

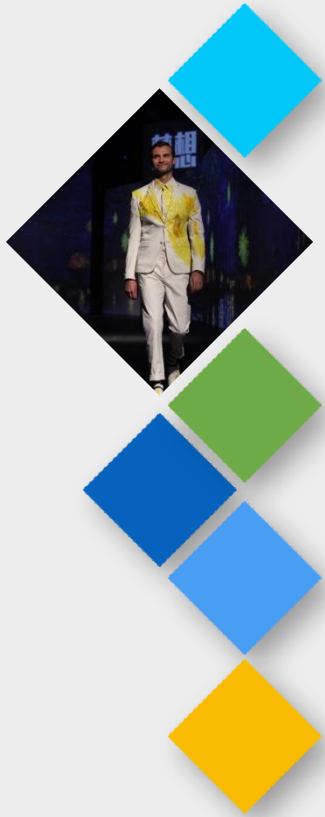
LILANZ 利郎

CHINA LILANG LIMITED
中國利郎有限公司

Stock Code:1234



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RESULTS
HIGHLIGHTS

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2015 Operating environment full of challenges

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China Lilang outperformed rivals and improved competitiveness

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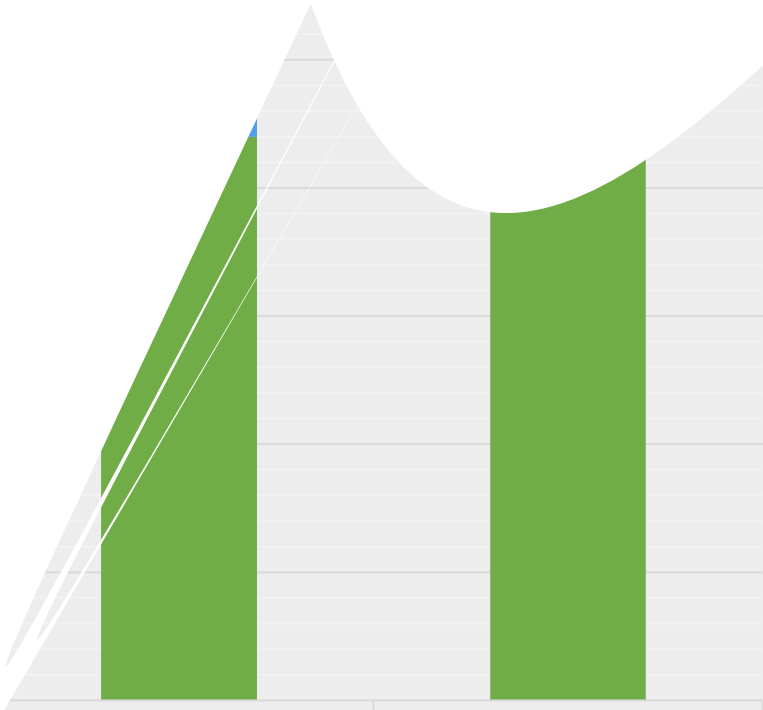
	FY2015 RMB'000	FY2014 RMB'000	Change /
	2,689.1		
	1,142.8		
	794.1		
	625.2		
	51.83		
	51.77		
	17.0		
	7.0		
	42.5%		
	29.5%		
	23.2%		
	22.3%		
	27.6%		
	8.3%		



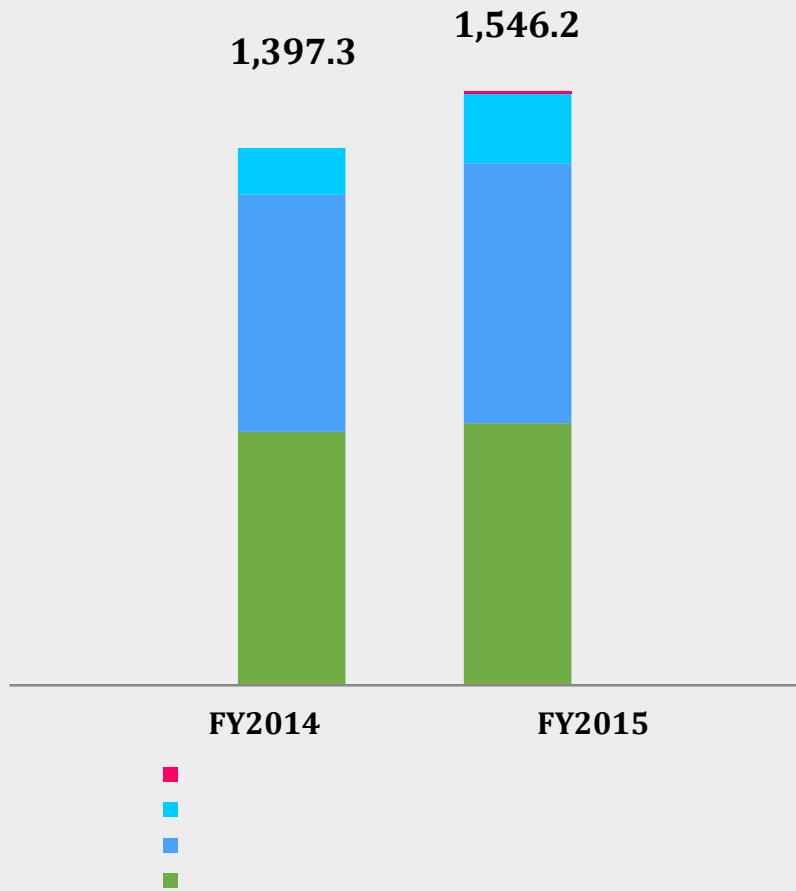
FINANCIAL REVIEW



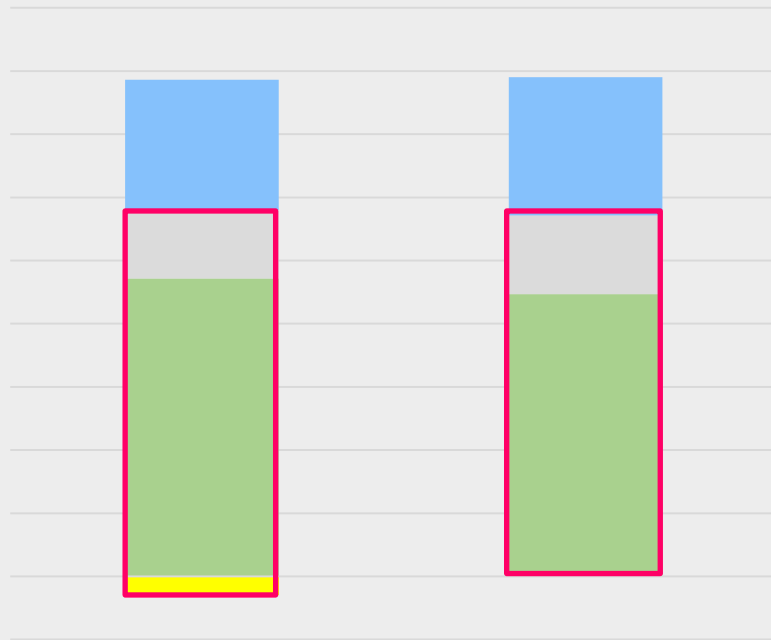
ANALYSIS



Cost of Sales & Percentage Breakdown

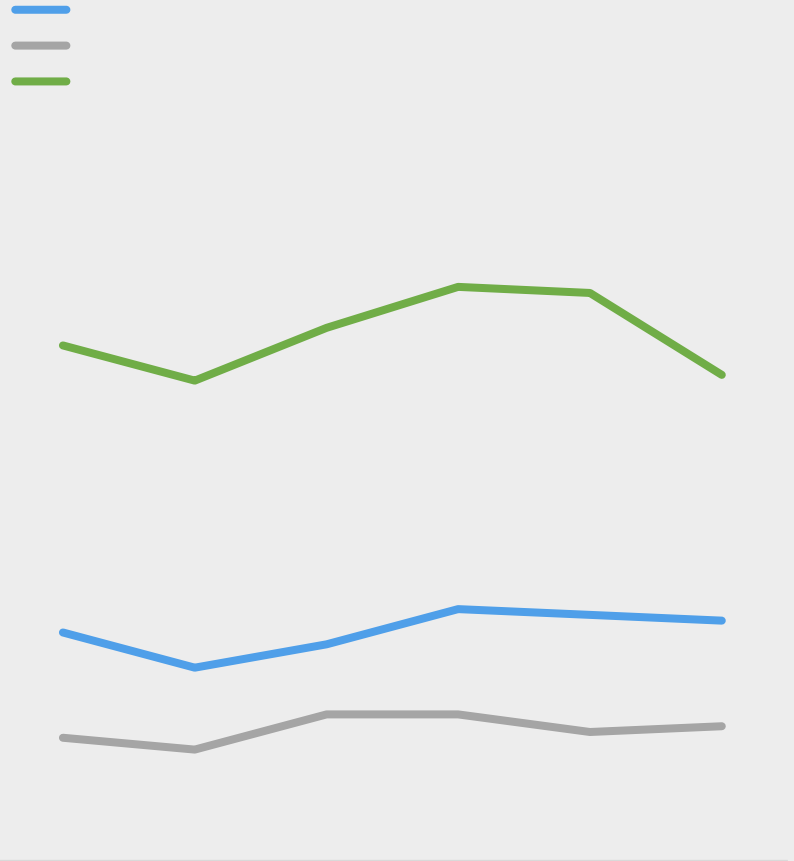


Total SD&A Expenses

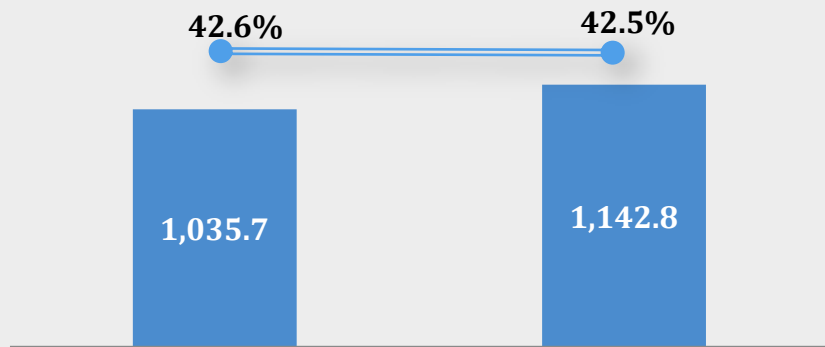


SD&A as % of Revenue

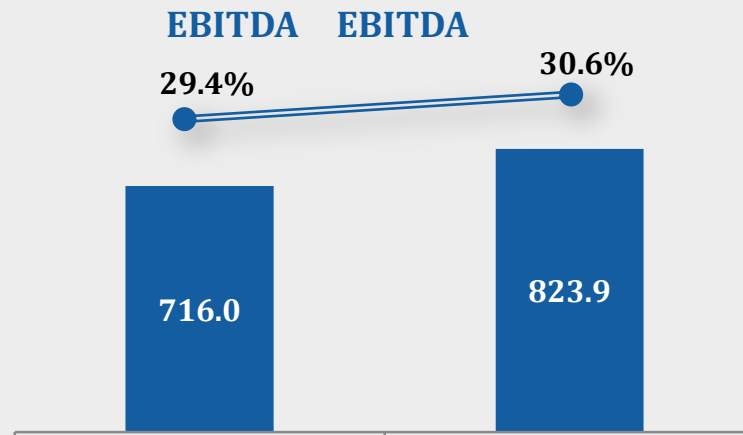
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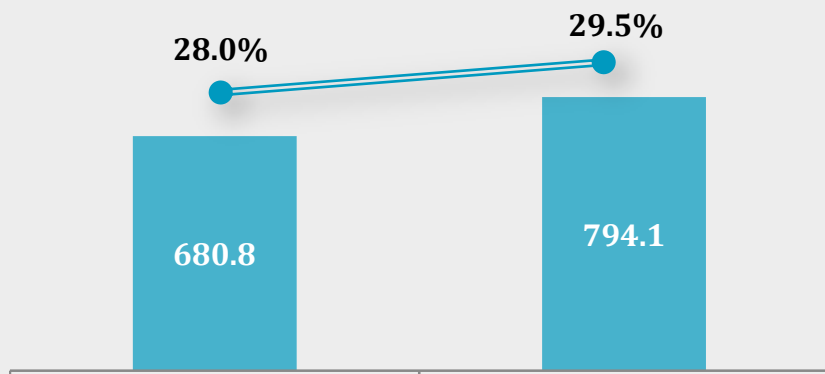
Gross profit & margin



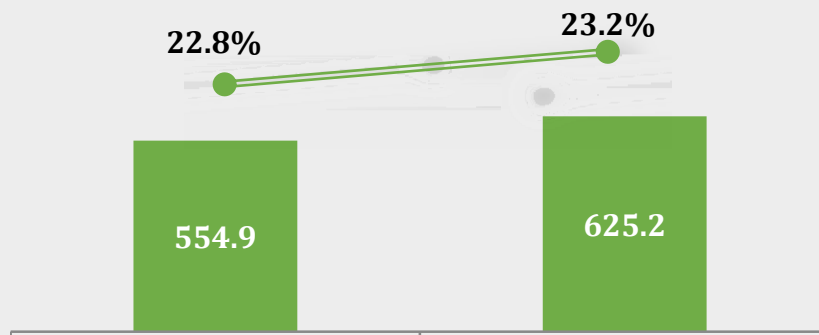
EBITDA & EBITDA margin



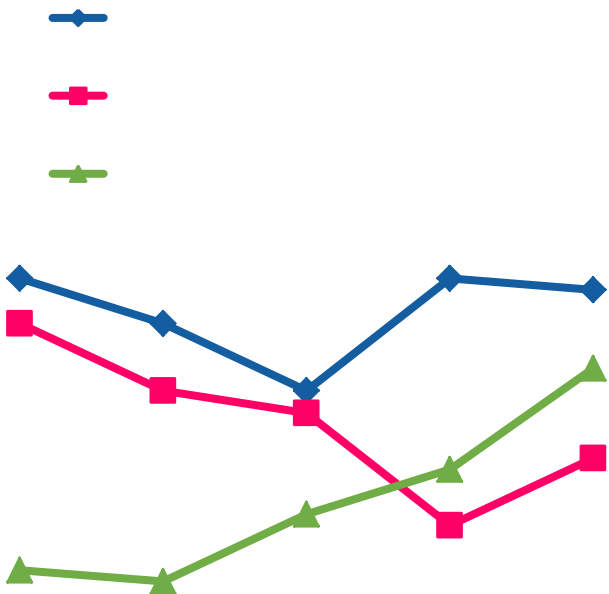
Operating profit & margin



Net profit & margin



Turnover days



◆ Trade receivables

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■ Inventory

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▲ Trade payables

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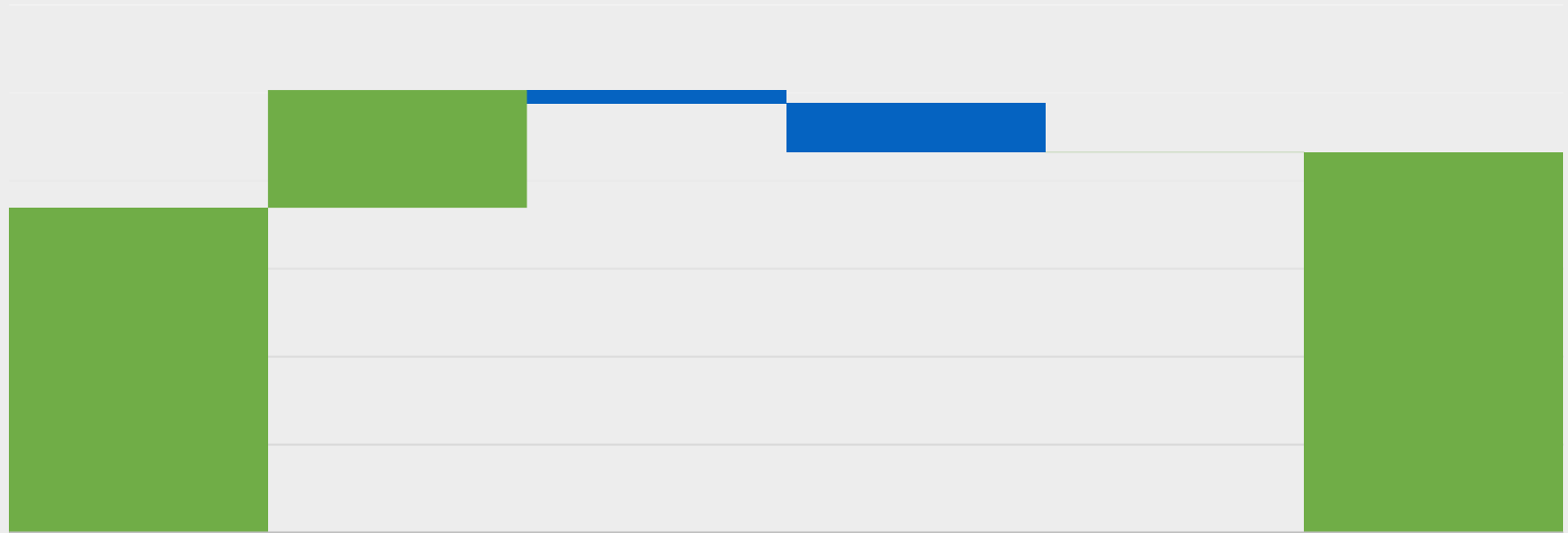
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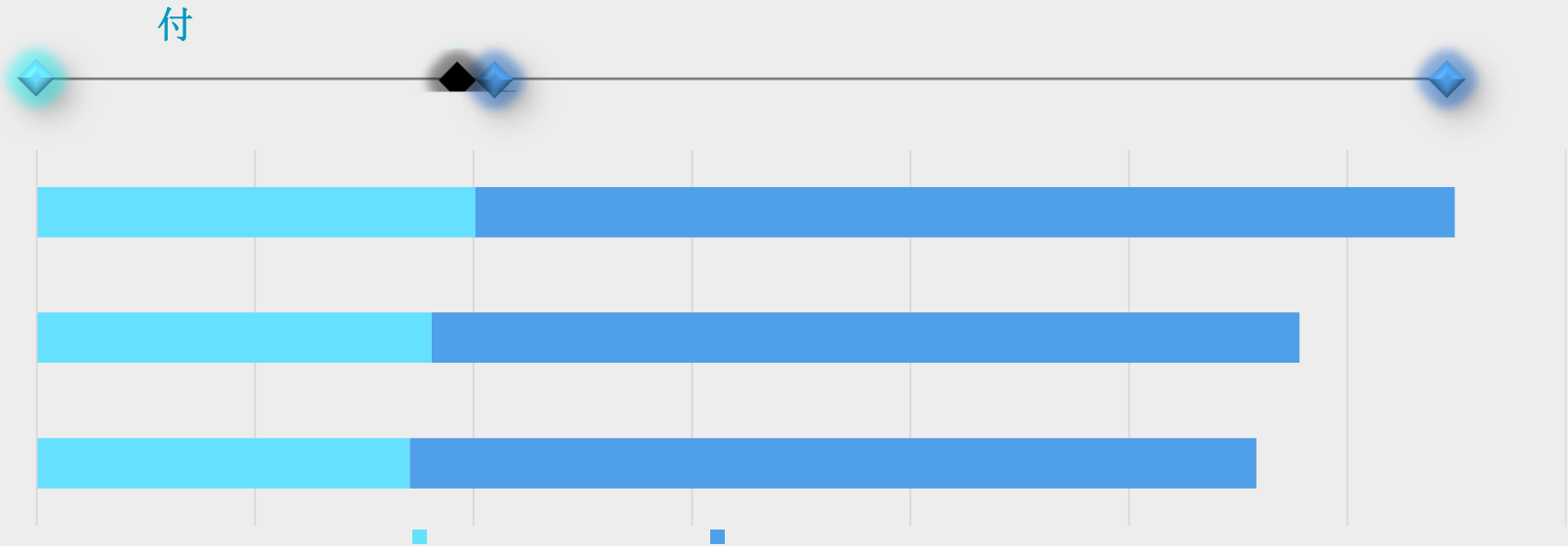
Cash and cash equivalents



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Total cash and bank balance



BUSINESS & OPERATIONAL REVIEW

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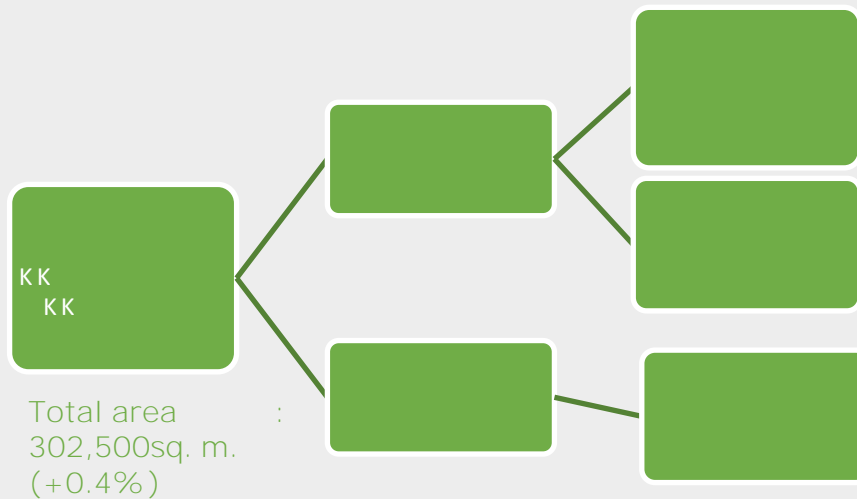
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Revenue
RMB million



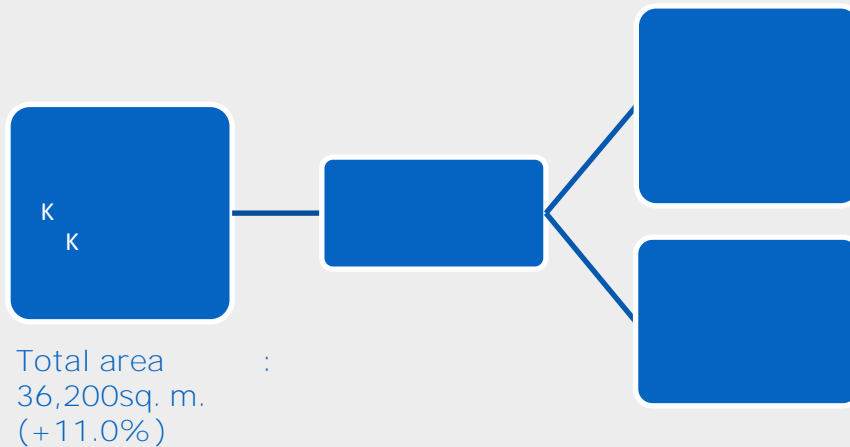
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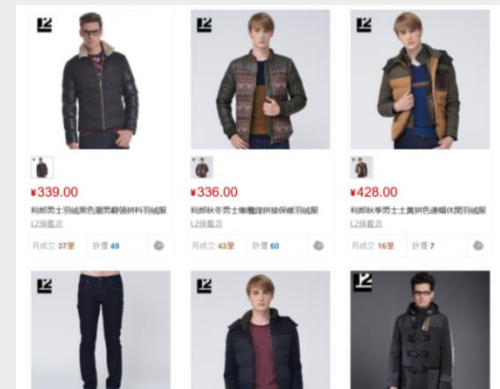
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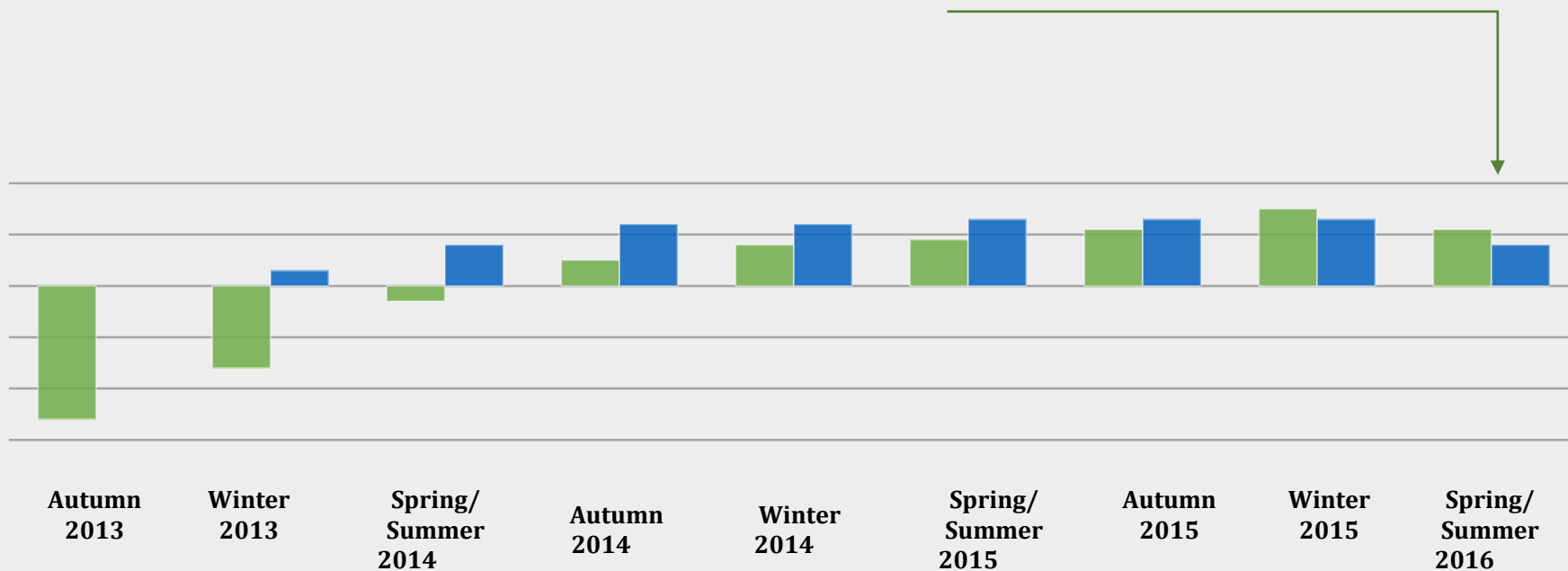
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**OUTLOOK &
STRATEGY**





Operating environment still uncertain

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Continue to adopt the strategy of “improving product quality without raising the price” and focus on store efficiency improvement

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OPEN FORUM



(RMB '000)	()	31.12.2015		
Non-current assets				
		411,455	409,307	414,014
Current assets				
		4,344,178	3,784,847	3,709,656
Current liabilities				
		1,805,717	1,381,065	1,359,532
Net current assets		2,538,461	2,403,782	2,350,124
Total assets less current liabilities		2,949,916	2,813,089	2,764,138
Non-current liabilities				
		38,718	56,529	66,269
Net assets		2,911,198	2,756,560	2,697,869