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(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

## SALES PERFORMANCE OF RETAIL BUSINESS FOR THE FIRST QUARTER OF FINANCIAL YEAR ENDING 31 MARCH 2019

Luk Fook Holdings (International) Limited (the “Company”), together with its subsidiaries (the “Group”), announces the sales performance of retail business of the Group’s self-operated shops for the first quarter (“1Q”) of financial year ending 31 March 2019 (“FY2019”) covering the period from 1 April 2018 to 30 June 2018.

### SAME STORE SALES GROWTH (“SSSG”)\* FOR 1Q OF FY2019

	1Q FY2019 vs 1Q FY2018	4Q FY2018 vs 4Q FY2017	1Q FY2018 vs 1Q FY2017
<b>Overall</b>	<b>+22%</b>	<b>+16%</b>	<b>+5%</b>
Gold	+26%	+16%	+5%
Gold (by weight)	+21%	+5%	+5%
Gem-set jewellery	+18%	+18%	+9%
<b>Mainland China</b>	<b>-2%</b>	<b>-2%</b>	<b>+23%</b>
Gold	-6%	-1%	+32%
Gold (by weight)	-3%	-2%	+26%
Gem-set jewellery	+10%	-2%	+10%
<b>Hong Kong &amp; Macau</b>	<b>+26%</b>	<b>+18%</b>	<b>+3%</b>
Gold	+34%	+19%	0%
Gold (by weight)	+28%	+8%	0%
Gem-set jewellery	+19%	+19%	+9%

Remarks:

\* Same store sales growth of the period 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 China’s e-commerce business.

With improving market sentiment and relatively lower base in Hong Kong and Macau market, the SSSG of the Group's retail business for 1Q FY2019 recorded a growth of +22%. The overall SSSG of gold products and gem-set jewellery products were +26% and +18% respectively.

The growth momentum of Hong Kong and Macau market continued. Its same store sales growth for 1Q FY2019 was +26%. The SSSG of gold and gem-set jewellery products were +34% and +19%, respectively. The excellent sales performance of hard gold products, which had relatively lower average selling price ("ASP") and were categorized under gem-set, drove the sales growth and substantially dragged down the ASP of gem-set jewellery products in last financial year. With the successful boosting of sales of relatively higher ASP products in this quarter, the ASP of gem-set jewellery products recorded a double-digit growth in Hong Kong market.

On the other hand, with a relatively much higher base than the Hong Kong and Macau market, SSSG of Mainland China ("Mainland") market for 1Q FY2019 was -2%, similar to that of the last quarter. Its SSSG of gem-set jewellery products restored to positive double-digit growth of +10% from the three consecutive quarters of decline, while its SSSG of gold products was -6%. Nevertheless, the SSSG of its licensed shops for these two product categories recorded positive growth and was single digit higher than that of the self-operated shops during the period.

#### **NUMBER OF SHOPS**

During 1Q FY2019, there was a net addition of 33 Lukfook shops in Mainland (which included a net addition of 34 licensed shops and a net deduction of 1 self-operated shop), with 1 self-operated shop opened in Malaysia and 1 licensed shop closed in Korea. As at 30 June 2018, the Group had a total of 225 Lukfook self-operated shops including 156 in Mainland, 48 in Hong Kong, 10 in Macau and 11 overseas. As at the same date, together with licensed shops of 1,438 in Mainland and 1 in Cambodia, there were a total of 1,664 Lukfook shops worldwide, of which 1,594 shops were located in Mainland, and are summarised as follows:-

	<b>30 June 2018</b>	<b>Changes in 1Q FY2019</b>
<b>Self-operated shops</b>		
Hong Kong	48	-
Macau	10	-
Mainland	156	-1
Other Locations	11	+1
Sub-total	225	-
<b>Licensed shops</b>		
Mainland	1,438	+34
Korea	-	-1
Cambodia	1	-
Sub-total	1,439	+33
<b>Total Lukfook shops</b>	<b>1,664</b>	<b>+33</b>

#### **CAUTION STATEMENT**

The board of directors of the Company wishes to remind investors that the above operational data is based on the Company's internal records which have not been audited by auditors. **Shareholders and potential investors are advised to exercise caution when dealing in the shares of the Company.**

By Order of the Board  
**Luk Fook Holdings (International) Limited**  
**WONG Wai Sheung**  
*Chairman & Chief Executive*

Hong Kong, 18 July 2018

*As at the date of this announcement, the Company's Executive Directors are Mr. WONG Wai Sheung (Chairman and Chief Executive), Mr. TSE Moon Chuen (Deputy Chairman), Ms. WONG Hau Yeung, Ms. WONG Lan Sze, Nancy, Ms. CHUNG Vai Ping and Dr. CHAN So Kuen; the Non-executive Directors are Mr. WONG Ho Lung, Danny (Deputy Chairman), Ms. YEUNG Po Ling, Pauline, Mr. HUI Chiu Chung, JP and Mr. LI Hon Hung, BBS, MH, JP; the Independent Non-executive Directors are Mr. TAI Kwok Leung, Alexander, Mr. IP Shu Kwan, Stephen, GBS, JP, Mr. MAK Wing Sum, Alvin, Ms. WONG Yu Pok, Marina, JP and Mr. HUI King Wai.*