



Convenience Retail Asia Limited 2016 Interim Results Announcement

11 August 2016



Circle K



聖安娜餅屋



指 FINGER
點 SHOPPING

Agenda

- Hong Kong & China Retail Markets Key Highlight
- 2016 First Half Financial Results Highlight
- 2016 Update & Outlook
- Question & Answer

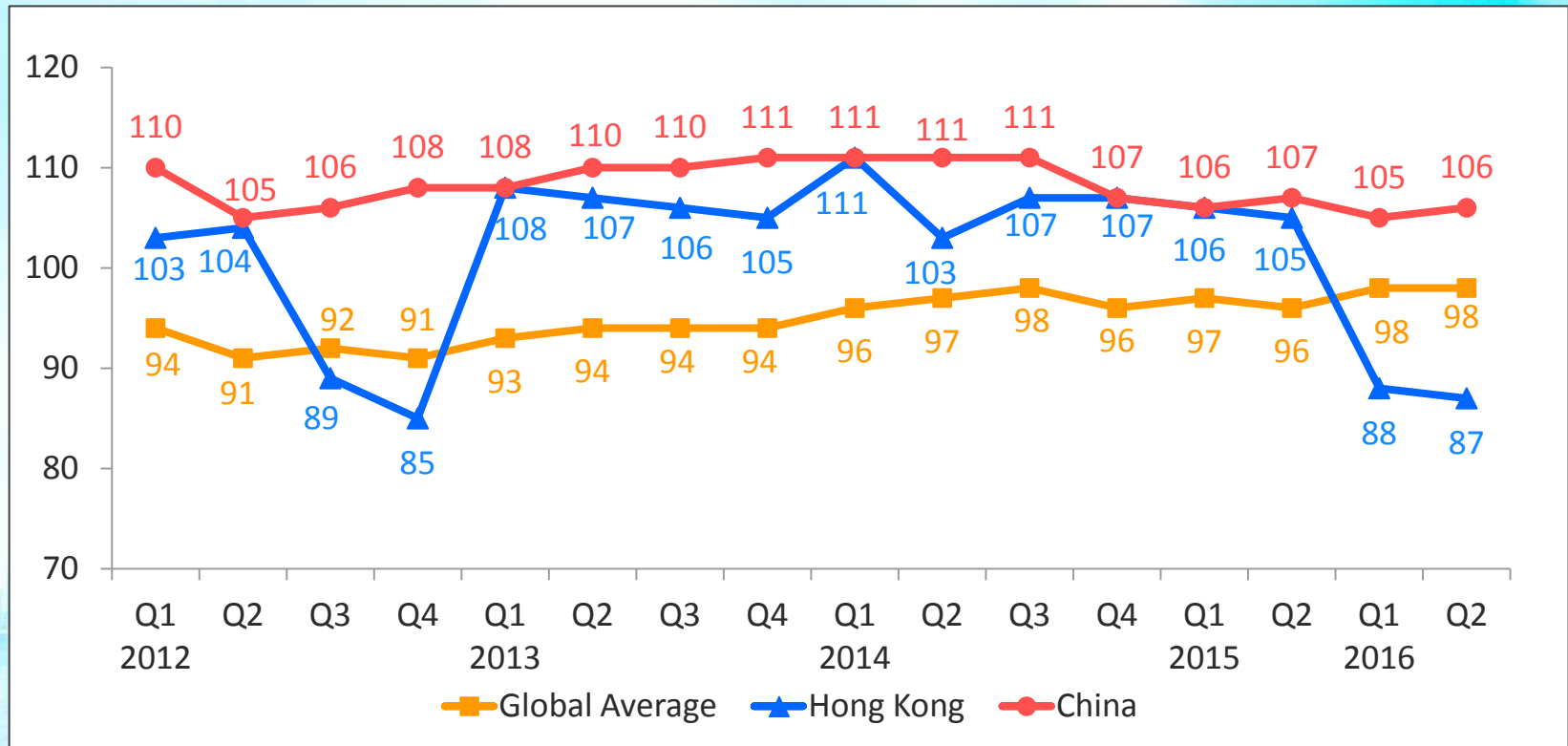




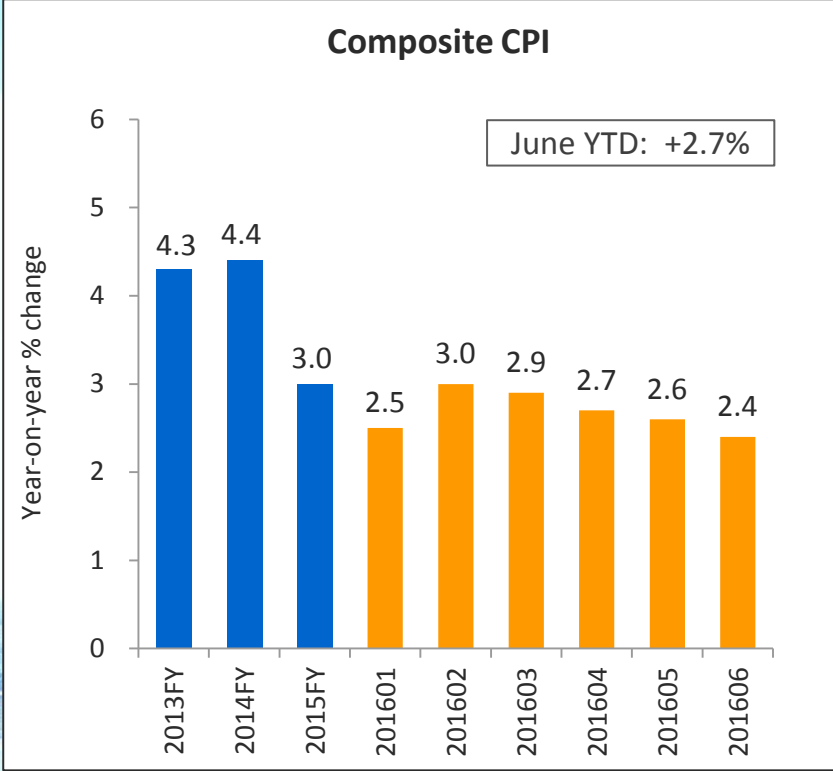
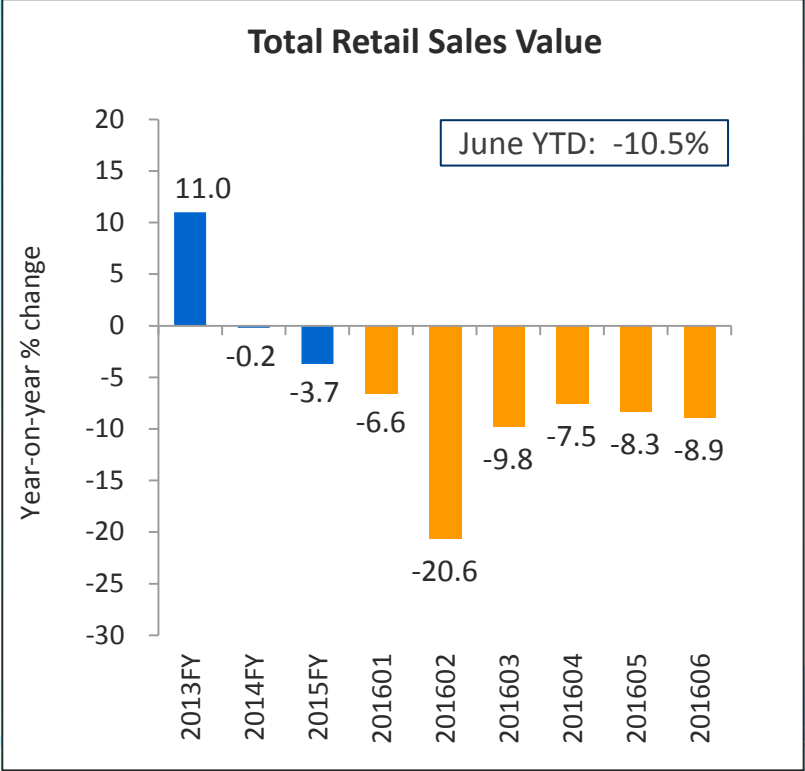
HONG KONG & CHINA RETAIL MARKETS KEY HIGHLIGHT

Consumer Confidence Index

- Consumers remained conservative on job prospects, personal finance and spending intentions for next 6 months

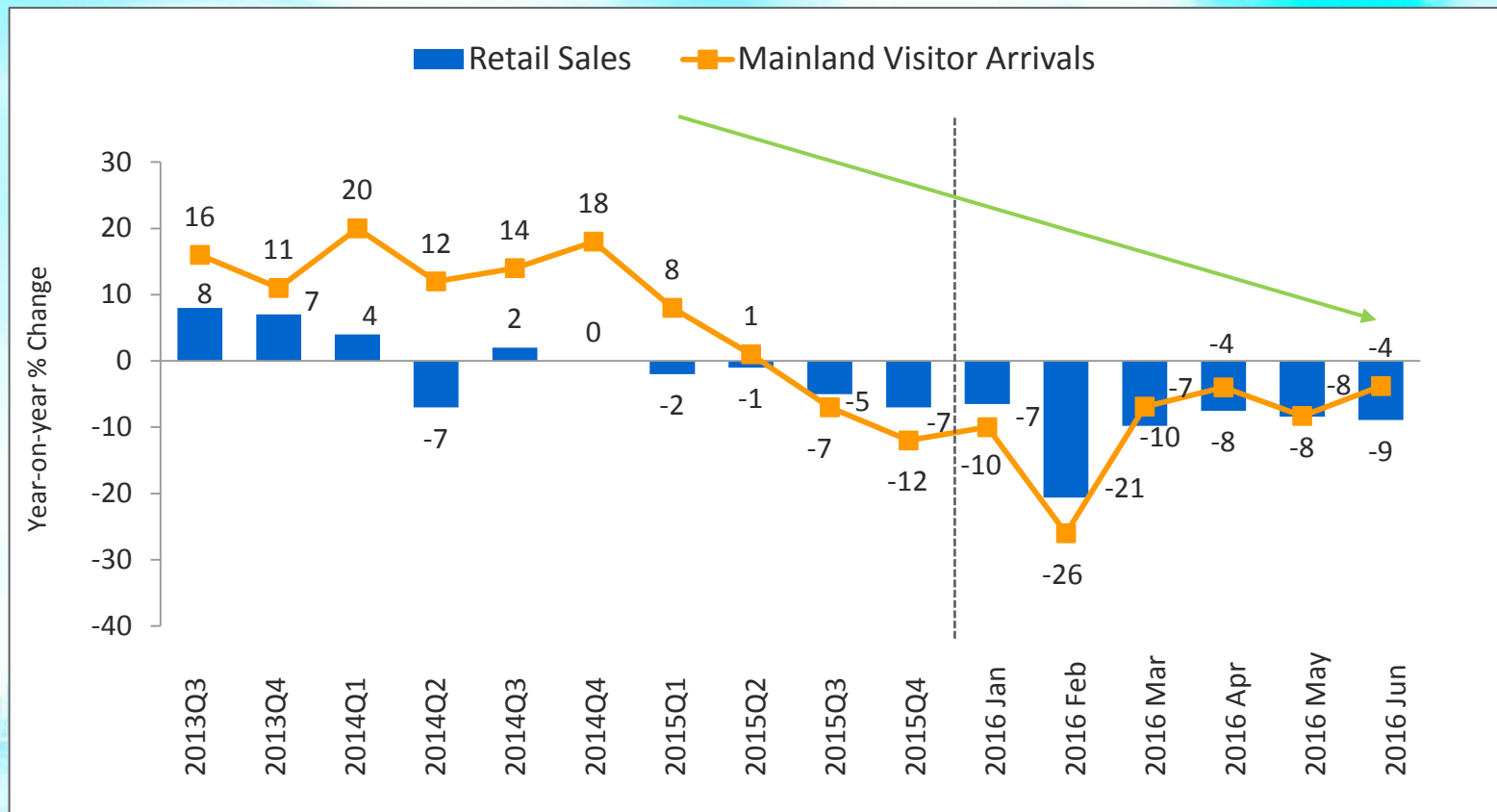


Hong Kong Retail Market



Source: Census and Statistics Department HKSAR

Retail Sales & Mainland Visitor Arrivals



Hong Kong Retail Market

China Daily 3/8/2016

HK retail sales see steepest 17-year dive

Industry pundits remain downbeat after H1 sales tumble 10.5% amid drop in visitors, Brexit woes

By LIN WENHUI in Hong Kong
 Retail sales in Hong Kong fell 10.5% in the first half of 2016 registered the biggest drop in 17 years, as mainland visitors continued to stay away and local consumer sentiment weakened amid challenging global conditions.

8.9 percent

change in the value of Hong Kong's total retail sales in June from a year ago

According to the latest figures from the Census and Statistics Department released on Tuesday, the value of total retail sales fell for the 30th successive month in June - decreasing by 8.9 percent to \$11.7 billion compared with the same period in 2015 and worse than May's dip of 6.4 percent.

The accumulating drop in the first half of 2016 hit 10.5 percent, putting it worst performance since 1999. Retail sales plummeted 19.1 percent in the first six months of 2016.

A 37.2 percent, year-on-year increase in the value of sales of miscellaneous consumer goods in June - decreasing by 8.9 percent to \$11.7 billion compared with the same period in 2015 and worse than May's dip of 6.4 percent.

Market experts, however, were not impressed by the increase in retail sales in the second quarter compared to the first quarter.

The second quarter of the underlying picture remains weak with falling consumer durable goods reflecting a lack of consumer confidence and a slowing global economy pointing to soft demand for Hong Kong's exports.

The bank also expressed concern over the shockwaves from Britain's decision to leave the European Union. "The uncertainties created by Brexit may make Hong Kong businesses and households cautious about investment and consumption, which have already dinged private consumption expenditure's annual growth to 0.7 percent in the first quarter," the report said.

Looking ahead, the government spokesman believed that the use-term retail sales performance will still depend on the value of total retail sales, which is expected to grow 2.8 percent in the second quarter over the preceding quarter, while the volume of total retail sales increased by 1.9 percent.

Market experts, however, were not impressed by the increase in retail sales in the second quarter compared to the first quarter.

Hong Sang Bank said it expects the SAR's economic

Ming Pao Daily News 2/8/2016

利福國際發盈警 半年純利料跌五成

【明報專訊】經營SOGO百貨的利福國際(1212)非收市後發盈警，預期截至今年6月底止上半年，純利將較去年同期減少約50%，主要由於期內投資收入錄得虧損、融資成本上升、經濟增長放緩，令零售業務的銷售收入及溢利有所下降等因素所致。

利福國際表示，今年上半年金融資產及銀行存款的投資收入，較去年同期大幅減少約4.45億元。

由於期內金融市場情況趨不明，導致集團錄得金融資產公平價值變動的未實現虧損，期內投資收入虧損約1.86億元，去年同期則錄得2.59億元收益。

投資收入大減近4.5億元

此外，由於經濟增長放緩及消費者信心疲弱，集團期內零售業務銷售收入及溢利雙雙下降，應佔零售公司業績亦同樣下滑。

此外，以合組形式上市的利福中國(2136)15日掛牌上市，令集團產生一次過的上市淨公司業績受壓。

利福國際昨日收市升0.18%，報10.96元，中國跌近4%，報1.49元。連同利(2183)的利福系個股，將於本月底15日至今今年6月底止中期業績。

Sing Tao Daily News 30/7/2016

阿信屋母企蝕3000萬不派息

阿信屋母企零售市面，日趨弱勢跟跌，減價又出招，全年業績見紅。以日本零售起家的阿信屋，就經營亦瀕危不止。母公司CEC國際(759)公布截至4月底止全年盈虧報，蝕3000萬元，不派息(去年賺2771萬元)。公司計畫未來以銀不油填補虧損，加增糧食類別銷售。

阿信屋全年業績轉虧，主要是由於日圓匯率於今年年初出現急劇波動，導致零售業務淨收入由2015年的2850萬日元，轉為今年首三個月錄得虧損460萬日元。阿信屋去年首三個月淨收入為1.91億元，去年同期為2.01億元。

去年年度收益為1079萬元，集團儲備金則由去年末的1.29億元，增加至今年末的1.37億元。零售業務淨收入則由去年末的2.01億元，增加至今年末的2.01億元。

未來增食米進口

以銷售金米業務，佔集團比重的近兩成，但比例由去年49%降至39%。零售業務淨收入則由去年末的2.01億元，增加至今年末的2.01億元。

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Sing Tao Daily News 2/6/2016

訪港旅客跌 翠華發盈警

本港經濟不景氣，不尋常低通脹率，加上內地遊客減少，令翠華集團去年首三個月，錄得虧損。翠華集團昨日發盈警，預期2016年度溢利將較去年同期有所下降。

翠華集團表示，去年首三個月，零售業務淨收入錄得虧損，主要由於期內訪港旅客減少，令零售業務的銷售收入及溢利有所減少。

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Apple Daily News 9/6/2016

六福盈警料少賺45%

【本報訊】珠寶鐘錶業龍頭六福珠寶，受訪港內地旅客減少、港元匯勢雙重打擊，六福(590)昨日發盈警，預料截至3月底止，全年純利按年下跌35%至45%，主要受內地旅客消費意欲減弱、毛利率下降等影響。

六福收市後發盈警，表示由於港元兌人民幣匯率轉強，加上內地經濟放緩，及受自由行政策調整等影響，削弱內地旅客消費意欲，導致公司去年度收入減少。六福亦指，期內珠寶首飾產品毛利率錄得6.5%，表現較上季增長6.2%。

Apple Daily News 19/7/2016

莎莎收入跌幅收窄至6%

【本報訊】莎莎(178)昨公佈截至6月底的首季營運數據，期內營業額仍然下跌，按年跌5.7%，但跌幅已較對上一季(即今年1月至3月)時跌15.1%有所收窄。

莎莎首季香港及澳門業務，營業額錄得13.8億元，按年減少5.4%；同店銷售跌幅亦有所收窄，按年下跌4.8%；對上一季則大跌17.6%；交易宗數則按年微升0.6%，每宗交易金額315元。按年

中國客減少 睇人流開店 周大福旺區關八店 攻中檔珠寶渡難關

自2014年開始，本港零售業經歷黃金十年，但近年中國自由行旅客減少，零售業面臨嚴峻挑戰。周大福珠寶集團，亦面臨中國客減少、睇人流開店等問題。

周大福珠寶集團，亦面臨中國客減少、睇人流開店等問題。周大福珠寶集團，亦面臨中國客減少、睇人流開店等問題。



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Sing Tao Daily News 19/7/2016

Re-inventing Strategy Lifting Customer Experience



Circle K x Gudetama

至梳乎生活至基

梳乎蛋系列產品

- 梳乎蛋系列產品 \$24.9
- 梳乎蛋系列產品 \$8.9
- 梳乎蛋系列產品 \$54.9
- 梳乎蛋系列產品 \$39.9
- 梳乎蛋系列產品 \$24.9
- 梳乎蛋系列產品 \$17.9
- 梳乎蛋系列產品 \$18.9
- 梳乎蛋系列產品 \$29.9
- 梳乎蛋系列產品 \$33.9
- 梳乎蛋系列產品 \$13.9
- 梳乎蛋系列產品 \$29.9
- 梳乎蛋系列產品 \$12.9
- 梳乎蛋系列產品 \$21.9

敢創敢試

敢試新人類 激選

梳乎辦公室

Circle K x Gudetama

HEA KIT

開心 Level Up

冒險回魂小隊員

- HEA KIT (全新力作) 梳乎蛋系列 HEA 熟蛋帶肉 HEA \$24.9
- 蛋蛋蛋 (梳乎蛋系列) 梳乎蛋系列 \$13.9
- 蛋蛋蛋 (梳乎蛋系列) 梳乎蛋系列 \$17.9
- 蛋蛋蛋 (梳乎蛋系列) 梳乎蛋系列 \$24.9
- 蛋蛋蛋 (梳乎蛋系列) 梳乎蛋系列 \$29.9
- 蛋蛋蛋 (梳乎蛋系列) 梳乎蛋系列 \$33.9

梳乎辦公室系列 任何基蛋 + 5日揀 1個 (1年內揀最多辦公室產品, 揀時可再換OK Scan)

購物滿 \$100, 送OK Scan 1個, 憑1個OK Scan 可換, \$20, 有換成多辦公室產品一款, 數量有限, 先到先得, 每款揀完即止

Hello Middy 公仔狂潮

敢創敢試

OK 勁抽 3/3 > 16/3 14天

健康美麗 O2O大抽獎

有機會即中 Apple Watch Sport 42mm 總共 18份

大獎

FingerShopping.com 現金券 六千萬 總值

現金券 HKS 100 二獎 HKS 50

Tommylily 保潔 8,000份 Secret Key 手錶 3,000份 OK32 現金券 8,000份 MUA 大空堂片 5,000份 日本 LION 獅王牙膏 1,000份 OK35 現金券 8,000份 Anie & Why 美潔牙膏 3,000份 Hygiene 消毒噴霧 3,000份 Hello Kitty 手錶 3,000份

於OK便利店購物滿\$20或使用O2O網購便利服務 即可玩OK勁抽一次, 一按即知結果, 隨時隨地走運當獎品!

ONLINE OFFLINE

指 FINGER SHOPPING FingerShopping.com

敢創敢試

Steve Shop 網購達人

Re-inventing Strategy Lifting Customer Experience

日本直送 熊本縣草莓

聖安娜餅屋

贏の草莓蛋糕

日本直送 熊本縣草莓

精選日本熊本縣草莓，內含鮮奶，幼細蛋糕，氣味十足，送禮自用，皆宜。

日本直送 熊本縣草莓

日本直送 熊本縣草莓

澳洲車厘夢 \$168 (個)

聖安娜餅屋

澳洲車厘夢

A TASTE OF CHERRY

澳洲車厘夢 \$168 (個)

聖安娜餅屋 X Oryzalia 餅類 \$23

創新口味

月華印奇動蛋糕 \$128 (個)

月華印奇動餅 \$20 (個)

月華印奇動餅 \$20 (個)

聖安娜App 新會員招募

會員專享全年折扣及賺取eDollar!

可獲贈價值 \$80 現金券

“非會員”於2016年4月11日至5月31日成功登記「電子版聖安娜VIP優惠卡」，可獲贈*

*詳情請「聖安娜」或致電聖安娜VIP專線或至各分店查詢

*成功登記後將聖安娜APP登入會員帳戶，將收到電子優惠券，優惠券可與現金券、送禮券同時使用。

*網上訂購(僅或以上指定國家可寄)一區，還沒有贈送及此

共有更多會員禮遇，包括

全年折扣 賺取eDollar 生日優惠 電子優惠券 VIP優惠卡 會員積分兌換

聖安娜餅屋

聖安娜餅屋

MANGO 400

足400g 新鮮芒果

芒果400 精選400g菲律賓高果芒果，配以聖安娜高絲蛋糕，加上朱古力糖漿，唔啱重甜芒果鮮味享受!

聖安娜餅屋 X Rilakkuma

「輕鬆小熊」Big Face Tote Bag

惠顧滿\$22 即可換購

全新聖安娜禮品滿\$22，即可現金換購

\$22 換購「輕鬆小熊」(大款)1個

\$48 換購「小白熊」(小款)1個

豐味·細嗜

「聖安娜」周年禮品

【誠心禮券，送禮自用，皆宜】

【周年禮品，更有禮券】

聖安娜餅屋

聖安娜餅屋

豐足·共享

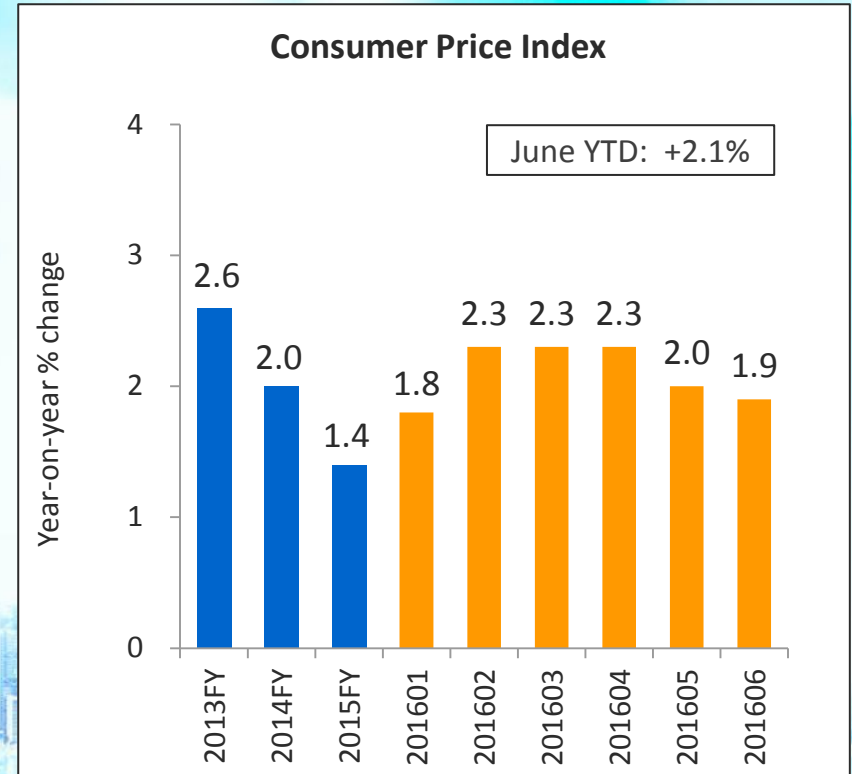
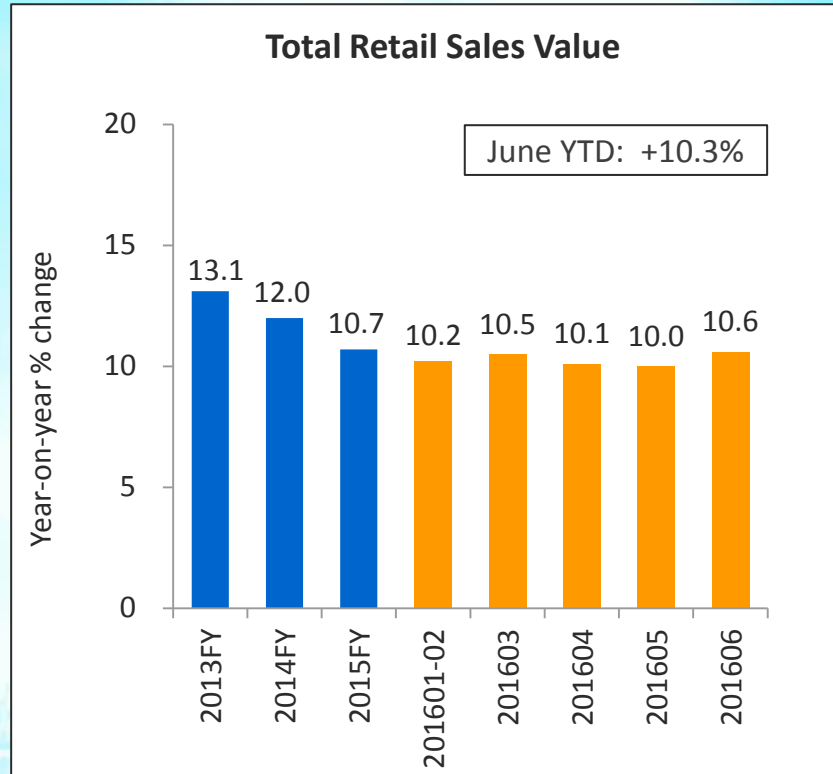
「聖安娜」周年禮品

【誠心禮券，送禮自用，皆宜】

【周年禮品，更有禮券】

聖安娜餅屋

China Retail Market



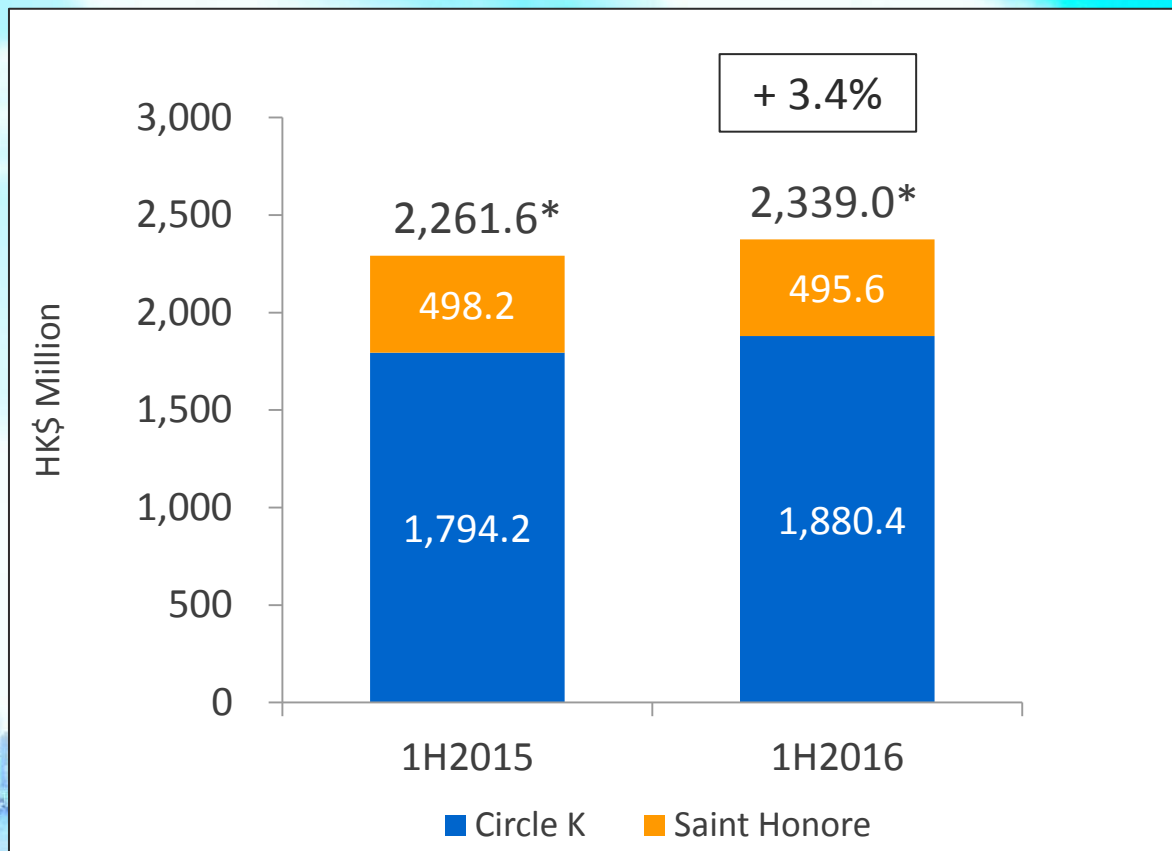
The background of the slide is a blue-tinted photograph of a city skyline, likely Hong Kong, viewed from across a body of water. The sky is filled with soft, white clouds. The text is centered in the upper half of the image.

2016 FIRST HALF FINANCIAL RESULTS HIGHLIGHT

Number of Stores

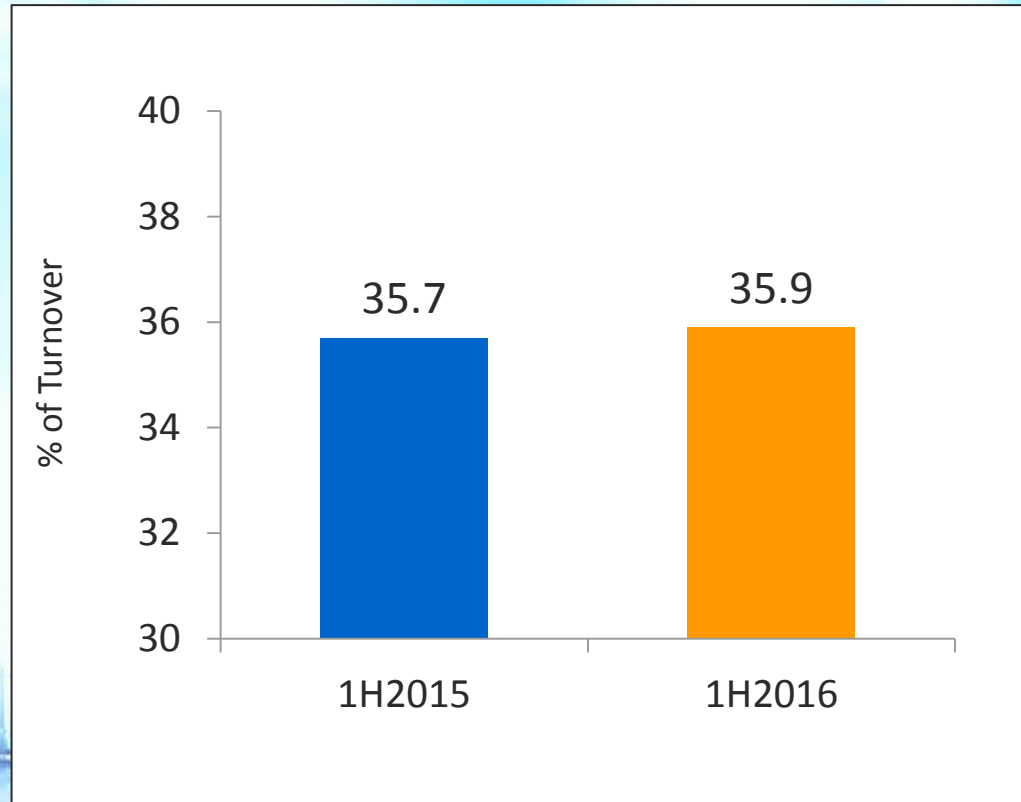
	1H2015	End of 2015	Opened	Closed	1H2016
Circle K Hong Kong	328	328	6	(10)	324
Circle K Guangzhou (<i>franchised</i>)	82	76	-	(4)	72
Circle K Macau (<i>franchised</i>)	26	27	2	(1)	28
Circle K Zhuhai (<i>franchised</i>)	14	18	1	(1)	18
Saint Honore HK & Macau	98	98	7	(2)	103
Saint Honore Southern China	43	41	3	(3)	41
CRA Group Total	591	588	19	(21)	586

Group Turnover

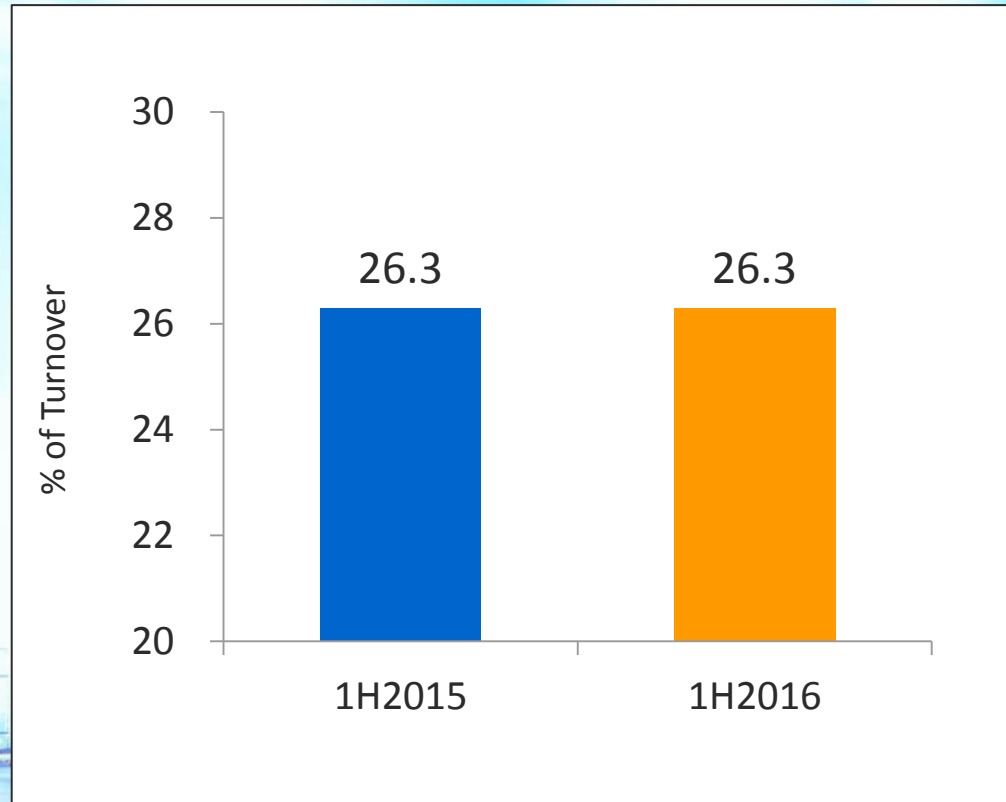


* Less inter-group sales: HK\$30.8M in 1H2015 and HK\$37.0M in 1H2016

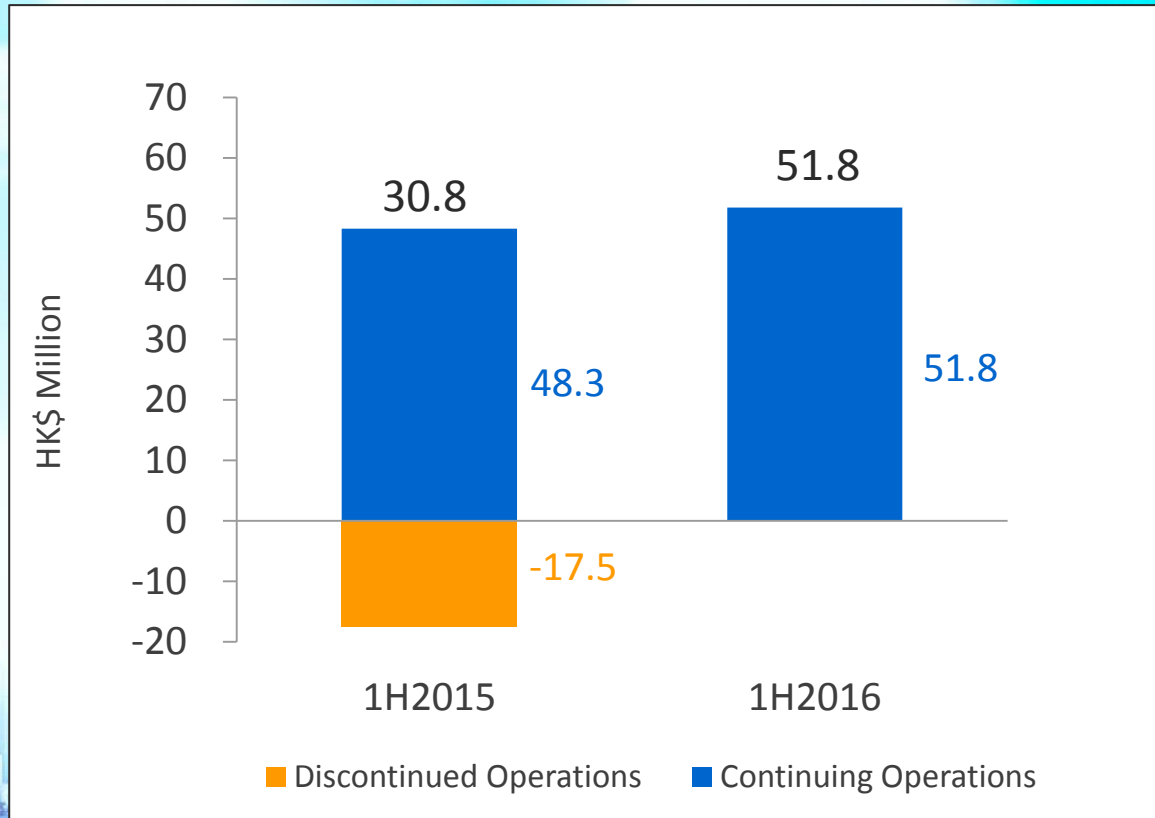
Gross Profit & Other Income



Group Store Operating Expenses



Group Net Profit

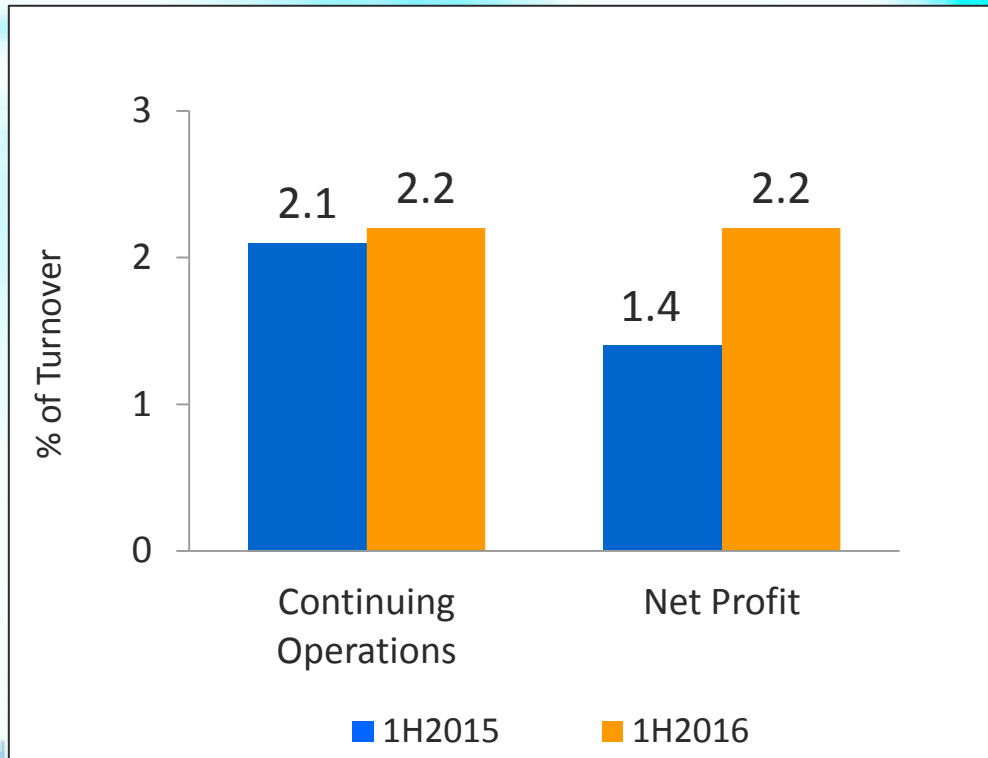


- Net Profit: +68.4%
- Continuing Operations: +7.2%

Net Profit by Market

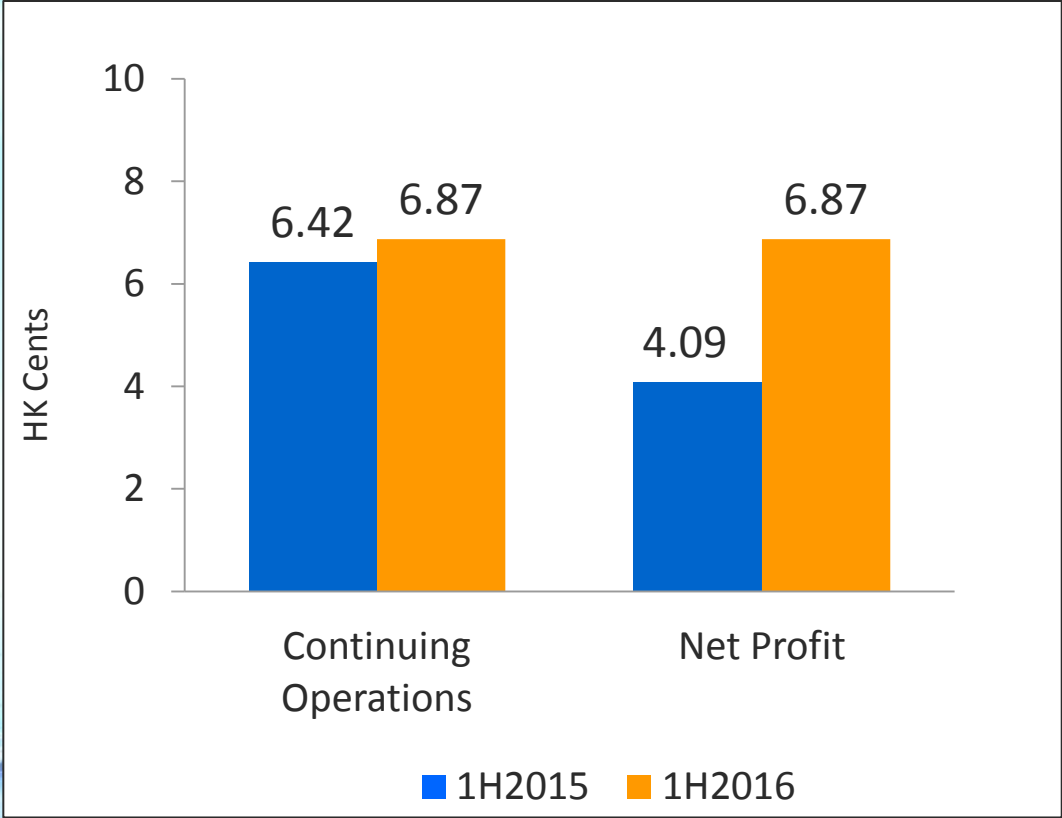
<i>(HK\$ Million)</i>	1H2015	1H2016	Change
Hong Kong & Macau Markets	66.0	66.2	0.4%
China Market	(7.8)	(4.0)	48.8%
FingerShopping	(9.9)	(10.4)	-5.6%
Discontinued Operations	(17.5)	-	N/A
CRA Group Net Profit	30.8	51.8	68.4%

Group Net Profit as % of Turnover



- Continuing Operations: +0.1%
- Net Profit: +0.8%

Basic Earnings Per Share



2016 First Half Financial Results Highlight

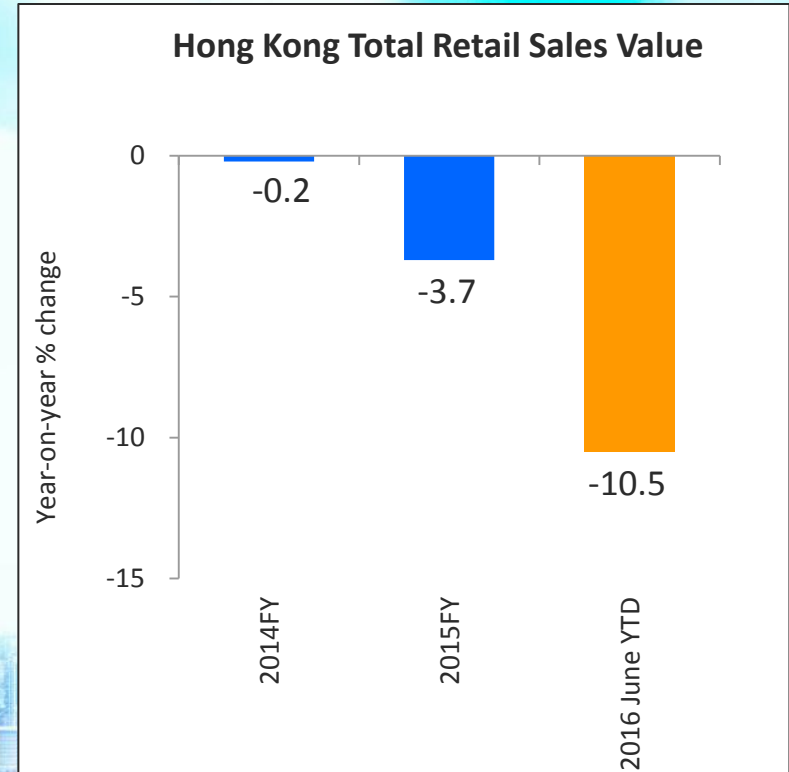
	1H2015	1H2016	Change
Number of Stores	591	586	-5 stores
Group Turnover (HK\$M)	2,261.2	2,339.0	+3.4%
Group Net Profit (HK\$M)	30.8	51.8	+68.4%
■ Continuing Operations	48.3	51.8	+7.2%
Net Profit as % of Turnover	+1.4%	+2.2%	+0.8%
■ Continuing Operations	+2.1%	+2.2%	+0.1%
Basic Earnings Per Share (HK cents)	4.09	6.87	+68.0%
■ Continuing Operations	6.42	6.87	+7.0%
Interim Dividends (HK cents)	3.1	3.5	+12.9%



2016 UPDATE & OUTLOOK

The Perfect Storm for Hong Kong Retailing

- Drop in Chinese tourist arrival and spending
- Local customer sentiment softening
- Discount / Sale continuing
- Operating expenses not dropping much
- Disruptions from online

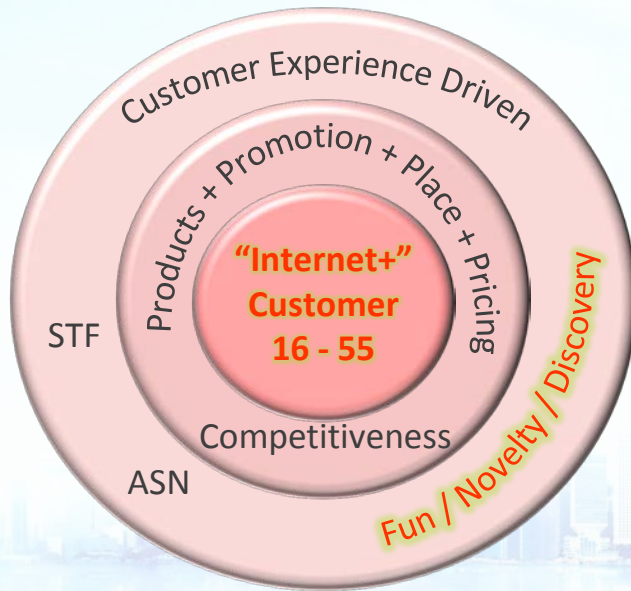


Source: Census and Statistics Department HKSAR

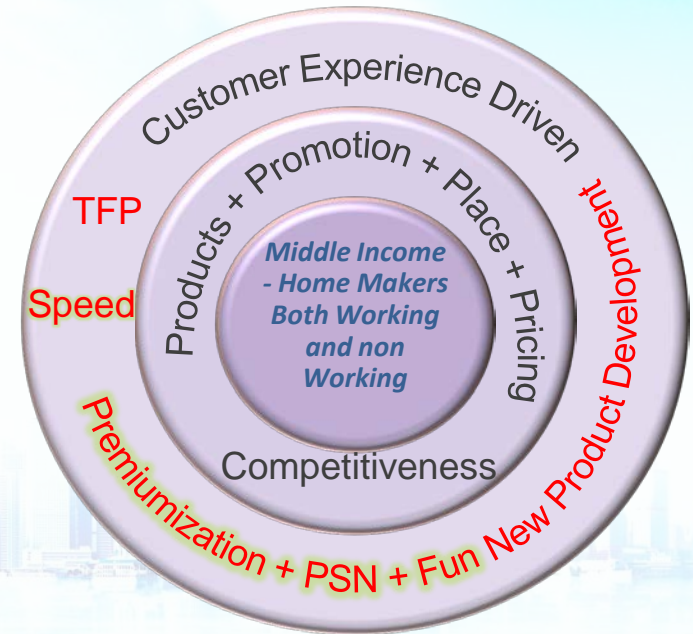
Reinventing Strategy to Drive Growth



Reinvent for "Internet+" Customer Experience
敢創敢試



Reinvent the Core



OK STAMP IT





齊齊印



至易賞 · 至易玩

買4送1

買4送1

買8送1



買4送1

買5送1

玩法:

- 1

下載
齊齊印
App


- 2

輸入八達通號碼
即賞迎新禮品!


- 3

拍卡
儲印.換賞





敢創敢試



儲e印仔

OK齊齊印 | ok stamp it

高齊印

拍卡

Tap



儲印.換賞

Earn eStamp.
Redeem Rewards

買4送1

1 2 3 4

買3送1

1 2 3

買4送1

1 2 3 4

買8送1

1 2 3 4
5 6 7 8

買4送1

1 2 3 4

買8送1

1 2 3 4
5 6 7 8

買3送1

1 2 3

買4送1

1 2 3 4

買3送1

1 2 3

買4送1

1 2 3 4

買8送1

1 2 3 4
5 6 7 8

買4送1

1 2 3 4

買3送1

1 2 3

買4送1

1 2 3 4

買8送1

1 2 3 4
5 6 7 8

買4送1

1 2 3 4

買3送1

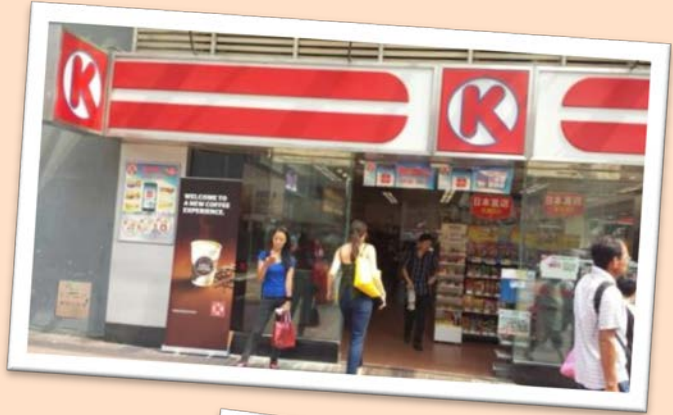
1 2 3

買6送1

1 2 3
4 5 6

OK STAMP IT – Mobile App





ASN Into Different Categories



Ice-cream



Beer



Cold Drinks





*In Great Shape
&
We Are Ready !*

Thank You !

