



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 Annual Results

企业简报

2021/22财年全年业绩

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



FY2022 FINANCIAL HIGHLIGHTS

2022财年财务亮点

FY2022 FINANCIAL HIGHLIGHTS

2022财年财务亮点



Revenue 收入
HK\$11,738M(百万港元)
+32.5%



Operating Profit 经营溢利
HK\$1,643M(百万港元)
+32.1%



**Profit Attributable to
Equity Holders**
权益持有人应占溢利
HK\$1,392M(百万港元)
+36.9%



Basic Earnings per Share
每股基本盈利
HK\$2.37(港元)
+37.0%



**Proposed Final Dividend
per Share**
拟派每股末期股息¹
HK\$0.55(港元)



Overall Net Shop Additions
整体净增设店铺
+443

¹ Dividend Payout Ratio 派息比率: 46.4%



FINANCIAL REVIEW

财务回顾

FINANCIAL REVIEW

财务回顾

(HK\$M) (百万港元)	FY2022 2022财年	FY2021 2021财年	Y-o-Y Changes 按年变化	FY2020 2020财年	Changes 变化
Revenue 收入	11,738	8,861	+32.5%	11,234	+4.5%
Gross Profit 毛利	3,234	2,632	+22.9%	3,323	-2.7%
Operating Profit 经营溢利	1,643	1,244	+32.1%	1,156	+42.1%
Profit for the Year 年内溢利	1,392	1,019	+36.6%	868	+60.4%
Profit Attributable to Equity Holders 权益持有人应占溢利	1,392	1,017	+36.9%	866	+60.7%
Gross Margin 毛利率	27.6%	29.7%	-2.1p.p.	29.6%	-2.0p.p.
Operating Margin 经营溢利率	14.0%	14.0%	+0.0p.p.	10.3%	+3.7p.p.
Net Margin 净利率	11.9%	11.5%	+0.4p.p.	7.7%	+4.2p.p.
EBITDA 未计利息、税项、折旧及摊销前盈利	1,753	1,354	+29.4%	1,241	+41.3%
EBITDA Margin 未计利息、税项、折旧及摊销前盈利率	14.9%	15.3%	-0.4p.p.	11.0%	+3.9p.p.
Total Operating Expenses to Revenue Ratio 总经营开支占收入比率	15.5%	19.1%	-3.6p.p.	18.9%	-3.4p.p.
Effective Tax Rate 实际税率	17.3%	18.8%	-1.5p.p.	20.5%	-3.2p.p.

DIVIDEND

股息

(HK\$) (港元)	FY2022 2022财年	FY2021 2021财年	Y-o-Y Changes 按年变化	FY2020 2020财年	Changes 变化
Basic Earnings per Share 每股基本盈利	HK\$2.370	HK\$1.730	+37.0%	HK\$1.480	+60.1%
Declared宣派：					
Basic Dividend per Share 每股基本股息	HK\$0.550	HK\$0.500	+10.0%	HK\$0.500	+10.0%
Special Dividend per Share 每股特别股息	N/A	HK\$0.500	N/A	N/A	N/A
Final Dividend per Share 每股末期股息	HK\$0.550	HK\$1.000	-45.0%	HK\$0.500	+10.0%
Paid 已派付：					
Basic Dividend per Share 每股基本股息	HK\$0.550	HK\$0.225	-144.4%	HK\$0.500	+10.0%
Special Dividend per Share 每股特别股息	N/A	HK\$0.275	N/A	N/A	N/A
Interim Dividend per Share 每股中期股息	HK\$0.550	HK\$0.500	+10.0%	HK\$0.500	+10.0%
Annual Dividend per Share 每股全年股息	HK\$1.100	HK\$1.500	-26.7%	HK\$1.000	+10.0%
Dividend Payout Ratio 派息比率 ¹	46.4%	86.6%	-40.2p.p.	67.8%	-21.4p.p.

¹ Dividend Policy: Dividend payout ratio at 40-45% 派息政策：派息比率为40-45%

HEALTHY FINANCIAL POSITION

健康的财务状况

(HK\$M) (百万港元)	FY2022 2022财年	FY2021 2021财年	Y-o-Y Changes 按年变化
Inventories 存货	8,769	7,322	+19.8%
Average Inventory Turnover Days ¹ 平均存货周转日 ¹	356	451	-95
Closing Inventory Turnover Days ² 期末存货周转日 ²	388	444	-56
Cash and Bank Balances 现金及银行结余	3,492	3,546	-1.5%
Bank Borrowings & Gold Loans 银行贷款及黄金借贷	1,955	1,089	+79.5%
Net Cash 净现金	1,537	2,457	-37.4%
Net Gearing Ratio ³ 净债务比率 ³	N/A	N/A	N/A
Debt-to-Equity Ratio ⁴ 负债权益比率 ⁴	34.3%	28.1%	+6.2p.p.
Return on Equity (ROE) ⁵ 股东权益回报率 ⁵	11.5%	9.0%	+2.5p.p.
Return on Total Assets ⁶ 总资产回报率 ⁶	8.6%	7.0%	+1.6p.p.
Current Ratio 流动比率	3.3	4.0	-17.5%

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

(期初存货 + 期末存货) ÷ 2 ÷ 已售存货成本 x 年内日数

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

期末存货 ÷ 已售存货成本 x 年内日数

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

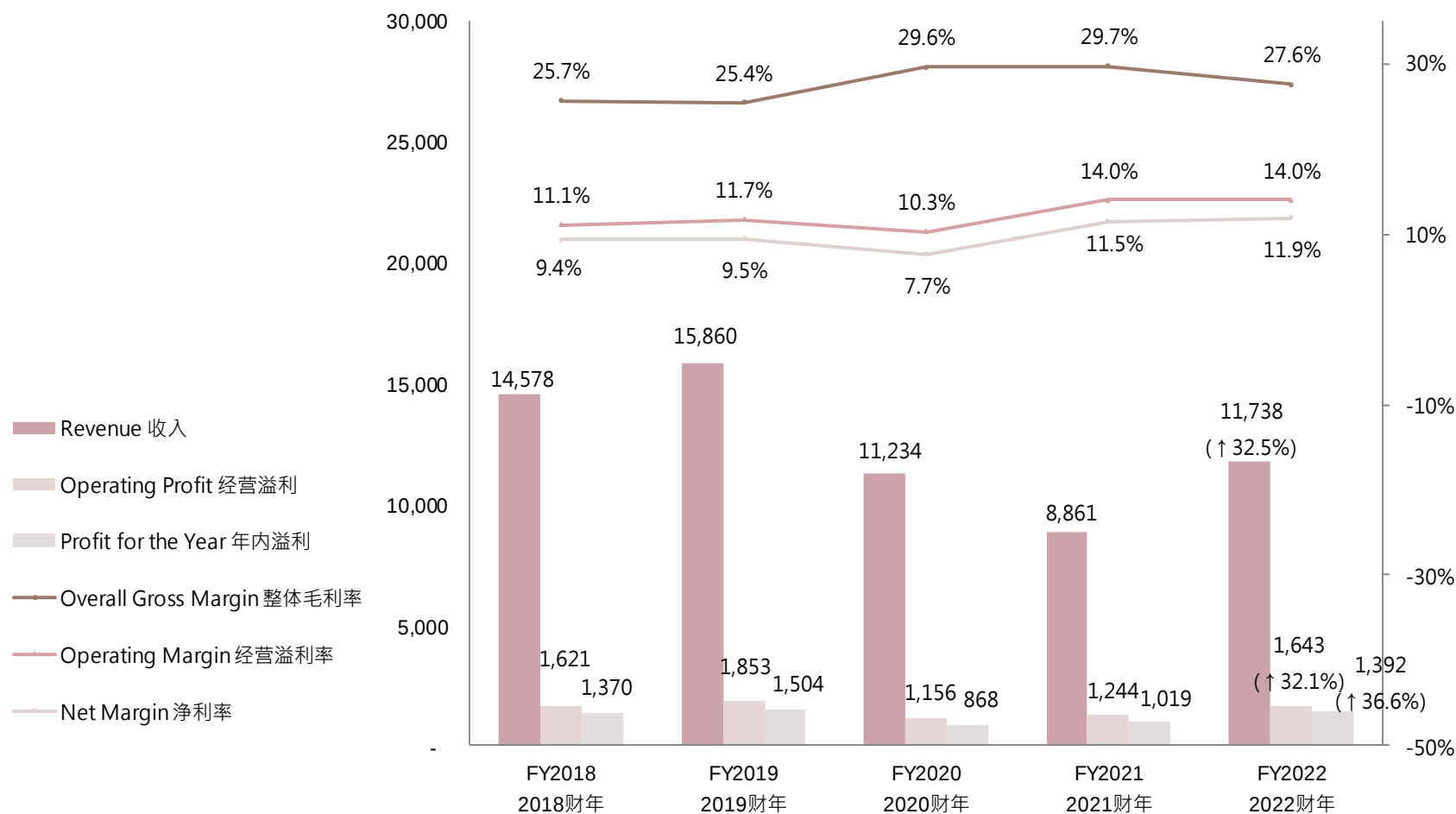
财务状况摘要

(HK\$M) (百万港元)	As at 31 Mar 2022 截至2022年 3月31日	As at 31 Mar 2021 截至2021年 3月31日	Y-o-Y Changes 按年变化
Non Current Assets 非流动资产	3,218	2,779	+15.8%
Current Assets 流动资产	13,002	11,733	+10.8%
Total Assets 总资产	16,220	14,512	+11.8%
Non Current Liabilities 非流动负债	233	241	-3.3%
Current Liabilities 流动负债	3,909	2,947	+32.6%
Total Liabilities 总负债	4,142	3,188	+29.9%
Total Equity 权益总额	12,079	11,324	+6.7%
Non-controlling Interest 非控股权益	0	0	+0.0%
Shareholders' Equity 股东权益	12,079	11,325	+6.7%
No. of Issued Shares 发行股份数目	587,107,850	587,107,850	+0.0%
Net Asset Value per Share 每股净资产值	HK\$20.57	HK\$19.29	+6.6%

FY2018-2022 OPERATING PERFORMANCE

2018-2022财年 营运表现

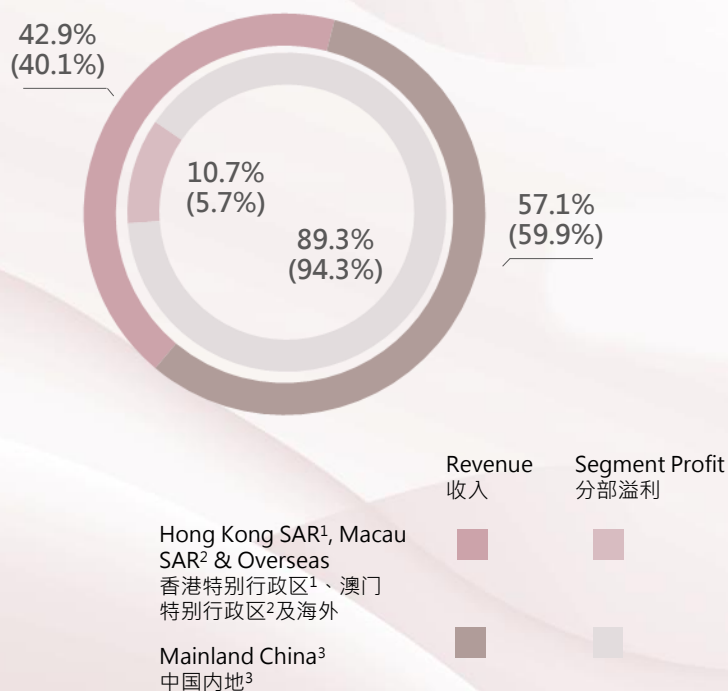
(HK\$M) (百万港元)



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>	5,032 +41.7%	187 +148.9%	3.7% +1.6p.p.
Mainland 内地 <i>Y-o-Y Changes 按年变化</i>	6,706 +26.3%	1,563 +25.2%	23.3% -0.2p.p.

Remarks: Comparative figures for FY2021 are shown in brackets

注：括号内为2021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」

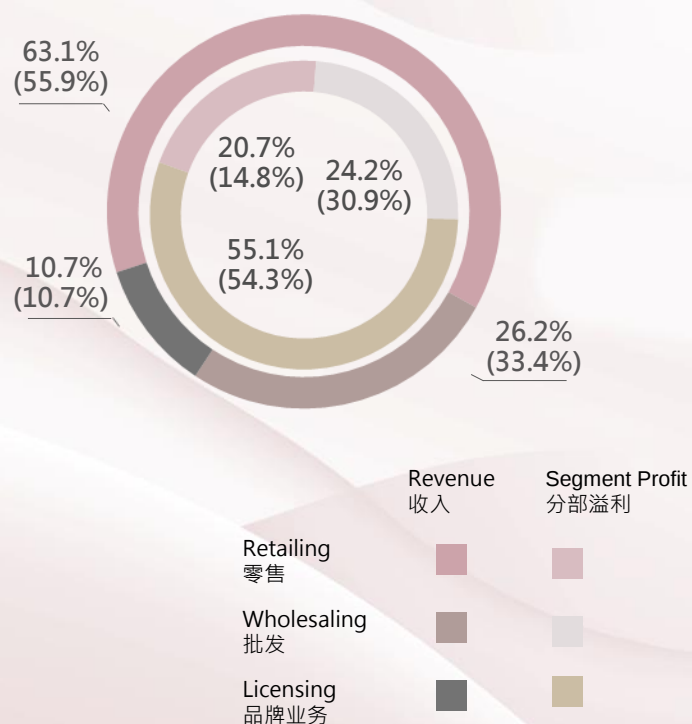
² Macau SAR: Hereafter refers to as "Macau" 澳门特别行政区：往后称为「澳门」

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

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>	7,408 +49.6%	362 +84.9%	4.9% +0.9p.p.
Wholesaling 批发 <i>Y-o-Y Changes 按年变化</i>	3,077 +3.9%	424 +3.6%	13.8% +0.0p.p.
Licensing 品牌业务 <i>Y-o-Y Changes 按年变化</i>	1,253 +32.4%	964 +34.2%	77.0% +1.0p.p.
Adjusted Wholesaling 经调整后的批发 <i>Y-o-Y Changes 按年变化</i>	4,378 ¹ +8.6%	424 +3.6%	9.7% -0.4p.p.

Remarks: Comparative figures for FY2021 are shown in brackets

注：括号内为2021财年之比较数字

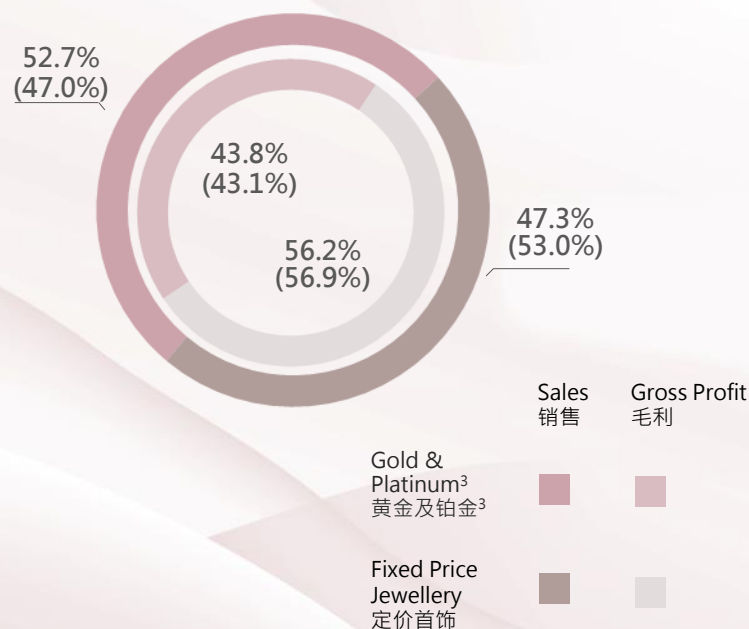
¹ Adjusted Wholesaling Revenue = Revenue of Wholesale Business to External Parties + Inter-Segment Wholesale Revenue

经调整后的批发收入 = 对外批发业务收入 + 分部间批发收入

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>	5,527 +48.6%	981 +19.9%	17.7% -4.3p.p.
Fixed Price Jewellery 定价首饰 <i>Y-o-Y Changes 按年变化</i>	4,958 +18.2%	1,258 +16.4%	25.4% -0.4p.p.

Remarks: Comparative figures for FY2021 are shown in brackets
注：括号内为2021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

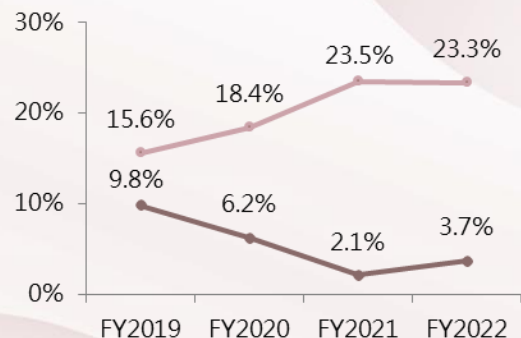
³ Gold & Platinum refers to gold & platinum products sold by weight basing on international market price, i.e. at non-fixed price
黄金及铂金是指根据国际市场价格按重量出售的黄金及铂金产品（即非定价）

MARGIN ANALYSIS

溢利率分析

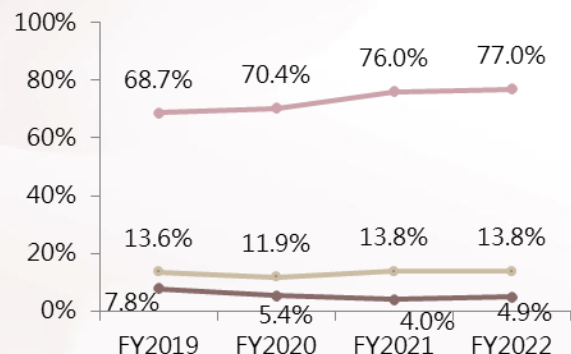
Segment Profit Margin by Market
分部溢利率 (以市场划分)

Full Year 全年



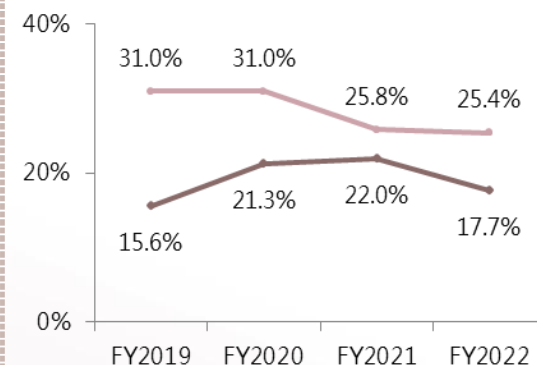
Segment Profit Margin by Business
分部溢利率 (以业务划分)

Full Year 全年

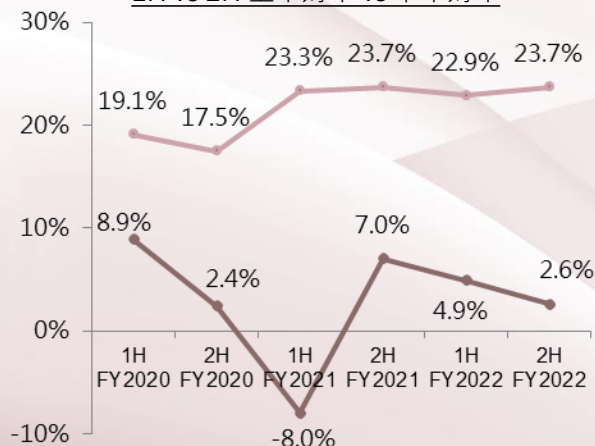


Gross Margin by Product
毛利率 (以产品划分)

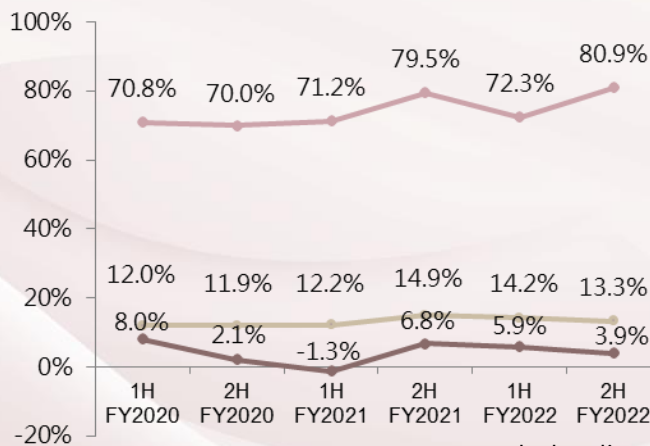
Full Year 全年



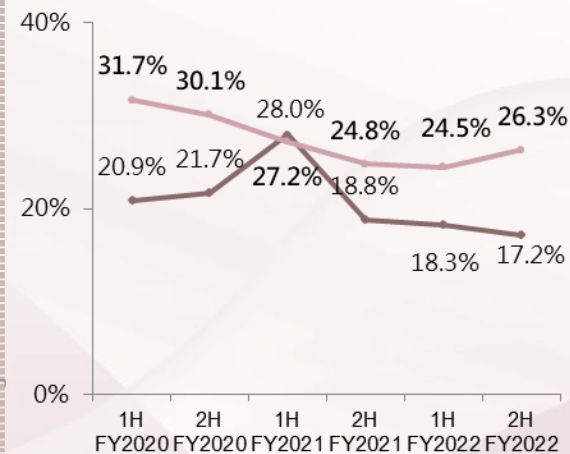
1H vs 2H 上半财年 vs 下半财年



1H vs 2H 上半财年 vs 下半财年



1H vs 2H 上半财年 vs 下半财年



Mainland 内地
Hong Kong, Macau & Overseas 香港、澳门及海外

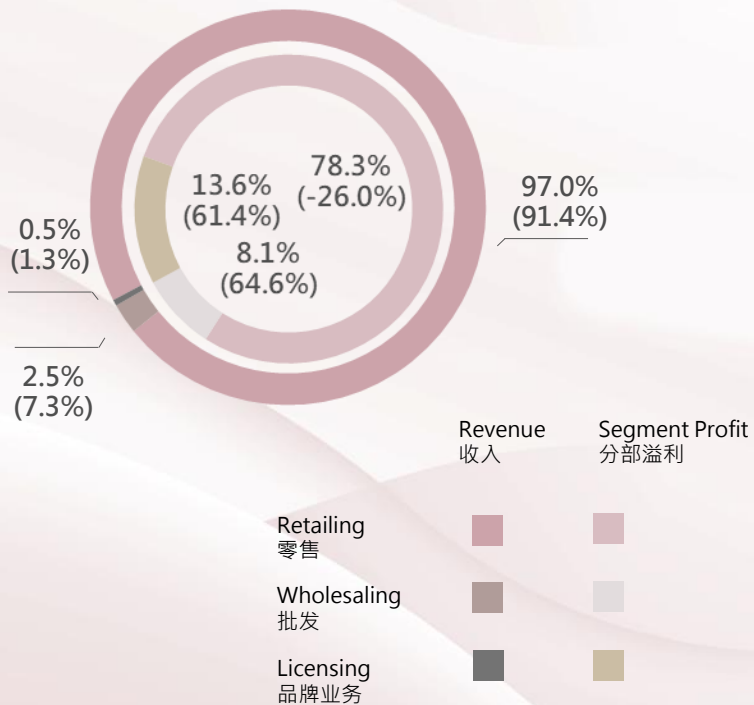
Licensing 品牌业务
Retailing 零售
Wholesaling 批发

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>	4,881 +50.4%	147 +868.4%	3.0% +3.6p.p.
Wholesaling 批发 <i>Y-o-Y Changes 按年变化</i>	127 -51.2%	15 -68.6%	12.0% -6.6p.p.
Licensing 品牌业务 <i>Y-o-Y Changes 按年变化</i>	24 -46.7%	25 -45.1%	104.0% +3.2p.p.
Overall 整体 <i>Y-o-Y Changes 按年变化</i>	5,032 +41.7%	187 +148.9%	3.7% +1.6p.p.
Adjusted Wholesaling 经调整后的批发 <i>Y-o-Y Changes 按年变化</i>	1,311 ¹ +37.4%	15 -68.6%	1.2% -3.9p.p.

Remarks: Comparative figures for FY2021 are shown in brackets
注：括号内为2021财年之比较数字

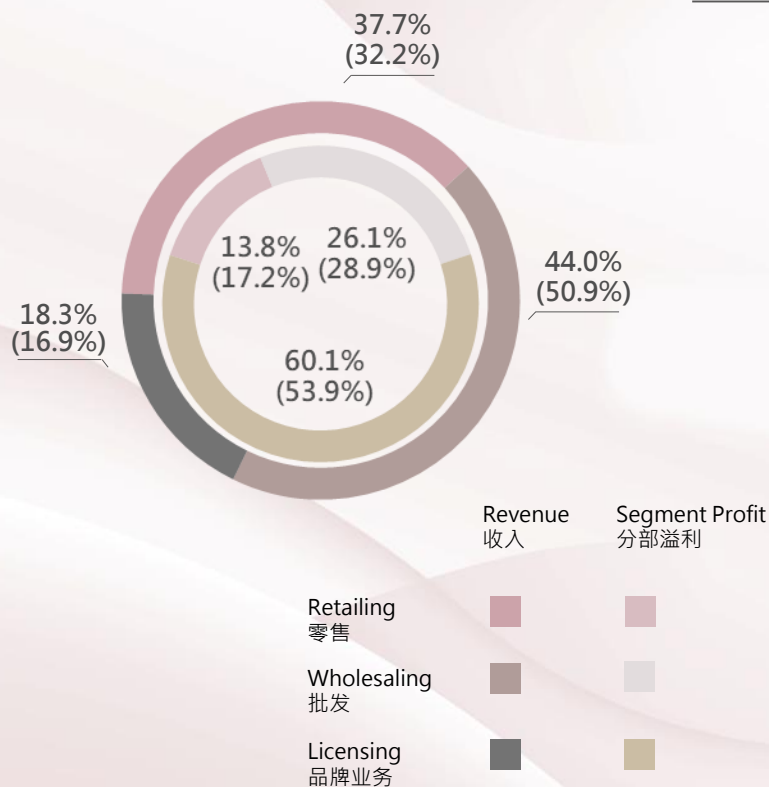
¹ Adjusted Wholesaling Revenue = Revenue of Wholesale Business to External Parties + Inter-Segment Wholesale Revenue

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 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>	2,527 +47.9%	215 +0.1%	8.5% -4.1p.p.
Wholesaling 批发 <i>Y-o-Y Changes 按年变化</i>	2,950 +9.2%	409 +13.3%	13.9% +0.6p.p.
Licensing 品牌业务 <i>Y-o-Y Changes 按年变化</i>	1,229 +36.5%	939 +39.6%	76.4% +1.7p.p.
Overall 整体 <i>Y-o-Y Changes 按年变化</i>	6,706 +26.3%	1,563 +25.2%	23.3% -0.2p.p.
Adjusted Wholesaling 经调整后的批发 <i>Y-o-Y Changes 按年变化</i>	3,068 ¹ -0.4%	409 +13.3%	13.3% +1.6p.p.

Remarks: Comparative figures for FY2021 are shown in brackets

注：括号内为2021财年之比较数字

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

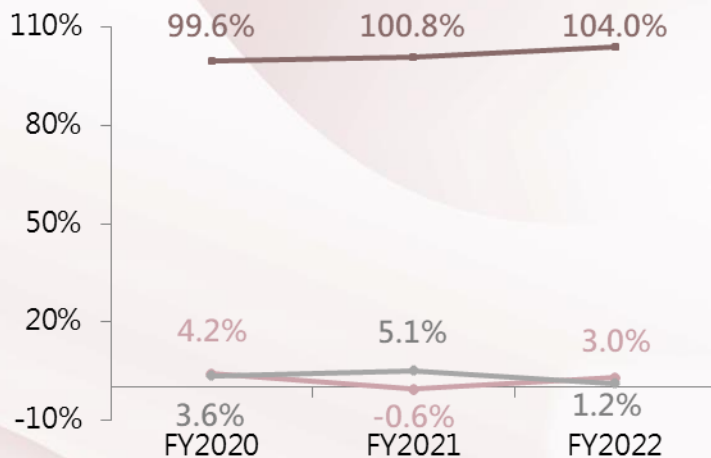
经调整后的批发收入 = 对外批发业务收入 + 分部间批发收入

REGIONAL SEGMENT PROFIT MARGIN ANALYSIS BY BUSINESS

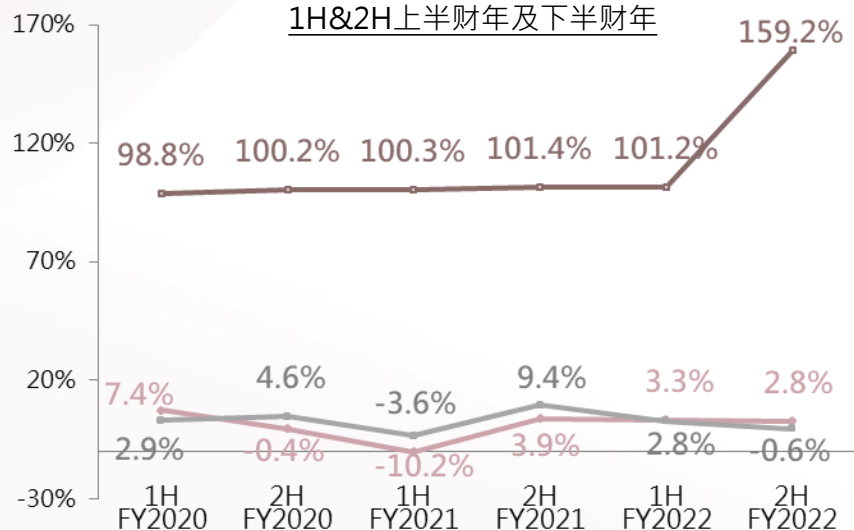
地区分部溢利率分析以业务划分

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

Full Year 全年

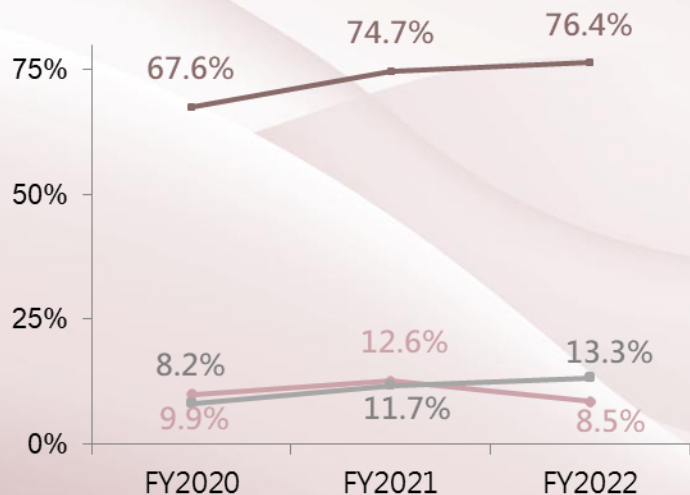


1H&2H 上半财年及下半财年

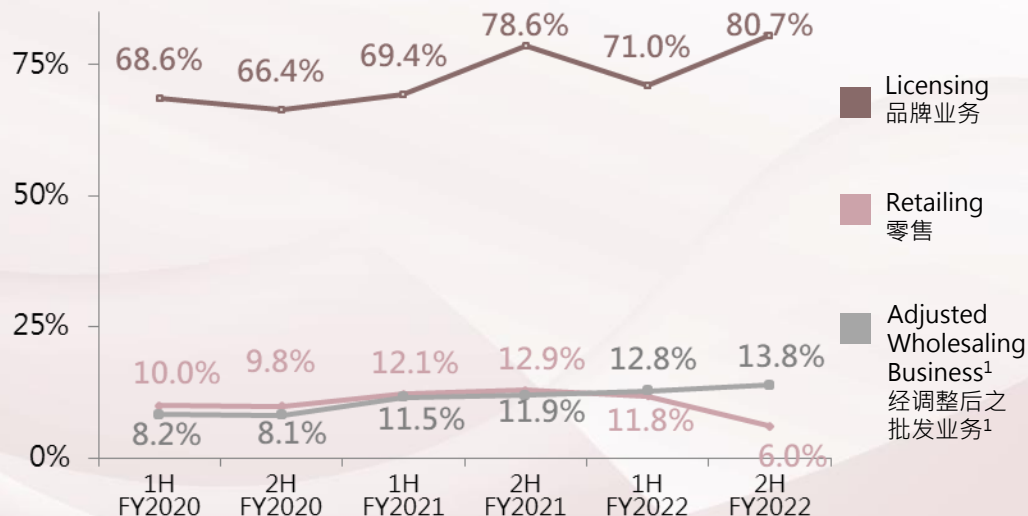


Mainland 内地

Full Year 全年



1H&2H 上半财年及下半财年

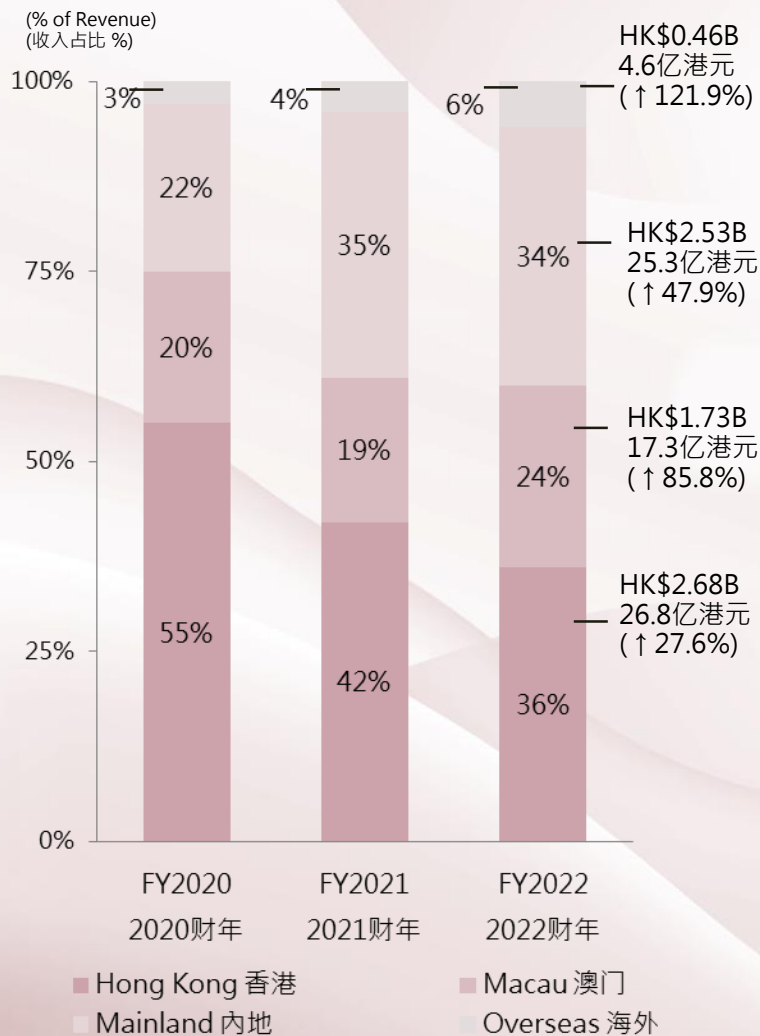


¹ Adjusted Wholesaling Segment Profit Margin = Segment Profit of Wholesale Business ÷ (Revenue of Wholesale Business to External Parties + Inter-segment Wholesale Revenue)
经调整的批发分部溢利率 = 批发业务之分部溢利 ÷ (对外批发业务收入 + 分部间批发收入)

RETAIL REVENUE ANALYSIS

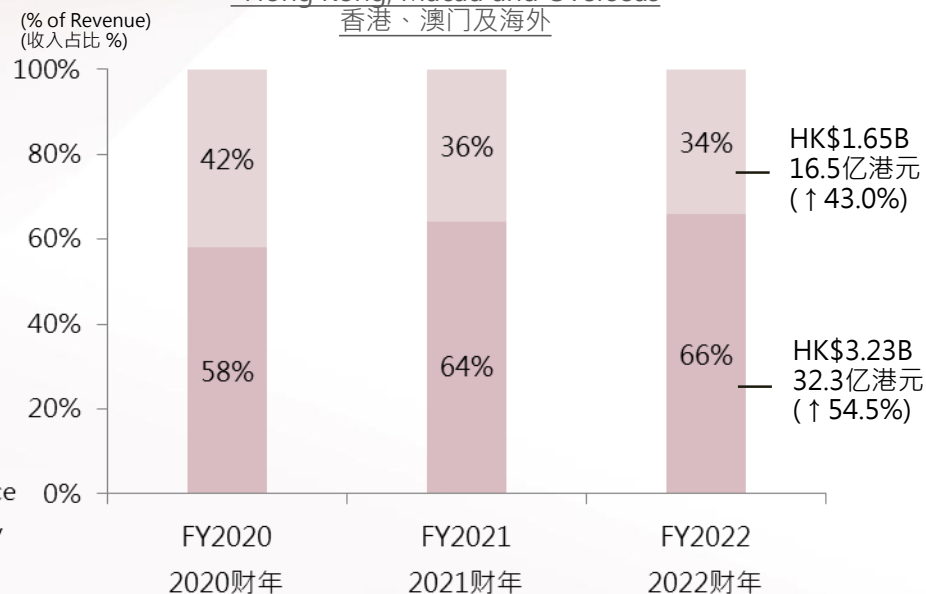
零售收入分析

Retail Revenue by Region
收入 (以市场划分)

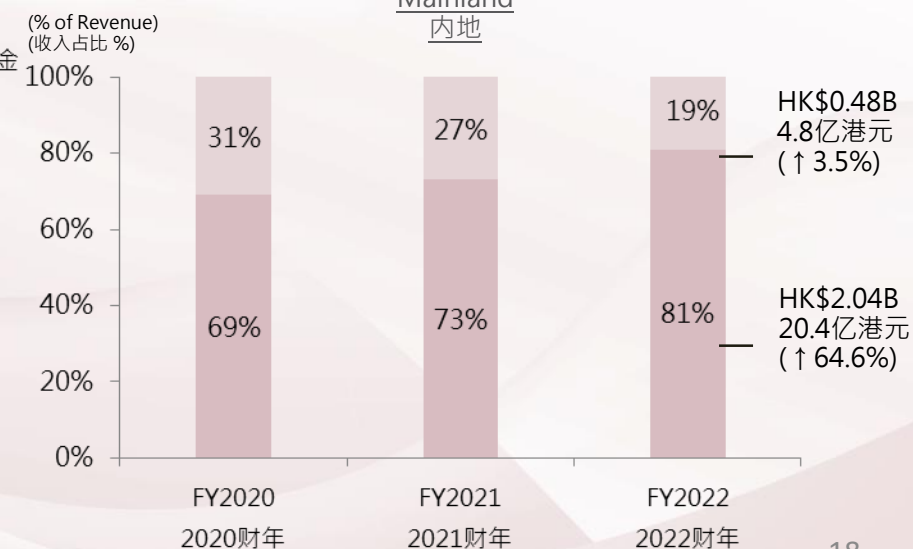


Retail Revenue by Product
收入 (以产品划分)

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



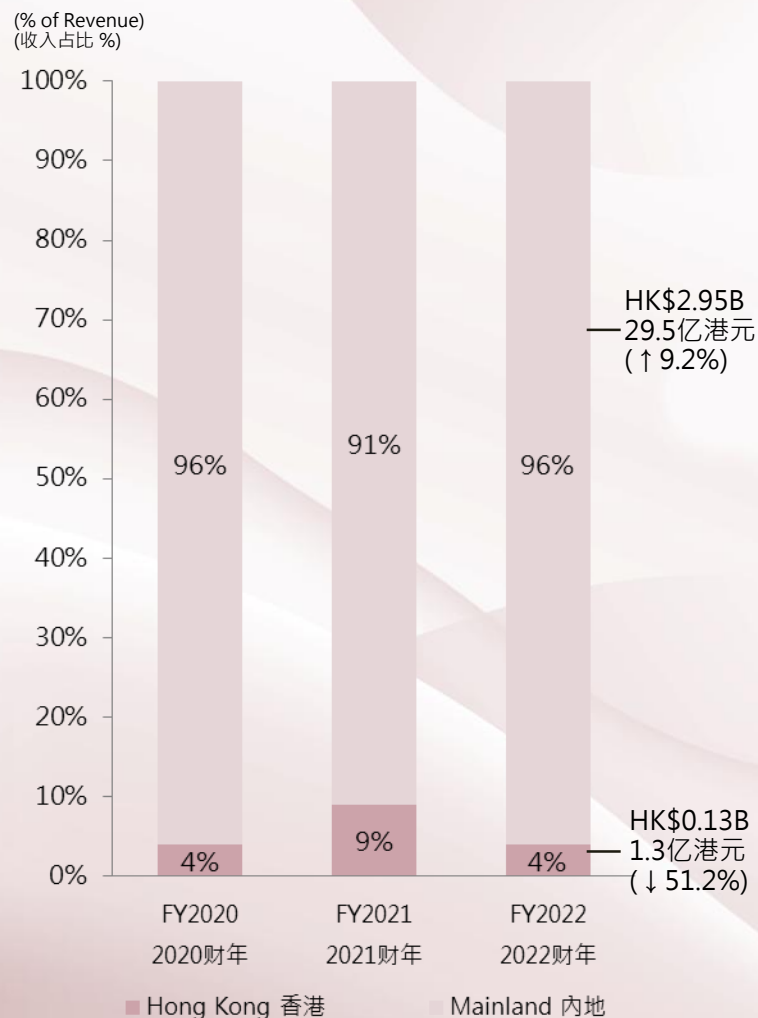
Mainland
内地



WHOLESALE REVENUE ANALYSIS

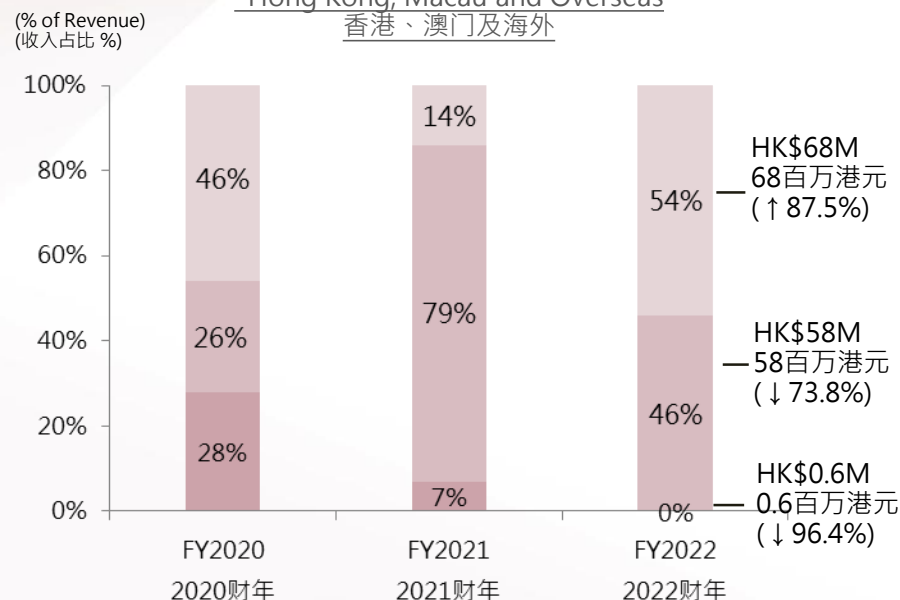
批发收入分析

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

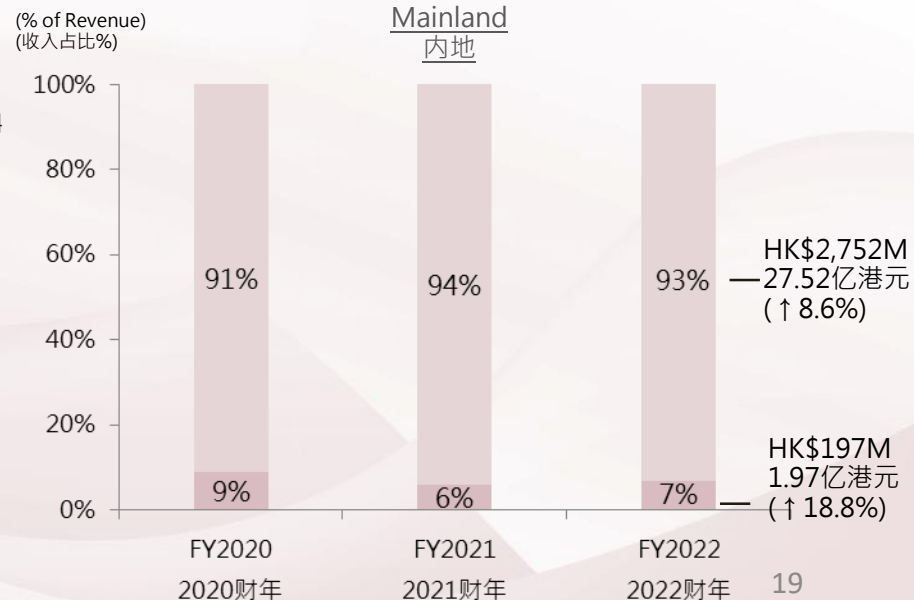


Wholesale Revenue by Product 收入 (以产品划分)

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					
	FY2022 2022财年	FY2021 2021财年	FY2022 2022财年			FY2021 2021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	+45%	-40%	+49%	+13%	+28%	-41%	-54%	+27%
► Gold & Platinum 黄金及铂金	+51%	-32%	+55%	+52%	+0%	-34%	-53%	+40%
► Fixed Price Jewellery 定价首饰	+34%	-51%	+38%	-8%	+45%	-52%	-54%	+5%
Hong Kong & Macau 香港及澳门	+42%	-47%	+48%	+14%	+30%	-47%	-59%	+29%
► Gold & Platinum 黄金及铂金	+44%	-39%	+49%	+54%	-4%	-39%	-59%	+48%
► Fixed Price Jewellery 定价首饰	+39%	-58%	+46%	-5%	+54%	-57%	-59%	+4%
Mainland 内地	+40%	-5%	+29%	+12%	+15%	-21%	-34%	+20%
► Gold & Platinum 黄金及铂金	+61%	-2%	+48%	+47%	+4%	-18%	-38%	+31%
► Fixed Price Jewellery 定价首饰	-4%	-9%	-11%	-12%	+4%	-24%	-31%	+9%

* 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比较，有关数据并不包括品牌店及内地电子商务的销售。

** 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							
		FY2022 2022财年				FY2021 2021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		+28%	-6%	+16%	N/A	+12%	+1%	+8%	N/A
Self-operated Shops 自營店									
Overall 整体		+61%	-4%	+40%	N/A	-2%	-9%	-5%	N/A
By Tier 按城市级 别划分	Tier I 一线	+68%	-3%	+43%	+17%	+3%	-9%	-2%	+11%
	Tier II 二线	+50%	-21%	+26%	+17%	-22%	-7%	-17%	+10%
	Tier III 三线	+46%	-4%	+32%	+14%	-8%	-1%	-6%	+10%
	Tier IV & below 四线及以下	+32%	-31%	+22%	+15%	-11%	-22%	-13%	+3%
By Region 按区域 划分	Northern China 华北区	+78%	+5%	+48%	+24%	+1%	-6%	-2%	+0%
	Southern China 华南区	N/A	N/A	N/A	+13%	N/A	N/A	N/A	+15%
	Eastern China 华东区	+76%	-2%	+46%	+18%	+28%	+10%	+21%	+2%
	Central China 华中区	+47%	-15%	+32%	+12%	-16%	-26%	-18%	+5%
	Western China 华西区	N/A	N/A	N/A	+10%	N/A	N/A	N/A	+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營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

QUARTERLY SAME STORE SALES GROWTH

季度同店销售增长

	FY2020 2020财年				FY2021 2021财年				FY2022 2022财年			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Overall 整体	-10%	-37%	-25%	-57%	-71%	-55%	-29%	+30%	+118%	+105%	+44%	-8%
Gold 黄金	-19%	-43%	-20%	-51%	-67%	-46%	-25%	+42%	+143%	+116%	+52%	-6%
Gold (By Weight) 黄金 (重量)	-19%	-53%	-33%	-58%	-73%	-57%	-38%	+25%	+123%	+124%	+55%	-11%
Fixed Price Jewellery 定价首饰	+4%	-25%	-32%	-64%	-77%	-65%	-35%	+17%	+94%	+89%	+30%	-13%
Hong Kong & Macau 香港及澳门	-10%	-39%	-27%	-60%	-76%	-63%	-35%	+19%	+111%	+109%	+41%	-17%
Gold 黄金	-20%	-46%	-21%	-53%	-72%	-53%	-32%	+28%	+124%	+107%	+45%	-17%
Gold (By Weight) 黄金 (重量)	-20%	-55%	-34%	-60%	-77%	-61%	-44%	+14%	+106%	+115%	+49%	-20%
Fixed Price Jewellery 定价首饰	+6%	-26%	-35%	-67%	-81%	-74%	-40%	+9%	+108%	+119%	+35%	-18%
Mainland 内地	-7%	-25%	-12%	-41%	-40%	-15%	+4%	+93%	+124%	+62%	+33%	+5%
Gold 黄金	-4%	-28%	-12%	-42%	-45%	-15%	+11%	+110%	+197%	+115%	+58%	+12%
Gold (By Weight) 黄金 (重量)	-12%	-44%	-30%	-54%	-59%	-33%	-4%	+97%	+201%	+137%	+65%	+8%
Fixed Price Jewellery 定价首饰	-7%	-18%	-9%	-39%	-32%	-16%	-11%	+62%	+29%	-5%	-17%	-14%

* 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。

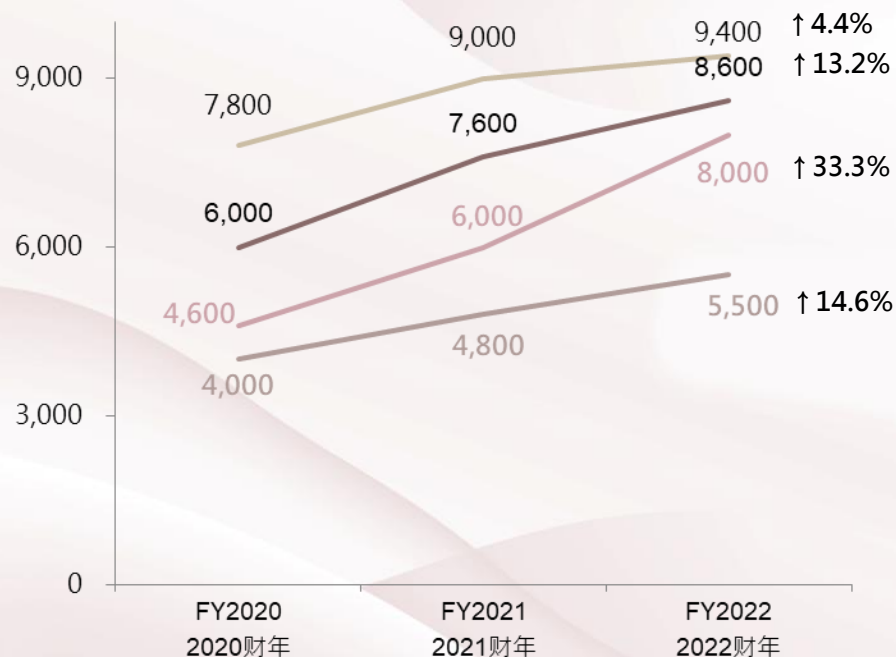
** SSSG in Mainland are denominated in RMB 内地之同店销售以人民币来计算

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

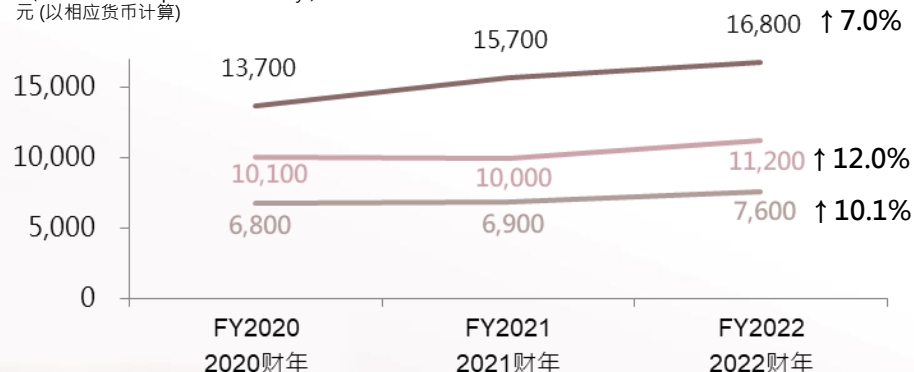
\$(in terms of respective currency)
元(以相应货币计算)



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

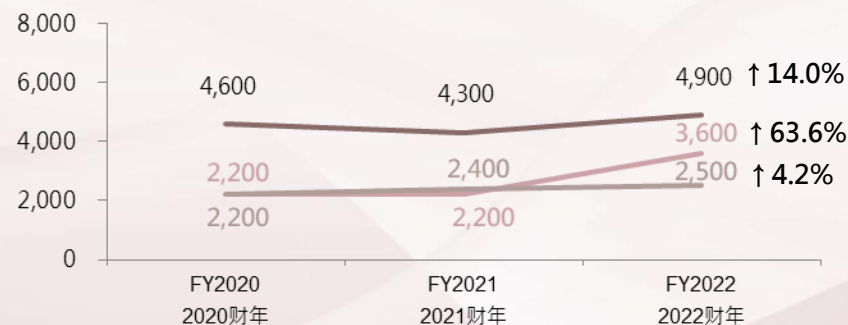
Diamond, jadeite, gem stones and pearl products
钻石·翡翠·宝石及珍珠产品

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



Overall Fixed Price Jewellery
整体定价首饰产品

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



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: 40.0% (FY2021: 32.0%)

* 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

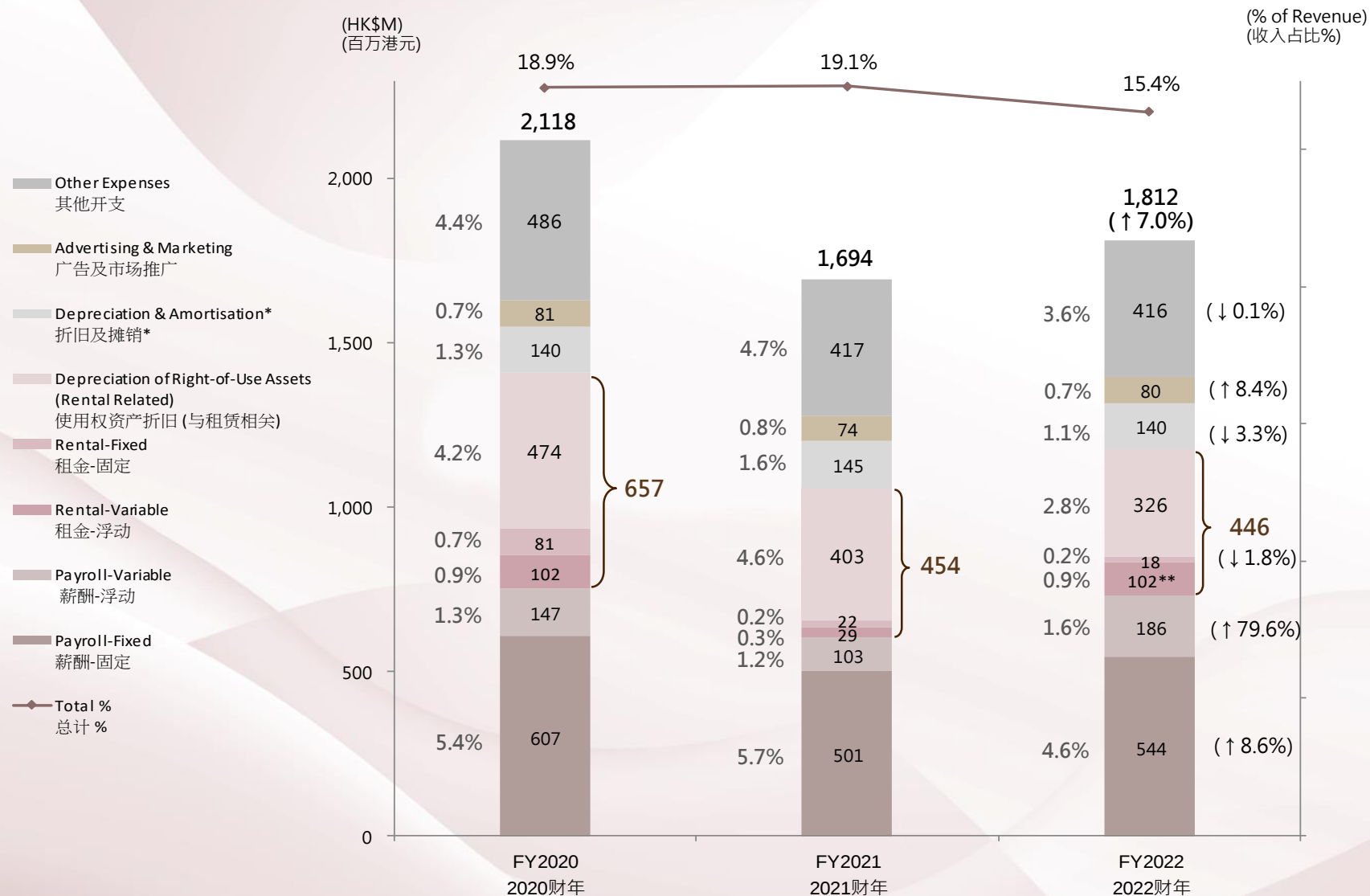
Macau
澳门

Hong Kong
香港

Mainland
内地

TOTAL OPERATING EXPENSES

总经营开支



*Depreciation & Amortisation Include Right-of-Use Assets (Non-Rental Related)

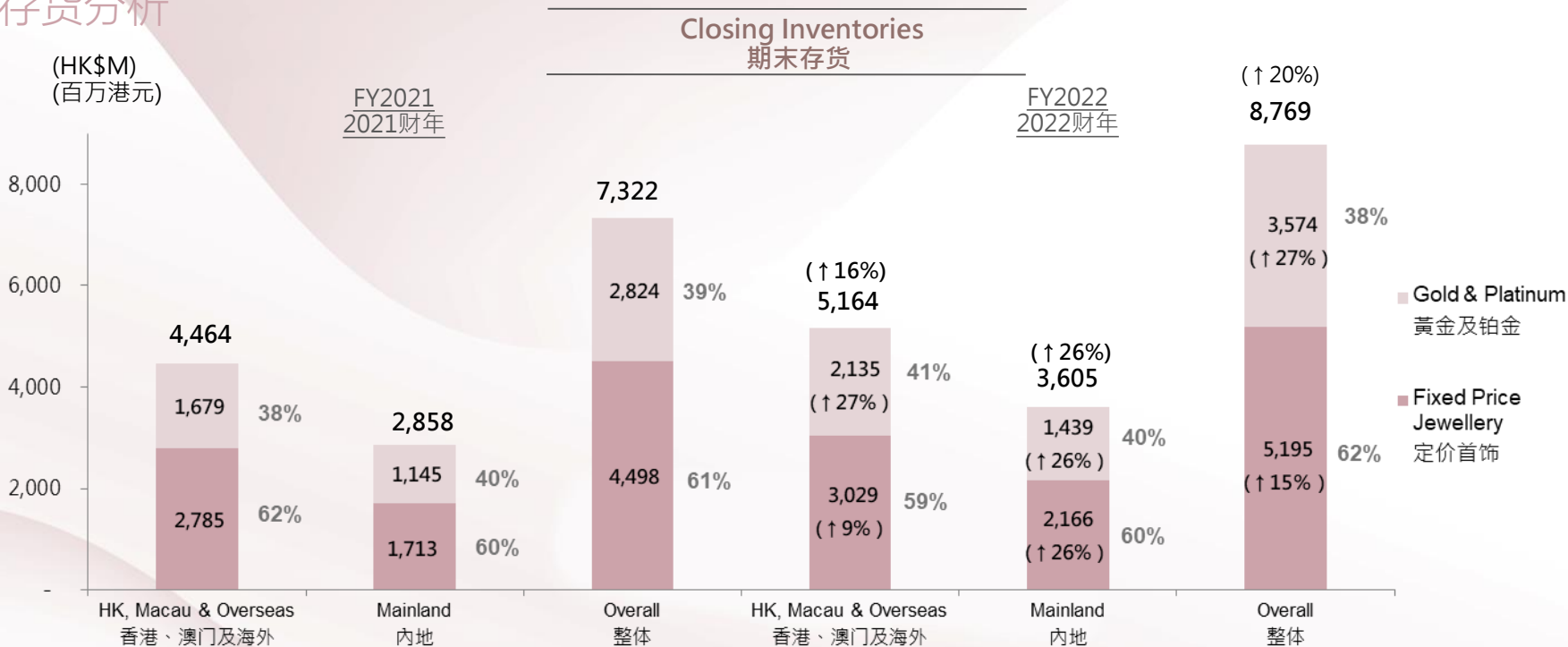
*折旧及摊销包括使用权资产(与租赁无关)

**Rental-Variable include the rent concession of HK\$14M (FY2021: HK\$70M) during the year

**租金-浮动包括年内的14百万港元 (2021财年: 70百万港元) 租金减免

INVENTORY ANALYSIS

存货分析



Inventory Turnover Days (by Product)
存货周转日数 (以产品划分)

Turnover Days 周转日数	平均存货 ² Average Inventory		期末存货 ³ Closing Inventory	
	FY2022 2022财年	Y-o-Y Changes 按年变化	FY2022 2022财年	Y-o-Y Changes 按年变化
Gold 黄金	251	-93	282	-69
Fixed Price Jewellery 定价首饰	447	-97	484	-43
Overall 整体	356	-95	388	-56

Inventory Turnover Days (by Market)¹
存货周转日数 (以市场划分)¹

Turnover Days 周转日数	平均存货 Average Inventory		期末存货 Closing Inventory	
	FY2022 2022财年	Y-o-Y Changes 按年变化	FY2022 2022财年	Y-o-Y Changes 按年变化
HK & Macau 香港及澳门	211	-135	215	-104
Mainland 内地	238	-87	270	-62

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

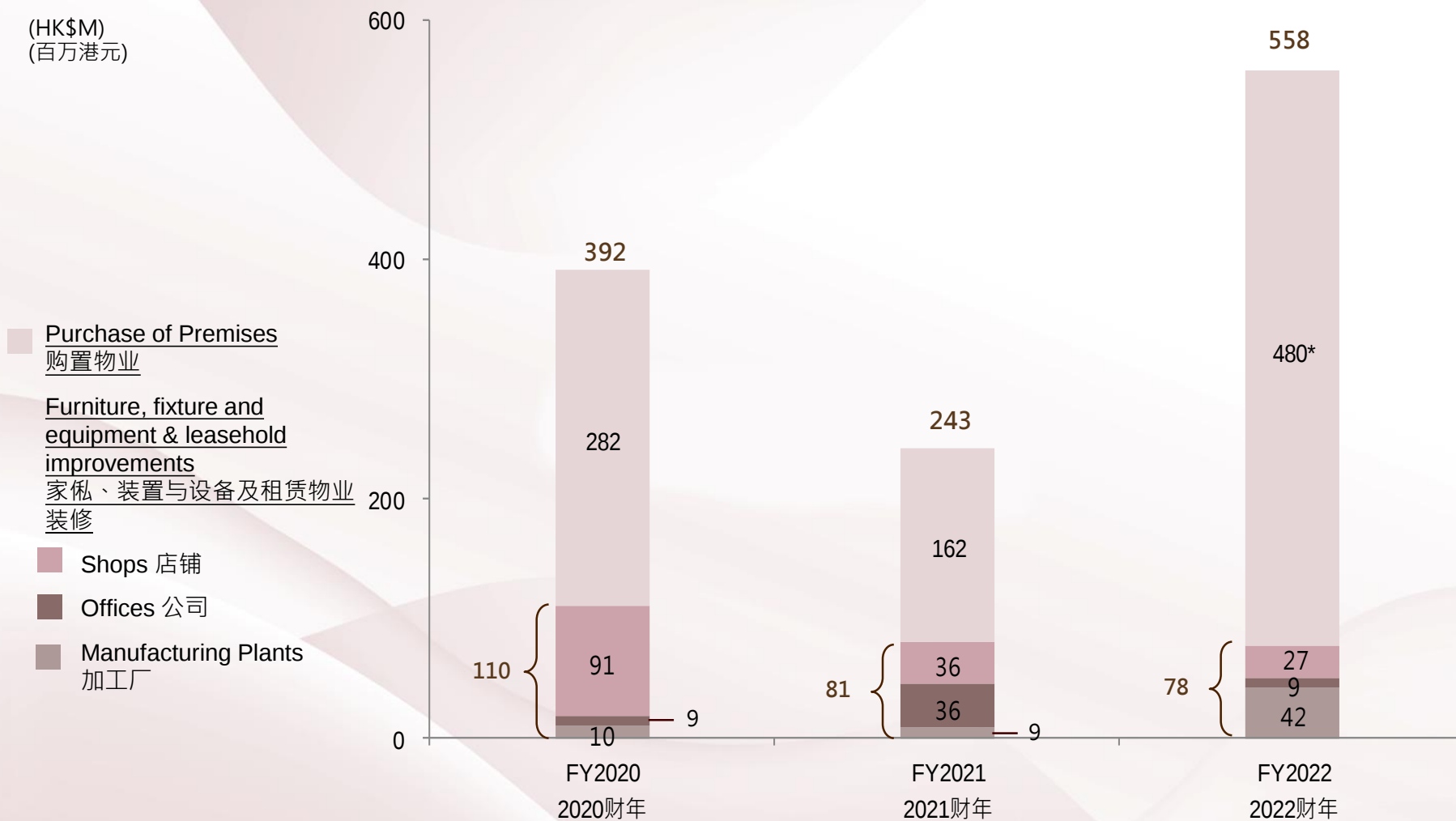
² (Opening Inventory + Closing Inventory) ÷ 2 ÷ COGS (excluding Cost of Licensing Income) * Number of days for the Period (期初存货 + 期末存货) ÷ 2 ÷ 销货成本 (扣除品牌业务之成本) * 期内日数

³ Closing 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)



*Representing the cost of acquiring the IBC office in Shenzhen for showroom purpose

*用於收购位于深圳IBC辦公室作陳列室之用

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

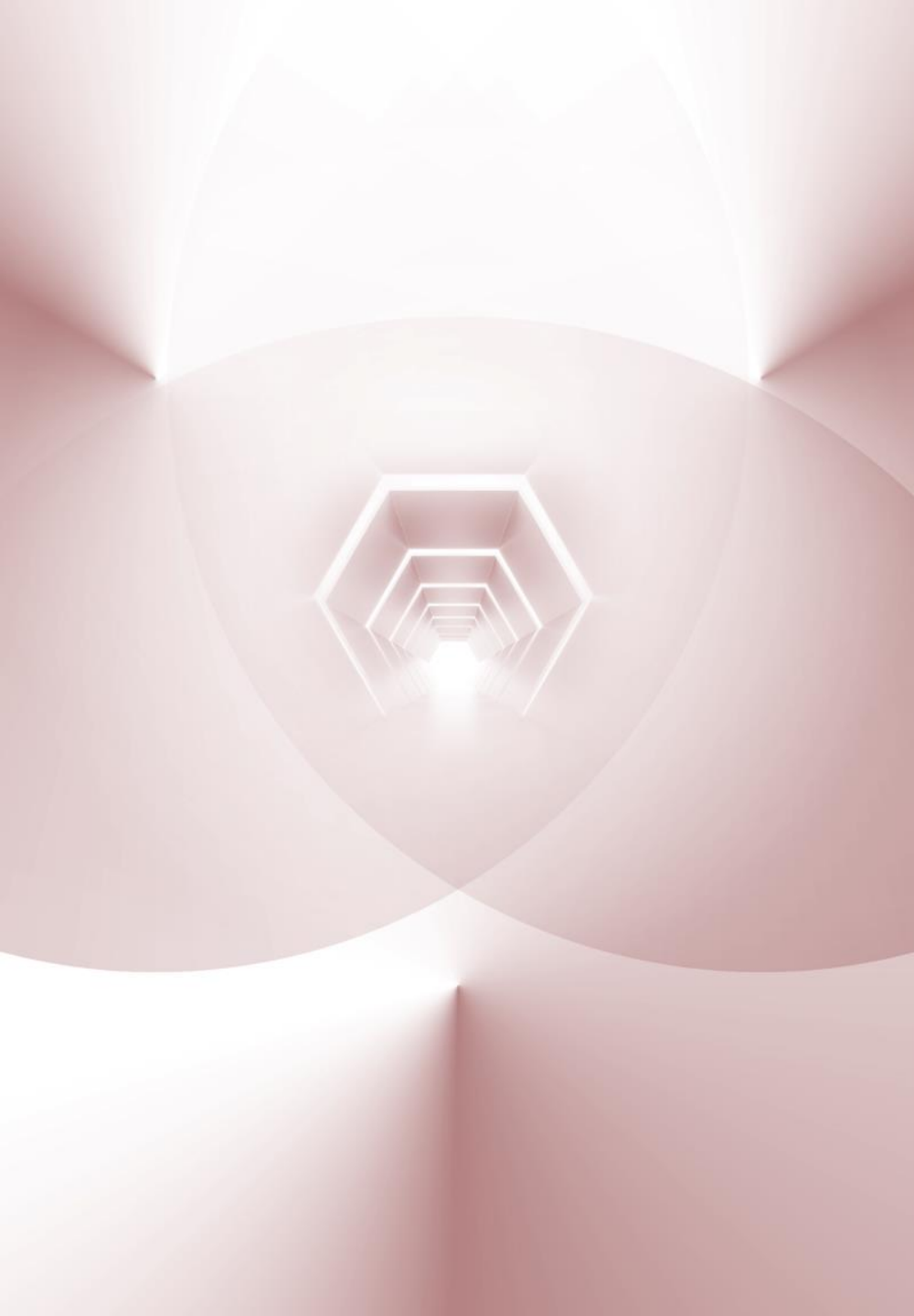
- ◆ Lukfook Group acquired 50% interest of CGS¹ in June 2014
六福集团于2014年6月完成收购中国金银¹50%权益
- ◆ 3D GOLD targets at mid-end customers and operates approx. 329 POS through self-operated and franchising model in Hong Kong and Mainland
金至尊目标市场为中端客群，并以自营及加盟模式于香港及内地共拥约329个零售点

Gains /(Losses) 收益/(亏损)			
HK\$M 百万港元	FY2022 2022财年	FY2021 2021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	(24)	(22)	(2)
Valuation Gain on Convertible Bonds 可换股债券估值得益	0	-	0
Reverse on Impairment Provision on Financial Instructment 冲销衍生金融工具之减值准备	7	-	7
Wholesale gross profit 批发毛利	1	-	1
Fair Value Loss on Provision for a Financial Guarantee contract 財務擔保合約撥備之公允值虧損	(17)	(20)	3
Interest Income on Working Capital Loan 流动资金贷款利息收入	2	4	(2)
Overall 整体	(31)	(38)	7

During the Year under review, the total losses in relation to investments and operating activities in HKRH & its subsidiaries slightly narrowed to HK\$31M (2021: loss of HK\$38M)

於回顧年度內，於香港資源控股及其附屬公司的投資及營運活動的總虧損略為收窄至31百萬港元（2021年：38百萬港元虧損）

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 (FY2023-FY2025)

三年主要策略 (2023-2025财年)

Focus on Mainland Market Expansion
专注于内地市场拓展

Sustainable
Growth
持续增长



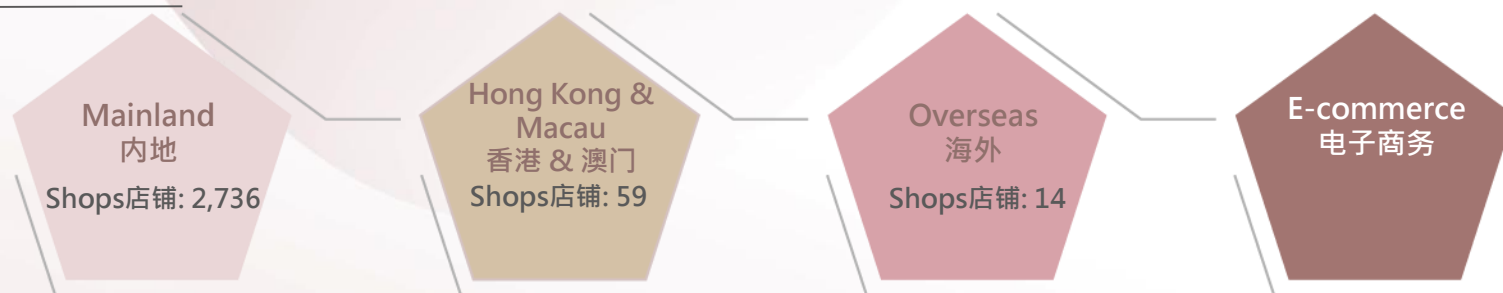
Focus on Operational Efficiency
专注于营运效益

Focus on Branding
专注于品牌推广策略

NETWORK EXPANSION AND CAPEX IN FY2023

2023财年零售网络扩充及资本开支

As at 31 Mar 2022:
于2022年3月31日:



FY2023:
2023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 Lukfook shops : adjusted upward to net increase of around 500 shops
六福店铺: 净增加将提高至约500间店
New brands: net addition around 50shops
新品牌: 净增加约50间店

Net reduction 2 shops in Hong Kong
于香港净减少2间店

Net addition 2 new shops in Macau
于澳门净增加2间店

Net addition 2 new shops
净增加2间店

Target to increase e-commerce revenue and profit before tax by 20% respectively
分别提升电商销售收入及税前利润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

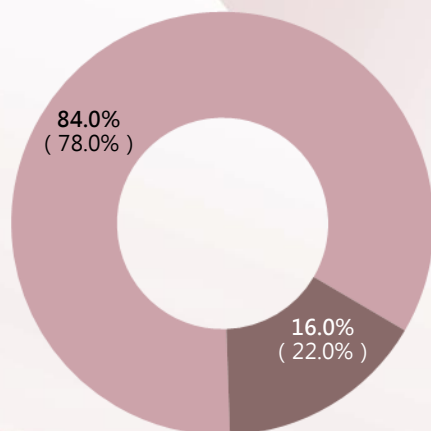
Nansha Plant renovation and purchase of new equipment
南沙加工厂翻新及添置新设备
HK\$20M

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\$300M

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 FY2021 are shown in brackets
括号内为2021财年数字



FY2022 Performance

2022财年表现

Revenue 收入

↑ 60.2%

Y-o-Y Changes 按年变化

Contribution to Mainland Retail Revenue¹

占内地零售收入¹

53.7% (FY2021: 49.5%)

Contribution to Group's Retail Revenue¹

占集团零售收入¹

18.3% (FY2021: 17.1%)

Average Selling Price²

平均售价²

RMB1,500

↑ 15.4% 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 31 Mar 2022: 35 Platforms
于2022年3月31日: 35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

THREE-YEAR KEY STRATEGIES (FY2023-FY2025)

三年主要策略 (2023-2025财年)

Focus on Operational Efficiency 专注于营运效益



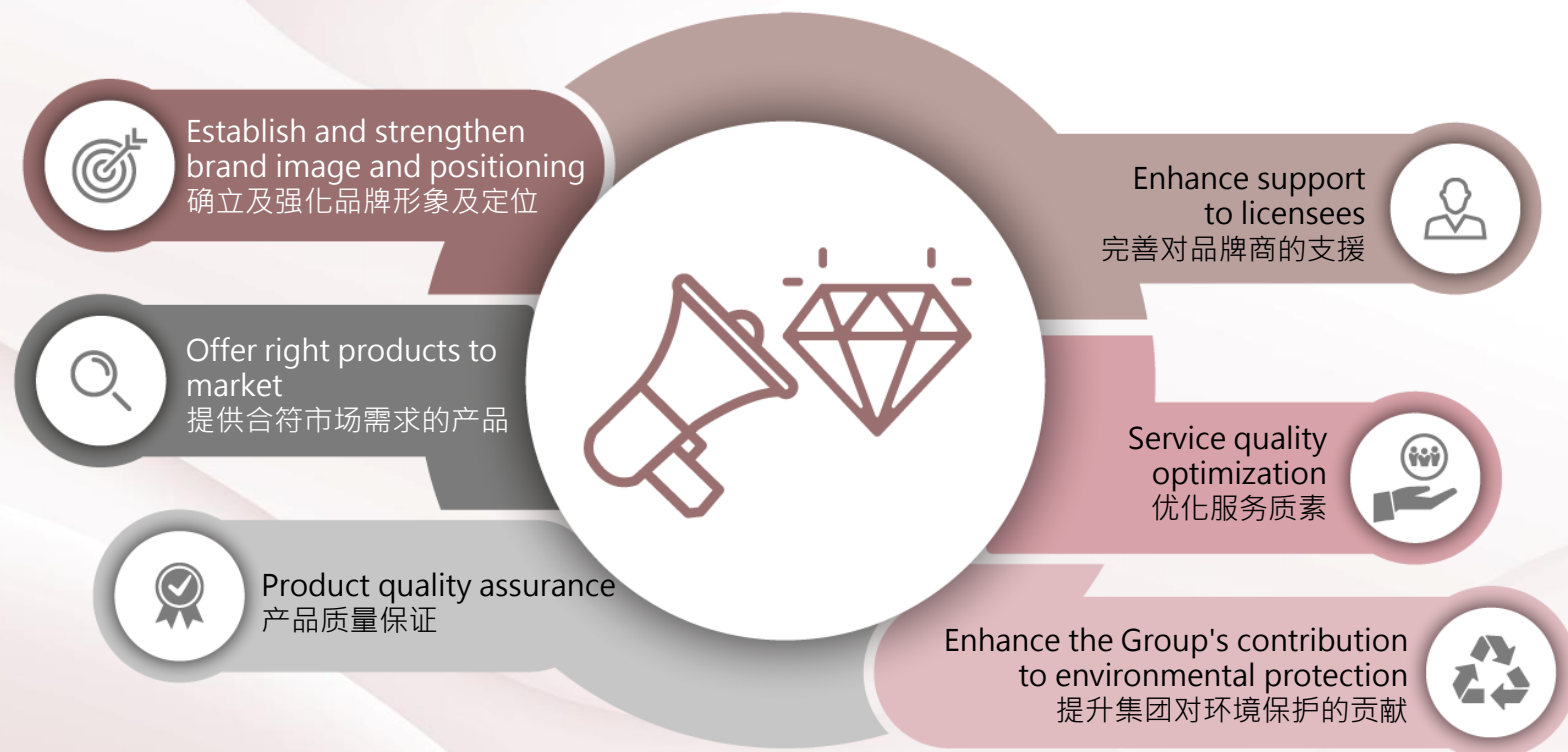
- ◆ Maximize staff productivity
提升员工产能至最高水平
 - ✓ Cultivate continuous improvement (CI) culture
营造持续改善文化
 - ✓ Nurture innovation culture
培育创新文化

- ◆ Improve productivity
促进生产力
 - ✓ Supply chain management revamp
重新规划供应链管理
 - ✓ Full automation
全自动化
 - ✓ Big data management
大数据管理
 - ✓ Data analysis power
数据功效分析

THREE-YEAR KEY STRATEGIES (FY2023-FY2025)

三年主要策略 (2023-2025财年)

Focus on Branding 专注于品牌推广



MEMBERSHIP PROGRAMME

会员计划



3,845,000 (+58%)

Total number of members
as at 31 Mar 2022
于2022年3月31日之会员总数



54%

Member Contribution to Group's
retail sales value to end users in
FY2022
2022财年会员占集团终端零售值



+112%

Member Spending in FY2022
2022财年会员消费额

Mainland 内地



3,030,000 (+78%)

Members as at 31 Mar 2022
于2022年3月31日之会员数目

50%

Member Contribution to Mainland's retail sales value
to end users in FY2022
2022财年会员占内地终端零售值

+121%

Member Spending in FY2022
2022财年会员消费额

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



815,000 (+13%)

Members as at 31 Mar 2022
于2022年3月31日之会员数目

75%

Member Contribution to Hong Kong, Macau and Overseas's
retail sales value to end users in FY2022
2022财年会员占香港、澳门及海外终端零售值

+79%

Member Spending in FY2022
2022财年会员消费额

Remarks : Figures in brackets refer to the y-o-y changes
注：括号内的数字为按年变化

ONLINE MARKETING

网络营销

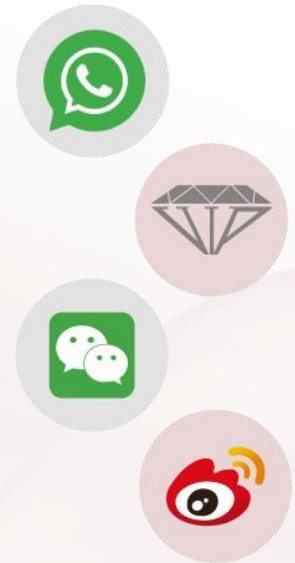
The Group actively implemented a variety of marketing activities on new media platforms, in order to strengthen our brand image and promote sales
 为深化品牌形象及促销宣传，集团积极地利用新媒体实践各种市场推广活动

- ◆ 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



CHINESE NEW YEAR PROMOTION

春节推广

To tie in with the development of China-chic culture, the Group appointed Olympic table tennis player, Xu Xin, as CNY ambassador

国潮元素大热，集团特别邀请了奥运乒乓球国手许昕为「六福珠宝首席幸运官」



CHINESE NEW YEAR PROMOTION 春节推广

Topics related to Xu Xin as the CNY ambassador of Lukfook Jewellery altogether gained a total of **255 million** views on different major social media platforms
各主要社交平台相关许昕成为「六福珠宝首席幸运官」内容总阅读量达**2.55亿**



Recorded **5 million** views and nearly **100 million** views on the related topics

直播播放量高达**500万**;直播话题流量累计**近亿**

LIVE 直播

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享爱」推广项目，跨平台庆祝集团30周年志庆



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

Giveaway totaling over **66 tael**s of gold
送出超过**66两**黄金

"Bronze Award (Content Marketing)" in "The 22nd IAI Awards - Digital Marketing Category "

「第22届IAI传鉴国际广告奖 - 数字行销组」之「铜奖（内容行销）」

"Silver Award (IP Marketing Category)" in "The 13th Golden Mouse Digital Marketing Awards"

「第13届金滑鼠数位行销大赛」之「银奖（IP行销类）」

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

Launched a Gold Bar lucky draw on major social media platforms,
which was recorded over **300 million** engagements

于各大社交平台举行金条抽奖活动，互动量超过3亿



WEDDING COLLECTION PROMOTION

婚嫁系列推广

Naked Eye 3D Video 3D裸眼视频



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 and kick off the "Share Love in Wedding 5201314" campaign. 六福珠宝为全球代言人李易峰霸屏庆生及为「5201314婚享爱」推广揭开序幕，特意制作3D裸眼视频登录成都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 so as to boost the Wedding collection awareness. 李易峰隔空柔情送出的“超大光景密语钻戒”给粉丝，提升婚嫁产品的认知度。



Topics related to the Naked Eye 3D Video gained a total of **200 million** views on 2 major social media platforms. 两大社交平台在「#李易峰成都裸眼3D」相关话题总阅读量/播放量达**2亿**。



A total of **110 million** views in Tik tok for the topic "#520 Secret Coding". 抖音「#520密语告白」话题页播放量高达**1.1亿**。

LOVE IS BEAUTY PROMOTION

爱很美推广

Love Is Beauty 3D Blinging Box Pop Up Store 爱很美3D Blinging Box快闪店



Love Is Beauty 3D Blinging Box Pop Up Store and new product launch event in Shenzhen; live-streamed on both Lukfook Jewellery's official Weibo and Tmall flagship store, which recorded over **12.35 million views**

于深圳举行爱很美3D Blinging Box 快闪店暨新品发布会，六福珠宝官方微博及天猫旗舰店同步进行直播，观看量破**1235万**

Brought the 3D Blinging Box Pop Up Store to various cities to showcase the stunning brilliance of diamonds. The vivid 3D effect as if the sparkling diamond can be reached with hands. 将3D裸眼视频融入巡展设计中，并把3D裸眼大屏带到不同城市，逼真的3D效果如伸手充能抓住钻石的璀璨

The topic attracted **31.43million** views on RED
小红书话题页浏览量达**3143万**



LOVE IS BEAUTY PROMOTION

爱很美推广

The Group continued to hold the 6th "Lukfook Jewellery Raceday", and showcased a series of glamorous diamond jewellery to the guests and audiences

集团連續6屆举办「六福珠宝赛马日」，向现场嘉宾及观众完美演绎一系列闪烁瑰丽的珠宝首饰



Invited renowned actress, Ms Jessica Hsuan as the Guest of Honour

邀请著名影视红星宣萱小姐作主礼嘉宾



MARKET ORIENTED STRATEGY

市场导向策略



- ◆ In response to the rising demand in the kids market, the Group released the latest Rilakkuma Collection, held the Rilakkuma roadshow and parent-child cake bakery workshop. 因应不断扩张的亲子市场商机，集团除了推出「轻松小熊」系列全新饰品外，更举办了「轻松小熊」主题展及亲子蛋糕烘焙工作坊。



- ◆ Riding on the wave of e-sports and animation comics booms in recent years, the Group has created the "King Pro League" champion rings for 10 consecutive seasons and has continued to craft the jadeite-set phoenix medals for the "Honour of Kings World Champion Cup". 乘着近年的电竞、动漫热潮，为加强渗透购买力日渐成熟的千禧世代，集团连续10季为KPL王者荣耀职业联赛打造见证荣耀巅峰的王者之戒及为「王者荣耀世界冠军杯」倾力打造至高荣耀的镶玉凤凰奖牌。

- ◆ To cope with our marketing positioning, we have endeavoured to further penetrate the middle-class market through various channels, like sponsoring medals for the Hong Kong and Shanghai marathons.

为配合集团市场定位，致力通过不同渠道进一步渗透中产市场，如赞助香港及上海马拉松奖牌向各位完赛跑手致意，精准抓紧中产市场带来的商机。





OPEN FORUM

公开讨论

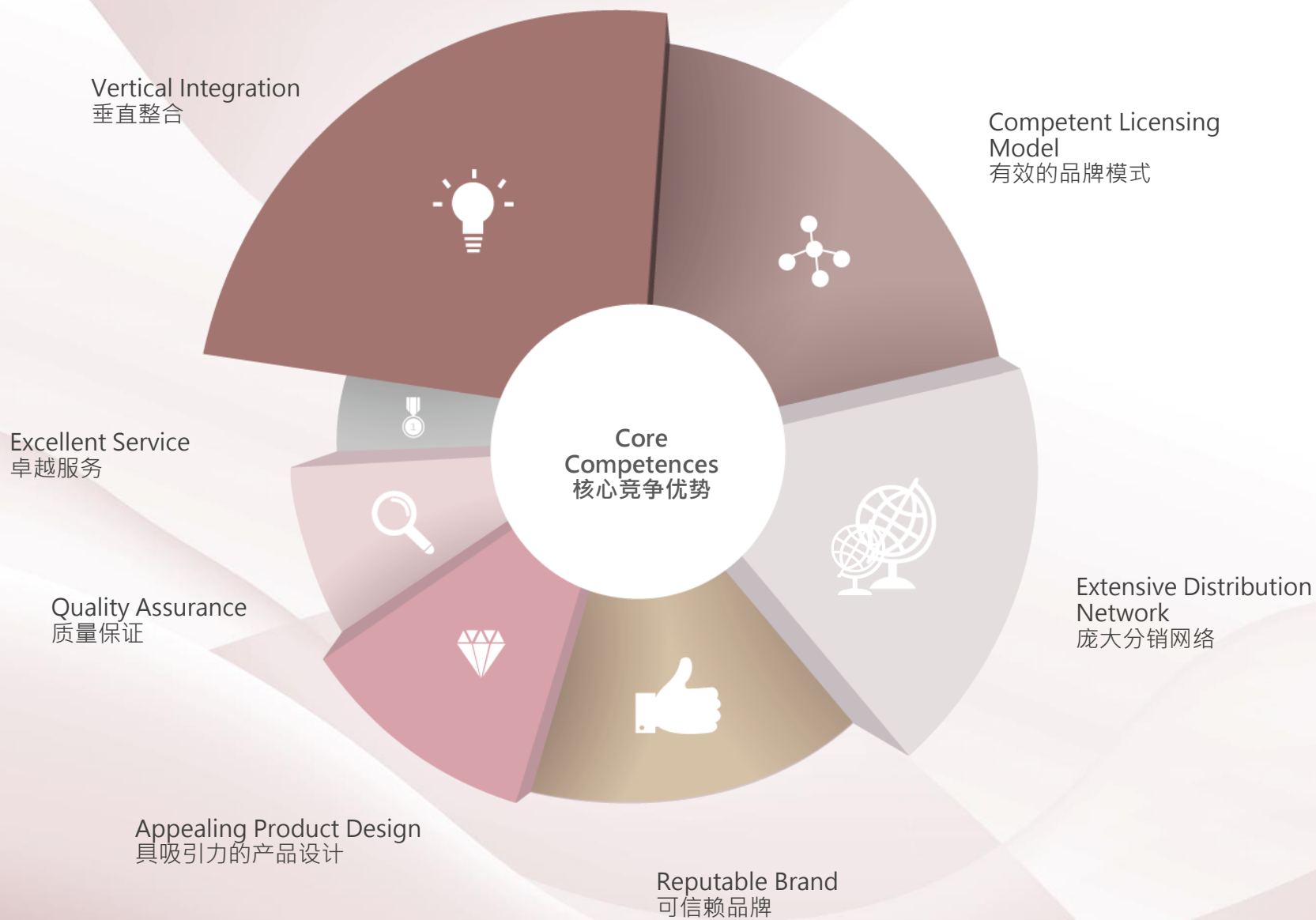


CORE COMPETENCES

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

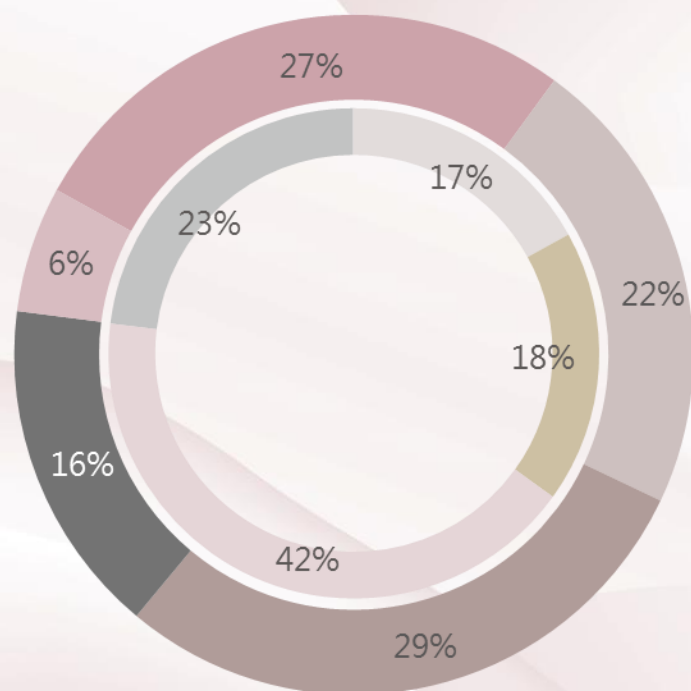
EXTENSIVE RETAIL NETWORK 庞大零售网络

	As at 20 Jun 于6月20日		As at 31 Mar 于3月31日			
Countries and Regions 国家及地区	Current 现时	Mix 組合	2022	2021	2020	Y-o-Y Changes 按年变化
“Lukfook ” Shops「六福」店						
Self-operated Shops 自营店						
• Mainland 内地	74	2.7%	77	77	110	+0
• Hong Kong 香港	44	1.5%	44	47	49	-3
• Macau 澳门	15	0.5%	15	13	11	+2
• Canada 加拿大	2	0.1%	2	2	2	+0
• The United States 美国	3	0.1%	3	3	4	+0
• Australia 澳洲	1	0.0%	1	1	1	+0
• Malaysia 马来西亚	2	0.1%	2	2	3	+0
• Singapore 新加坡	1	0.0%	1	1	1	+0
Sub-total 小计	142	5.0%	145	146	181	-1
Licensed Shops 品牌店						
• Mainland 内地	2,601	91.3%	2,569	2,135	1,878	+434
• The Philippines 菲律宾	2	0.1%	2	2	2	+0
• Cambodia 柬埔寨	2	0.1%	2	1	1	+1
• Laos 老挝	1	0.0%	1	0	0	+1
Sub-total 小計	2,606	91.5%	2,574	2,138	1,881	+436
Total 总计	2,748	96.5%	2,719	2,284	2,062	+435
Sub-brands/ Product Lines in Mainland China 内地副品牌/产品线						
Self-operated Shops 自营店						
• “Goldstyle”	5	0.2%	5	8	3	-3
• “Dear Q”	1	0.0%	1	2	3	-1
• “3D GOLD” 「金至尊」	0	0.0%	0	0	3	+0
Licensed Shops 品牌店						
• “Goldstyle”	82	2.9%	79	72	49	+7
• “Lukfook Joaillerie” 「六福精品廊」	4	0.1%	2	0	0	+2
• “Heirloom Fortune” 「福满传家」	9	0.3%	3	0	0	+3
Worldwide Total 全球总计	2,849	100.0%	2,809	2,366	2,120	+443

LUKFOOK DISTRIBUTION NETWORK IN MAINLAND

六福内地分销网络

As at 31 March 2022
于2022年3月31日



Total No. of shops 店铺总数 : 2,646(+434)

Total No. of Licensees 品牌商总数	767(+163)
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	595(+81)

	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	56(+2)	725(+127)	781(+129)	20(+4)
Tier II 二线	3(-4)	398(+55)	401(+51)	20(+1)
Tier III 三线	11(+3)	425(+46)	436(+49)	65(+1)
Tier IV & below 四线及以下	7(-1)	1,021(+206)	1,028 (+205)	509(+90)

	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	25(0)	692(+124)	717(+124)	7(-1)	2(0)	187(+27)
Central China 华中区	30(-3)	539(+122)	569(+119)	6(0)	1(0)	166(+34)
Southern China 华南区	0(0)	774(+85)	774(+85)	4(0)	0(0)	90(+6)
Eastern China 华东区	22(+3)	412(+68)	434(+71)	4(0)	1(0)	125(+11)
Western China 华西区	0(0)	152(+35)	152(+35)	6(+1)	0(0)	28(+4)

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 12-month changes 括号内的数字为十二个月之变化

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:



六福珠宝荣获「01 企业金勋大奖2021」中之「杰出珠宝零售服务大奖」

Lukfook Jewellery has been honoured with the "Outstanding Jewellery Retail Service Award" in the "01 Gold Medal Awards 2021"



连续15年荣获《东周刊》颁发的「香港服务大奖 - 卓越生活组别（珠宝金行）」

Recognised for 15 consecutive years with the "Hong Kong Service Awards – Quality Living Category (Jewellery and Gold)" from "East Week Magazine"



执行董事兼营运总裁王巧阳女士荣获「大湾区杰出女企业家奖 2021」

Ms. Wong Hau Yeung, Executive Director and Chief Operating Officer, has been honoured with the "The Greater Bay Area Outstanding Women Entrepreneur Awards 2021"



连续九年荣获「香港星级品牌—企业奖」

Recognised for 9th Year with "Hong Kong Star Brand Award-Enterprise"

APPEALING PRODUCT DESIGN

具吸引力的产品设计

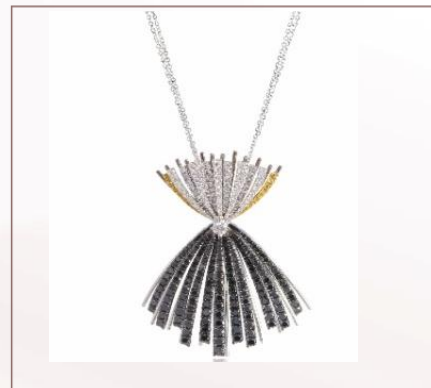
- ◆ Professional jewellery design teams in Shenzhen and Nansha in Mainland and Hong Kong
于内地深圳、南沙及香港设有专业珠宝设计团队
- ◆ Have attained over 200 awards
获得超过200个奖项
- ◆ Swept 3 Awards in "The 22nd Hong Kong Jewellery Design Competition"
于「第二十二屆香港珠寶設計比賽」勇夺三个獎項



"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 cooperates 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 overall average score of at least 91% by Hong Kong branches in 2021
「神秘顾客计划」：
香港2021年全年整体服务平均分达91%以上



香港服务名牌十年成就奖
Hong Kong Top Service Brand Ten Year Achievement Award



香港工商業
HONG KONG AWARDS
FOR PRODUCTIVITY
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

1991

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

1997

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

2015

1994

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

2014

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

Revenue 收入
8% CAGR 年复合增长率

Average Dividend Payout Ratio
平均派息比率
49%



Profit for the Year 年内溢利
12% CAGR 年复合增长率

Average Return on Equity
平均股东权益回报率
17%



Market Capitalisation reached
HK\$9.7billion (as at 20 Jun 2022)
市值达97亿港元 (截至2022年6月20日)
21 times since IPO
公开招股市值的21倍

Net Asset reached HK\$13billion
净资产达130亿港元
60 times since IPO
公开招股市值的60倍

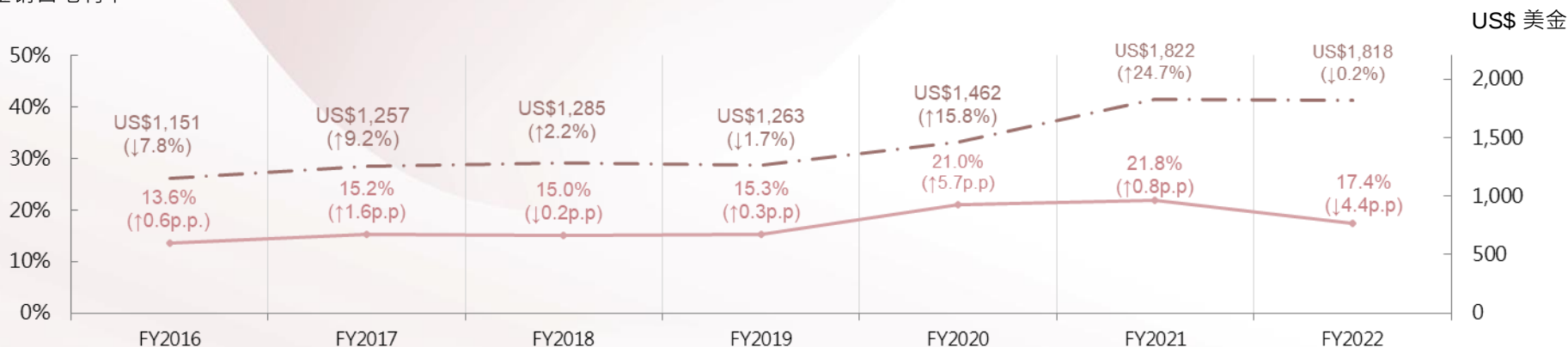
AVERAGE GOLD PRICE CHANGES & GP% OF GOLD

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

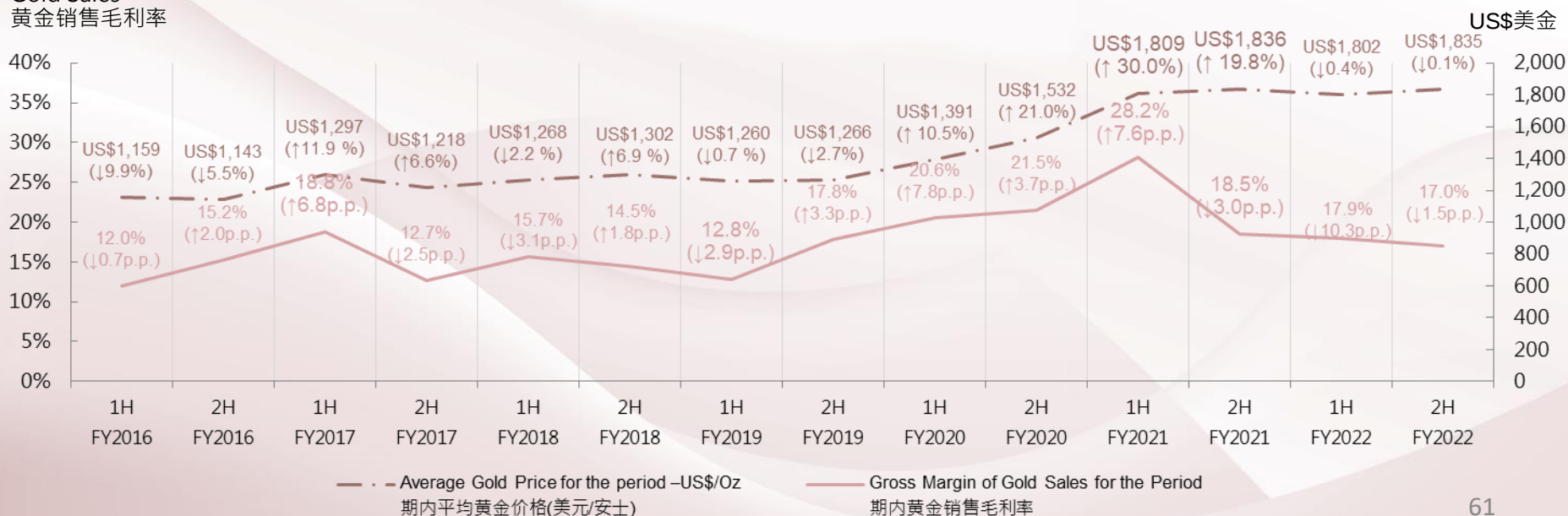
Gross Margin of Gold Sales
黄金销售毛利率

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

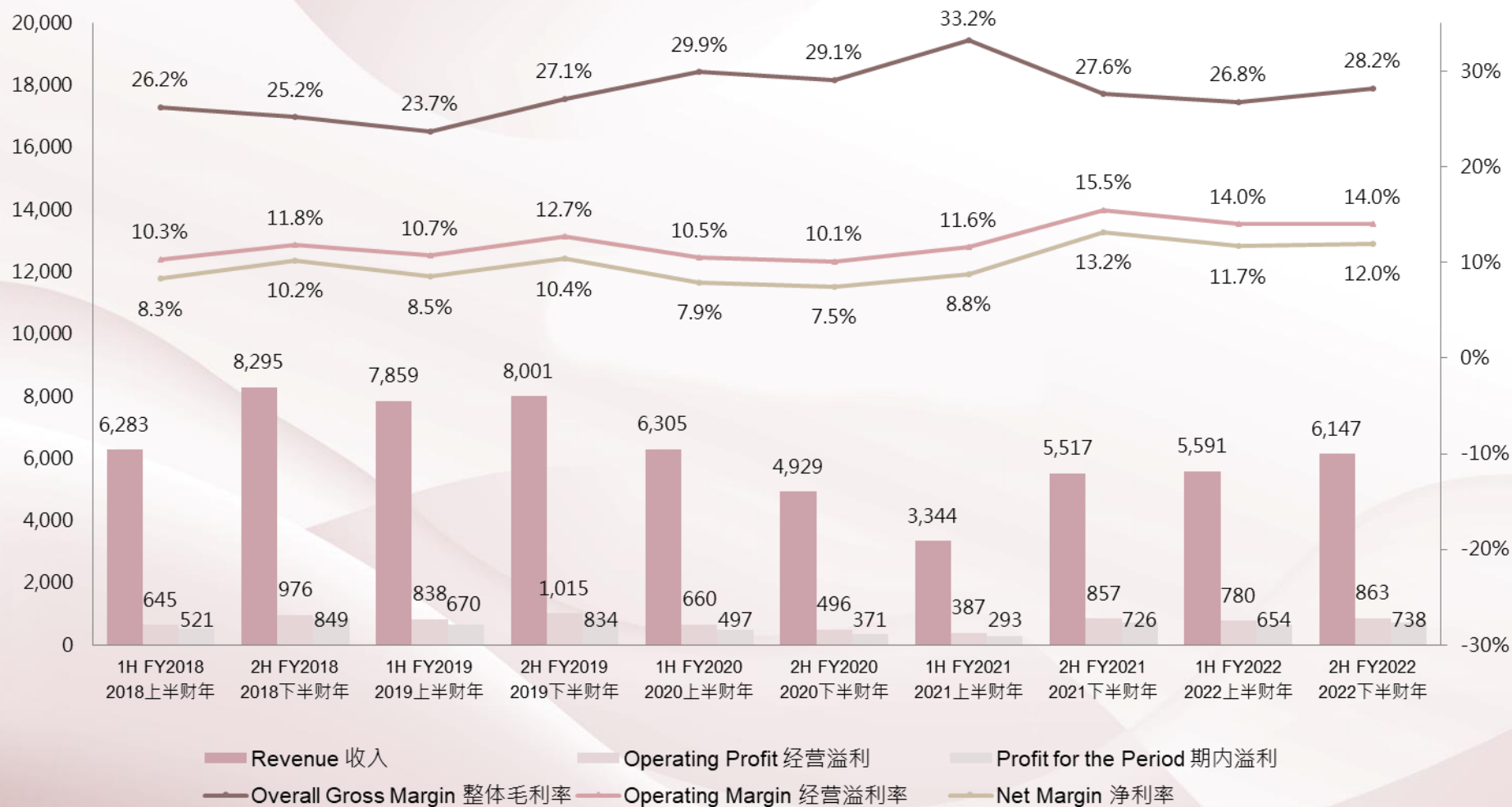


* Y-o-Y Changes are shown in brackets 括号内为去年同期之变化

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)

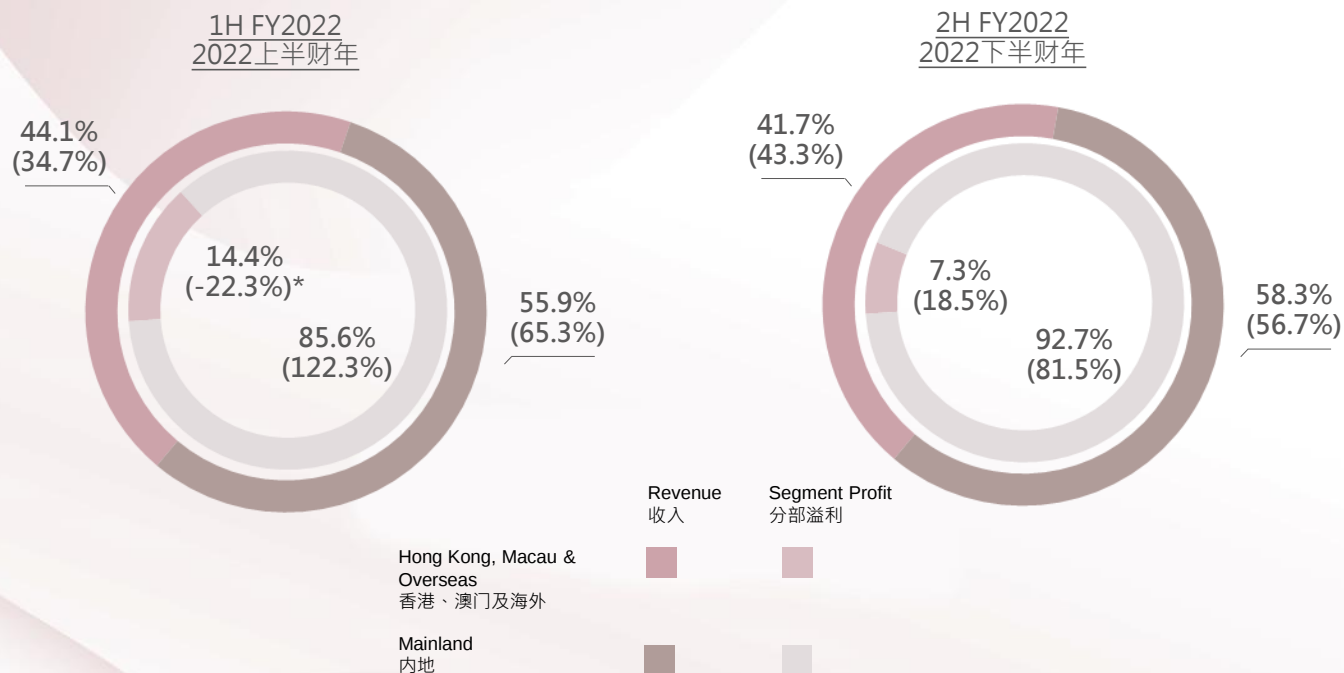


REVENUE AND PROFIT ANALYSIS

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



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	2,468	120	4.9%
<i>Y-o-Y Changes 按年变化</i>	+112.6%	N/A*	+12.9p.p.
Mainland 内地	3,123	715	22.9%
<i>Y-o-Y Changes 按年变化</i>	+43.1%	+40.7%	-0.4p.p.

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	2,564	67	2.6%
<i>Y-o-Y Changes 按年变化</i>	+7.3%	-60.3%	-4.4p.p.
Mainland 内地	3,583	848	23.7%
<i>Y-o-Y Changes 按年变化</i>	+14.6%	+14.6%	+0.0p.p.

Remarks: Comparative figures for FY2021 are shown in brackets

注：括号为2021财年之比较数字

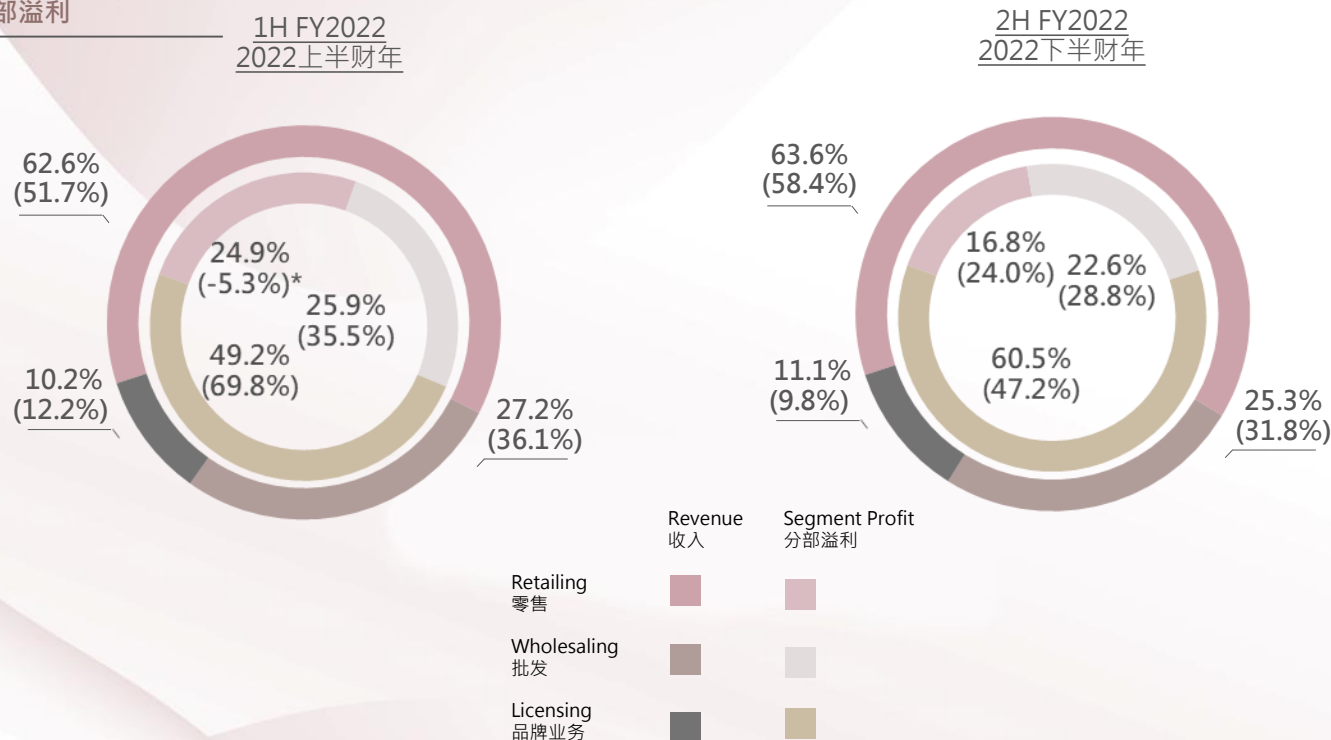
*Turned around from a loss of HK\$93M to profit 从亏损93百万港元转为盈利

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



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%	217 +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.

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>	3,908 +21.1%	154 -29.3%	3.9% -2.9p.p.
Wholesaling 批发 <i>Y-o-Y Changes 按年变化</i>	1,555 -11.3%	207 -20.8%	13.3% -1.6p.p.
Licensing 品牌业务 <i>Y-o-Y Changes 按年变化</i>	684 +27.0%	553 +29.1%	80.9% +1.4p.p.

Remarks: Comparative figures for FY2021 are shown in brackets

注：括号内为2021财年之比较数字

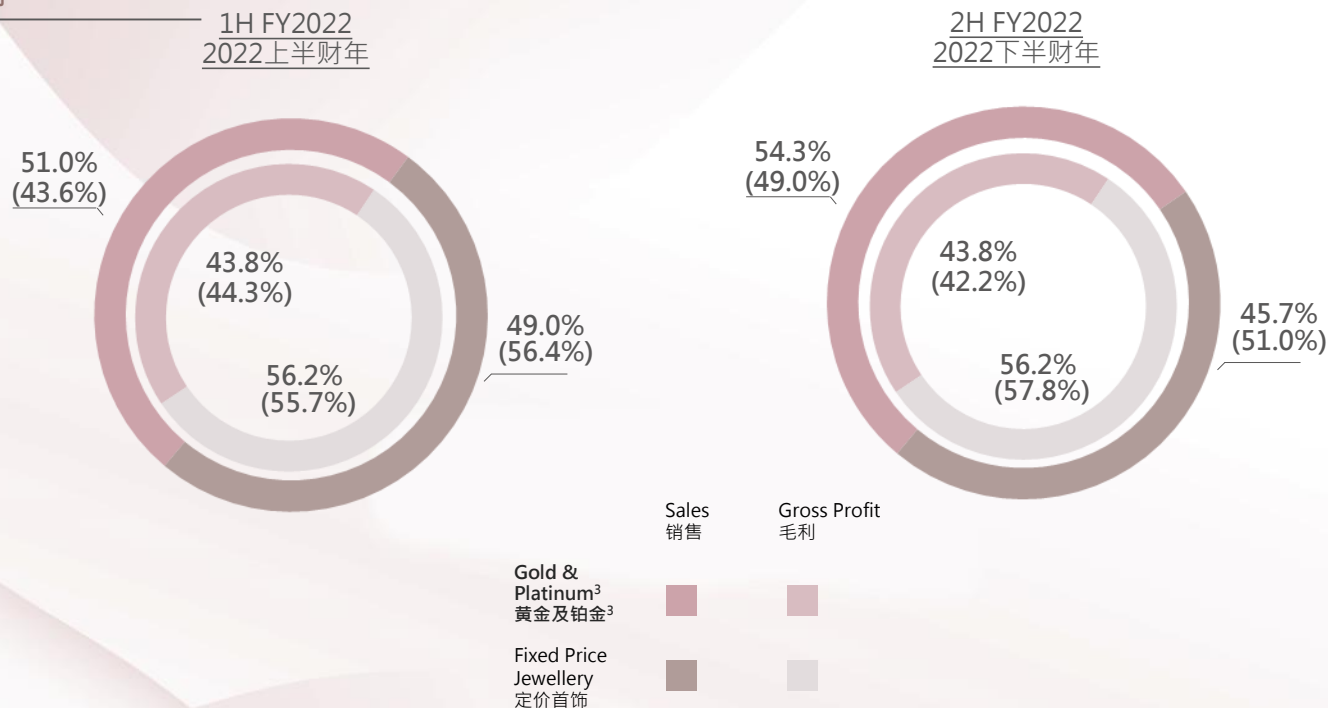
*Turned around from a loss of HK\$22M to profit 从亏损22百万港元转为盈

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



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 Y-o-Y Changes 按年变化	2,562 +100.2%	470 +30.9%	18.3% -9.7p.p.
Fixed Price Jewellery 定价首饰 Y-o-Y Changes 按年变化	2,460 +48.5%	603 +33.6%	24.5% -2.7p.p.

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 Y-o-Y Changes 按年变化	2,965 +21.5%	511 +11.2%	17.2% -1.6p.p.
Fixed Price Jewellery 定价首饰 Y-o-Y Changes 按年变化	2,498 -1.6%	655 +4.1%	26.3% +1.5p.p.

Remarks: Figures for FY2021 are shown in brackets

注：括号内为2021财年数字

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

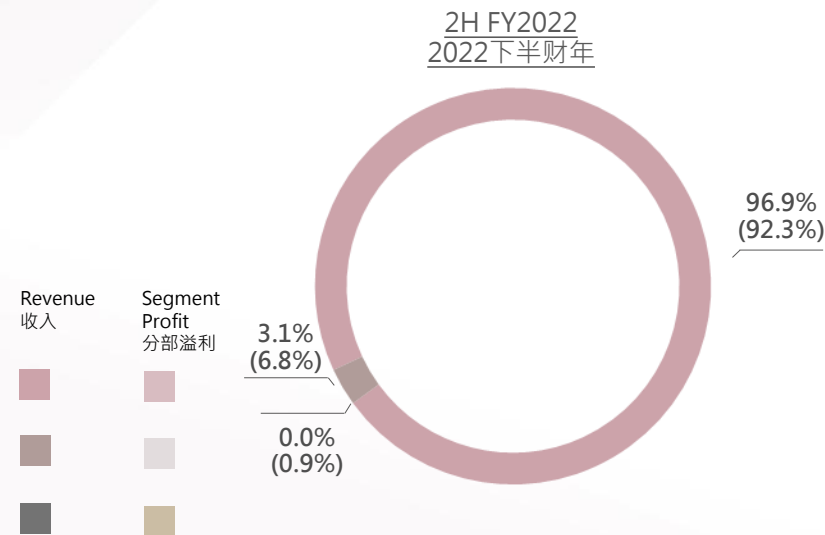
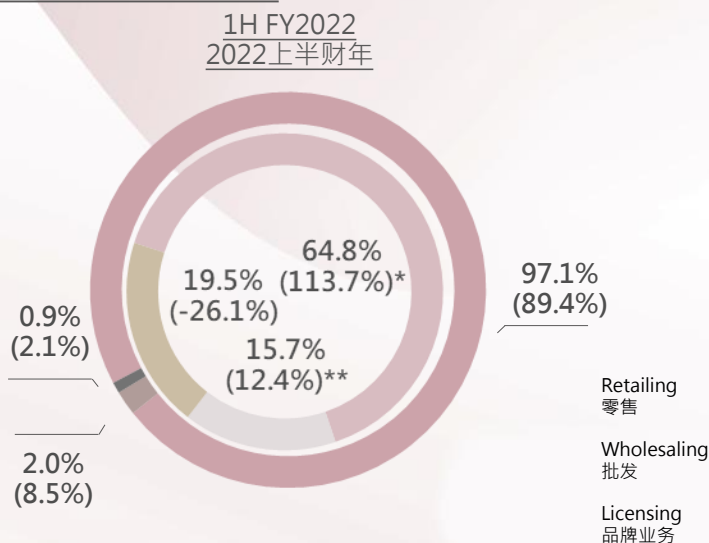
黄金及铂金是指根据国际市场价格按重量出售的黄金及铂金产品 (即非定价)

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% +13.4p.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.

HK\$M 百万港元	Revenue 收入	Segment Profit 分部溢利		Segment Profit Margin 分部溢利率
			Mix 组合	
Retailing 零售 <i>Y-o-Y Changes 按年变化</i>	2,484 +12.6%	69 +20.5%	102.6% (51.2%)	2.8% -1.1p.p
Wholesaling 批发 <i>Y-o-Y Changes 按年变化</i>	79 -51.4%	-4 -106.0%	-5.4% (35.8%)	-4.6% -41.7p.p
Licensing 品牌业务 <i>Y-o-Y Changes 按年变化</i>	1 -94.5%	2 -91.4%	2.8% (13.0%)	159.2% +57.8p.p
Overall 整体 <i>Y-o-Y Changes 按年变化</i>	2,564 +7.3%	67 -60.3%	100% (100%)	2.6% -4.4p.p
Adjusted Wholesaling 经调整后的批发 <i>Y-o-Y Changes 按年变化</i>	642 ¹ +0.8%	-4 -106.0%	-5.4% (35.8%)	-0.6% -10.0p.p

Remarks: Comparative figures for FY2021 are shown in brackets

注：括号内为2021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106百万港元转亏为盈

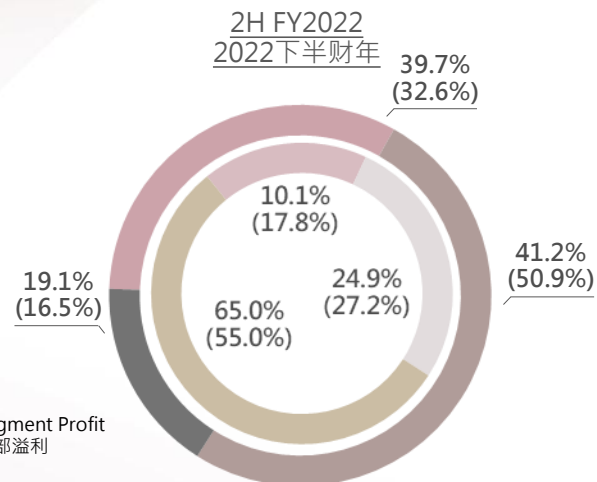
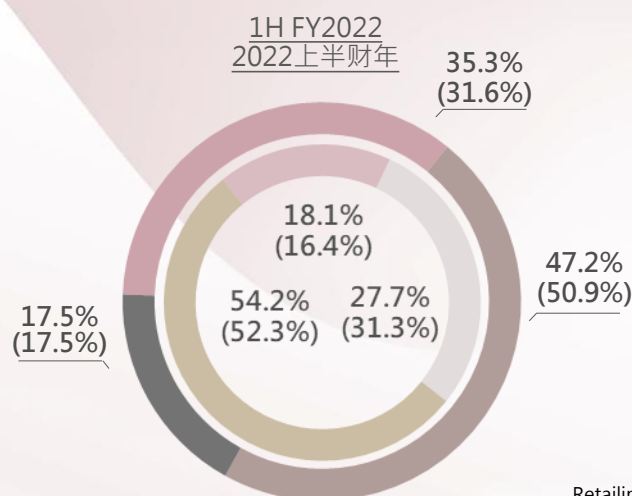
** Turned around from a loss of HK\$11M to profit 从亏损11百万港元转亏为盈

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

REGIONAL REVENUE & PROFIT ANALYSIS BY BUSINESS

地区收入及溢利分析以业务划分

Mainland
内地



Retailing
零售

Wholesaling
批发

Licensing
品牌业务

Revenue
收入

Segment Profit
分部溢利

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%	129 +55.8%	11.8% -0.3p.p.
Wholesaling 批发 <i>Y-o-Y Changes 按年变化</i>	1,474 +32.8%	198 +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%	198 +24.4%	12.8% +1.3p.p.

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>	1,424 +39.7%	85 -35.1%	6.0% -6.9p.p.
Wholesaling 批发 <i>Y-o-Y Changes 按年变化</i>	1,476 -7.3%	212 +4.6%	14.3% +1.6p.p.
Licensing 品牌业务 <i>Y-o-Y Changes 按年变化</i>	683 +32.1%	551 +35.6%	80.7% +2.1p.p.
Overall 整体 <i>Y-o-Y Changes 按年变化</i>	3,583 +14.6%	848 +14.6%	23.7% +0.0p.p.
Adjusted Wholesaling 经调整后的批发 <i>Y-o-Y Changes 按年变化</i>	1,526 ¹ -9.9%	212 +4.6%	13.8% +1.9p.p.

Remarks: Comparative figures for FY2021 are shown in brackets

注：括号内为2021财年之比较数字

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

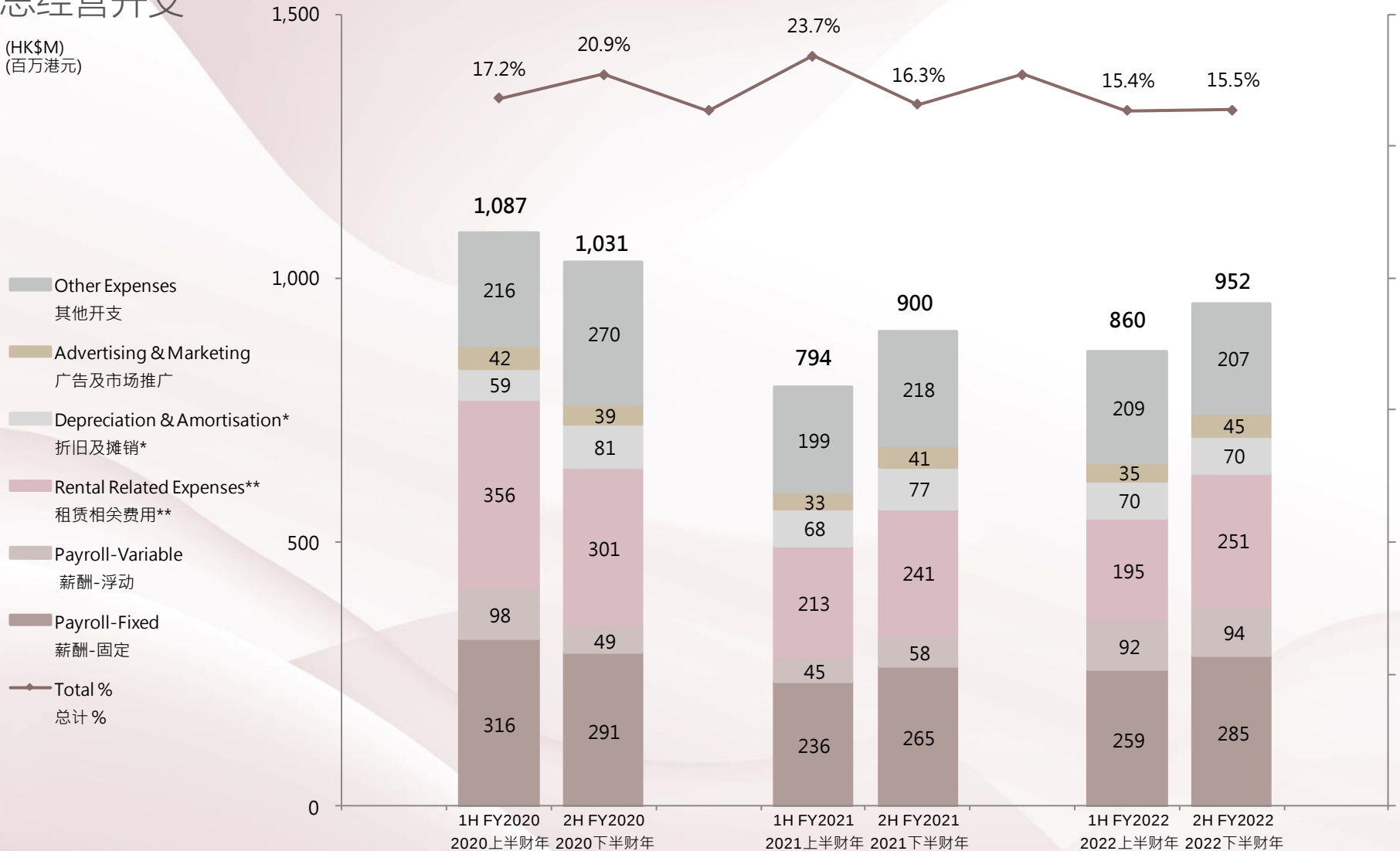
经调整后的批发收入 = 对外批发业务收入 + 分部间批发收入

TOTAL OPERATING EXPENSES

总经营开支

(HK\$M)
(百万港元)

(% of Revenue)
(收入占比%)



*Depreciation & Amortisation Include Right-of-Use Assets (Non-Rental Related)

*折旧及摊销包括使用权资产(与租赁无关)

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

**租赁相关费用包括固定租金、浮动租金及使用权资产折旧(租赁相关)

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Thank You!



FY2022
Annual Results
Highlights
全年业绩摘要



FY2022
Annual Report*
全年业绩报告*



Investor Relations
WeChat
投资者关系微信

*FY2022 Annual Report will be uploaded in July 2022
2022财年全年业绩报告将于2022年7月上载