

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 Annual Results

企业简报

2023/24财年全年业绩

CONTENTS
内容

- FY2023/24* FINANCIAL HIGHLIGHTS
  2023/24财年*财务亮点
- FINANCIAL REVIEW
  财务回顾
- FUTURE PLANS AND STRATEGIES
  未来计划与策略
- BRANDING
  品牌推广策略
- SUSTAINABILITY
  可持续性
- OPEN FORUM
  公开讨论
- CORE COMPETENCES
  核心竞争优势
- COMPANY PROFILE
  公司简介
- APPENDICES
  附录



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

FY2024 FINANCIAL HIGHLIGHTS

2024财年财务亮点



FY2024 FINANCIAL HIGHLIGHTS
2024财年财务亮点

Retailing Revenue
零售收入

HK$ 12,749M
百万港元

↑45.3%

Revenue
收入

HK$ 15,326M
百万港元

↑28.0%

Operating Profit
经营溢利

HK$ 2,116M
百万港元

↑34.2%

Profit Attributable to Equity Holders
权益持有人应占溢利

HK$ 1,767M
百万港元

↑37.6%

2nd Highest Annual Performance in History
全年业绩历史第二高

FY2024 FINANCIAL HIGHLIGHTS
2024财年财务亮点



Basic Earnings per Share
每股基本盈利

HK$ 3.01港元

↑37.4%



Worldwide total no. of shops
店铺总数

3,583

↑478



Proposed Final Dividend per Share[1]
拟派每股末期股息[1]

HK$ 0.64港元

[1] Dividend Payout Ratio 派息比率: 47%



FINANCIAL REVIEW

财务回顾

FINANCIAL REVIEW
财务回顾

(HK$M) (百万港元)	FY2024 2024财年	FY2023 2023财年	Y-o-Y Changes 按年变化	FY2019 2019财年	Changes 变化
Revenue 收入	15,326	11,978	+28.0%	15,860	-3.4%
Gross Profit 毛利	4,174	3,230	+29.2%	4,034	+3.5%
Operating Profit 经营溢利	2,116	1,576	+34.2%	1,853	+14.2%
Profit for the Year 年内溢利	1,758	1,285	+36.8%	1,504	+16.9%
Profit Attributable to Equity Holders 权益持有人应占溢利	1,767	1,285	+37.6%	1,493	+18.4%
Gross Margin 毛利率	27.2%	27.0%	+0.2 p.p.	25.4%	+1.8 p.p.
Operating Margin 经营溢利率	13.8%	13.2%	+0.6 p.p.	11.7%	+2.1 p.p.
Net Margin 净利率	11.5%	10.7%	+0.8 p.p.	9.3%	+2.2 p.p.
EBITDA[1] 未计利息、税项、折旧及摊销前盈利[1]	2,601	1,959	+32.8%	1,937	+34.3%
EBITDA Margin 未计利息、税项、折旧及摊销前盈利率	17.0%	16.4%	+0.6 p.p.	12.2%	+4.8 p.p.
Adjusted EBITDA[2] 经调整 未计利息、税项、折旧及摊销前盈利[2]	2,254	1,670	+34.9%	1,937	+16.4%
Adjusted EBITDA Margin 经调整 未计利息、税项、折旧及摊销前盈利率	14.7%	13.9%	+0.8 p.p.	12.2%	+2.5 p.p.
Total Operating Expenses to Revenue Ratio 总经营开支占收入比率	15.0%	15.6%	-0.6 p.p.	15.4%	-0.4 p.p.
Effective Tax Rate 实际税率	15.7%	17.9%	-2.2 p.p.	16.8%	-1.1 p.p.
Gold Hedging Gain/(Loss)[3] 黄金对冲收益/(亏损)[3]	(121)	(27)	-356%	8	-1,545%

1. The HKFRS 16 was adopted in FY2020 and no ROU depreciations expenses was included in the EBITDA of FY2019.
香港财务报告准则第 16 号于2020 财年采用，所以有关的使用权折旧费用折旧未计入 2019 财年的 EBITDA。
2. Adjusted EBITDA represents the EBITDA without adding back depreciation of right-of-use assets.
经调整后未计利息、税项、折旧及摊销前盈利代表未计利息、税项、折旧及摊销前盈利不加回使用权资产折旧。
3. YoY average gold price increased by 10.3% and decreased 1.0% for platinum. Closing international gold prices for each financial year 31 March were 11.9%, 1.9% and -2.1% compared to gold prices as at 31 March 2023, 31 March 2022 and 31 March 2018 respectively.
平均黄金价格按年升10.3%，铂金价格则下跌1.0%。2023年3月31日、2022年3月31日及2018年3月31日的金价相比，每个财年截至3月31日的国际黄金收盘价分别有11.9%、1.9%及-2.1 %的变化。

DIVIDEND
股息

(HK$) (港元)	FY2024 2024财年	FY2023 2023财年	Y-o-Y Changes 按年变化	FY2019 2019财年	Changes 变化
Basic Earnings per Share 每股基本盈利	HK$3.01	HK$2.19	+37.4%	HK$2.54	+18.5%
Declared 宣派： • Final Dividend per Share 每股末期股息	**HK$0.64**	**HK$0.55**	+16.4%	HK$0.60	+6.7%
Paid 已派付： • Basic Dividend per Share 每股基本股息	HK$0.55	HK$0.55	0%	HK$0.55	0%
• Interim Dividend per Share 每股中期股息	HK$0.72	HK$0.55	+30.9%	HK$0.55	+30.9%
• Special Interim Dividend - distribution in specie of HKRH[1]' Share[2] 特别中期股息- 以实物分派香港资源[1]股份[2]	HK$0.05	-	N/A	-	N/A
Annual Dividend per Share 每股全年股息	**HK$1.41**	**HK$1.10**	**+28.2%**	**HK$1.15**	**+22.6%**
Dividend Payout Ratio[2] 派息比率[2]	47%	**50%**	-3 p.p.	**45%**	+2 p.p.
Dividend Payout Ratio (excluded HKRH Share) 派息比率(不包括分派的香港资源股份)	45%	**50%**	-5 p.p.	**45%**	0 p.p.

1. A subsidiary of Hong Kong Resources Holdings Company Limited (Stock Code:2882), which conducts jewellery retail and franchise businesses under the brand name of "3DG Jewellery" 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
   3DG Jewellery targets at mid-end customers and operates 218 POS through self-operated and franchising model in Hong Kong and Mainland as at 31 March 2024
   金至尊目标市场为中端客群，截至2024年3月31日，以自营及加盟模式于香港及内地共拥218个零售点。
2. Special interim dividend represents distributing 24,000,000 shares of HKRH at closing market price of 28 March (HK$ 1.18/ HKRH share) to restore the public float of HKRH
   特别中期股息代表以3月28日市价派发24,000,000股香港资源股份（每股1.18港元），以恢复香港资源的公众持股量
3. Dividend Policy: Dividend payout ratio at 40-45%
   派息政策：派息比率为40-45%

KEY FINANCIAL INDICATORS
主要财務指標

(HK$M) (百万港元)	FY2024 2024财年	FY2023 2023财年	Y-o-Y Changes 按年变化	FY2019 2019财年	Changes 变化
Inventories 存货	9,567	8,853	+8.1%	9,322	+2.6%
Average Inventory Turnover Days[1] 平均存货周转日[1]	310	378	-68	273	+37
Closing Inventory Turnover Days[2] 期末存货周转日[2]	322	380	-58	294	+28
Cash and Bank Balances 现金及银行结余	1,998	2,348	-14.9%	2,087	-4.3%
Bank Borrowings & Gold Loans 银行贷款及黄金借贷	1,428	540	+164.3%	2,306	-38.1%
Net Cash/ (Borrowing)[3] 净现金/ (贷款)[3]	570	1,808	-68.4%	-219	+360.3%
Net Gearing Ratio[5] 净债务比率[4]	N/A	N/A	N/A	2.1%	N/A
Debt-to-Equity Ratio[6] 负债权益比率[5]	31.0%	22.2%	+8.8 p.p.	36.7%	-5.7 p.p.
Return on Equity (ROE)[7] 股东权益回报率[6]	13.7%	10.5%	+3.2 p.p.	14.2%	-0.5 p.p.
Return on Total Assets[8] 总资产回报率[7]	10.5%	8.6%	+1.9 p.p.	10.4%	+0.1 p.p.
Current Ratio 流动比率	3.5	4.9	-1.4	3.3	+0.2
Gold Hedging Gain/(Loss)[9] 黄金对冲收益/(亏损)[8]	(121)	(27)	-356%	8	-1,545%

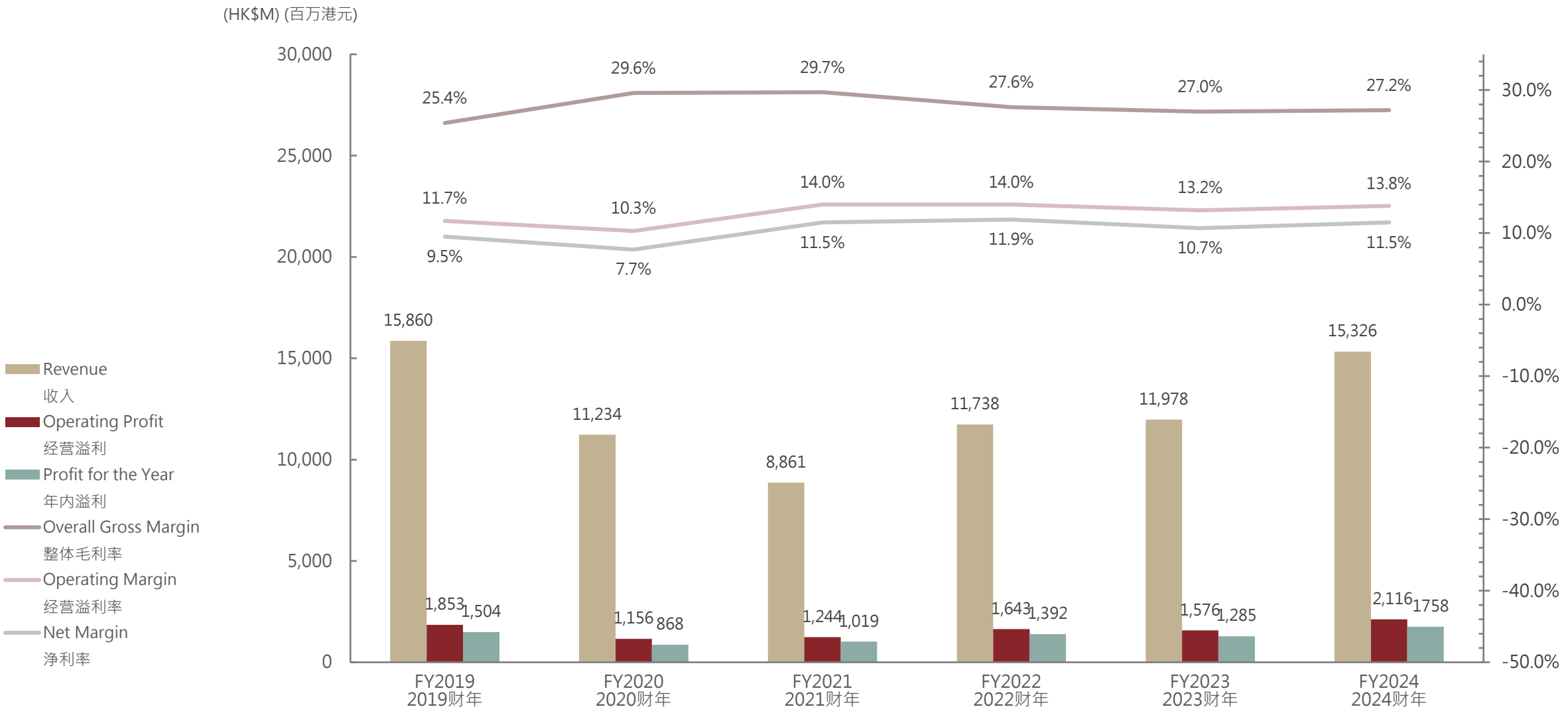
1 (Opening Inventory + Closing Inventory) ÷2÷COGS (excluded Cost of Licensing Income)* Number of Days for the Period（期初存货 + 期末存货）÷2÷销货成本（扣除品牌业务之成本）*期内日数
2 Closing Inventory ÷ COGS (excluded Cost of Licensing Income)* Number of Days for the Period 期末存货÷销货成本（扣除品牌业务之成本）*期内日数
3 Net Cash/ (Borrowing) = Cash and Bank Balances - Bank Borrowing - Gold Loans 净现金/ (贷款) = 现金及银行结余 - 银行贷款 - 黄金借贷
4 (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
5 (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
6 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
7 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)
8 Closing international gold prices for each financial year 31 March were 11.9%, 1.9% and -2.1% compared to gold prices as at 31 March 2023, 31 March 2022 and 31 March 2018 respectively.
与2023年3月31日、2022年3月31日及2018年3月31日的金价相比，每个财年截至3月31日的国际黄金收盘价分别有11.9%、1.9%及-2.1 %的变化。

SUMMARY – FINANCIAL POSITION
财务状况摘要

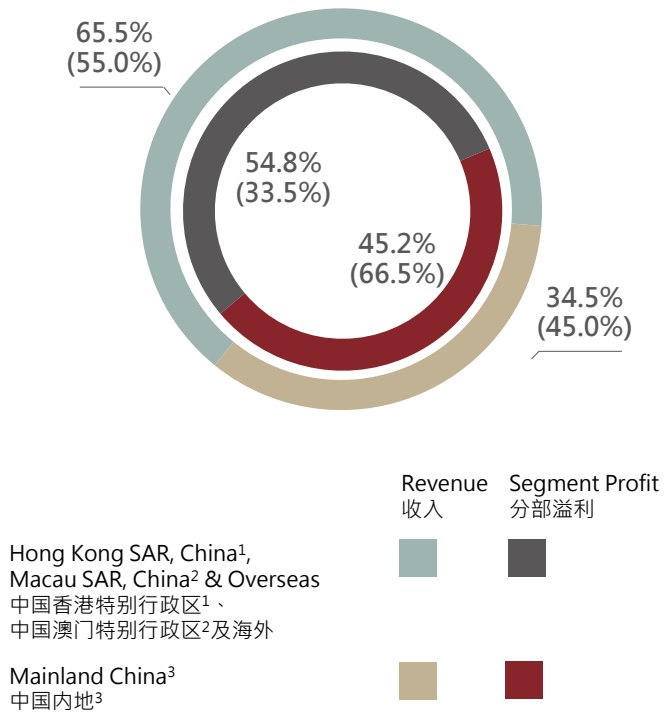
(HK$M) (百万港元)	As at 31 Mar 2024 截至2024年3月31日	As at 31 Mar 2023 截至2023年3月31日	Y-o-Y Changes 按年变化	As at 31 Sep 2019 截至2019年3月31日	Changes 变化
Non Current Assets 非流动资产	4,522	2,955	+53.0%	2,023[1]	+123.5%
Current Assets 流动资产	12,332	11,973	+3.0%	12,401	-0.6%
Total Assets 总资产[1]	16,854	14,928	+12.9%	14,424	+16.8%
Non Current Liabilities 非流动负债	473	241	+96.3%	145[1]	+226.2%
Current Liabilities 流动负债	3,517	2,466	+42.6%	3,716[1]	-5.4%
Total Liabilities 总负债	3,990	2,707	+47.4%	3,861	+3.3%
Total Equity 权益总额	12,864	12,221	+5.3%	10,563	+21.8%
Non-controlling Interest 非控股权益	(27)	0	-5,316.6%	46	-159.1%
Shareholders ' Equity 股东权益	**12,891**	**12,221**	**+5.5%**	**10,517**	**+22.6%**
No. of Issued Shares 发行股份数目	587,107,850	587,107,850	0.0%	587,107,850	0.0%
Net Asset Value per Share 每股净资产值	**HK$21.91**	**HK$20.82**	**+5.2%**	**HK$17.99**	**+21.8%**

1 Significant increase in total assets is mainly driven by the addition of HK$544M trademark and HK$278M goodwill arising from acquisition of HKRH, inventories of HKS726M from HKRH, procurement hub properties located in Shenzhen IBC of HK$ 503M, and office premise located in Wuhan of HK$45M acquired.
总资产大幅增加主要是因为收购香港资源增加商标 5.44 亿港元及商誉 2.78 亿港元，来自HKRH的7.26亿港元库存、5.03亿港元收购位于深圳IBC的採購中心物业及4,500万港元位于武汉的办公楼。

FY2019-2024 OPERATING PERFORMANCE
2019-2024财年营运表现



REVENUE AND PROFIT ANALYSIS
收入及溢利分析

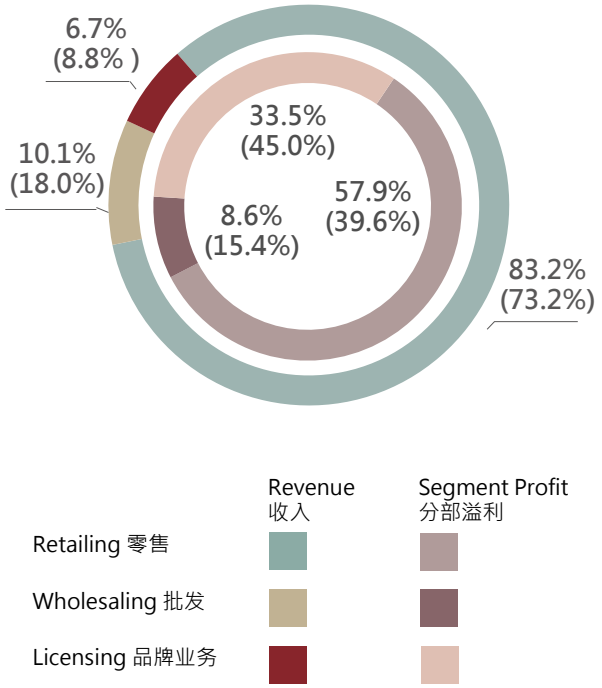


Revenue and Segment Profit by Market
按市场划分的收入及分部溢利

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	10,040	1,180	11.7%
Y-o-Y Changes 按年变化	+52.4%	+104.5%	+2.9 p.p.
Mainland 内地	5,286	973	18.4%
Y-o-Y Changes 按年变化	-2.0%	-15.2%	-2.9 p.p.
Overall 整体	15,326	2,153	14.0%
Y-o-Y Changes 按年变化	+28.0%	+24.9%	-0.4 p.p.

Remarks 注：
Comparative figures for FY2023 are shown in brackets 括号内为2023财年之比较数字
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」
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

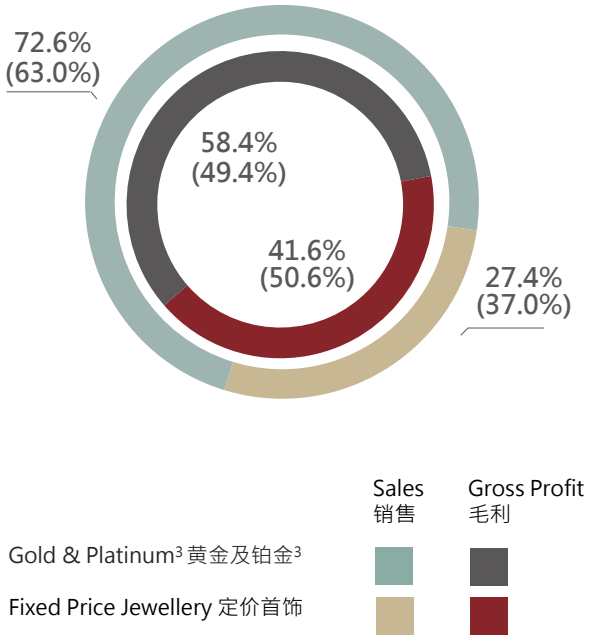


Revenue and Segment Profit by Business
按业务划分的收入及分部溢利

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 *Y-o-Y Changes 按年变化*	12,749 +45.3%	1,247 +82.8%	9.8% +2.0 p.p.
Wholesaling 批发 *Y-o-Y Changes 按年变化*	1,543 -28.3%	186 -29.8%	12.1% -0.2 p.p.
Adjusted 经调整 *Y-o-Y Changes 按年变化*	4,249[1] +4.1%	186 -29.8%	4.4% -2.1 p.p.
Licensing 品牌业务 *Y-o-Y Changes 按年变化*	1,034 -1.8%	720 -7.3%	69.6% -4.1 p.p.
Overall 整体 *Y-o-Y Changes 按年变化*	15,326 +28.0%	2,153 +24.9%	14.0% -0.4 p.p.

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



Sales[1] and Gross Profit[2] 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	10,380	2,000	19.3%
Y-o-Y Changes 按年变化	+50.7%	+67.2%	+1.9 p.p.
Fixed Price Jewellery 定价首饰	3,912	1,423	36.4%
Y-o-Y Changes 按年变化	-3.1%	+16.3%	+6.1 p.p.
Overall 整体	14,292	3,423	24.0%
Y-o-Y Changes 按年变化	+30.8%	+41.4%	+1.8 p.p.

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

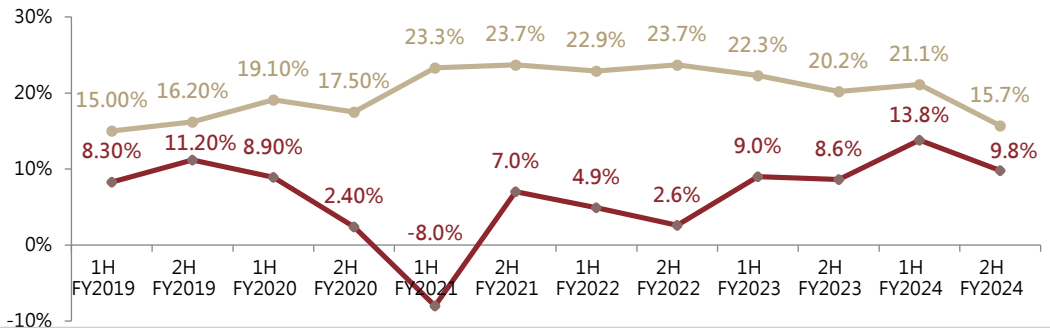
MARGIN ANALYSIS
溢利率分析

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

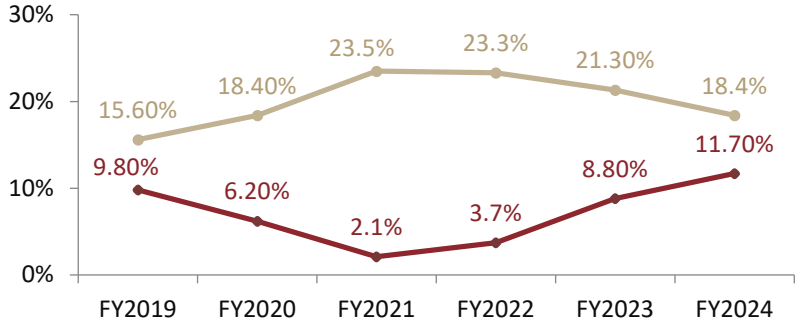
Mainland
内地

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

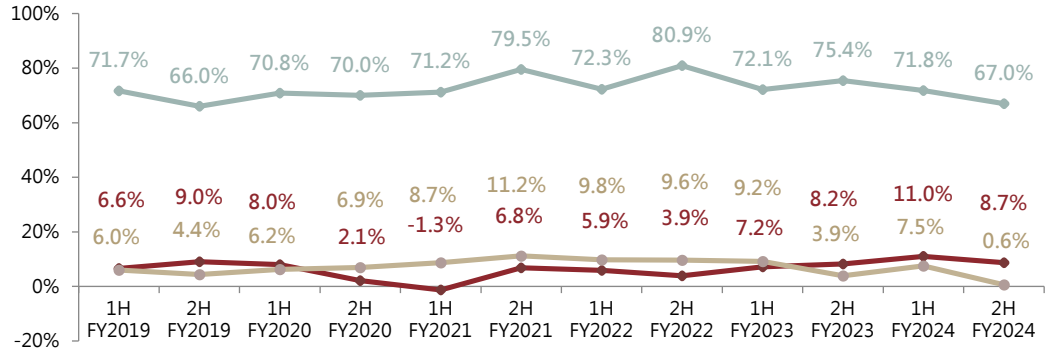


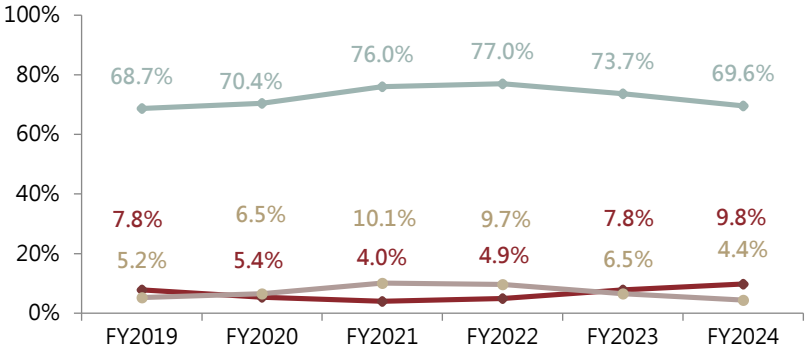
Segment Profit Margin by Business
分部溢利率 (以业务划分)

Licensing
品牌业务

Retailing
零售

Adjusted Wholesaling[1]
经调整批发[1]

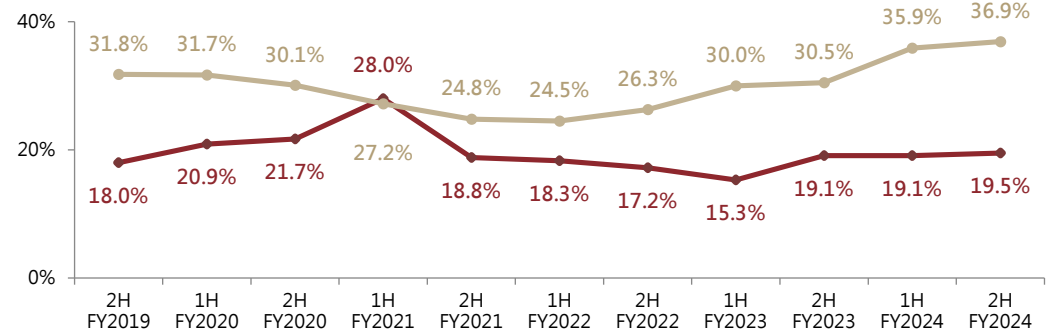


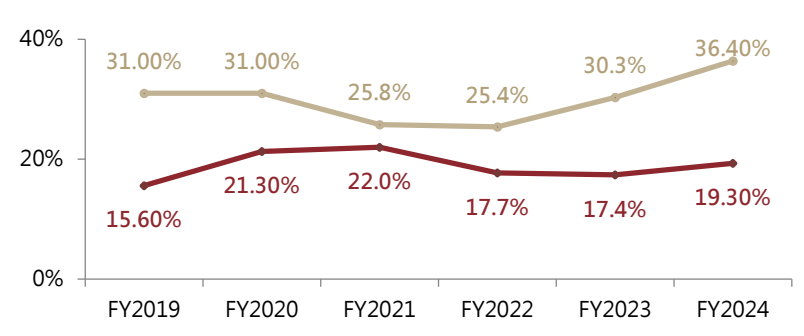


Gross Margin by Product
毛利率 (以产品划分)

Fixed Price Jewellery
定价首饰

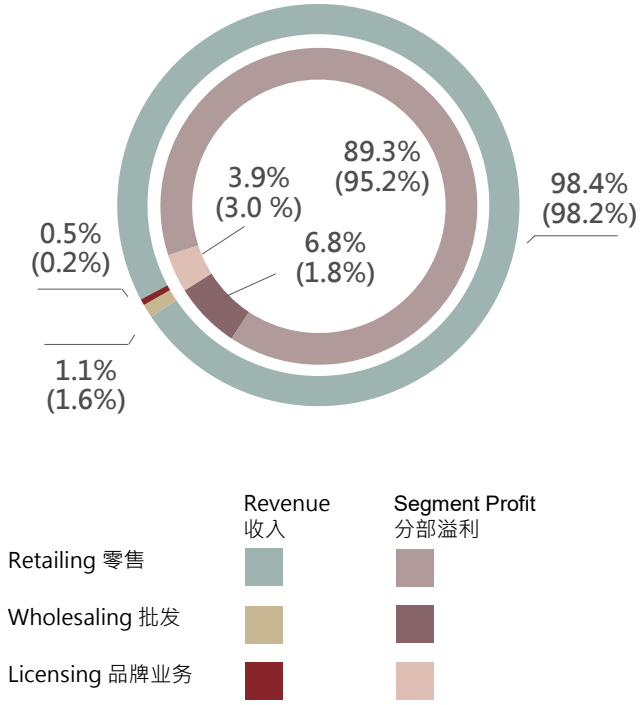
Gold & Platinum
黄金及铂金





[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

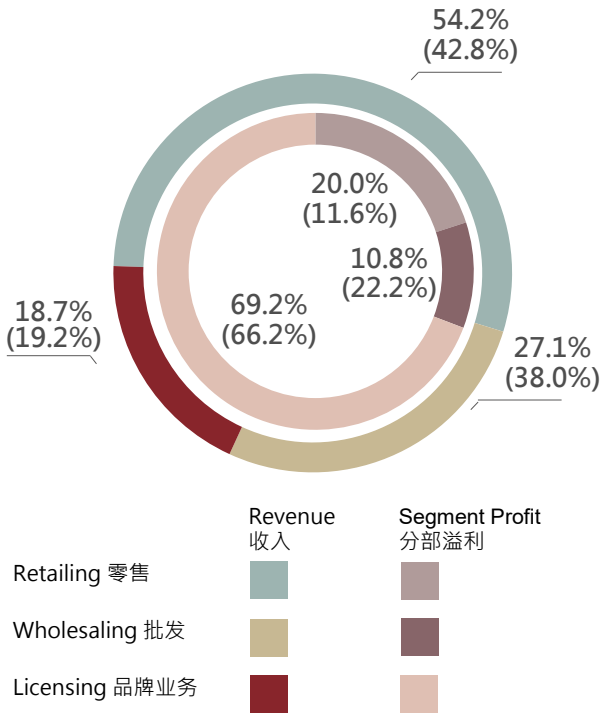


Hong Kong, Macau and Overseas
香港、澳门及海外

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	9,886	1,053	10.6%
Y-o-Y Changes 按年变化	+52.9%	+91.6%	+2.1 p.p.
Wholesaling 批发	109	81	74.3%
Y-o-Y Changes 按年变化	+3.6%	+676.5%	+64.4 p.p.
Adjusted 经调整	2,652[1]	81	3.0%
Y-o-Y Changes 按年变化	+34.2%	+676.5%	+2.5 p.p.
Licensing 品牌业务	45	46	102.0%
Y-o-Y Changes 按年变化	+183.1%	+171.4%	-4.5 p.p.
Overall 整体	10,040	1,180	11.7%
Y-o-Y Changes 按年变化	+52.4%	+104.5%	+2.9 p.p.

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

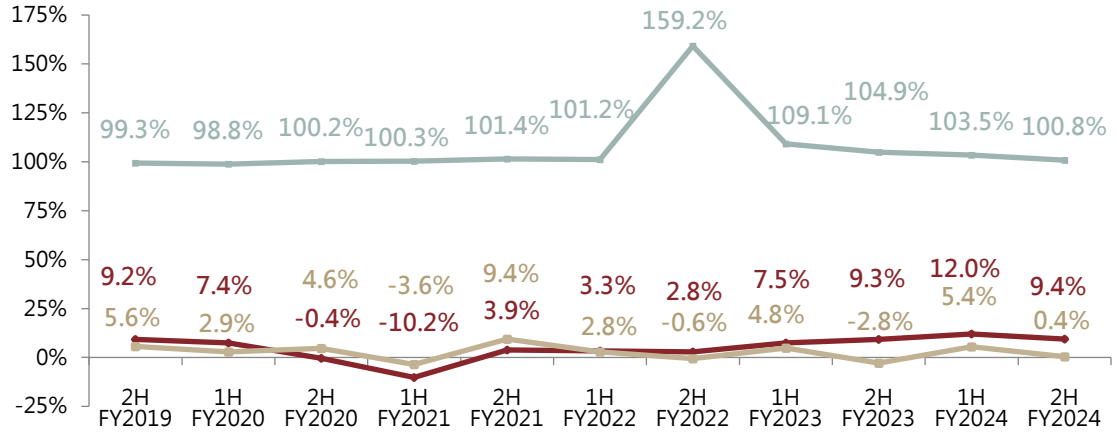
HK$M 百万港元	Revenue 收入	Segment Profit 分部溢利	Segment Profit Margin 分部溢利率
Retailing 零售 *Y-o-Y Changes 按年变化*	2,863 +24.1%	194 +46.5%	6.8% +1.1 p.p.
Wholesaling 批发 *Y-o-Y Changes 按年变化*	1,434 -30.0%	106 -58.6%	7.3% -5.1 p.p.
Adjusted 经调整 *Y-o-Y Changes 按年变化*	1,597[1] -24.1%	106 -58.6%	6.6% -5.5 p.p.
Licensing 品牌业务 *Y-o-Y Changes 按年变化*	989 -4.7%	673 -11.3%	68.1% -5.1 p.p.
Overall 整体 *Y-o-Y Changes 按年变化*	5,286 -2.0%	973 -15.2%	18.4% -2.9 p.p.

Remarks: Comparative figures for FY2023 are shown in brackets
注：括号内为2023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 (FY2023: 1.14) , a 4.7% drop as compared to FY2023
人民币平均汇率为1.09 (2023财年:1.14)，较2023财年下降4.7%

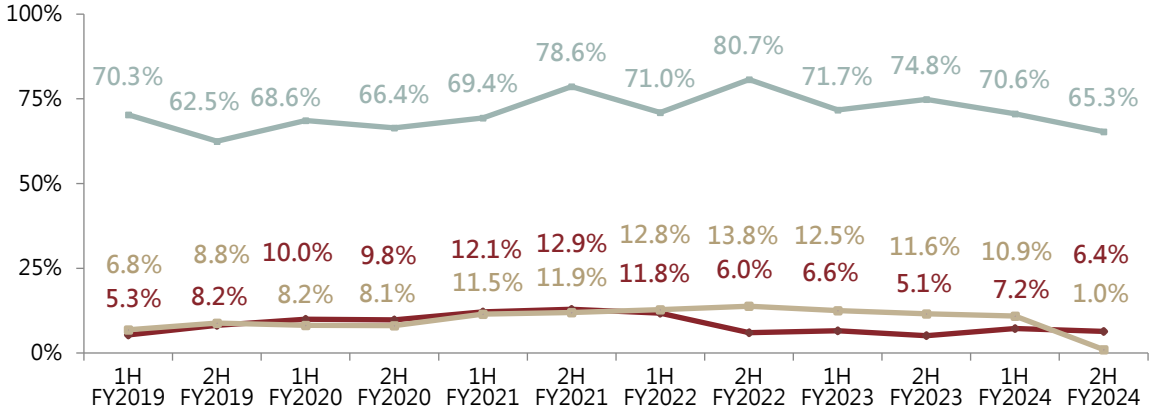
REGIONAL SEGMENT PROFIT MARGIN ANALYSIS BY BUSINESS
地区分部溢利率分析以业务划分

1H&2H 上半财年及下半财年

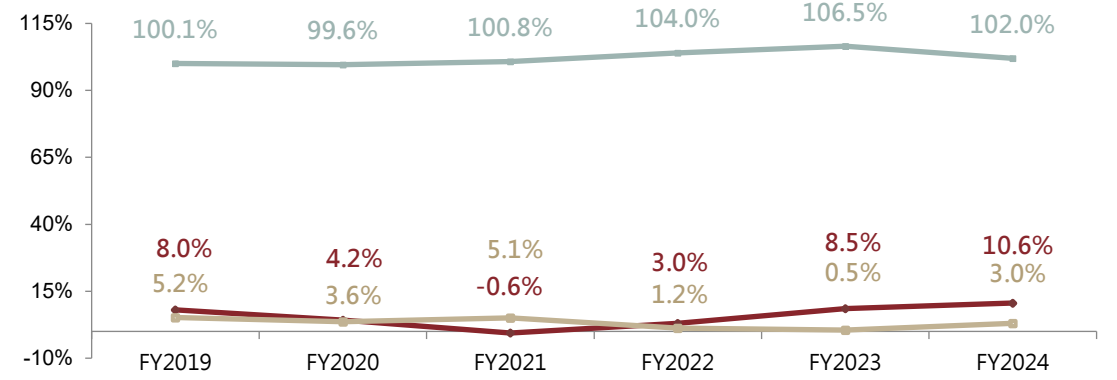
Hong Kong, Macau and Overseas 香港、澳门及海外

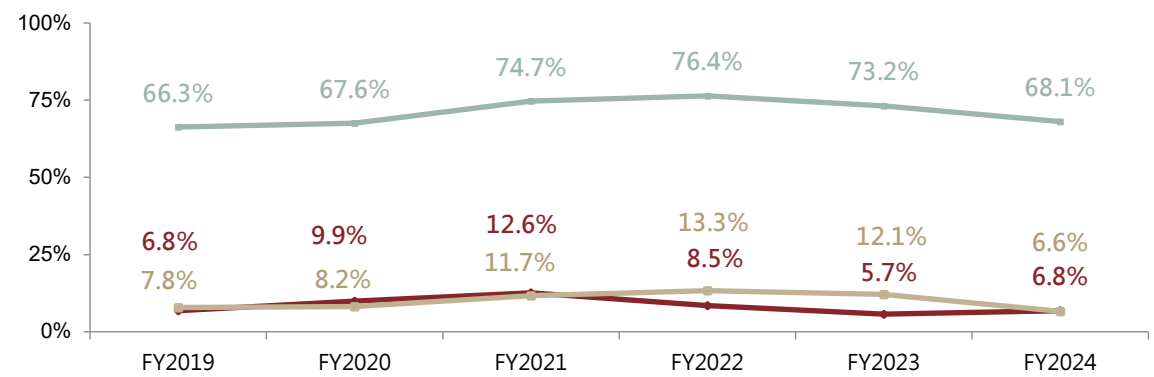


Mainland 内地



Full Year 全年



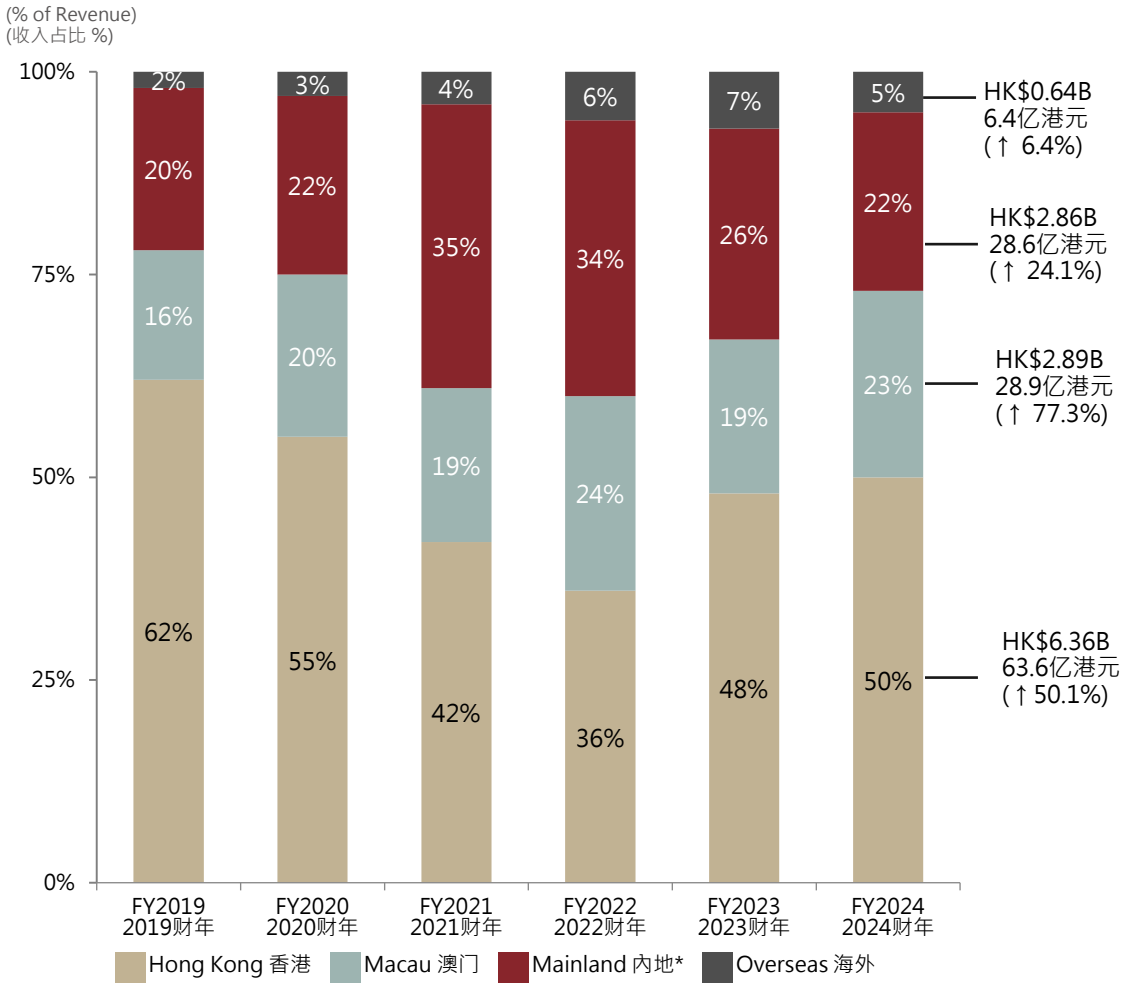


Licensing 品牌业务　Retailing零售　Adjusted Wholesaling Business[1] 经调整后之批发业务[1]

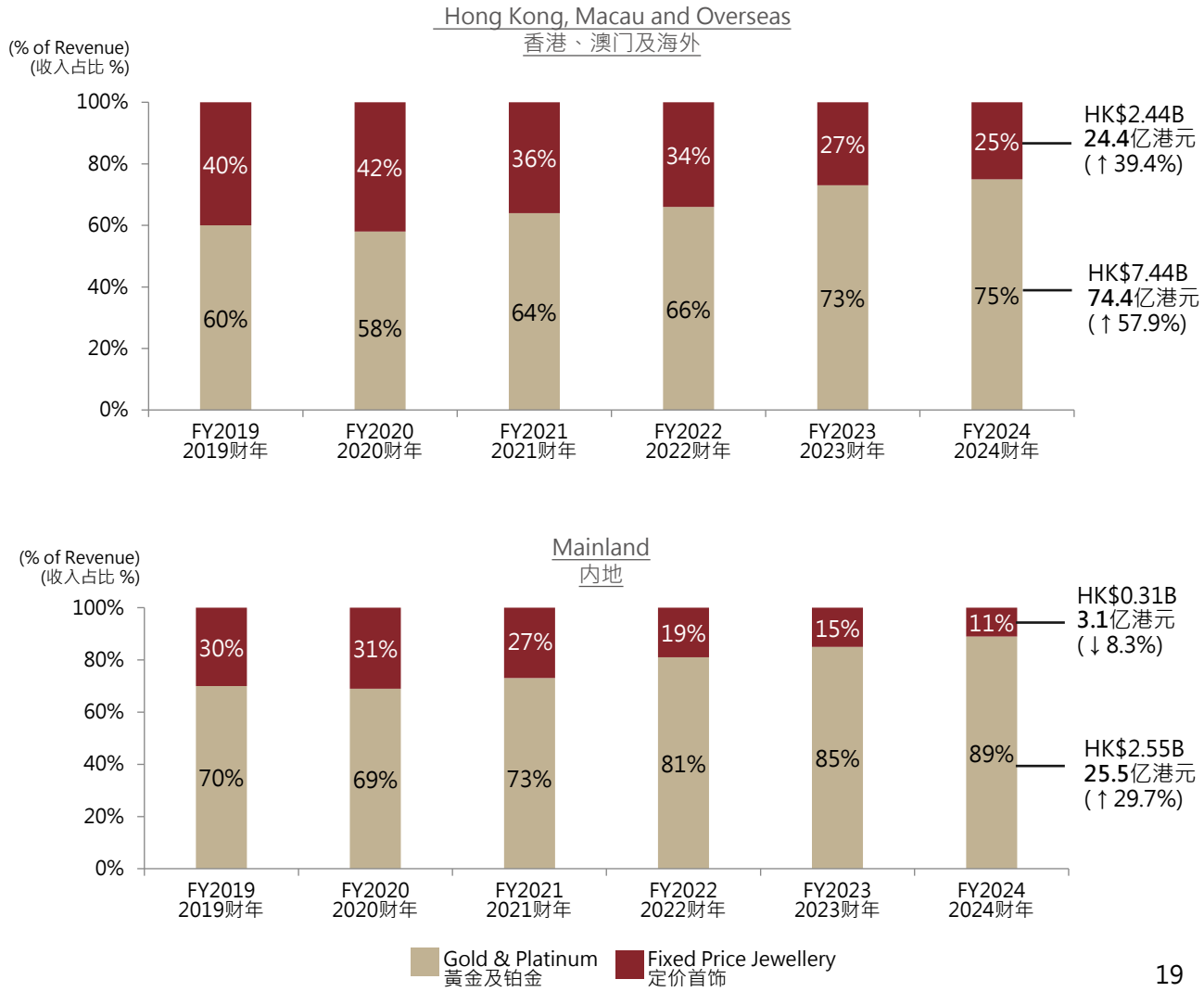
[1] Adjusted Wholesaling Segment Profit Margin = Segment Profit of Wholesaling Business ÷(Revenue of Wholesaling Business to External Parties+ Inter-segment Wholesaling Revenue)
经调整的批发分部溢利率 = 批发业务之分部溢利÷ (对外批发业务收入+ 分部间批发收入)

RETAILING REVENUE ANALYSIS
零售收入分析

Retailing Revenue by Region
收入 (以市场划分)



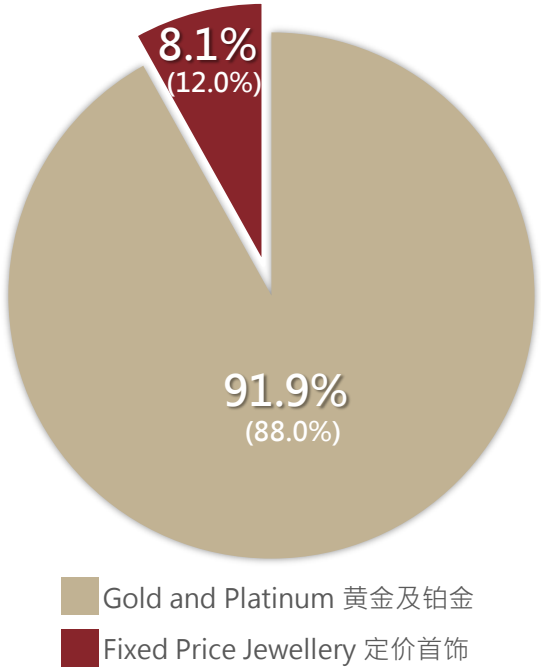
Retailing Revenue by Product
收入 (以产品划分)



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

MAINLAND E-COMMERCE
內地电子商务

Sales by Product
销售以产品划分



*Figures for FY2023 are shown in brackets
括号内为2023财年数字

Revenue 收入	
HKD **1,837**M 百万港元	**+26.0%** *Y-o-Y Changes 按年变化*
Average Selling Price 平均售价[1]	
RMB **1,800**人民币	**+12.5%** *Y-o-Y Changes 按年变化*
Contribution to Mainland Retailing Revenue[2] 占内地零售收入[2]:	
64.2%	(FY2023: 63.2%)
Contribution to Group's Retailing Revenue[2] 占集团零售收入[2]:	
14.4%	(FY2023: 16.6%)

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

Platforms 销售平台
As at 31 Mar 2024: **37** Platforms 于2024年3月31日: **37** 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 与知名直播紅人合作，增强品牌知名度，提升銷售
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] 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 (FY2023: 1.14) , a 4.7% drop as compared to FY2023 人民币平均汇率为1.09 (2023财年:1.14)，较2023财年下降4.7%

RETAILING ANALYSIS
零售分析

	SSSG 同店销售增长*		Y-o-Y Changes 按年变化					
	FY2024 2024财年	FY2023 2023财年	FY2024 2024财年			FY2023 2023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	+32%	+24%	+49%	+39%	+7%	+21%	+8%	+11%
• Gold & Platinum 黃金及铂金	+38%	+35%	+54%	+49%	+3%	+31%	+26%	+3%
• Fixed Price Jewellery 定价首饰	+16%	+2%	+34%	+26%	+7%	-1%	-8%	+8%
Hong Kong & Macau 香港及澳门	+40%	+34%	+57%	+46%	+8%	+32%	+15%	+15%
• Gold & Platinum 黃金及铂金	+46%	+49%	+63%	+59%	+2%	+48%	+48%	+0%
• Fixed Price Jewellery 定价首饰	+22%	+4%	+42%	+29%	+10%	+2%	-10%	+13%
Mainland 内地	-2%	-17%	+28%	+25%	+2%	-23%	-15%	-1%
• Gold & Platinum 黃金及铂金	+2%	-14%	+34%	+25%	+7%	-20%	-19%	+5%
• Fixed Price Jewellery 定价首饰	-21%	-26%	+4%	+21%	-15%	-34%	-16%	-16%

* Same store sales growth (“SSSG”) represented a comparison of sales of the same “Lukfook” self-operated shop having full day operations in the comparable periods and such data did not include sales of licensed shops and Mainland’s e-commerce business. 同店销售增长为同一间「六福」自营店于可比较期内有完整日营运的销售额比较，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”, sub-brands and 3DG Jewellery’s self-operated shop and such data did not include sales of licensed shops and Mainland ‘s e-commerce business. 收入为「六福」、副品牌及金至尊的自营店的销售额，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							
		FY2024 2024财年				FY2023 2023财年			
		Gold & Platinum 黄金及铂金	Fixed Price Jewellery 定价首饰	Overall 整体	Licensed/ Speciality Shops 品牌店/专门店	Gold & Platinum 黄金及铂金	Fixed Price Jewellery 定价首饰	Overall 整体	Licensed/ Speciality Shops 品牌店/专门店
Licensed/ Speciality Shops 品牌店/专门店		+7%	-14%	+2%		-5%	-20%	-9%	
Self-operated Shops 自营店									
Overall 整体		+2%	-21%	-2%		-14%	-26%	-17%	
By tier of cities 按城市级别划分	Tier I 一线	+5%	-22%	0%	+1%	-14%	-27%	-17%	-11%
	Tier II 二线	0%	0%	0%	+2%	-24%	-54%	-31%	-11%
	Tier III 三线	-6%	-5%	-5%	-3%	-11%	-11%	-11%	-11%
	Tier IV & below 四线及以下	-13%	-35%	-14%	+5%	-19%	-23%	-20%	-6%
By reigons 按地区划分	Northern China 华北区	+10%	-30%	0%	+13%	-7%	-28%	-13%	-6%
	Southern China 华南区				-9%				-13%
	Eastern China 华东区	-4%	-21%	-8%	+5%	-18%	-35%	-22%	-8%
	Central China 华中区	0%	-11%	-2%	+4%	-17%	-17%	-17%	-6%
	Western China 华西区				+6%				-10%

* 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。

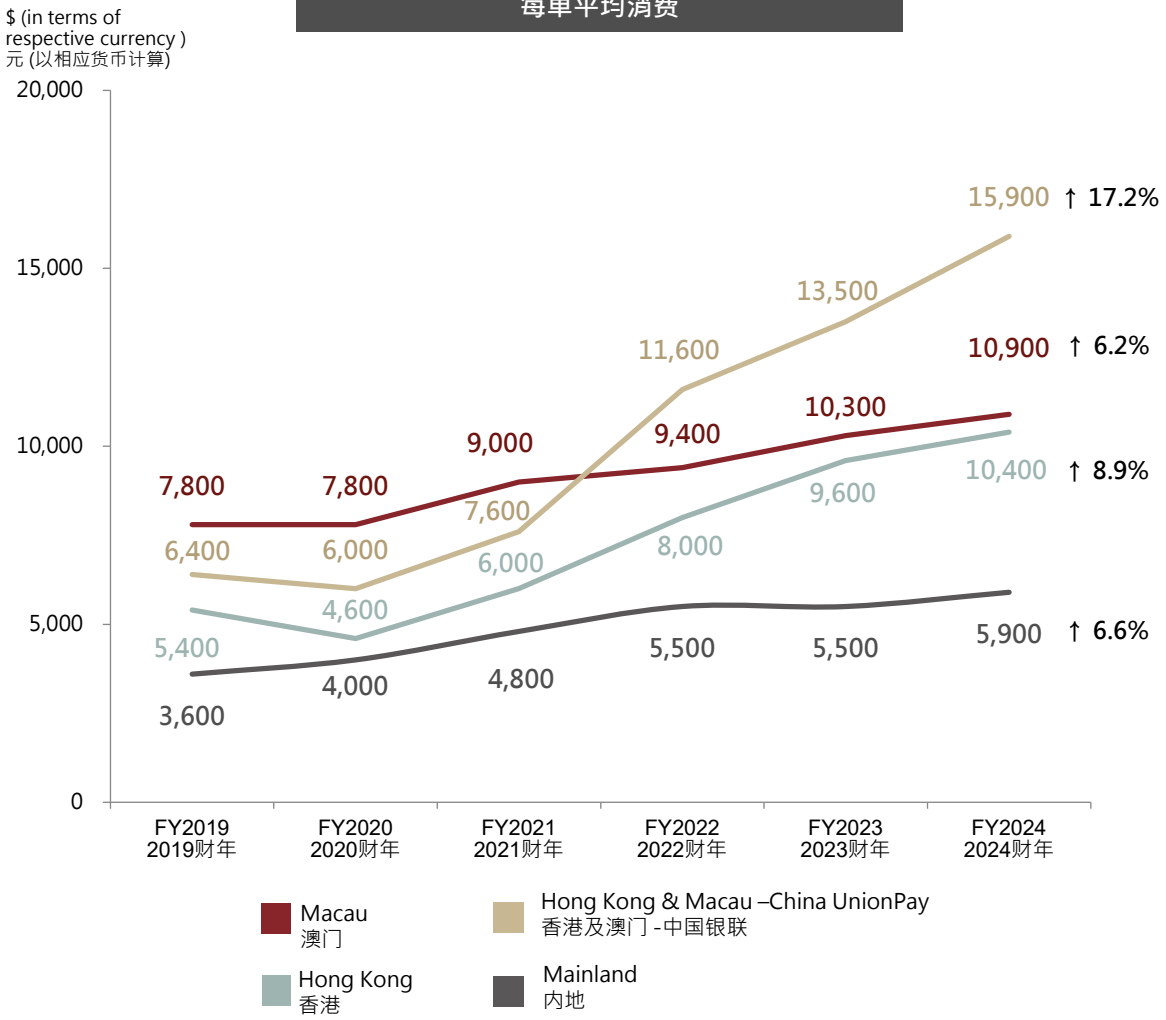
QUARTERLY SAME STORE SALES GROWTH
季度同店销售增长

	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	Q3	Q4
Overall 整体	+22%	+14%	-10%	-6%	-71%	-55%	-29%	+30%	-1%	+40%	-10%	+83%	+62%	+31%	+67%	-5%
Gold 黄金	+26%	+23%	-9%	-6%	-67%	-46%	-25%	+42%	+9%	+62%	-5%	+92%	+67%	+30%	+78%	+3%
Gold (By Weight) 黄金 (重量)	+21%	+30%	-7%	-4%	-73%	-57%	-38%	+25%	+4%	+68%	-1%	+87%	+58%	+15%	+55%	-6%
Fixed Price Jewellery 定价首饰	+18%	+5%	-8%	-4%	-77%	-65%	-35%	+17%	-19%	-8%	-21%	+66%	+54%	+36%	+37%	-24%
Hong Kong & Macau 香港及澳门	+26%	+17%	-9%	-6%	-76%	-63%	-35%	+19%	+2%	+50%	-8%	+124%	+75%	+41%	+80%	-4%
Gold 黄金	+34%	+30%	-8%	-7%	-72%	-53%	-32%	+28%	+15%	+79%	-1%	+145%	+81%	+39%	+92%	+4%
Gold (By Weight) 黄金 (重量)	+28%	+36%	-5%	-5%	-77%	-61%	-44%	+14%	+10%	+85%	+3%	+135%	+70%	+22%	+65%	-6%
Fixed Price Jewellery 定价首饰	+19%	+4%	-8%	-4%	-81%	-74%	-40%	+9%	-21%	-10%	-23%	+88%	+65%	+52%	+46%	-24%
Mainland 内地	-2%	+4%	-14%	+2%	-40%	-15%	+4%	+93%	-28%	-4%	-35%	-6%	+3%	-8%	+18%	-10%
Gold 黄金	-6%	0%	-16%	+4%	-45%	-15%	+11%	+110%	-26%	+3%	-33%	-3%	+6%	-5%	+22%	-3%
Gold (By Weight) 黄金 (重量)	-3%	+4%	-18%	-1%	-59%	-33%	-4%	+97%	-30%	+0%	-38%	-13%	-6%	-21%	+3%	-17%
Fixed Price Jewellery 定价首饰	+10%	+18%	-5%	+3%	-32%	-16%	-11%	+62%	-34%	-23%	-38%	-15%	-3%	-20%	-2%	-39%

* 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

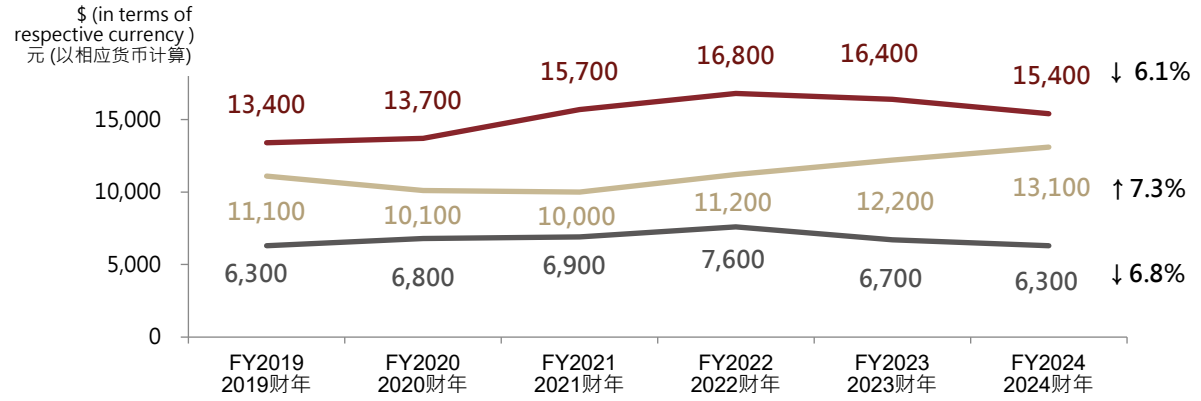
LUKFOOK's AVERAGE TICKET SIZE & FIXED PRICE JEWELLERY AVERAGE SELLING PRICE
六福每单平均消费及定价首饰产品平均售价

Average Ticket Size 每单平均消费

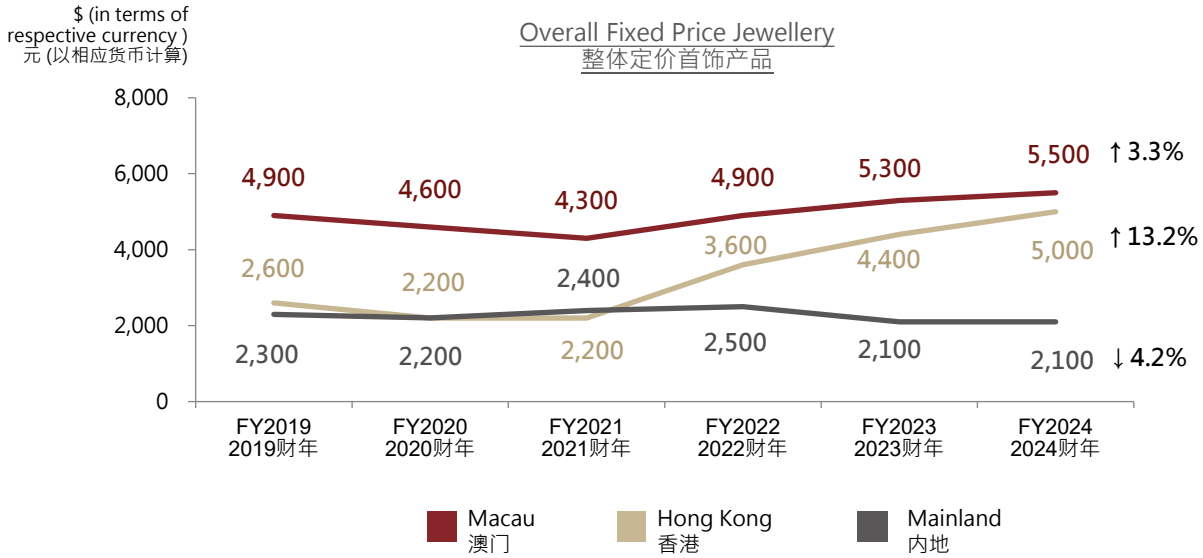


Fixed Price Jewellery Average Selling Price 定价首饰产品平均售价

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



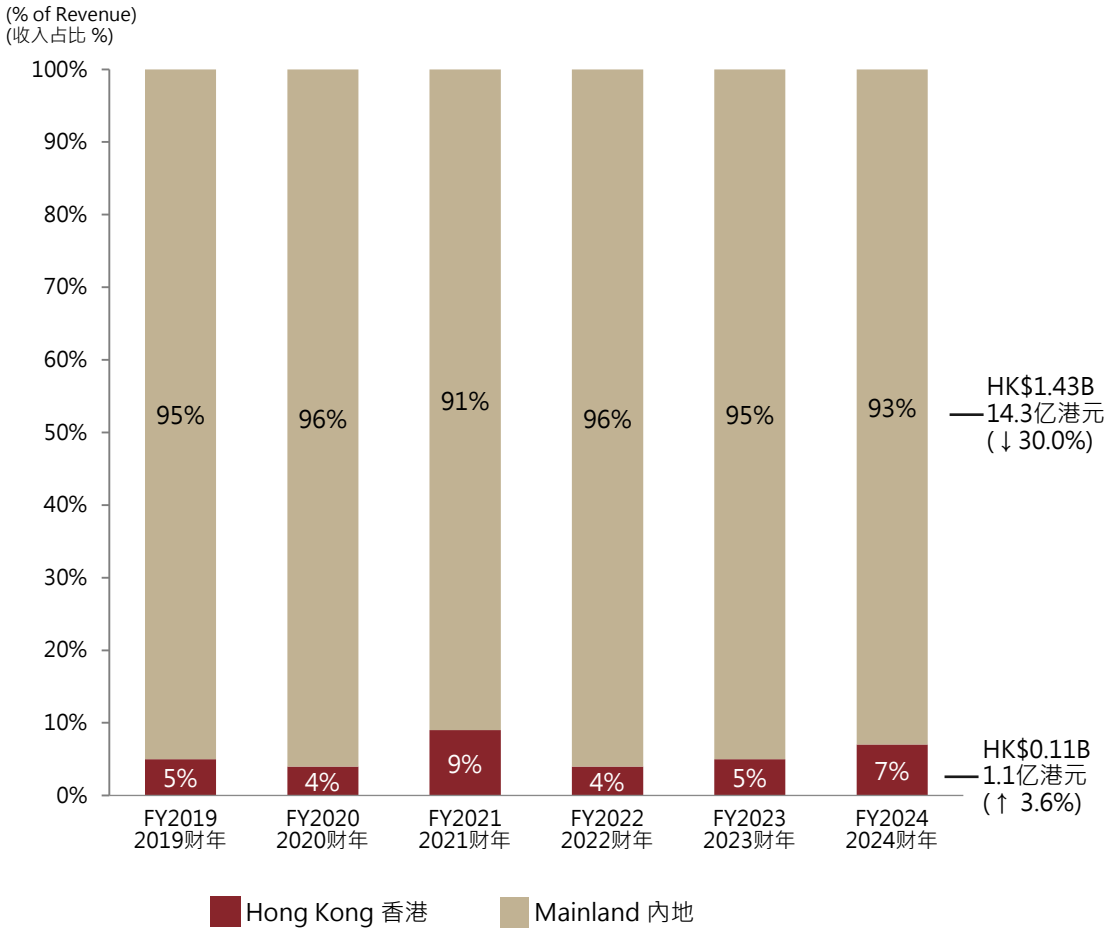
Overall Fixed Price Jewellery
整体定价首饰产品



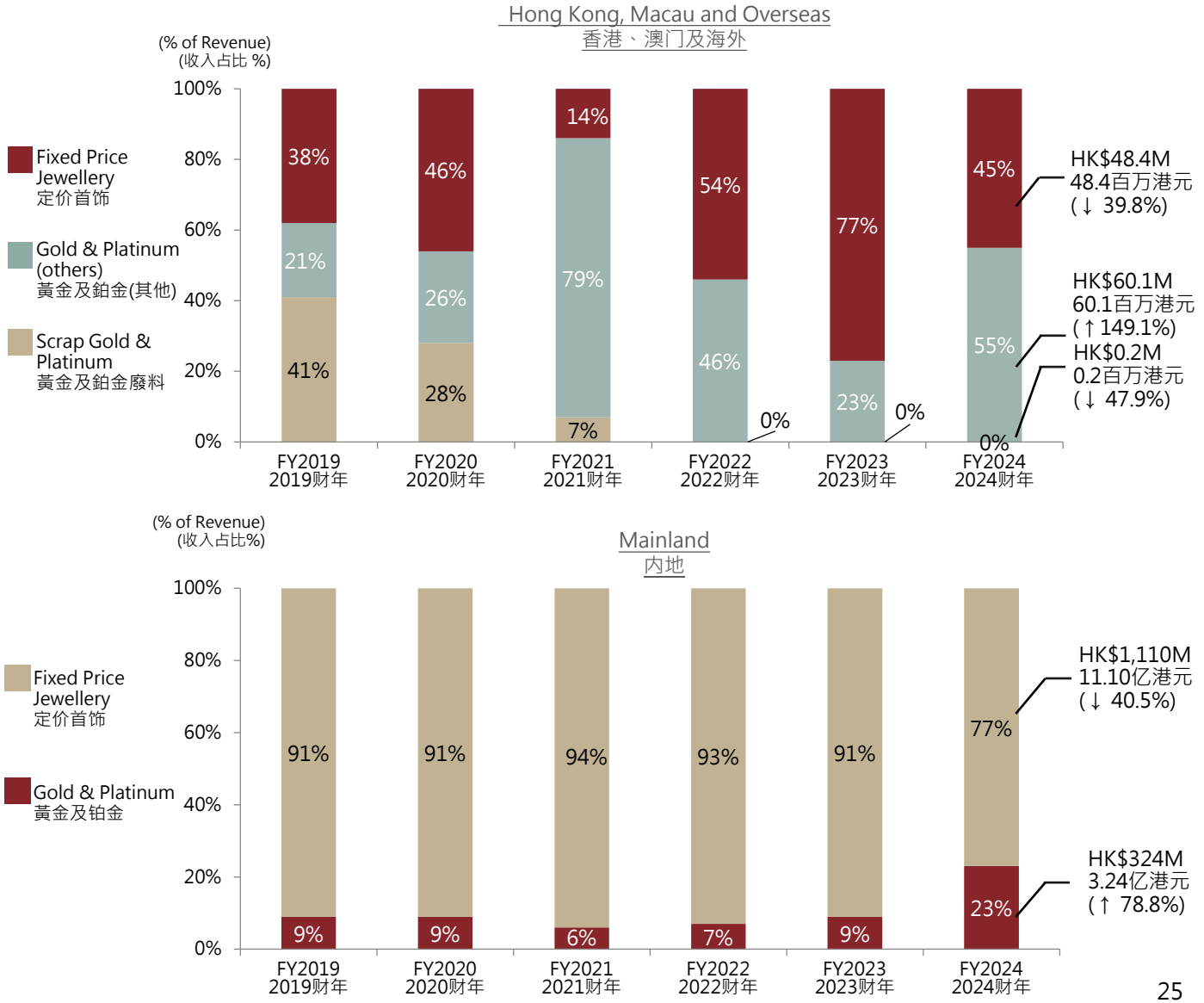
RSV settled by China UnionPay, Alipay, WeChat Pay or RMB in Hong Kong & Macau
香港及澳门以中国银联、支付宝、微信支付或人民币结算之零售值: 50.7% (FY2023: 34.7%)
*Lukfook self-operated shops only(exclude Mainland's e-commerce business) 只限六福自营店(不包括内地电子商务业务)
**ASP in Mainland included value-added tax (VAT) 内地的平均售价包含增值税

WHOLESALING REVENUE ANALYSIS
批发收入分析

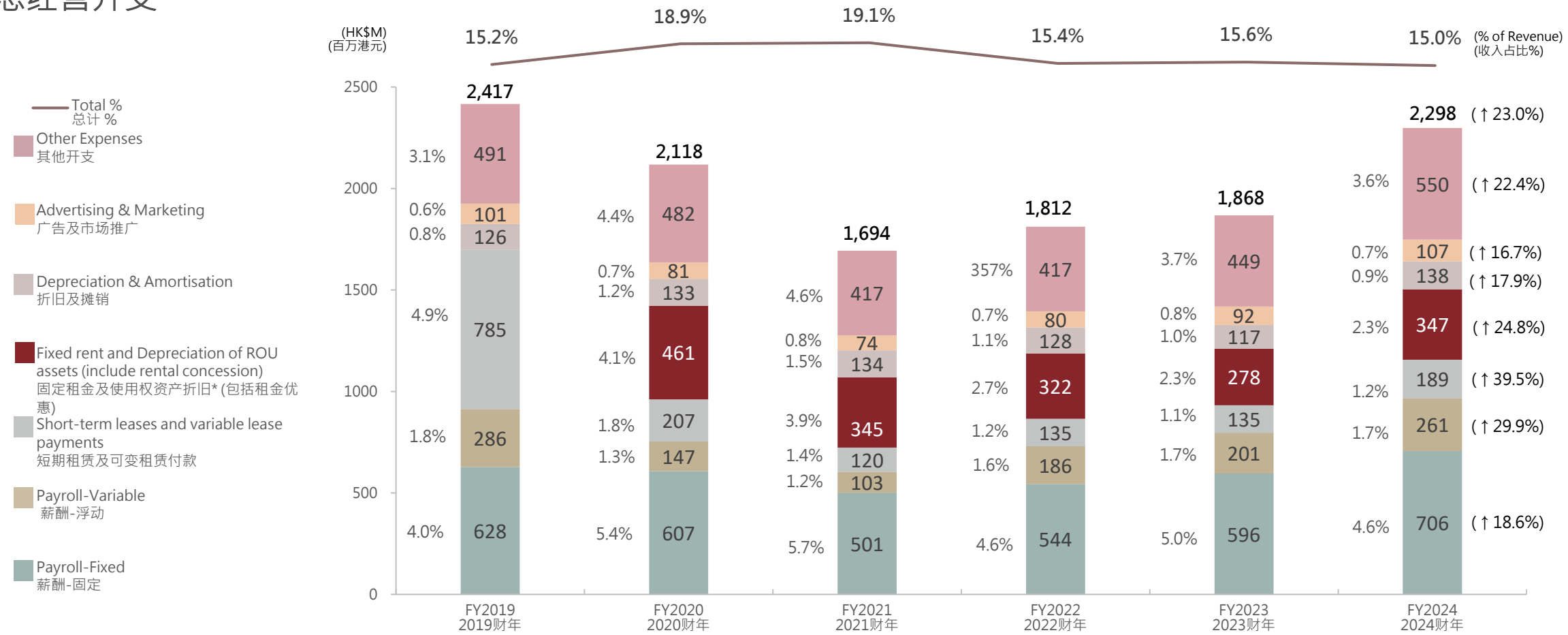
Wholesaling Revenue by Region
批发收入 (以市场划分)



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



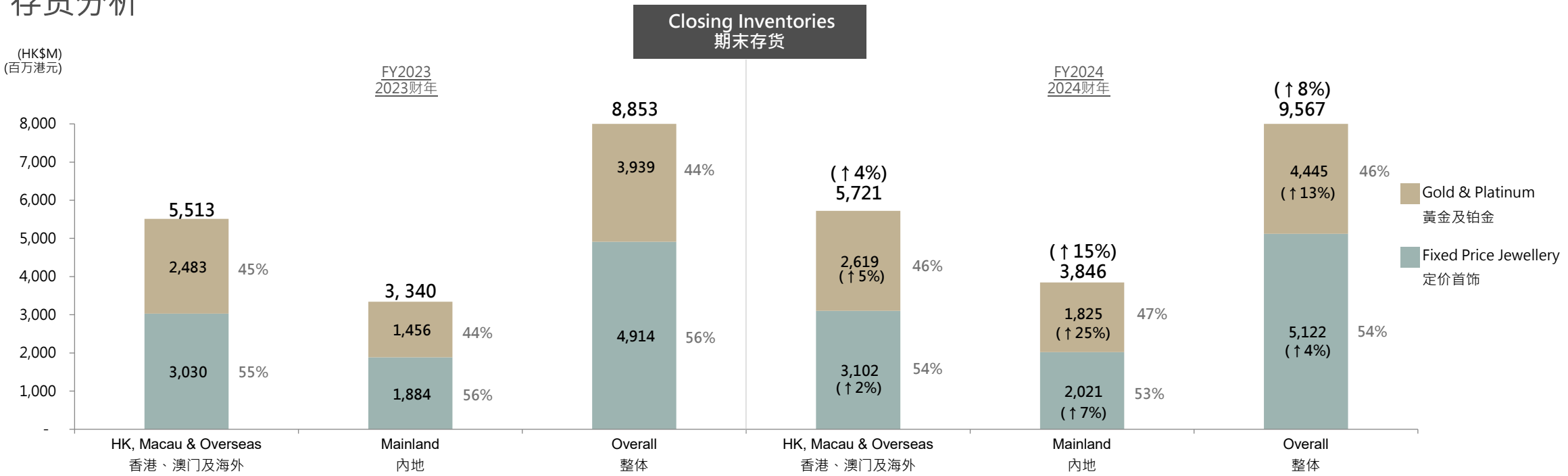
TOTAL OPERATING EXPENSES
总经营开支



HK$M	FY2019	FY2020	FY2021	FY2022	FY2023	FY2024
Fixed rent and depreciation of ROU assets 固定租金及使用权资产折旧 [1]	N/A	485	414	336	289	347
Rent concession related to COVID-19 新冠疫情之租金优惠	N/A[2]	-24	-70	-14	-11	0
*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	461	345	322	278	347
Short-term leases and variable lease payments 短期租赁及可变租赁付款	785[3]	207	120	135	135	189
Interest expense related to lease 与租赁有关的利息开支	N/A[2]	28	17	10	8	24
Total rent related expenses 总租金开支	785[3]	695	482	467	421	560
Variance compared to prior year 与去年同期比较		-11%	-31%	-3%	-10%	+33%

Remarks:
1 Depreciation 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
2 Note: These expense were related to HKFRS 16, which was adopted in the FY2020. Thus no such expenses in FY2019. 注：这些费用与2020财年所采用的香港财务报表准则第16号有关。因此，FY2019没有此类支出。
3 For FY2019, the amount consist of fixed rent of HK$592million and avariable rent of HK$193million. 2019财年由592百万元的固定租金及193百万元的浮动租金组成。

INVENTORY ANALYSIS
存货分析



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)	平均存货[2] Average Inventory		期末存货[3] Closing Inventory	
	FY2024 2024财年	Y-o-Y Changes 按年变化	FY2024 2024财年	Y-o-Y Changes 按年变化
Gold 黄金	180	-57	191	-59
Fixed Price Jewellery 定价首饰	738	+82	753	+116
Overall 整体	310	-68	322	-58

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)	平均存货 Average Inventory		期末存货 Closing Inventory	
	FY2024 2024财年	Y-o-Y Changes 按年变化	FY2024 2024财年	Y-o-Y Changes 按年变化
HK & Macau 香港及澳门	133	-40	145	-39
Mainland 内地	274	-8	328	+56

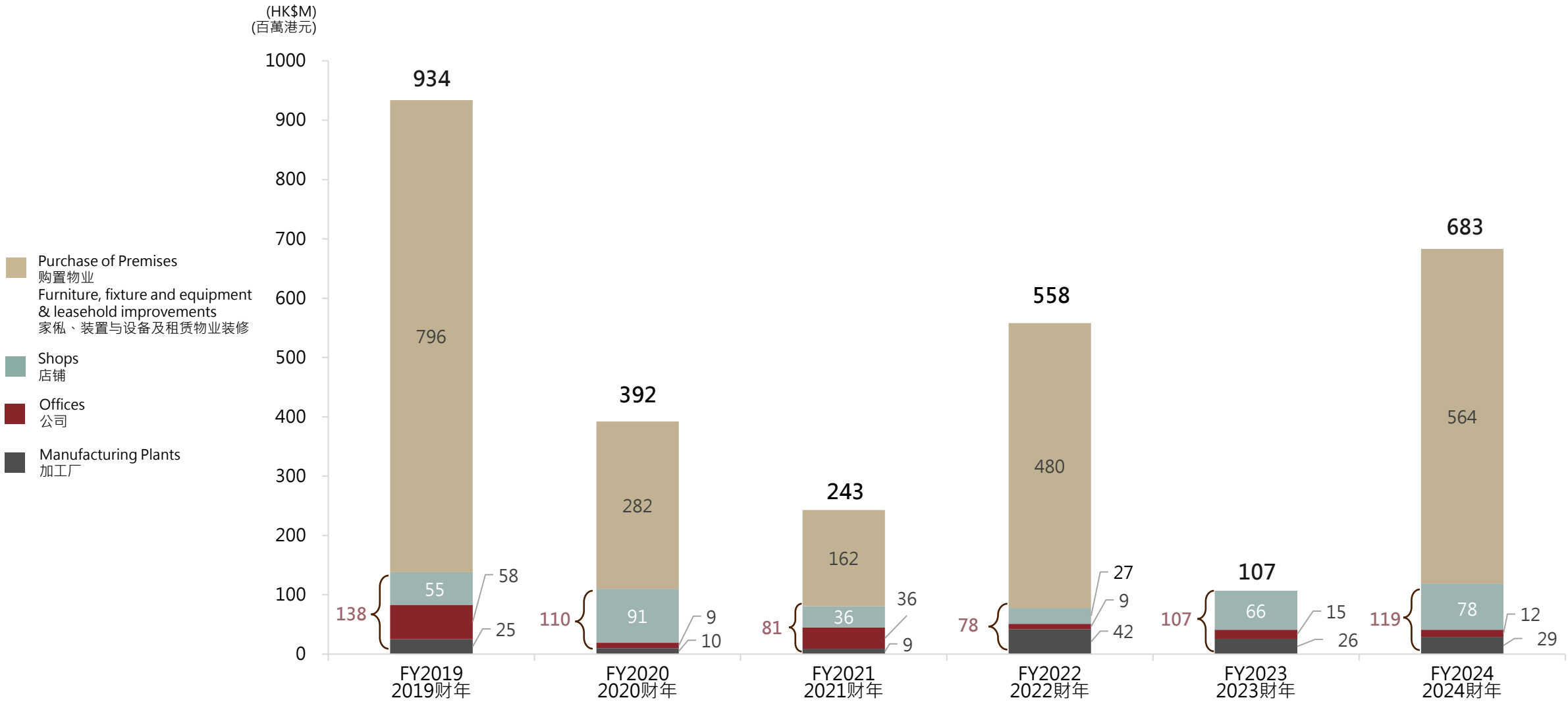
Remarks: Gold inventory management through daily replenishment system and gold hedging policy was around 20% of base inventory
注：通过每天补货系统管理黄金库存，并就基础黄金库存对冲约20%

[1] Self-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 (excluded 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 (excluded 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 mainly included procurement hub premises located at Shenzhen IBC at consideration of RMB 470 million and an office premise located at Wuhan at consideration of RMB 42 million
收购的物业主要包括以人民币4.7亿元收购位于深圳IBC的采购中心物业及以人民币4,200万元收购位于武汉的办公物业.



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)

Sustainable Growth
持续增长

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



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 FY2025
2025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 31 Mar 2024:
于2024年3月31日:

Worldwide total no. of shops 全球店铺总数: 3,583
Net addition 净增加: +478

Mainland 内地	Hong Kong & Macau 香港 & 澳门	Overseas 海外	E-commerce 电子商务
3,490 Shops 店	72 Shops 店	21 Shops 店	

FY2025 Development Focus
2025财年发展重点

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

Overseas 海外:
Net addition 净增加:
15 shops 店

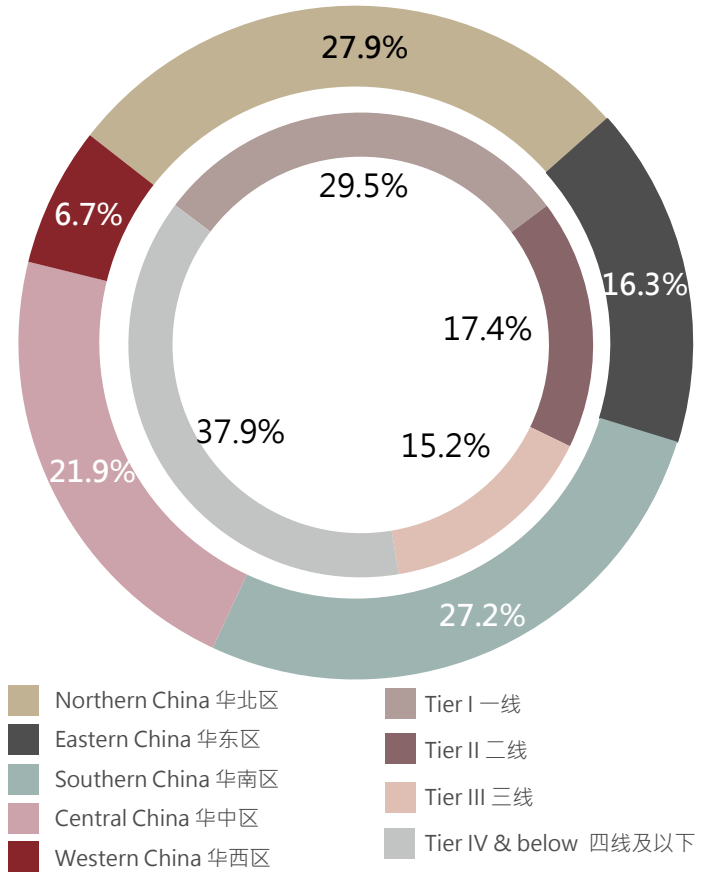
CAPEX 资本开支

Total CAPEX Budget 总资本开支预算	Shop renovation 店铺装修	Nansha Plant renovation and purchase of new equipment 南沙加工厂翻新及添置新设备	Office renovation and purchase of new equipment 行政中心翻新及添置新设备	Purchase of Premises 购置物业
HK$95M	HK$60M	HK$23M	HK$12M	HK$0M

"LUKFOOK" & SUB-BRANDS (EXCLUDED 3DG Jewellery) DISTRIBUTION NETWORK IN MAINLAND

「六福」及副品牌(不包括金至尊)内地分销网络

As at 31 Mar 2024
于2024年3月31日



Total No. of shops 店铺总数：3,277 (+248)

Total No. of Licensees 品牌商总数	859(+23)
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	633(+9)

	Self-operated Shops 自营店	Licensed/Speciality Shops 品牌店/专门店	Total 总数	Municipalities/ Cities 直辖市/城市
By tier of cities 城市级别	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	70(+7)	896(+42)	966(+49)	15(-1)
Tier II 二线	0(0)	569(+123)	569(+123)	24(+5)
Tier III 三线	11(0)	488(-2)	499(-2)	57(-4)
Tier IV & below 四线及以下	6(-3)	1,237(+81)	1,243(+78)	541(+9)
Total 整体	87(+4)	3,190(+244)	3,277(+248)	637(+9)

	Self-operated Shops 自营店	Licensed/Speciality Shops 品牌店/专门店	Total 总数	Provinces 省	Municipalities 直辖市	Cities 城市
By regions 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	30(+3)	883(+89)	913(+92)	7(0)	2(0)	204(+5)
Eastern China 华东区	26(+2)	509(+36)	535(+38)	4(0)	1(0)	131(-2)
Southern China 华南区	0(0)	892(+25)	892(+25)	4(0)	0(0)	90(-3)
Central China 华中区	31(-1)	687(+51)	718(+50)	6(0)	1(0)	174(+3)
Western China 华西区	0(0)	219(+43)	219(+43)	6(0)	0(0)	34(+6)
Total 整体	87(+4)	3,190(+244)	3,277(+248)	27(0)	4(0)	633(+9)

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 12-month changes 括号内的数字为12个月之变化
- The no. of 3DG Jewellery 's self-operated shops is 63 and licensed/speciality shops is 150 in Mainland, the total no. of 3DG Jewellery' s shops in Mainland is 213. If such amount is included in the Group' s total no. of shops in Mainland, the total no. of self-operated shops is 150 and total no. of and licensed/speciality shops is 3,340, the total no. of shops in Mainland is 3,490.
金至尊于内地分别设有自营店63间及品牌店150间，合共于内地共有213间店铺。若把金至尊的内地店铺数目计算在内，集团于内地合共设有的自营店为150间及品牌店为3,340间，内地整数店铺数目为3,490间。

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

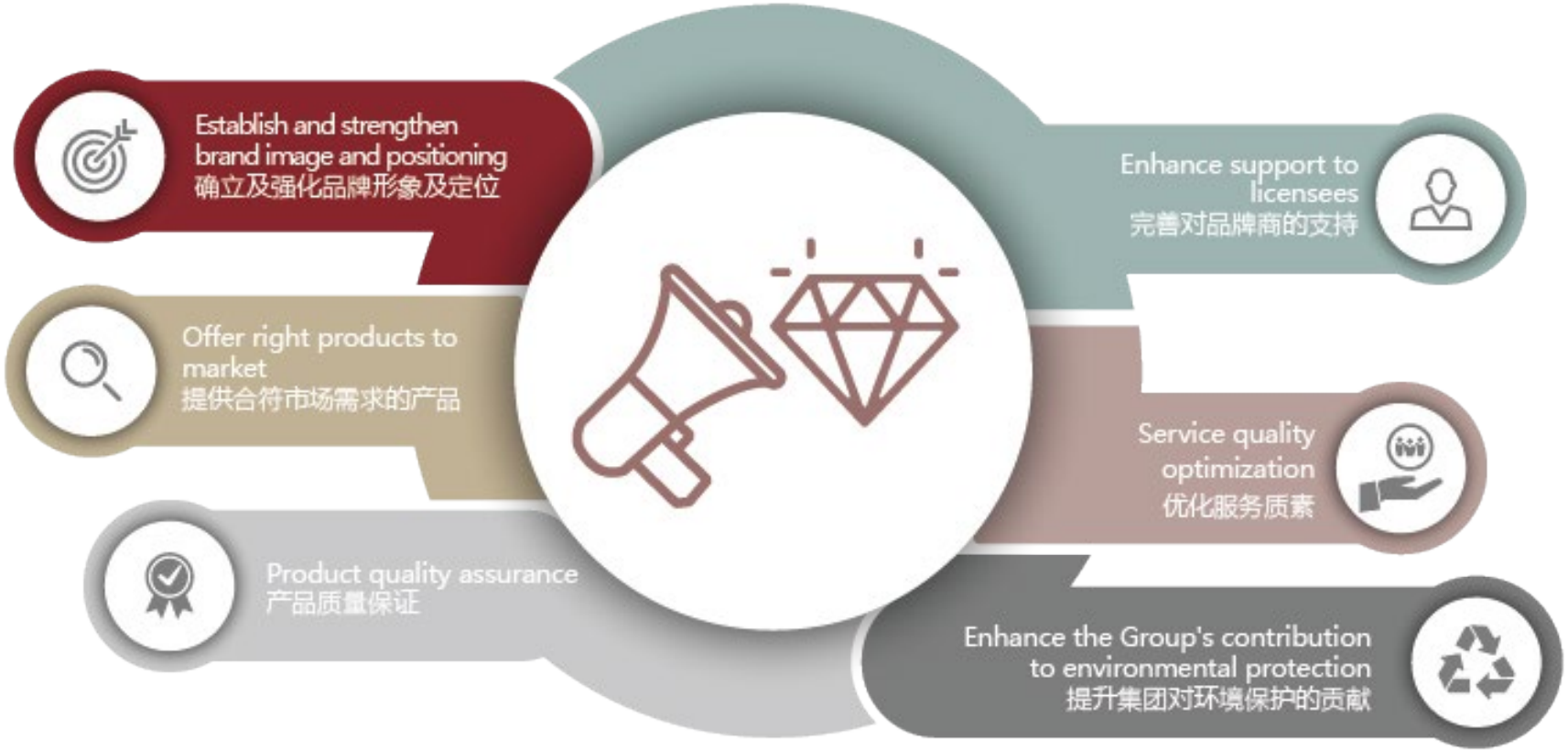
- ✓ Cultivate continuous improvement (CI) culture
  营造持续改善文化
- ✓ Nurture innovation culture
  培育创新文化

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

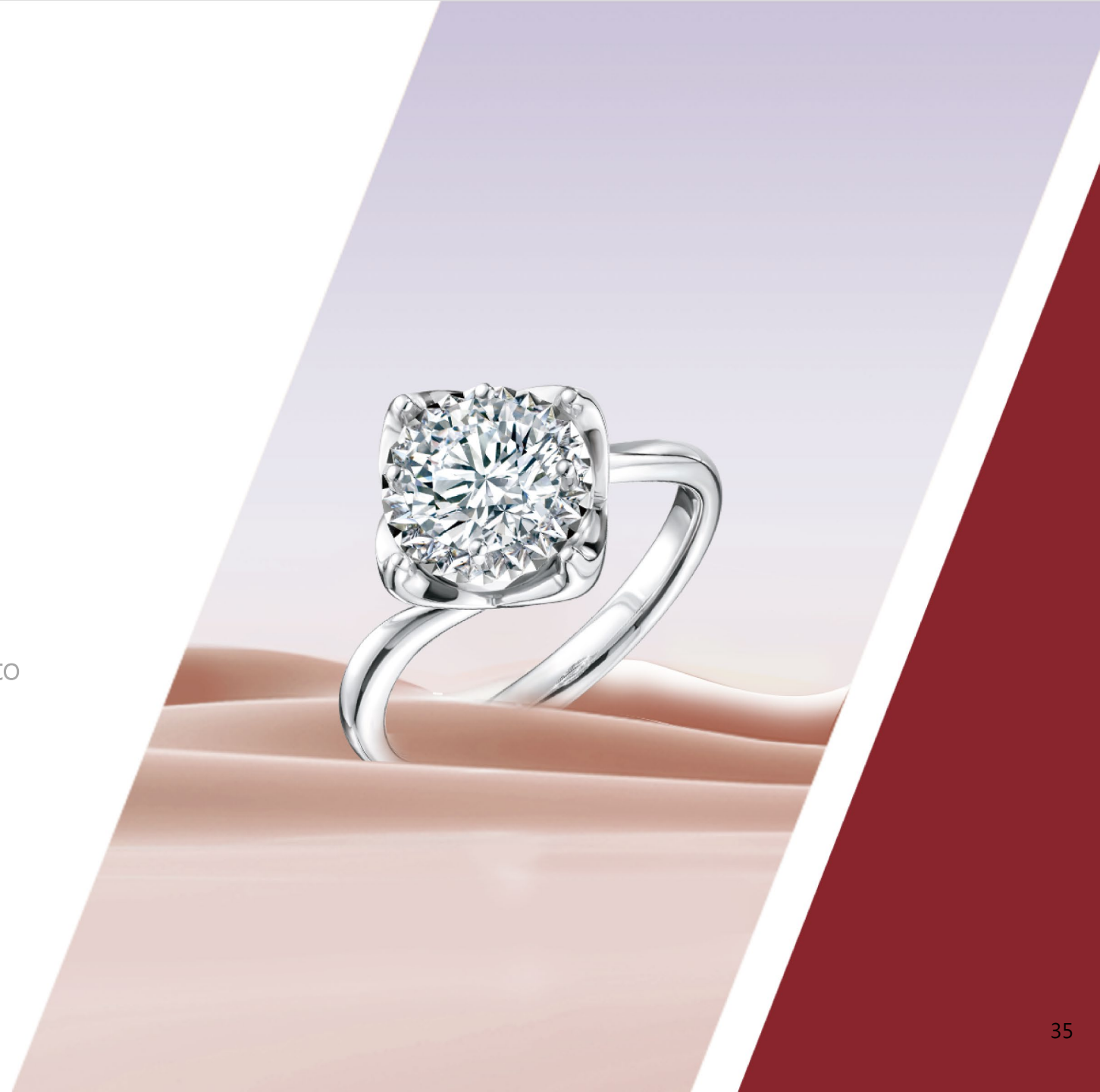


BRANDING

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



MULTI BRAND STRATEGY
多品牌策略

Adopted a targeted development strategy and enriched its product lines and brand portfolio through multi-brand strategy to meet the needs of different customers
进行针对性的布局，透过多品牌策略，丰富产品线及品牌组合，满足不同顾客的需要

Lukfook Jewellery 六福珠宝



3DG Jewellery 金至尊珠宝



Goldstyle



Lukfook Joaillerie 六福精品廊



Love Lukfook Jewellery



Heirloom Fortune 福满传家



DISTINCT SHOPPING EXPERIENCE
独特购物体验

Introduced various new shop images to rejuvenate the 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 a series of online and offline campaigns to reach out to the target customers of the wedding market
推出一系列线上线下活动，以接触婚嫁市场目标客群

Invited celebrity couple - Justin Yuen and Zhang Xin Yi to be the Sweet Love Ambassadors and actor Mr. Kenneth Ma and actress Ms. Roxanne Tong as the star guests to officiate at the ribbon cutting ceremony of a new shop in Hong Kong
邀请影视界模范夫妇 – 袁弘及张歆艺成为甜爱大使及着名演员马国明先生和汤洛雯小姐为香港新店铺担任星级主礼嘉宾并主持剪彩仪式







Collaboration with renowned wedding photography company and online wedding platforms
与著名婚纱摄影公司及知名婚嫁网站合作



Held 22 wedding exhibitions in various cities all over the country
于全国多个城市举办22次婚博会





NEW GLOBAL BRAND AMBASSADOR

新全球品牌代言人

Invited famous actress Tiffany Tang as the global brand ambassador whose sophisticated elegance perfectly ties in with Lukfook Jewellery’ s brand image

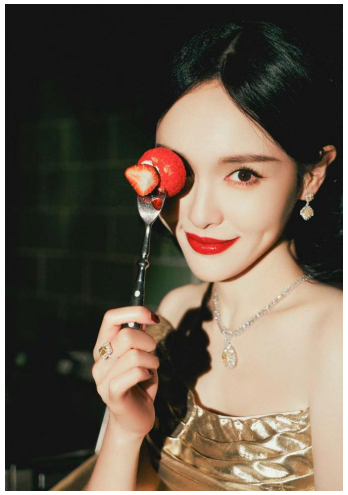
邀请知名艺人唐嫣担任全球品牌代言人，其高贵优雅的气质完美契合六福珠宝的品牌形象















Media of the campaign

on 3 hottest platforms has received

over 700 million of exposure

于3大平台的推广活动的媒体总曝光量超过7亿次

LUKFOOK JEWELLERY RACEDAY
六福珠寶賽馬日

Invited the winner of Miss Hong Kong Pageant 2015 Louisa Mak as the image ambassador and showcased a variety of diamond jewellery pieces in the event
邀请2015香港小姐冠军麦明诗小姐担任形象大使，并亲身演绎多款钻饰



Miss Louisa Mak put on exquisitely designed headpiece in the crown fitting area
麦明诗小姐在皇冠试戴体验区戴上设计精致的头饰





LOVE IS BEAUTY NEW PRODUCT LAUNCH EVENT
愛很美新品發佈會

Tiffany Tang made her appearance at the Love is Beauty collection launch event in Shanghai to unveil the campaign
知名艺人唐嫣亮相于上海举行的「爱很美」系列发布会，为活动揭幕



Ms. Nancy Wong, the Executive Director and Deputy CEO of Luk Fook Group, and Miss Tiffany Tang illuminated dazzling floral installation together to celebrate the successful collaboration
六福集团执行董事兼副行政总裁黄兰诗女士与唐嫣小姐共同点亮繁花放闪装置，庆祝携手合作成功







CHINESE NEW YEAR PROMOTION
农历新年推广

Launched a series of promotions to celebrate the year of Dragon and penetrate into the lower-tier cities with the theme of "Recognise Lukfook Jewellery of Hong Kong" to raise the brand's influence and recognition
为庆祝龙年推出一连串推广活动并以「六福珠宝，认准香港这个宝」为主题渗透下沉市场，提高品牌的影响力和辨识度







小红书 Media exposure over 200 million
总曝光量超过2亿

Media exposure over 60 million
总曝光量超过6千万

Total Exposure
总曝光量
>370 million
>3.7亿

Media exposure nearly 50 million
总曝光量接近5千万

Media exposure of other social media over 60 million
其他媒体总曝光量超过6千万

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



CUSTOMER RELATIONSHIP
顾客关系

>7,000,000 (+36%)

Total number of members
as of 31 Mar 2024
截至2024年3月31日之会员总数

67%

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

+36%

Member Spending in FY2024
2024财年会员消费额

CRM ⇄ SCRM

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





Integrated online and offline marketing strategies to attract new customers, stimulate customer traffic and sales volume in the VIP Thankful Month campaign
在超级会员月进行线上线下联动营销，引流升级、持续拉新、提升活跃度、刺激销售





Conducted interactive communication via social media platforms and cooperative promotions with partners from different industries to promote the brand and facilitate viral marketing
进行新媒体互动式传播，异业资源互推，助力引爆品牌声量



Held nearly 12,000 VIP workshops this year
年内举办接近12,000个VIP工作坊

Remarks 注：
1. Figures in brackets refer to the y-o-y changes 括号内的数字为按年变化
2. 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

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





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

Introduced a series of gold jewellery product of a Tencent Games – Happy Poker
与腾讯遊戲 - 欢乐斗地主联名推出一系列黄金首饰





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

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













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





Sponsored Xian Marathon 2023
赞助2023西安马拉松赛





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 共获 : 31 Recognitions and Awards 认证及奖项

Overall ESG 整体环境、社会及企业管治 : 3



"ESG Special Recognition Award" in the "TVB ESG Awards 2023"
《环境、社会及管治大奖》2023之环境、社会及管治(「ESG」)「特别嘉许奖」



"Hong Kong Corporate Governance and ESG Excellence Award (Hang Seng Index Constituent Companies
「環境、社會及管治嘉許獎 (恒生指數成份股公司)」

Environmental 环境 : 2



"BOCHK Corporate Low- Carbon Environmental Leadership Awards
「中银香港企业低碳环保领先大奖」殊荣



"Hong Kong Awards for Environmental Excellence" and the Certificate of Merit under the "Shops and Retailers Sector" category
「香港环境卓越大奖」殊荣及「商铺及零售业」组别的优异奖

Social 社会 : 13



"QF Star" under the "Qualifications Framework Partners" Scheme
「资历架构」计划嘉许为「QF星级之友」



The "Bronze Award of Junior Frontline Level" at the "2023 Service Talent Award"
「2023 杰出服务奖」之「钟表及珠宝组别个人奖」铜奖

Governance 企业管治 : 13



"CBLJ In-house Counsel Awards 2023"
「《商法》企业法务大奖2023」





FY24 SUSTAINABILITY HIGHLIGHTS
2024财年可持续发展工作亮点



Donated HK$1 Million in Support of Tung Wah Group of Hospitals
捐赠100万港元支持东华三院

- The Group once again donated HK$1 million to continue supporting the Tung Wah Group of Hospitals' Chinese medicine services
  本集团再度捐赠100万港元，持续支持东华三院中医服务

Installed 1,954 m^2 of solar panels at phase three of our Nansha jewellery processing plant, generating approximately 390,000 kWh of electricity annually
南沙工厂三期厂房新增1,954平方米太阳能板，每年发电量高达约39万度

- Directly power the central air conditioning system and supplying approximately 74% of the electricity needed for air conditioning
  直接为中央空调系统供电，可供应约74%的空调用电量
- Optimises the utilisation of roof space but also reduces energy consumption and carbon emissions
  提升屋顶利用空间，降低能耗和碳排放



OPEN FORUM

公开讨论



CORE COMPETENCES

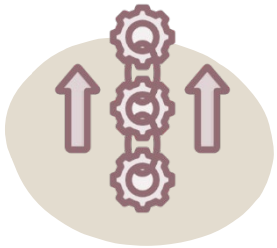
核心竞争优势



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

六福珠寶
LUKFOOK JEWELLERY

Reputable Brand
可信赖品牌



One-stop procurement hub
一站式采购中心



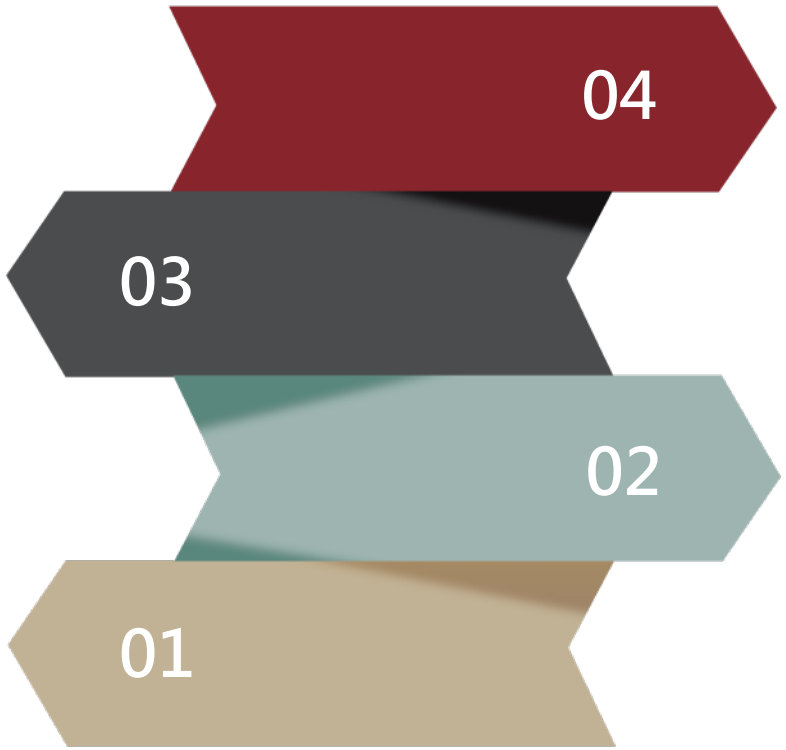
Excellent Service
卓越服务



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



Distribution 分销
Self-operated Shops & E-Commerce Platforms
自营店及电子商务销售平台 ····· Retailing revenue 零售收入
Licensed Shops & Corporate Clients
品牌店及企业客户 ····· Wholesaling revenue 批发收入

QC/Labeling 品质鉴定 / 挂签 ····· Royalty income* 专利收入

Design & Production 设计及生产

Sourcing and Designing 采购与设计
From quality suppliers or raw material 自优质供应商或原材料

* 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

	Countries and Regions 国家及地区	Main-brands/Sub-brands/Product Lines 主品牌/副品牌/产品线	As at 14 Jun 2024 于2024年6月14日	Mix 組合	As at 31 Mar 2024 于2024年3月31日	As at 31 Mar 2023 于2023年3月31日	Changes 变化	As at 31 Mar 2019 于2019年3月31日	Changes 变化
Self-operated Shops 自营店	Mainland 内地	• "Lukfook" 「六福」	70	2.0%	68	69	-1	141	-73
		• "3DG Jewellery" 「金至尊」	68	1.9%	63	0	+63	5	+58
		• "Goldstyle"	1	0.0%	1	1	0	0	+1
		• "Lukfook Joaillerie" 「六福精品廊」	3	0.1%	3	1	+2	0	+3
		• "Heirloom Fortune" 「福满传家」	15	0.4%	15	12	+3	0	+15
	Sub-total 小計		157	4.5%	150	83	+67	146	+4
	Hong Kong 香港	• "Lukfook" 「六福」	50	1.4%	50	45	+5	49	+1
		• "3DG Jewellery" 「金至尊」	5	0.1%	4	0	+4	0	+4
	Sub-total 小計		55	1.6%	54	45	+9	49	+5
	Macau 澳门	• "Lukfook" 「六福」	17	0.5%	17	16	+1	11	+6
		• "3DG Jewellery" 「金至尊」	1	0.0%	1	0	+1	0	+1
	Sub-total 小計		18	0.5%	18	16	+2	11	+7
	Canada 加拿大	• "Lukfook" 「六福」	2	0.1%	2	2	0	2	+0
	The United States 美国		4	0.1%	4	3	+1	4	+0
	Australia 澳洲		2	0.1%	2	2	0	1	+1
	Singapore 新加坡		0	0.0%	0	0	0	1	-1
	Malaysia 马来西亚		3	0.1%	3	2	+1	3	+0
		• "Lukfook Joaillerie" 「六福精品廊」	1	0.0%	1	0	+1	0	+1
	Sub-total 小計		12	0.3%	12	9	+3	11	+1
	Total 总计		242	6.9%	234	153	+81	217	+17

EXTENSIVE RETAIL NETWORK
庞大零售网络

	Countries and Regions 国家及地区	Main-brands/Sub-brands/Product Lines 主品牌/副品牌/产品线	As at 14 Jun 2024 于2024年6月14日	Mix 組合	As at 31 Mar 2024 于2024年3月31日	As at 31 Mar 2023 于2023年3月31日	Changes 变化	As at 31 Mar 2019 于2019年3月31日	Changes 变化
Licensed Shops 品牌店	Mainland 内地	• "Lukfook" 「六福」	2,882	82.1%	2,962	2,793	+169	1,614	+1,348
		• "3DG Jewellery" 「金至尊」	144	4.1%	150	0	+150	0	+150
		• "Goldstyle"	47	1.3%	55	72	-17	0	+55
		• "Lukfook Joaillerie" 「六福精品廊」	29	0.8%	24	12	+12	0	+24
		• "Heirloom Fortune" 「福满传家」	138	3.9%	131	69	+62	0	+131
	Sub-total 小計		3,240	92.3%	3,322	2,946	+376	1,614	1,708
	Cambodia 柬埔寨	• "Lukfook" 「六福」	3	0.1%	3	3	0	1	+2
	The Philippines 菲律宾		3	0.1%	3	2	+1	1	+2
	Laos 老挝		1	0.0%	1	1	0	0	+1
	Thailand 泰国		1	0.0%	1	0	+1	0	+1
	Australia 澳洲		1	0.0%	1	0	+1	0	+1
	Sub-total 小計		9	0.3%	9	6	+3	2	+7
	Total 总计		3,249	92.5%	3,331	2,952	+379	1,616	+1,715
Speciality Shops 專門店	Mainland 内地	• "Love LUKFOOK JEWELLERY"	20	0.6%	18	0	+18	0	+18
	Sub-total 小計		20	0.6%	18	0	+18	0	+18
	Total 总计		20	0.6%	18	0	+18	0	+18
Worldwide Total 全球总计			3,511	100.0%	3,583	3,105	+478	1,833	+1,750

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。



Lukfook Jewellery has been honoured with the "Outstanding Jewellery Retail Service Award" at the “01 Gold Medal Awards” for the third consecutive year

六福珠宝连续3年荣获「01企业金勋大奖」之「杰出珠宝零售服务大奖」



The Group has been awarded the "Hong Kong Service Awards 2024 - Quality Living Category (Jewellery and Gold)" by "East Week Magazine ”

集团荣获由《东周刊》颁发的「香港服务大奖 2024 - 优越生活组别（珠宝金行）」



The Group has been recognised for the 11th consecutive year by receiving the “Hong Kong Star Brand Award - Enterprise”

集团再次荣获「香港星级品牌 - 企业组」，连续十一年获得肯定。



The Group has been selected as a "Consumer Caring Company " by the GS1 Hong Kong for the 11th consecutive year and awarded the "10 Years Plus Award" logo

集团连续11年被香港货品编码协会选为「贴心企业」，并获授予「10年+赏」标志



The Group has been recognised with the Certificate of Appreciation by Intellectual Property Department of Hong Kong’ s "No Fakes Pledge" Scheme for the 20th time

集团荣获由香港知识产权署颁发的连续二十年参与「正版正货承诺」计划嘉许状

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



Group : Ring
Title of Design: Dance With The Fire Dragon
组别：戒指
作品：「火龙盛世」



Group : Bangle
Title of Design: Retro Feelings
组别：手镯
作品：「情怀」



Group: Brooch
Title of Design: Colour of the Neon Sign
组别：胸针
作品：「霓虹色彩」

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

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
Became the first jewellery retailer in Hong Kong to launch the GIA Cultured Pearl Classification Report
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

"Hong Kong Retail Management Association's "Quality Service Benchmarking Assessment" ：received an average performance score of over 94% in 2023
2023香港零售管理协会「优质服务衡量评估」：
2023年平均表现分达94%以上

Research Management Ltd.

"Mystery Shopper Programme" ：
received an overall average score of over 95% by Hong Kong branches during the period in October-December 2023
「神秘顾客计划」：
于2023年10至12月期间，香港整体服务平均分达95%以上

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

1991年于香港开设首间自营店

Opened the first self-operated shop in Hong Kong in 1991

1991

分别于1994及2004年于内地开设首间品牌店及自营店

Opened its first licensed shop and self-operated shop in Mainland in 1994 and 2004, respectively

1994

于1997年在香港联合交易所主板上市

Listed on the Main Board of Hong Kong Stock Exchange in 1997

1997

于2014年6月完成收购中国金银[1]50%权益

Acquired 50% interest in CGS[1] in June 2014

2014

于2015年3月成为De Beers特约配售商

Qualified as a Sightholder of De Beers in March 2015

2015

收购香港资源控股有限公司(2882.HK)成为集团子公司

Acquired Hong Kong Resources Holdings Company Limited (2882.HK) as a subsidiary in 12 January

2024



APPENDICES

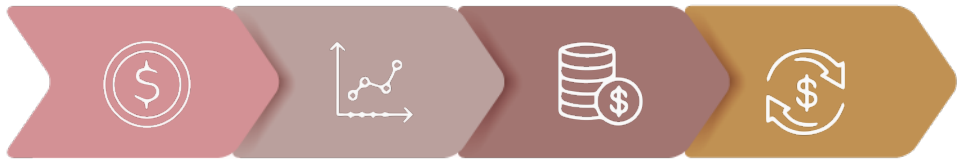
附录

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%**

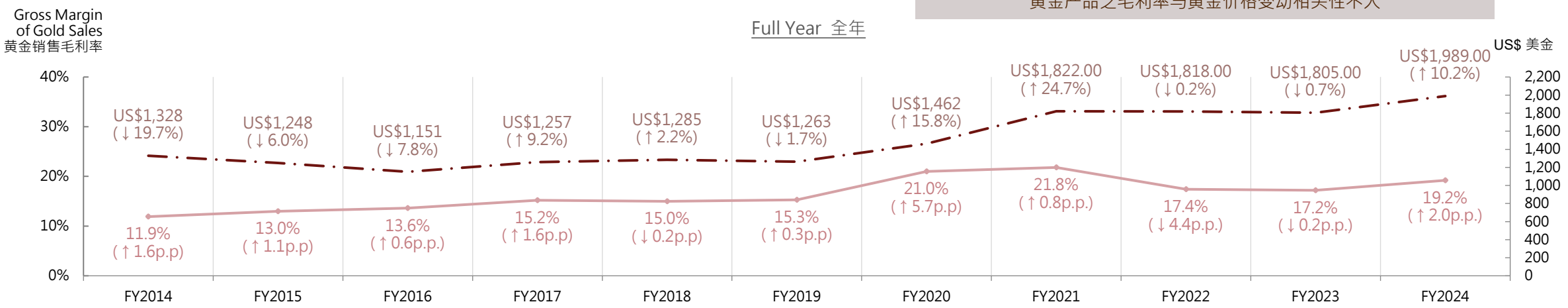


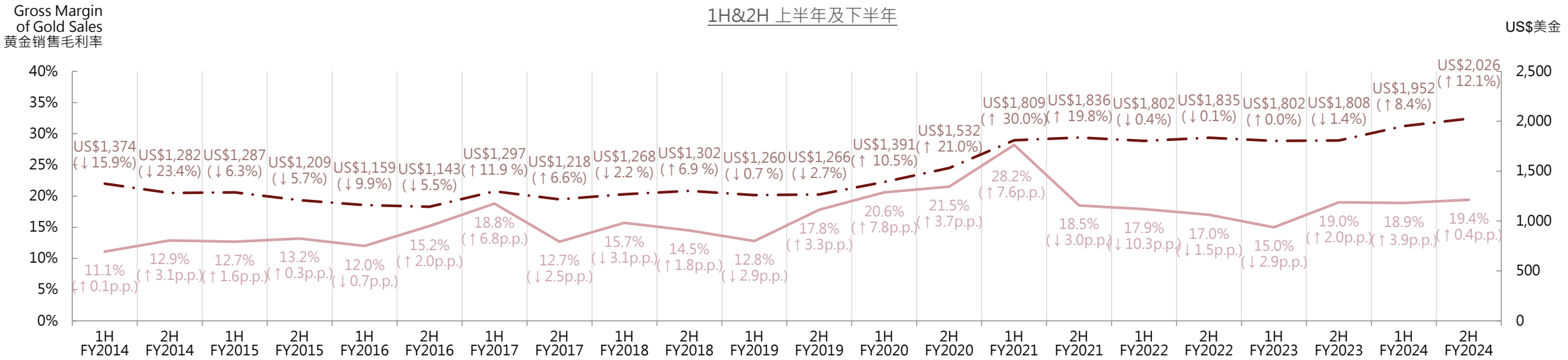
Market Capitalisation reached HK$9.8billion *(as at 27 Jun 2024)*
市值达98亿港元 *(截至2024年6月27日)*
21 times since IPO
公开招股市值的21倍

Net Asset reached HK$12.3billion
净资产达123亿港元
57 times since IPO
公开招股市值的57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



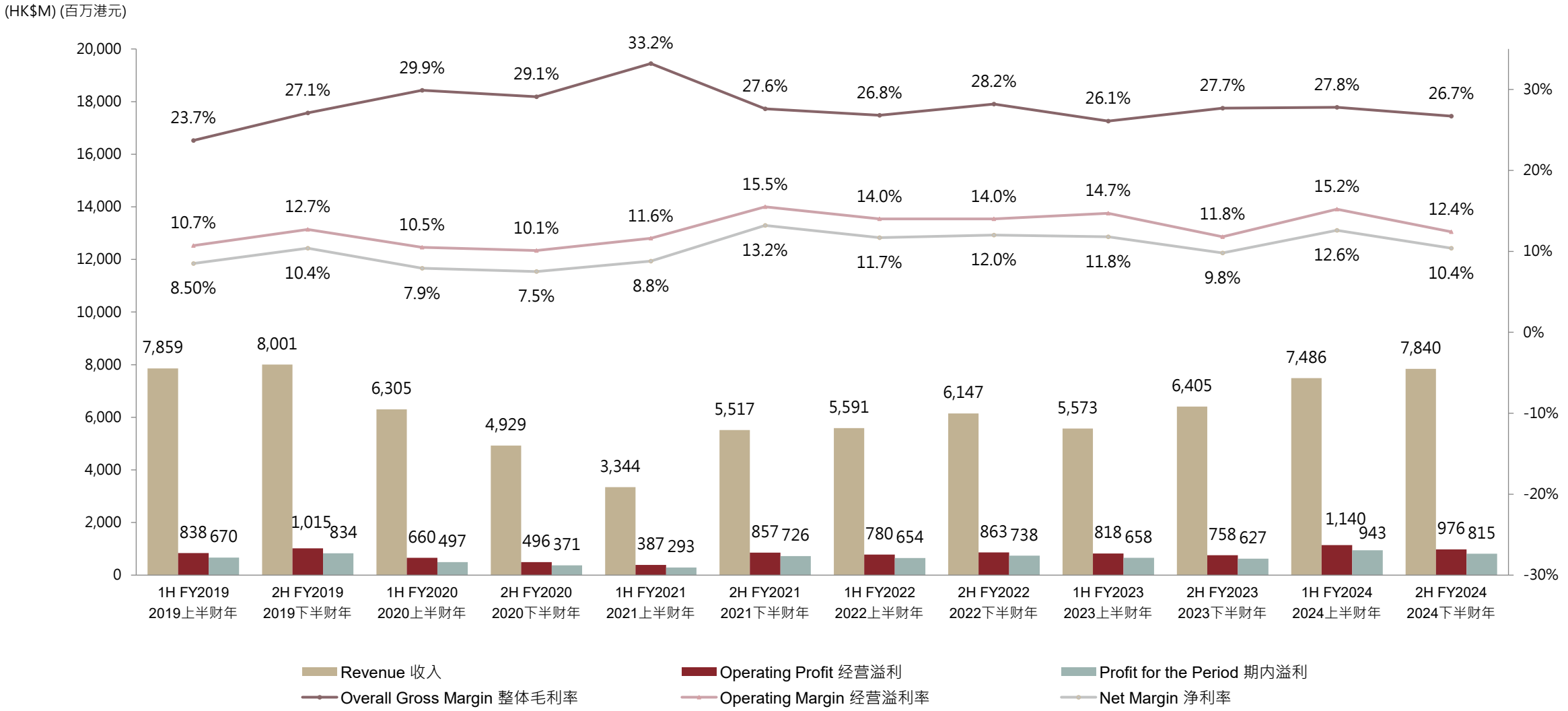


* Y-o-Y Changes are shown in brackets 括号内为去年同期之变化

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

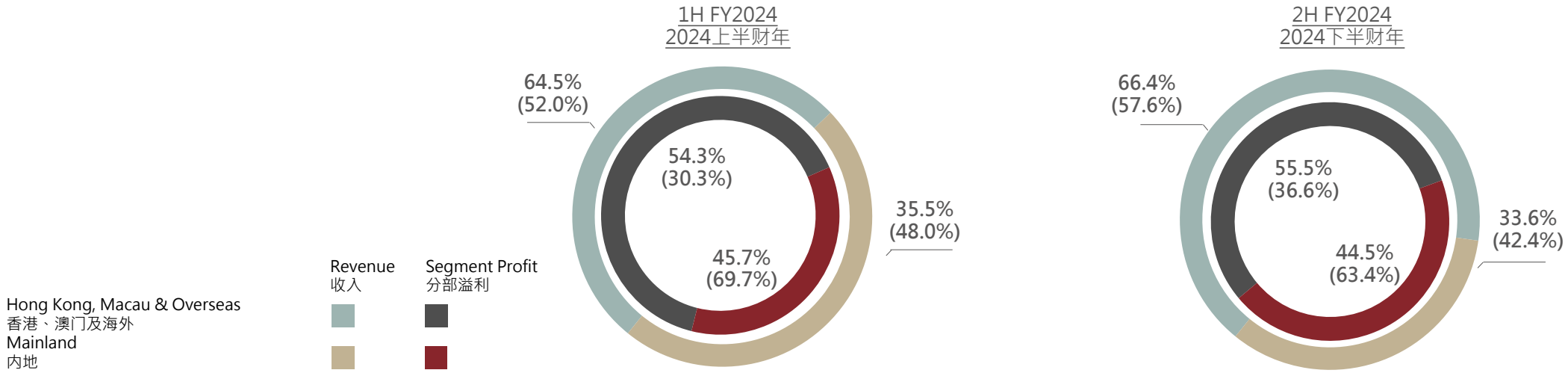
Gross Margin of Gold Sales for the Period
期内黄金销售毛利率

1H&2H FY2019-2024 OPERATING PERFORMANCE
2019-2024上半及下半财年 营运表现



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

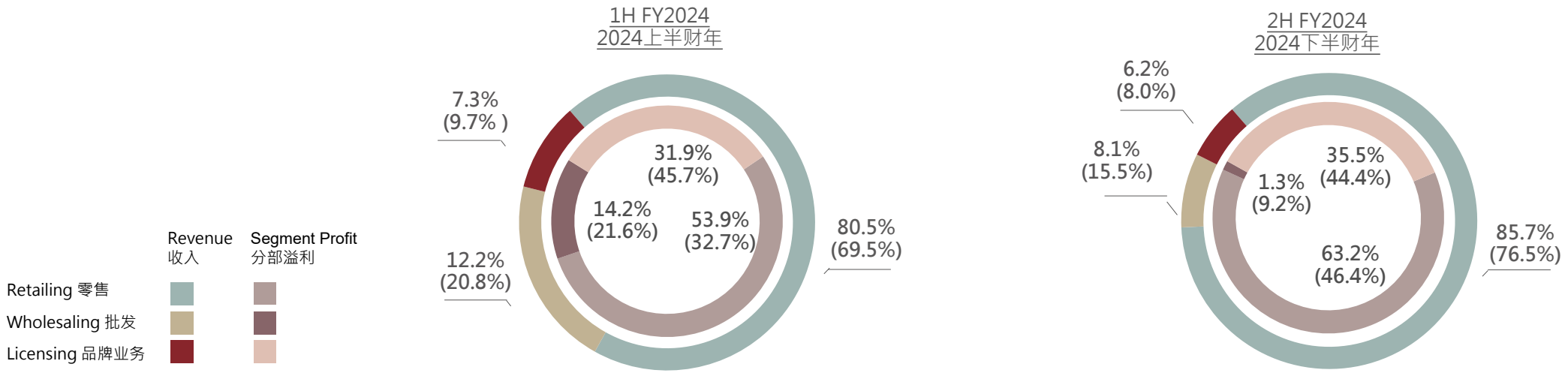


HK$M 百万港元	1H FY2024 2024上半财年			2H FY2024 2024下半财年		
	Revenue 收入	Segment Profit 分部溢利	Segment Profit Margin 分部溢利率	Revenue 收入	Segment Profit 分部溢利	Segment Profit Margin 分部溢利率
Hong Kong, Macau & Overseas 香港、澳门及海外	4,830	667	13.8%	5,210	513	9.8%
Y-o-Y Changes 按年变化	+66.6%	+156.9%	+4.9 p.p.	+41.3%	+61.6%	+1.2 p.p.
Mainland 内地	2,656	561	21.1%	2,630	412	15.7%
Y-o-Y Changes 按年变化	-0.7%	-5.9%	-1.2 p.p.	-3.2%	-25.1%	-4.5 p.p.
Overall 整體	7,486	1,228	16.4%	7,840	925	11.8%
Y-o-Y Changes 按年变化	+34.3%	+43.4%	+1.0 p.p.	+22.4%	+6.6%	-1.7 p.p.

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

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

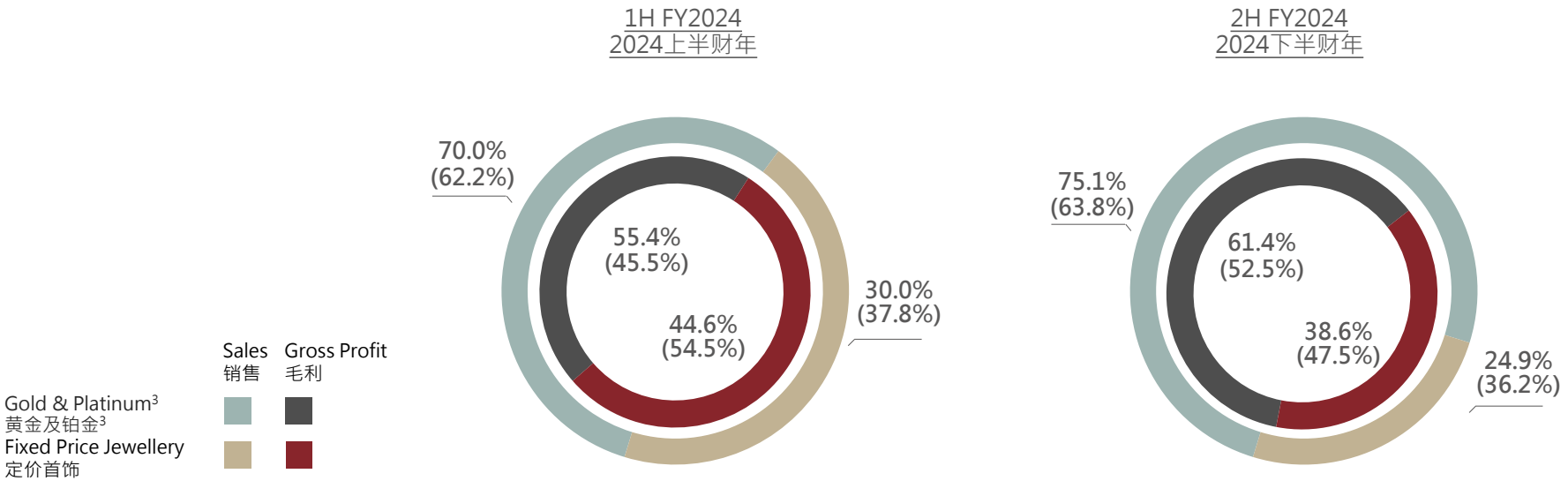


HK$M 百万港元	1H FY2024 2024上半财年			2H FY2024 2024下半财年		
	Revenue 收入	Segment Profit 分部溢利	Segment Profit Margin 分部溢利率	Revenue 收入	Segment Profit 分部溢利	Segment Profit Margin 分部溢利率
Retailing 零售	6,030	662	11.0%	6,719	585	8.7%
Y-o-Y Changes 按年变化	+55.7%	+137.0%	+3.8 p.p.	+37.1%	+45.2%	+0.5 p.p.
Wholesaling 批发	911	174	19.1%	632	12	1.9%
Y-o-Y Changes 按年变化	-21.4%	-6.2%	+3.1 p.p.	-36.4%	-84.7%	-6.1 p.p.
Adjusted 经调整[1]	2,314[1]	174	7.5%	1,935[1]	12	0.6%
Y-o-Y Changes 按年变化	+14.9%	-6.2%	-1.7 p.p.	-6.3%	-84.7%	-3.3 p.p.
Licensing 品牌业务	545	392	71.8%	489	328	67.0%
Y-o-Y Changes 按年变化	+0.5%	+0.1%	-0.3 p.p.	-4.3%	-14.9%	-8.4 p.p.
Overall 整體	7,486	1,228	16.4%	7,840	925	11.8%
Y-o-Y Changes 按年变化	+34.3%	+43.4%	+1.0 p.p.	+22.4%	+6.6%	+1.7 p.p.

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

Sales[1] and Gross Profit[2] by Product
按产品划分的销售[1]及毛利[2]

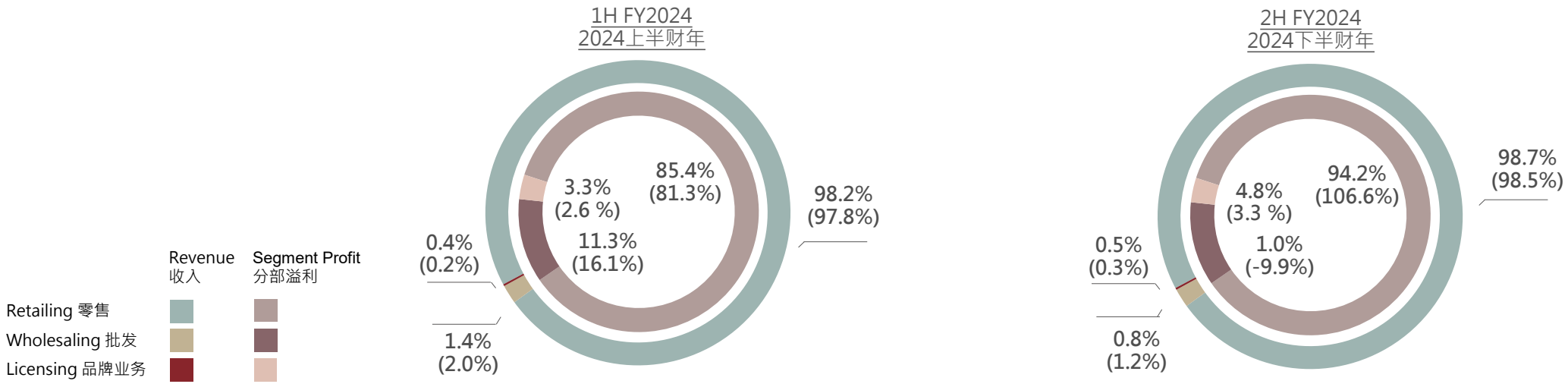


HK$M 百万港元	1H FY2024 2024上半财年			2H FY2024 2024下半财年		
	Sales[1] 销售[1]	Gross Profit[2] 毛利[2]	Gross Margin 毛利率	Sales[1] 销售[1]	Gross Profit[2] 毛利[2]	Gross Margin 毛利率
Gold & Platinum黄金及铂金	4,861	926	19.1%	5,519	1,074	19.5%
Y-o-Y Changes 按年变化	+55.4%	+94.0%	+3.8 p.p.	+46.8%	+49.3%	+0.4 p.p.
Fixed Price Jewellery 定价首饰	2,080	747	35.9%	1,832	676	36.9%
Y-o-Y Changes 按年变化	+9.3%	+30.5%	+5.8 p.p.	-14.2%	+3.8%	+6.4 p.p.
Overall 整體	6,941	1,673	24.1%	7,351	1,750	23.8%
Y-o-Y Changes 按年变化	+38.0%	+59.4%	+3.2 p.p.	+24.7%	+27.7%	+0.5 p.p.

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

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

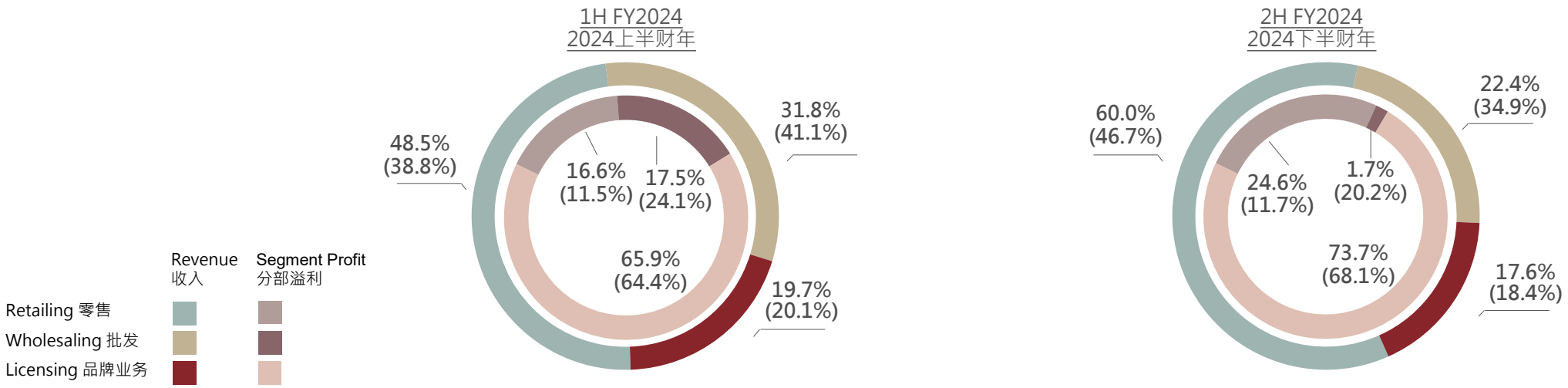


HK$M 百万港元	1H FY2024 2024上半财年			2H FY2024 2024下半财年		
	Revenue 收入	Segment Profit 分部溢利	Segment Profit Margin 分部溢利率	Revenue 收入	Segment Profit 分部溢利	Segment Profit Margin 分部溢利率
Retailing 零售	4,744	569	12.0%	5,142	484	9.4%
Y-o-Y Changes 按年变化	+67.4%	+169.7%	+4.5 p.p.	+41.6%	+42.8%	+0.1 p.p.
Wholesaling 批发	65	76	115.7%	44	5	12.0%
Y-o-Y Changes 按年变化	+10.3%	+80.5%	+45.0 p.p.	-5.2%	+116.5%	+80.7 p.p.
Adjusted 经调整[1]	1,409[1]	76	5.4%	1,243[1]	5	0.4%
Y-o-Y Changes 按年变化	+62.5%	+80.5%	+0.6 p.p.	+12.1%	+116.6%	+3.2 p.p.
Licensing 品牌业务	21	22	103.5%	24	24	100.8%
Y-o-Y Changes 按年变化	+251.2%	+233.2%	-5.6 p.p.	+141.8%	+132.3%	-4.1 p.p.
Overall 整体	4,830	667	13.8%	5,210	513	9.8%
Y-o-Y Changes 按年变化	+66.6%	+156.9%	+4.8 p.p.	+41.3%	+61.6%	+1.2 p.p.

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

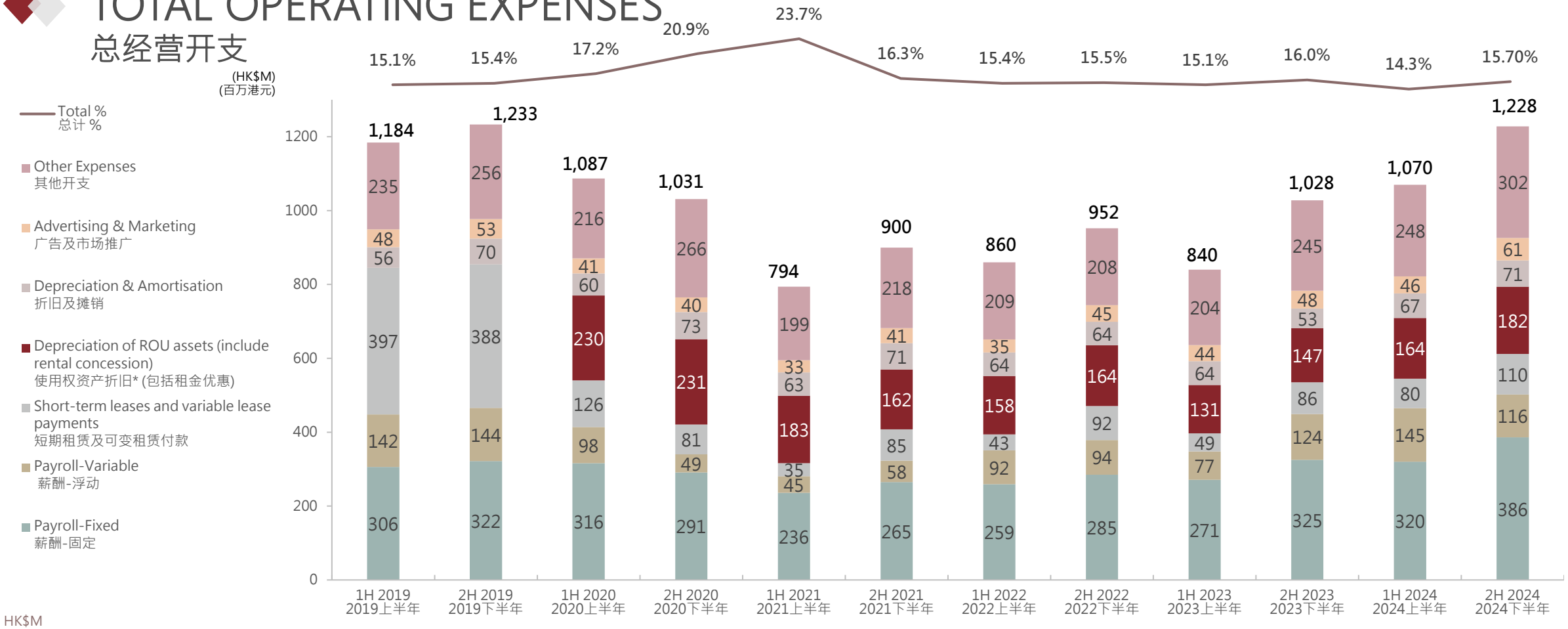


HK$M 百万港元	1H FY2024 2023上半财年			2H FY2024 2024下半财年		
	Revenue 收入	Segment Profit 分部溢利	Segment Profit Margin 分部溢利率	Revenue 收入	Segment Profit 分部溢利	Segment Profit Margin 分部溢利率
Retailing 零售	1,286	93	7.2%	1,577	101	6.4%
Y-o-Y Changes 按年变化	+23.9%	+36.0%	+0.6 p.p.	+24.3%	+57.8%	+1.3 p.p.
Wholesaling 批发	846	98	11.6%	588	7	1.2%
Y-o-Y Changes 按年变化	-23.1%	-31.5%	-1.5 p.p.	-37.9%	-93.7%	-10.5 p.p.
Adjusted 经调整[1]	905[1]	98	10.9%	692[1]	7	1.0%
Y-o-Y Changes 按年变化	-21.2%	-31.5%	-1.6 p.p.	-27.6%	-93.7%	-10.6 p.p.
Licensing 品牌业务	524	370	70.6%	465	304	65.3%
Y-o-Y Changes 按年变化	-2.3%	-3.9%	-1.1 p.p.	-7.2%	-19.0%	-9.5 p.p.
Overall 整体	2,656	561	21.1%	2,630	412	15.7%
Y-o-Y Changes 按年变化	-0.7%	-5.9%	-1.2 p.p.	-3.2%	-25.1%	-4.5 p.p.

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

TOTAL OPERATING EXPENSES
总经营开支



HK$M

	1H 2019 2019上半年	2H 2019 2019下半年	1H 2020 2020上半年	2H 2020 2020下半年	1H 2021 2021上半年	2H 2021 2021下半年	1H 2022 2022上半年	2H 2022 2022下半年	1H 2023 2023上半年	2H 2023 2023下半年	1H 2024 2024上半年	2H 2024 2024下半年
Depreciation of ROU assets 使用权资产折旧	N/A[1]	N/A[1]	230	255	233	181	167	169	140	149	164	182
Rent concession related to COVID-19 新冠疫情之租金优惠	N/A[1]	N/A[1]	-	-24	-50	-19	-9	-5	-9	-2	0	0
*Depreciation of ROU assets (include rental concession) 使用权资产折旧 (包括租金优惠)	N/A[1]	N/A[1]	230	231	183	162	158	164	131	147	164	182
Short-term leases, variable lease payments and rental expense 短期租赁,可变租赁付款及租赁开支	397[2]	388[2]	126	81	35	85	43	92	49	86	80	110
Interest expense related to lease 与租赁有关的利息开支	N/A[1]	N/A[1]	14	14	10	7	6	5	4	4	9	15
Total rent related expenses 总租金开支	397	388	370	326	228	254	207	261	184	237	253	307
Variances compared to prior year 与去年同期比较			-7%	-16%	-38%	-22%	-9%	+3%	-11%	-9%	+38%	+30%

Note 注：1 These expense were related to HKFRS 16, which was adopted in the FY2020. 这些费用与2020财年所采用的香港财务报表准则第16号有关。
2 This amount include the rental expenses before the adoption of HKFRS 16.该金额包括香港财务报表准则第16号采用前的租赁开支。

Thank You
謝謝

六福集團
LUKFOOK GROUP



DISCLAIMER
免责声明

This presentation has been prepared by Luk Fook Holdings (International) Limited (the "Company"), and the information contained herein has not been independently verified. This presentation does not make any explicit or implicit representations or warranties and no undue reliance should be placed on the accuracy, fairness or completeness of the statements or information contained herein. None of the Company nor any of its affiliates, advisors or representatives shall have any liability whatsoever for any loss howsoever arising in connection with the statements or information contained herein. You are cautioned not to rely on any of the forward-looking statements contained herein.

本简报由六福集团 (国际) 有限公司 ("本公司") 编制，当中所载资料未经独立核证。本简报概不就其所载陈述或资料发表任何明示或暗示的声明或保证，阁下亦不应过份依赖该等陈述或资料的准确性、公平性或完整性。本公司或其任何联属机构、顾问或代表概不因本简报所载任何陈述或资料引起或与之相关的任何损失而承担任何责任。谨此提醒阁下不应依赖本简报所载的任何前瞻性陈述。

FY2024
Annual Results
Highlights
全年业绩摘要

FY2024
Annual Report*
年报*

Investor Relations
WeChat
投资者关系微信

*FY2024 Annual Report will be uploaded in July 2024
2024财年年報将于2024年7月上载