

Convenience Retail Asia Limited 1st Quarter 2007 Results Presentation

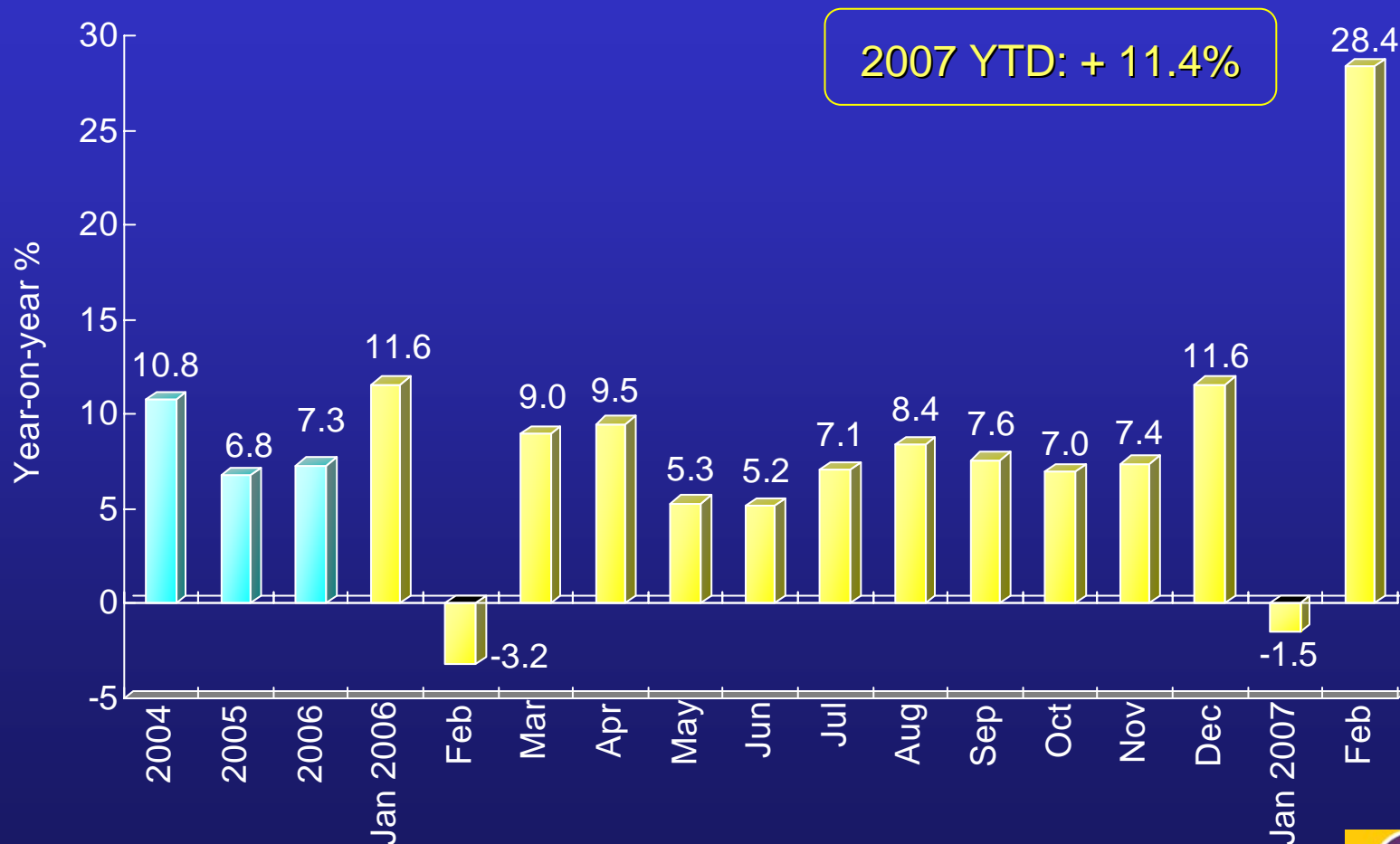
2 May 2007



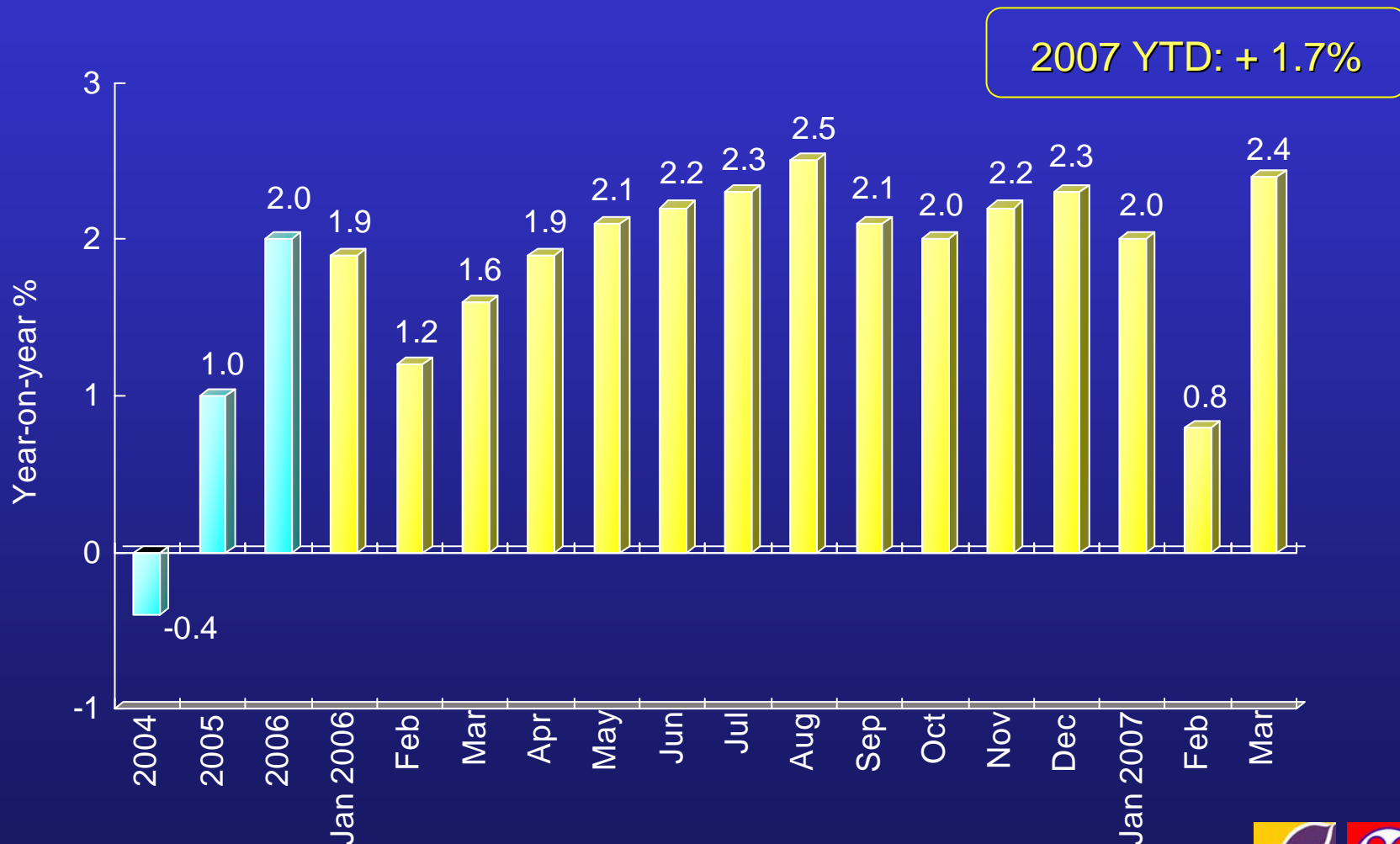
1st Quarter 2007 Results Presentation Agenda

- Overall Hong Kong & Guangzhou Retail Markets Update
- 1st Quarter 2007 Financial Results Highlights
- 2007 Update & Outlook

2007 Hong Kong Retail Sales Value Year-on-year % Change

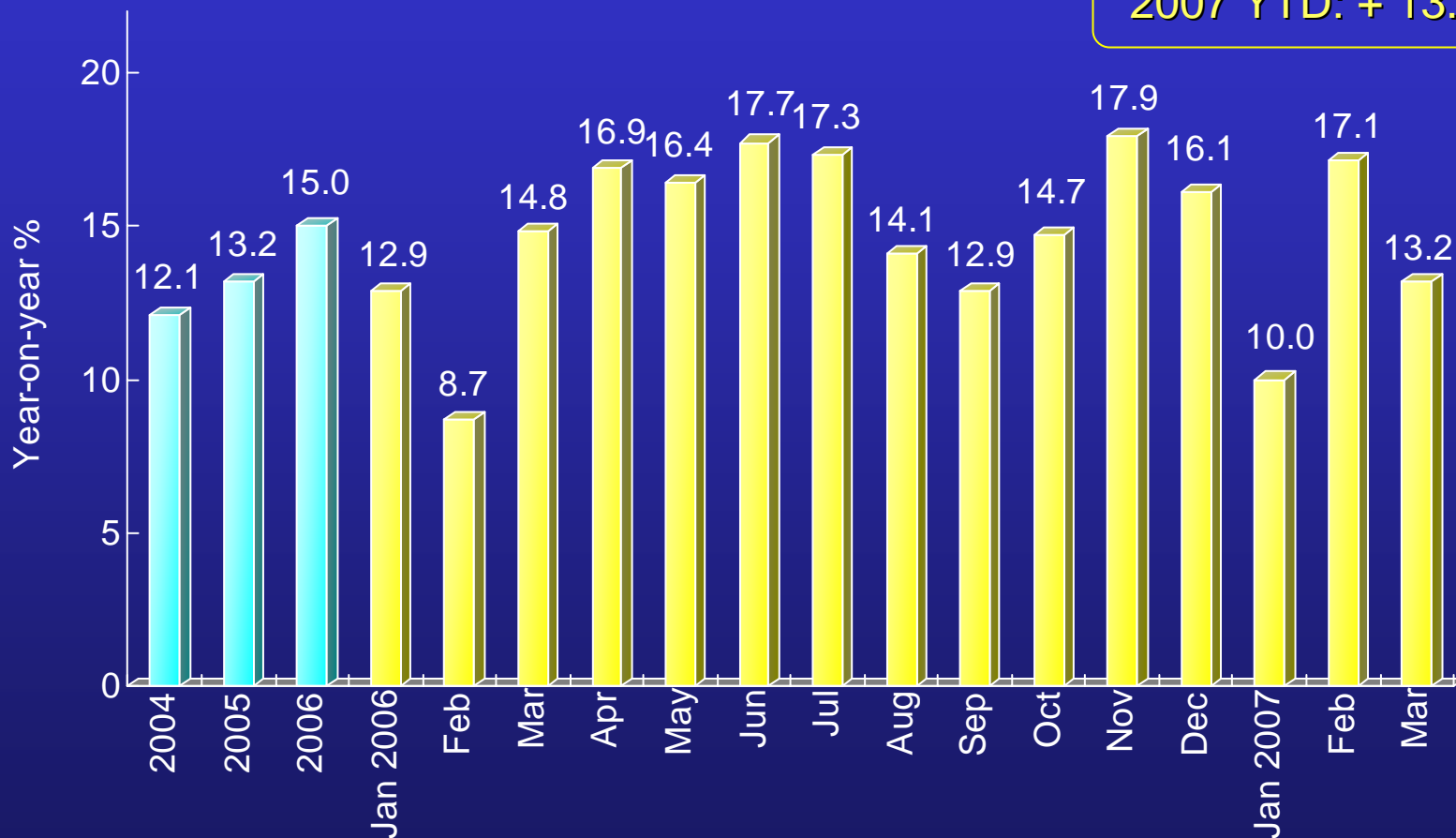


2007 Hong Kong Consumer Price Index Year-on-year % Change

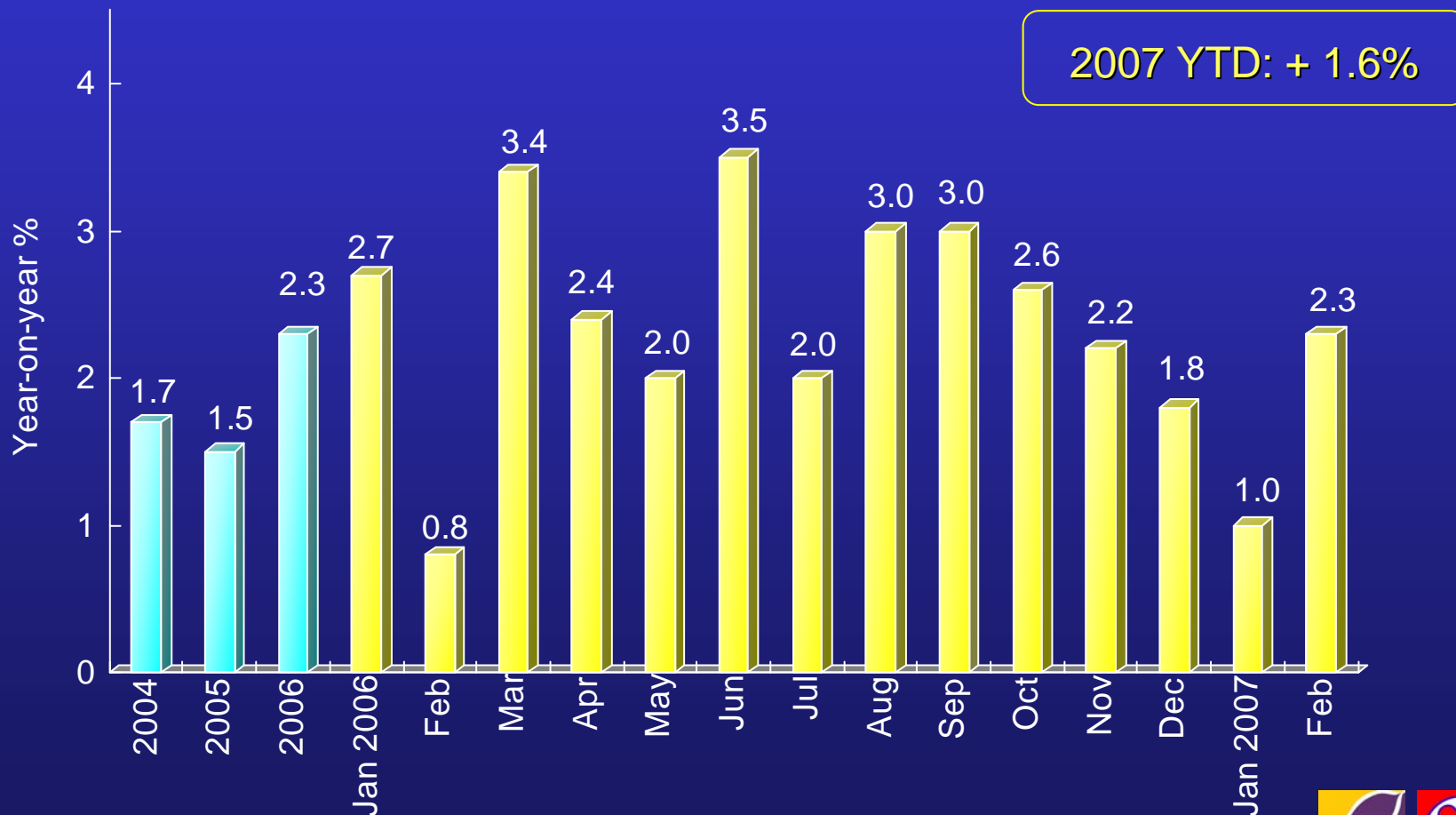


2006 Guangzhou Retail Sales Value Year-on-year % Change

2007 YTD: + 13.4%

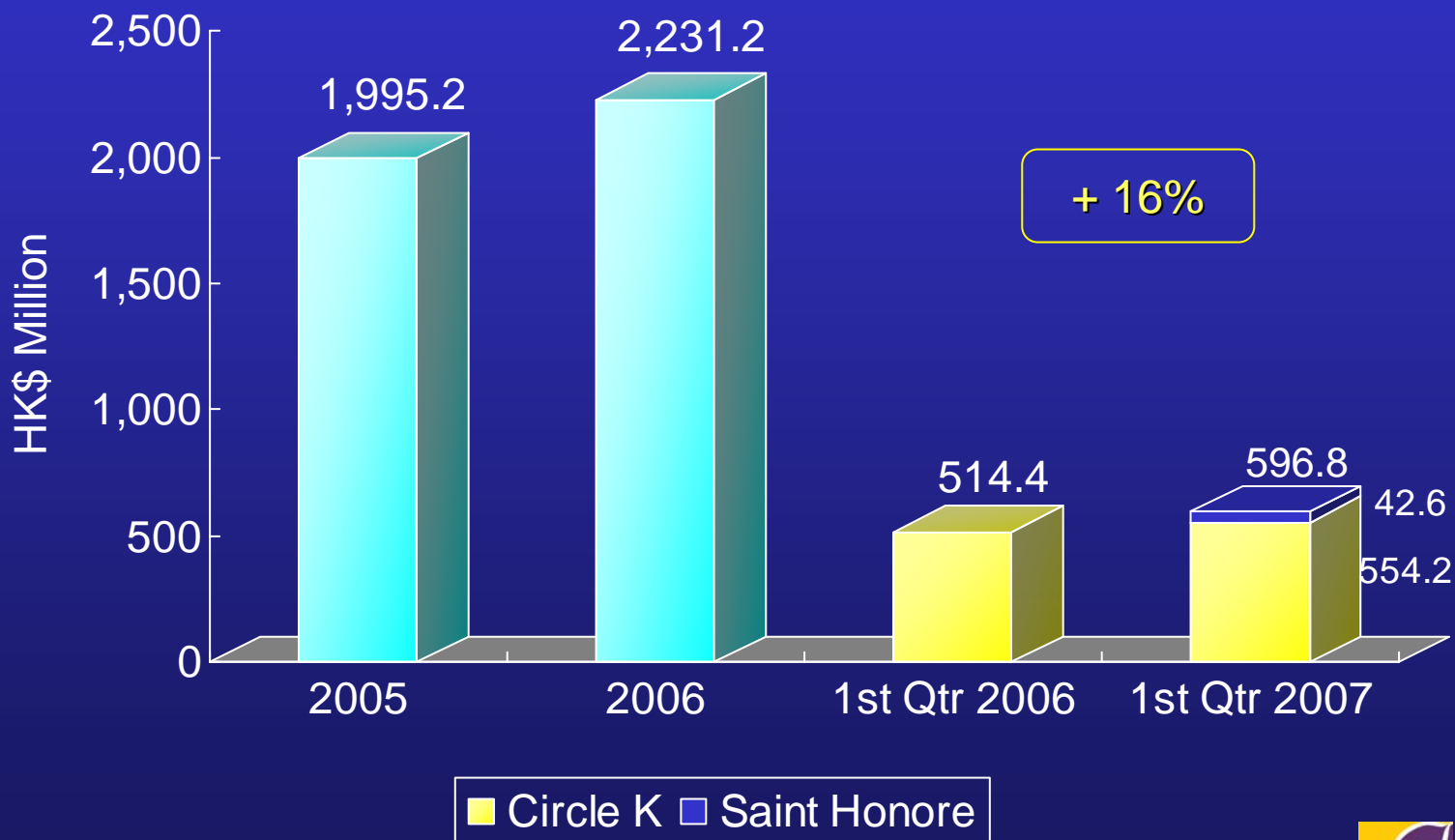


2006 Guangzhou City Consumer Price Index Year-on-year % Change



1st Quarter 2007 Financial Results Highlights

1st Qtr 2007 Financial Results Highlights Group Turnover



1st Qtr 2007 Financial Results Highlights

Number of Stores – Circle K Group

	<u>1st Qtr 2006</u>	<u>1st Qtr 2007</u>
▪ Circle K Hong Kong	235	259
• <i>Circle K Guangzhou</i>	41	52
• <i>Circle K Dongguan</i>	6	8
• <i>Circle K Shenzhen</i>	-	3
▪ Sub-total	47	63
CRA Operated Circle K Stores	282	322
▪ Zhuhai J.V.	5	6
▪ Macau J.V.	13	16
Total Circle K Stores	300	344

1st Qtr 2007 Financial Results Highlights

Number of Stores – Saint Honore Group

	<u>1st Qtr 2007</u>
<ul style="list-style-type: none"> ▪ Saint Honore Hong Kong <ul style="list-style-type: none"> • <i>Cake Shop</i> • <i>Bread Boutique</i> 	74
<ul style="list-style-type: none"> ▪ Saint Honore Macau 	6
<ul style="list-style-type: none"> ▪ Saint Honore Guangzhou 	7
Total Saint Honore Stores	87

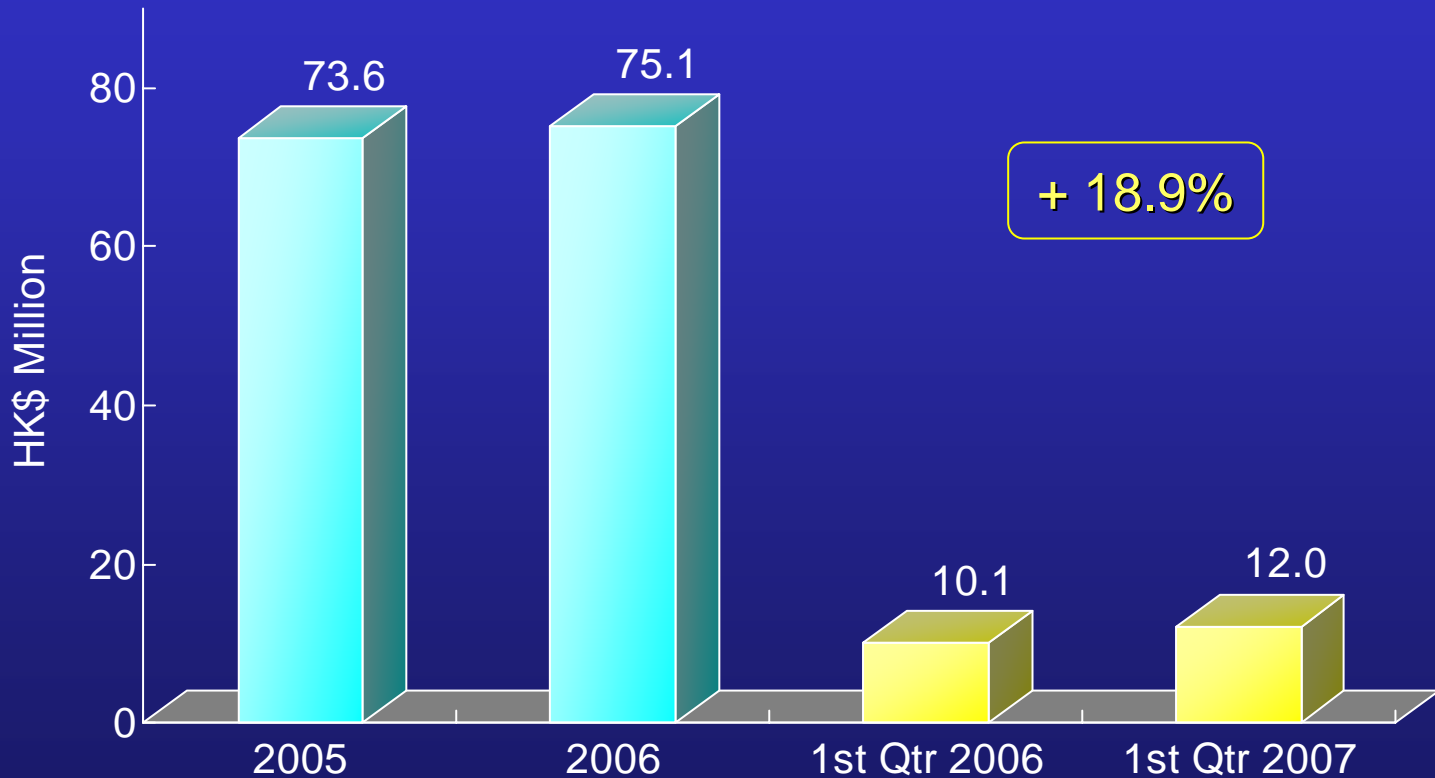
1st Qtr 2007 Financial Results Highlights

Number of Stores – CRA Group

	<u>1st Qtr 2006</u>	<u>1st Qtr 2007</u>
▪ Circle K Group	300	344
▪ Saint Honore Group	-	87
Total Circle K Stores	300	431

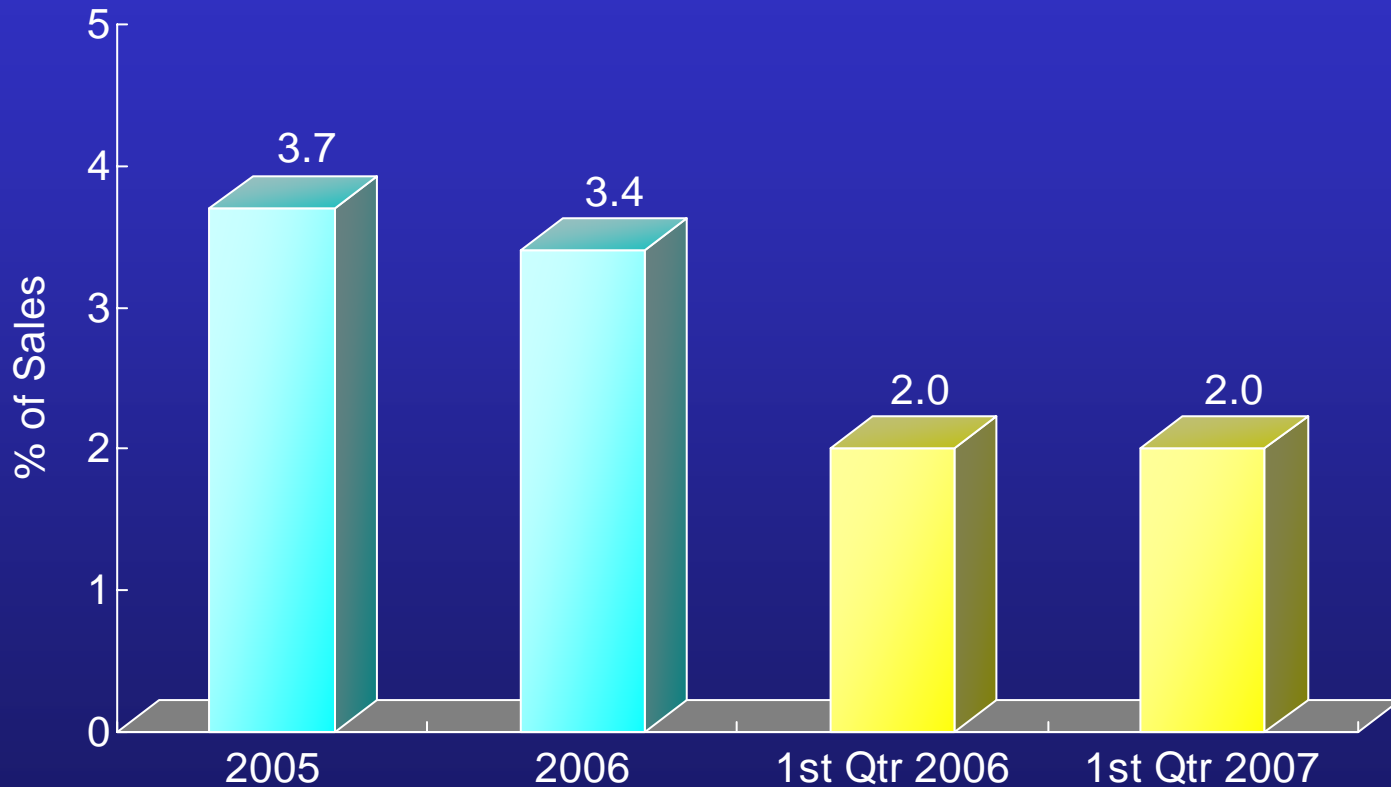
1st Qtr 2007 Financial Results Highlights

Group Net Profit

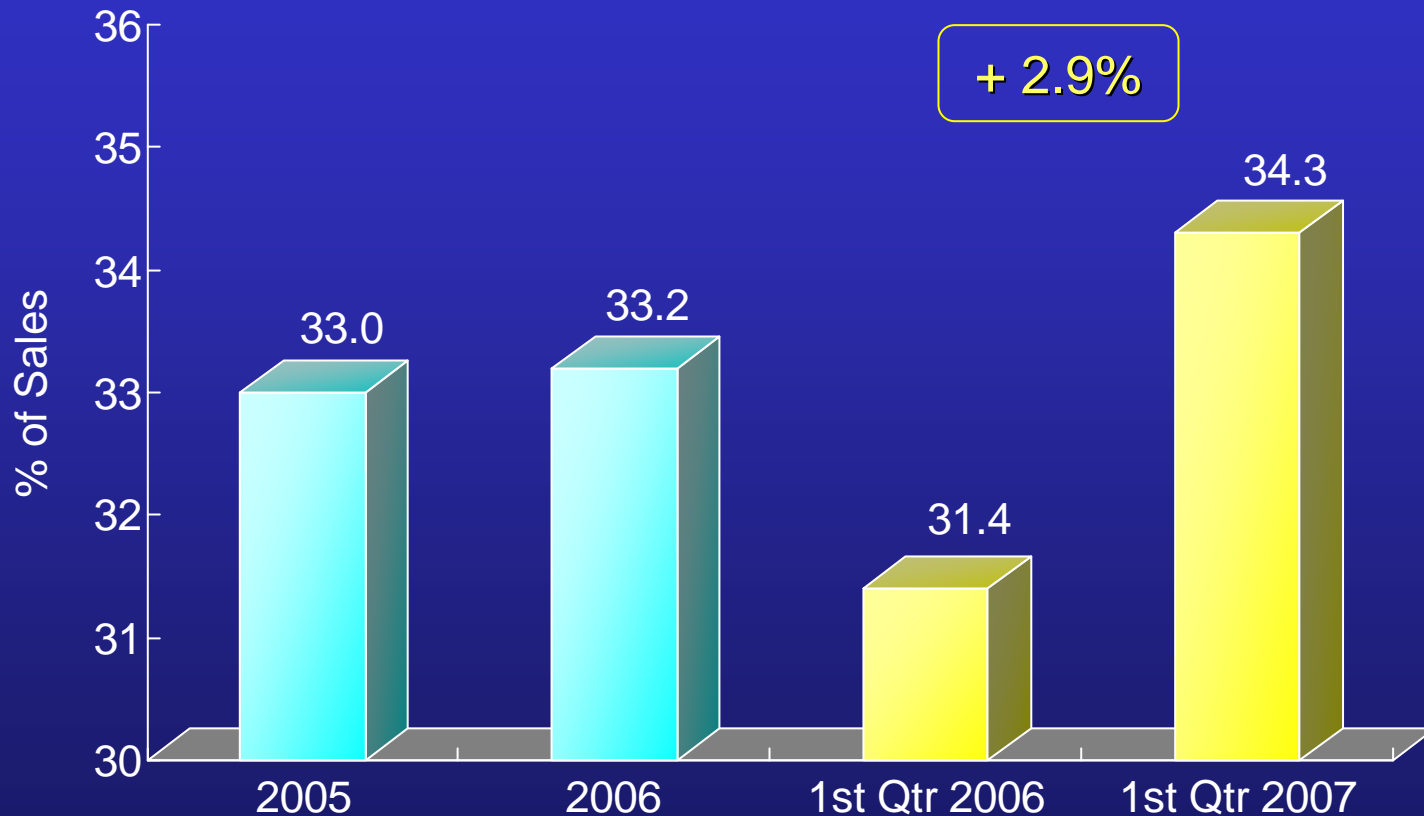


1st Qtr 2007 Financial Results Highlights

Net Profit as % of Turnover

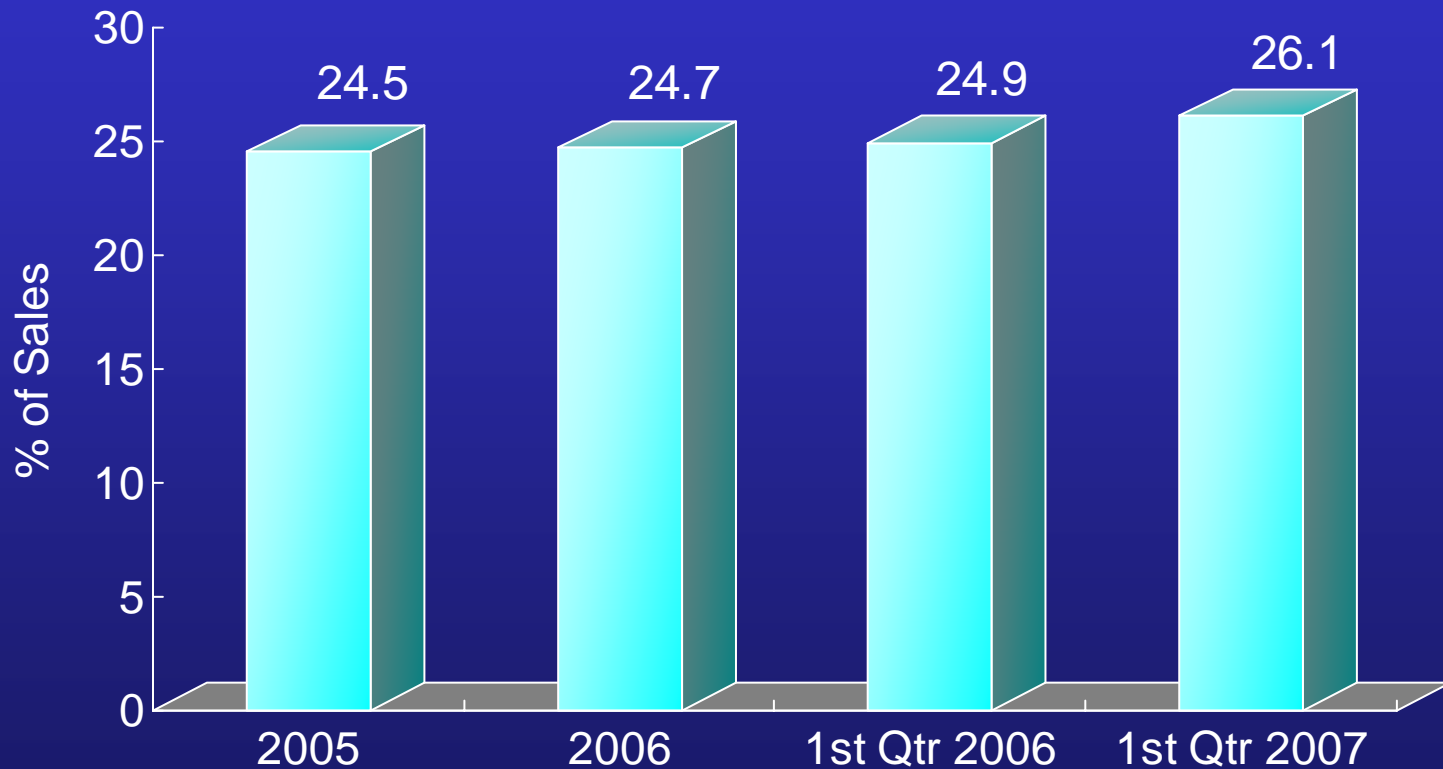


1st Qtr 2007 Financial Results Highlights Gross Margin / Other Income



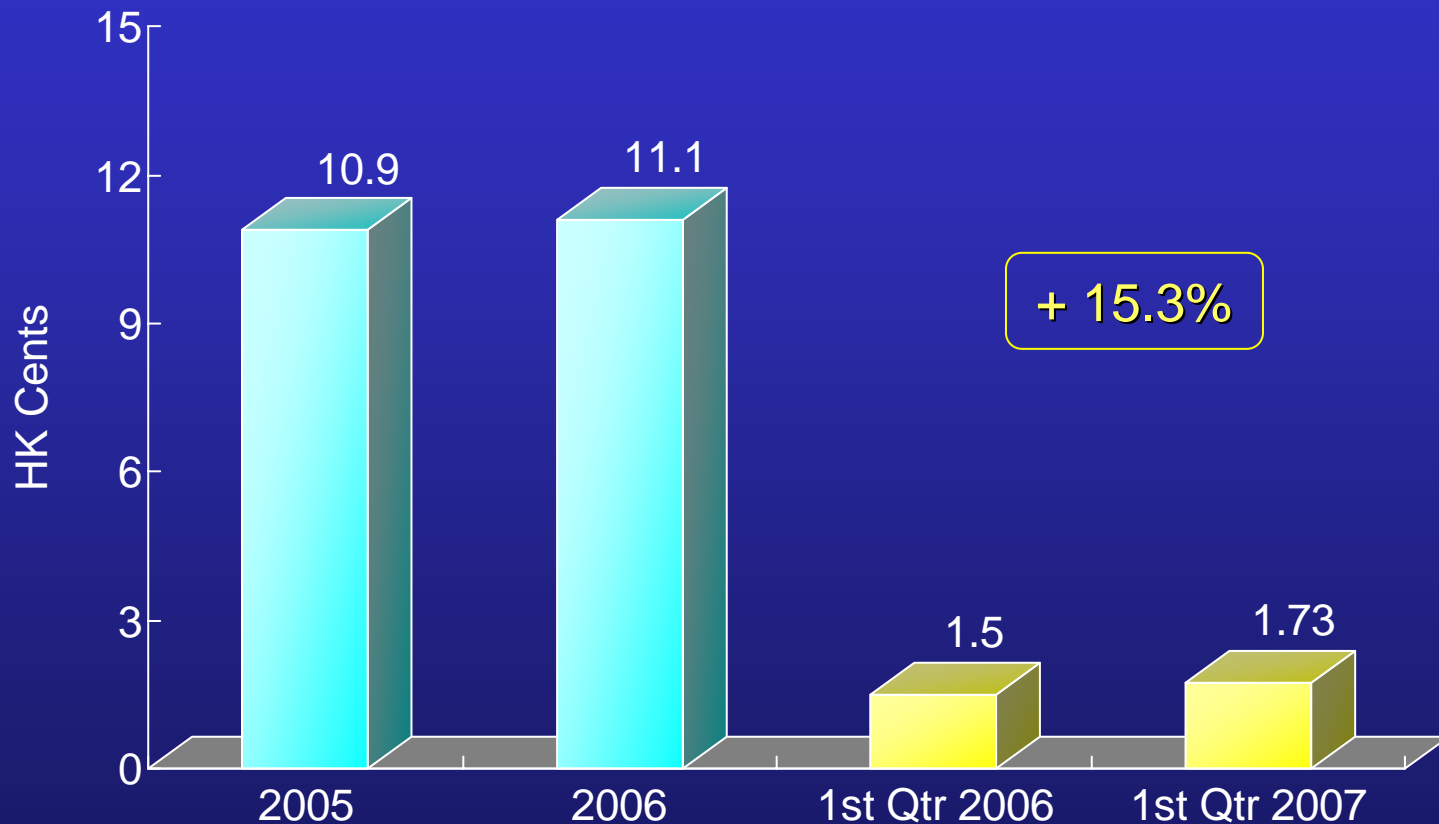
1st Qtr 2007 Financial Results Highlights

Store Operating Expenses



1st Qtr 2007 Financial Results Highlights

Basic Earnings Per Share



1st Qtr 2007 Financial Results Highlights

	1st Qtr 2006	1st Qtr 2007	Change
Number of Stores	300	431	+ 43.7%
Group Turnover (HK\$M)	514.4	596.8	+ 16.0%
Group Net Profit (HK\$M)	10.1	12.0	+ 18.9%
Net Profit as % of Turnover	2.0%	2.0%	-
Basic Earnings Per Share	1.5 Cents	1.73 Cents	+ 15.3%

2007 Update & Outlook

2007 Hong Kong Market Outlook

- + Improving local consumers' confidence in spending to continue
- + Inflation (2-3%) and customers' acceptance of price increase
- Smoking ban affecting comparable store's year-on-year cigarette sales
- Challenging lease renewal negotiations
- Labour cost to increase but controllable as % of sales
- + Should reach 280 stores target



2007 Southern China Market Outlook

- + Consumer spending continue to increase at double-digit rate
- + Rental and energy cost to stabilize
- Upward pressure on labour and raw material costs
- Cigarette license becoming a major issue



2007 Market Outlook To Summarize

- Favourable consumer sentiments and strong performance
- Cigarette license becoming a major issue in China
- Contribution from Saint Honore business starting in 2nd half 2007
- Solid cash-flow, balance sheet and outlook