

[For Immediate Release]



## Sa Sa Announces Unaudited Operational Update For The Third Quarter (October to December) FY2011/12

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### Highlights

#### Group - Retail & Wholesale

	<b>3 months ended 31 December 2011</b>	<b>9 months ended 31 December 2011</b>
Group turnover (HK\$ million)	1,805.8	4,591.8
YoY % change	+28.9%	+31.2%
Group turnover (HK\$ million) <i>(Excluded adjustments under HK(IFRIC) – Int 13 in respect of bonus points system*)</i>	1,845.3	4,662.4
YoY % change	+31.8%	+33.2%

#### HK & Macau - Retail & Wholesale

Retail & wholesale sales growth (HK\$ million)	1,451.9	3,656.9
YoY % change	+25.9%	+31.4%
Retail & wholesale sales growth (HK\$ million) <i>(Excluded adjustments under HK(IFRIC) – Int 13 in respect of bonus points system*)</i>	1,490.7	3,726.5
YoY % change	+29.2%	+33.9%
Same store sales growth		
YoY % change	+20.7%	+22.7%
Same store sales growth <i>(Excluded adjustments under HK(IFRIC) – Int 13 in respect of bonus points system*)</i>		
YoY % change	+24.1%	+25.2%
Average sales per transaction (HK\$)	362	328
YoY % change	+10.9%	+13.6%
Total no. of transactions (million)	3.9	10.8
YoY % change	+13.9%	+15.5%

\* Adjustments according to Hong Kong International Financial Reporting Interpretation Committee - Interpretation 13 on the bonus points system.

(11 January 2012 – HONG KONG) – Sa Sa International Holdings Limited (‘Sa Sa’ or the ‘Group’, stock code: 0178), Asia’s leading cosmetics retailing group, announced today the unaudited operational update of the Company and its subsidiaries (the “Group”) for the three months and nine months ended 31 December 2011.

For the three months ended 31 December 2011, the Group recorded satisfactory retail and wholesale turnover with a year-on-year growth of 28.9%. The Group has been able to hold onto robust growth and expansion against the backdrop of the weaknesses in the U.S. economy and the sovereign debt crisis in the Eurozone.

For the quarter, the growth momentum of the Group’s retail business in Hong Kong and Macau continued. Turnover in these regions rose by 25.9%, with same store sales growth of 20.7%, and the number of transactions and average value per transaction increased by 13.9% and 10.9% respectively, driven by the continuous increase in demand fueled by the local consumers and tourists. According to the Hong Kong Tourism Board’s provisional statistics, visitor arrivals to Hong Kong in 2011 reached a new record of 41.9 million, representing a year-on-year growth of 16.4%. During the recent Christmas high season, the Group’s single-day turnover hit record high in Sa Sa’s history to over HK\$30 million in Hong Kong and Macau.

The Group’s retail and wholesale turnover in other markets also recorded a year-on-year sales growth of 43.3% in the third quarter, with notable increase in the Mainland China market.

The Group had a net increase of 18 stores and 1 counter to its network in the third quarter, including 3 stores in the Hong Kong and Macau market, 9 stores and 1 counter in Mainland China, 1 store in Singapore, 2 stores in Malaysia and 3 stores in Taiwan. The Group’s retail network had a total of 246 stores as at 31 December 2011, including 25 counters and 5 clearance outlets.

#### Number of Stores/Counters by Market

	As at 31 December 2011	As at 30 September 2011
Hong Kong & Macau	89*	86**
Mainland China	70 <sup>#</sup>	60 <sup>##</sup>
Singapore	21	20
Malaysia	41	39
Taiwan	25 <sup>^</sup>	22 <sup>^</sup>
<b>Total</b>	<b>246</b>	<b>227</b>

\* Include 2 counters and 5 clearance outlets

\*\* Include 2 counters and 4 clearance outlets

# Include 22 counters

## Include 21 counters

^ Include 1 counter

Commenting on the Group’s performance for the third quarter, Dr. Simon Kwok, *BBS, JP*, Chairman and Chief Executive Officer of the Group, said, “Looking ahead, the Group remains cautiously optimistic on the retail sector of the Asian region. Although there may be cyclical downturns along the way, the overall prognosis for cosmetics retail sector is positive based on rising affluence in the region, in particular in the Mainland China market. The Group will continue to enhance brand recognition and operational efficiency, diversify our product portfolio and expand retail network to sharpen competitiveness, gain market share as well as increase scalability, cementing our position as the leading cosmetics retailer in Asia.”

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### **About Sa Sa International Holdings Limited**

Sa Sa is a leading cosmetics retailing group in Asia. Its over 240 stores and counters in Asia sell more than 600 brands of skin care, fragrance, make-up and hair care products including its own-brands and other exclusive international brands. Over 2,000 well-trained beauty consultants are employed to provide professional services to its customers.

Sa Sa runs the largest cosmetics specialty store chain in Asia Pacific region, as ranked by Retail Asia magazine, KPMG and Euromonitor in 2011. The Group is also the Medium-Cap Corporate of the Year in Hong Kong ranked by Asiamoney Magazine in 2011. As one of the major sole agents in cosmetics in Hong Kong, Sa Sa also represents more than 100 international beauty brands in Asia. Sa Sa prospers on its successful and proven “one-stop cosmetics specialty store” concept which aims to provide customers with the widest range of quality products. Its e-commerce arm, sasa.com, provides online shopping service to customers as well as a strong marketing tool for the Group. Sa Sa, established in 1978, was listed on The Stock Exchange of Hong Kong since June 1997 and has become a constituent member of the “Hang Seng Corporate Sustainability Benchmark Index” since September 2011.

For further information, please visit [www.sasa.com](http://www.sasa.com) or contact:

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