



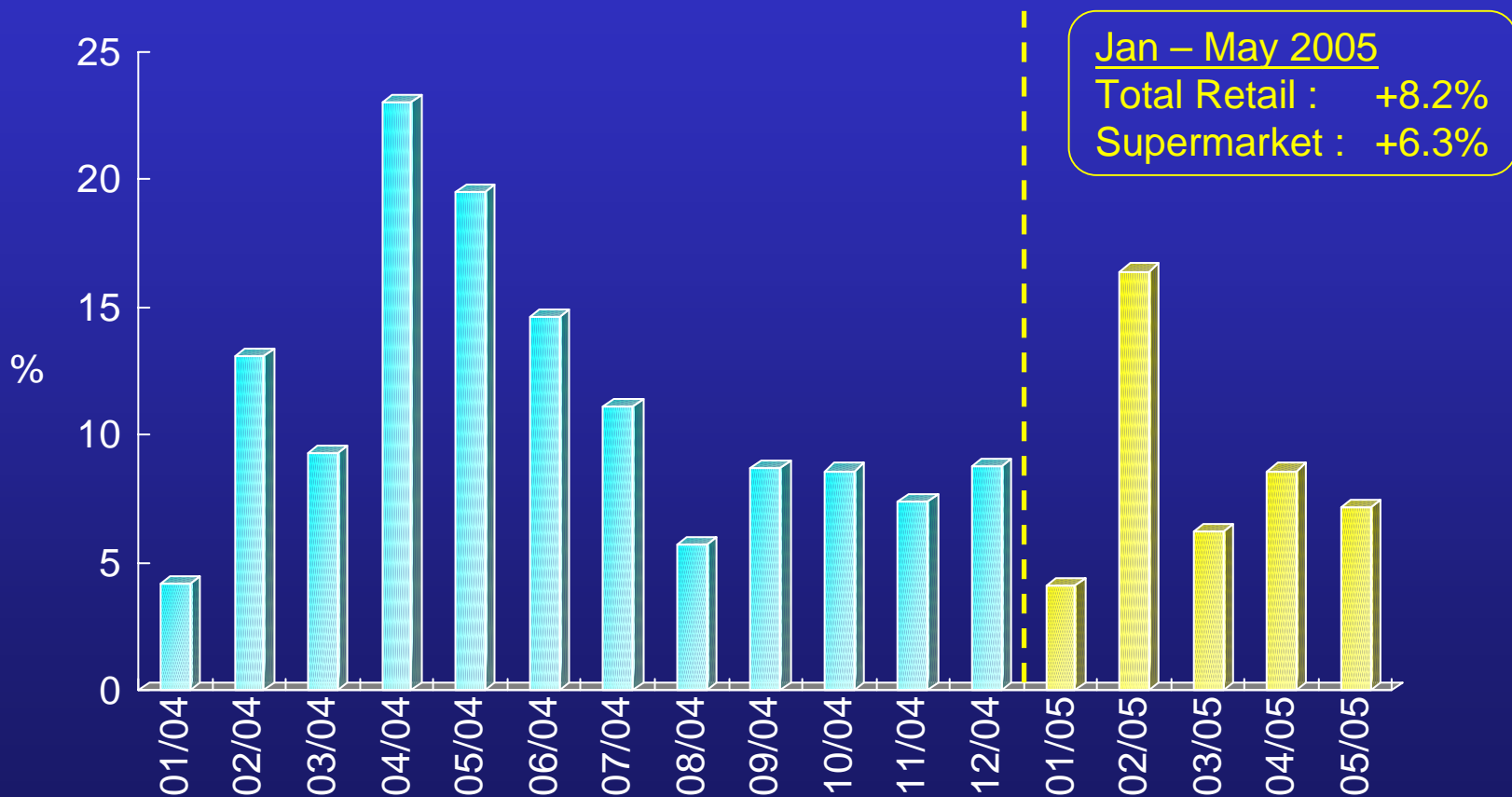
2nd Quarter 2005 Results Presentation



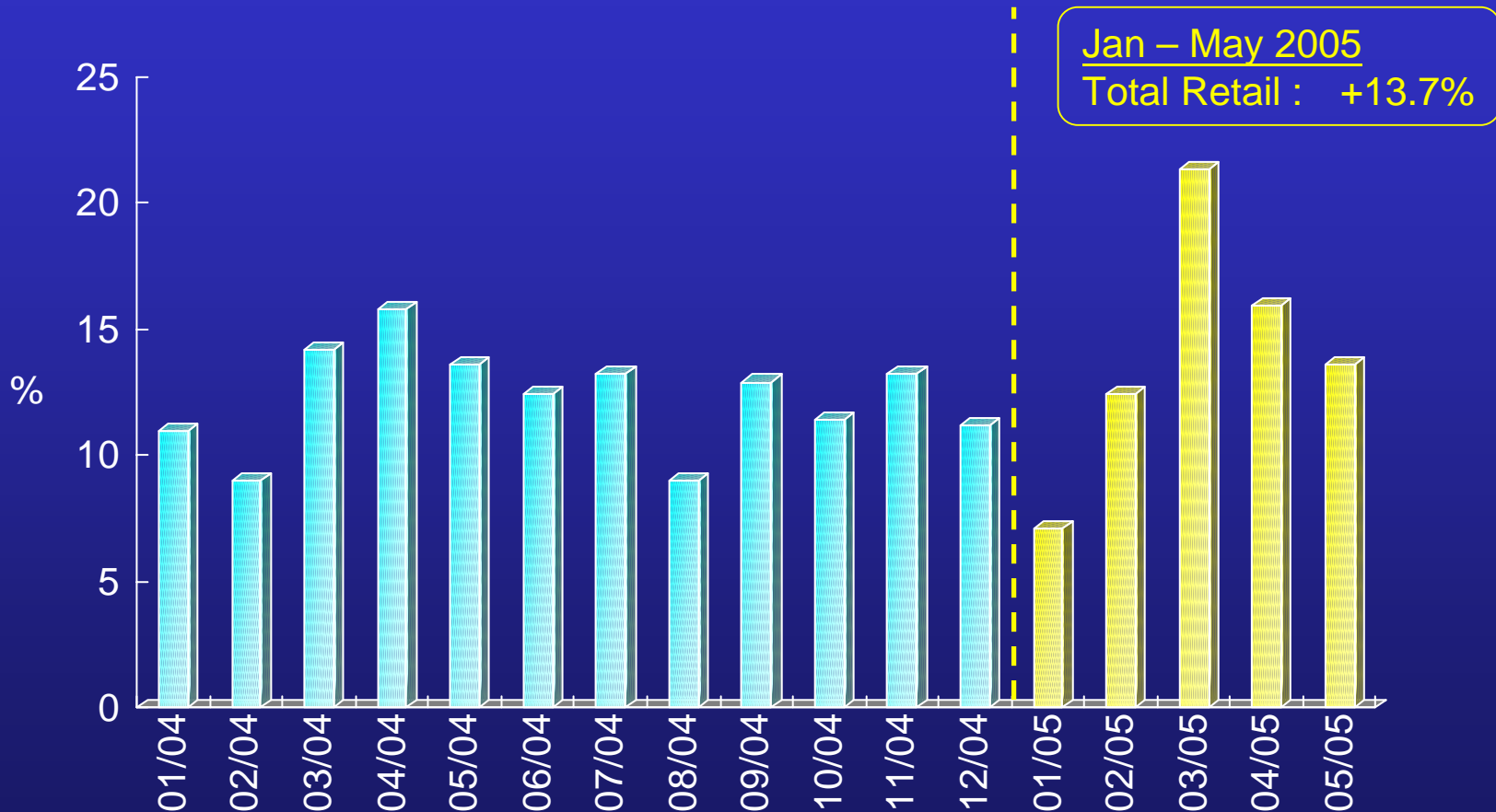
A member of the Li & Fung (Retailing) Group

3 August 2005

Hong Kong Retail Sales Value Year-on-year % Change



Guangzhou Retail Sales Value Year-on-year % Change

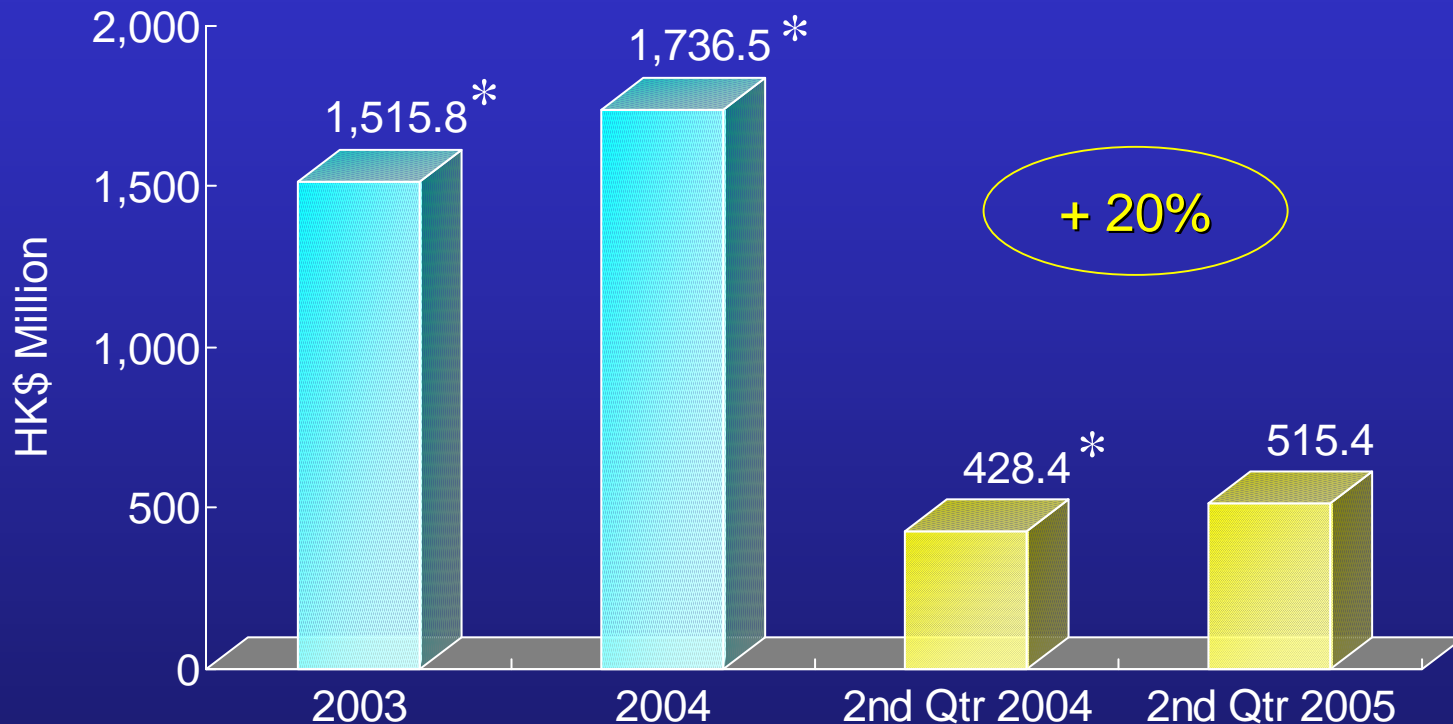


2nd Quarter 2005 Results Presentation Agenda

- 2nd Quarter 2005 Financial Results Highlights
- 2005 Outlook & Update
- Questions & Answers

2005 Financial Results Highlights

Group Turnover – 2nd Quarter



No. of store – HK	186	205	192	218
No. of store - China	7	20	12	29



Marketing & Promotions

「喜田花花」十大傑青

今個Hot Hot Hot夏天
至Cool Cool Cool購物!

OK便利店 獨家推出
購物每滿\$20*即送「喜田花花」襟章一個

*不包括優惠服務、八達通增值及補高換領、而每張電話卡、電話增值卡及網上遊戲時，將只可獲贈「喜田花花」襟章一個。
*「喜田花花」襟章贈品恕不能更換。數量有限，送完即止。

©2014 OK REGENT LANE LTD

OK便利店 獨家推出
買滿\$20*即送「任您串」一個

「喜田花花」
Spell it out with memug

儲齊全套26個字句
由藥家碧女士親自執筆設計

每個「任您串」內附送「喜田白白」

*不包括優惠服務、八達通增值及補高換領、而每張電話卡、電話增值卡及網上遊戲時，將只可獲贈「喜田白白」一個。
**「喜田白白」贈品恕不能更換。

©Circle K

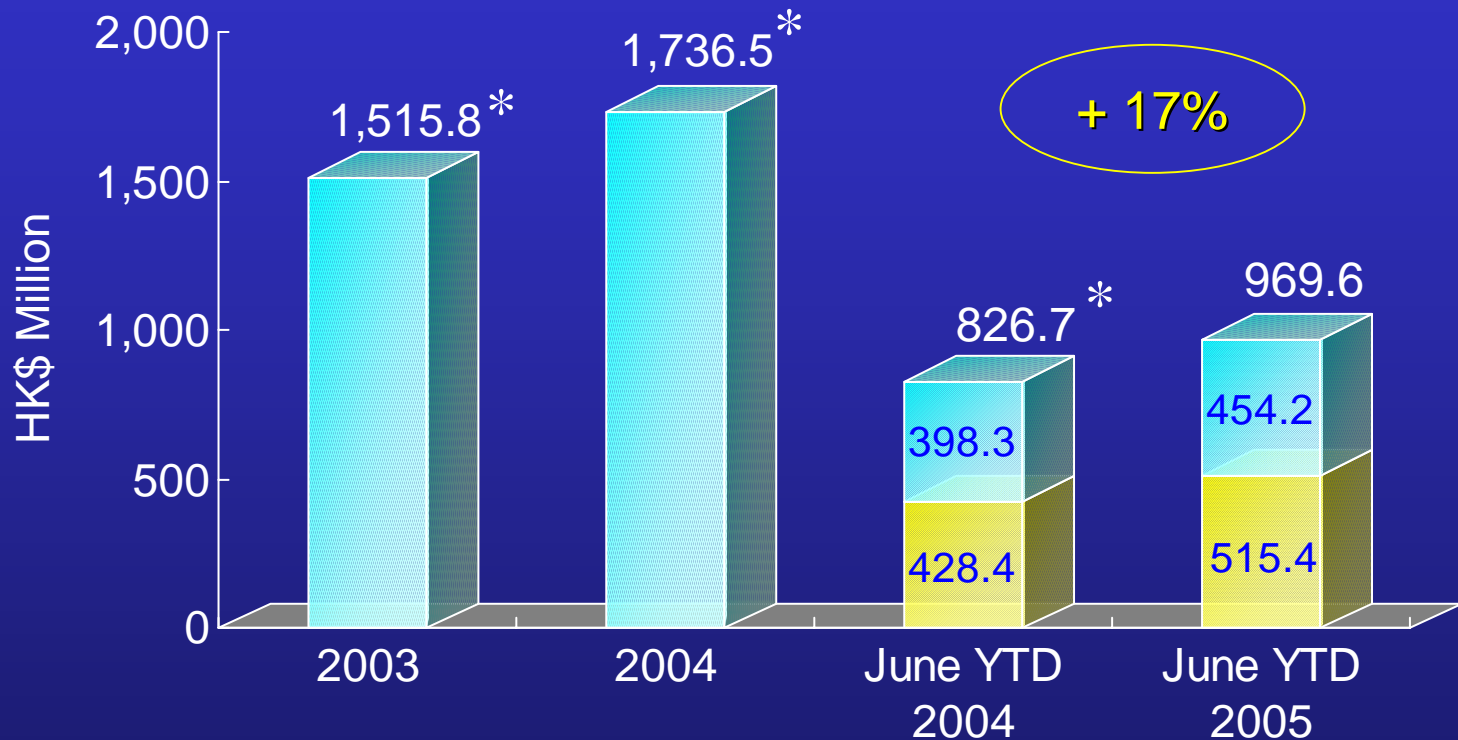
©2014 OK REGENT LANE LTD

「喜田花花」大團圓版 現已推出

©2014 OK REGENT LANE LTD

2005 Financial Results Highlights

Group Turnover – June YTD

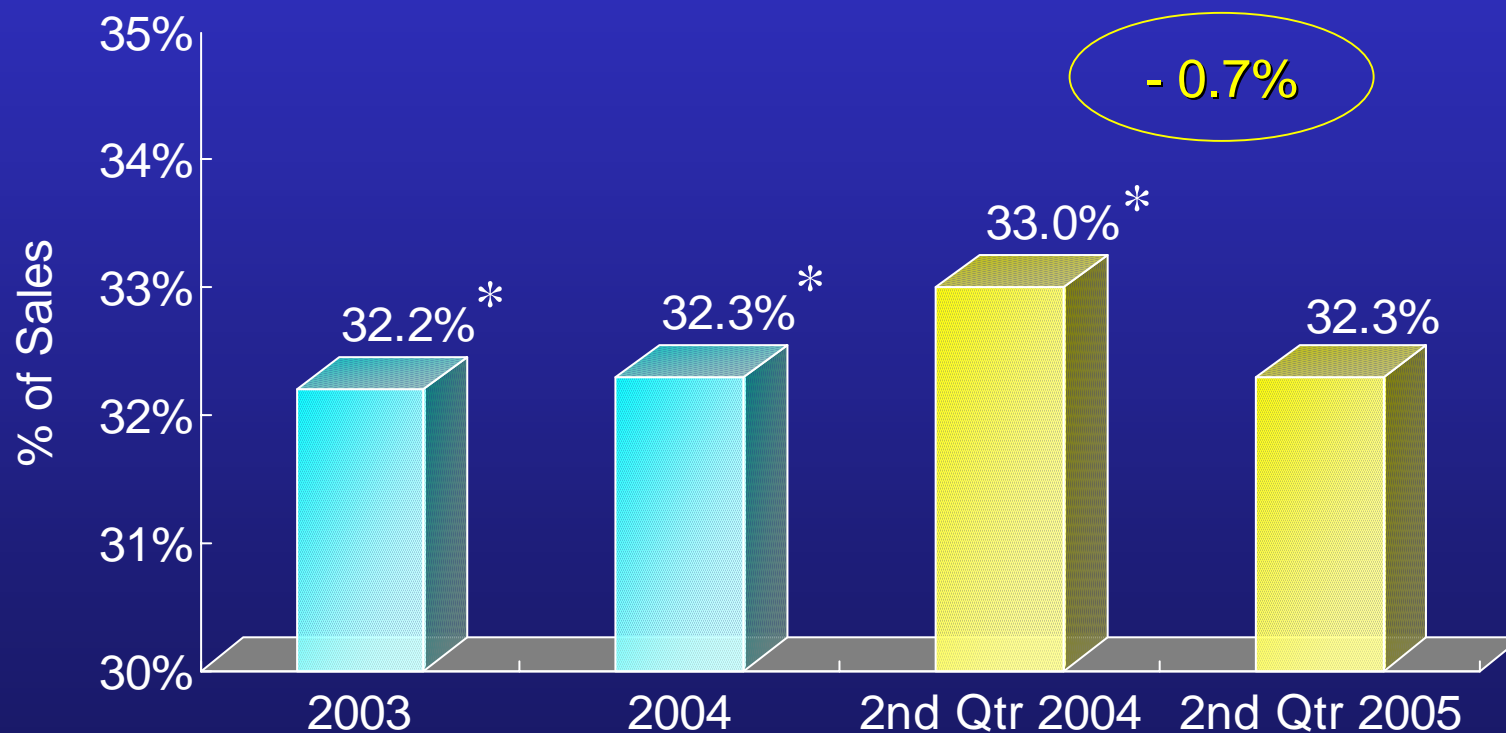


No. of store – HK	186	205	192	218
No. of store - China	7	20	12	29

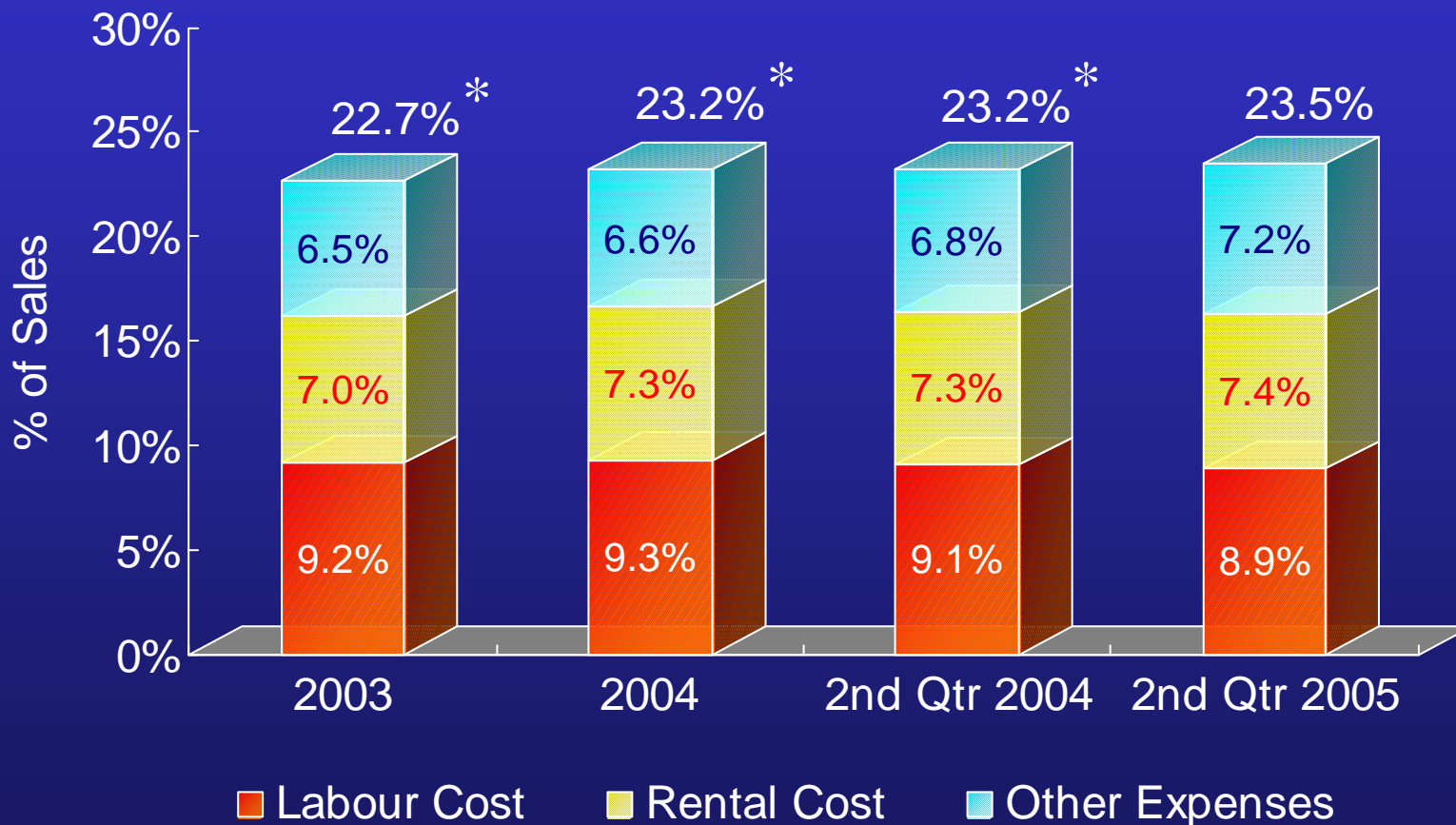


Lower in Gross Margin / Other Income

Gross Margin/Other Income as % of Sales
(Excluding Interest)

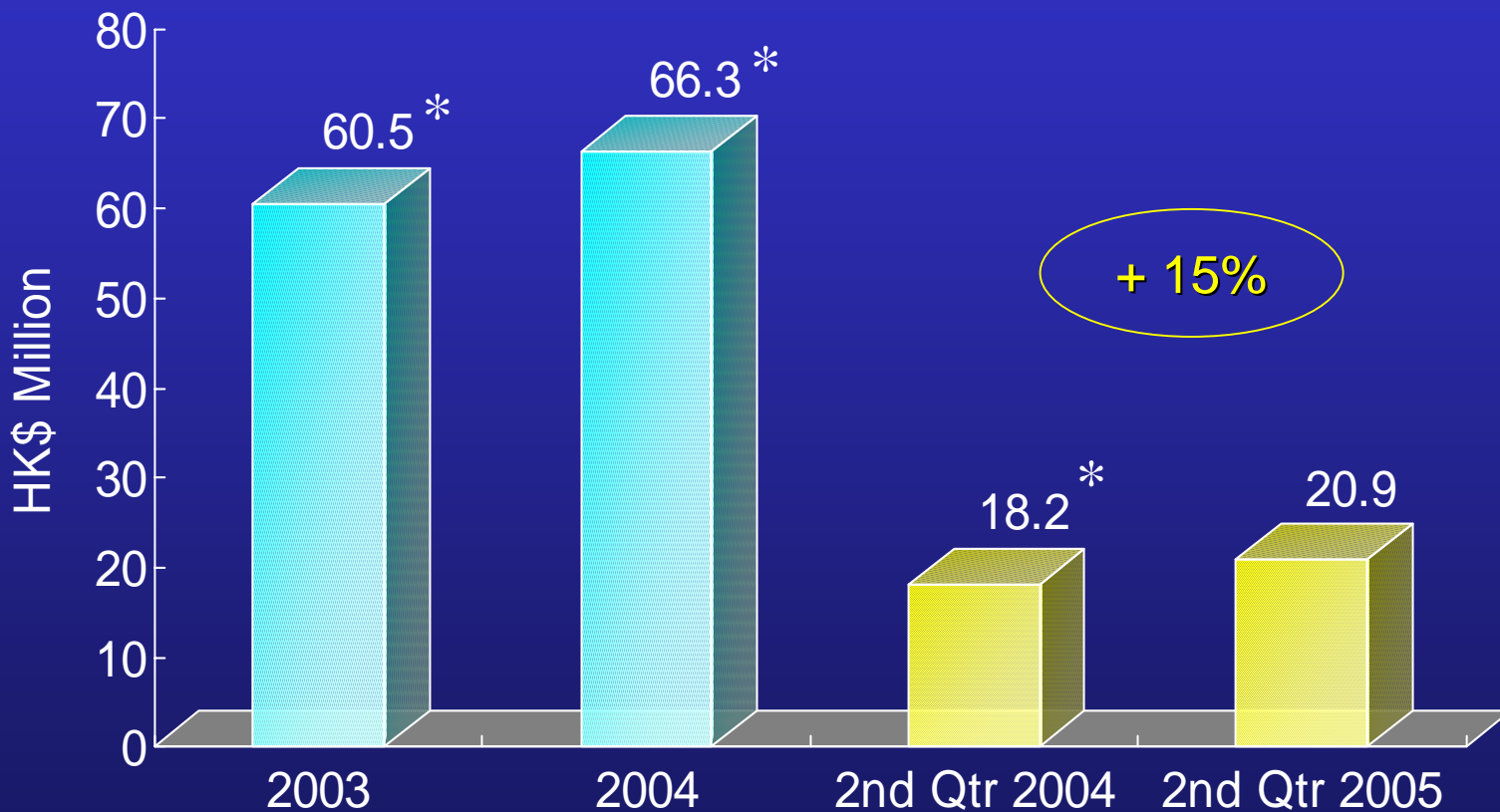


Higher Store Operating Expenses



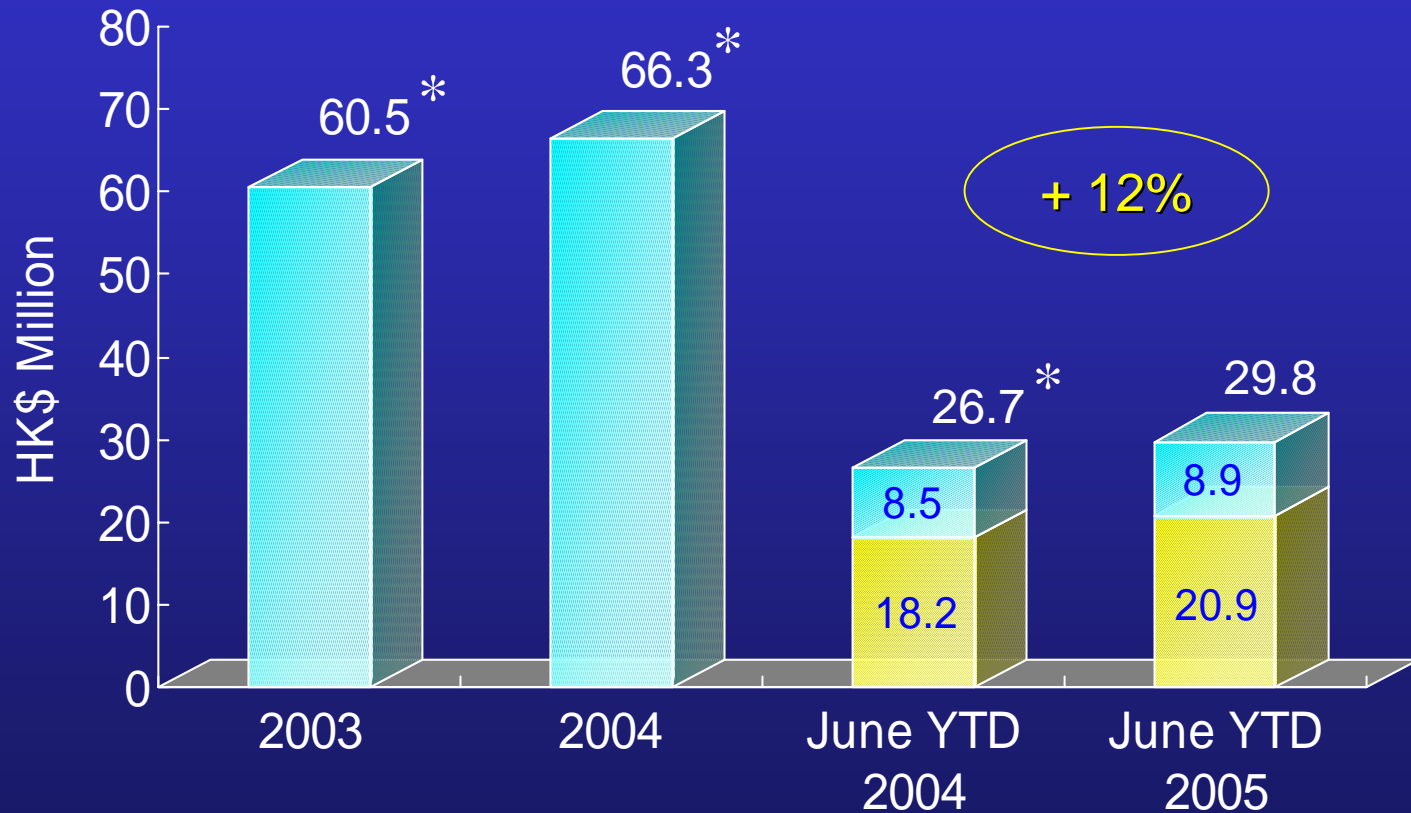
2005 Financial Results Highlights

Group Net Profit – 2nd Quarter



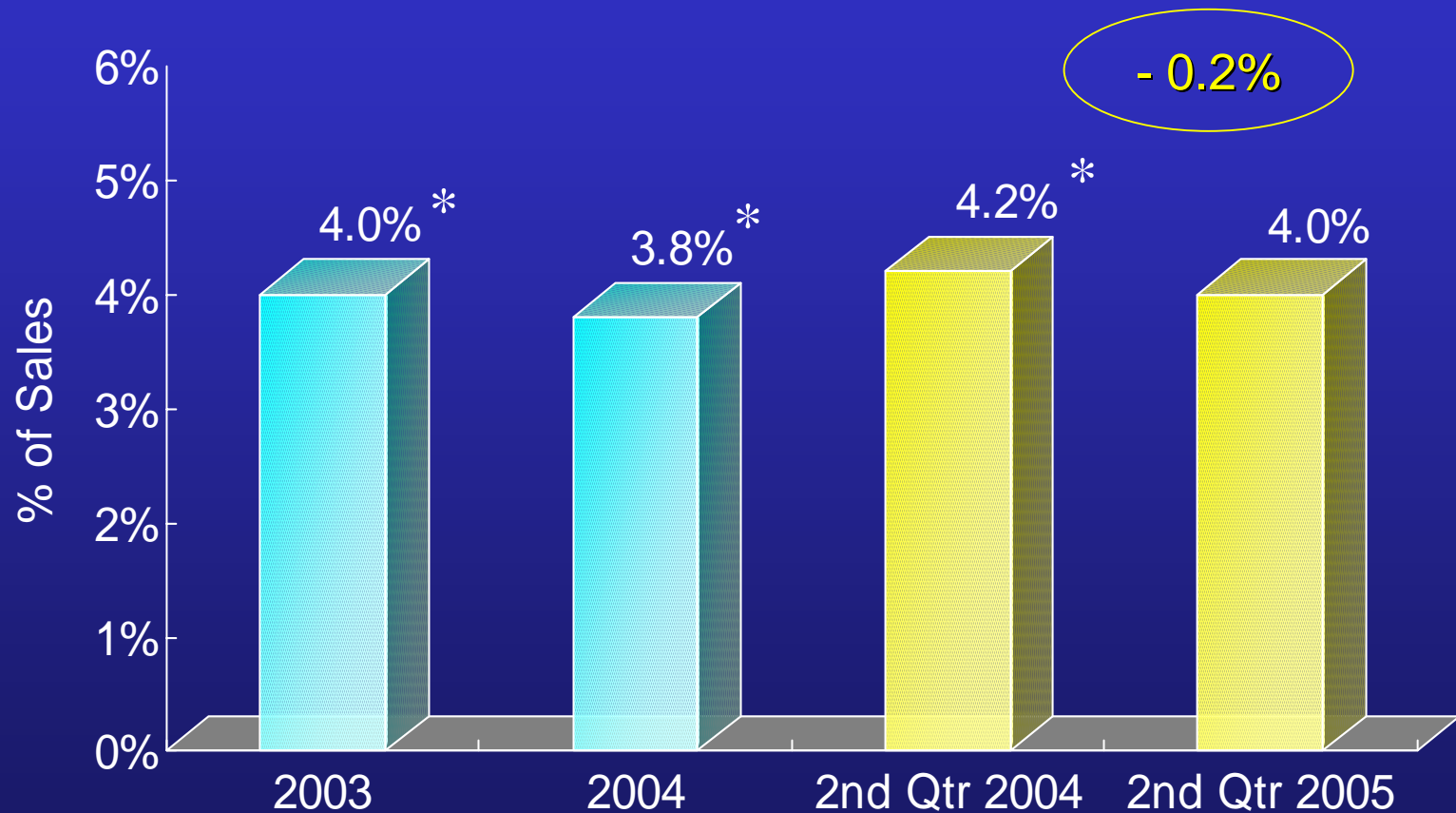
2005 Financial Results Highlights

Group Net Profit – June YTD



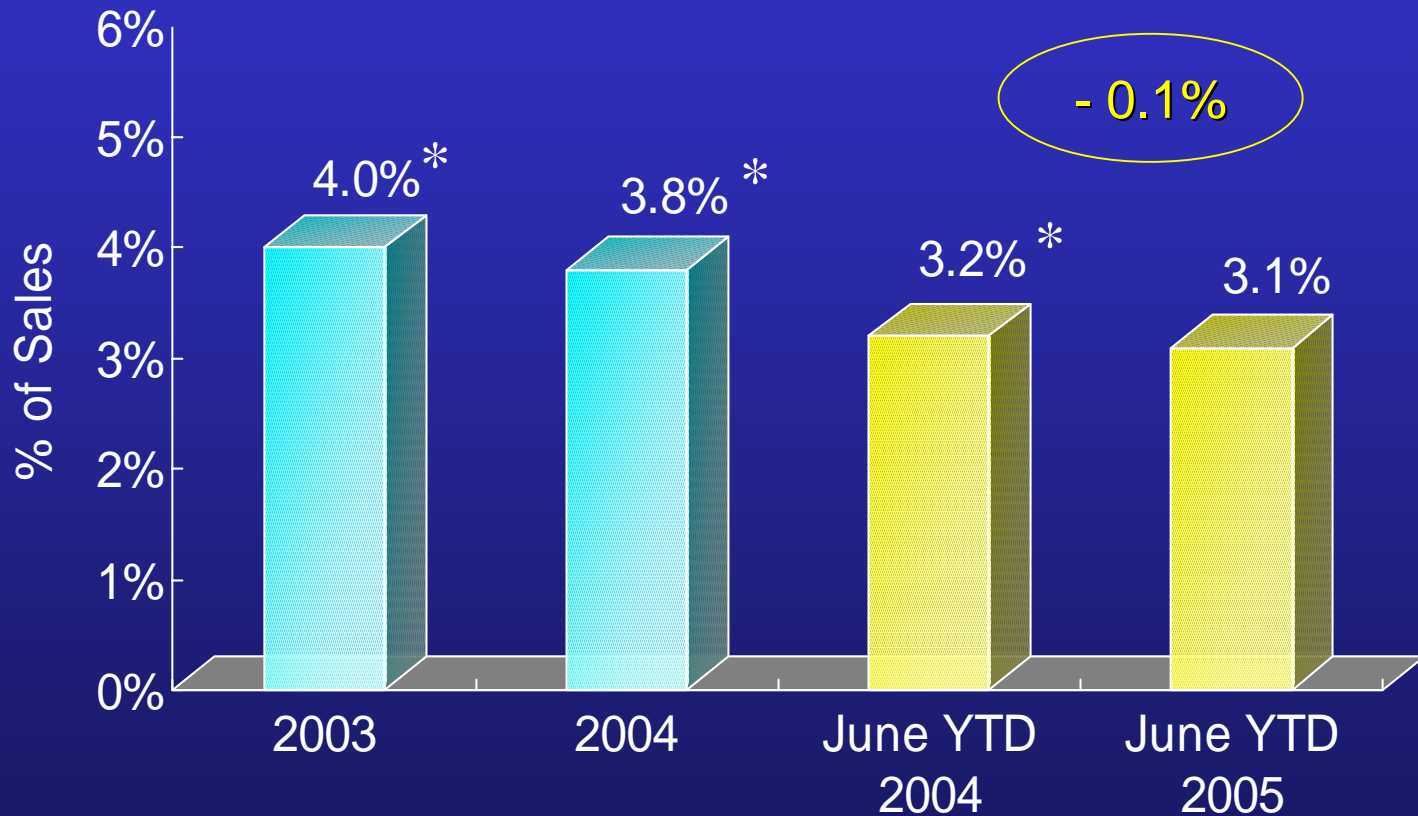
2005 Financial Results Highlights

Net Profit as % of Sales – 2nd Quarter



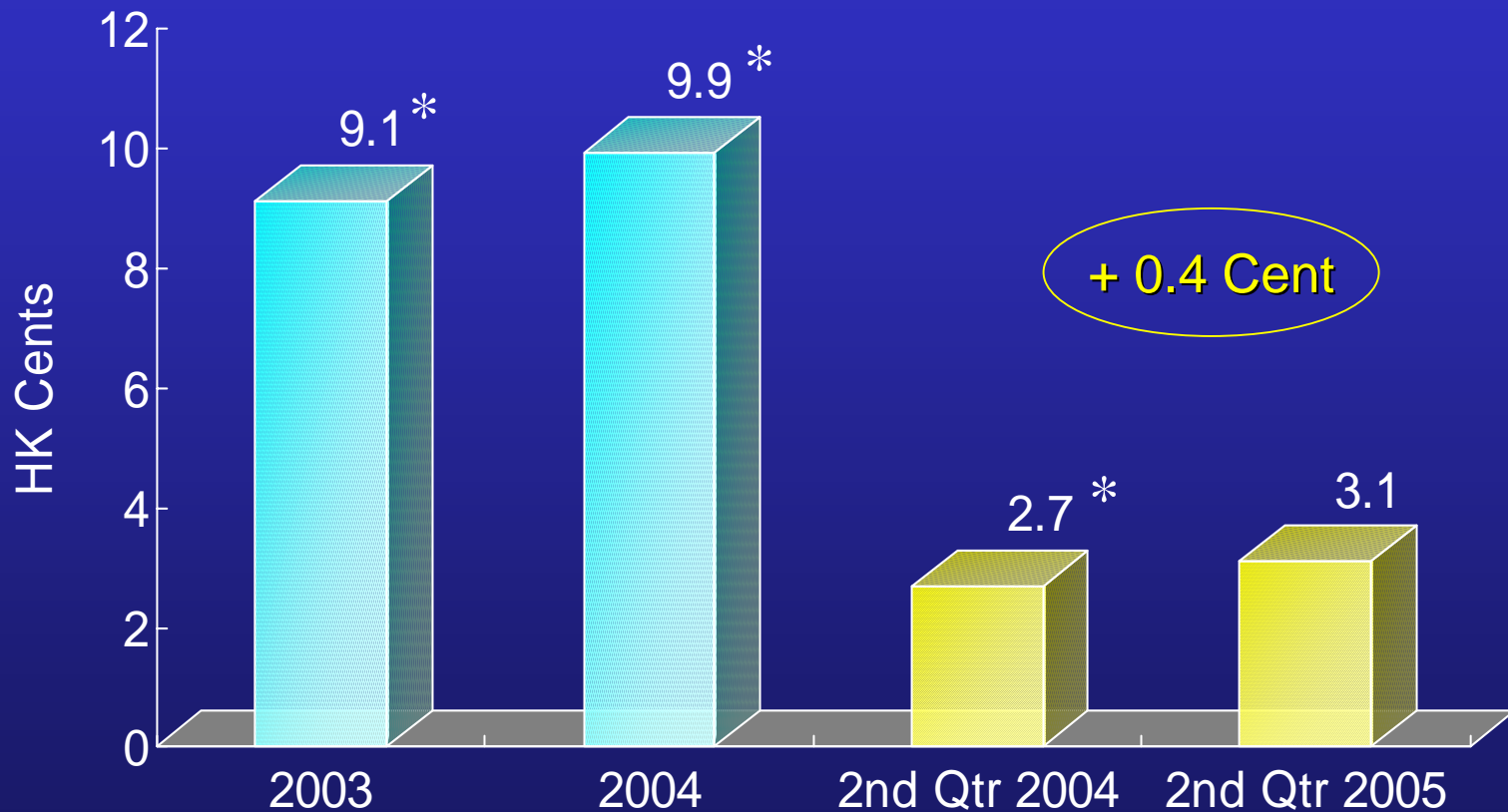
2005 Financial Results Highlights

Net Profit as % of Sales – June YTD



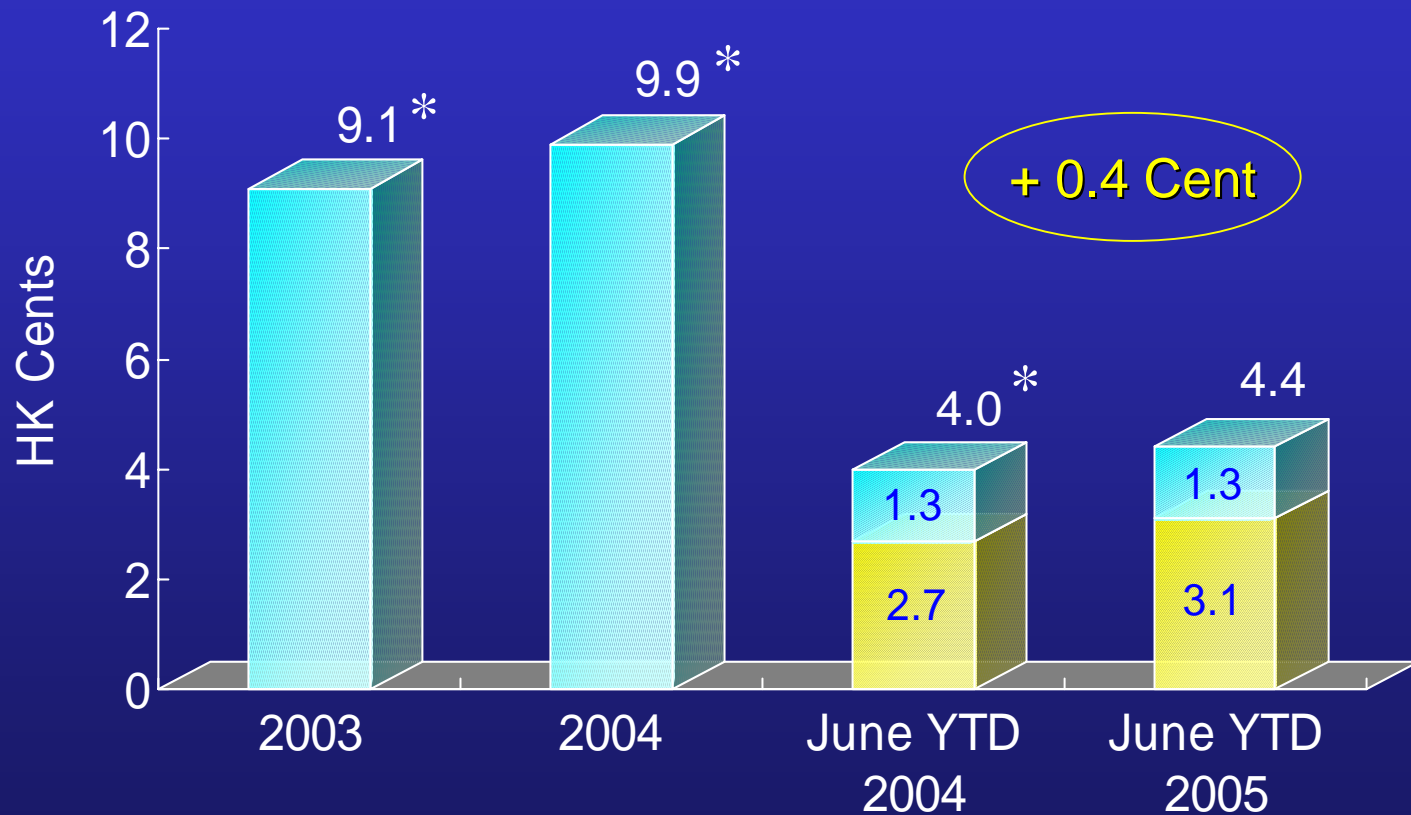
2005 Financial Results Highlights

Basic Earnings Per Share – 2nd Quarter



2005 Financial Results Highlights

Basic Earnings Per Share – June YTD





2nd Quarter 2005 Financial Results Highlights

	<u>2nd Qtr 2004</u>	<u>2nd Qtr 2005</u>	<u>Change</u>
Group Turnover (HK\$ Million)	428.4*	515.4	+20%
Group Net Profit (HK\$ Million)	18.2*	20.9	+15%
Net Profit as % of Sales	4.2%*	4.0%	-0.2%
Basic Earnings Per Share	2.7 Cents*	3.1 Cents	+0.4 Cent
Interim Dividend	1.25 Cents	1.5 Cents	+0.25 Cent



June YTD 2005 Financial Results Highlights

	<u>2nd Qtr 2004</u>	<u>2nd Qtr 2005</u>	<u>Change</u>
Group Turnover (HK\$ Million)	826.7*	969.6	+17%
Group Net Profit (HK\$ Million)	26.7*	29.8	+12%
Net Profit as % of Sales	3.2%*	3.1%	-0.1%
Basic Earnings Per Share	4.0 Cents*	4.4 Cents	+0.4 Cent
Interim Dividend	1.25 Cents	1.5 Cents	+0.25 Cent



2005 Update & Outlook

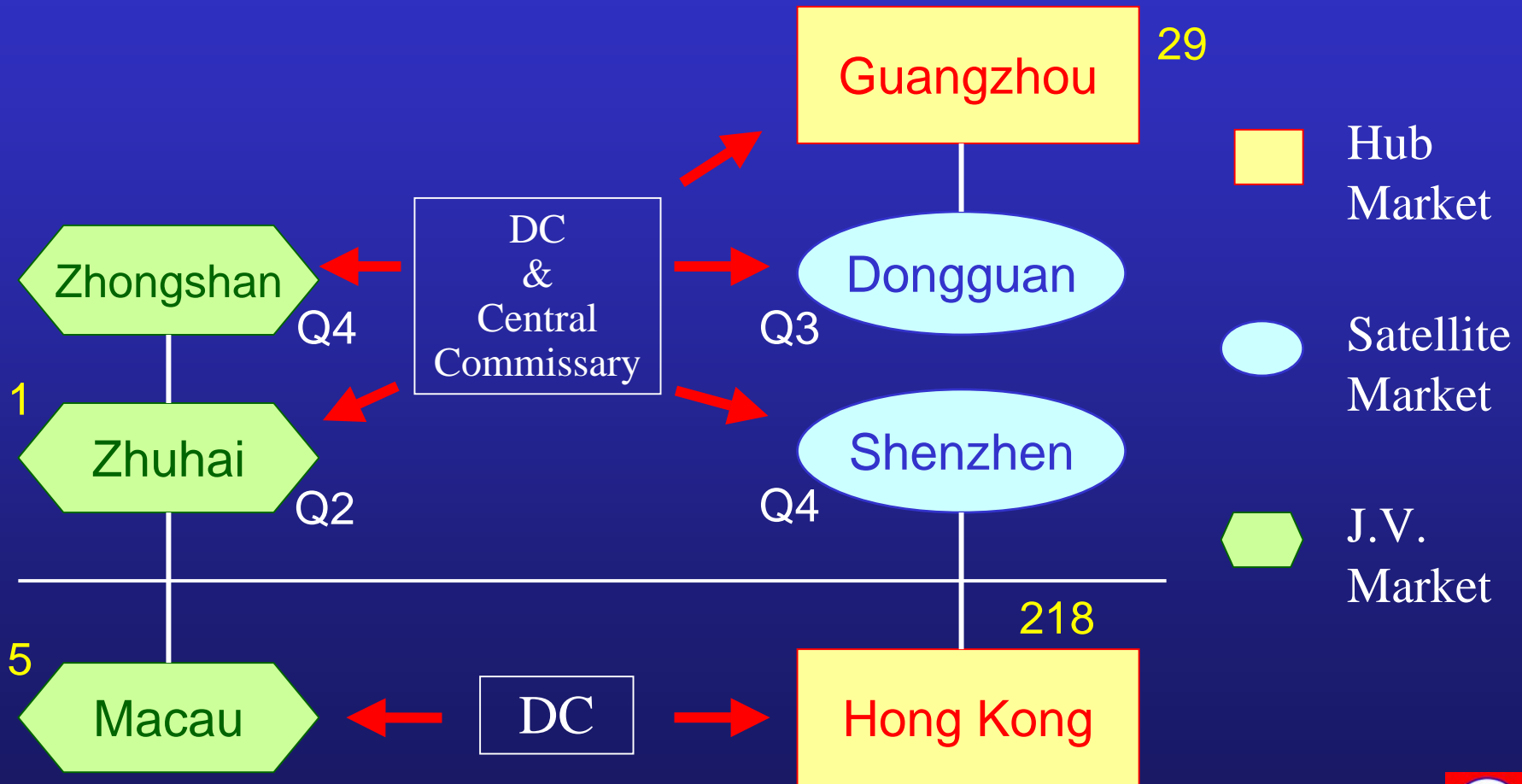
2005 Update & Outlook Circle K Hong Kong

- Steady improvement in consumer sentiment and spending
- Irrational increase in rental:
 - Prudent new store growth
 - Upgrade existing stores to 3G concept
- Head-to-head competition
- Quality strategy and promotion to drive comparable store sales growth



2005 Update & Outlook

Circle K Southern China Market Structure



2005 Update & Outlook To Summarize

- Improving but more competitive Hong Kong market
- All markets in the Pearl River Delta set up and operating by end of 2005
- Exceeding 300 Circle K stores, \$2 billion sales

