安娜

品味·五星級
比利時朱古力蛋糕

Belgian Banana 75°

Belgian 75°及55°朱古力蛋糕

送您\$50 現金優惠券

品質·就是聖安娜

Southern China Market New Products & Promotions



OK便利店

盛夏冻饮 总动员

单笔消费满10元 送10元优惠券

雪顶系列 加冰冰沙 果汁系列

OK便利店CircleK

VIP

首次网上登记 (或补录会员资料)

奖励20积分

会员注册/积分查询, 请访问 www.circlek.cn

Vip 尊贵会员卡 隆重登场

积分兑换礼品 消费积分回馈 生日“有礼” 专享会员优惠

品味就是圣安娜

我在OK说爱你

心意征集 爱的宣言

OK旗舰店地址: 广州市天河区体育东路116-118号财富广场1层102-1单元

《爱的宣言》发布贴士

1. 凡上传发布《爱的宣言》的顾客, 请自行承担和委托 OK 便利店 发布的消息之合法性、准确性及所造成影响的等因引起的一切争议和法律责任, 发布内容中只可使用昵称, 不得使用真实姓名;
2. 文件上传网址: www.circlek.cn
3. 请以收单枪或收银系统所显示之验证码, 作为文件名称 (即: 123456-3P0);
4. 文件命名: 宽2000*高1500像素, 格式:jpg/png, 300dpi;
5. 活动期为即日起至2012年2月22日, 每天16:00起, 上传当天次日00:00-23:00于 OK 便利店 旗舰店 (体育东路财富广场) 门口电子屏幕播放, 播放期限以上为限, 利亚华零售制品有限公司有权视实际情况调整或延长播放期;
6. **好易好** (经销商) 作为本活动之指定媒体, 将负责提供具代表意义的爱的宣言电子以刊登。

母亲节快乐

九折

预定母亲节蛋糕

鲜果蛋糕 118元/款起
慕斯蛋糕 DIY 138元/款起
爱心蛋糕 158元/款起
爱心蛋糕 198元/款起

品味就是圣安娜

Other Highlight

- Saint Honore Guangzhou Flagship Store Grand Opening Ceremony on 29 June 2012, Fortune Plaza



Other Highlight



Service Category Leader of CVS Category
by HKRMA

- Nov 2011 – Jan 2012
- March 2012 – May 2012



Smiling Services Enterprises Award
by HK Mystery Shoppers Association
2011-2012



Manpower Developer 1st
by Employees Retaining Board
2012/2014



Caring Company Logo
by HKCSS

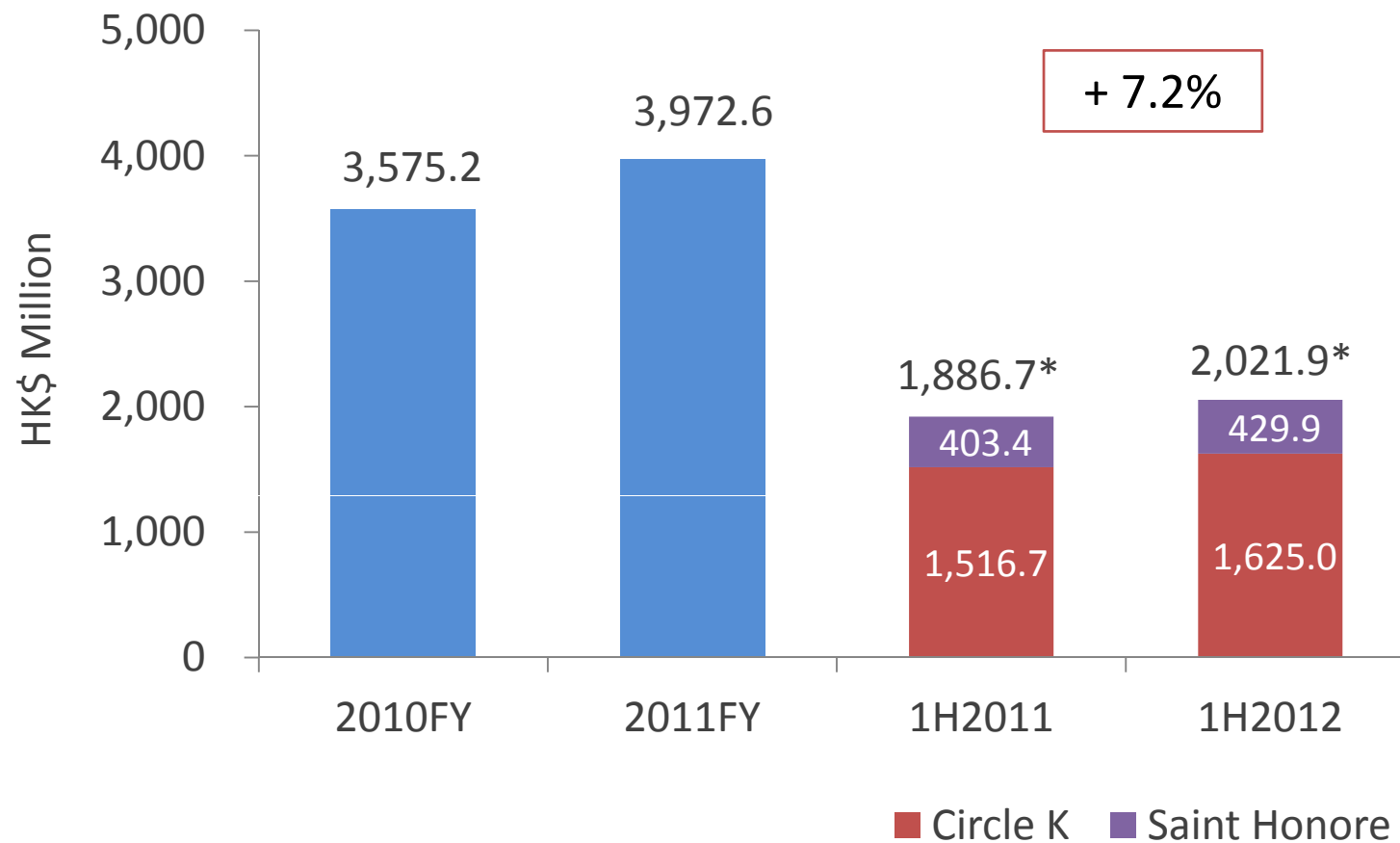
- Circle K since 2003
- Saint Honore 2009-2012

1H 2012 Financial Results Highlight

Number of Stores

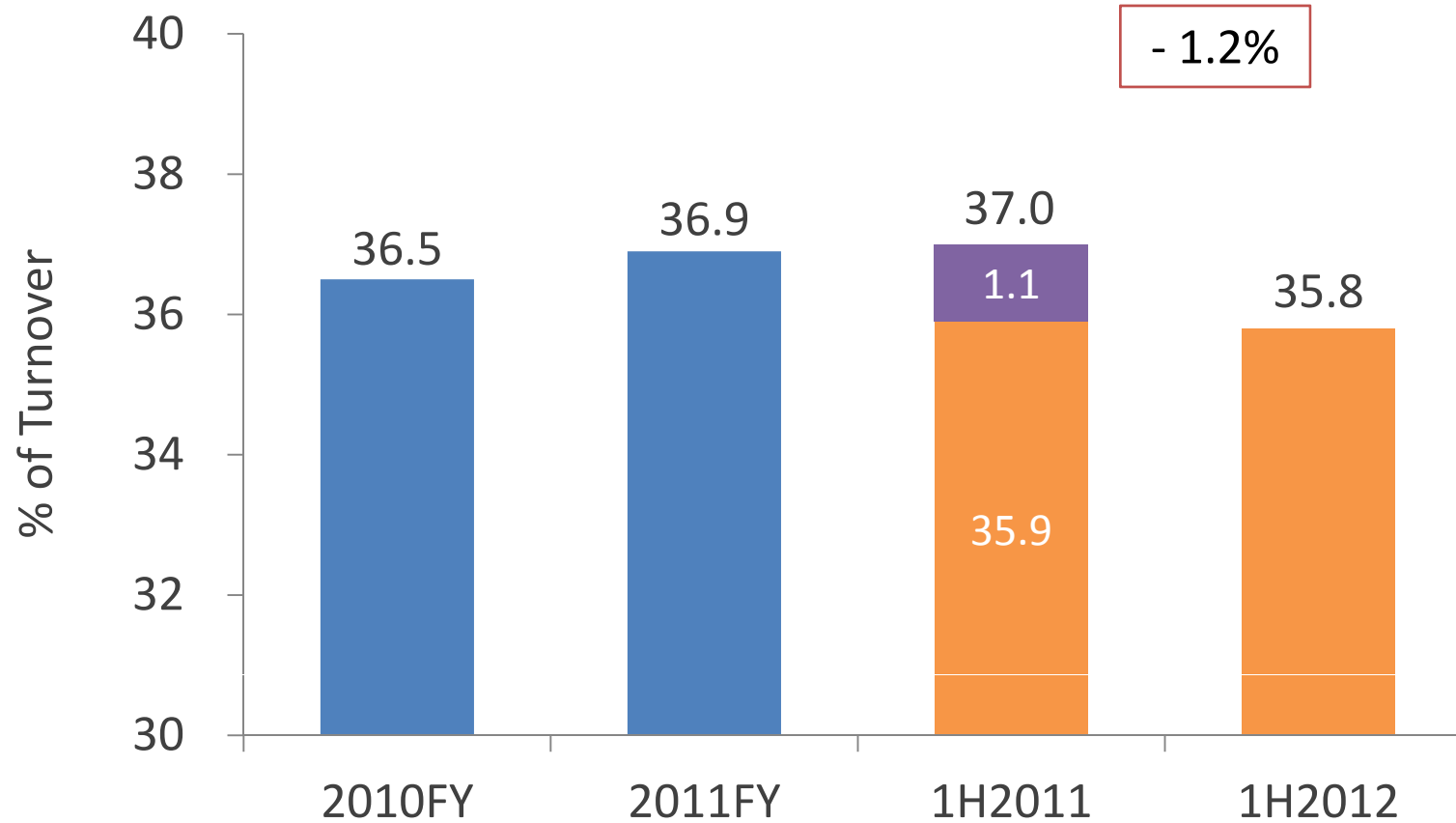
	End of 2011	Opened	Closed	End of 1H2012
Circle K Hong Kong	324	15	(8)	331
Circle K Southern China	66	7	(3)	70
■ <i>Guangzhou (owned)</i>	59	5	(3)	61
■ <i>Guangzhou (franchised)</i>	6	2	-	8
■ <i>Shenzhen</i>	1	-	-	1
Circle K Macau (franchised)	22	2	(2)	22
Circle K Zhuhai (franchised)	13	-	-	13
Saint Honore HK & Macau	98	4	(4)	98
Saint Honore Southern China	20	6	(3)	23
CRA Group Total	543	34	(20)	557

Group Turnover



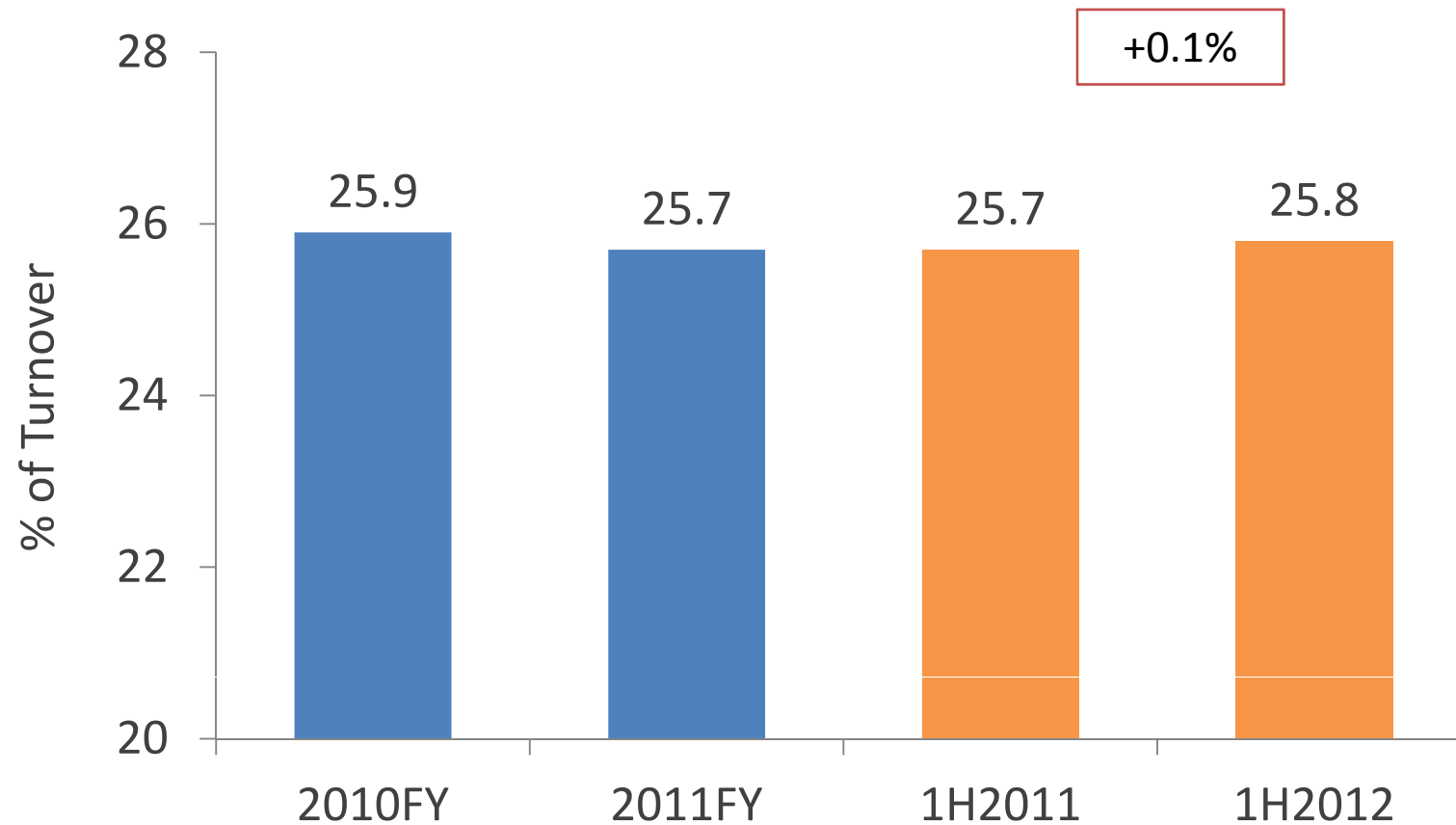
* Less inter-group sales: HK\$33.4M in 1H 2011 & HK\$33M in 1H 2012

Gross Profit & Other Income

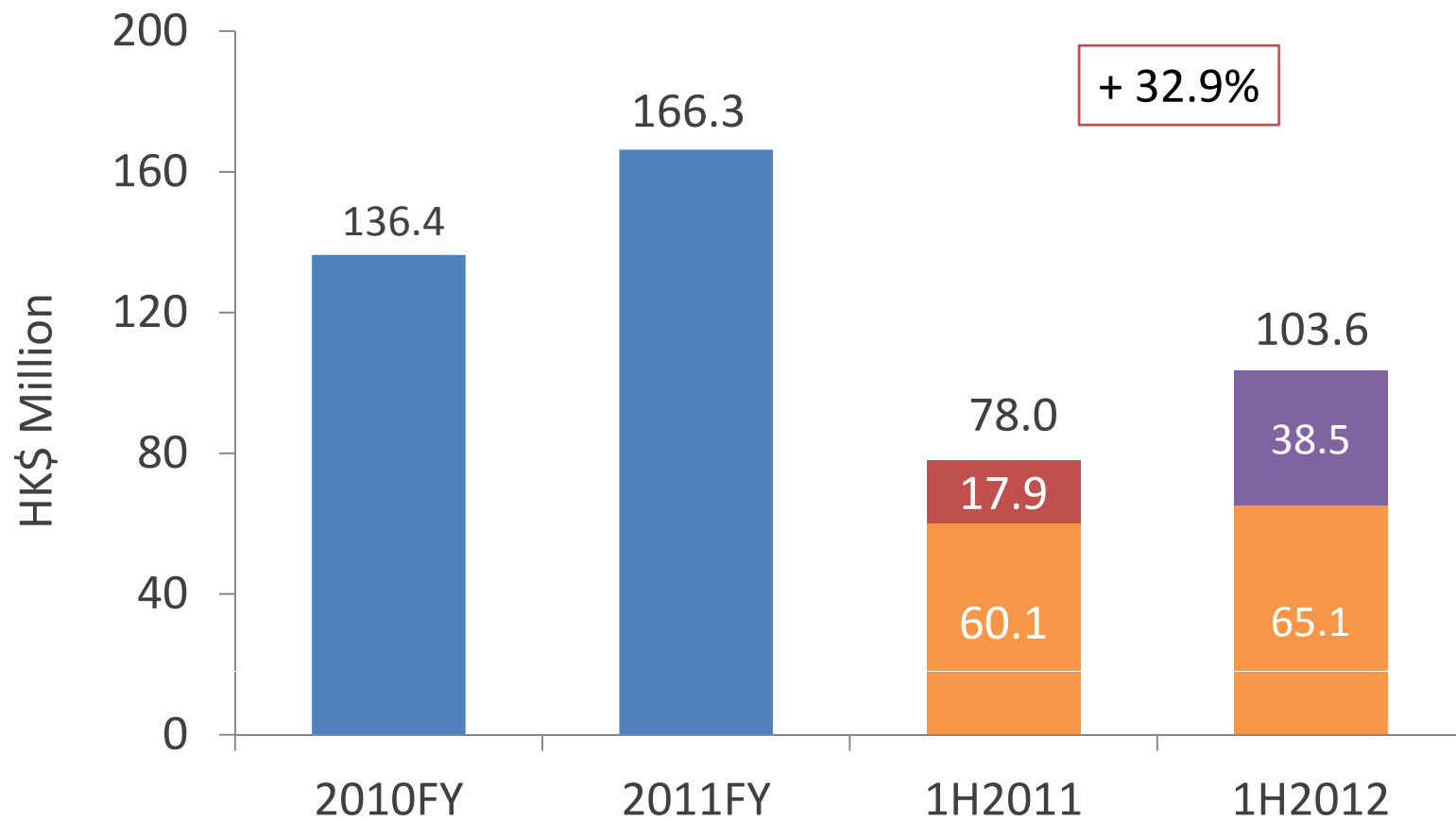




 Cigarette one-off gain

Group Store Operating Expenses



Group Net Profit

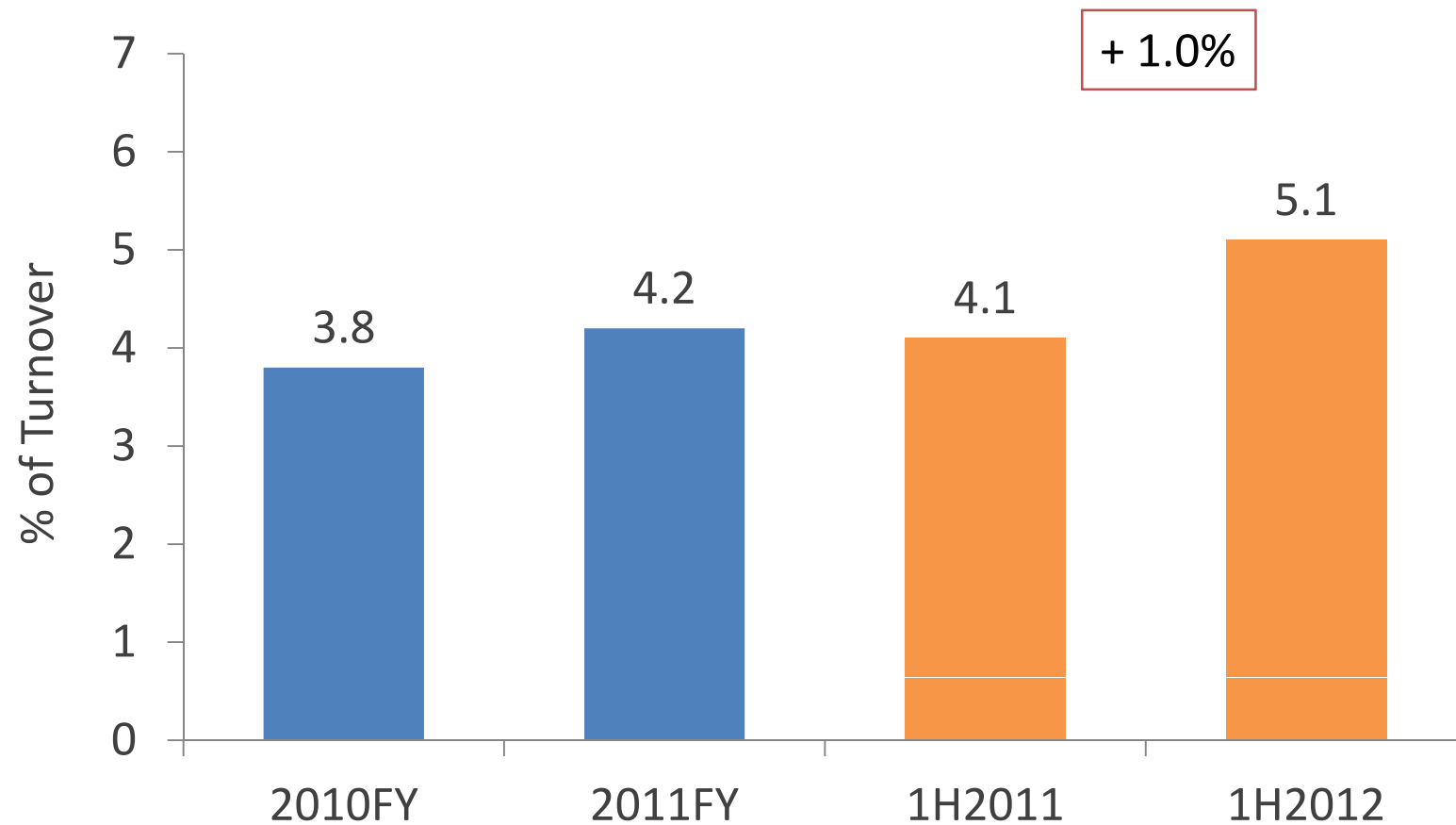


 *One-off cigarette gain*
 *Property disposal gain*

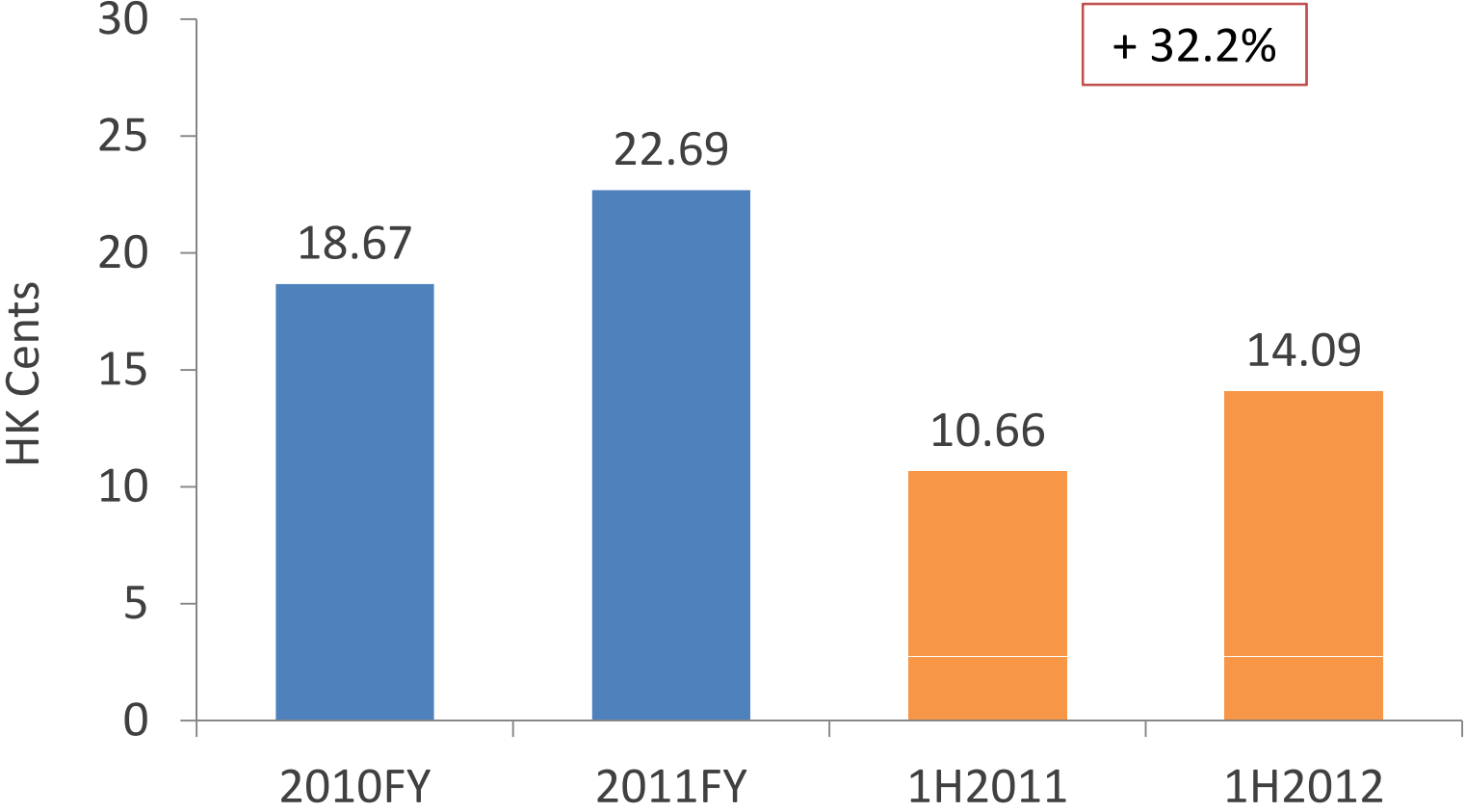
Net Profit Breakdown by Market

<i>(HK\$ Million)</i>	1H2011	1H2012	Change
Hong Kong & Macau Markets	88.6	113.2	+27.8%
China Market	(10.6)	(9.6)	+9.5%
CRA Group Total	78.0	103.6	+32.9%

Net Profit as % of Turnover



Basic Earnings Per Share



1st Half 2012 Financial Results Highlight

	1H2011	1H2012	Change
Number of Stores	539	557	+18 stores
Group Turnover (<i>HK\$M</i>)	1,886.7	2,021.9	+7.2%
Group Net Profit (<i>HK\$M</i>)	78.0	103.6	+32.9%
Net Profit as % of Turnover	4.1	5.1	+1.0%
Basic Earnings Per Share (<i>HK cents</i>)	10.66	14.09	+32.2%
Dividends			
■ Interim Dividend (<i>HK cents</i>)	3.8	3.8	
■ Special Dividend (<i>HK cents</i>)	-	5.2	

2012 Update & Outlook

2012 Update & Outlook

- European sovereign debt crisis to drag on while U.S. economy continues the slow growth
- Hong Kong overall retail sales down to single-digit growth
- China retail sales increase also slowing down
- Rental cost peaking but lease renewal still in unreasonable range
- New products, strong promotions and tight control of operating expenses
- Comparable store sales still positive

1H 2012 Results - To Conclude

- Tough 1st Half 2012
- Even tougher 2nd Half 2012
- Just controlling expenses not enough
- Prudent in opening new stores in Hong Kong market
- Aggressively re-inventing our business model, “Always Something New” customer experience and improving competitive advantage are ***critical***

Thank You!
