



## Sa Sa Announces Unaudited Sales Updates for the Fourth Quarter (January to March 2019) of FY2018/19

### Highlights

#### **Group - Retail and Wholesale (Continuing operations)**

	<b>3 months ended 31 March 2019</b>
Turnover (HK\$ million)	2,056.4
YoY% change	-7.2%

#### **HK and Macau - Retail and Wholesale**

Turnover (HK\$ million)	1,728.3
YoY% change	-8.4%
Same store sales YoY % change	-10.8%
Average sales per transaction (HK\$)	351
YoY% change	-3.5%
Total no. of transactions (million)	4.8
YoY% change	-6.0%

(11 April 2019 - HONG KONG) - **Sa Sa International Holdings Limited** ('Sa Sa' or the 'Group', stock code: 0178) announced today the unaudited sales update of the Group for the fourth quarter from 1 January to 31 March 2019.

For the fourth quarter from 1 January to 31 March 2019, the Group's retail and wholesale turnover decreased by 7.2% on a year-on-year basis.

In Hong Kong and Macau markets, the retail and wholesale turnover decreased by 8.4%, while same store sales dropped by 10.8%. The fall was mainly caused by the 6.0% drop in the total transaction volume of which the number of transactions of local customers and mainland tourists decreased by 8.8% and 3.7% respectively. The average sales per transaction of local consumers and mainland tourists decreased by 0.7% and 5.9% respectively which resulted in a 3.5% decline in total.

The weaker sales performance was mainly due to high base effect. The hot trend of some trendy product categories last year has been weakening while the Group's newly launched products could not fully compensate their sales decline. In addition, a number of new pharmacy stores selling skincare and cosmetic products have opened new stores in tourist hot spots aggressively, resulting in intensified competition and lower-than-expected sales at

Sa Sa. The Group plans to open new stores to enhance its store network as well as the Group's competitiveness under reasonable rental condition.

The Group is adjusting its business strategies to adapt to the changing consumer preferences and competitive landscape. The first action is to change towards a more balanced product mix. The Group also increases the offering of high-end products with high link sales of own label products thus enhancing the Group's gross profit and profitability. The Group will keep abreast of the product trend and launch new products on a timely basis to cater for the rapidly changing consumer preferences. In addition, the Group will actively grow the market share and revenue of its exclusively sold products through the expansion of wholesale distribution channels in Hong Kong and China markets. Meanwhile, the Group will speed up its digitalisation and information technology enhancement to formulate better product strategies to cater for customer needs by means of big data analysis. Such enhancement will be coupled with effective marketing strategies for the improvement of customer shopping experience and their sales.

**Dr Simon Kwok, SBS, JP, Chairman and Chief Executive Officer of the Group**, said, "The increased tourist arrivals brought by the launch of the two mega infrastructures in late last year in Hong Kong, namely the Hong Kong Section of the Express Railway Link and the Hong Kong-Zhuhai-Macau Bridge, have not brought about expected stimulus to the retail industry so far. Looking ahead, the Group believes the benefits of the two mega infrastructure projects will gradually emerge under the favourable policy of the Greater Bay Area. The Group remains cautiously optimistic about the outlook of Hong Kong and Macau markets in the long run. It will continue to seize every opportunity to achieve sustainable business development for the Group."

The Group's retail and wholesale turnover in other markets outside Hong Kong and Macau (including Mainland China, Singapore, Malaysia and E-commerce) slightly decreased by 0.4% in the fourth quarter.

#### **Number of Retail Outlets by Market (Continuing operations)**

	<b>As at 31 March 2019</b>	<b>As at 31 March 2018</b>	<b>As at 31 December 2018</b>
Hong Kong and Macau	<b>118</b>	118	119
Mainland China	<b>54</b>	55	54
Singapore	<b>21</b>	20	21
Malaysia	<b>81</b>	72	78
<b>Total</b>	<b>274</b>	265	272

*Remarks: Figures in this document include adjustments in accordance with the Hong Kong International Financial Reporting Interpretation Committee – Interpretation 13 on the bonus point scheme.*

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