CONVENIENCE RETAIL ASIA LIMITED
利亞零售有限公司

(Incorporated in the Cayman Islands with limited liability)
(Stock Code: 00831)

Convenience Retail Asia announces 2026 interim results

	Change	**2026 HK$'000**	2025 HK$'000
• Revenue	+3.9%	**715,213**	688,139
• Core operating profit	+23.0%	**21,352**	17,365
• Profit attributable to shareholders of the Company	+16.5%	**17,538**	15,060
• Basic earnings per share (HK cents)	+21.1%	**2.3**	1.9
• Interim dividend per share (HK cent)		**1.0**	1.0

Number of Stores

	30 June 2026	31 December 2025
Saint Honore Cake Shops		
Hong Kong & Macau	**122**	122
Guangzhou	**3**	3
Subtotal	**125**	125
Pâtisserie Mon cher		
Hong Kong	**7**	7
Total Number of Stores under Bakery Group	**132**	132
Zoff Eyewear Stores		
Hong Kong	**17**	17
Singapore	**-**	3
Subtotal	**17**	20
Total Number of Stores under Convenience Retail Asia	**149**	152

During the first six months of 2026, the Group's turnover increased by 3.9 % to HK$715 million. Turnover for the bakery business increased by 4.6% to HK$643 million. B2B sales demonstrated continued growth across both existing and new customer bases. Turnover for the Zoff eyewear business decreased by 2.0% to HK$72 million. This decrease was driven by the disposal of the Singapore Zoff business in June 2026, partially offset by a growth of 4.8% in Hong Kong store sales during the period.

Operations Review

Retail Bakery Business

Over the first half of 2026, Saint Honore opened three stores and closed three in Hong Kong. Total retail bakery revenue increased by 4.6%, due in large part to successful launches that demonstrated not only our ability to develop attractive, high-quality products, but also to adjust quickly to prevailing market trends. Healthier choices such as our "sourdough series" and "Clean Label" packaged bread helped us meet modern demand and connect with a new group of customers. At the same time, customers also responded well to a series of new celebration cakes launched during Mother's Day and Father's Day.

We supported the launches of these and other products with effective marketing strategies to drive sales and transaction value. A key driver once again was Saint Honore's popular Cake Easy online-to-offline (O2O) customer relationship management (CRM) platform, which has now reached over 1.34 million members, including approximately 190,000 Gold members. Throughout the period, member recruitment campaigns, e-coupon promotions, online sales campaigns and more all helped strengthen member engagement, boost online platform usage and drive O2O conversion by increasing foot traffic at stores. Acknowledging the growing acceptance of food delivery services among customers and the potential of such platforms to help drive sales and increase brand visibility, we also launched on Keeta and foodpanda in April and May, respectively, quickly achieving positive results.

Overall, comparable store sales improved versus same period last year as we sought to maximise traffic and transaction value by launching healthy options, value-for-money products and attractive offers. Retail bakery profit improved slightly despite price competition intensified across the market, as the Group was able to counter this to a degree through disciplined cost management with emphasis on boosting operational efficiencies in supply chain management, category management, manufacturing and staffing. Throughout the period, we also continued to optimise our store network by closing underperforming outlets while seeking new locations with high traffic and favourable leasing terms. Our fifth-generation store model has been a great success, offering modern environments as well as new product experiences for customers that include frozen items, ready-to-eat baked goods and hot food.

Our premium Japanese pâtisserie, Mon cher, enjoyed improvements over the first six months of the year with healthy increases in net sales and comparable store sales. Store network optimisation, a strong performance in the festive cake category and continuous product development led to higher transactions and bigger basket sizes. One of the highlights during the period was the successful launch of a dark chocolate Dojima roll in collaboration with Amadei, a leading Italian chocolatier renowned for quality and craftsmanship. Celebrational cakes, artisanal sourdough series and new pastry selections also helped reinforce the brand's premium positioning. Meanwhile, our relentless marketing efforts continued to turn Mon cher into a household name for premium dessert and bakery products.

Wholesale Bakery Business

Our bakery B2B enterprise saw steady top-line growth driven by new customer activation as well as organic growth with major customers via successful new product launches. We continued to work closely with customers to understand their operational needs and have been able to shorten lead times considerably, boosting our reputation in the market for delivering quality with agility. The opening of our new production facility in Tai Po has been a key enabler for many new product launches and new customer activation, significantly strengthening our manufacturing capabilities in areas such as "Made in Hong Kong", souvenirs and gift giving products – a strategic differentiator for customers seeking premium, locally produced offerings. In Mainland China, our Shenzhen production facility has made inroads supplying a number of F&B channels, reinforcing our competitive strength in the Greater Bay Area. Across our manufacturing operations, we continued to optimise our raw material and packaging costs and were able to mitigate the impact from soaring fuel prices in the first half of the year.

Eyewear Business

It was another successful period for our Hong Kong franchise of Zoff, the popular Japanese fast-fashion eyewear brand, which delivered solid growth on the back of its extensive ranges of frames and lenses, top-notch professional service, and effective marketing strategies targeting customers of all ages. Two notable campaigns focused on children with myopia and seniors carrying health care vouchers, with both achieving strong segment growth. We also leveraged the increase in inbound traffic from Mainland China by strengthening our marketing efforts on RedNote (小红书), efforts that resulted in double-digit growth in tourist transactions. Across our network, comparable store sales improved over the first half of the year, demonstrating the strength of the Zoff brand.

Zoff Hong Kong carries more than 1,000 SKUs, and its selection is updated regularly to reflect the latest fashions and trends. In 1H26, we launched new frames for the popular "Made in Japan" collection; collaborations with IP including Chiikawa, Winnie the Pooh, Peanuts, Disney and more; and new entries in the Zoff Galileo series, an innovative line of eyewear crafted in a completely metal-free design from full rubber materials for maximum durability and safety. We also added more photochromic and myopia control lens options, including the GEN S Transitions Lens 1.56, GEN S Transitions Color Touch and Hoya MiYOSMART iQ, staying ahead of competitors in the functional lens category.

Customers also prefer Zoff because of its expert services and cutting-edge optical examination equipment, differentiators that have helped the brand grow well beyond its core demographic of young, trendy consumers seeking Japanese style and quality. During the review period, we continued to enhance our examination capabilities by installing a new, fully automated non-mydriatic retinal camera and an AL-Scan M optical biometer at selected shops to expand our in-store professional services. Meanwhile, Zoff continued to build community relations through charitable activities such as donating eyewear coupons to the Make-A-Wish Hong Kong Charity Raffle 2026.

Since taking over the Zoff Singapore business in 2024, we have managed well in a highly competitive market and won many new customers. However, we also acknowledge that full success will require much more time and resources. As such, we have agreed to transfer the business to our franchisor and will instead channel all our team's resources to strengthening our leading position in Hong Kong.

Future Prospects

The second half of the year will likely see a continuation of the current retail and macroeconomic conditions, especially if certain geopolitical tensions persist, alongside ongoing cost pressures from Renminbi appreciation. However, the Group has demonstrated its ability to deliver performance and shareholder value in difficult operating environments before. Moving forward, we will continue to focus on growing our core segments while keeping a close eye on headwinds that could impact our business, relying on our trademark agility, operational excellence and financial prudence to drive results. Having a robust balance sheet in a challenging and highly competitive environment also puts us in a good position to win more share in the retail and wholesale bakery spaces.

At Saint Honore, we will emphasise our "Always Something New" brand proposition by strengthening and innovating our product portfolio while deepening customer engagement via our powerful O2O CRM platform and leveraging scalable new sales channels to support sustainable business development. We recently appointed a new brand ambassador to help widen Saint Honore's appeal among younger generations and help build a new cohort of loyal customers. We also expect the upcoming festive seasons to provide solid top-line growth. In our wholesale bakery business, our strong product development team, integrated supply chain support, and new production facility in Hong Kong complementing our high-volume Shenzhen factory leave us optimistic about winning new projects in future and evolving into one of the region's leading operations.

The Hong Kong retail eyewear industry is off to a strong start for the year. This positive momentum is a strong indicator that Zoff can continue to grow despite the macro challenges ahead. Corresponding with the occasion of Zoff Hong Kong's 10-year anniversary, we will launch exciting new marketing campaigns highlighting our professional services and equipment plus back-to-school promotions for Hoya Miyosmart IQ and our extensive range of children's products.

– END –

About CRA

Convenience Retail Asia Limited (CRA, SEHK stock code: 00831), a member of Fung Retailing Group, is principally engaged in the operation of the Saint Honore Cake Shop bakery chain, the Mon cher premium pâtisserie chain and Zoff eyewear stores in Southern China, including Hong Kong and Macau.

As at 30 June 2026, there were a total of 125 Saint Honore stores across Hong Kong, Macau and Guangzhou. Together with 7 Mon cher stores in Hong Kong and 17 Zoff eyewear stores in Hong Kong, the Group operates a total store network of 149 outlets.

CRA website: www.cr-asia.com

For media enquiries, please contact:

Convenience Retail Asia Limited Telephone: +852 2991 6800
Carol Yeung, Golin Telephone: +852 6688 1817
Crystal Leung, Golin Telephone: +852 9633 2429