



六福集團(國際)有限公司
LUK FOOK HOLDINGS (INTERNATIONAL) LIMITED

(於百慕達註冊成立之有限公司)
(Incorporated in Bermuda with Limited Liability)
Stock Code 股份代號: 0590

CORPORATE PRESENTATION

FY2021/22 Interim Results

企业简报

2021/22财年中期业绩

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* 1H FY2021/22: Hereafter refers to as "1H FY2022"
2021/22上半财年: 往后称为「2022上半财年」



1H FY2022 FINANCIAL HIGHLIGHTS

2022上半财年财务亮点

1H FY2022 FINANCIAL HIGHLIGHTS

2022上半财年财务亮点



Revenue 收入
HK\$5,591M(百万港元)
+67.2%



Operating Profit 经营溢利
HK\$780M(百万港元)
+101.5%



Profit Attributable to
Equity Holders
权益持有人应占溢利
HK\$654M(百万港元)
+124.6%



Basic Earnings per Share
每股基本盈利
HK\$1.11(港元)
+122.0%



Proposed Dividend
per Share
拟派每股股息¹
HK\$0.55(港元)
Interim Dividend per Share
每股中期股息: HK\$0.55(港元)



Overall Net Shop Additions
整体净增设店铺
+235

¹ Dividend Payout Ratio 派息比率: 49.4%



FINANCIAL REVIEW

财务回顾

FINANCIAL REVIEW

财务回顾

(HK\$M) (百万港元)	1H FY2022 2022上半财年	1H FY2021 2021上半财年	Y-o-Y Changes 按年变化	1H FY2019 2019上半财年	Changes 变化
Revenue 收入	5,591	3,344	+67.2%	7,859	-28.9%
Gross Profit 毛利	1,500	1,110	+35.1%	1,864	-19.5%
Operating Profit 经营溢利	780	387	+101.5%	838	-6.9%
Profit for the Period 期内溢利	654	293	+123.2%	670	-2.4%
Profit Attributable to Equity Holders 权益持有人应占溢利	654	291	+124.6%	665	-1.7%
Basic Earnings per Share 每股基本盈利	HK\$1.110	HK\$0.500	+122.0%	HK\$1.130	-1.8%
Interim Dividend per Share 每股中期股息	HK\$0.550	HK\$0.225	+144.4%	HK\$0.550	+0.0%
Special Dividend per Share 每股特别股息	-	HK\$0.275	-100.0%	-	N/A
Dividend per Share 每股股息	HK\$0.550	HK\$0.500	+10.0%	HK\$0.550	+0.0%
Dividend Payout Ratio 派息比率	49.4%	100.8%	-51.4p.p.	48.5%	+0.9p.p.
Gross Margin 毛利率	26.8%	33.2%	-6.4p.p.	23.7%	+3.1p.p.
Operating Margin 经营溢利率	14.0%	11.6%	+2.4p.p.	10.7%	+3.3p.p.
Net Margin 净利率	11.7%	8.8%	+2.9p.p.	8.5%	+3.2p.p.
EBITDA 未计利息、税项、折旧及摊销前盈利	1,002	649	+54.3%	888	+12.9%
EBITDA Margin 未计利息、税项、折旧及摊销前盈利率	17.9%	19.4%	-1.5p.p.	11.3%	+6.6p.p.
Total Operating Expenses to Revenue Ratio 总经营开支占收入比率	15.4%	23.7%	-8.3p.p.	15.1%	+0.3p.p.
Effective Tax Rate 实际税率	19.0%	20.0%	-1.0p.p.	20.1%	-1.1p.p.

HEALTHY FINANCIAL POSITION

健康的财务状况

(HK\$M) (百万港元)	1H FY2022 2022上半财年	FY2021 2021财年	6-Month Changes 6个月变化	1H FY2021 2021上半财年	Y-o-Y Changes 按年变化
Inventories 存货	8,094	7,322	+10.5%	6,925	+16.9%
Average Inventory Turnover Days ¹ 平均存货周转日 ¹	357	451	-94	622	-265
Closing Inventory Turnover Days ² 期末存货周转日 ²	375	444	-69	596	-221
Cash and Bank Balances 现金及银行结余	4,245	3,546	+19.7%	2,639	+60.9%
Bank Borrowings & Gold Loans 银行贷款及黄金借贷	2,150	1,089	+97.5%	635	+238.7%
Net Cash 净现金	2,095	2,457	-14.8%	2,004	+4.5%
Net Gearing Ratio ³ 净债务比率 ³	N/A	N/A	N/A	N/A	N/A
Debt-to-Equity Ratio ⁴ 负债权益比率 ⁴	39.3%	28.1%	+11.2p.p.	25.4%	+13.9p.p.
Return on Equity (ROE) ⁵ 股东权益回报率 ⁵	11.4%	9.0%	+2.4p.p.	5.5%	+5.9p.p.
Return on Total Assets ⁶ 总资产回报率 ⁶	8.2%	7.0%	+1.2p.p.	4.4%	+3.8p.p.
Current Ratio 流动比率	3.1	4.0	-0.9	4.4	-1.3

¹ (Opening Inventory + Closing Inventory) ÷ 2 ÷ Cost of Inventories Sold x Number of Days for the Period

(期初存货 + 期末存货) ÷ 2 ÷ 已售存货成本 x 期内日数

² Closing Inventory ÷ Cost of Inventories Sold x Number of Days for the Period

期末存货 ÷ 已售存货成本 x 期内日数

³ (Long-term Bank Loans + Short-term Bank Loans + Bank Overdrafts + Gold Loans – Cash and Bank Balances) ÷ Capital and Reserves Attributable to Equity Holders of the Company

(长期银行贷款 + 短期银行贷款 + 银行透支 + 黄金借贷 – 现金及银行结余) ÷ 本公司权益持有人应占资本及储备

⁴ (Long-term Liabilities + Current Liabilities) ÷ Capital and Reserves Attributable to Equity Holders of the Company

(长期负债 + 流动负债) ÷ 本公司权益持有人应占资本及储备

⁵ Annualized/Annual Profit Attributable to Equity Holders of the Company ÷ Capital and Reserves Attributable to Equity Holders of the Company

本公司全年化 / 全年权益持有人应占溢利 ÷ 本公司权益持有人应占资本及储备

⁶ Annualized/Annual Profit Attributable to Equity Holders of the Company ÷ (Long-term Assets + Current Assets)

本公司全年化 / 全年权益持有人应占溢利 ÷ (长期资产 + 流动资产)

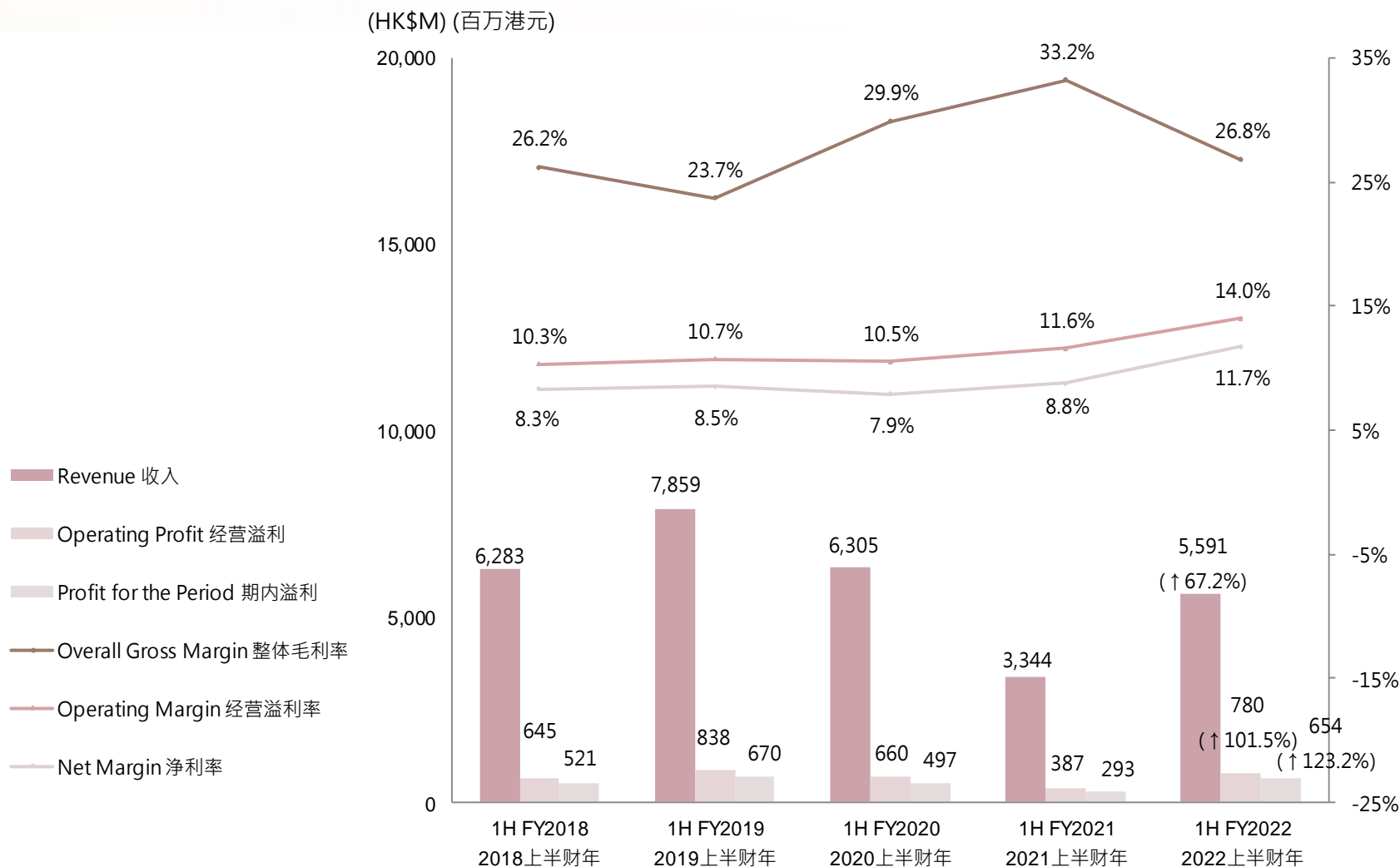
SUMMARY - FINANCIAL POSITION

财务状况摘要

(HK\$M) (百万港元)	As at 30 Sep 2021 截至2021年 9月30日	As at 31 Mar 2021 截至2021年 3月31日	6-Month Changes 6个月变化	As at 30 Sep 2020 截至2020年 9月30日	Y-o-Y Changes 按年变化
Non Current Assets 非流动资产	2,842	2,779	+2.3%	2,934	-3.1%
Current Assets 流动资产	13,171	11,733	+12.3%	10,397	+26.7%
Total Assets 总资产	16,013	14,512	+10.3%	13,331	+20.1%
Non Current Liabilities 非流动负债	303	241	+25.8%	338	-10.4%
Current Liabilities 流动负债	4,213	2,947	+43.0%	2,362	+78.4%
Total Liabilities 总负债	4,516	3,188	+41.7%	2,700	+67.2%
Total Equity 权益总额	11,497	11,324	+1.5%	10,631	+8.1%
Non-controlling Interest 非控股权益	0	0	+3.5%	0	+6.7%
Shareholders' Equity 股东权益	11,497	11,324	+1.5%	10,631	+8.1%
No. of Issued Shares 发行股份数目	587,107,850	587,107,850	+0.0%	587,107,850	+0.0%
Net Asset Value per Share 每股净资产值	HK\$19.58	HK\$19.29	+1.5%	HK\$18.11	+8.1%

1H FY2018-2022 OPERATING PERFORMANCE

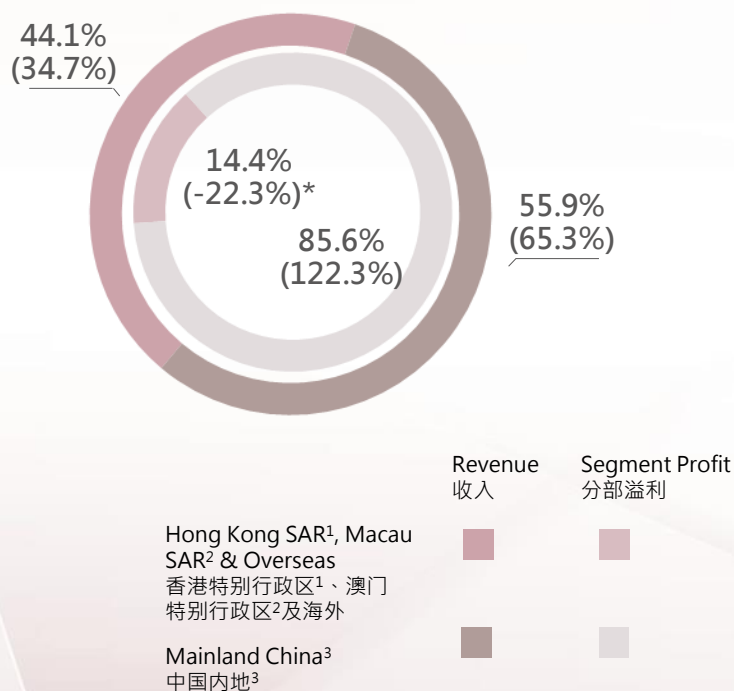
2018-2022上半财年 营运表现



REVENUE AND PROFIT ANALYSIS

收入及溢利分析

Revenue and Segment Profit by Market 按市场划分的收入及分部溢利



By Market 以市场划分 HK\$M 百万港元	Revenue 收入	Segment Profit 分部溢利	Segment Profit Margin 分部溢利率
Hong Kong, Macau & Overseas 香港、澳门及海外 <i>Y-o-Y Changes 按年变化</i>	2,468 +112.6%	120 N/A*	4.9% +12.9p.p.
Mainland 内地 <i>Y-o-Y Changes 按年变化</i>	3,123 +43.1%	715 +40.7%	22.9% -0.4p.p.

Remarks: Comparative figures for 1H FY2021 are shown in brackets

注：括号内为2021上半年财年之比较数字

¹ Hong Kong SAR: Hereafter refers to as "Hong Kong" 香港特别行政区：往后称为「香港」

² Macau SAR: Hereafter refers to as "Macau" 澳门特别行政区：往后称为「澳门」

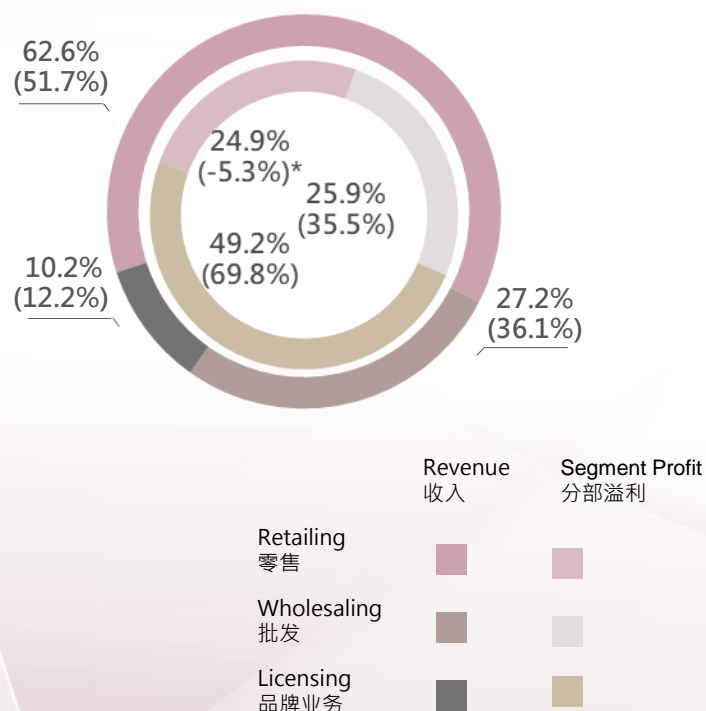
³ Mainland China: Hereafter refers to as "Mainland" 中国内地：往后称为「内地」

* Turned around from a loss of HK\$93M to profit 从亏损93百万港元转亏为盈

REVENUE AND PROFIT ANALYSIS

收入及溢利分析

Revenue and Segment Profit by Business 按业务划分的收入及分部溢利



By Business 以业务划分 HK\$M 百万港元	Revenue 收入	Segment Profit 分部溢利	Segment Profit Margin 分部溢利率
Retailing 零售 <i>Y-o-Y Changes 按年变化</i>	3,500 +102.6%	208 N/A*	5.9% +7.2p.p.
Wholesaling 批发 <i>Y-o-Y Changes 按年变化</i>	1,522 +26.0%	216 +46.9%	14.2% +2.0p.p.
Licensing 品牌业务 <i>Y-o-Y Changes 按年变化</i>	569 +39.6%	411 +41.6%	72.3% +1.1p.p.
Adjusted Wholesaling 经调整后的批发 <i>Y-o-Y Changes 按年变化</i>	2,211 ¹ +29.9%	216 +46.9%	9.8% +1.1p.p.

Remarks: Comparative figures for 1H FY2021 are shown in brackets

注：括号内为2021上半财年之比较数字

¹ Adjusted Wholesaling Revenue = Revenue of Wholesale Business to External Parties + Inter-Segment Wholesale Revenue

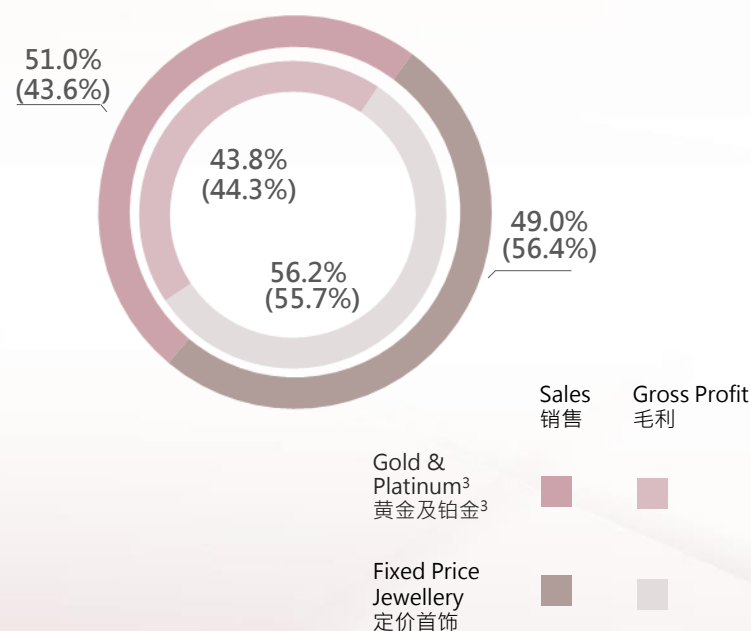
经调整后的批发收入 = 对外批发业务收入 + 分部间批发收入

* Turned around from a loss of HK\$22M to profit 从亏损22百万港元转为盈

REVENUE AND PROFIT ANALYSIS

收入及溢利分析

Sales¹ and Gross Profit² by Product 按产品划分的销售¹及毛利²



By Product 以产品划分 HK\$M 百万港元	Sales 销售	Gross Profit 毛利	Gross Margin 毛利率
Gold & Platinum 黄金及铂金 <i>Y-o-Y Changes 按年变化</i>	2,562 +100.2%	470 +30.9%	18.3% -9.7p.p.
Fixed Price Jewellery 定价首饰 <i>Y-o-Y Changes 按年变化</i>	2,460 +48.5%	603 +33.6%	24.5% -2.7p.p.

Remarks: Comparative figures for 1H FY2021 are shown in brackets

注：括号内为2021上半财年之比较数字

¹ Sales = Revenue – Licensing Income 销售=收入 – 品牌业务收入

² Gross Profit = Consolidated Gross Profit – Gross Profit of Licensing Income 毛利=综合毛利 – 品牌业务收入毛利

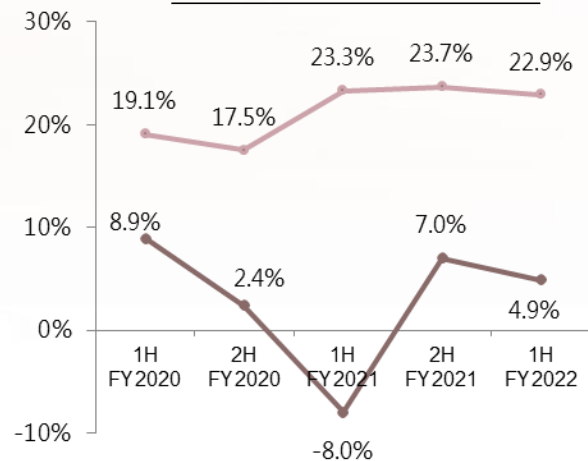
³ Gold & Platinum refers to gold & platinum products sold by weight basing on international market price, i.e. at non-fixed price
黄金及铂金是指根据国际市场价格按重量出售的黄金及铂金产品（即非定价）

MARGIN ANALYSIS

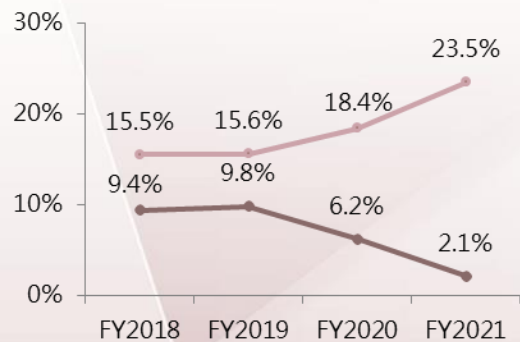
溢利率分析

Segment Profit Margin by Market
分部溢利率 (以市场划分)

1H vs 2H 上半财年 vs 下半财年

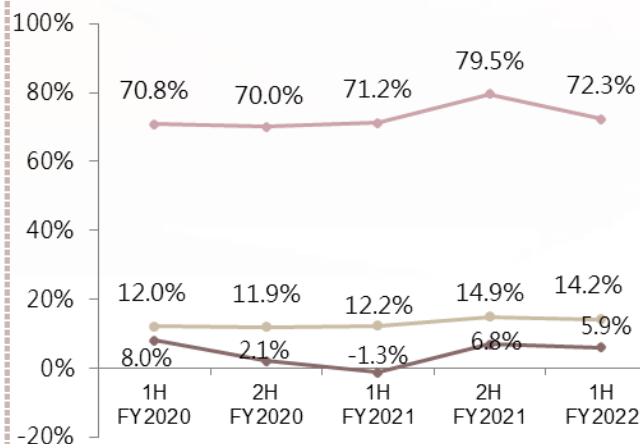


Full Year 全年

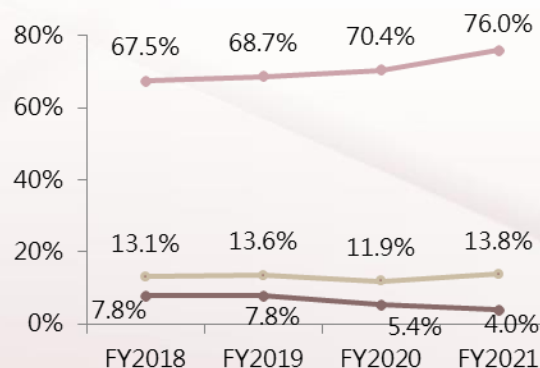


Segment Profit Margin by Business
分部溢利率 (以业务划分)

1H vs 2H 上半财年 vs 下半财年

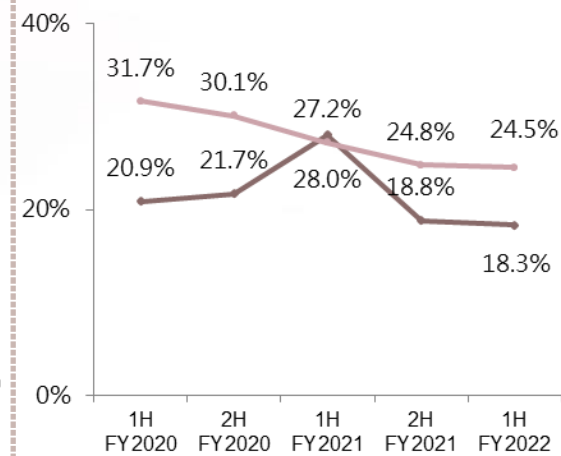


Full Year 全年

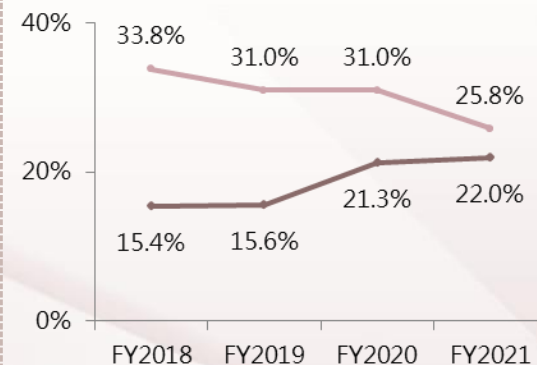


Gross Margin by Product
毛利率 (以产品划分)

1H vs 2H 上半财年 vs 下半财年



Full Year 全年



Mainland
内地

Hong Kong, Macau
& Overseas
香港、澳门及海外

Licensing
品牌业务

Retailing
零售

Wholesaling
批发

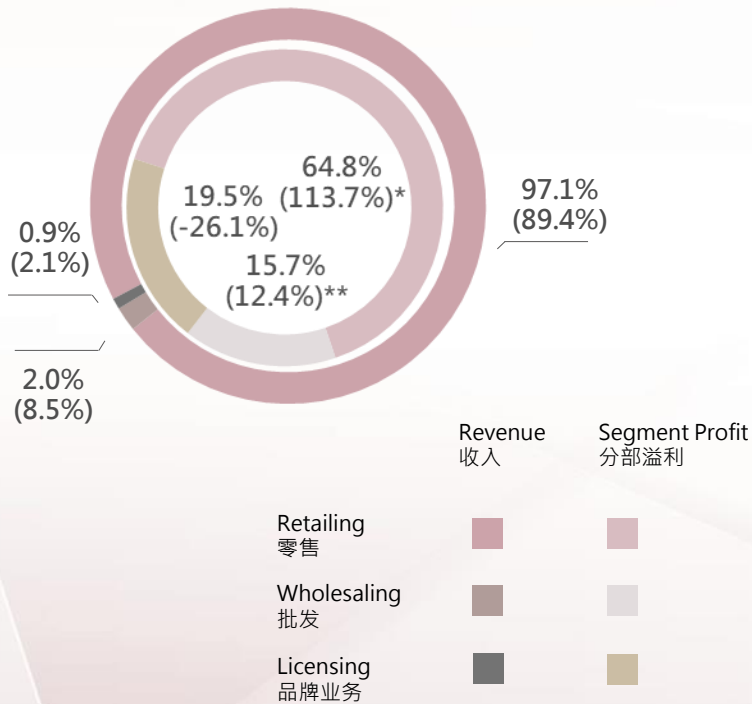
Fixed Price
Jewellery
定价首饰

Gold & Platinum
黄金及铂金

REGIONAL REVENUE & PROFIT ANALYSIS BY BUSINESS

地区收入及溢利分析以业务划分

Hong Kong, Macau and Overseas
香港、澳门及海外



HK\$M 百万港元	Revenue 收入	Segment Profit 分部溢利	Segment Profit Margin 分部溢利率
Retailing 零售 <i>Y-o-Y Changes 按年变化</i>	2,397 +130.9%	78 N/A*	3.3% +13.5p.p.
Wholesaling 批发 <i>Y-o-Y Changes 按年变化</i>	48 -50.9%	19 N/A**	38.9% +50.6p.p.
Licensing 品牌业务 <i>Y-o-Y Changes 按年变化</i>	23 -4.0%	23 -3.2%	101.2% +0.9p.p.
Overall 整体 <i>Y-o-Y Changes 按年变化</i>	2,468 +112.6%	120 N/A***	4.9% +12.9p.p.
Adjusted Wholesaling 经调整后的批发 <i>Y-o-Y Changes 按年变化</i>	669 ¹ +111.2%	19 N/A**	2.8% +6.4p.p.

Remarks: Comparative figures for 1H FY2021 are shown in brackets

注：括号内为2021上半年财年之比较数字

¹ Adjusted Wholesaling Revenue = Revenue of Wholesale Business to External Parties + Inter-Segment Wholesale Revenue

经调整后的批发收入 = 对外批发业务收入 + 分部间批发收入

** Turned around from a loss of HK\$106M to profit 从亏损106百万港元转为盈

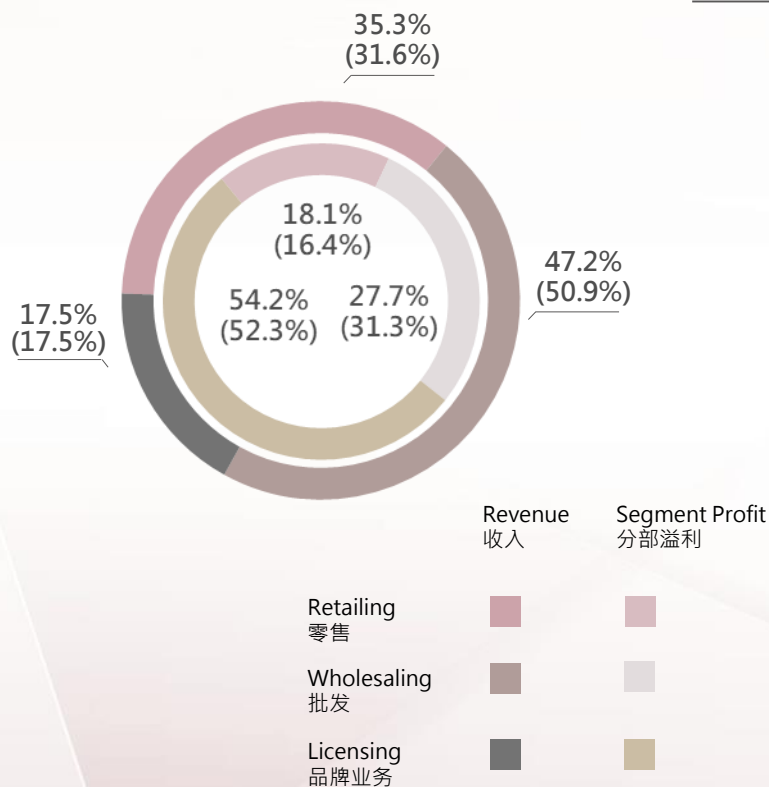
*** Turned around from a loss of HK\$11M to profit 从亏损11百万港元转为盈

*** Turned around from a loss of HK\$93M to profit 从亏损93百万港元转为盈

REGIONAL REVENUE & PROFIT ANALYSIS BY BUSINESS

地区收入及溢利分析以业务划分

Mainland 内地



HK\$M 百万港元	Revenue 收入	Segment Profit 分部溢利	Segment Profit Margin 分部溢利率
Retailing 零售 <i>Y-o-Y Changes 按年变化</i>	1,103 +60.0%	130 +55.8%	11.8% -0.3p.p.
Wholesaling 批发 <i>Y-o-Y Changes 按年变化</i>	1,474 +32.8%	197 +24.4%	13.4% -0.9p.p.
Licensing 品牌业务 <i>Y-o-Y Changes 按年变化</i>	546 +42.3%	388 +45.7%	71.0% +1.6p.p.
Overall 整体 <i>Y-o-Y Changes 按年变化</i>	3,123 +43.1%	715 +40.7%	22.9% -0.4p.p.
Adjusted Wholesaling 经调整后的批发 <i>Y-o-Y Changes 按年变化</i>	1,542 ¹ +11.4%	197 +24.4%	12.8% +1.3p.p.

Remarks: Comparative figures for 1H FY2021 are shown in brackets

注：括号内为2021上半年财年之比较数字

¹ Adjusted Wholesaling Revenue = Revenue of Wholesale Business to External Parties+ Inter-Segment Wholesale Revenue

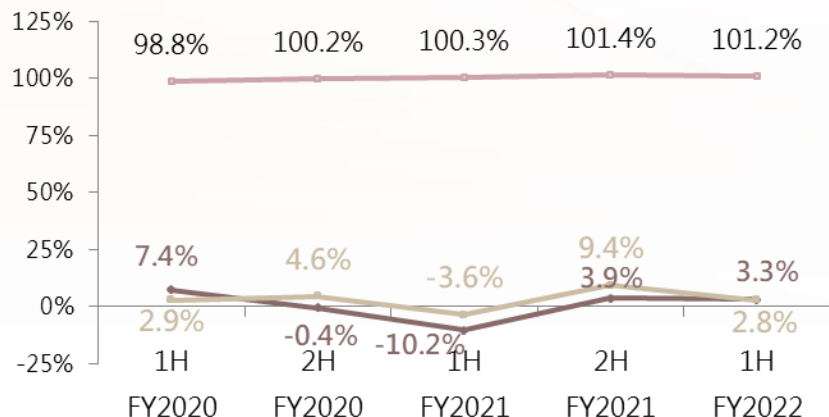
经调整后的批发收入 = 对外批发业务收入 + 分部间批发收入

REGIONAL SEGMENT PROFIT MARGIN ANALYSIS BY BUSINESS

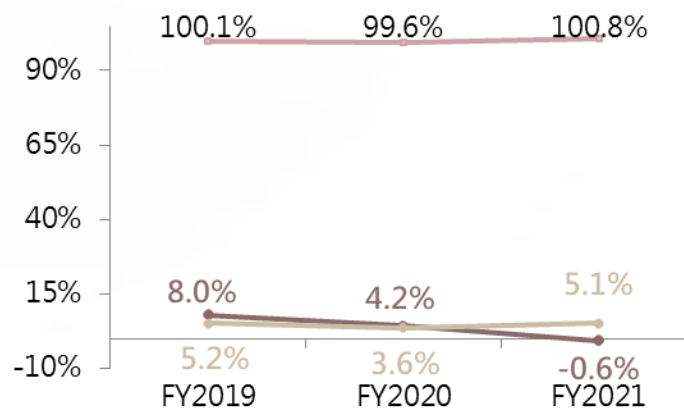
地区分部溢利率分析以业务划分

Hong Kong, Macau and Overseas 香港、澳门及海外

1H&2H上半财年及下半财年

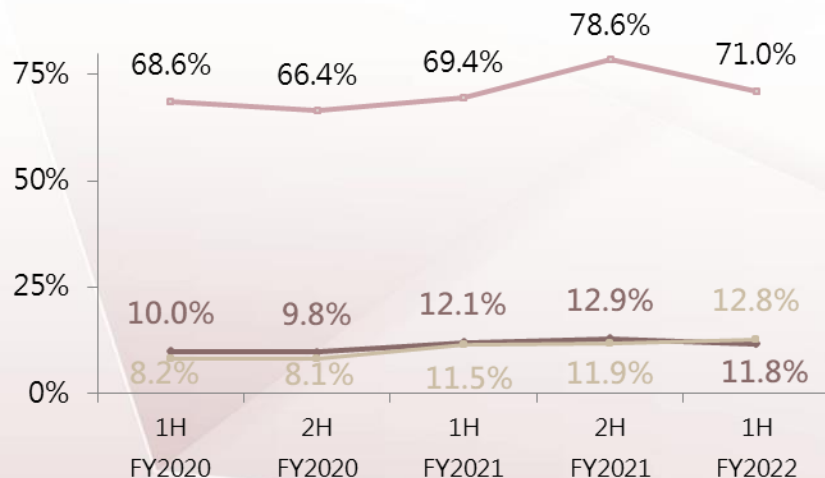


Full Year 全年

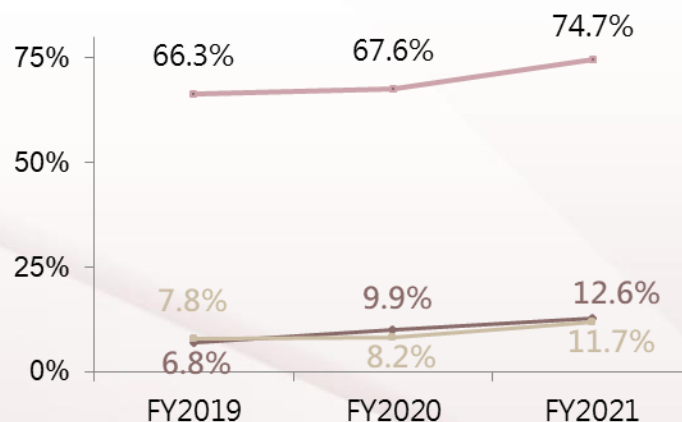


Mainland 内地

1H&2H上半财年及下半财年



Full Year 全年



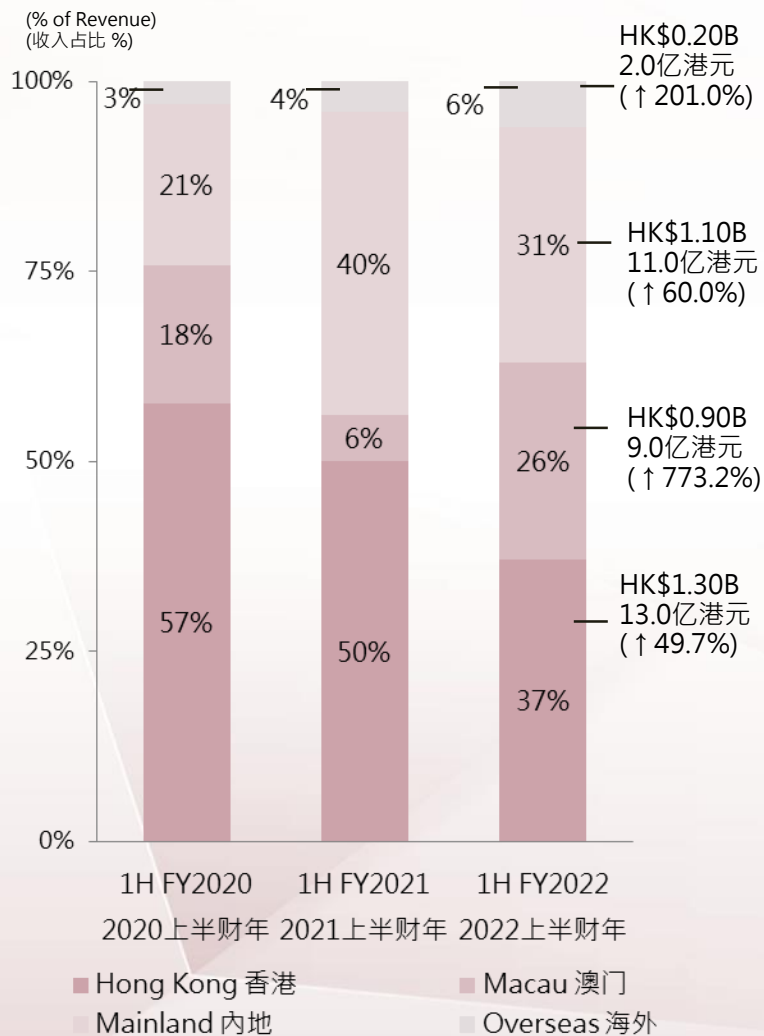
■ Licensing 品牌业务
 ■ Retailing 零售
 ■ Adjusted Wholesaling Business¹ 经调整后之批发业务¹

¹ Adjusted Wholesaling Segment Profit Margin = Segment Profit of Wholesale Business ÷ (Revenue of Wholesale Business to External Parties + Inter-segment Wholesale Revenue)
经调整的批发分部溢利率 = 批发业务之分部溢利 ÷ (对外批发业务收入 + 分部间批发收入)

RETAIL REVENUE ANALYSIS

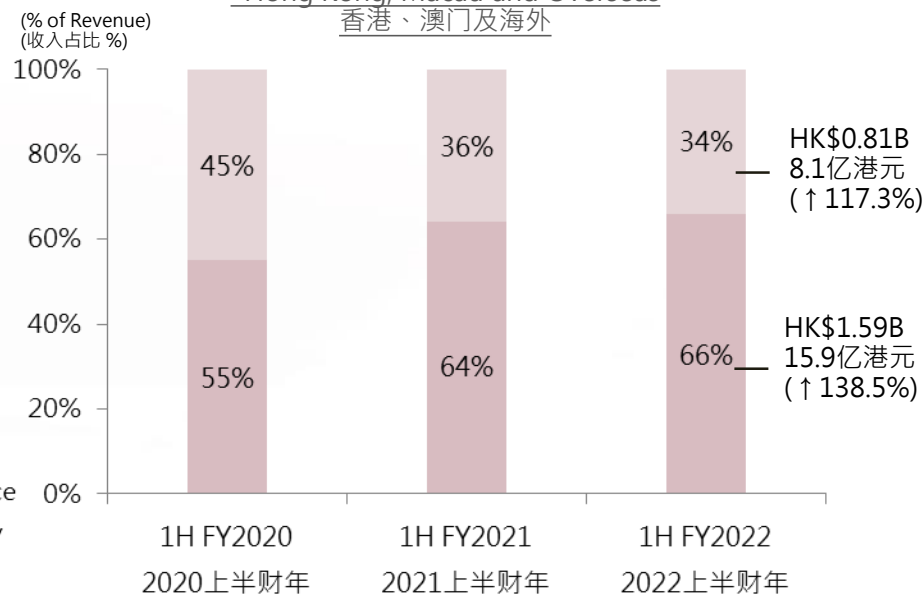
零售收入分析

Retail Revenue by Region
收入 (以市场划分)

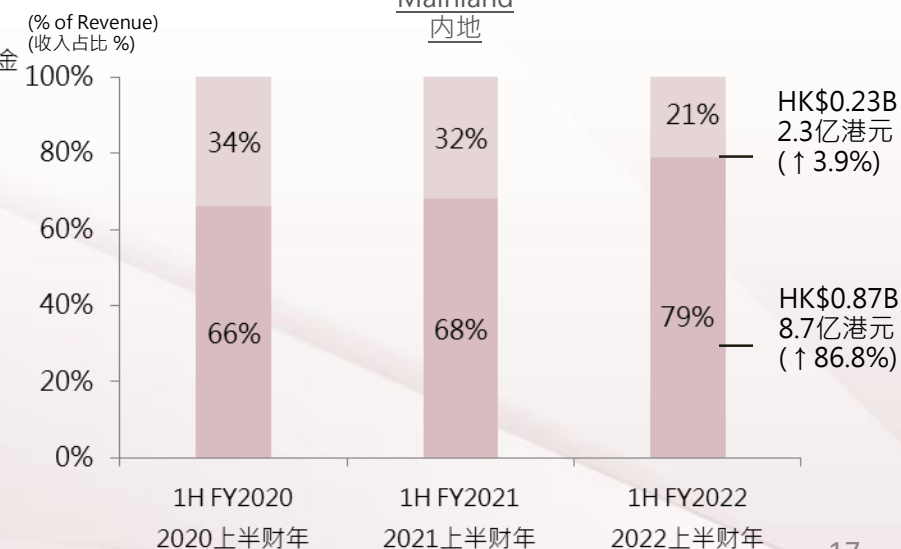


Retail Revenue by Product
收入 (以产品划分)

Hong Kong, Macau and Overseas
香港、澳门及海外



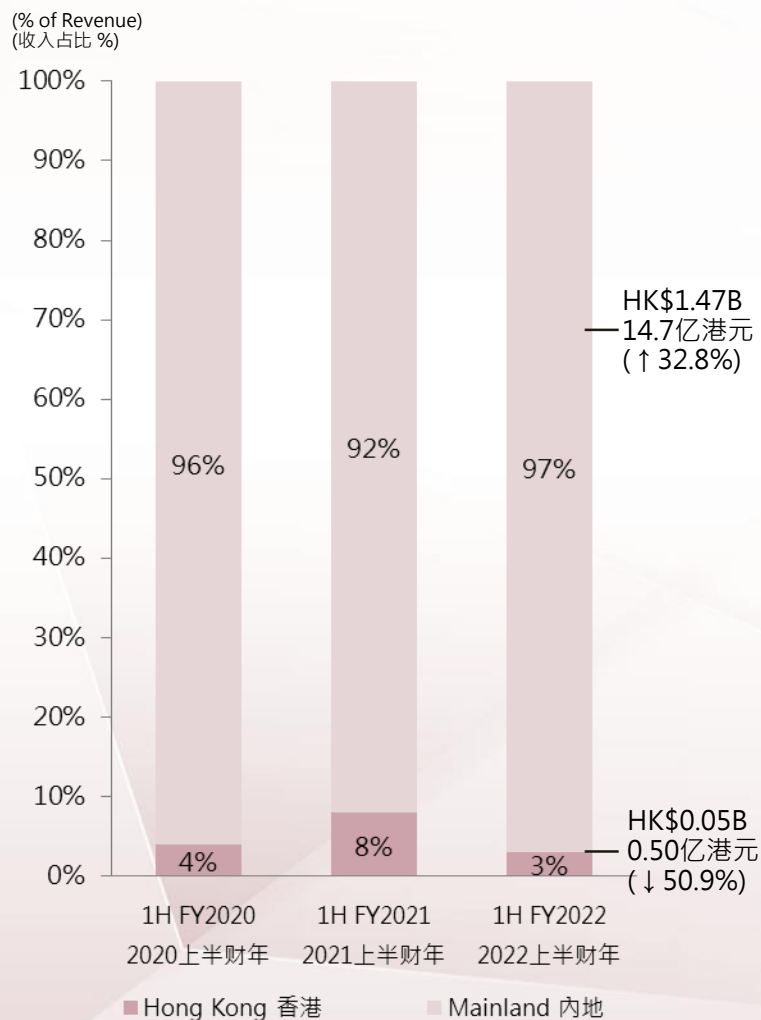
Mainland
内地



WHOLESALE REVENUE ANALYSIS

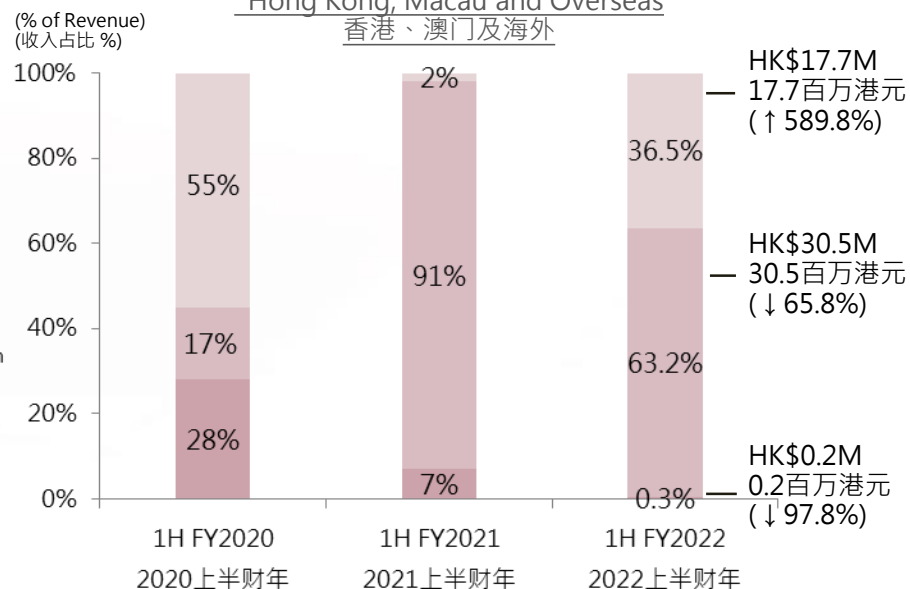
批发收入分析

Wholesale Revenue by Region 批发收入 (以市场划分)

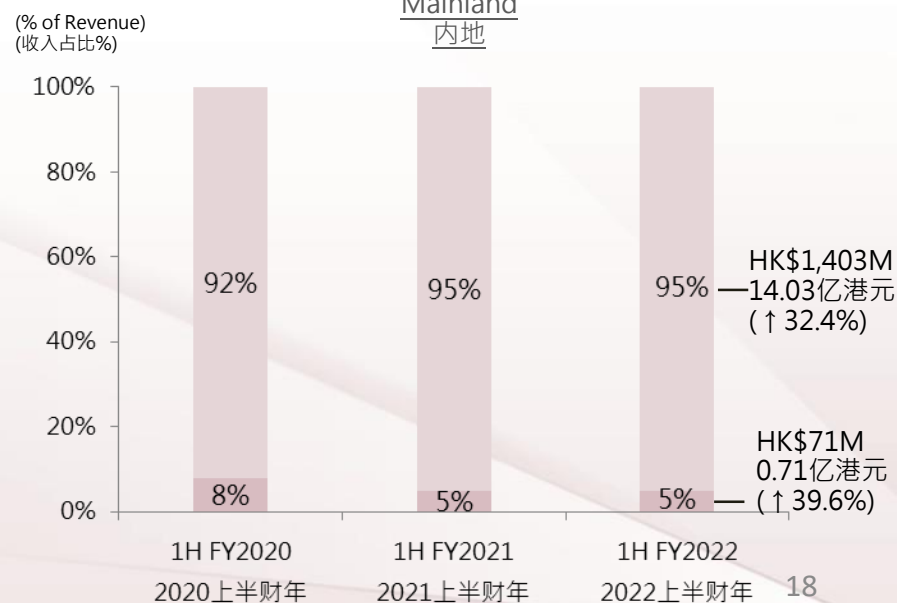


Wholesale Revenue by Product 收入 (以产品划分)

Hong Kong, Macau and Overseas 香港、澳门及海外



Mainland 内地



RETAIL ANALYSIS

零售分析

	SSSG 同店销售增长*		Y-o-Y Changes 按年变化					
	1H FY2022 2022上半财年	1H FY2021 2021上半财年	1H FY2022 2022上半财年			1H FY2021 2021上半财年		
			Revenue** 收入	Quantity 件数	ASP 平均售价	Revenue** 收入	Quantity 件数	ASP 平均售价
Overall 整体	+110%	-64%	+121%	+43%	+55%	-67%	-72%	+19%
👉 Gold & Platinum 黄金及铂金	+120%	-57%	+132%	+132%	+0%	-61%	-73%	+47%
👉 Fixed Price Jewellery 定价首饰	+91%	-72%	+101%	+5%	+92%	-74%	-71%	-9%
Hong Kong & Macau 香港及澳门	+109%	-70%	+135%	+42%	+65%	-71%	-76%	+18%
👉 Gold & Platinum 黄金及铂金	+107%	-63%	+132%	+154%	-8%	-64%	-78%	+63%
👉 Fixed Price Jewellery 定价首饰	+114%	-78%	+140%	+6%	+125%	-79%	-75%	-18%
Mainland 内地	+89%	-30%	+53%	+28%	+20%	-48%	-56%	+18%
👉 Gold & Platinum 黄金及铂金	+145%	-33%	+92%	+87%	+3%	-51%	-63%	+32%
👉 Fixed Price Jewellery 定价首饰	+10%	-25%	-5%	-11%	+7%	-41%	-49%	+16%

* Same store sales growth ("SSSG") represented a comparison of sales of the same Lukfook self-operated shop having full day operations in the comparable periods and such data did not include sales of licensed shops and Mainland' s e-commerce business. 同店销售增长为同一间六福自营店于可比较期内有完整日营运的销售总额比较，有关数据并不包括品牌店及内地电子商务的销售额。

** Revenue represented sales of Lukfook self-operated shop and such data did not include sales of licensed shops and Mainland' s e-commerce business. 收入为六福自营店的销售额，有关数据并不包括品牌店及内地的电子商务销售额

*** YoY changes and SSSG in Mainland are denominated in RMB内地之按年变化及同店销售以人民币来计算

****ASP in Mainland included value-added tax (VAT) 内地的平均售价包含增值税

RETAIL ANALYSIS ON MAINLAND

内地零售分析

		Same Store Sales Growth 同店销售增长							
		1H FY2022 2022上半财年				1H FY2021 2021上半财年			
		Gold & Platinum 黄金及铂金	Fixed Price Jewellery 定价首饰	Overall 整体	Licensed Shops 品牌店	Gold & Platinum 黄金及铂金	Fixed Price Jewellery 定价首饰	Overall 整体	Licensed Shops 品牌店
Licensed Shops 品牌店		+65%	-2%	+37%	N/A	-15%	-8%	-12%	N/A
Self-operated Shops 自營店									
Overall 整体		+145%	+10%	+89%	N/A	-33%	-25%	-30%	N/A
By Tier 按城市级 别划分	Tier I 一线	+174%	+16%	+102%	+39%	-39%	-30%	-35%	-11%
	Tier II 二线	+90%	-11%	+50%	+43%	-34%	-11%	-28%	-12%
	Tier III 三线	+90%	-6%	+58%	+33%	-24%	-10%	-19%	-8%
	Tier IV & below 四线及以下	+61%	-35%	+41%	+33%	-17%	-20%	-17%	-14%
By Region 按区域 划分	Northern China 华北区	+178%	+29%	+103%	+47%	-37%	-26%	-33%	-19%
	Southern China 华南区	N/A	N/A	N/A	+36%	N/A	N/A	N/A	-9%
	Eastern China 华东区	+170%	+12%	+88%	+36%	-36%	-16%	-27%	-16%
	Central China 华中区	+123%	-7%	+81%	+26%	-29%	-29%	-29%	-8%
	Western China 华西区	N/A	N/A	N/A	+27%	N/A	N/A	N/A	N/A

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QUARTERLY SAME STORE SALES GROWTH

季度同店销售增长

	FY2019 2019财年				FY2020 2020财年				FY2021 2021财年				FY2022 2022财年	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2
Overall 整体	+22%	+14%	-10%	-6%	-10%	-37%	-25%	-57%	-71%	-55%	-29%	+30%	+118%	+105%
Gold 黄金	+26%	+23%	-9%	-6%	-19%	-43%	-20%	-51%	-67%	-46%	-25%	+42%	+143%	+116%
Gold (By Weight) 黄金 (重量)	+21%	+30%	-7%	-4%	-19%	-53%	-33%	-58%	-73%	-57%	-38%	+25%	+123%	+124%
Fixed Price Jewellery 定价首饰	+18%	+5%	-8%	-4%	+4%	-25%	-32%	-64%	-77%	-65%	-35%	+17%	+94%	+89%
Hong Kong & Macau 香港及澳门	+26%	+17%	-9%	-6%	-10%	-39%	-27%	-60%	-76%	-63%	-35%	+19%	+111%	+109%
Gold 黄金	+34%	+30%	-8%	-7%	-20%	-46%	-21%	-53%	-72%	-53%	-32%	+28%	+124%	+107%
Gold (By Weight) 黄金 (重量)	+28%	+36%	-5%	-5%	-20%	-55%	-34%	-60%	-77%	-61%	-44%	+14%	+106%	+115%
Fixed Price Jewellery 定价首饰	+19%	+4%	-8%	-4%	+6%	-26%	-35%	-67%	-81%	-74%	-40%	+9%	+108%	+119%
Mainland 内地	-2%	+4%	-14%	+2%	-7%	-25%	-12%	-41%	-40%	-15%	+4%	+93%	+124%	+62%
Gold 黄金	-6%	0%	-16%	+4%	-4%	-28%	-12%	-42%	-45%	-15%	+11%	+110%	+197%	+115%
Gold (By Weight) 黄金 (重量)	-3%	+4%	-18%	-1%	-12%	-44%	-30%	-54%	-59%	-33%	-4%	+97%	+201%	+137%
Fixed Price Jewellery 定价首饰	+10%	+18%	-5%	+3%	-7%	-18%	-9%	-39%	-32%	-16%	-11%	+62%	+29%	-5%

* Same store sales growth ("SSSG") represented a comparison of sales of the same Lukfook self-operated shop having full day operations in the comparable periods and such data did not include sales of licensed shops and Mainland's e-commerce business. 同店销售增长为同一间六福自营店于可比较期内有完整日营运的销售额比较，有关数据并不包括品牌店及内地电子商务的销售额。

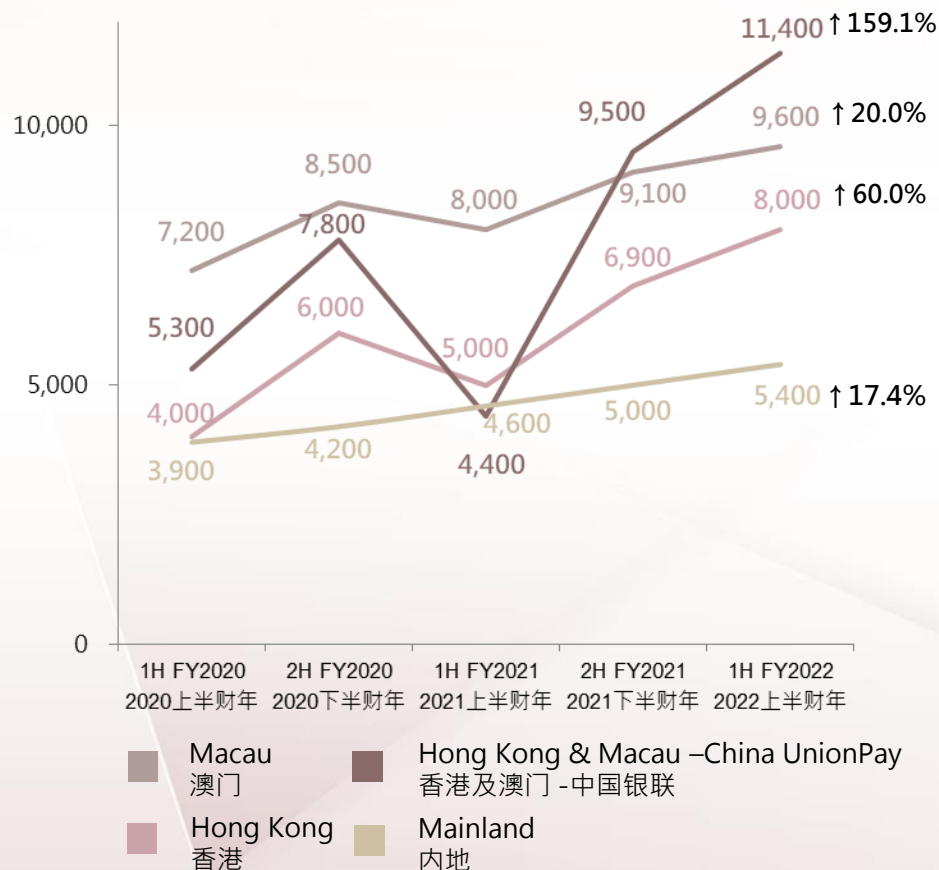
** SSSG in Mainland are denominated in RMB内地之同店销售以人民币来计算

AVERAGE TICKET SIZE & FIXED PRICE JEWELLERY AVERAGE SELLING PRICE

每单平均消费及定价首饰产品平均售价

Average Ticket Size
每单平均消费

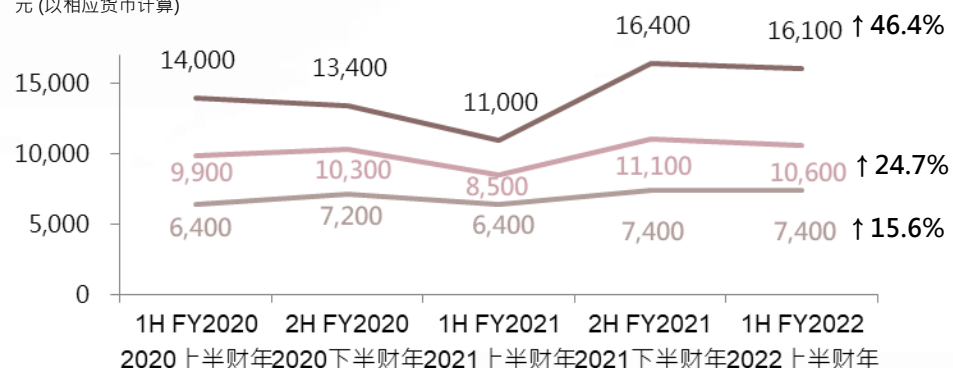
\$(in terms of respective currency)
元(以相应货币计算)



Fixed Price Jewellery Average Selling Price
定价首饰产品平均售价

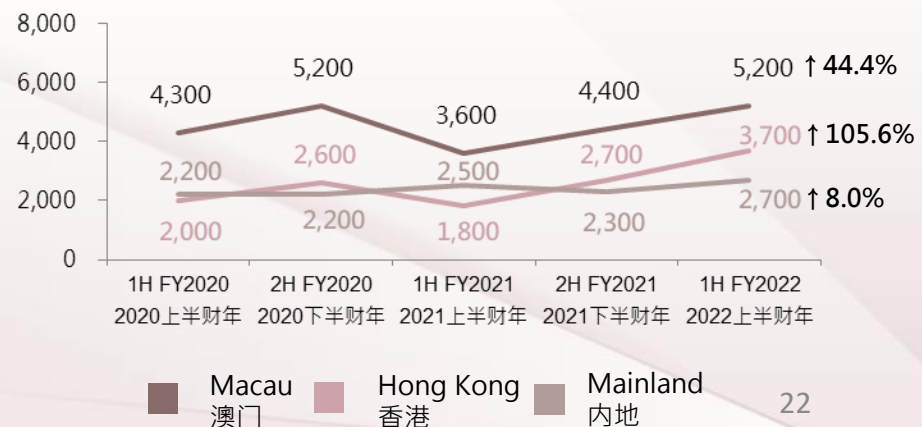
Diamond, jadeite, gem stones and pearl products
钻石·翡翠·宝石及珍珠产品

\$(in terms of respective currency)
元(以相应货币计算)



\$(in terms of respective currency)
元(以相应货币计算)

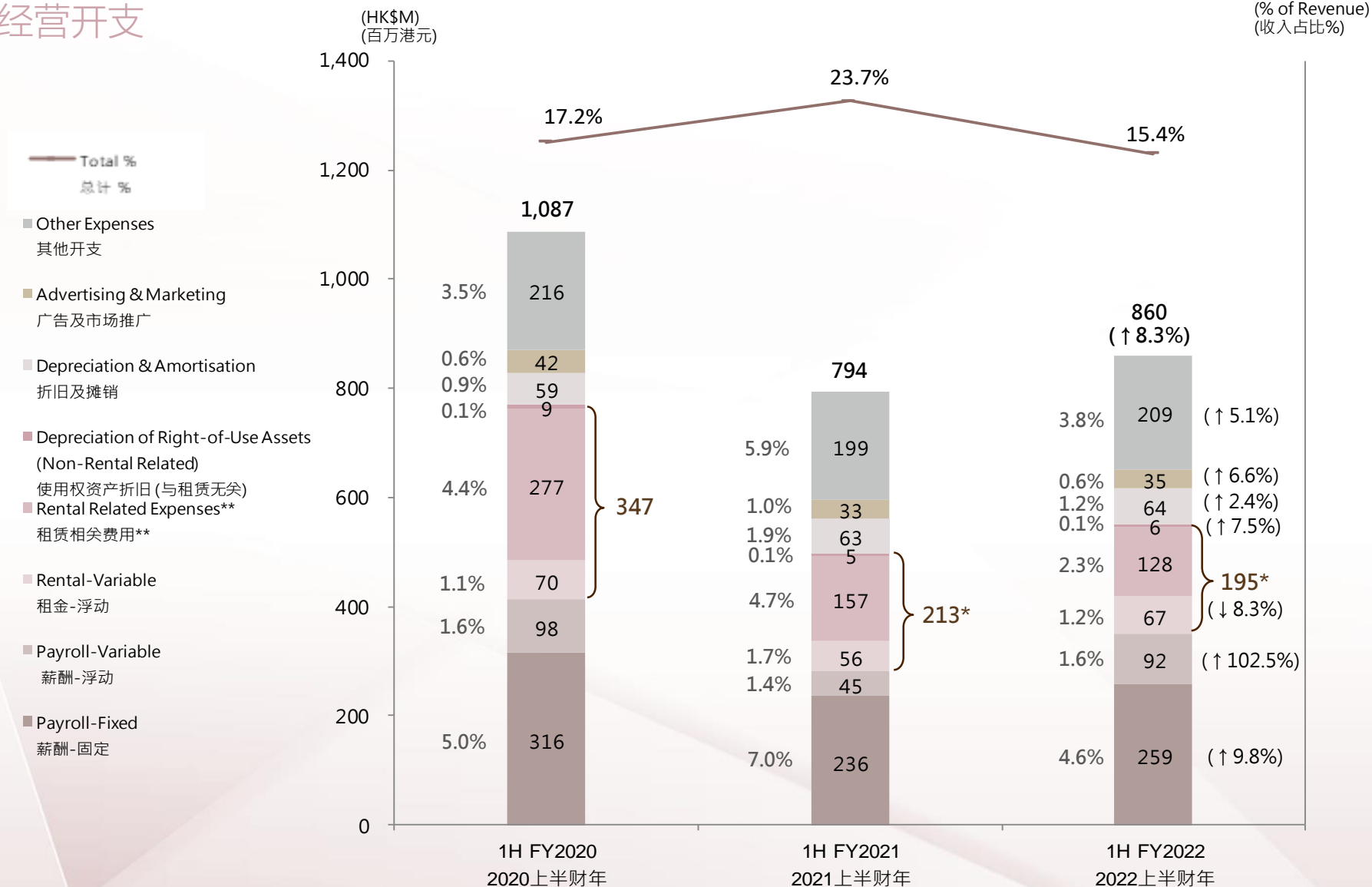
Overall Fixed Price Jewellery
整体定价首饰产品



RSV settled by China UnionPay, Alipay, WeChat Pay or RMB in Hong Kong & Macau:
香港及澳门以中国银联、支付宝、微信支付或人民币结算之零售值: 48.5% (1H FY2021: 19.5%)
* Lukfook self-operated shops only(exclude Mainland's e-commerce business)
只限六福自营店(不包括内地电子商务业务)
**ASP in Mainland included value-added tax (VAT) 内地的平均售价包含增值税

TOTAL OPERATING EXPENSES

总经营开支



*With the adoption of HKFRS16, rental related expenses including depreciation of right-of-use assets (rental-related), fixed and variable rental, interest expenses amounting to HK\$162M, HK\$33M and HK\$6M respectively, totaling HK\$201M, representing a -10.0% Y-o-Y change. (1H FY2021: depreciation of right-of-use assets (rental related), fixed and variable rental, interest expenses amounting to HK\$228M, -HK\$15M and HK\$10M respectively, totaling HK\$223M)

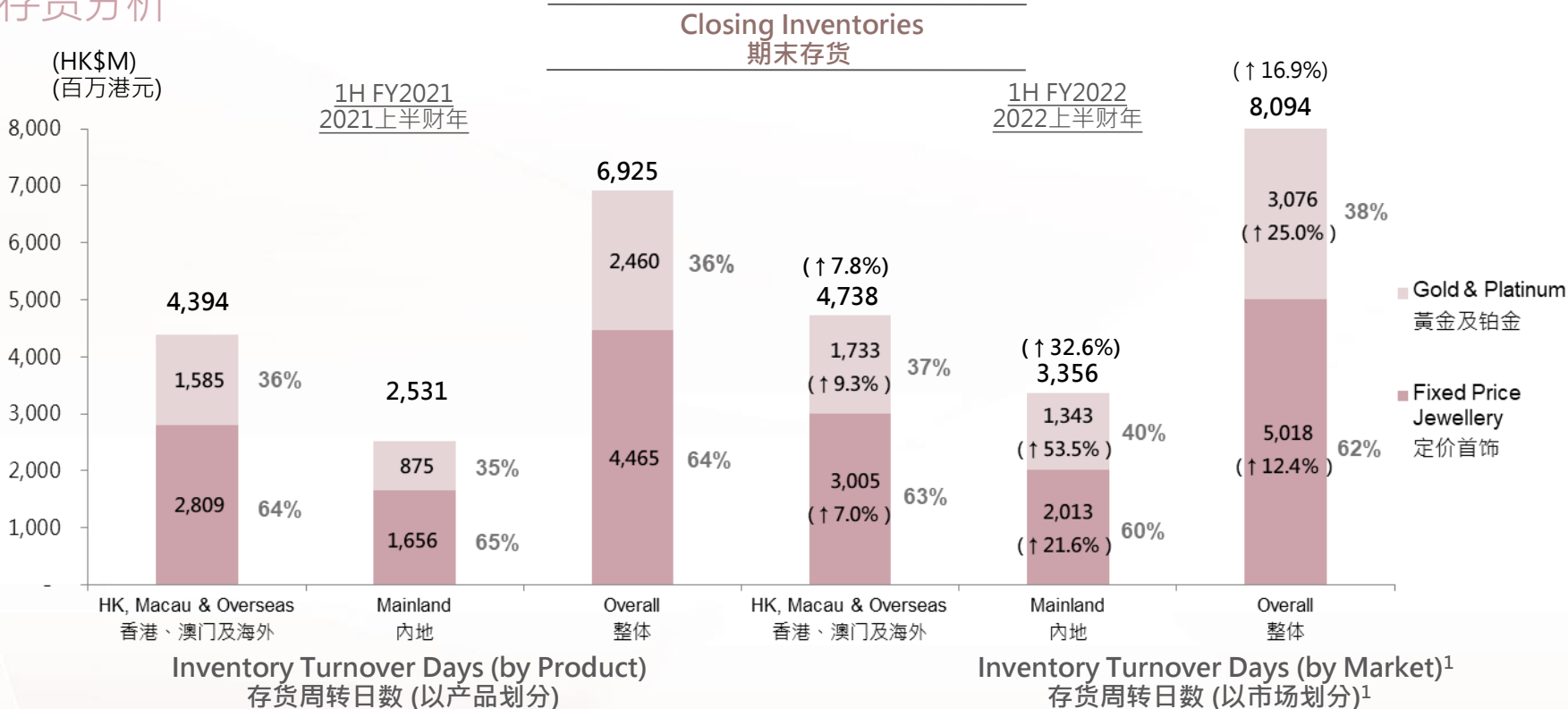
采纳香港财务报告准则第16号后，租赁相关支出包括使用权资产折旧（租赁相关），固定及浮动租金，租赁负债融资成本分别为1.62亿港元，0.33亿港元及0.06亿港元，合共2.01亿港元，同比减少达10.0%。（2021上半年财年：使用权资产折旧（租赁相关），固定及浮动租金，租赁负债融资成本分别为2.28亿港元，-0.15亿港元及0.10亿港元，合共2.23亿港元）

**Rental Related Expenses include fixed rental & depreciation of right-of-use assets (rental related)

租赁相关费用包括固定租赁及使用权资产折旧（租赁相关）

INVENTORY ANALYSIS

存货分析



Turnover Days 周转日数	平均存货 ² Average Inventory		期末存货 ³ Closing Inventory		Turnover Days 周转日数	平均存货 Average Inventory		期末存货 Closing Inventory	
	1H FY2022 2022上半财年	Y-o-Y Changes 按年变化	1H FY2022 2022上半财年	Y-o-Y Changes 按年变化		1H FY2022 2022上半财年	Y-o-Y Changes 按年变化	1H FY2022 2022上半财年	Y-o-Y Changes 按年变化
Gold 黄金	250	-274	262	-235	HK & Macau 香港及澳门	210	-346	212	-301
Fixed Price Jewellery 定价首饰	469	-234	494	-184	Mainland 内地	271	-149	297	-107
Overall 整体	357	-265	375	-221					

Remarks: Gold inventory management through daily replenishment system and gold hedging policy was around 20% of base inventory

注：通过每天补货系统管理黄金库存，并就基础黄金库存对冲约20%

¹Self-operated shops and e-commerce business only 只限自营店及电子商务业务

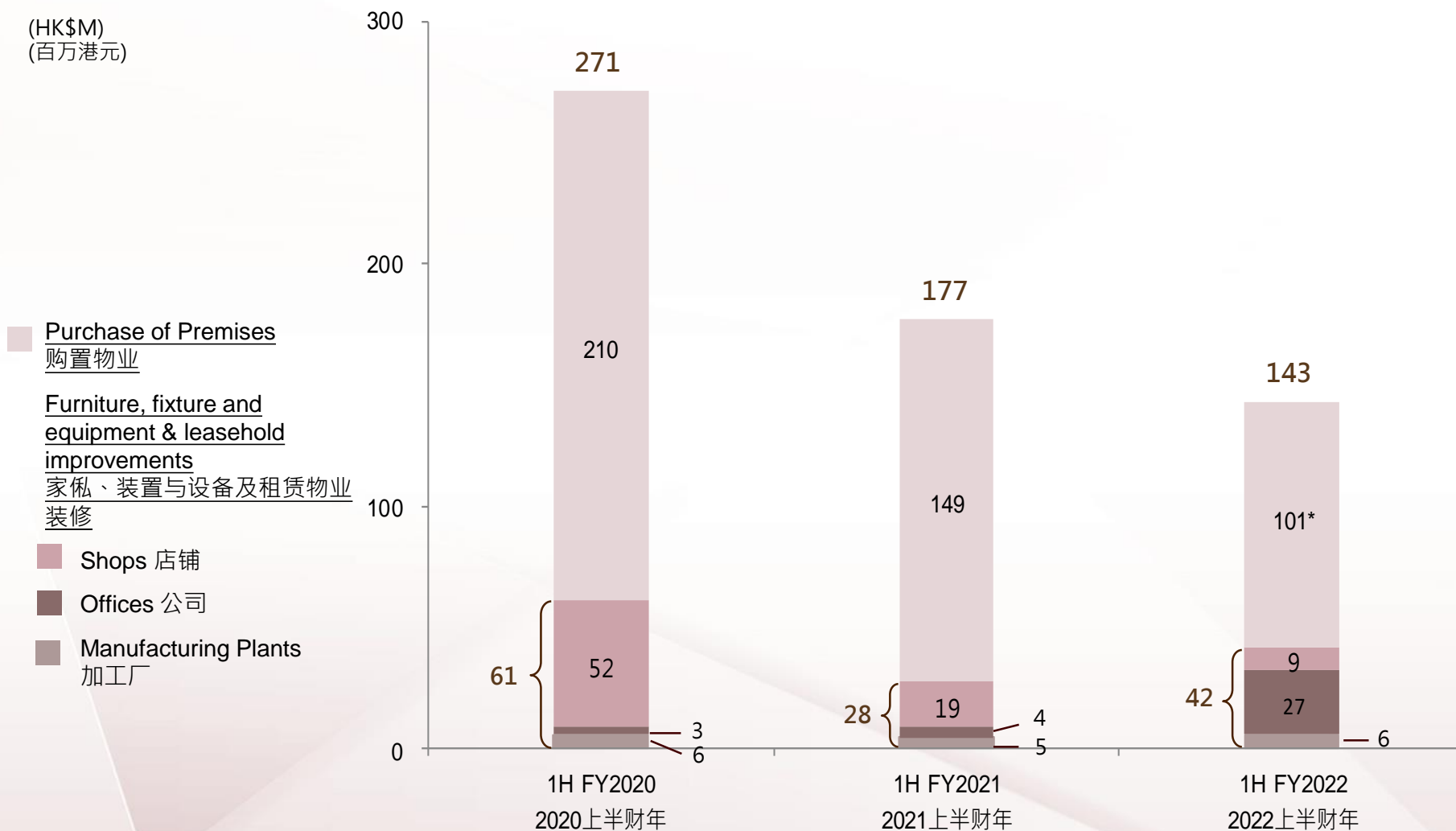
²(Opening Inventory + Closing Inventory) ÷ 2 ÷ COGS (excluding Cost of Licensing Income)* Number of days for the Period (期初存货 + 期末存货) ÷ 2 ÷ 销货成本 (扣除品牌业务之成本) * 期内日数

³Closing Inventory ÷ COGS (excluding Cost of Licensing Income)* Number of Days for the Period 期末存货 ÷ 销货成本 (扣除品牌业务之成本) * 期内日数

CAPEX

资本开支

(HK\$M)
(百万港元)



*Including HK\$100M prepayment for acquisition of office in Shenzhen for suppliers' showroom purpose
包括收购深圳写字楼的预付款项100百万港元以作供货商陈列室之用

FINANCIAL IMPACT OF INVESTMENTS AND OPERATING ACTIVITIES IN HKRH & ITS SUBSIDIARIES

香港资源控股及其附属公司的投资及营运活动之财务影响

- ◆ Lukfook Group acquired 50% interest of CGS¹ in June 2014
六福集团于2014年6月完成收购中国金银¹50%权益
- ◆ 3D GOLD targets at mid-end customers and operates approx. 345 POS through self-operated and franchising model in Hong Kong and Mainland
金至尊目标市场为中端客群，并以自营及加盟模式于香港及内地共拥约345个零售点

Gain /(Loss) 收益/(亏损)			
HK\$M 百万港元	1H FY2022 2022上半财年	1H FY2021 2021上半财年	Y-o-Y Changes 按年变化
50% share of loss of associate 联营公司50% 亏损贡献	(9)	(32)	23
Wholesale gross profit 批发毛利	1	(1)	2
Loss on a financial guarantee contract 财务担保合约之亏损	-	(20)	20
Interest income on lending 贷款利息收入	2	2	-
Overall 整体	(6)	(51)	45

With improvement in retail sentiment, CGS Group' s loss substantially narrowed. In addition, as there was no further provision on financial guarantee contract, the total loss reduced to HK\$6M significantly

随着零售气氛改善，中国金银集团的亏损大幅收窄。此外，由于财务担保合约并无进一步拨备，总亏损大幅减少至6百万港元

¹A subsidiary of Hong Kong Resources Holdings Company Limited (Stock Code:2882), which conducts jewellery retail and franchise businesses under the brand name of "3D-GOLD in Hong Kong and Mainland

香港资源控股有限公司(股份代号：2882)之附属公司，现于香港及内地经营以「金至尊」品牌从事珠宝零售及特许经营业务



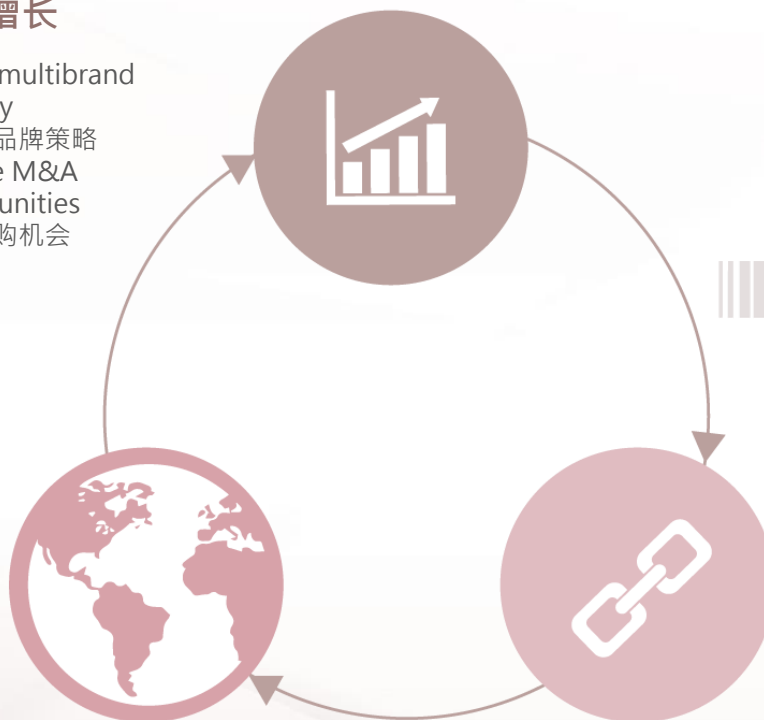
FUTURE PLANS & STRATEGIES 未来计划与策略

THREE-YEAR KEY STRATEGIES (FY2020-FY2022)

三年主要策略 (2020-2022财年)

Strategic Growth 策略性增长

- Adopt multibrand strategy
采取多品牌策略
- Explore M&A opportunities
发掘并购机会



To Reach a
New Height
再闯高峰

Mainland Market Expansion 内地市场拓展

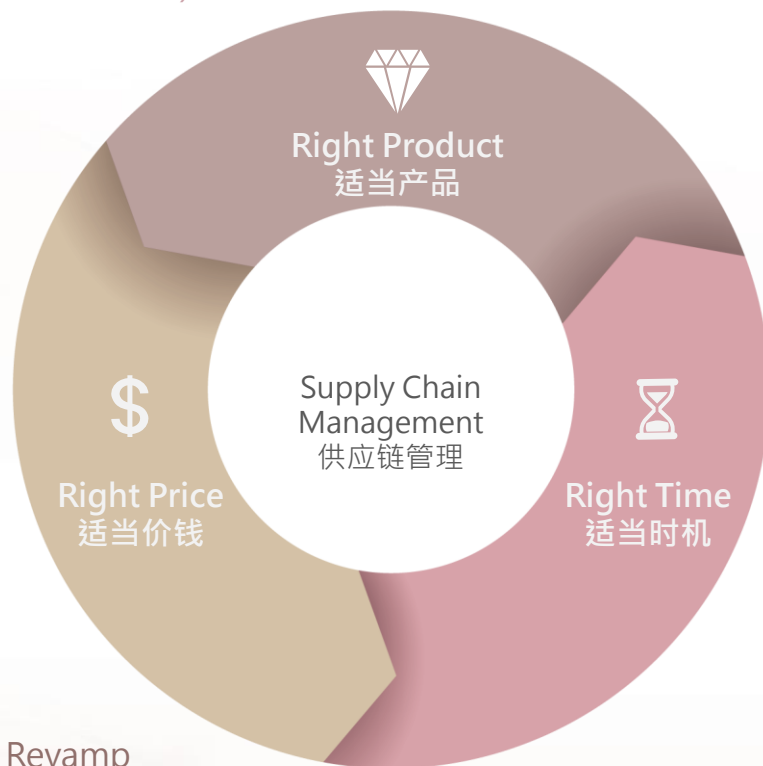
- No less than 150 shops net additions per annum
每年净开设不少于150间店
- Expand into lower tier cities with licensing model
透过开设品牌店拓展网络到较次级城市
- Steady growth of e-commerce revenue
电商销售收入稳步增长

Supply Chain Management 供应链管理

- Strengthen supply chain to identify right product, set right price and allocate products to the market at right time
巩固供应链管理以找出适当产品, 厘定适当价钱, 并于适当时间向市场配货

THREE-YEAR KEY STRATEGIES (FY2020-FY2022)

三年主要策略 (2020-2022财年)



Supply Chain Management Revamp 供应链管理整改

Enhance automation and big data management
优化自动化及大数据管理

Improve factory productivities
优化厂房生产力

Improve inventory turnover period
改善存货周期

Establish strategic partnership with suppliers
与供货商建立战略合作伙伴关系

Streamline logistics on distribution
精简分销流程

Enhance support to licensees
加强对品牌商支持

THREE-YEAR KEY STRATEGIES (FY2020-FY2022)

三年主要策略 (2020-2022财年)

Strategic Growth with Multibrand Strategy 透过多品牌策略进行策略性增长



Goldstyle

- “Unconventional gold” – to offer fashionable gold pieces that are suitable for daily wear
令黄金不再传统 – 提供时尚新颖、适合日常佩戴之黄金首饰
- Target at tasteful clients who pursue quality products
目标客群为追求潮流时尚及高质量的顾客
- With the target to open around 50shops in Mainland in FY2022
于2022财年计划在内地净开设约50间店

Dear Q

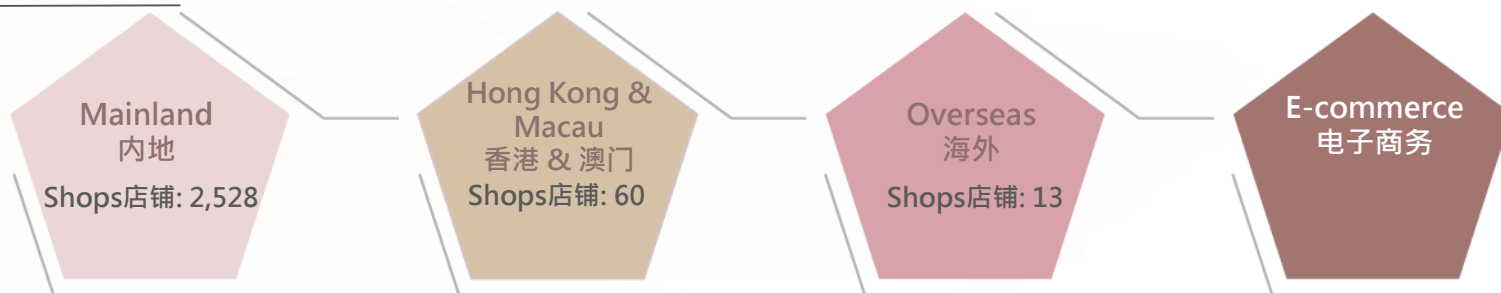
- “DIY my style” – to deliver the sweet, playful and energetic vibes
DIY 真我品味 – 呈献甜美、可爱和活泼风格
- Target at fashionable and adventurous young ladies
目标客群为追求时尚潮流、新鲜感的年轻女性



NETWORK EXPANSION AND CAPEX IN FY2022

2022财年零售网络扩充及资本开支

As at 30 Sep 2021:
于2021年9月30日:



FY2022:
2022财年:

Mainly focused on adding licensed shops in fourth- and fifth-tier cities
集中于四、五线城市开发品牌店
Shops : adjusted upward to net increase of around 500 shops
店铺: 净增加将提高至约500间店

Net addition 2 new shops in Macau
於澳門净增加2间店

Net addition 1 new shop
净增加1间店

Strengthen cooperation with e-commerce platforms and target to grow e-commerce revenue by 20%
加强与各电商平台的合作及以提升电商销售收入20%为目标

CAPEX 资本开支

Total CAPEX Budget
总资本开支预算
HK\$400M

Shop renovation
店铺翻新
HK\$60M

Nansha Plant renovation and purchase of new equipment and the Establishment of new production line in Yichang¹
南沙加工厂翻新及添置新设备及于宜昌新增生产线¹
HK\$120M

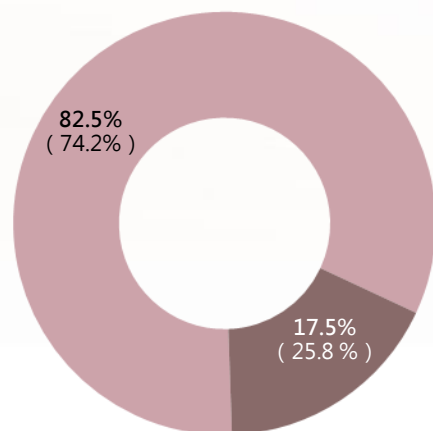
Office renovation and purchase of new equipment
行政中心翻新及添置新设备
HK\$20M

Purchase of Premises
购置物业
HK\$200M

¹ Site areas of Plants in Nansha and Yichang were approx. 40,000m² and 33,000m² respectively 南沙及宜昌加工厂占地面积分别为40,000平方米及33,000平方米

E-COMMERCE

电子商务



Sales by Product 销售以产品划分

- Gold and Platinum 黄金及铂金
- Fixed Price Jewellery 定价首饰

*Figures for 1H FY2021 are shown in brackets
括号内为2021上半财年数字



1H FY2022 Performance 2022上半财年表现

Revenue 收入
↑ 56.8%
Y-o-Y Changes 按年变化

Contribution to Mainland Retail Revenue¹
占内地零售收入¹
51.6% (1H FY2021: 52.6%)

Contribution to Group's Retail Revenue¹
占集团零售收入¹
16.3% (1H FY2021: 21.0%)

Average Selling Price²
平均售价²
RMB1,500
↑ 16.0% Y-o-Y Changes 按年变化

FY2022 Revenue Growth Target
2022财年收入增长目标
20%



Platforms 销售平台

As at 30 Sep 2021: 28 Platforms
于2021年9月30日: 28个平台



E-commerce Development 电商发展

Strengthen promotion in the we-media field to create top selling products
加强自媒体领域的传播，打造爆款

Cooperate with live-streaming KOLs to increase brand awareness and boost sales
与知名直播红人合作，增强品牌知名度，提升销售

Further enhance synergy between online and offline sales channels
进一步提升在线及线下销售渠道之协同效应

¹ Sales of self-operated shops and e-commerce business 自营店及电子商务销售额

² ASP included value-added tax (VAT) 平均售价包含增值税

MEMBERSHIP PROGRAMME

会员计划



3,151,000 (+205%)

Total number of members
as at 30 Sep 2021
于2021年9月30日之会员总数



26%

Member Contribution to Group's
Retail Sales in 1H FY2022
2022上半财年會員占集團零售銷售額



+37%

Member Spending in 1H FY2022
2022上半财年会员消费额

Mainland 内地

2,379,000 (+241%)

Members as at 30 Sep 2021
于2021年9月30日之会员数目

20%

Member Contribution to Mainland Retail Sales in 1H FY2022
2022上半财年会员占内地零售銷售額

+15%

Member Spending in 1H FY2022
2022上半财年会员消费额



Hong Kong, Macau and Overseas 香港、澳门及海外

772,000 (+130%)

Members as at 30 Sep 2021
于2021年9月30日之会员数目

55%

Member Contribution to Hong Kong, Macau and Overseas
Retail Sales in 1H FY2022
2022上半财年会员占香港、澳门及海外零售銷售額

+125%

Member Spending in 1H FY2022
2022上半财年会员消费额



Remarks 注：

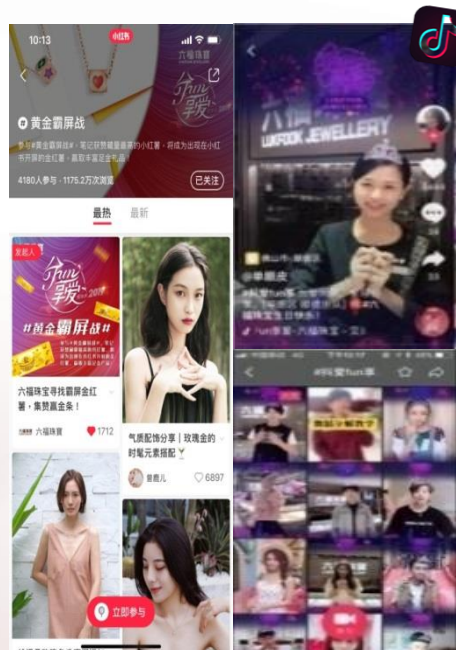
- Figures in brackets refer to the y-o-y changes 括号内的数字为按年变化
- Member Contribution to retail sales and members spending did not include sales of silver member and e-commerce business
会员占零售銷售額及会员消费額不包含銀咭及电子商务銷售額

ONLINE MARKETING

网络营销

The Group actively implemented a variety of marketing activities on new media platforms, in order to strengthen our brand image and promote sales
 为深化品牌形象及促销宣传，集团积极地利用新媒体实践各种市场推广活动

- ◆ Allocated more resources on various online media and APPs to reach out target customers.
 在网络媒体及手机应用平台投放更多资源以接触目标客户群
- ◆ Caught up with online marketing trends, including RED, Tiktok, Bilibili and e-sports.
 紧贴网络营销趋势，包括小红书、抖音、B站及电子竞技活动
- ◆ Expanded online sales by live streaming by staff and KOLs.
 通过员工及KOLs直播扩展在线销售
- ◆ Enhanced CRM via instant messaging apps to reach and engage with customers.
 以即时通讯软件强化客户维护管理，以接触客户及与其互动



ANNIVERSARY PROMOTION

周年庆

Launched a creative cross-platform promotion campaign “Share Love and Fun” to celebrate the Group’s 30TH anniversary

推出「FUN享受」推广项目，跨平台庆祝集团30周年志庆



Giveaway totaling over 66 taels of gold
送出超過66兩黃金

Launched “Captain Sweet Potato” ornament for anniversary celebration as REDesign’s first-ever crossover collaboration with jewellery brand
小红书REDesign首次联合珠宝品牌
小红薯“薯队长”助力周年庆



ANNIVERSARY PROMOTION

周年庆

Topics on anniversary promotion altogether gained a total of 436 million views and 1.2 million discussions

周年庆三大话题总阅读量4.36亿，总讨论量120万



The anniversary related topics achieved a total exposure of 400 million views
周年庆相关话题页总曝光量达4亿



Posts of 26 KOLs had a total exposure of 8 million views on RED. The topic attracted 11 million views.
26位小红书红人相关笔记曝光量达800万
话题流量1,100万



The videos with campaign hashtag recorded a total of 28 million views
Videos of 10 KOLs and 20 KOCs on Tiktok recorded 21 million views
标题视频总播放量达2,800万
10位抖音达人及素人视频播放量达2,100万

Creative Case

創意事件

Naked Eye 3D Video 3D裸眼視頻



Lukfook Jewellery showed a creative video on the giant naked eye 3D screen in Chengdu to celebrate the birthday of our global brand ambassador Li Yi Feng
六福珠宝为全球代言人李易峰霸屏庆生·特别版3D裸眼生日視頻登录成都3D裸眼大屏

The video created vivid 3D effect as if Li Yi Feng was giving out a “Giant Light of Love Diamond Ring” to fans
李易峰隔空柔情送出的“超大光影密语钻戒”給粉絲





OPEN FORUM

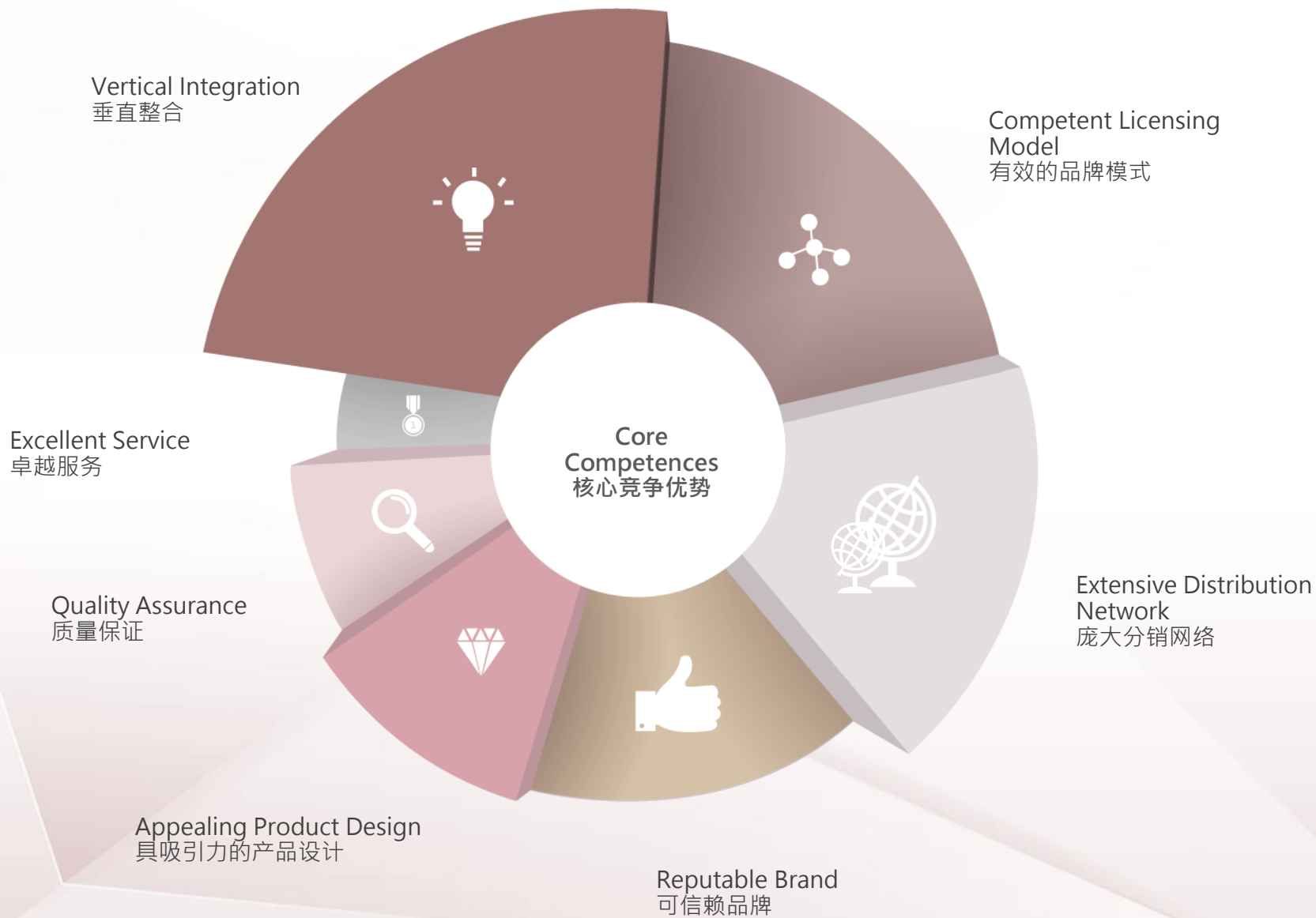
公开讨论



CORE COMPETENCES 核心竞争优势

CORE COMPETENCES

核心竞争优势



VERTICAL INTEGRATION

垂直整合

Vertical integration helps strengthen operational efficiency, cost effectiveness, market responsiveness and supply reliability to enhance competitiveness

垂直整合有助强化营运效率、成本效益、市场反应能力及供应可靠度，以增强竞争力



* Royalty income from licensees on their purchases of all products from Lukfook (wholesale) and authorized supplier
专利收入是在品牌商向六福(批发)及授权供应商购入商品时收取

COMPETENT LICENSING MODEL

有效的品牌模式

Licensing Model 品牌模式



Advantages 优点

- ◆ Ride on local knowledge
善用当地市场认知
- ◆ Rapid market expansion
迅速扩展市场
- ◆ Diversification of investment risk
分散投资风险
- ◆ Enhancement of brand recognition
提高品牌知名度

Requirements 条件

- ◆ Initial investment: Min. RMB 4M
初期投资：最少人民币400万元
- ◆ Background check and site inspection
背景调查及现场勘查
- ◆ Contract renewal period: 1 year
续约期限：1年

COMPETENT LICENSING MODEL

有效的品牌模式

Stringent control system applied on both self-operated and licensed shops

自营店和品牌店采用统一的监管系统



Operational Control

营运监管

- Whistleblowing System and Reward Scheme
鸣笛系统及奖励计划
- Sales and Inventory System Access
销售及存货系统登入
- DVR System
录像系统
- Operational Compliance Audit Team
营运合规性审查小组



Pricing Control

价格监管

- Standardised retail price through centralised labeling process
透过中央控制统一货品标签，以划一产品零售价
- Centralised control on discount policy
中央折扣政策



Product Quality Control

货品品质监管

- 100% diamond products in Mainland market supplied by the Group
内地市场钻石产品100%由六福供应
- Authorized suppliers on other products
其他产品由指定供应商供应
- All gem-set jewellery products were accredited with NGTC /GTC certificates
所有珠宝首饰均拥有国检/省检证书
- Sightholder of De Beers - steady quality diamond supply
De Beers特约配售商 – 稳定优质钻石之供应



Brand Image Control

品牌形象监管

- Authorised renovation contractors to ensure standardised shop image
指定装修承包商以划一商铺形象
- Prior approval on all advertising & promotion to deliver consistent brand image
审批广告和宣传，以建立一致品牌形象
- Standardised operational materials (e.g.: uniform, packaging) in all shops to uphold brand image
统一营运物资(例如: 制服, 包装)以建立一致品牌形象



Distribution Network Control

零售网络监管

- Prior approval on retail locations
中央筛选零售点位置



Service Quality Control

服务质量监管

- Mystery Shopper System on service quality control
神秘顾客计划及进行服务品质监管
- Centralised Staff Training
统一员工培训
 - Regional training centre 区域培训中心
 - E-Learning programmes 网上学习课程
 - On-site training 实地培训

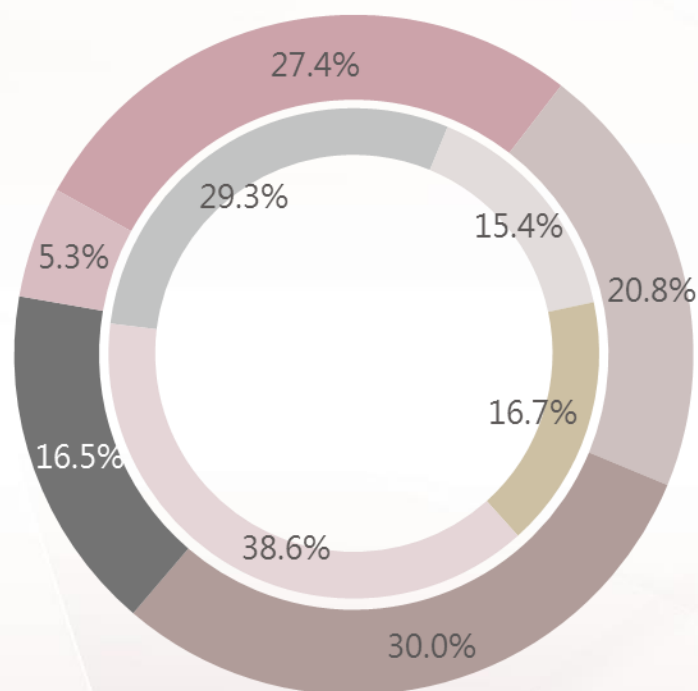
EXTENSIVE RETAIL NETWORK 庞大零售网络

Countries and Regions 国家及地区	As at 22 Nov 2021 于2021年11月22日	Mix 組合	As at 30 Sep 2021 于2021年9月30日	As at 31 Mar 2021 于2021年3月31日	Changes 变化	As at 30 Sep 2020 于2020年9月30日	Y-o-Y Changes 按年变化
Lukfook Shops 六福店							
Self-operated自营店							
• Mainland 内地	76	2.9%	78	77	+1	79	-1
• Hong Kong 香港	45	1.7%	46	47	-1	47	-1
• Macau 澳门	15	0.6%	14	13	+1	12	+2
• Canada 加拿大	2	0.1%	2	2	0	2	0
• The United States 美国	3	0.1%	3	3	0	4	-1
• Australia 澳洲	1	0.0%	1	1	0	1	0
• Malaysia 马来西亚	2	0.1%	2	2	0	3	-1
• Singapore 新加坡	1	0.0%	1	1	0	1	0
Sub-total 小計	145	5.5%	147	146	+1	149	-2
Licensed 品牌店							
• Mainland 内地	2,425	91.2%	2,365	2,135	+230	1,954	+411
• The Philippines 菲律宾	2	0.1%	2	2	0	2	0
• Cambodia 柬埔寨	2	0.1%	2	1	+1	1	+1
• Laos 老挝	1	0.0%	0	0	0	0	0
Sub-total 小計	2,430	91.4%	2,369	2,138	+231	1,957	+412
Total 总计	2,575	96.9%	2,516	2,284	+232	2,106	+410
Other Brands in Mainland 内地其他品牌							
Self-operated自营店							
• Goldstyle	5	0.2%	5	8	-3	8	-3
• Dear Q	1	0.0%	2	2	0	2	0
Licensed 品牌店							
• Goldstyle	76	2.9%	78	72	+6	64	+14
• Lukfook Joaillerie 六福精品廊	1	0.0%	0	0	+0	0	+0
Worldwide Total 全球总计	2,658	100.0%	2,601	2,366	+235	2,180	+421

LUKFOOK DISTRIBUTION NETWORK IN MAINLAND

六福内地分销网络

As at 30 Sep 2021
于2021年9月30日



Total No. of shops 店铺总数 : 2,443(+231)

Total No. of Licensees 品牌商总数	698(+94)
Total No. of Provinces 省总数	27(0)
Total No. of Municipalities 直辖市总数	4(0)
Total No. of Cities 城市总数	561(+47)

	Self-operated 自营店	Licensed 品牌店	Total 总数	Municipalities/ Cities 直辖市/城市
Countries and Regions 国家及地区	No. of Shops 店铺数字	No. of Shops 店铺数字	No. of Shops 店铺数字	No. of Municipalities/Cities 直辖市/城市数字
Tier I 一线	58(+4)	658(+60)	716(+64)	16(0)
Tier II 二线	4(-3)	373(+30)	377(+27)	19(0)
Tier III 三线	9(+1)	399(+20)	408(+21)	61(-3)
Tier IV & below 四线及以下	7(-1)	935(+120)	942(+119)	469(+50)

	Self-operated 自营店	Licensed 品牌店	Total 总数	Provinces 省	Municipalities 直辖市	Cities 城市
Countries and Regions 国家及地区	No. of Shops 店铺数字	No. of Shops 店铺数字	No. of Shops 店铺数字	No. of Provinces 省数字	No. of Municipalities 直辖市数字	No. of Cities 城市数字
Northern China 华北区	29(+4)	641(+73)	670(+77)	7(-1)	2(0)	175(+15)
Central China 华中区	30(-3)	478(+61)	508(+58)	6(0)	1(0)	154(+22)
Southern China 华南区	0(0)	732(+43)	732(+43)	4(0)	0(0)	85(+1)
Eastern China 华东区	19(0)	383(+39)	402(+39)	4(0)	1(0)	121(+7)
Western China 华西区	0(0)	131(+14)	131(+14)	6(+1)	0(0)	26(+2)

Remarks 注 :

- Lukfook shops only 只包括六福店铺
- The percentages refer to the contribution to the total no. of shops in Mainland 百分比代表该店数目对内地店铺总数之占比
- Figures in brackets refer to the 6-month changes 括号内的数字为六个月之变化

REPUTABLE BRAND

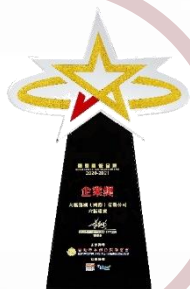
可信赖品牌

Lukfook Jewellery is positioned as a brand with the finest products and quality services targeting the mass luxury market. As a Hong Kong brand with 30 years of history, the Group puts substantial effort in building a welcoming and warm-hearted brand image to penetrate into the middle-class market.

六福珠宝以大众化奢侈品的市场为定位，一直为顾客提供优质珠宝产品和服务。作为一家30年历史的香港品牌，集团致力建立殷切亲和的品牌形象以渗透中产市场

Awards include:

奖项包括:



Hong Kong Star Brand Award–Enterprise
香港星级品牌—企业奖

Recognised for 9th Year with “Hong Kong Star Brand Award–Enterprise”
连续九年荣获「香港星级品牌—企业奖」



Hong Kong Service Awards 2021– Quality Living Category (Jewellery and Gold)
香港服务大奖2021 - 优越生活组别（珠宝金行）

Recognised for 14 consecutive years with “Hong Kong Service Awards - Quality Living Category (Jewellery and Gold)”
连续十四年荣获《东周刊》颁发的「香港服务大奖 - 优越生活组别（珠宝金行）」

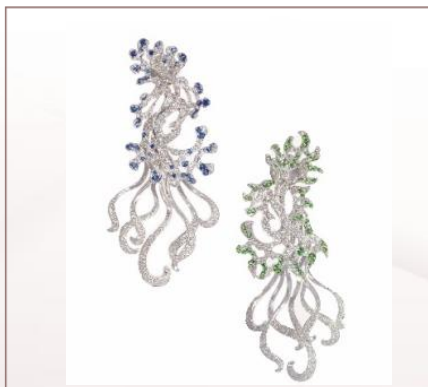
APPEALING PRODUCT DESIGN

具吸引力的产品设计

- ◆ Professional jewellery design teams in Shenzhen and Nansha in Mainland and Hong Kong
于内地深圳、南沙及香港设有专业设计团队
- ◆ Have attained over 200 awards
获得超过200个奖项
- ◆ Swept 3 Awards in "The 22nd Hong Kong Jewellery Design Competition"
于「第二十二屆香港珠寶設計比賽」勇夺三个獎項



"Dynamic City"
「動感之都」



"Good and Evil"
「善.惡」



"Lighting"
「光源」



QUALITY ASSURANCE

质量保证

Authentication Service

验证服务



Quality Assurance Schemes

质量保证計劃



China Gems Laboratory Limited 中华珠宝鉴定中心有限公司

The only laboratory in Hong Kong that meets the requirements of accreditation in jadeite jade testing, diamond authentication and grading, and gold fineness testing. Besides, it is the first laboratory in Hong Kong to obtain Chinese national standards GB/T9288 accreditation in gold testing

香港唯一同时符合硬玉质翡翠测试、钻石鉴定评级及黄金纯度检测的珠宝鉴定中心。中心更是香港首间成功考核中国国家标准GB/T9288 黄金检测方法认证之珠宝鉴定中心

Victoria Gemology Institute Limited 维多利亚宝石学院

Passed the ISO/IEC 17025 accreditation of the ANSI-ASQ National Accreditation Board (ANAB) and the accreditation of the International Laboratory Accreditation Cooperation (ILAC) and is authorised to issue internationally recognised reports for diamond grading, jadeite jade, ruby, sapphire and emerald testing

已通过美国国家认可委员会 ANSI-ASQ National Accreditation Board (ANAB) 的 ISO/IEC 17025 考核及国际实验室认可合作组织 International Laboratory Accreditation Cooperation (ILAC) 的认可，可签发国际认可的钻石评级报告、翡翠、红宝石、蓝宝石及祖母绿检测报告

De Beers Group Institute of Diamond (IOD) 戴比尔斯集团钻石学院

The Group has cooperated with IOD to provide a report for Hearts & Arrows diamond sold at our shops

集团与戴比尔斯集团钻石学院合作，为出售的八心八箭钻石提供报告

The Kimberley Process Certification Scheme 金伯利进程国际证书制度(KPCS)

All our suppliers are required to fulfill the KPCS which ensures the rough diamonds supplied are not "conflict diamonds"

集团的所有供货商均需符合KPCS的要求,以确保采购的钻石毛坯并非「冲突钻石」

National Gemstone Testing Center (NGTC) 国家珠宝玉石质量监督检验中心

The Group collaborated with the NGTC and became one of the first jewellery brands to launch e-certificate, making joint efforts to provide quality assurance for consumers

集团与国家珠宝玉石质量监督检验中心携手合作，成为首批推出电子证书的珠宝品牌，共同为消费者提供质量保证

EXCELLENT SERVICE

卓越服务



"Delivering the Beauty of Love with Six Heartfelt Services" Customer Service Programme

「六心传为您 因为爱很美」顾客服务计划

Hong Kong Retail Management Association
香港零售管理协会

Top five spot on "Quality Service Benchmarking Assessment" overall industry list in April-June 2021

「优质服务衡量评估」行业排名：
2021年4至6月期间，排名五大品牌



Research Management Ltd.

"Mystery Shopper Programme":
Received an average score of 93% by Hong Kong branches

「神秘顾客计划」：
香港整體服務平均分達93%



香港服務名牌十年成就獎
Hong Kong Top Service Brand Ten Year Achievement Award



香港工業總會
PROGRESS AWARDS
FOR INDUSTRY
生產力及品質獎
PRODUCTIVITY AND
QUALITY AWARD



QUALITY TOURISM SERVICES
優質旅遊服務



SUSTAINABILITY

可持续性



荣获「工业献爱心」表扬计划之「爱心关怀」殊荣

Awarded in the Industry Cares Recognition Scheme with Caring Certificate



连续九年获嘉许为「贴心企业」

Recognised as "Consumer Caring Company" for 9 consecutive years



成为首家香港珠宝品牌荣获由平等机会委员会颁发的「平等机会雇主（家庭岗位平等）」嘉许

Become the first Hong Kong jewellery brand to receive the "Equal Opportunity Employer" Award for the Family Status Equality from the Equal Opportunities Commission



囊括「2020年度《商法》企业法务大奖」三项殊荣

Swept 3 awards in CBLJ In-house Counsel Awards 2020

连续12年获认可为「商界展关怀」企业

Made the honour roll as "Caring Company" for 12 successive years

再度荣获积金局颁发「『积金好雇主』嘉许计划」三项殊荣

Scooped 3 citations again in MPFA's "Good MPF Employer Award"





COMPANY PROFILE

公司简介

ABOUT LUKFOOK

关于六福

A leading jewellery retailer in Mainland and Hong Kong
内地及香港主要珠宝零售商之一

Main Business 主要业务

- ◆ The Group principally engages in the sourcing, designing, wholesaling, trademark licensing and retailing of a variety of gold and platinum jewellery and gem-set jewellery products
集团主要从事各类黄铂金首饰及珠宝首饰产品之采购、设计、批发、商标授权及零售业务

Milestone 里程碑

Opened the first self-operated shop in Hong Kong in 1991
1991年于香港开设首间自营店

Listed on the Main Board of Hong Kong Stock Exchange in 1997
于1997年在香港联合交易所主板上市

Qualified as a Sightholder of De Beers in March 2015
于2015年3月成为De Beers 特约配售商

1991

1997

2015

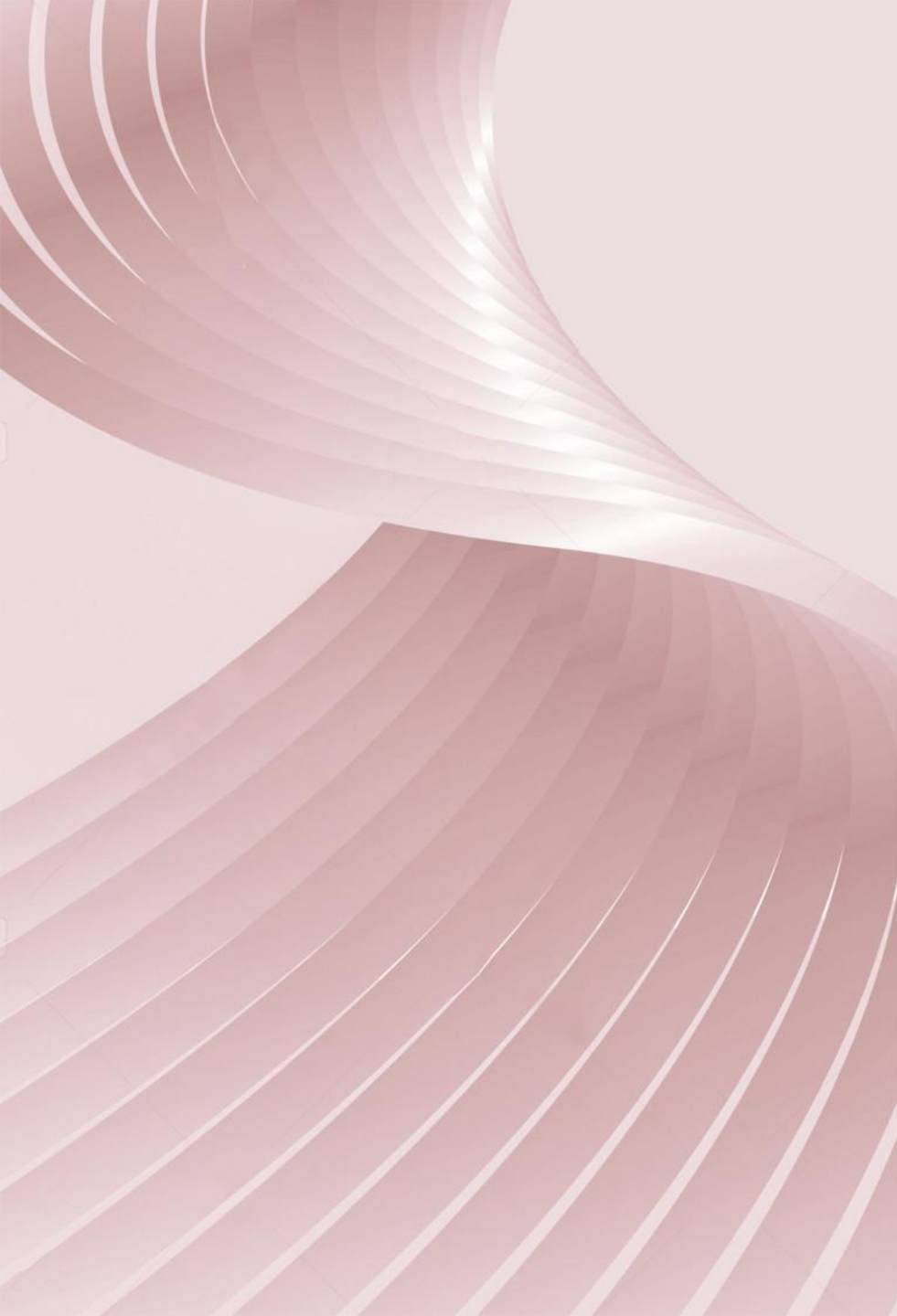
1994

2014

Opened its first licensed shop and self-operated shop in Mainland in 1994 and 2004, respectively
分别于1994及2004年，于内地开设首间品牌店及自营店

Acquired 50% interest in CGS¹ in June 2014
于2014年6月完成收购中国金银¹50%权益

¹A subsidiary of Hong Kong Resources Holdings Company Limited (Stock Code:2882), which conducts its jewellery retail and franchise businesses under the brand name of '3D-GOLD' in Mainland, Hong Kong and Macau
香港资源控股有限公司(股份代号: 2882)之附属公司，现于内地、香港及澳门以「金至尊」品牌从事珠宝零售及特许经营业务



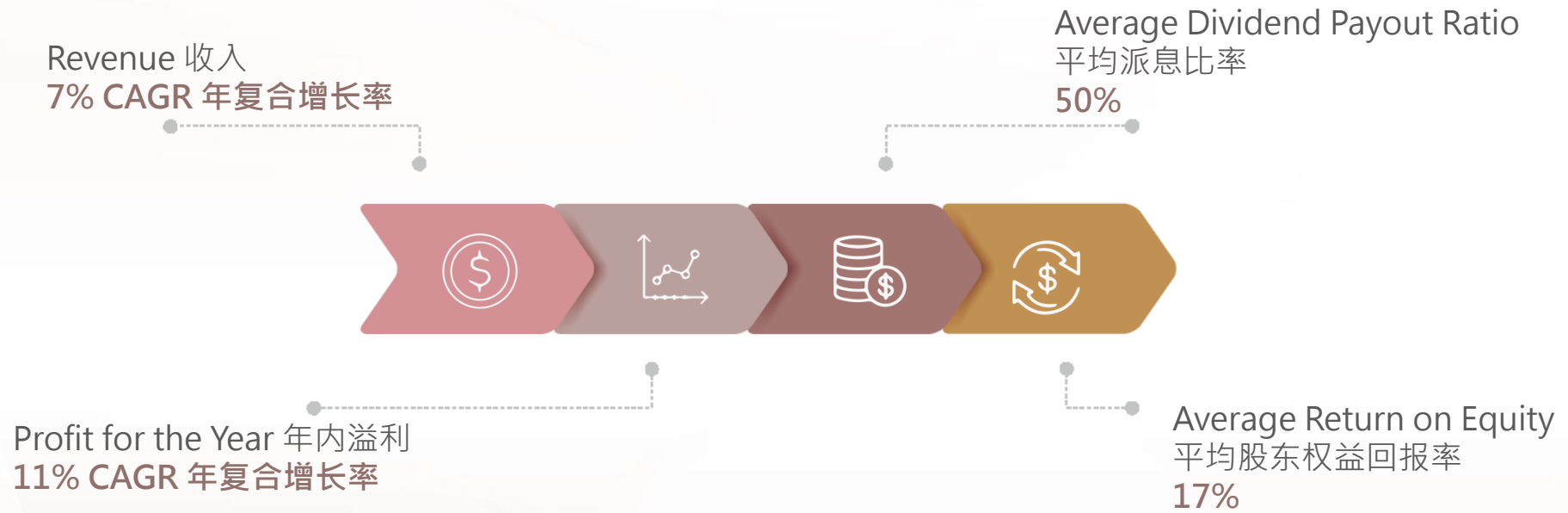
APPENDICES

附录

FINANCIAL PERFORMANCE SINCE IPO

自上市之财年财务回顾

In 1997, Lukfook Group was listed on the main board of the Stock Exchange of Hong Kong Ltd.
1997年, 六福集团在香港交易所主板上市



Market Capitalisation reached
HK\$14.1billion (as at 24 November 2021)
市值达141亿港元 (截至2021年11月24日)
31 times since IPO
公开招股市值的31倍

Net Asset reached HK\$11.5billion
净资产达115亿港元
53 times since IPO
公开招股市值的53倍

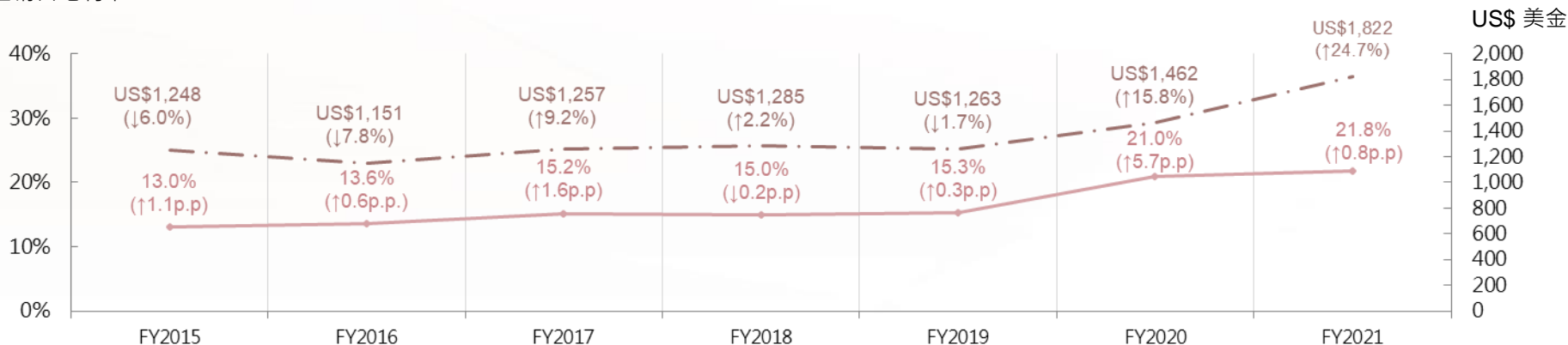
AVERAGE GOLD PRICE CHANGES & GP% OF GOLD

平均黄金价格波幅及黄金毛利率

Gross margin of gold sales is not highly correlated to the gold price fluctuation
黄金产品之毛利率与黄金价格变动相关性不大

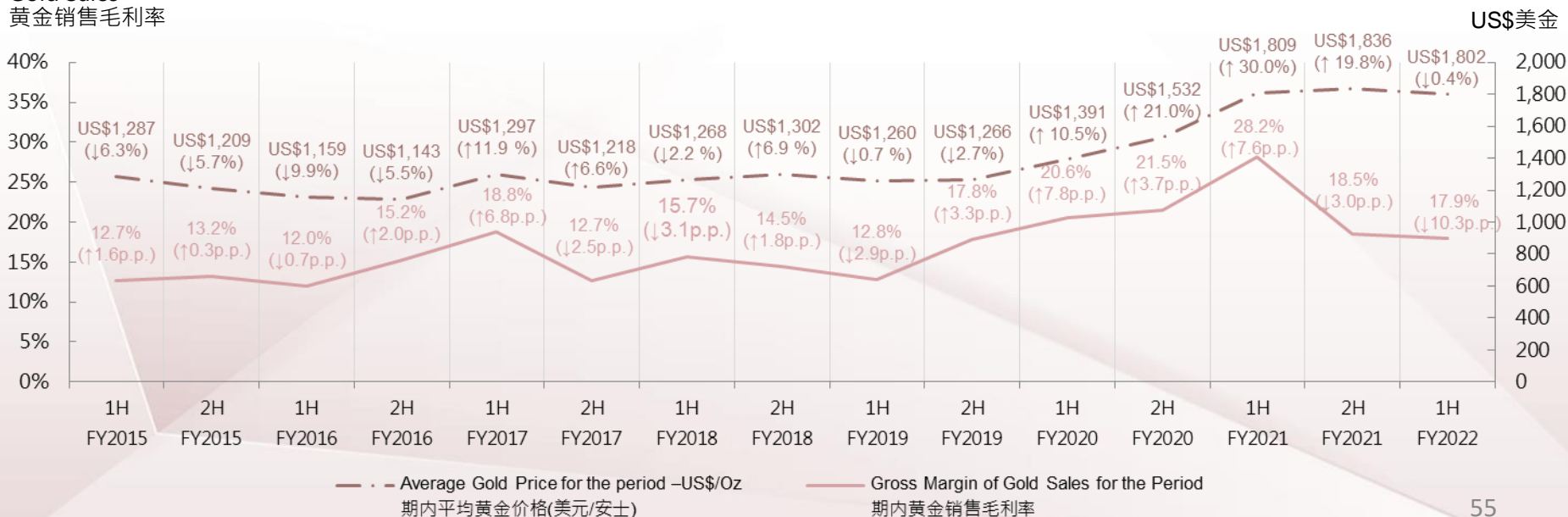
Gross Margin of Gold Sales
黄金销售毛利率

Full Year 全年



Gross Margin of Gold Sales
黄金销售毛利率

1H&2H 上半年及下半年

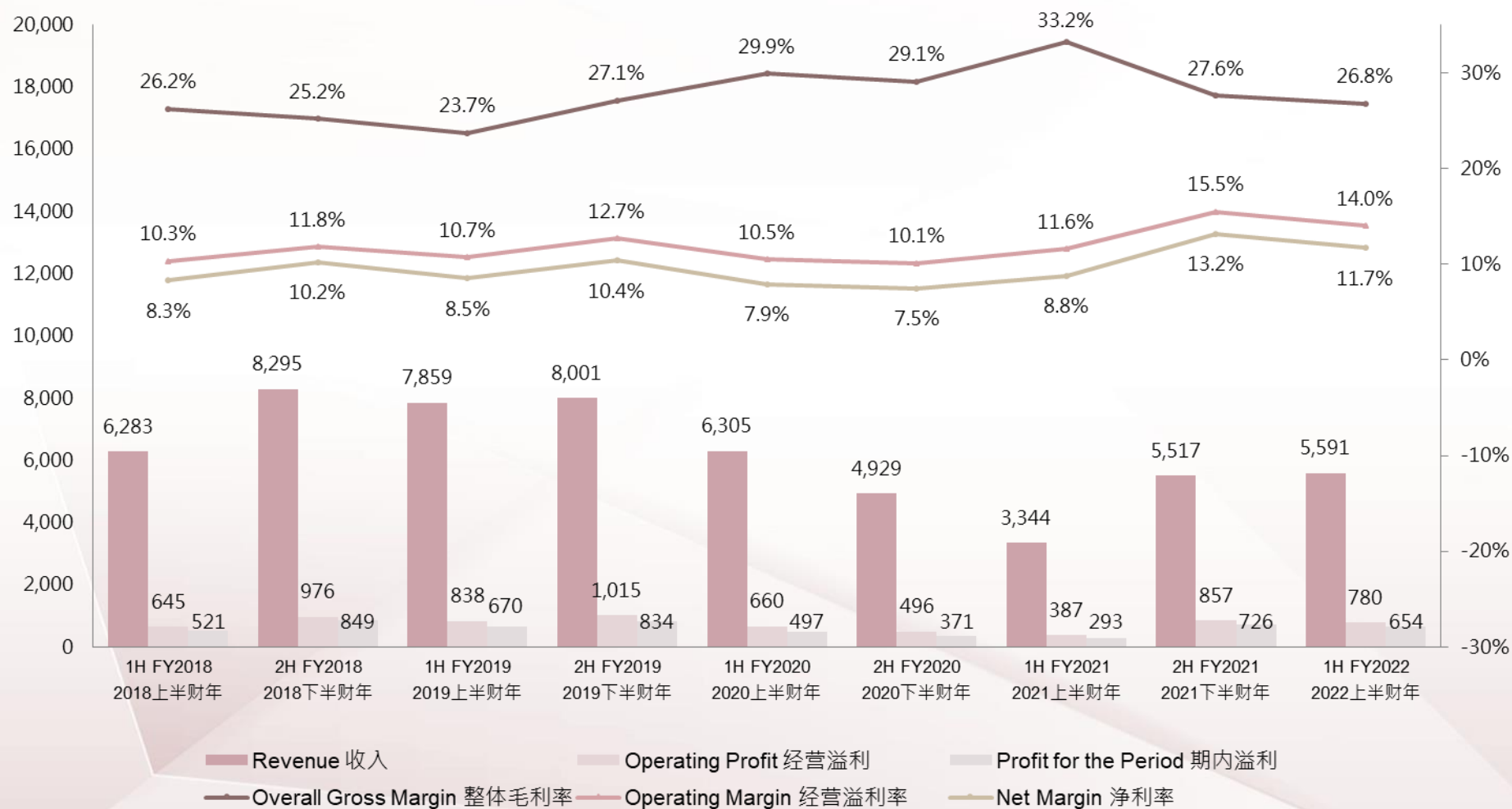


* Y-o-Y Changes are shown in brackets 括号内为去年同期之变化

1H&2H FY2018-2022 OPERATING PERFORMANCE

2018-2022上半及下半财年 营运表现

(HK\$M) (百万港元)



DISCLAIMER

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中期业绩摘要



FY2022
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*FY2022 Interim Report will be uploaded in December 2021
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