



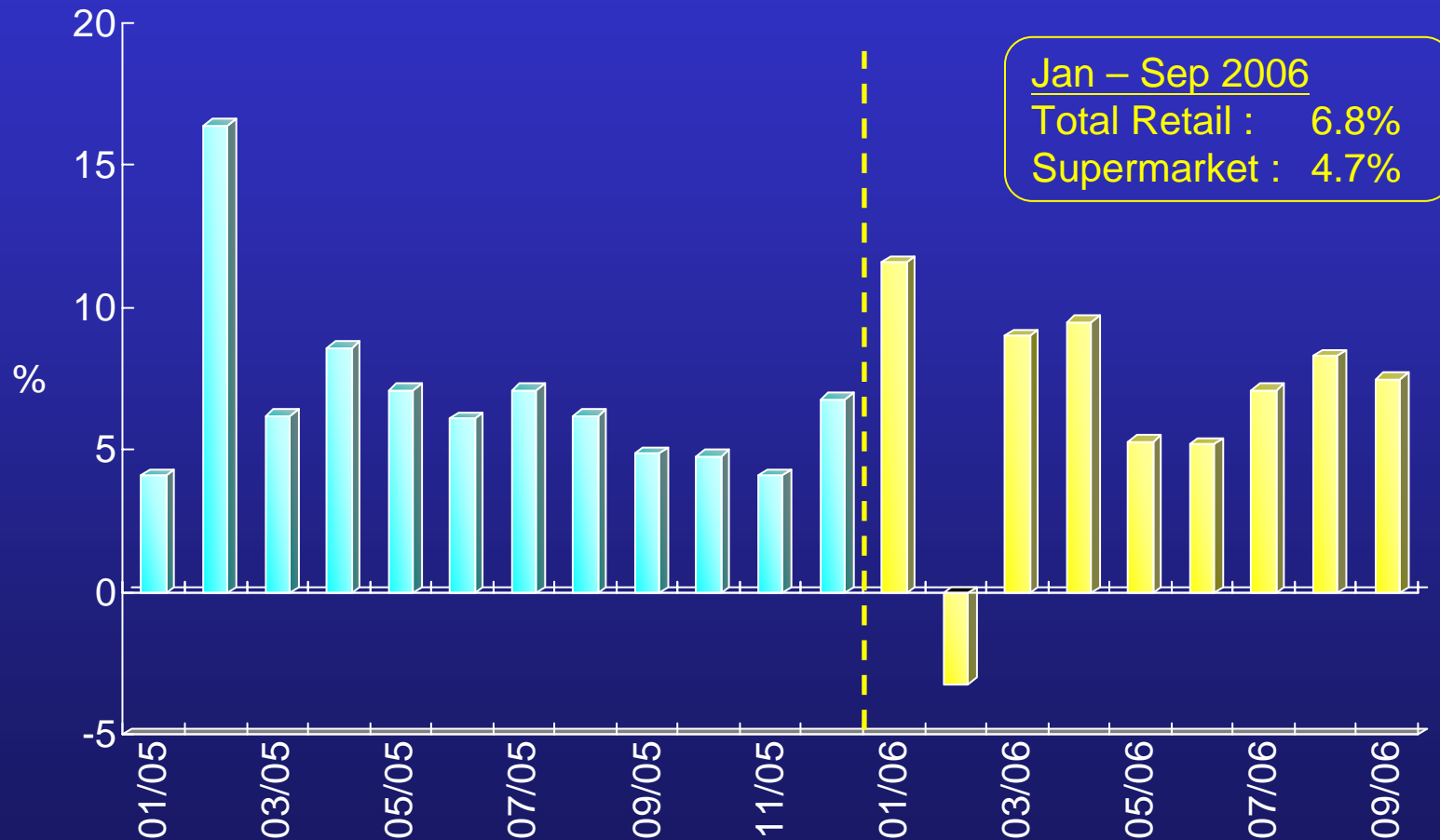
# 3<sup>rd</sup> Quarter 2006 Results Presentation



Member of the Li & Fung Group

6 November 2006

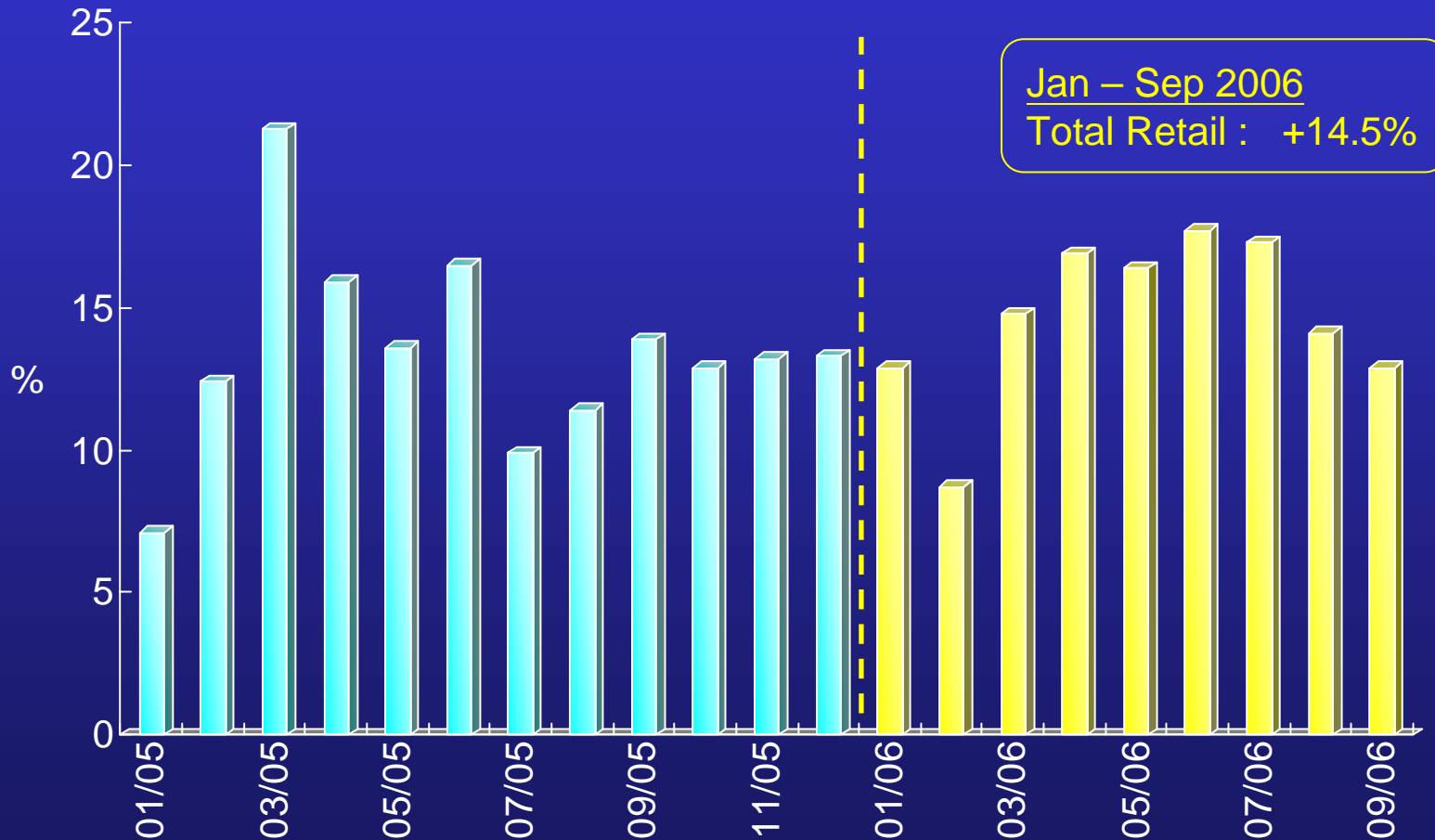
# Hong Kong Retail Sales Value Year-on-year % Change



# Hong Kong Market 3rd Quarter 2006 Update

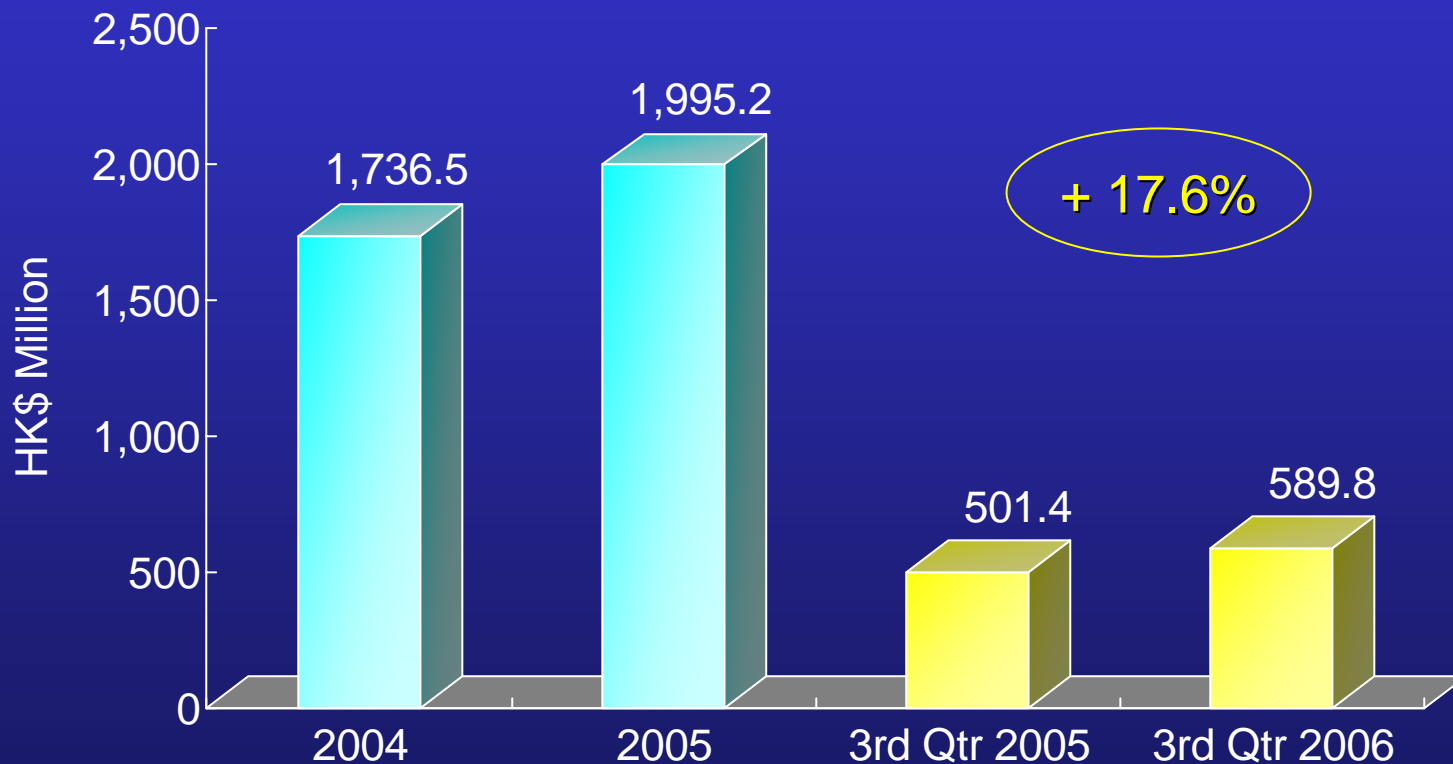
- Mainland tourists arrival leveling off
- Cigarette price increased from \$26 to \$28 per packet
- Newspaper “The Sun” Increased price from \$4 to \$5
- Irrational rental increases
- Retail sites vacancy percentage increasing
- Tighter labour and inflation pressure on wages

# Guangzhou Retail Sales Value Year-on-year % Change



# 2006 Financial Results Highlights

## Group Turnover – 3rd Quarter



# 2006 Financial Results Highlights

## Group Turnover – September YTD



## 3<sup>rd</sup> Quarter 2006 Financial Results Highlights

### Number of Circle K Stores

	3 <sup>rd</sup> Qtr 2005	End of 2005	3 <sup>rd</sup> Qtr 2006
Hong Kong	223	230	249
Guangzhou	35	40	47
Dongguan	-	5	7
Shenzhen	-	-	2
Sub Total	258	275	305
Macau	9	11	15
Zhuhai	4	4	6
<b>Total</b>	<b>271</b>	<b>290</b>	<b>326</b>



# Marketing and Promotions Circle K Hong Kong

**OK便利店**

## OK便利獎賞

留意收銀機屏幕，隨時中獎  
每張刷卡，每張抽獎，每次購物滿\$15，付款時電子收銀機即時自動抽獎

買得愈多  
愈易中獎

恭喜您！您已贏得：

共6部  
或  
共42部

豐富獎品總值超過  
**\$3,000,000**

Summer Surprise

**OK便利店** 送出全套36款

## 小哈哈同你講

惠顧每\$20\* 即送掛飾一件  
\*不包括特價及高價貨品

- 交友點講？
- 嬉戲點講？
- 心曠點講？
- 嬉情點講？
- 態度點講？
- 驚人點講？

想點講就點講！

Smiley Promotion

**OK便利店**

## 唔知點講？ 小哈哈同你講

換購價\$8 小哈哈手機繩

換購價\$10 小哈哈鑰匙環

換購價\$20 小哈哈掛頸手機繩 (備有黑及藍色任擇)

換購價\$28 小哈哈收藏盒 (附贈、贈送均可)

惠顧每\$20即可換購\* 小哈哈精品任何一件



# Marketing and Promotions Circle K Southern China

**OK便利店**

网上最流行的标识「传情达意小哈哈」



**开心校园积分有礼**

凡购物满¥5, 即可得本期印花图一枚\*

- 集齐所需印花数目, 即可免费换取精美奖品
- 亦可凭指定印花数目, 以超值金额换购\*\*

每款奖品均为限量版, 换完即止!

本活动有效期自2006年9月14日至12月4日  
买回款式以店内陈列实物为准

Smiley Central™  
www.okretail.com.cn

详情, 请见电话卡背面\*\* 本本期印花恕不续费

**OK便利店**

**开心校园积分有礼**

凡购物满¥5, 即可得本期印花图一枚, 集齐所需印花数目, 即可兑换精美奖品。每款奖品均为限量版, 换完即止!

天作之合 45cm抱枕

我好酷 15cm公仔

我的心 15cm公仔

甜心 45cm抱枕

晴天我著 15cm公仔

网上最流行的标识「传情达意小哈哈」

集齐100枚印花免费换购或  
50枚印花加¥25换购任何一款

集齐50枚印花免费换购或  
30枚印花加¥15换购任何一款

Lexus 汽车

Mini Cooper

Jeep越野车

Hot Wheel车仔 (5个装)

Smiley Central™  
www.okretail.com.cn

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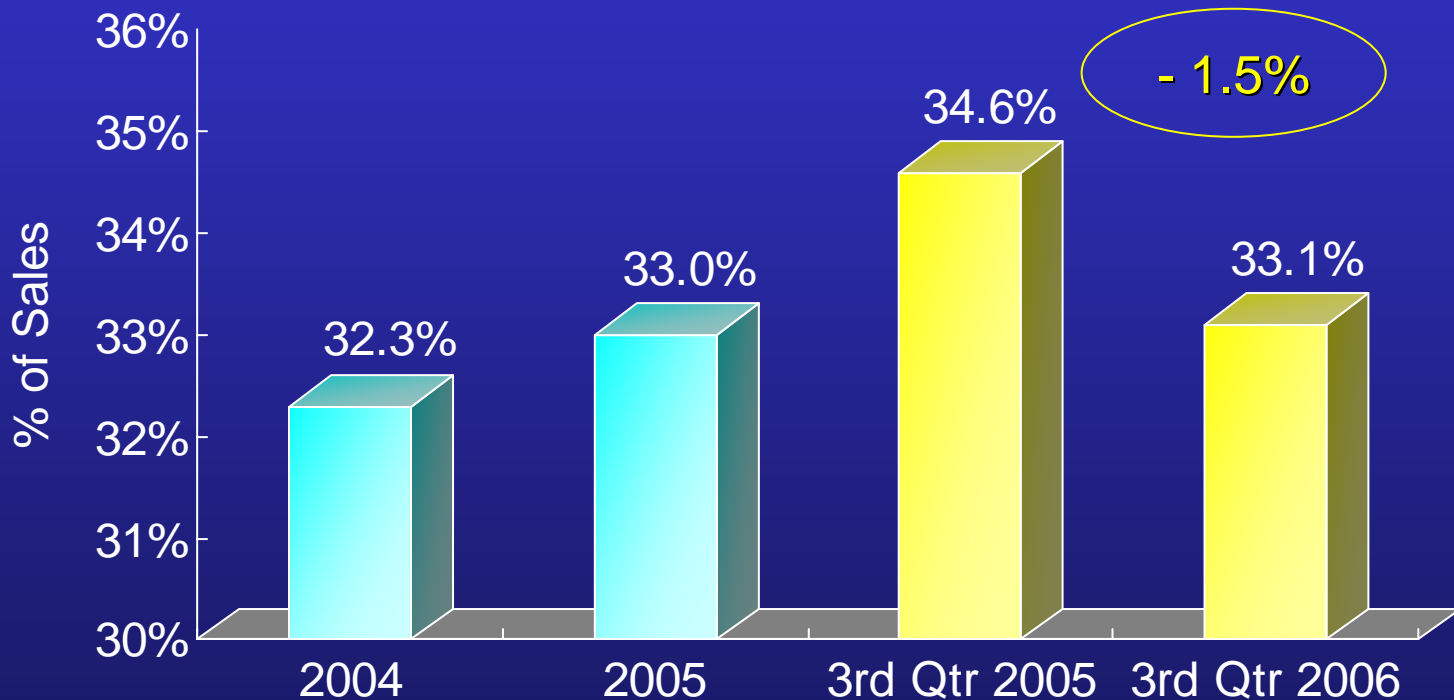
详情, 请见电话卡背面\*\* 本本期印花恕不续费

Student Loyalty Program

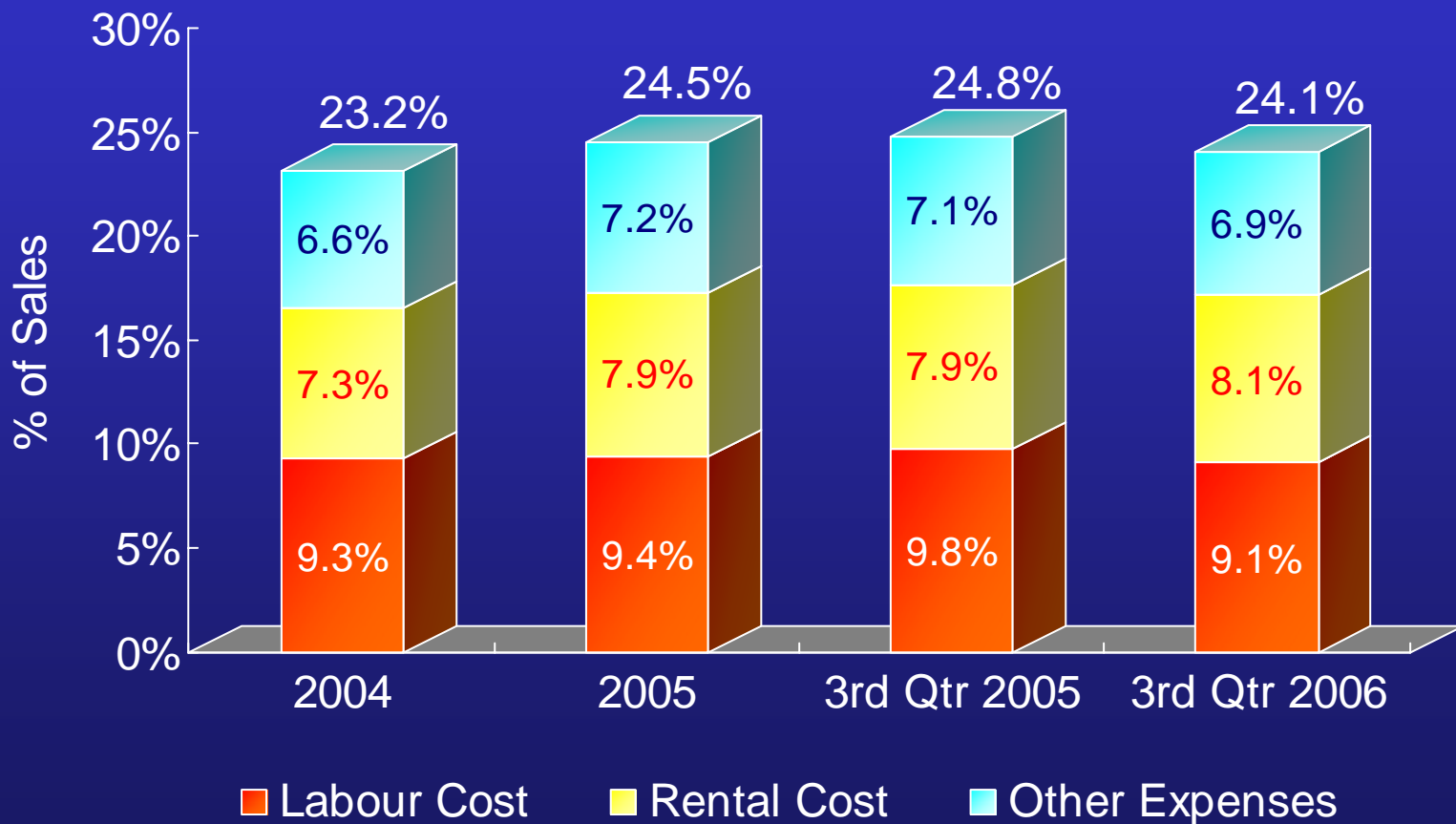


# Gross Margin / Other Income

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

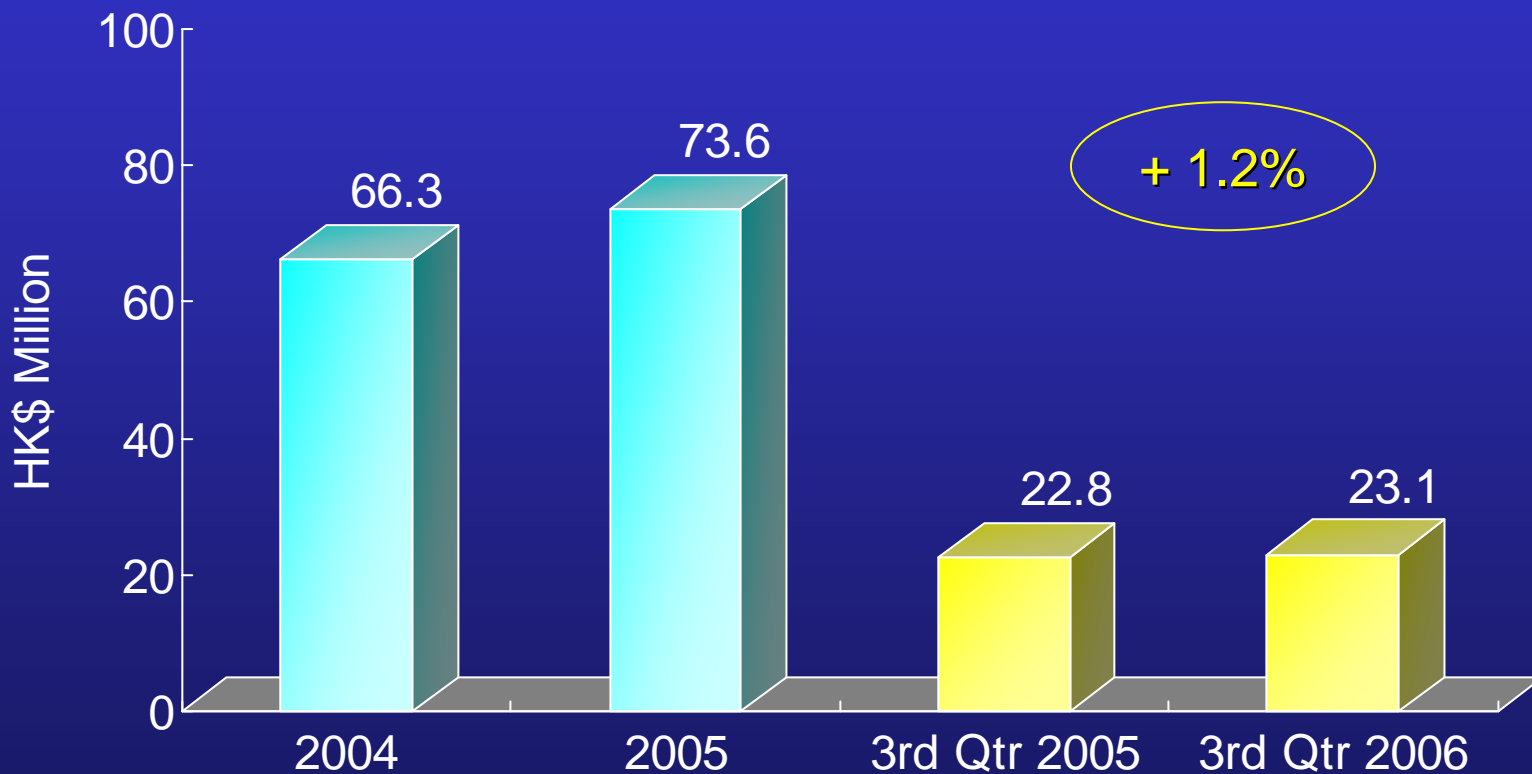


# Store Operating Expenses



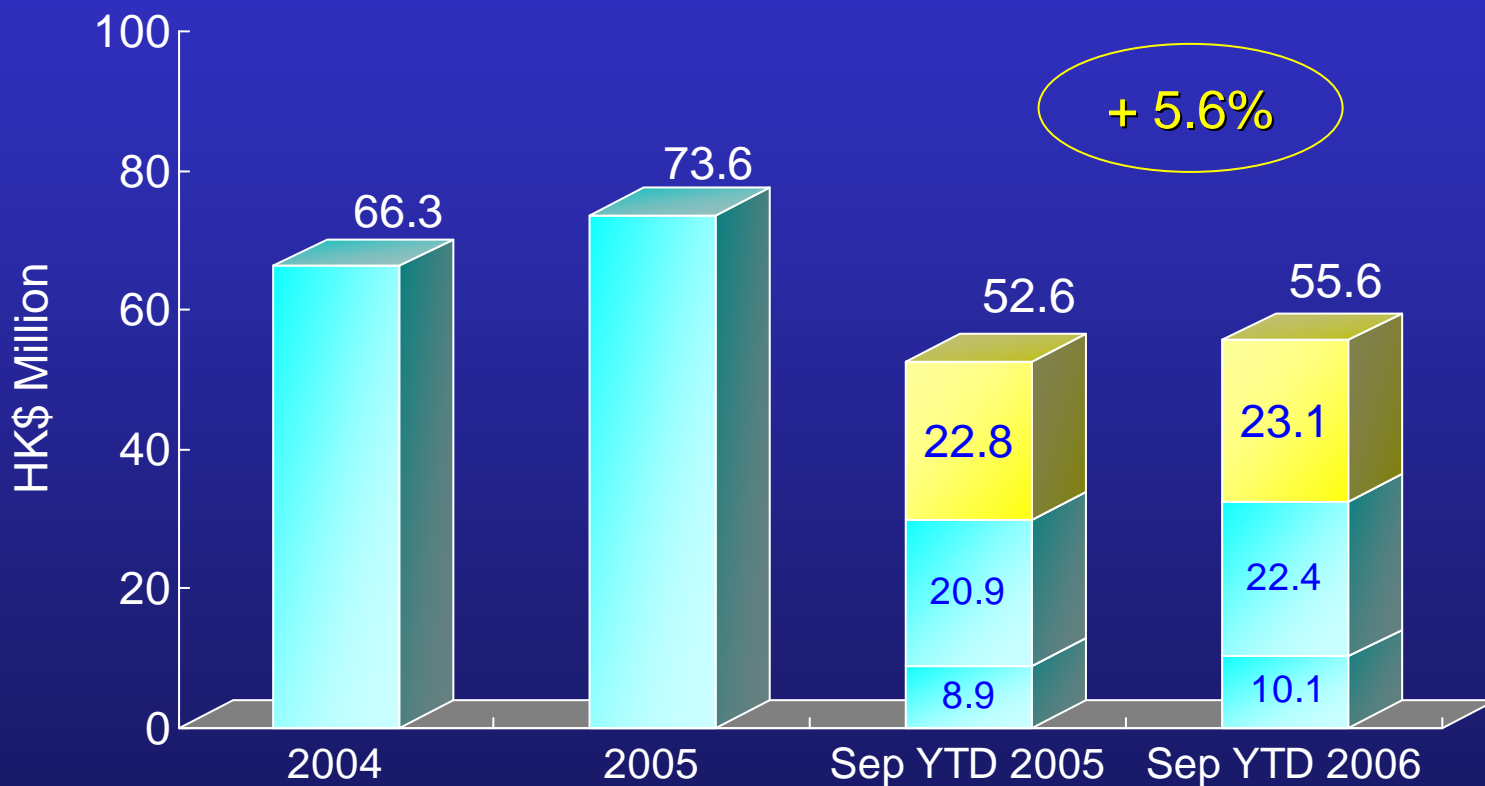
# 2006 Financial Results Highlights

## Group Net Profit – 3rd Quarter



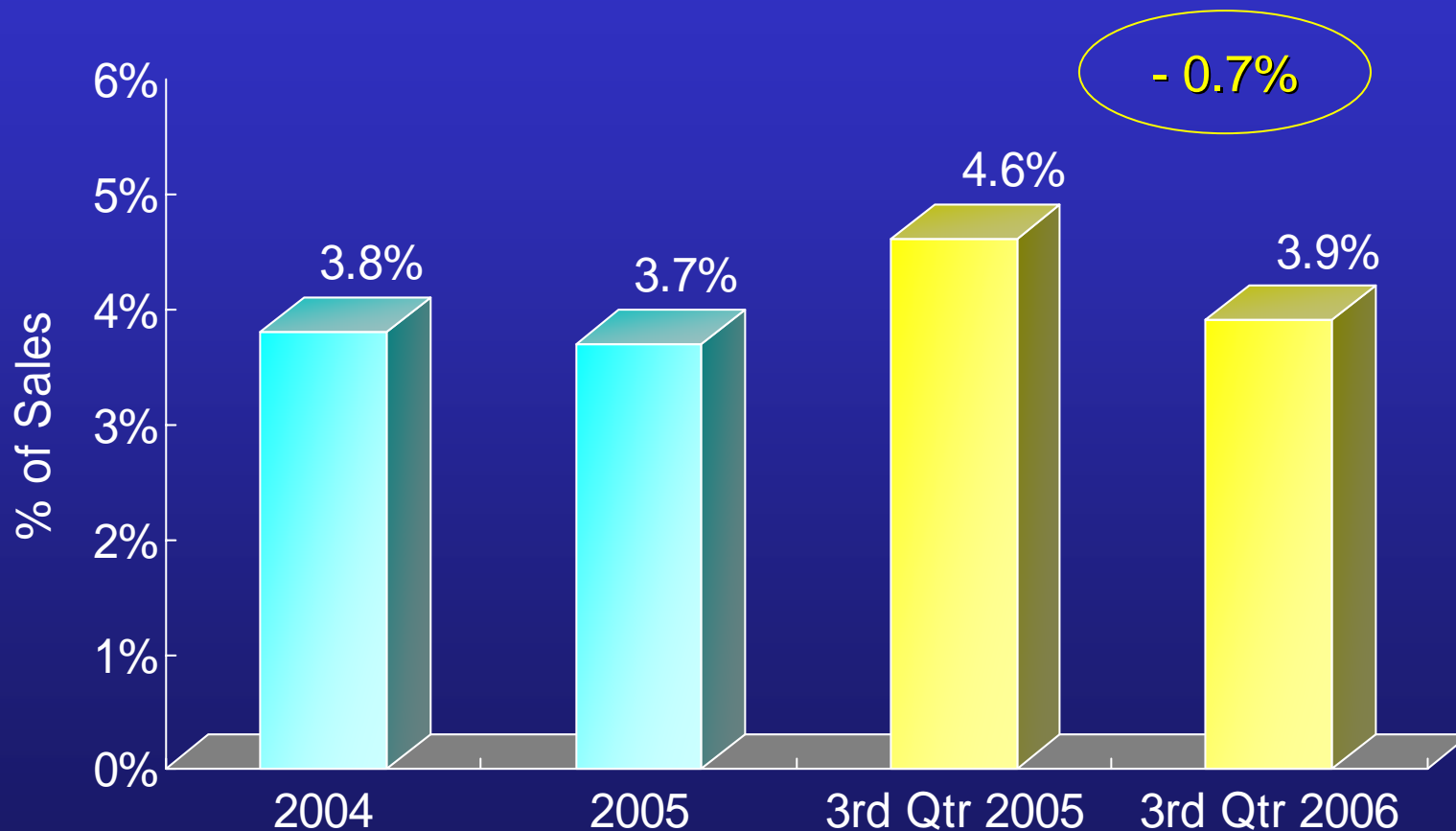
# 2006 Financial Results Highlights

## Group Net Profit – September YTD



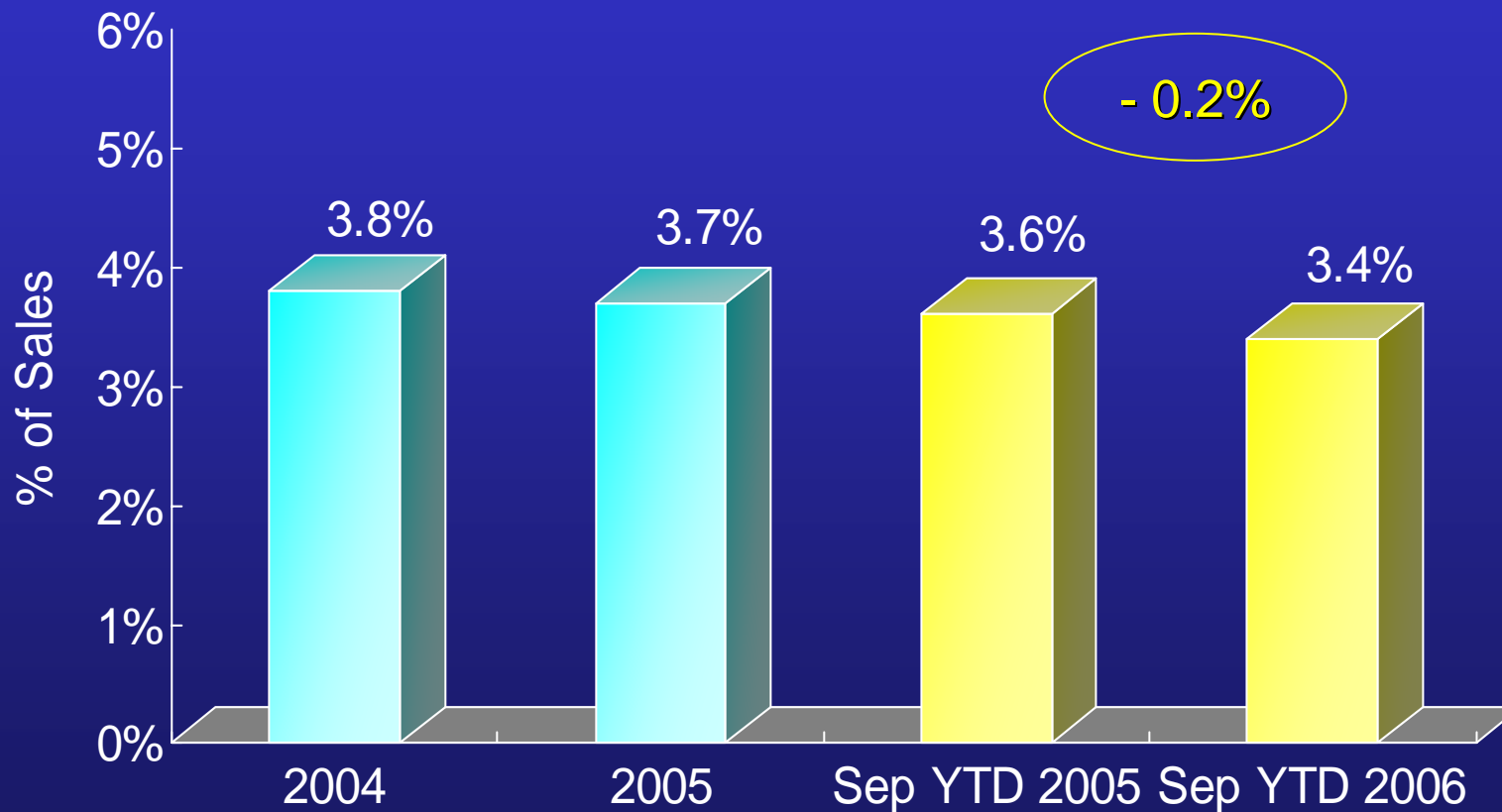
# 2006 Financial Results Highlights

## Net Profit as % of Sales – 3<sup>rd</sup> Quarter



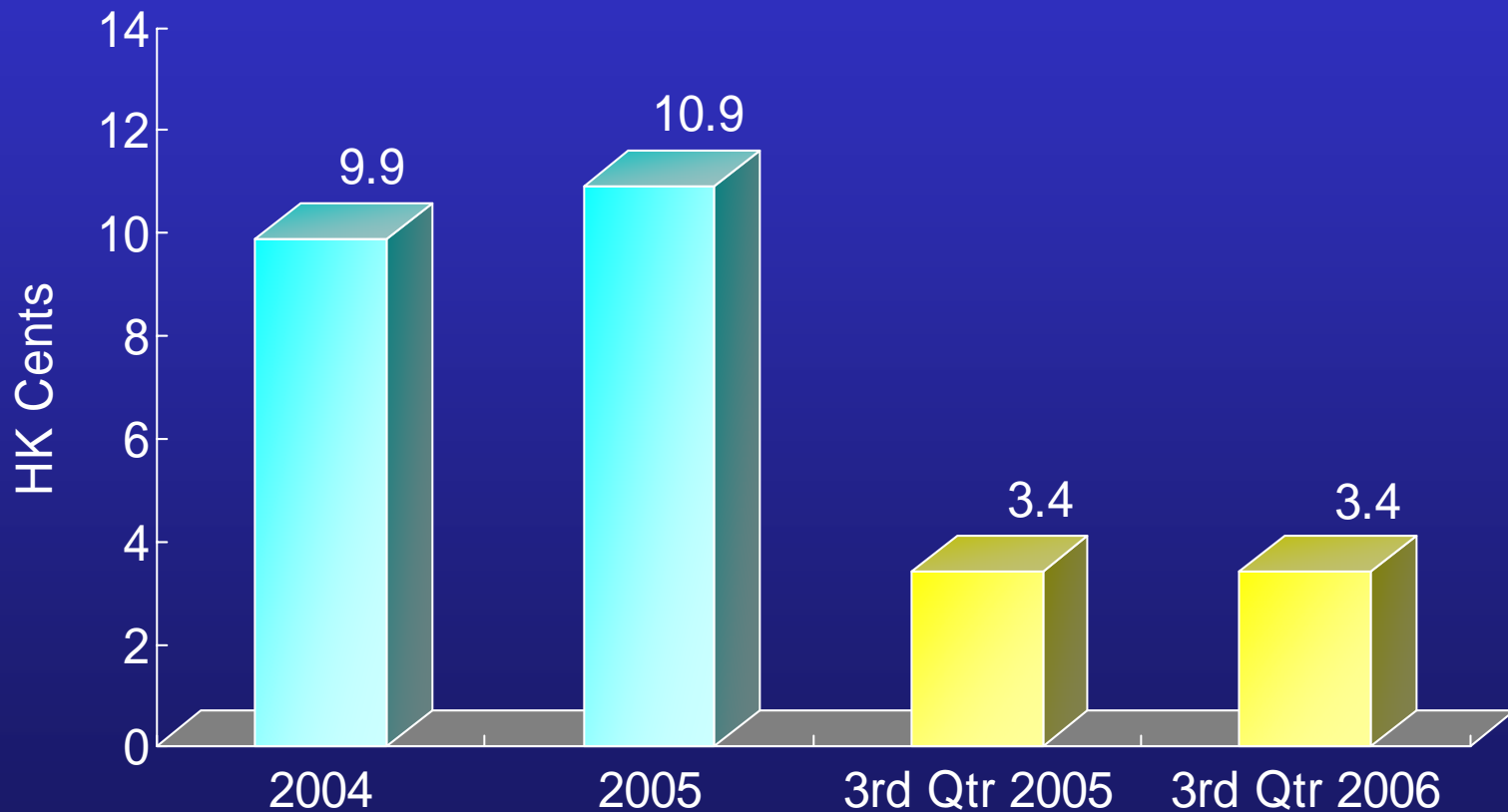
# 2006 Financial Results Highlights

## Net Profit as % of Sales – September YTD



# 2006 Financial Results Highlights

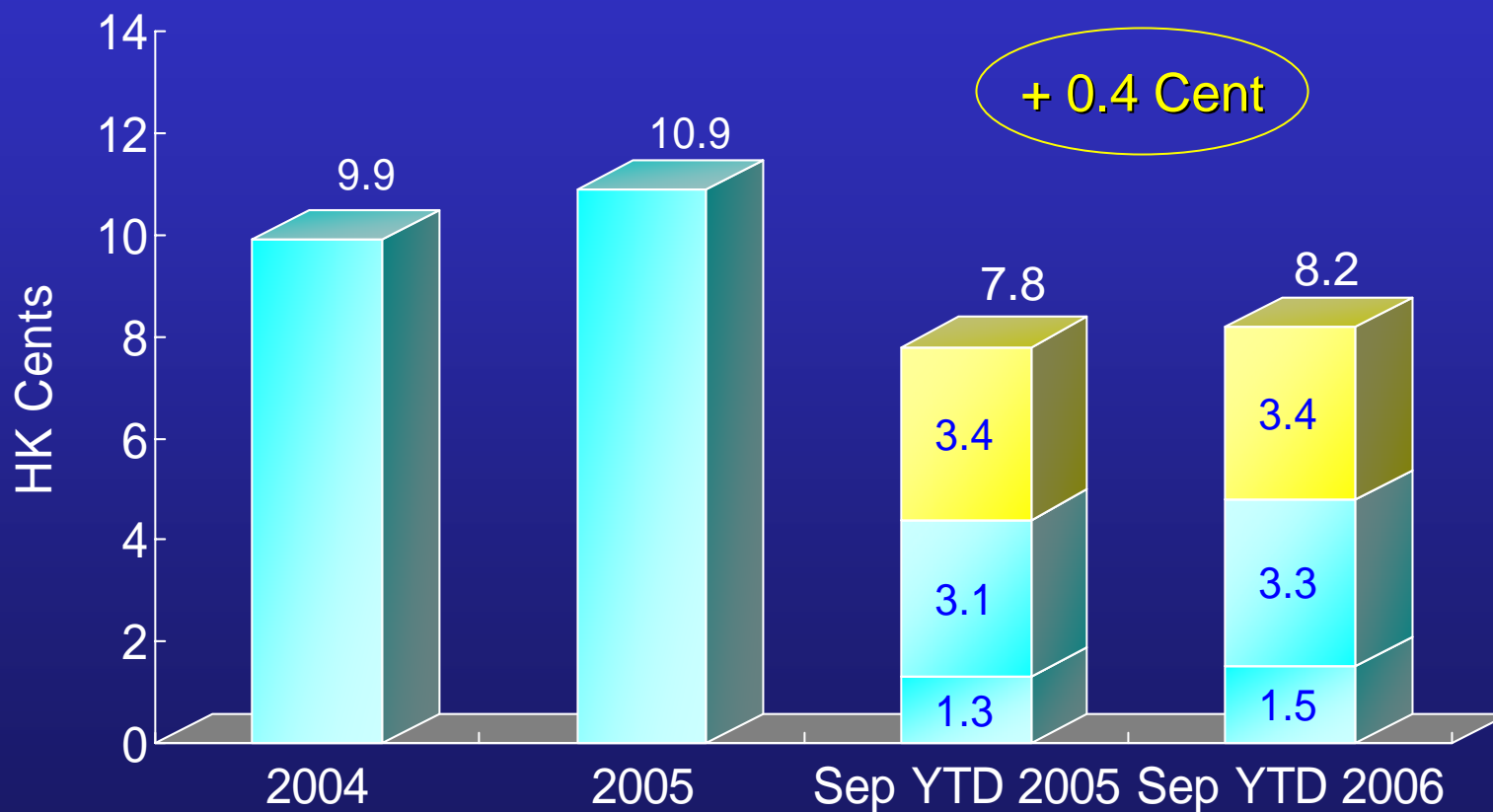
## Basic Earnings Per Share – 3<sup>rd</sup> Quarter





# 2006 Financial Results Highlights

## Basic Earnings Per Share – September YTD



## 3<sup>rd</sup> Quarter 2006 Financial Results Highlights

	3 <sup>rd</sup> Qtr 2005	3 <sup>rd</sup> Qtr 2006	Change
Group Turnover (HK\$ Million)	501.4	589.8	17.6%
Group Net Profit (HK\$ Million)	22.8	23.1	1.2%
Net Profit as % of Sales	4.6%	3.9%	(0.7%)
Basic Earnings Per Share	3.4 cents	3.4 cents	-

## September YTD 2006 Financial Results Highlights

	Sep YTD 2005	Sep YTD 2006	Change
Group Turnover (HK\$ Million)	1,471	1,665	13.2%
Group Net Profit (HK\$ Million)	52.6	55.6	5.6%
Net Profit as % of Sales	3.6%	3.4%	(0.2%)
Basic Earnings Per Share	7.8 cents	8.2 cents	0.4 cent

## Total Number of Outlets by End of 2006

	2004 Actual	2005 Actual	2006 Forecast
CK – Hong Kong	205	230	257
<i>CRSC – Guangzhou</i>	20	40	58
<i>CRSC – Dongguan</i>	-	5	12
<i>CRSC – Shenzhen</i>	-	-	6
CRSC Sub-total	20	45	76
CRA Operate	225	275	333
Zhuhai J.V.	-	4	6
Macau J.V.	-	11	15
Total Circle K Stores	225	290	354
Dongguan Sun-High	-	-	200

