



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

FY2023/24 Interim Results

企业简报

2023/24财年中期业绩

1H FY2023/24* FINANCIAL HIGHLIGHTS
2023/24上半财年*财务亮点

FINANCIAL REVIEW
财务回顾

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未来计划与策略

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品牌推广策略

SUSTAINABILITY
可持续性

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* 1H FY2023/24: Hereafter refers to as "1H FY2024"
2023/24上半财年: 往后称为「2024上半财年」



1H FY2024 FINANCIAL HIGHLIGHTS

2024上半财年财务亮点



1H FY2024 FINANCIAL HIGHLIGHTS

2024上半财年财务亮点

Revenue 收入

HK\$ 7,486M 百万港元
↑34.3%

- Benefitted from the full reopening of borders with the recovery of the retailing business in Hong Kong SAR, China¹ and Macau SAR, China²
受惠全面通关，刺激中国香港特别行政区¹及中国澳门特别行政区²零售业务的复苏

Retailing Revenue 零售收入

HK\$ 6,030M 百万港元
↑55.7%

- Driven by the sales of gold products
由黄金产品销售带动
- The growth engine of the Group
集团增长的主要推动力

Profit Attributable to Equity Holders 权益持有人应佔溢利

HK\$ 943M 百万港元
↑43.3%

2nd highest interim performance in history
中期业绩历史第二高

Overall Gross Margin 整体毛利率

27.8%
↑1.7p.p.
Gross profit amount 毛利金额
↑42.9%

Mix of retailing revenue 零售收入占比

↑11.0p.p. to 至 80.5% (1H FY2023: 69.5%)

Operating Profit 经营溢利

HK\$ 1,140M 百万港元
↑39.3%

Despite Hong Kong and Mainland governments' subsidies ↓ substantially
虽然香港及内地政府补贴大幅减少
The ratio of total operating expenses to revenue
总经营开支占收入比率

↓0.8p.p. to 至 14.3% (1H FY2023: 15.1%)

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

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



1H FY2024 FINANCIAL HIGHLIGHTS

2024上半年财务亮点



Revenue 收入
HK\$7,486M(百万港元)
+34.3%



Operating Profit 经营溢利
HK\$1,140M(百万港元)
+39.3%



**Profit Attributable to
Equity Holders**
权益持有人应佔溢利
HK\$943M(百万港元)
+43.3%



Basic Earnings per Share
每股基本盈利
HK\$ 1.61(港元)
+43.8%



**Proposed Interim Dividend
per Share**
拟派每股中期股息¹
HK\$ 0.72(港元)



Worldwide total no. of shops
店铺总数
3,289 (↑ 184)

¹ Dividend Payout Ratio 派息比率: 45%

FINANCIAL REVIEW

财务回顾





FINANCIAL REVIEW

财务回顾

(HK\$M) (百万港元)	1H FY2024 2024上半财年	1H FY2023 2023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	7,486	5,573	+34.3%	7,859	-4.8%
Gross Profit 毛利	2,081	1,456	+42.9%	1,863	+11.7%
Operating Profit 经营溢利	1,140	818	+39.3%	838	+36.1%
Profit for the Year 年内溢利	943	658	+43.3%	670	+40.7%
Profit Attributable to Equity Holders 权益持有人应占溢利	943	658	+43.3%	665	+41.7%
Gross Margin 毛利率	27.8%	26.1%	+1.7 p.p.	23.7%	+4.1 p.p.
Operating Margin 经营溢利率	15.2%	14.7%	+0.5 p.p.	10.7%	+4.5 p.p.
Net Margin 净利率	12.6%	11.8%	+0.8 p.p.	8.5%	+4.1 p.p.
EBITDA ¹ 未计利息、税项、折旧及摊销前盈利 ¹	1,374	999	+37.5%	888	+54.8%
EBITDA Margin 未计利息、税项、折旧及摊销前盈利率	18.4%	17.9%	+0.5 p.p.	11.3%	+7.1 p.p.
Total Operating Expenses to Revenue Ratio 总经营开支占收入比率	14.3%	15.1%	-0.8 p.p.	15.3%	-1.0 p.p.
Effective Tax Rate 实际税率	17.1%	18.2%	-1.1 p.p.	20.1%	-3.0 p.p.
Gold Hedging Gain/(Loss) 黄金对冲收益/(亏损) ²	55	65	-15.3%	63	-11.5%

* YoY average gold price increased by 8.4% and 5.5% for platinum. 平均黄金价格按年升8.4%，铂金价格则升5.5%。
1 The HKFRS 16 was adopted in FY2020 and no ROU depreciations expenses was included in the EBITDA of FY2019. 香港財務報告準則第16號於2020財年採用，所以有關的使用權折舊費用折舊未計入2019財年的EBITDA。
2 Closing international gold prices were 5.5%, 13.9% and 10.3% lower than gold prices as at 31 March 2023, 31 March 2022 and 31 March 2018 respectively. 黄金收盘价较2023年3月31日、2022年3月31日及2018年3月31日分別低5.5%、13.9%及10.3%。



DIVIDEND

股息

(HK\$) (港元)	1H FY2024 2024上半财年	1H FY2023 2023上半财年	Y-o-Y Changes 按年变化	1H FY2019 2019上半财年	Changes 变化
Basic Earnings per Share 每股基本盈利	HK\$1.61	HK\$1.12	+43.8%	HK\$1.13	+42.5%
Interim Dividend per Share 每股中期股息	HK\$0.72	HK\$0.55	+30.9%	HK\$0.55	+30.9%
Dividend Payout Ratio 派息比率 ¹	45%	49%	-4 p.p.	49%	-4 p.p.

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



KEY FINANCIAL INDICATORS

主要财务指标

(HK\$M) (百万港元)	1H FY2024 2024上半财年	FY2023 2023财年	6-Month Changes 6个月变化	1H FY2023 2023上半财年	Y-o-Y Changes 按年变化	1H FY2019 2019上半财年	Changes 变化
Inventories 存货	9,438	8,853	+6.6%	8,214	+14.9%	8,839	+6.8%
Average Inventory Turnover Days ¹ 平均存货周转日 ¹	318	378	-60	390	-72	261	+57
Closing Inventory Turnover Days ² 期末存货周转日 ²	328	380	-52	378	-50	274	+54
Cash and Bank Balances 现金及银行结余	2,254	2,348	-4.0%	2,420	-6.9%	1,640	+37.4%
Bank Borrowings & Gold Loans 银行贷款及黄金借贷	1,153	540	+113.4%	523	+120.4%	1,762	-34.6%
Net Cash/ (Borrowing) 净现金/ (贷款)	1,101	1,808	-39.1% ⁷	1,897	-41.9% ⁷	-122	+1,000.9% ⁷
Net Gearing Ratio ³ 净债务比率 ³	N/A	N/A	N/A	N/A	N/A	1.2%	N/A
Debt-to-Equity Ratio ⁴ 负债权益比率 ⁴	28.3%	22.2%	+6.1 p.p.	22.1%	+6.2 p.p.	35.7%	-7.4 p.p.
Return on Equity (ROE) ⁵ 股东权益回报率 ⁵	15.1%	10.5%	+4.6 p.p.	11.2%	+3.9 p.p.	13.4%	+1.7 p.p.
Return on Total Assets ⁶ 总资产回报率 ⁶	11.8%	8.6%	+3.2 p.p.	9.2%	+2.6 p.p.	9.9%	+1.9 p.p.
Current Ratio 流动比率	3.9	4.9	-1.0	4.8	-0.9	3.3	+0.6

1 (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

2 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

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 + Short-term 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)

7 + Improve 改善 ; - Worsen 恶化



SUMMARY – FINANCIAL POSITION

财务状况摘要

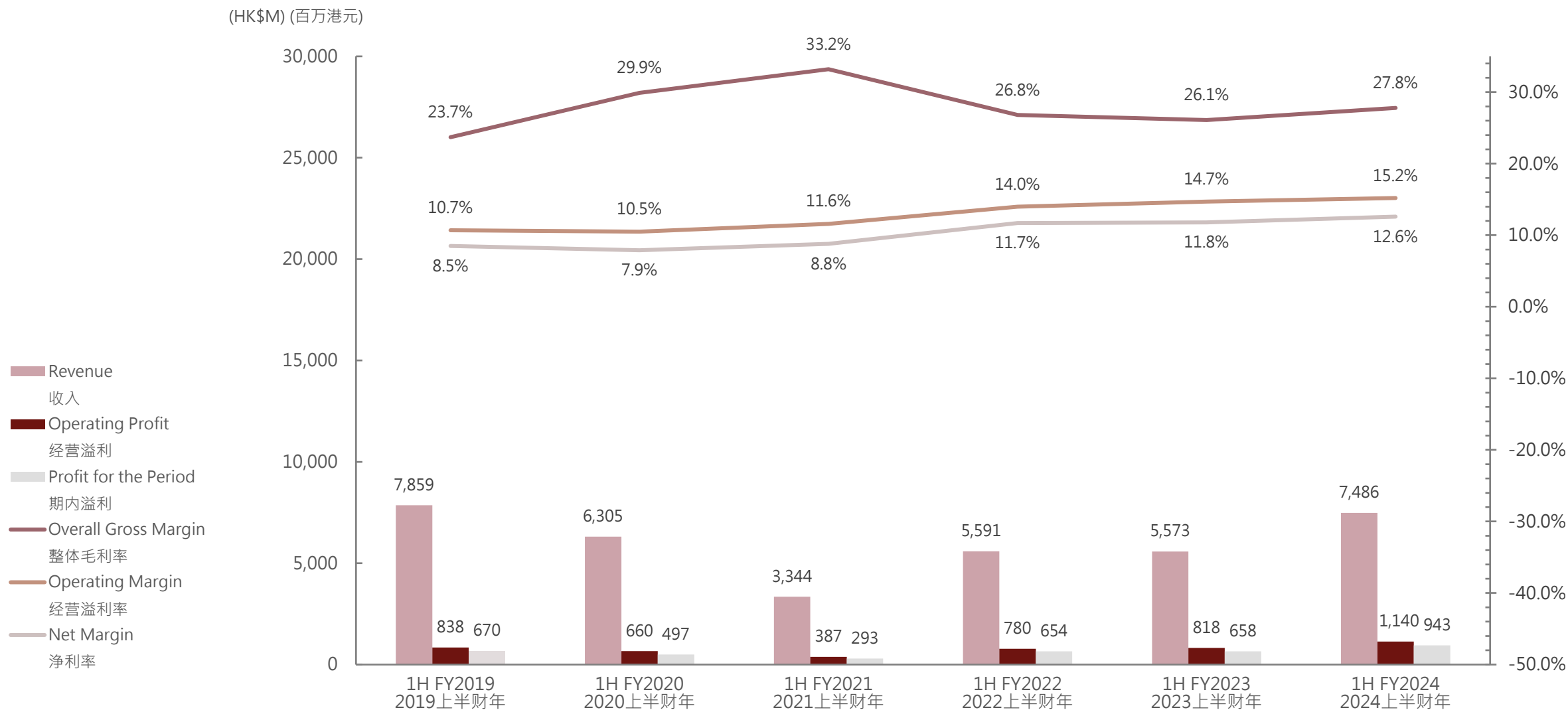
(HK\$M) (百万港元)	As at 30 Sep 2023 截至2023年9月30日	As at 31 Mar 2023 截至2023年3月31日	6-Month Changes 6个月变化	As at 30 Sep 2022 截至2022年9月30日	Y-o-Y Changes 按年变化	As at 30 Sep 2018 截至2018年9月30日	Changes 变化
Non Current Assets 非流动资产	3,525	2,955	+19.2%	2,951	+19.4%	2,078	+69.6%
Current Assets 流动资产	12,455	11,973	+4.0%	11,346	+9.8%	11,404	+9.2%
Total Assets 总资产 ¹	15,979	14,928	+7.0%	14,297	+11.8%	13,482	+18.5%
Non Current Liabilities 非流动负债	346	241	+43.6%	212	+63.6%	121	+187.4%
Current Liabilities 流动负债	3,182	2,466	+29.0%	2,375	+34.0%	3,417	-6.9%
Total Liabilities 总负债	3,529	2,707	+30.3%	2,587	+36.4%	3,538	-0.3%
Total Equity 权益总额	12,451	12,221	+1.9%	11,710	+6.3%	9,944	+25.2%
Non-controlling Interest 非控股权益	-1	0	-4.0%	0	-6.1%	45	-101.1%
Shareholders' Equity 股东权益	12,451	12,221	+1.9%	11,710	+6.3%	9,899	+25.8%
No. of Issued Shares 发行股份数目	587,107,850	587,107,850	+0.0%	587,107,850	+0.0%	587,107,850	+0.0%
Net Asset Value per Share 每股净资产值	HK\$21.21	HK\$20.82	+1.9%	HK\$19.95	+6.3%	HK\$16.94	+25.2%

¹ Approximately 42% total assets are located in Mainland. Closing rate of RMB dropped 5.9%, leading to decrease of 2.5% of total assets.
总资产的約42%即位于内地，人民币收盘汇率下跌5.9%，导致总资产下跌2.5%。



1H FY2019-2024 OPERATING PERFORMANCE

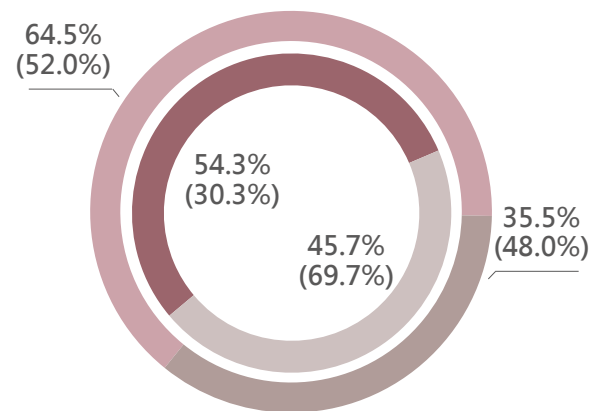
2019-2024上半年财年营运表现





REVENUE AND PROFIT ANALYSIS

收入及溢利分析



Hong Kong, Macau & Overseas
香港、澳门及海外

Mainland China
中国内地¹

Revenue
收入

Segment Profit
分部溢利



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 <i>Y-o-Y Changes 按年变化</i>	4,830 +66.6%	667 +156.9%	13.8% +4.9 p.p.
Mainland 内地 <i>Y-o-Y Changes 按年变化</i>	2,656 -0.7%	561 -5.9%	21.1% -1.2 p.p.
Overall 整体 <i>Y-o-Y Changes 按年变化</i>	7,486 +34.3%	1,228 +43.4%	16.4% +1.0 p.p.

Remarks: Comparative figures for 1H FY2023 are shown in brackets

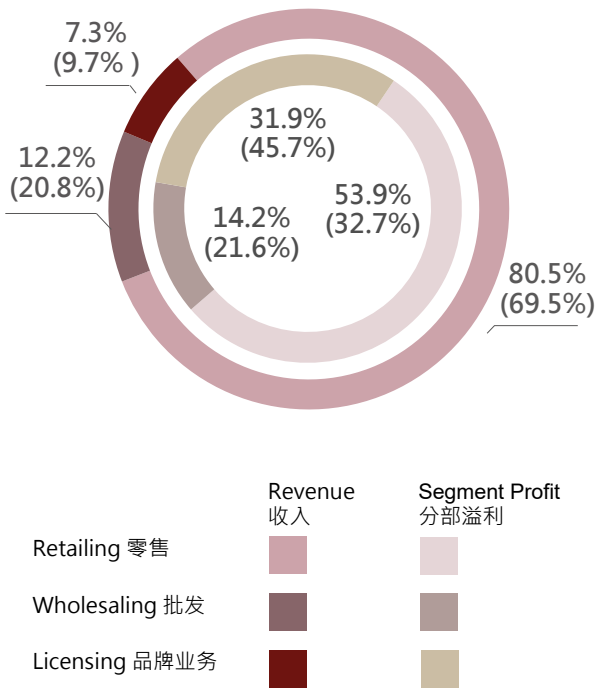
注：括号内为2023上半财年之比较数字

¹ 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

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>	6,030 +55.7%	662 +137.0%	11.0% +3.8 p.p.
Wholesaling 批发 <i>Y-o-Y Changes 按年变化</i>	911 -21.4%	174 -6.2%	19.1% +3.1 p.p.
Adjusted 经调整 <i>Y-o-Y Changes 按年变化</i>	2,314 ¹ +14.9%	174 -6.2%	7.5% -1.7 p.p.
Licensing 品牌业务 <i>Y-o-Y Changes 按年变化</i>	545 +0.5%	392 +0.1%	71.8% -0.3 p.p.
Overall 整体 <i>Y-o-Y Changes 按年变化</i>	7,486 +34.3%	1,228 +43.4%	16.4% +1.0 p.p.

Remarks: Comparative figures for 1H FY2023 are shown in brackets
注：括号内为2023上半年财年之比较数字

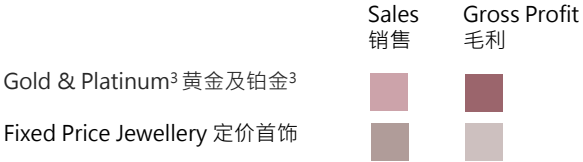
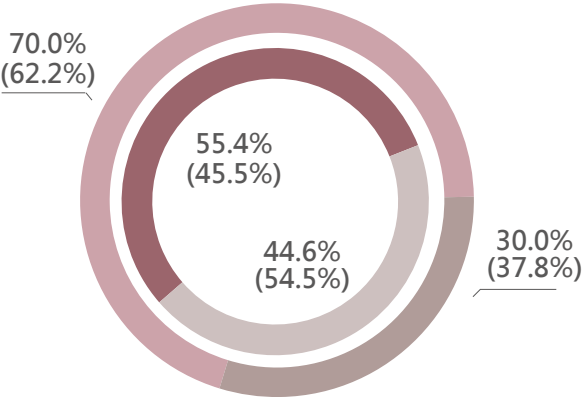
¹ Adjusted Wholesaling Revenue = Revenue of Wholesaling Business to External Parties + Inter-Segment Wholesaling Revenue
经调整后的批发收入 = 对外批发业务收入 + 分部间批发收入



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



HK\$M 百万港元	Sales ¹ 销售 ¹	Gross Profit ² 毛利 ²	Gross Margin 毛利率
Gold & Platinum 黄金及铂金 <i>Y-o-Y Changes 按年变化</i>	4,861 +55.4%	926 +94.0%	19.1% +3.8 p.p.
Fixed Price Jewellery 定价首饰 <i>Y-o-Y Changes 按年变化</i>	2,080 +9.3%	747 +30.5%	35.9% +5.8 p.p.
Overall 整体 <i>Y-o-Y Changes 按年变化</i>	6,941 +38.0%	1,673 +59.4%	24.1% +3.2 p.p.

Remarks: Comparative figures for 1H FY2023 are shown in brackets
注：括号内为2023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）



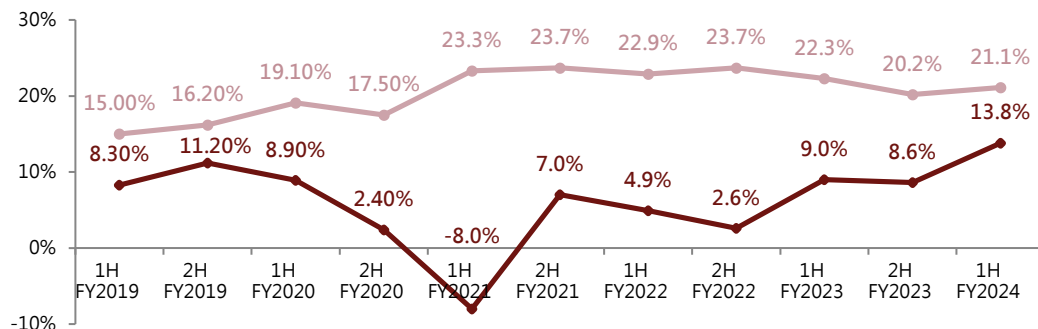
MARGIN ANALYSIS

溢利率分析

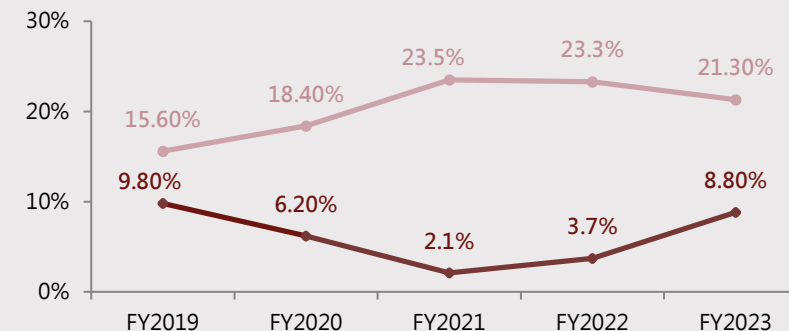
Segment Profit Margin by Market 分部溢利率 (以市场划分)

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

1H&2H上半财年及下半财年

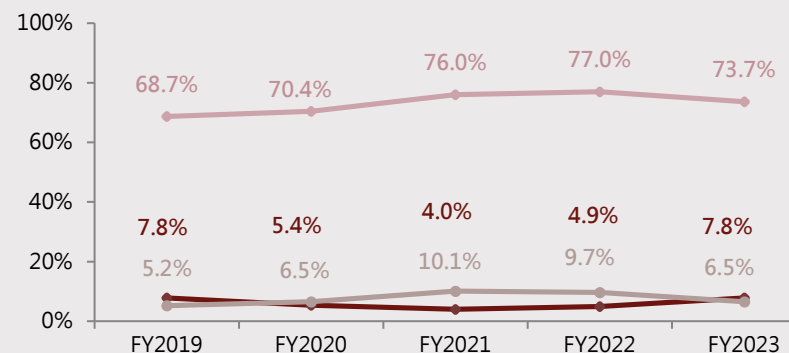
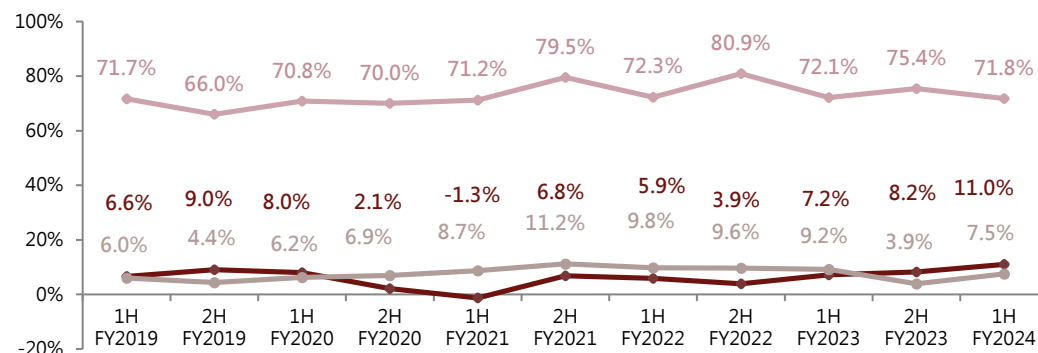


Full Year 全年



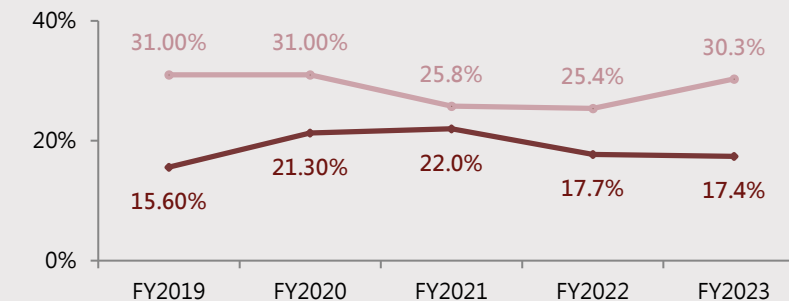
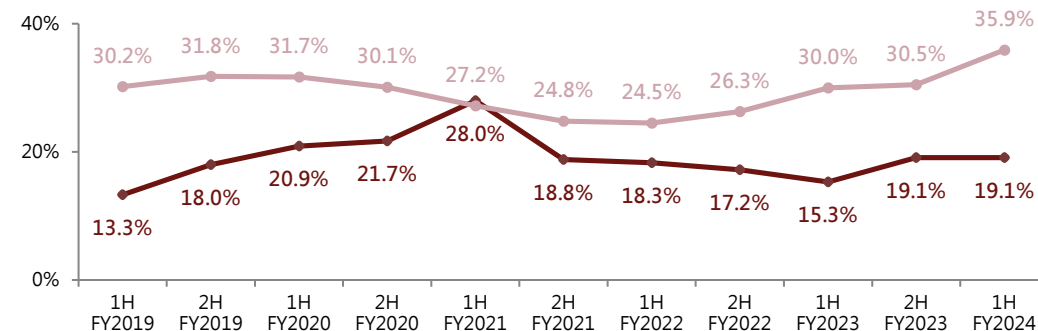
Segment Profit Margin by Business 分部溢利率 (以业务划分)

- Licensing
品牌业务
- Retailing
零售
- Adjusted Wholesaling¹
经调整批发¹



Gross Margin by Product 毛利率 (以产品划分)

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

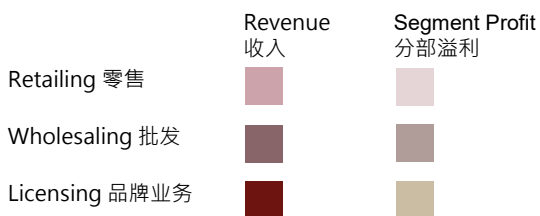
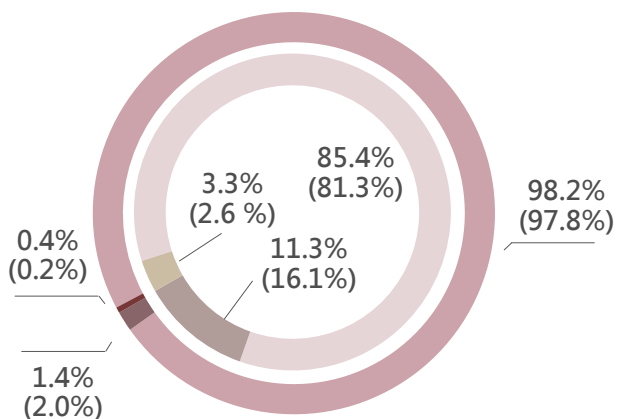


¹ Adjusted Wholesaling Segment Profit Margin = Segment Profit of Wholesaling Business ÷ (Revenue of Wholesaling Business to External Parties + Inter-segment Wholesaling Revenue)
经调整的批发分部溢利率 = 批发业务之分部溢利 ÷ (对外批发业务收入 + 分部间批发收入)



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>	4,744 +67.4%	569 +169.7%	12.0% +4.6 p.p.
Wholesaling 批发 <i>Y-o-Y Changes 按年变化</i>	65 +10.3%	76 +80.5%	115.7% +45.0 p.p.
Adjusted 经调整 <i>Y-o-Y Changes 按年变化</i>	1,409 ¹ +62.5%	76 +80.5%	5.4% +0.5 p.p.
Licensing 品牌业务 <i>Y-o-Y Changes 按年变化</i>	21 +251.2%	22 +233.2%	103.5% -5.6 p.p.
Overall 整体 <i>Y-o-Y Changes 按年变化</i>	4,830 +66.6%	667 +156.9%	13.8% +4.9 p.p.

Remarks: Comparative figures for 1H FY2023 are shown in brackets

注：括号内为2023上半财年之比较数字

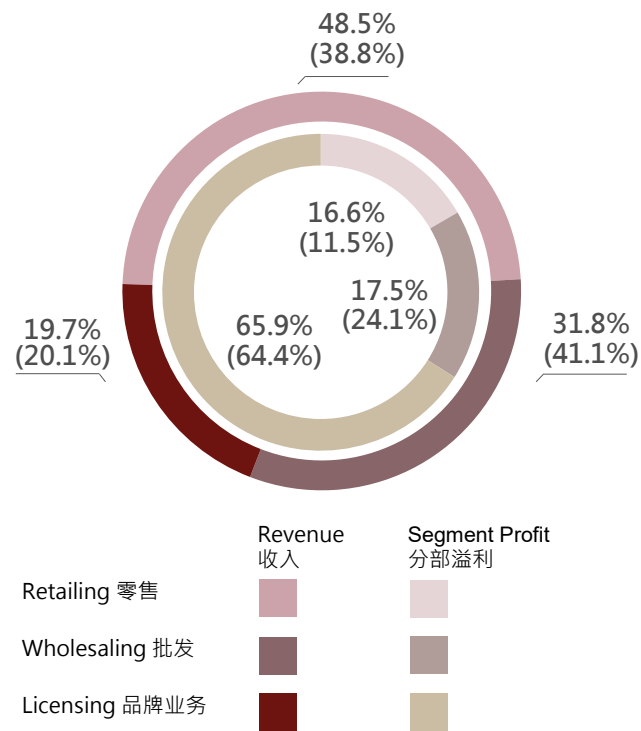
¹ Adjusted Wholesaling Revenue = Revenue of Wholesaling Business to External Parties + Inter-Segment Wholesaling Revenue

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>	1,286 +23.9%	93 +36.0%	7.2% +0.6 p.p.
Wholesaling 批发 <i>Y-o-Y Changes 按年变化</i>	846 -23.1%	98 -31.5%	11.6% -1.5 p.p.
Adjusted 经调整 <i>Y-o-Y Changes 按年变化</i>	905 ¹ -21.2%	98 -31.5%	10.9% -1.6 p.p.
Licensing 品牌业务 <i>Y-o-Y Changes 按年变化</i>	524 -2.3%	370 -3.9%	70.6% -1.1 p.p.
Overall 整体 <i>Y-o-Y Changes 按年变化</i>	2,656 -0.7%	561 -5.9%	21.1% -1.2 p.p.

Remarks: Comparative figures for 1H FY2023 are shown in brackets

注：括号内为2023上半财年之比较数字

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

² The average RMB exchange rate is 1.09 (1H FY2023: 1.16), a 5.8% drop as compared to 1H FY2023

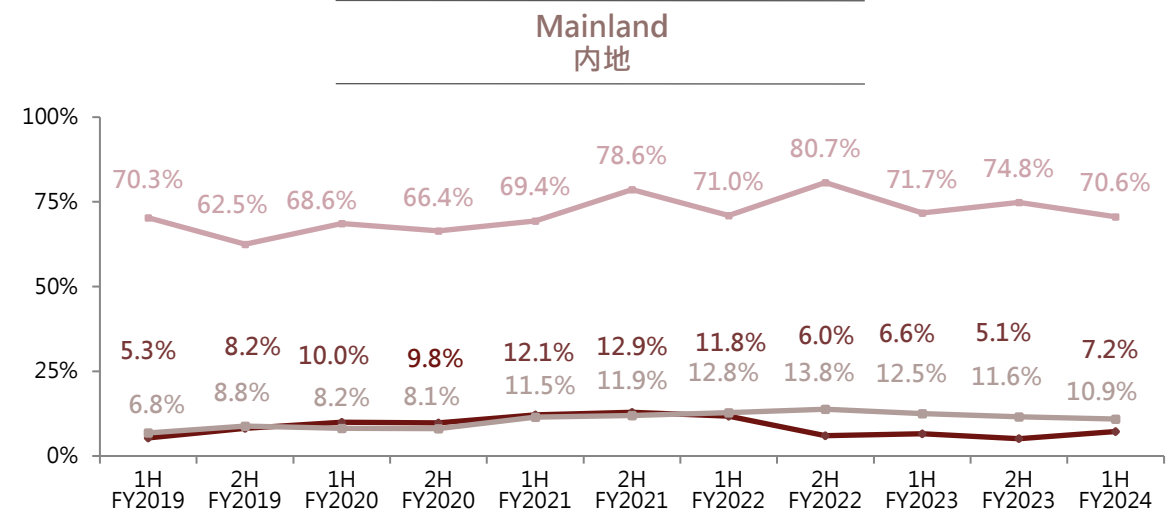
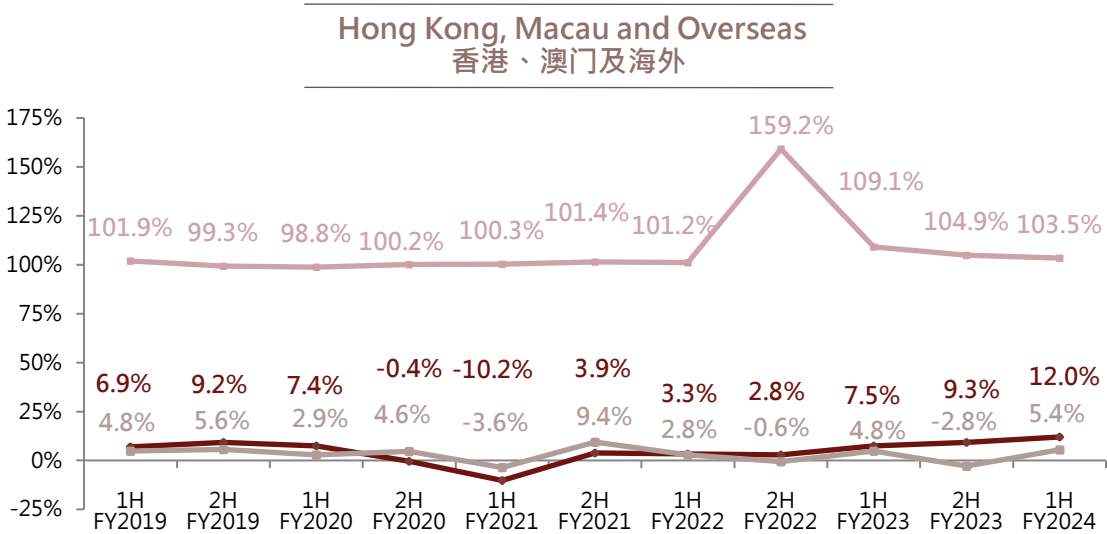
人民币平均汇率为1.09 (2023上半财年:1.16) · 较2023上半财年下降5.8%



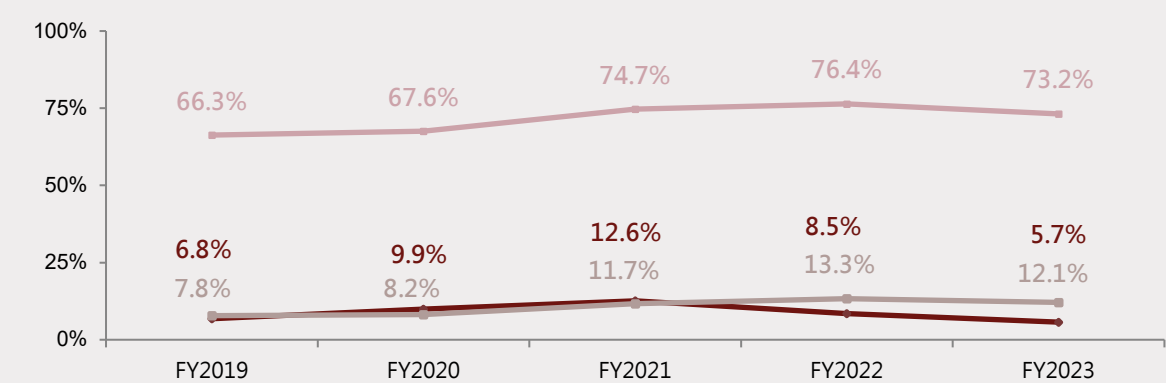
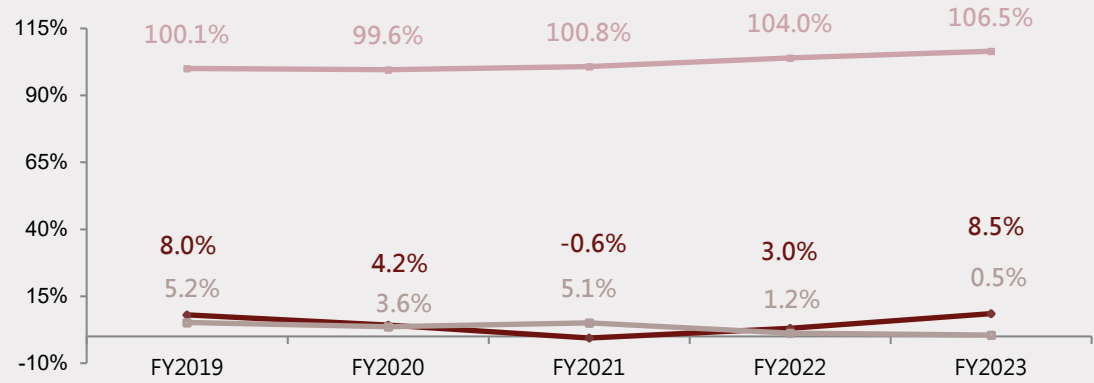
REGIONAL SEGMENT PROFIT MARGIN ANALYSIS BY BUSINESS

地区分部溢利率分析以业务划分

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

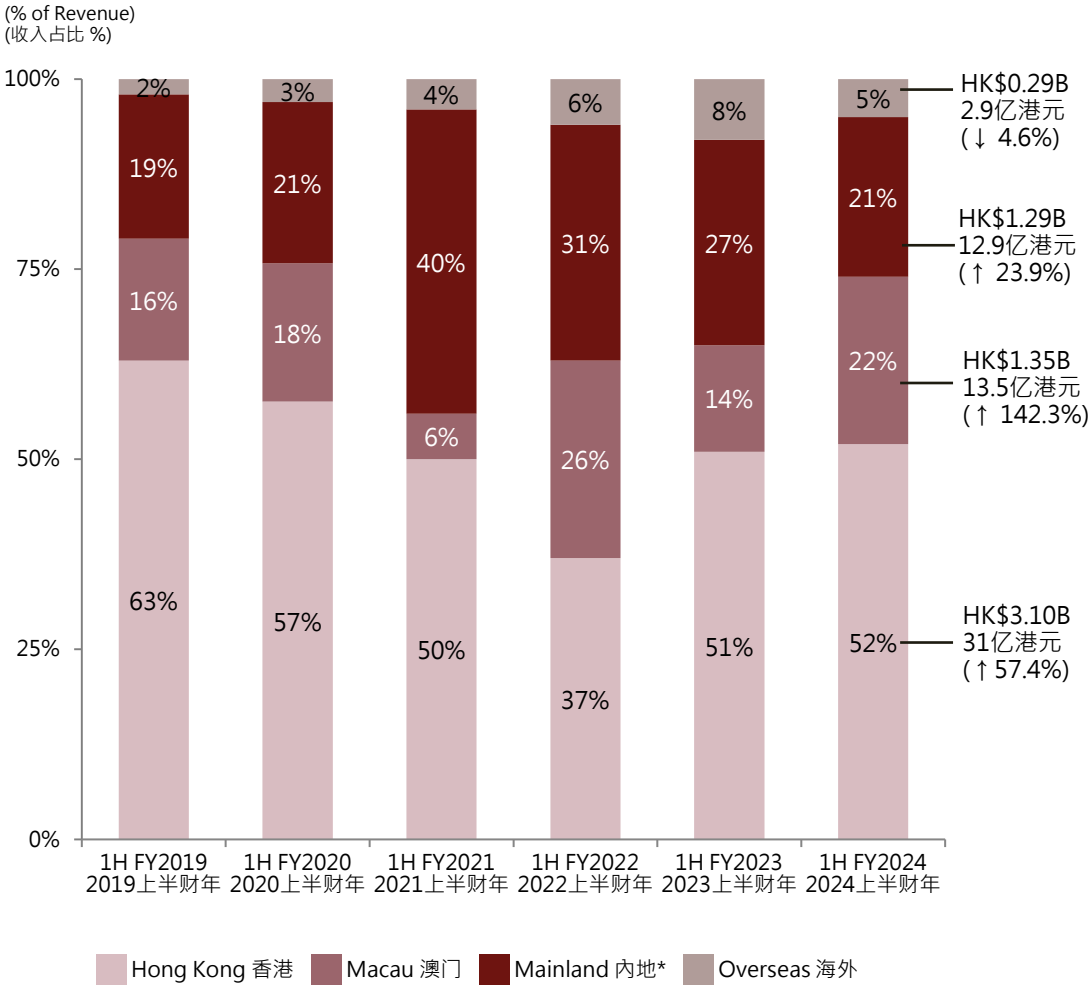
¹Adjusted Wholesaling Segment Profit Margin = Segment Profit of Wholesaling Business ÷ (Revenue of Wholesaling Business to External Parties + Inter-segment Wholesaling Revenue)
经调整的批发分部溢利率 = 批发业务之分部溢利 ÷ (对外批发业务收入 + 分部间批发收入)



RETAILING REVENUE ANALYSIS

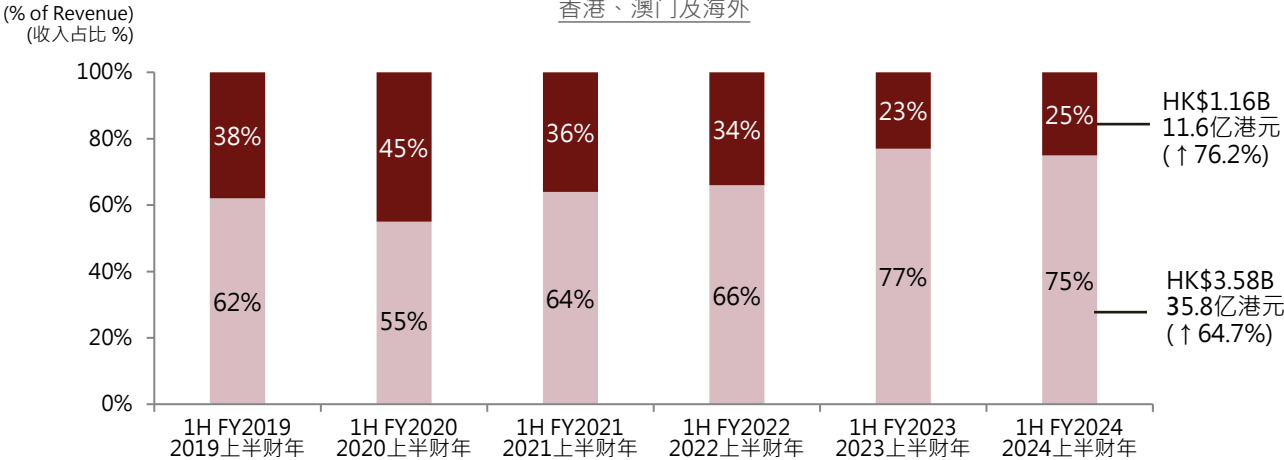
零售收入分析

Retailing Revenue by Region
收入 (以市场划分)

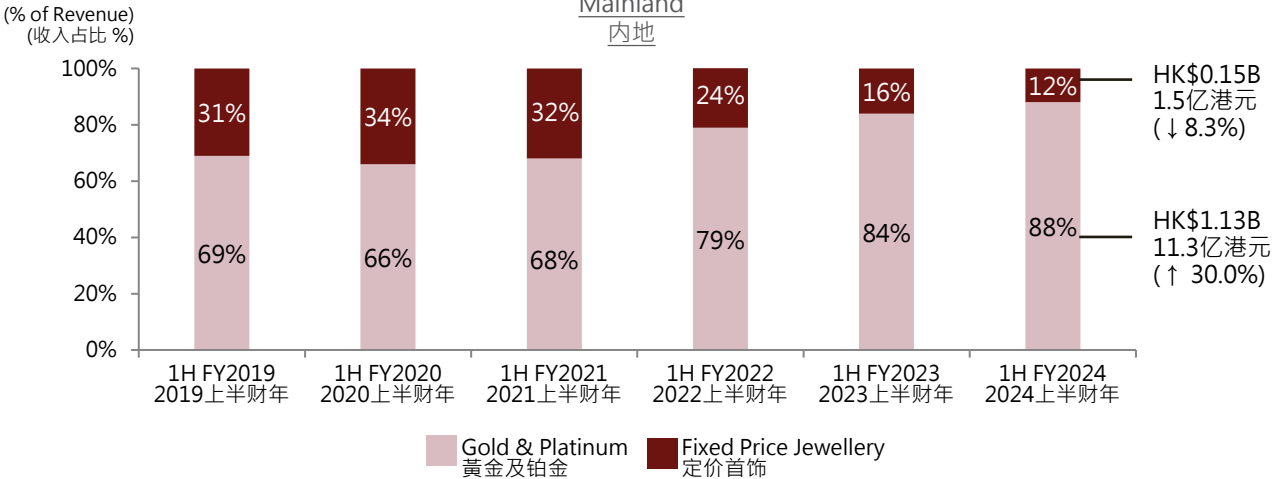


Retailing Revenue by Product
收入 (以产品划分)

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



Mainland
内地

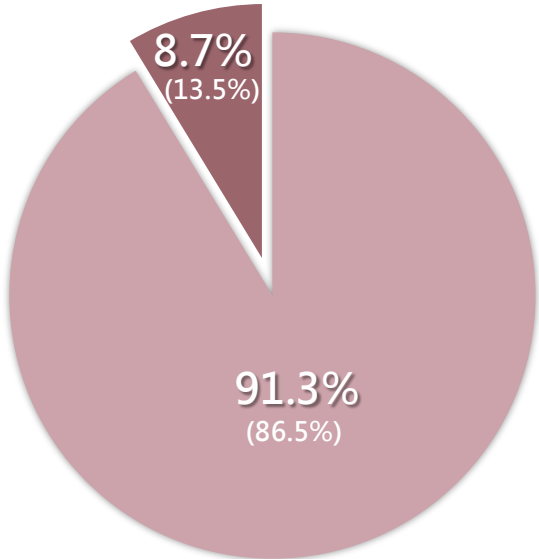


* Self-operated shops and e-commerce business only 只限自营店及电子商务业务



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 FY2023 are shown in brackets
括号内为2023上半财年数字

Revenue 收入	
HKD 873M 百万港元	+33.1% Y-o-Y Changes 按年变化
Average Selling Price 平均售价 ¹	
RMB 1,700 人民币	+6.3% Y-o-Y Changes 按年变化
Contribution to Mainland Retailing Revenue ² 占内地零售收入 ² :	
67.9%	(1H FY2023: 63.2%)
Contribution to Group's Retailing Revenue ² 占集团零售收入 ² :	
14.5%	(1H FY2023: 16.9%)

FY2024 Revenue Growth Target
2024财年收入增长目标
+10%

Platforms 销售平台
As at 30 Sep 2023: 36 Platforms 于2023年9月30日: 36 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

Remarks:

- ¹ ASP included value-added tax (VAT) 平均售价包含增值税
- ² Sales of self-operated shops and e-commerce business 自营店及电子商务销售额
- ³ The average RMB exchange rate is 1.09 (1H FY2023: 1.16), a 5.8% drop as compared to 1H FY2023 人民币平均汇率为1.09 (2023上半财年:1.16) · 较2023上半财年下降5.8%



RETAILING ANALYSIS

零售分析

	SSSG 同店销售增长*		Y-o-Y Changes 按年变化					
	1H FY2024 2024上半财年	1H FY2023 2023上半财年	1H FY2024 2024上半财年			1H FY2023 2023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	+44%	+19%	+60%	+50%	+6%	+10%	-6%	+16%
Gold & Platinum 黄金及铂金	+44%	+35%	+58%	+57%	+1%	+25%	+16%	+6%
Fixed Price Jewellery 定价首饰	+45%	-14%	+65%	+40%	+15%	-22%	-31%	+13%
Hong Kong & Macau 香港及澳门	+56%	+25%	+75%	+67%	+5%	+15%	-4%	+19%
Gold & Platinum 黄金及铂金	+55%	+46%	+72%	+74%	-1%	+35%	+30%	+4%
Fixed Price Jewellery 定价首饰	+59%	-16%	+85%	+57%	+18%	-24%	-30%	+9%
Mainland 内地	-4%	-16%	+14%	+11%	+3%	-25%	-26%	+1%
Gold & Platinum 黄金及铂金	-2%	-12%	+17%	+11%	+6%	-21%	-28%	+4%
Fixed Price Jewellery 定价首饰	-13%	-28%	+4%	+11%	-6%	-39%	-32%	-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。

** 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



RETAILING ANALYSIS ON MAINLAND

内地零售分析

Same Store Sales Growth 同店销售增长									
1H FY2024 2024上半财年					1H FY2023 2023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		+2%	-12%	-2%	N/A	-3%	-12%	-2%	N/A
Self-operated Shops 自營店									
Overall 整体		-2%	-13%	-4%	N/A	-12%	-28%	-16%	N/A
By Tier 按城市级别划分	Tier I 一线	+3%	-12%	+0%	-3%	-12%	-30%	-17%	-9%
	Tier II 二线	N/A	N/A	N/A	-3%	-16%	-54%	-26%	-8%
	Tier III 三线	-18%	+13%	-14%	-6%	-4%	-9%	-5%	-11%
	Tier IV & below 四线及以下	-21%	-43%	-23%	+3%	-13%	-10%	-13%	-6%
By Region 按区域划分	Northern China 华北区	+12%	-21%	+3%	+8%	-4%	-28%	-12%	-7%
	Southern China 华南区	N/A	N/A	N/A	-14%	N/A	N/A	N/A	-8%
	Eastern China 华东区	+3%	-14%	-1%	+3%	-15%	-39%	-22%	-10%
	Central China 华中区	-9%	-6%	-8%	+8%	-14%	-21%	-15%	-11%
	Western China 华西区	N/A	N/A	N/A	+7%	N/A	N/A	N/A	-13%

* Same store sales growth represented a comparison of sales of the same Lukfook shop having full day operations in the comparable periods and such data did not include sales of Mainland's e-commerce business.
同店销售增长为同一间六福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

	FY2021 2021财年				FY2022 2022财年				FY2023 2023财年				FY2024 2024财年	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2
Overall 整体	+22%	+14%	-10%	-6%	-71%	-55%	-29%	+30%	-1%	+40%	-10%	+83%	+62%	+31%
Gold 黄金	+26%	+23%	-9%	-6%	-67%	-46%	-25%	+42%	+9%	+62%	-5%	+92%	+67%	+30%
Gold (By Weight) 黄金 (重量)	+21%	+30%	-7%	-4%	-73%	-57%	-38%	+25%	+4%	+68%	-1%	+87%	+58%	+15%
Fixed Price Jewellery 定价首饰	+18%	+5%	-8%	-4%	-77%	-65%	-35%	+17%	-19%	-8%	-21%	+66%	+54%	+36%
Hong Kong & Macau 香港及澳门	+26%	+17%	-9%	-6%	-76%	-63%	-35%	+19%	+2%	+50%	-8%	+124%	+75%	+41%
Gold 黄金	+34%	+30%	-8%	-7%	-72%	-53%	-32%	+28%	+15%	+79%	-1%	+145%	+81%	+39%
Gold (By Weight) 黄金 (重量)	+28%	+36%	-5%	-5%	-77%	-61%	-44%	+14%	+10%	+85%	+3%	+135%	+70%	+22%
Fixed Price Jewellery 定价首饰	+19%	+4%	-8%	-4%	-81%	-74%	-40%	+9%	-21%	-10%	-23%	+88%	+65%	+52%
Mainland 内地	-2%	+4%	-14%	+2%	-40%	-15%	+4%	+93%	-28%	-4%	-35%	-6%	+3%	-8%
Gold 黄金	-6%	0%	-16%	+4%	-45%	-15%	+11%	+110%	-26%	+3%	-33%	-3%	+6%	-5%
Gold (By Weight) 黄金 (重量)	-3%	+4%	-18%	-1%	-59%	-33%	-4%	+97%	-30%	+0%	-38%	-13%	-6%	-21%
Fixed Price Jewellery 定价首饰	+10%	+18%	-5%	+3%	-32%	-16%	-11%	+62%	-34%	-23%	-38%	-15%	-3%	-20%

* 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

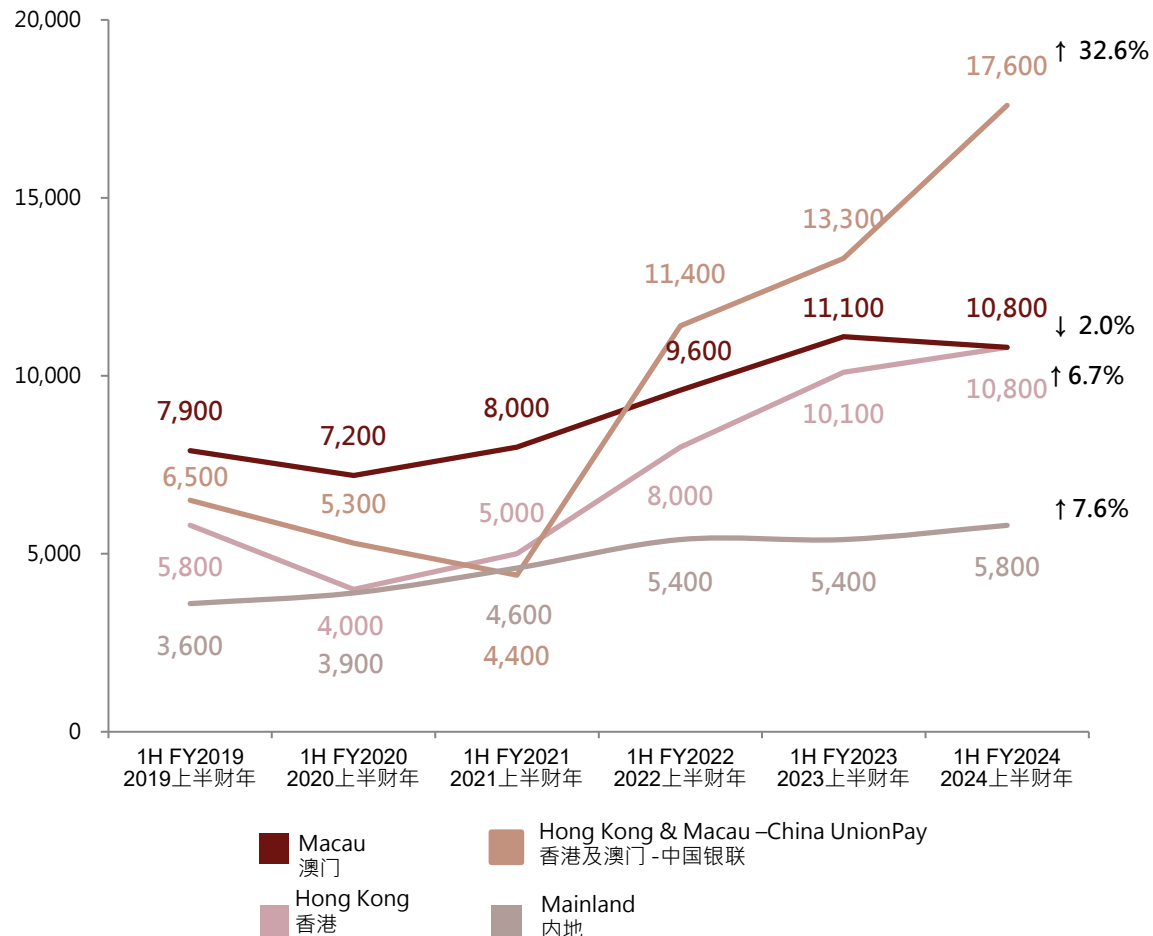


AVERAGE TICKET SIZE & FIXED PRICE JEWELLERY AVERAGE SELLING PRICE

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

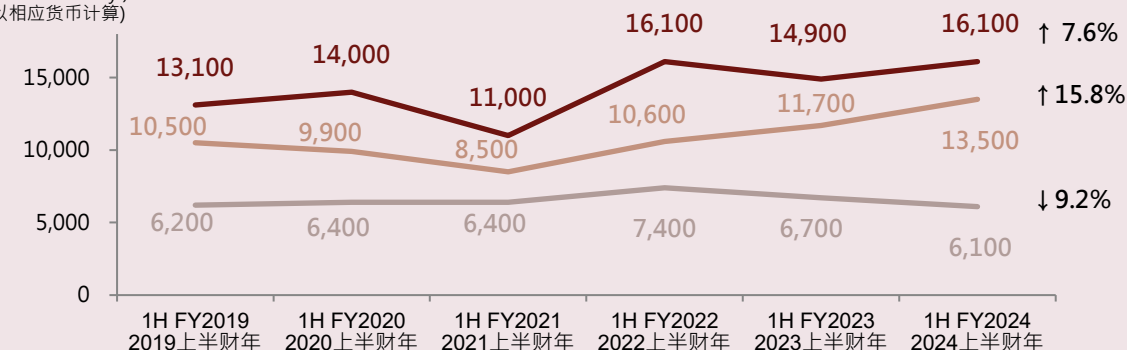
\$(in terms of
respective currency)
元(以相应货币计算)



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

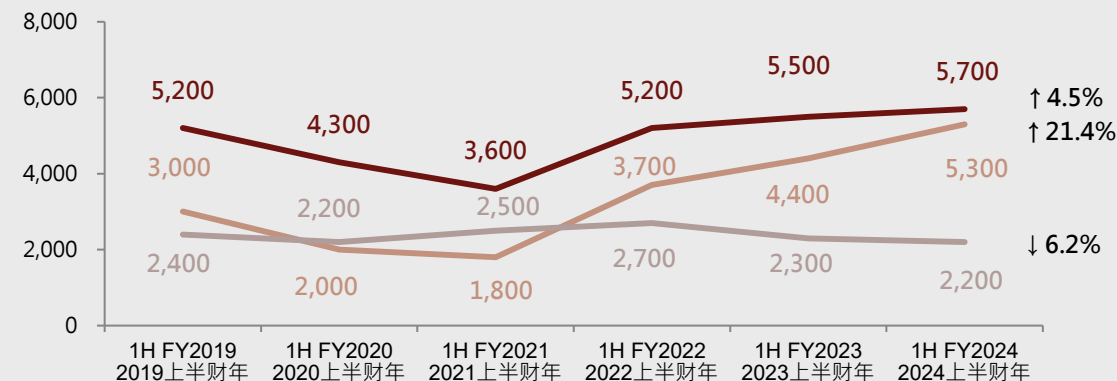
Diamond, jadeite, gem stones and pearl products
钻石·翡翠·宝石及珍珠产品

\$(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)



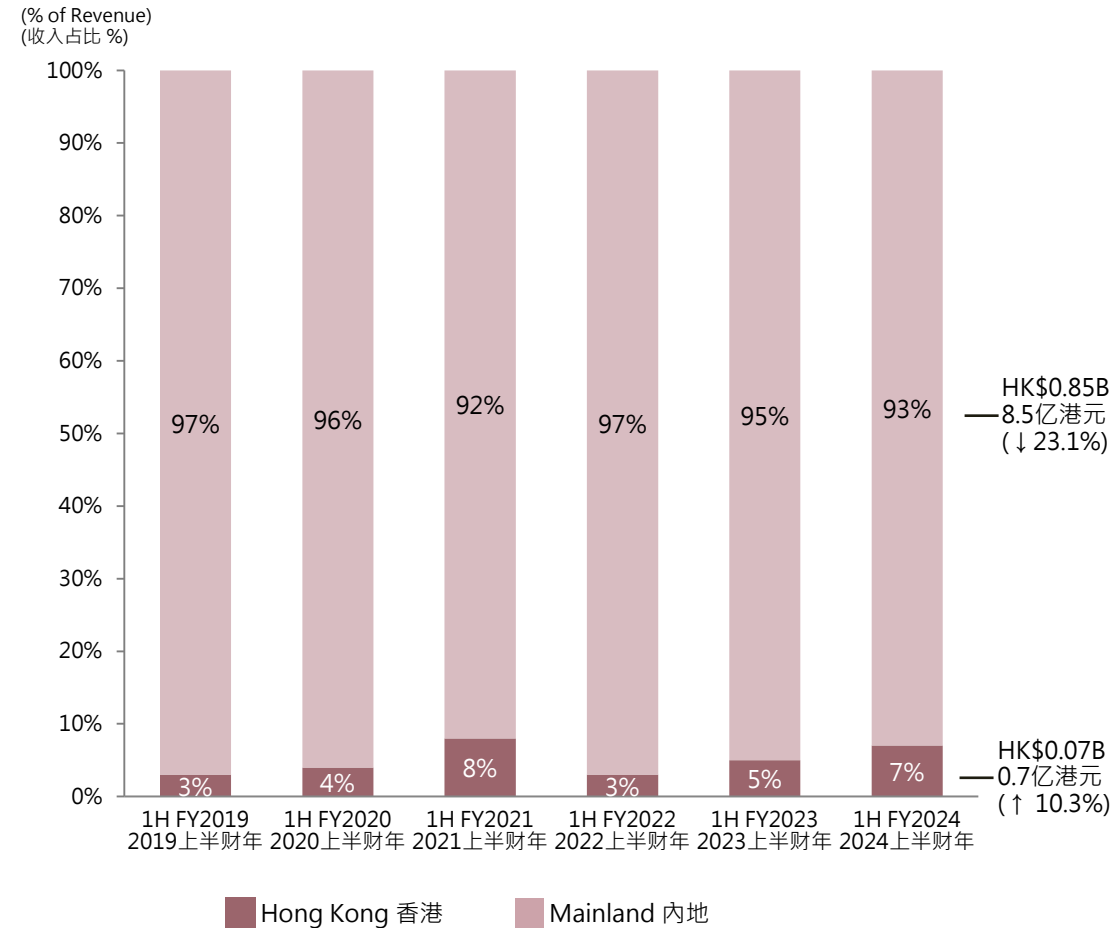
RSV settled by China UnionPay, Alipay, WeChat Pay or RMB in Hong Kong & Macau:
香港及澳门以中国银联、支付宝、微信支付或人民币结算之零售值: 51.0% (1H FY2023: 28.0%)
* Lukfook self-operated shops only(exclude Mainland's e-commerce business) 只限六福自营店(不包括内地电子商务业务)
**ASP in Mainland included value-added tax (VAT) 内地的平均售价包含增值税



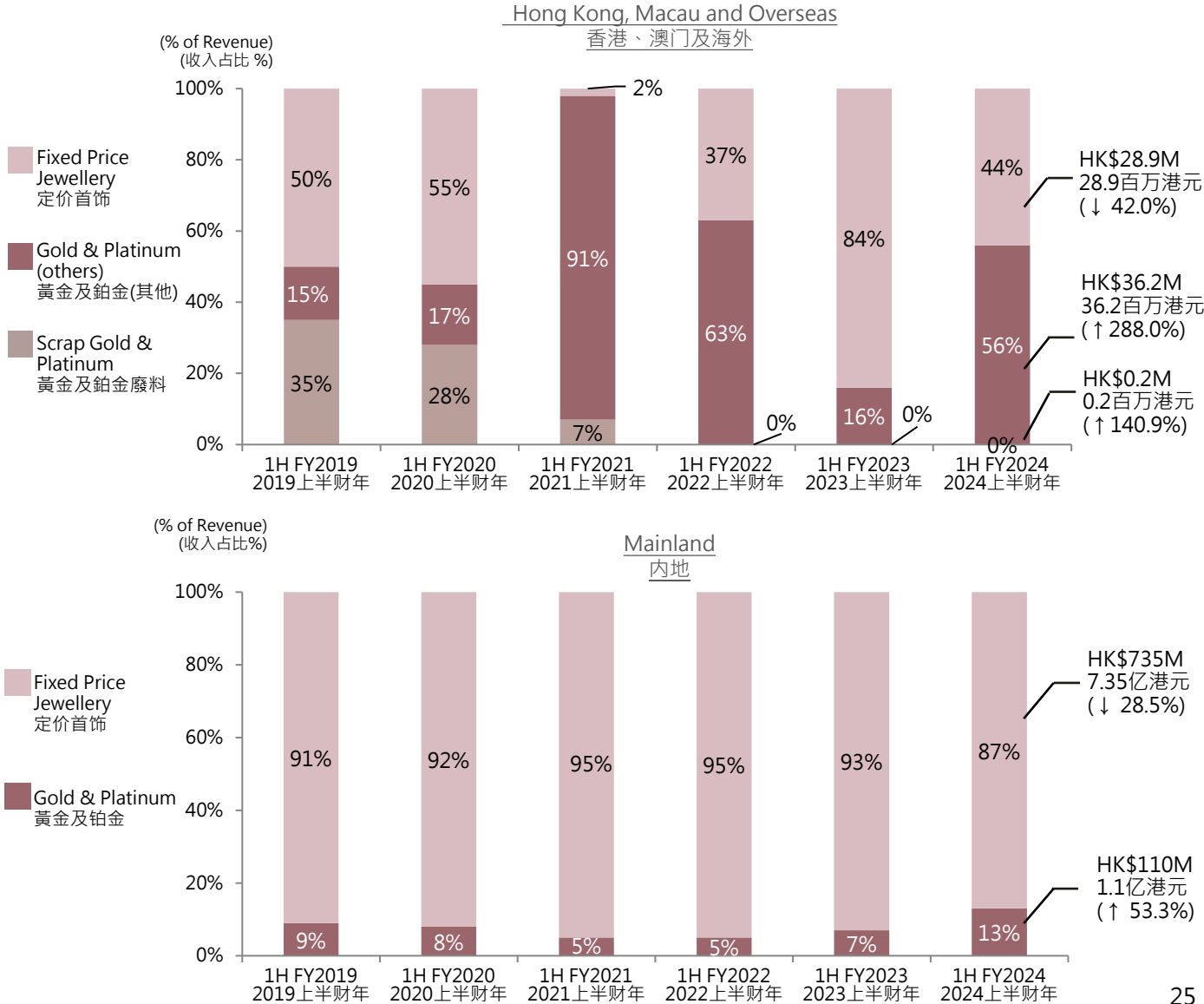
WHOLESALE REVENUE ANALYSIS

批发收入分析

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



Wholesaling Revenue by Product
批发收入 (以产品划分)





TOTAL OPERATING EXPENSES

总经营开支

— Total %
总计 %

■ Other Expenses
其他开支

■ Advertising & Marketing
广告及市场推广

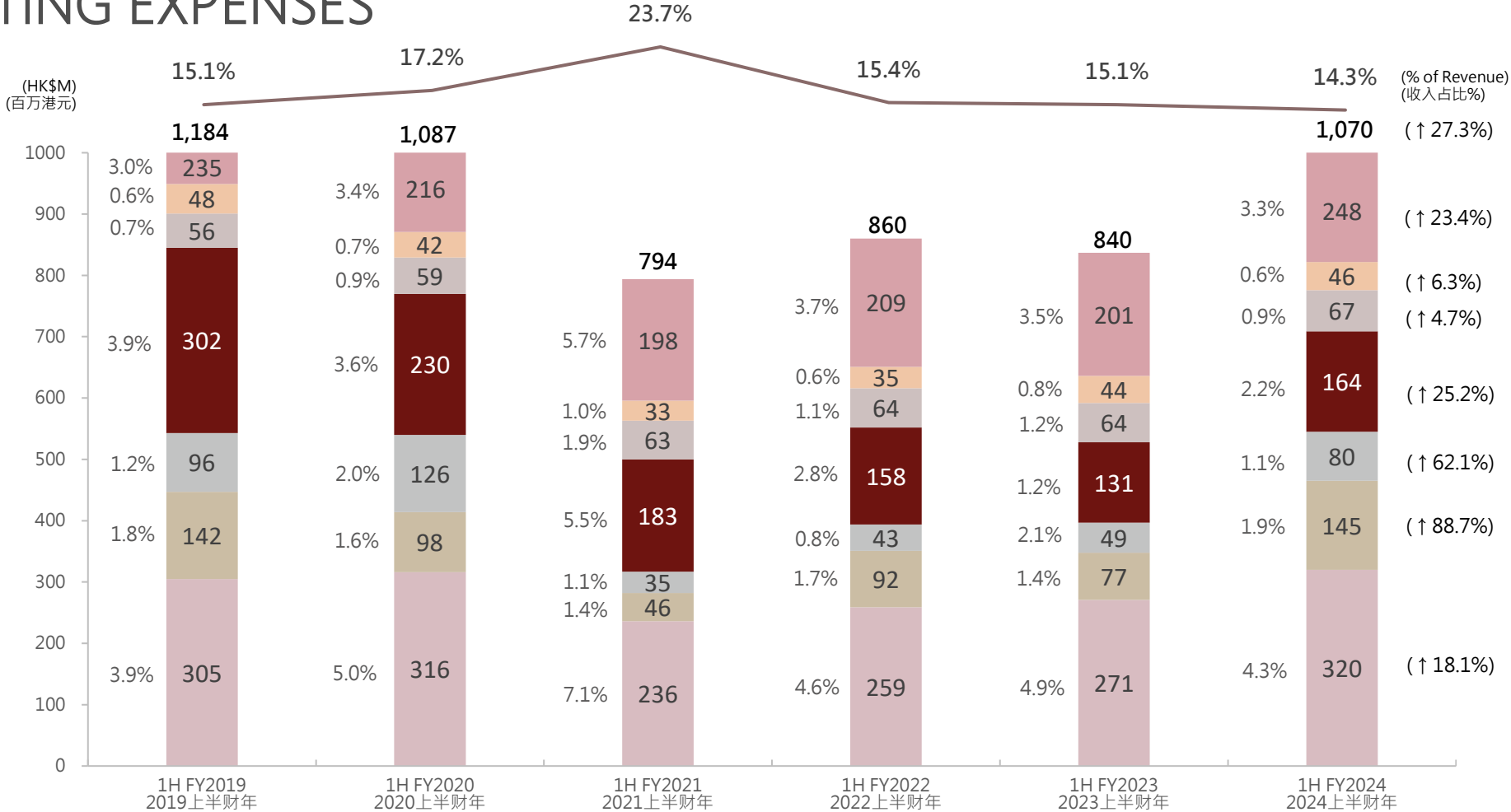
■ Depreciation & Amortisation
折旧及摊销

■ Fixed rent and Depreciation of ROU assets (include rental concession)
固定租金及使用权资产折旧* (包括租金优惠)

■ Short-term leases and variable lease payments
短期租赁及可变租赁付款

■ Payroll-Variable
薪酬-浮动

■ Payroll-Fixed
薪酬-固定



HK\$M	1H 2019	1H FY2020	1H FY2021	1H FY2022	1H FY2023	1H FY2024
Fixed rent and depreciation of ROU assets 固定租金及使用权资产折旧 ¹	302	230	233	167	140	167
Rent concession related to COVID-19 新冠疫情之租金优惠	N/A	-	-50	-9	-9	-3
*Fixed rent and Depreciation of ROU assets (include rental concession) 固定租金及使用权资产折旧 (包括租金优惠)	302	230	183	158	131	164
Short-term leases and variable lease payments 短期租赁及可变租赁付款	96	126	35	43	49	80
Interest expense related to lease 与租赁有关的利息开支	N/A	14	10	6	4	9
Total rent related expenses 总租金开支	398	370	228	207	184	253
Variance compared to 1H FY24 与2024上半年财年比较	-36%	-32%	+11%	+22%	+38%	

Remarks: 注

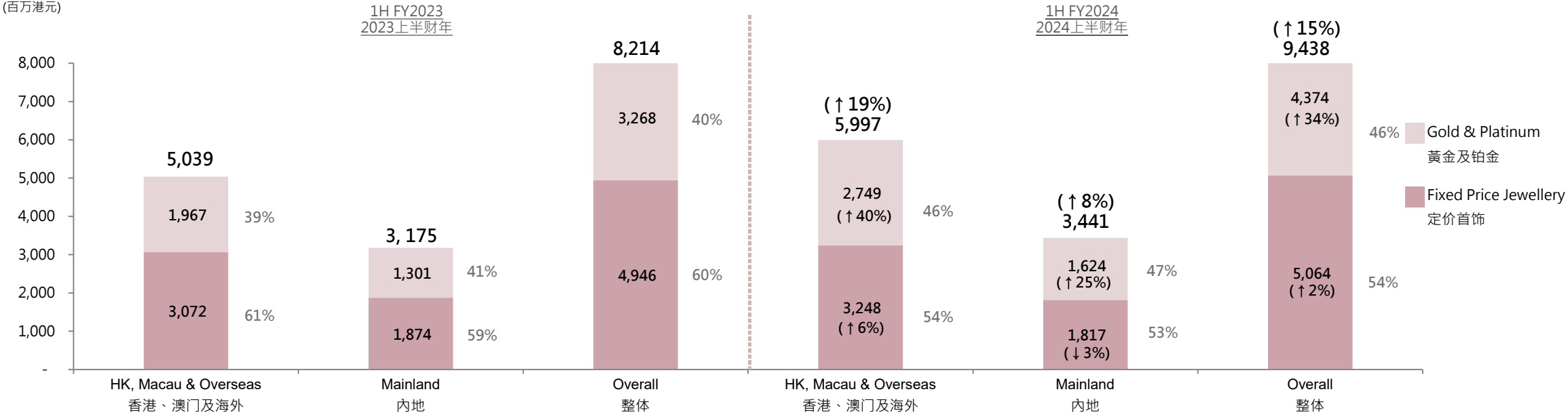
¹Depreciation of ROU assets include leases, land use right and leasehold improvement 使用权资产折旧包含等租赁、土地使用权及租赁物业装修



INVENTORY ANALYSIS

存货分析

(HK\$M)
(百万港元)



Group's Inventory Turnover Days (by Product)
集团存货周转日数 (以产品划分)

(Turnover Days) (周转日数)	Average Inventory ²		Closing Inventory ³	
	1H FY2024 2024上半年财年	Y-o-Y Changes 按年变化	1H FY2024 2024上半年财年	Y-o-Y Changes 按年变化
Gold 黄金	190	-43	200	-22
Fixed Price Jewellery 定价首饰	685	-12	695	+15
Overall 整体	318	-72	328	-50

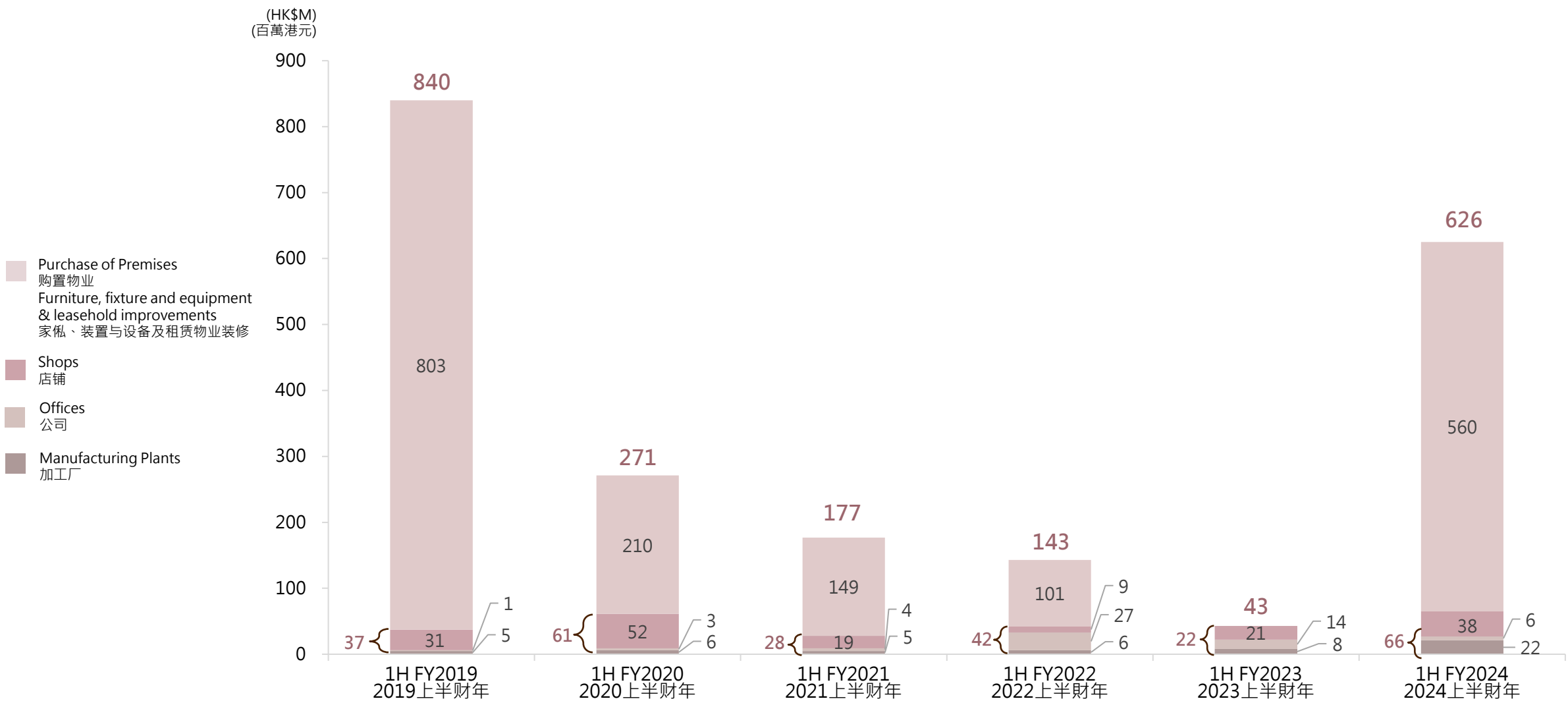
Retail Inventory Turnover Days (by Market)¹
零售存货周转日数 (以市场划分)¹

(Turnover Days) (周转日数)	Average Inventory ²		Closing Inventory ³	
	1H FY2024 2024上半年财年	Y-o-Y Changes 按年变化	1H FY2024 2024上半年财年	Y-o-Y Changes 按年变化
HK & Macau 香港及澳门	133	-53	141	-47
Mainland 内地	267	-50	285	-26

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



Remarks:注
 The premises acquired in 1H FY2024 mainly included a hotel located at Shenzhen IBC at consideration of RMB470 million and an office premise located at Wuhan at consideration of RMB42 million
 2024年上半年财年收购的物业主要包括以人民币4.7亿元收购的位于深圳IBC的酒店及以人民币4,200万元收购的位于武汉的办公物业。



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¹ 50%权益
- On 30 July 2023, the Group entered into Sale and Purchase agreement with major shareholders of HKRH to acquire 50.49% shares of HKRH, which is expected to be completed by mid December 2023. The Group will then make a mandatory general offer to remaining shareholders of HKRH, which is expected to be completed by mid January 2024.
于2023年7月30日，集团与香港资源控股主要股东订立买卖协议，收购其50.49%股份，预计将于2023年12月中完成。届时，集团将向香港资源控股剩余股东提出强制性全面要约，预计将于2024年1月中完成。
- 3D GOLD targets at mid-end customers and operates approx. 264 POS through self-operated and franchising model in Hong Kong and Mainland as at 30 September 2023
金至尊目标市场为中端客群，截至2023年9月30日，以自营及加盟模式于香港及内地共拥约264个零售点。

Gain /(Loss) 收益/(亏损)			
HK\$M 百万港元	1H FY2024 2024上半财年	1H FY2023 2023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	-	(23.0)	23.0
Wholesale gross profit 批發毛利	0.6	1.0	(0.4)
Loss on a financial guarantee contract 财务担保合约之公允价值亏损	(32.0)	-	(32.0)
Interest income on loan to HKRH 贷款利息收入	0.3	-	0.3
Overall 整体	(31.1)	(22.0)	(9.1)

During the Period under review, the total losses in relation to the investments and operating activities in HKRH and its subsidiaries increased to HK\$31.1M (2022: loss of HK\$22.0M) due to their unsatisfactory operating results.

于回顾期内，由于香港资源控股及其附属公司的营运业绩未如理想，对香港资源控股及其附属公司的投资及营运活动的总亏损增加至31.1百万港元（2022年：亏损22.0百万港元）。

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



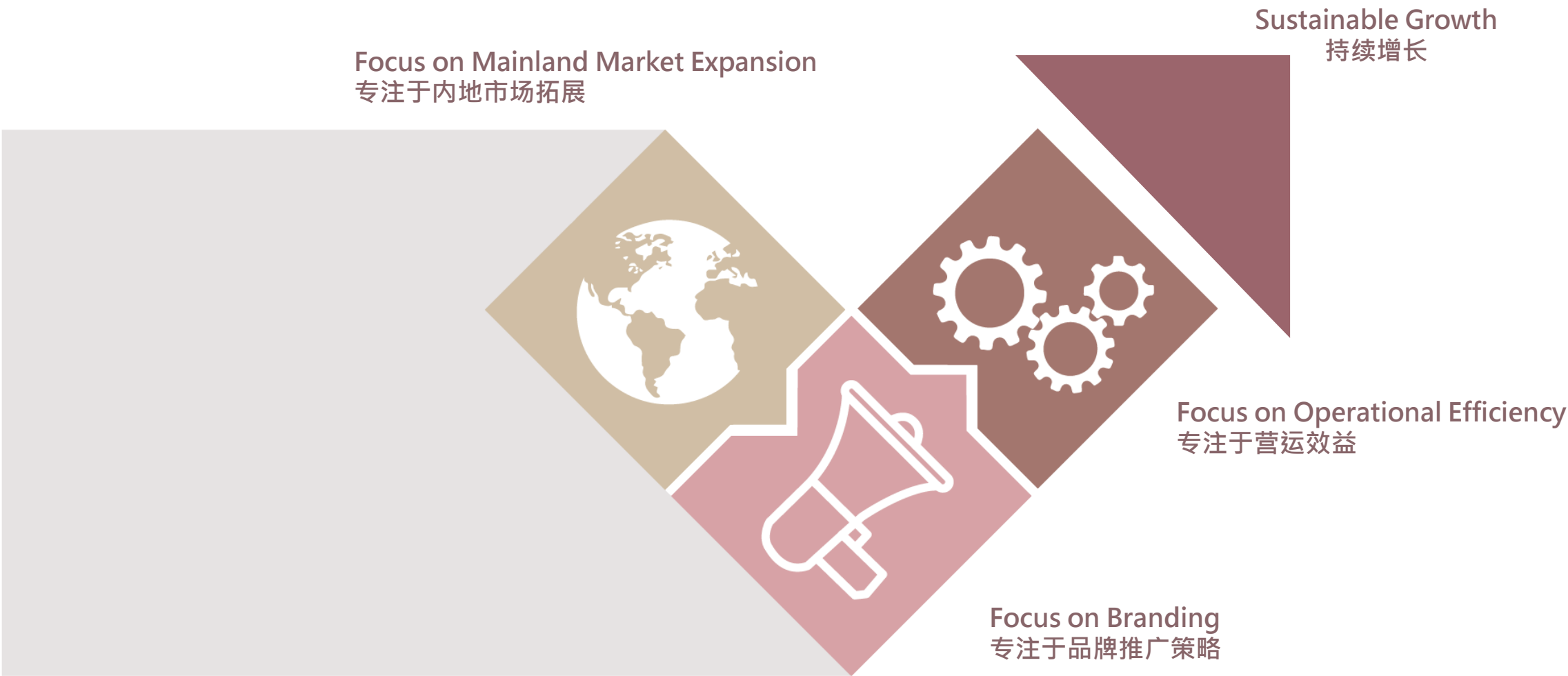
FUTURE PLANS & STRATEGIES

未来计划与策略



THREE-YEAR KEY STRATEGIES (FY2023-FY2025)

三年主要策略 (2023-2025财年)





NETWORK EXPANSION AND CAPEX IN FY2024

2024财年零售网络扩充及资本开支

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

As at 30 Sep 2023:
于2023年9月30日:

Worldwide total no. of shops 店铺总数: 3,289
Net addition 净增加: +184



FY2024 target 2024财年目标:

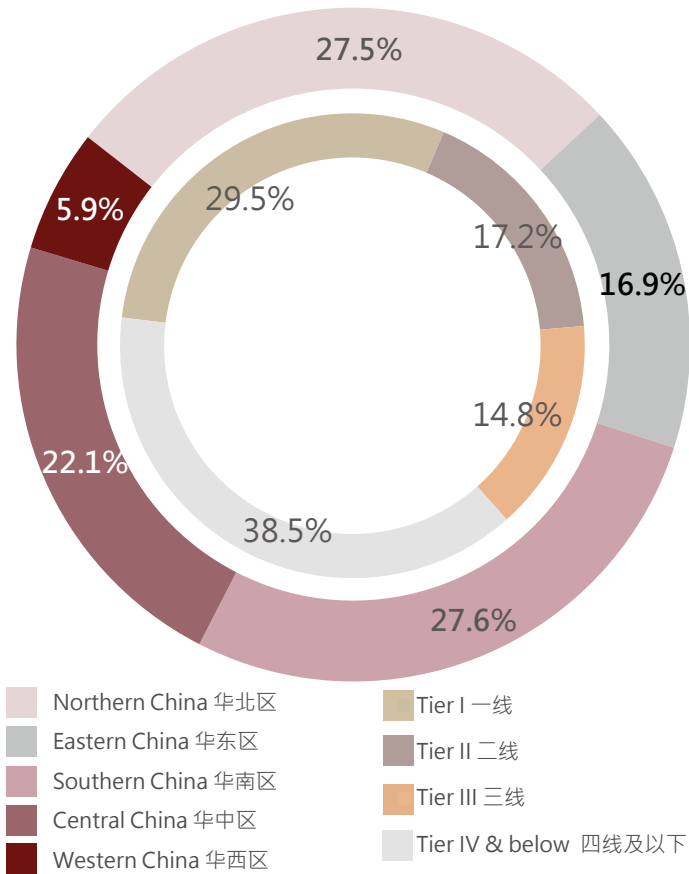
Mainland 内地: Mainly focused on adding licensed shops in fourth- and fifth-tier cities 集中于四、五线城市开发品牌店 Lukfook shops 六福店铺: Net addition 净增加: 300 shops 店 New brands 新品牌: Net addition 净增加: 50 shops 店		Hong Kong 香港: Net addition 净增加: 5 shops 店		Overseas 海外: Net addition 净增加: 5 Licensed shops 品牌店 5 Self - operated shops 自营店		Target to increase Mainland e-commerce revenue and profit before tax by 10% 目标提升内地电商销售收入及税前利润10%
CAPEX 资本开支 Total CAPEX Budget 总资本开支预算 HK\$750M		Shop renovation 店铺装修 HK\$100M	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\$30M	Purchase of Premises 购置物业 HK\$600M	



“LUKFOOK” DISTRIBUTION NETWORK IN MAINLAND

「六福」内地分销网络

As at 30 Sep 2023
于2023年9月30日



Remarks 注：

- “Lukfook” shops only 只包括「六福」店
- 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6个月之变化

Total No. of shops 店铺总数：2,983 (+121)

Total No. of Licensees 品牌商总数	869(+33)
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	632(+8)

	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	54(+1)	826(+19)	880(+20)	15(-1)
Tier II 二线	0(0)	513(+92)	513(+92)	24(+5)
Tier III 三线	8(0)	433(-28)	441(-28)	57(-4)
Tier IV & below 四线及以下	5(-3)	1144(+40)	1149(+37)	540(+8)
Total 整体	67(-2)	2,916(+123)	2,983(+121)	636(+8)

	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	24(0)	797(+41)	821(+41)	7(0)	2(0)	204(+5)
Central China 华中区	25(-2)	635(+24)	660(+22)	6(0)	1(0)	172(+1)
Southern China 华南区	0(0)	824(+14)	824(+14)	4(0)	0(0)	93(0)
Eastern China 华东区	18(0)	485(+24)	503(+24)	4(0)	1(0)	130(-3)
Western China 华西区	0(0)	175(+20)	175(+20)	6(0)	0(0)	33(+5)
Total 整体	67(-2)	2,916(+123)	2,983(+121)	27(0)	4(0)	632(+8)



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

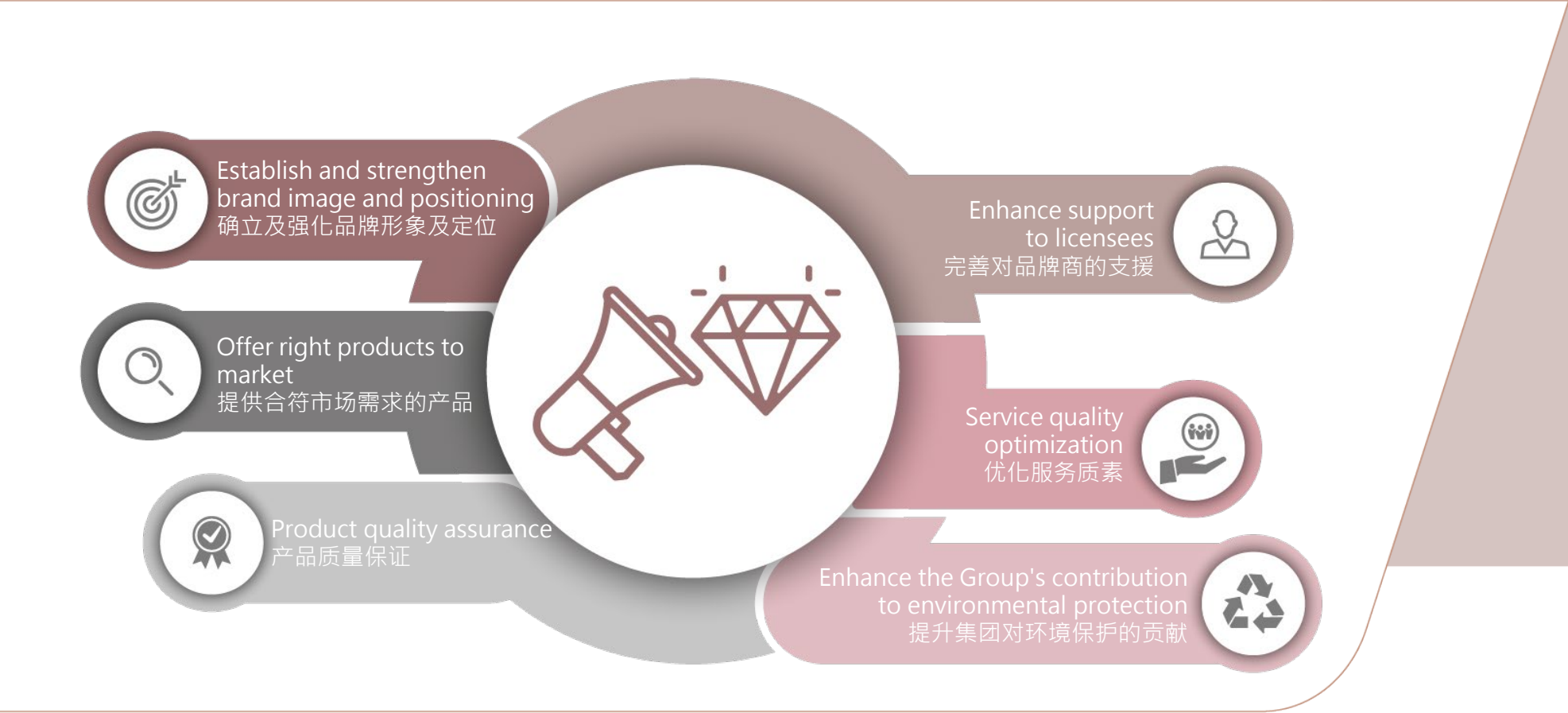
- ✓ Supply chain management revamp
重新规划供应链管理
- ✓ Full automation
全自动化
- ✓ Big data management
大数据管理
- ✓ Data analysis power
数据功效分析



THREE-YEAR KEY STRATEGIES (FY2023-FY2025)

三年主要策略 (2023-2025财年)

Focus on Branding
专注于品牌推广策略





BRANDING 品牌推广策略

Integrated strategies to attract target customers
and to foster high customer loyalty

整合的策略
以吸引目标顾客和培养高水平的顾客忠诚度



CELEBRITY MARKETING

名人市场推广

Invited a variety of celebrities for short to long-term marketing campaigns to raise brand awareness and recognition among our target customers of different brands and product collections

邀请多位名人参与短期或长期推广项目，以增加各品牌及产品系列在市场的知名度和认可度





DISTINCT SHOPPING EXPERIENCE

独特购物体验

Introduced various new shop images to rejuvenate brand and extend the unparalleled shopping experience to exhibitions and roadshows to further exploit local consumption
引入各种新店铺形象以焕发品牌，并将非凡的购物体验延伸至展览及巡展，进一步开发当地消费潜力

New Shop Image 新店铺



Exhibitions and Roadshows 展览及巡展





WEDDING PROMOTION

婚嫁推广

Rolled out the “Endless Blooms and Endless Love” online and offline campaign to promote wedding series, which achieved total exposure of more than 380 million views

为推广婚嫁系列，推出「无尽花开·无尽甜爱」一系列线上线下活动，总曝光率逾3.8亿

Live Streaming on Weibo

微博直播活动



Creative Floral Outdoor Decorations

创意花艺户外布置



Lukfook Float Parade

六福花车巡游





ANNIVERSARY CAMPAIGN

周年庆活动

To celebrate anniversary, we rolled out the “Share Love & Fun of AI” campaign covering a series of online and offline activities, which reached exposure of 1 billion views

为庆祝周年庆，推出「FUN享缤纷AI」活动，涵盖一系列线上线下活动，总曝光率达10亿

Invited famous idol Neo Hou to be the ambassador of anniversary campaign and attended the press conference

邀请到人气偶像侯明昊成为FUN享受大使并出席发布会



Number of views of live streaming on Weibo reached 7 million
微博直播发布会观看量达7百万

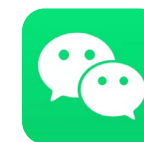
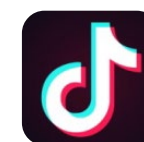
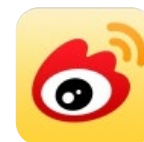


跳过

Lucky Draw & Golden Cookies Giveaway Campaign
抽奖活动及派金条曲奇



Featured Campaign on 4 Hottest Platforms
4大平台量身打造特色活动





COLLABORATION WITH TRENDING IP

流行IP授权合作

Jointly launched products with various trending IPs to reach out to the Generation Z consumers
与知名IP联名推出产品，以接触更多Z世代的客户



Jointly launched gold jewellery product
with NetEase Games
与网易游戏联名推出黄金首饰



Collaborated with IP “the land of warriors” by Tencent to launch a gift set of gold and figurines based on the hottest character Baby Wu, and kick started online and offline promotion activities
与腾讯IP斗罗大陆跨界合作，以人气角色小舞的造型，推出黄金配手办礼盒，开展在线线下联动推广



Sponsored and made the KPL championship rings
for 15 consecutive seasons
连续15季为王者荣耀职业联赛
赞助及制作王者之戒

JOINT PROMOTION WITH REPUTABLE PARTNERS

联合推广

Co-organised promotion activities with various reputable partners to expand brand exposure to target customers
与知名品牌合作推广，以扩大品牌在目标客户之间的曝光率



Co-organised a Workshop with a beauty salon
与美容中心合作举办沙龙活动



Collaborative Afternoon Tea by Lukfook Jewellery and Conrad
六福珠宝与康莱德联乘下午茶





CUSTOMER RELATIONSHIP

顾客关系



6,200,000 (+37%)

Total number of members
as of 30 Sep 2023
于2023年9月30日之会员总数



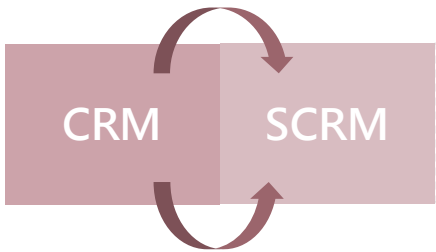
65%

Member Contribution to Group's
Retail Sales in 1H FY2024
2024上半财年会员占集团零售销售额



+33%

Member Spending in 1H FY2024
2024上半财年会员消费额



Upgraded CRM to SCRM to form the foundation of we-media and track customers' spending patterns through different channels, in order to integrate marketing strategies with consumer behaviour

CRM的基础上升级，以SCRM形成自媒体基础，多渠道追踪客户行为，整合在线与线下会员，使营销与消费者行为相融合

Held nearly 10,000 VIP workshops this year
年内举办接近10,000个VIP工作坊



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 e-commerce business 会员占零售销售额及会员消费额不包含电子商务销售额



VIP THANKFUL MONTH

超级会员月



六福珠寶 LUKFOOK JEWELLERY

VIP 超级会员月 热爱ING 2023 7.1-7.31

扫一扫 领券享

低至 7.8折 8.3折

计价黄/铂金首饰
钻石会员每克减¥40，非钻石会员每克减¥35

热/爱/礼/遇

- 1. 玩转【热力抽奖机】，万份热爱大礼派送ing
- 2. 发布【热爱宣言】，赢取精美钻饰等热爱大礼
- 3. 发布【热爱宣言】，赢取精美钻饰等热爱大礼
- 4. 发布【热爱宣言】，赢取精美钻饰等热爱大礼

扫码领券

热爱礼券

登录领「金」喜 享盛夏超值优惠

新会员可获

六福珠宝 热爱礼券 7.8折

六福珠宝 热爱礼券 8.3折

会员可获宠爱加倍

六福珠宝 热爱礼券 7.8折 x2

六福珠宝 热爱礼券 8.3折 x2

热力抽奖机

万份热爱大礼派送ing

人气好物、时尚金饰等惊喜大礼已就位
戴森吹风机、Switch 游戏机、摩飞多功能锅、
牧高笛帐篷...

TIPS

完成以下任务，抽奖机会+1
转发好友参与 扫码打卡
发布「热爱宣言」 邀请好友入会

发布「热爱宣言」

晒宣言+500积分

登上「热爱榜」有机会
赢精美钻饰等热爱大礼

VIP

为你的热爱发声 赢钻饰大奖

积FUN派「兑」

任意消费
逢星期三进入积分商城
即可以

9999 积分

秒杀
指定礼品

Carried out integrated online and offline marketing strategies in the VIP Thankful Month to attract new customers, improve customer traffic and stimulate sales volume
线上线下整合营销，快速拉新、有效引流、刺激销售转化

VIP THANKFUL MONTH

超级会员月



Interactive communication via social media platforms and cooperative promotions with partners from different industries to promote the brand and facilitate viral marketing

新媒体互动式传播,异业资源互推,助力引爆品牌声量

SUSTAINABILITY

可持续发展





FY2024 SUSTAINABILITY RECOGNITIONS AND AWARDS

2024财年可持续发展认证及奖项

	Total no. of awards 共获奖项	Organisation 机构	Award 奖项名称
Overall ESG 整体环境、 社会 及企业管治	3	The Chinese Manufacturers' Association of Hong Kong 香港中华厂商联合会	Signed "ESG Pledge" 签署「ESG 约章」
		Television Broadcasts Limited 电视广播有限公司	"ESG Special Recognition Award" 《环境、社会及管治大奖》
		The Chamber of Hong Kong Listed Companies and Hong Kong Baptist University 香港上市公司商会与香港浸会大学	"The Hong Kong Corporate Governance and ESG Excellence Award" 《香港公司管治与环境、社会及管治卓越奖》
Environmental 环境	1	Federation of Hong Kong Industries and Bank of China 香港工业总会与中国银行	Rewarded "BOCHK Corporate Low-Carbon Environmental Leadership Awards" for the 4 consecutive years 连续4年「中银香港企业低碳环保领先大奖」
Social 社会	9	GS1 Hong Kong 香港货品编码协会	Recognised as a "Consumer Caring Company" for 11 Consecutive Years 连续11年获嘉许为「贴心企业」
		Federation of Hong Kong Industries 香港工业总会	Awarded the third time for Implementing CSR Efforts under "Industry Cares Recognition Scheme" 连续3年荣获「工业献爱心」计划表扬
		Mandatory Provident Fund Schemes Authority 积金局	Awarded "Good MPF Employer" by MPFA for 5 Consecutive Years 连续5年荣获积金局颁发「积金好雇主」嘉许
		Chinapp.com 中国品牌网	Ranked among "Top 10 Gold Jewellery Brands in 2023" 跻身品牌网「2023年黄金首饰十大品牌」排行榜
		Gems & Jewellery Trade Association of China 中国珠宝首饰行业协会	Recognised as Top 5 in Brand Value and Brand Strength in Gold Jewellery Retail Industry in 2022 获评为 2022年黄金珠宝零售业品牌价值与品牌强度之前五位
		Education Bureau, HKSAR 香港特别行政区教育局	Recognised as "QF Star" under the "Qualifications Framework Partners" Scheme 荣获「资历架构」计划嘉许为「QF星级之友」
		Hong Kong Small and Medium Enterprises Association 香港中小型企业联合会	Awarded "Hong Kong Star Brand Award - Enterprise" for 11 Consecutive Years 连续 11 年荣获「香港星级品牌 - 企业奖」
		East Week 东周刊	Awarded the "Hong Kong Service Award" for 16 Consecutive Years 连续16年荣获「香港服务大奖」
		HK01 香港01	Honoured again with the "Outstanding Jewellery Retail Service Award" 再度荣获「01企业金勋大奖」之「杰出珠宝零售服务大奖」
Governance 企业管治	2	Hong Kong Intellectual Property Department 香港知识产权署	Recognised for its Commitment to "No Fakes Pledge" for 20 Consecutive Years 连续20年恪守「正版正货」承诺，获颁发计划嘉许状
		Hong Kong Promoting Happiness Index Foundation 香港提升快乐指数基金	Accredited as a "Happy Company" for the 10th consecutive year, 连续10年荣获「开心企业」殊荣
Total no. 总数：	15		



FY24 SUSTAINABILITY HIGHLIGHTS

2024财年可持续发展工作亮点

The Group's First Sustainability-linked Loan

集團首筆可持續發展掛鈎貸款

- Cooperated bank: DBS Bank (Hong Kong) Limited
合作銀行：星展香港
- Total amount: HK326 million
總額：326百萬港元
- Revolving credit facilities
循環貸款方式
- With interest rate linked to the Group's sustainability performance against the agreed set of KPIs
利率與本集團制定的可持續發展關鍵績效指標表現掛鈎
- Targets to reduce total energy consumption intensity and greenhouse gas emissions intensity
以降低總能源密度和溫室氣體排放密度為目標



Opened the First Green Concept Store in The Wai

於大圍全新商場「圍方」開設首間環保概念店

- With green elements in its design
店鋪設計上注入綠色元素
- In line with the shop's eco-friendly theme, the Group has partnered with Friends of the Earth (Hong Kong) Charity Ltd. in launching the "Carbon Reduction in Green Forests" programme, in order to support sustainable development of greening efforts in Hong Kong
為配合店鋪的環保主題，六福與香港地球之友攜手合辦「綠林降碳」計劃，以支持綠化香港的可持續發展

OPEN FORUM
公开讨论



CORE COMPETENCES

核心竞争优势



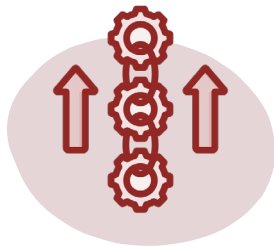


CORE COMPETENCES

核心竞争优势



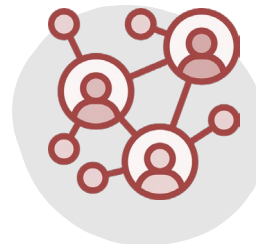
Quality Assurance
质量保证



Vertical Integration
垂直整合



Competent
Licensing Model
有效的品牌模式



Extensive Distribution
Network
庞大分销网络



Reputable Brand
可信赖品牌



One-stop
procurement hub
一站式采购中心



Excellent Service
卓越服务



Appealing Product
Design
具吸引力的产品设计



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 (wholesaling) 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

庞大零售网络		Countries and Regions 国家及地区	As at 21 Nov 2023 于2023年11月21日	Mix 組合	As at 30 Sep 2023 于2023年9月30日	As at 31 Mar 2023 于2023年3月31日	Changes 变化	As at 30 Sep 2022 于2022年9月30日	Changes 变化
“Lukfook ” Shops 「六福」店	Self-operated Shops 自营店	• Mainland 内地	67	2.0%	67	69	-2	75	-8
		• Hong Kong 香港	50	1.5%	50	45	+5	44	+6
		• Macau 澳门	16	0.5%	16	16	+0	16	+0
		• Canada 加拿大	2	0.1%	2	2	+0	2	+0
		• The United States 美国	4	0.1%	4	3	+1	3	+1
		• Australia 澳洲	2	0.1%	2	2	+0	1	+1
		• Malaysia 马来西亚	2	0.1%	2	2	+0	2	+0
		Sub-total 小計	143	4.4%	143	139	+4	143	+0
	Licensed Shops 品牌店	• Mainland 内地	2,915	88.4%	2,916	2,793	+123	2690	+226
		• Australia 澳洲	1	0.0%	1	0	+1	0	+1
		• The Philippines 菲律宾	3	0.1%	3	2	+1	2	+1
		• Cambodia 柬埔寨	3	0.1%	3	3	+0	2	+1
		• Laos 老挝	1	0.0%	1	1	+0	1	+0
• Thailand 泰国		1	0.0%	1	0	+1	0	+1	
Sub-total 小計		2,924	88.6%	2,925	2,799	+126	2,695	+230	
Total 总计		3,067	93.0%	3,068	2,938	+130	2,838	+230	
Sub-brands/ Product Lines in Mainland 内地副品牌/ 产品线	Self-operated Shops 自营店	• “Goldstyle”	1	0.0%	1	1	+0	3	-2
		• “Lukfook Joaillerie” 「六福精品廊」	3	0.1%	2	1	+1	0	+2
		• “Heirloom Fortune” 「福满传家」	13	0.4%	13	12	+1	8	+5
		Sub-total 小計	17	0.5%	16	14	+2	11	+5
	Licensed Shops 品牌店	• “Goldstyle”	58	1.8%	61	72	-11	77	-16
		• “Lukfook Joaillerie” 「六福精品廊」	24	0.7%	24	12	+12	7	+17
		• “Heirloom Fortune” 「福满传家」	117	3.6%	108	69	+39	33	+75
		• “Love LUKFOOK JEWELLERY”	14	0.4%	12	0	+12	0	+12
		Sub-total 小計	213	6.5%	205	153	+52	117	+88
	Total 总计		230	7.0%	221	167	+54	128	+93
Worldwide Total 全球总计			3,297	100.0%	3,289	3,105	+184	2,966	+323



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 over 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。作为一家逾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。



Awarded "Hong Kong Star Brand Award - Enterprise" for 11 consecutive years

连续 11 年荣获「香港星级品牌—企业奖」



Recognised for our commitment to "No Fakes Pledge" for 20 consecutive years

连续二十年恪守「正版正货」承诺彰显卓越信誉



Achieved a remarkable 16-year winning streak in "Hong Kong Service Awards"

连续16年荣获「香港服务大奖 - 优越生活组别（珠宝金行）」



Made a splash at the "TVB ESG Awards 2023" as the first jewellery company awarded

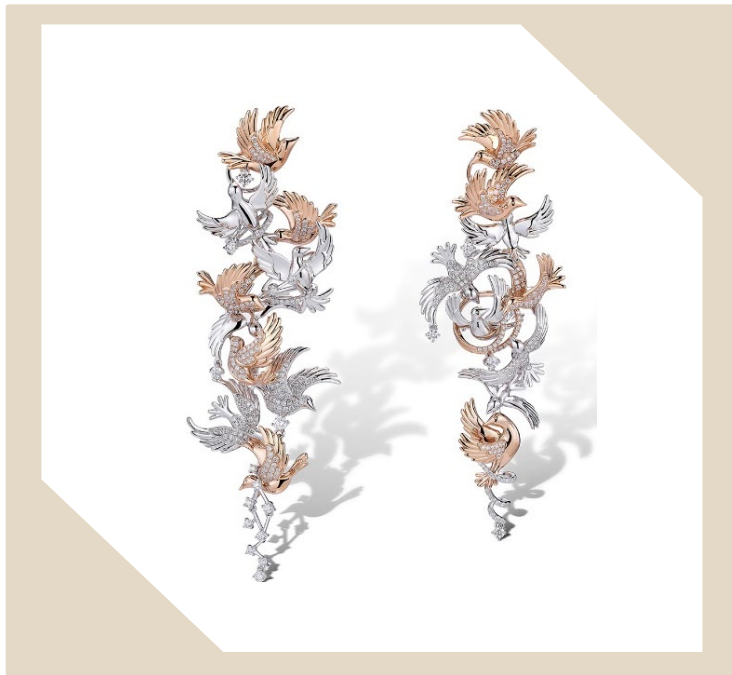
于TVB《环境、社会及管治大奖》2023大放异彩
成为首家珠宝公司获颁殊荣



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 210 awards
获得超过210个奖项



“Freedom and Bondage”
「自由与束缚」



“Enjoy”
「联聚同享」



QUALITY ASSURANCE

质量保证

Quality Assurance Schemes

质量保证计划



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

GIA Cultured Pearl Classification Report GIA养殖珍珠分级报告

The Group became the first jewellery retailer in Hong Kong to launch the GIA Cultured Pearl Classification Report
集团成为香港首家推出GIA养殖珍珠分级报告服务的珠宝零售商



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

"Quality Service Benchmarking Assessment":
received an average performance score of over 95% in July-September 2023
2023香港零售管理协会「优质服务衡量评估」:
于2023年7至9月期间, 平均表现分达95%以上

Research Management Ltd.

"Mystery Shopper Programme":
received an overall average score of over 94% by Hong Kong branches
during the period in January-March 2023
「神秘顾客计划」:
于2023年7至9月期间, 香港整体服务平均分达94%以上





SUSTAINABILITY

可持续性



Lukfook Group signed HK\$326 million Sustainability-linked Loan with DBS Hong Kong
六福集团与星展香港签署3.26亿港元可持续发展挂钩贷款

Opened its first green concept store in The Wai, Hong Kong
六福集团于香港围方开设首间环保概念店

Signed "ESG Pledge", crafting a sustainable future with the industry
签署「ESG约章」与业界共创可持续发展未来



Made a splash at the "TVB ESG Awards 2023", as the first jewellery company Awarded
于TVB《环境、社会及管治大奖》2023大放异彩，成为首家珠宝公司获颁殊荣

Awarded "The Hong Kong Corporate Governance and ESG Excellence Awards"
荣获《香港公司管治与环境、社会及管治卓越奖》

Received recognitions again in "BOCHK Corporate Low-Carbon Environmental Leadership Awards"
under "Services" and "Manufacturing" sectors
于「中银香港企业低碳环保领先大奖」再次荣获「服务业」及「制造业」双料殊荣

Awarded "Good MPF Employer" by MPFA for five consecutive years
连续五年荣获积金局颁发『积金好雇主』嘉许

Awarded "Happy Company" for 10 years in a row
连续十年荣获「开心企业」殊荣

Recognised as a "Consumer Caring Company" for 11 consecutive years
连续十一年获嘉许为「贴心企业」

Awarded the third time for implementing CSR efforts under "Industry Cares Recognition Scheme"
连续三年荣获「工业献爱心」计划表扬



COMPANY PROFILE

公司简介





ABOUT LUKFOOK

关于六福

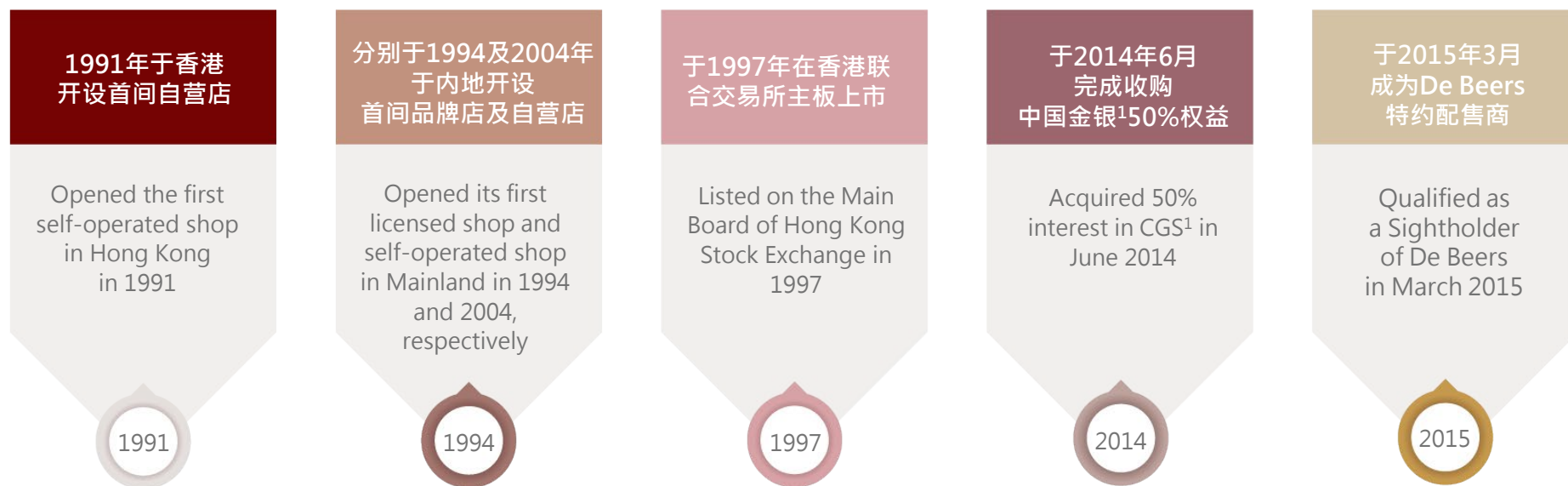
A leading jewellery retailer in Mainland and Hong Kong
内地及香港主要珠宝零售商之一

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



¹ A 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

11% 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\$11.7billion (as at 27 Nov 2023)

市值达117亿港元 (截至2023年11月27日)

26 times since IPO

公开招股市值的26倍

Net Asset reached HK\$12.0billion

净资产达120亿港元

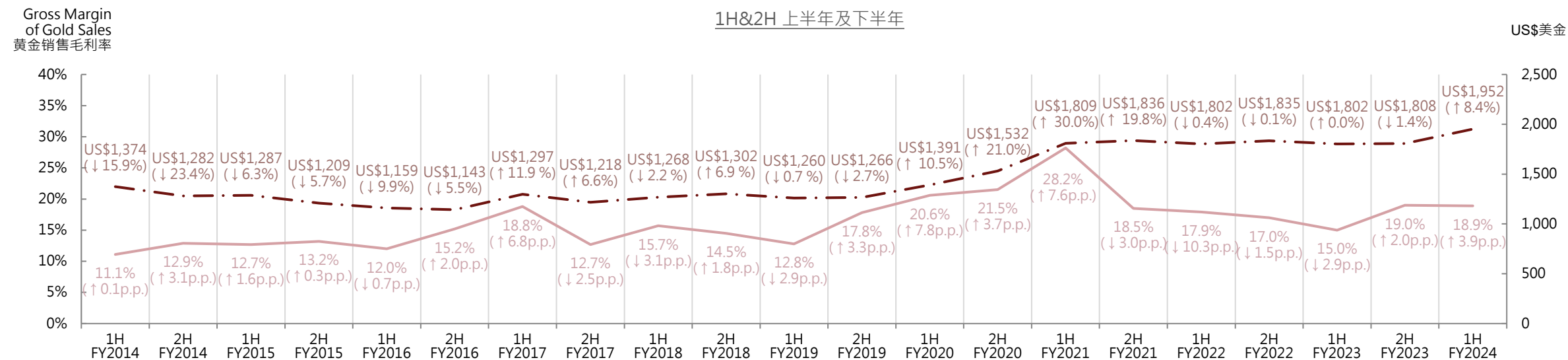
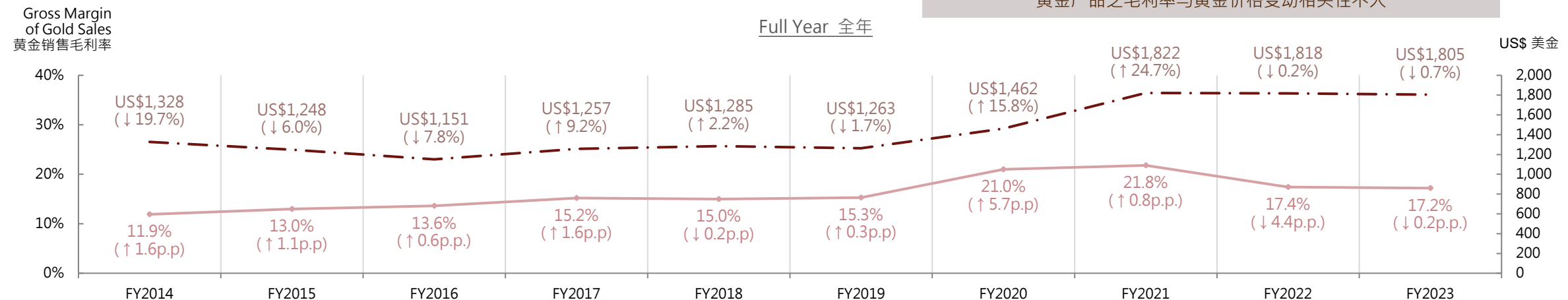
55 times since IPO

公开招股市值的55倍



AVERAGE GOLD PRICE CHANGES & GP% OF GOLD

平均黄金价格波幅及黄金毛利率



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

— Average Gold Price for the period –US\$/Oz
期内平均黄金价格(美元/安士)

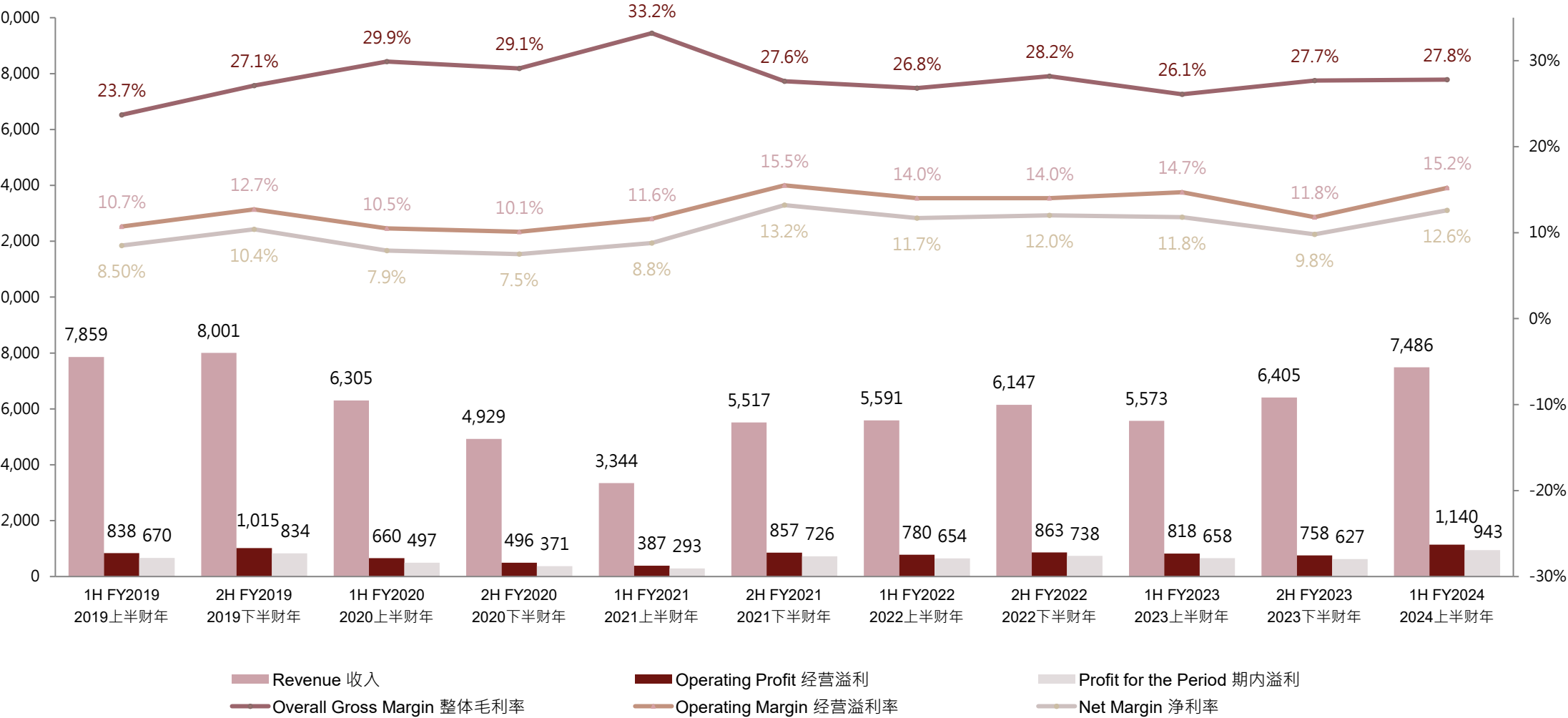
— Gross Margin of Gold Sales for the Period
期内黄金销售毛利率



1H&2H FY2019-2024 OPERATING PERFORMANCE

2019-2024上半及下半财年 营运表现

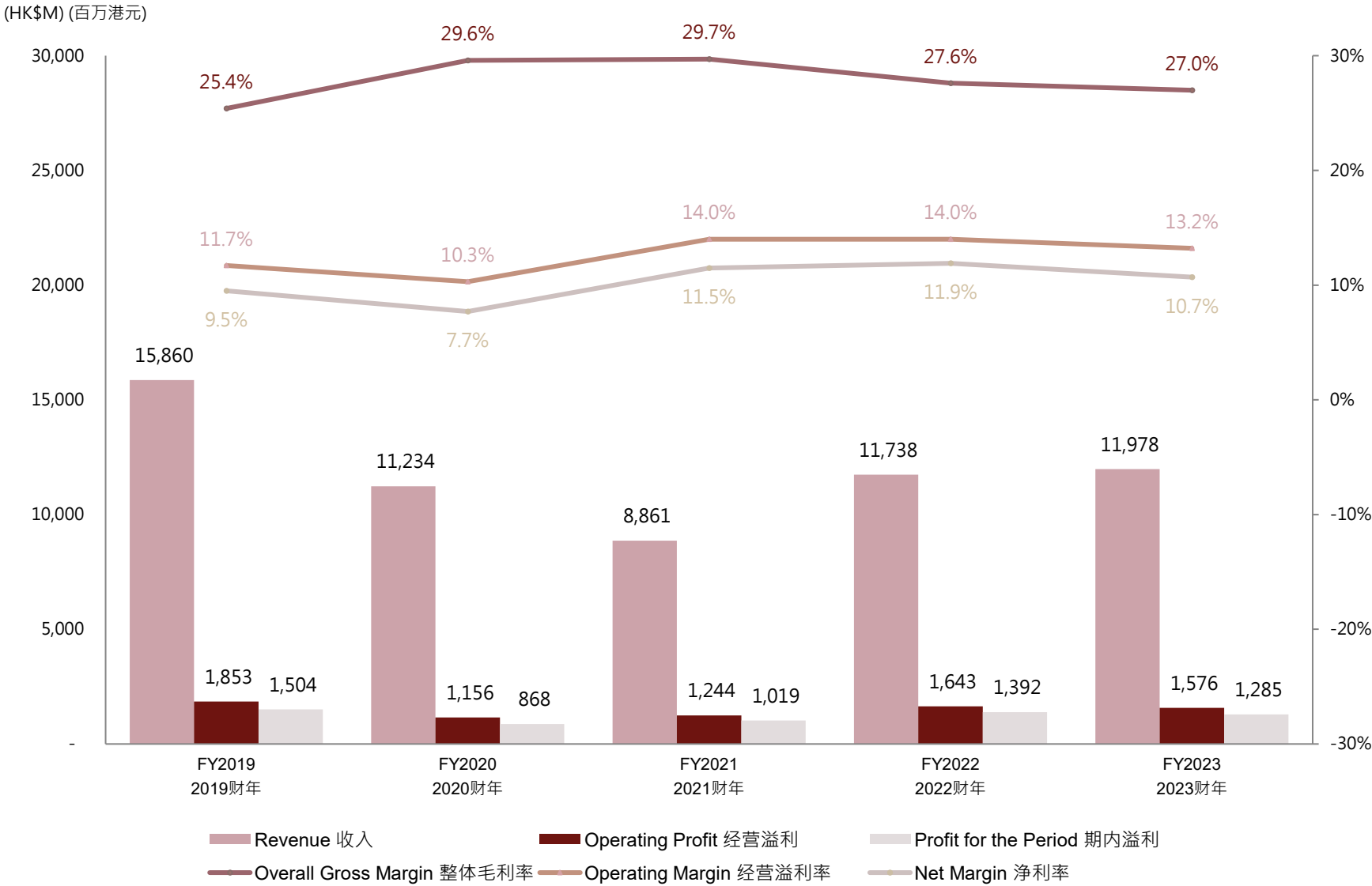
(HK\$M) (百万港元)





FY2019-2023 OPERATING PERFORMANCE

2019-2023财年 营运表现





Thank You
谢谢

六福集團
LUKFOOK GROUP

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FY2024
Interim Results
Highlights
中期业绩摘要



FY2024
Interim Report*
中期报告*



Investor Relations
WeChat
投资者关系微信