China Lilang Limited
中國利郎有限公司

Interim Results Announcement 2018

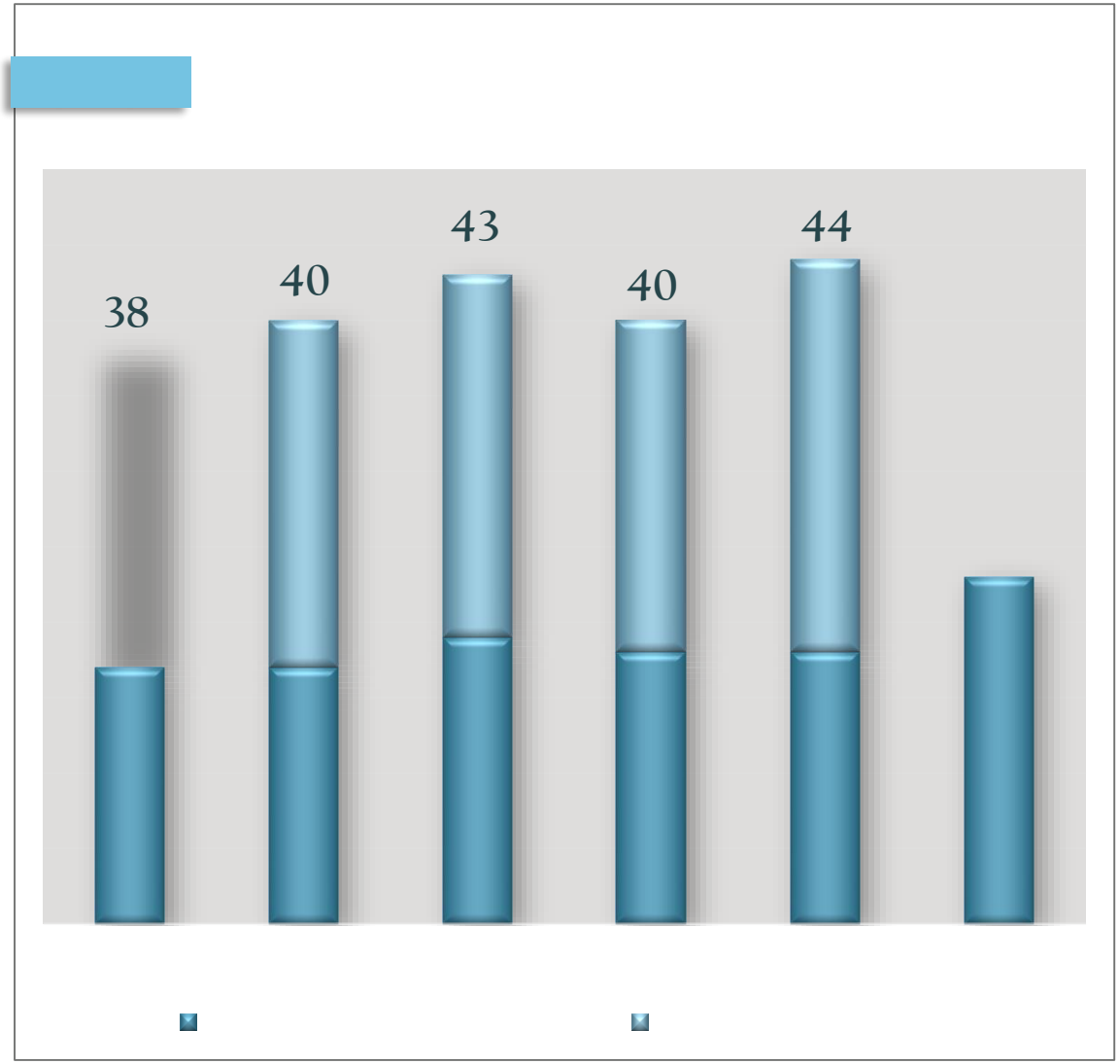
August 2018, Hong Kong

Agenda

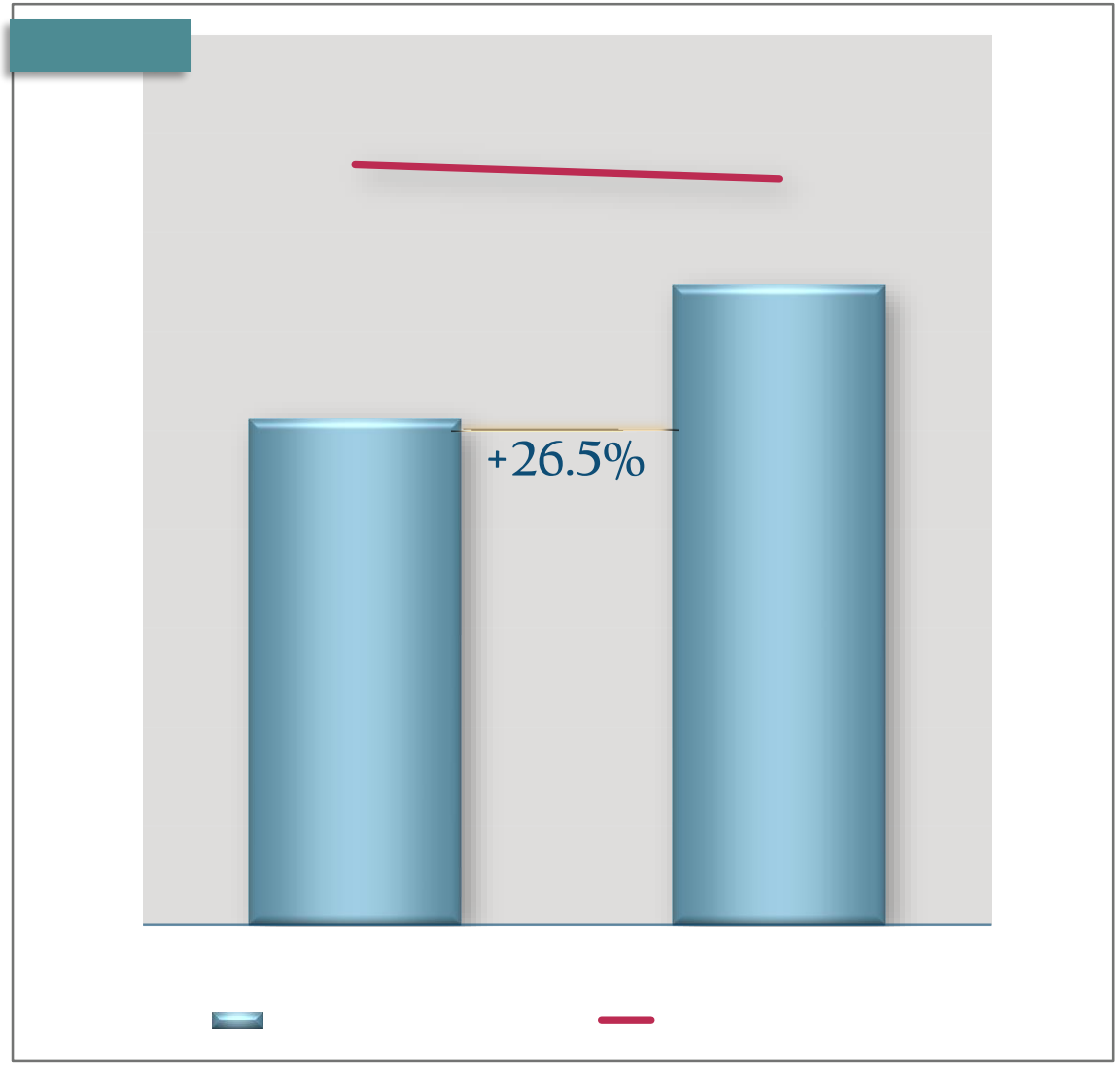
RESULTS HIGHLIGHTS

All-round Improvements in Performances with Satisfactory Progress In Business Expansion

Maintaining High Dividend Payout



Revenue and Gross Margin

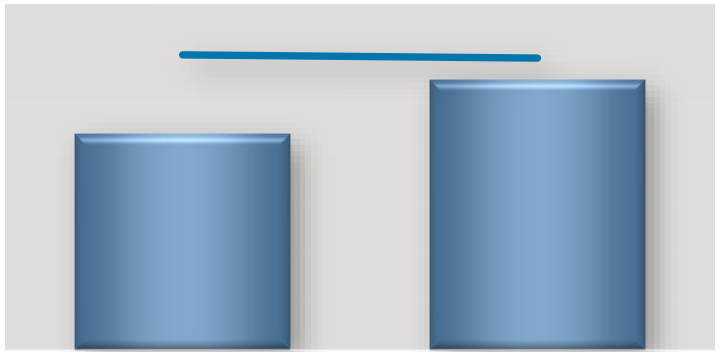


Robust Revenue Growth

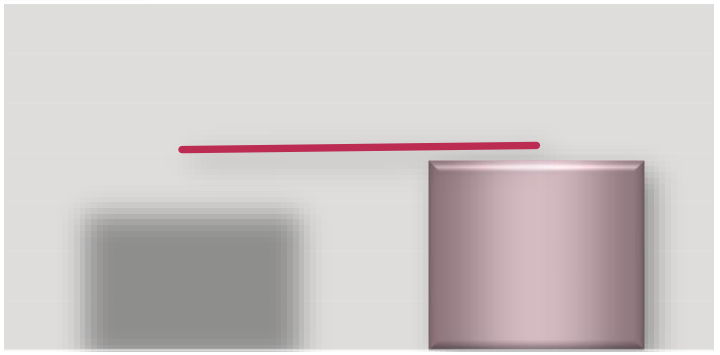
Lower Gross Margin

Profit & Margin Trend

Gross Profit & Margin



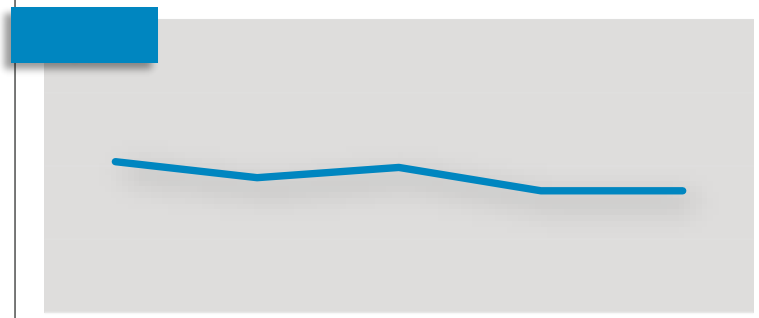
Operating Profit & Margin



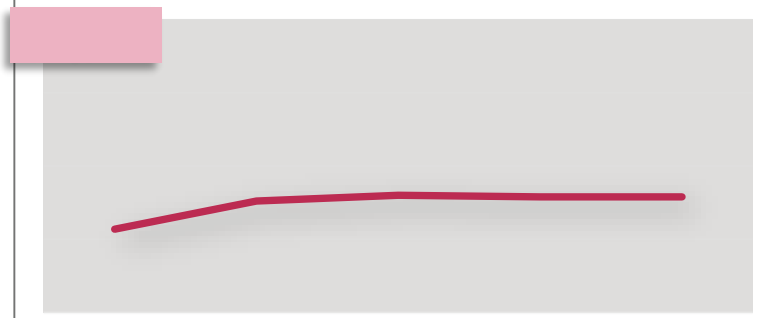
Net Profit & Margin

Working Capital Cycle

Average Trade Receivables Turnover Days



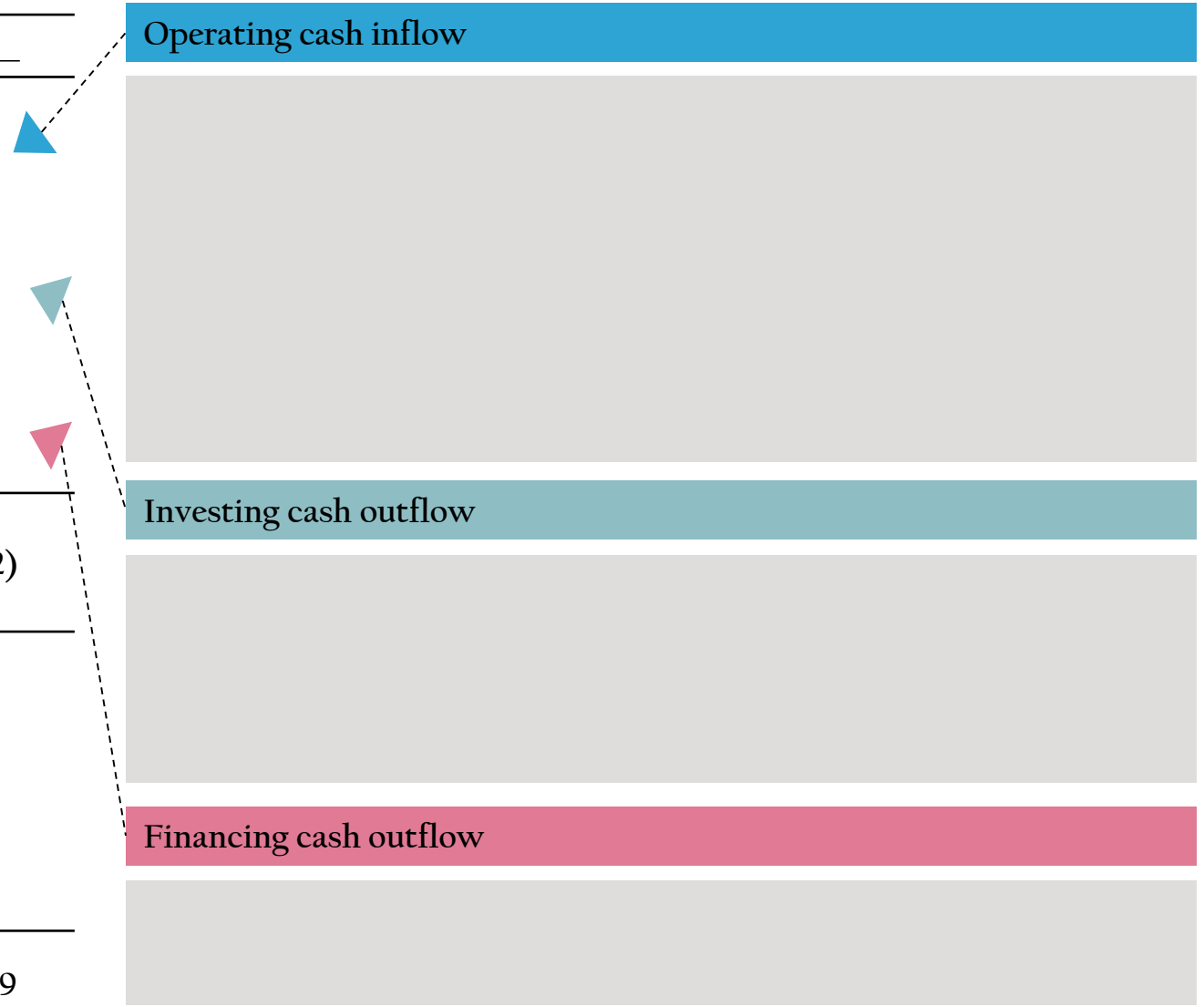
Average Inventory Turnover Days



Average Trade Payables Turnover Days

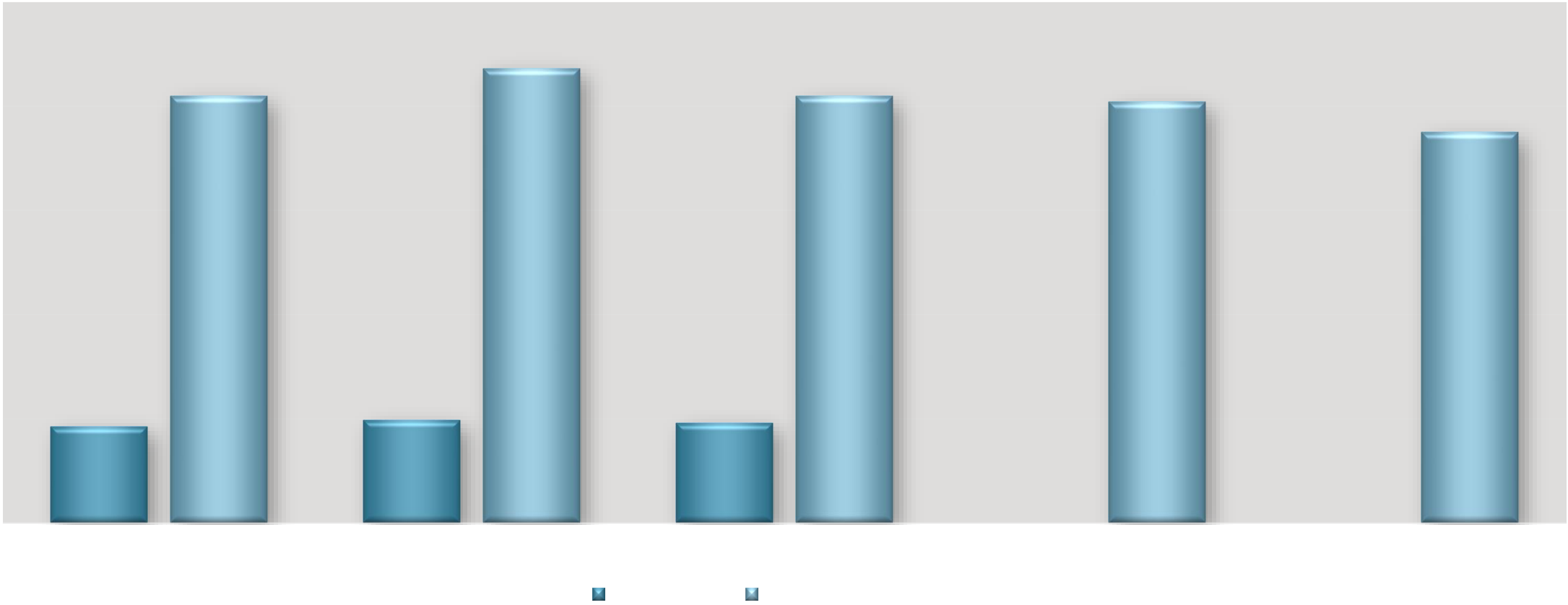
Cash Flow

RMB mn	
Net decrease in cash and cash equivalents	(339.2)
Cash and cash equivalents at 30 Jun 6 30 (2)	1,484.9



Healthy & Strong Cash Position

Total Cash and Bank Balance



BUSINESS & OPERATIONAL REVIEW

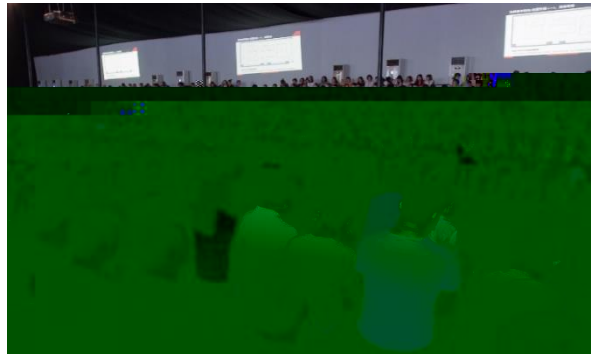
Sales Channel Management (Con't)

Except the flagship stores in the headquarters, all retail stores are operated by distributors

74 (+ 2)	*distributors*	1,259 +150
853 (- 45)	*sub- distributors*	1,252 -48

Channel upgrade: over 430 stores in shopping malls
430

Over 10 years of business relationship with all LILANZ distributors
LILANZ 10



Increase in number of stores operated by 1st tier distributors due to

Ongoing measures enhancing sales channel management:

Product Design & Development

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Marketing & Promotion

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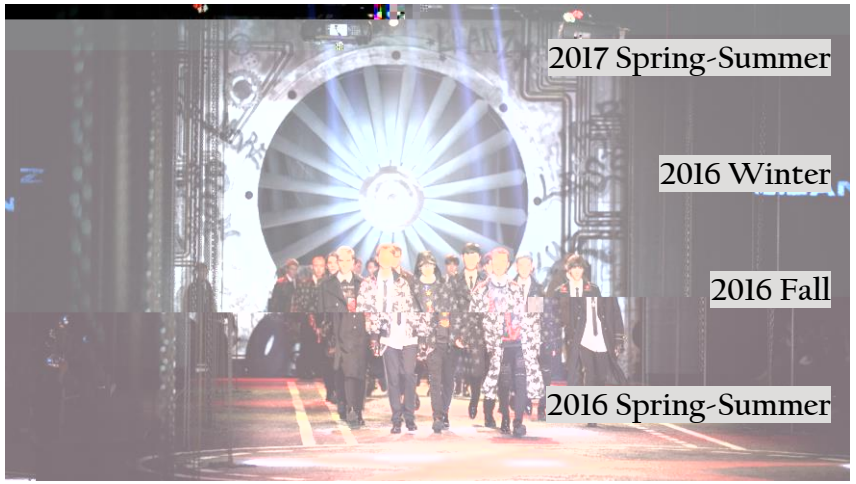
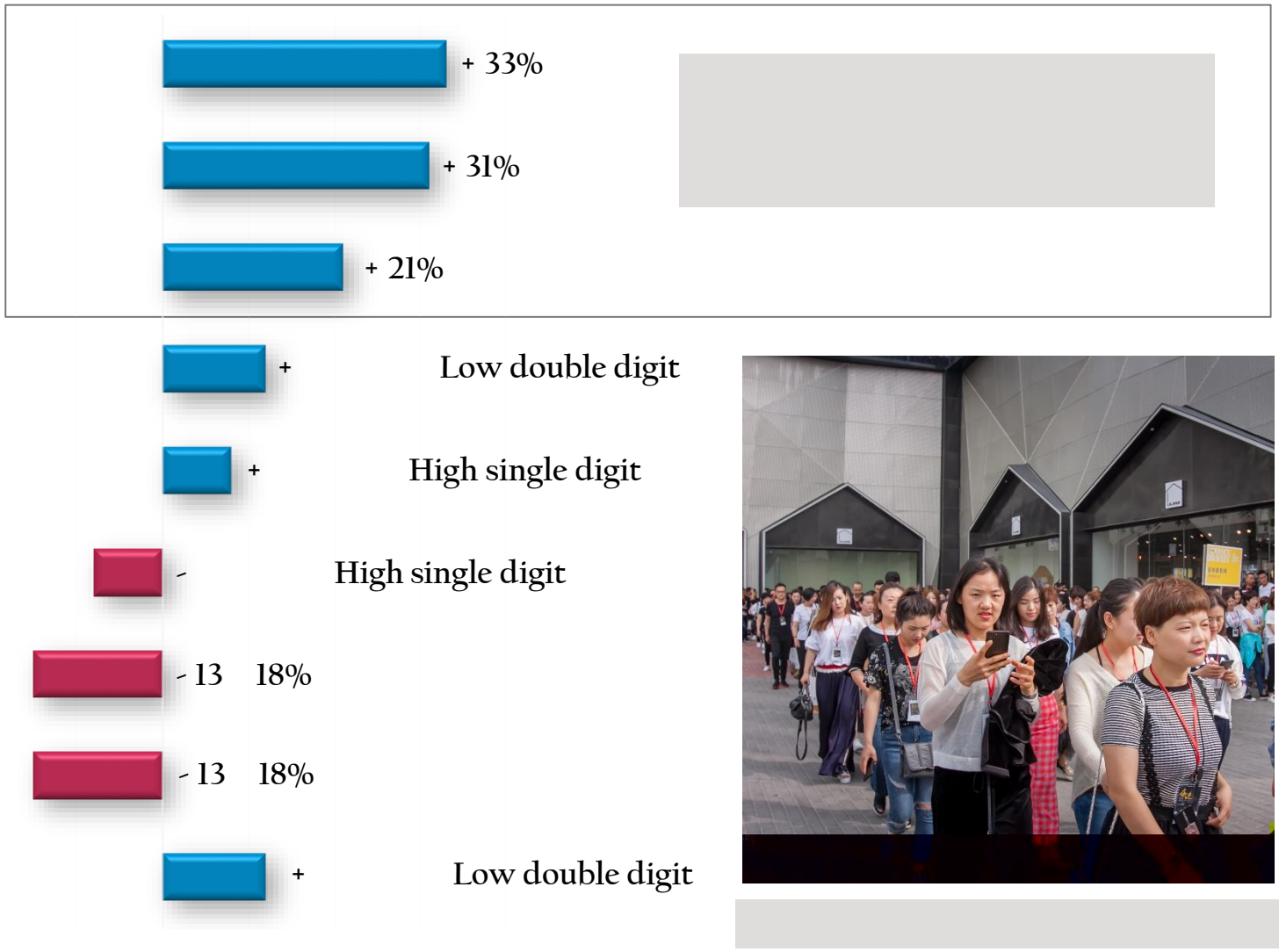
Encouraging Trends of Trade Fair Orders





OUTLOOK & STRATEGY

Cautiously Optimistic, Continue Expansion Plan in 2H 2018
2018

Retail channel expansion and upgrade

Continue the market expansion plan, target to add not less than 200 stores in 2018;
102 added in 1H 2018
To further increase the number of stores in shopping malls

200 2018 102

New Retail Development

To launch new retail business in 2H 2018 with the smart casual collection

2018

R&D and production enhancement

Continue with the strategy of offering consumers with products of excellent value-for-the-money to gain a larger share in market
Continue to improve product range and increase the proportion of season-neutral products to drive sales growth
The design and operation centre for the smart casual collection in Shanghai will be put into use in 2H 2018

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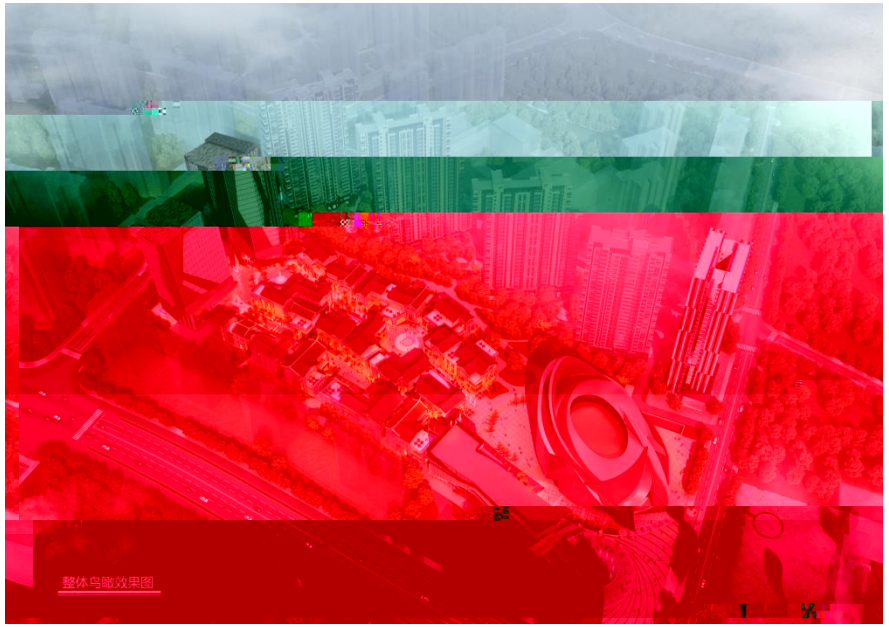
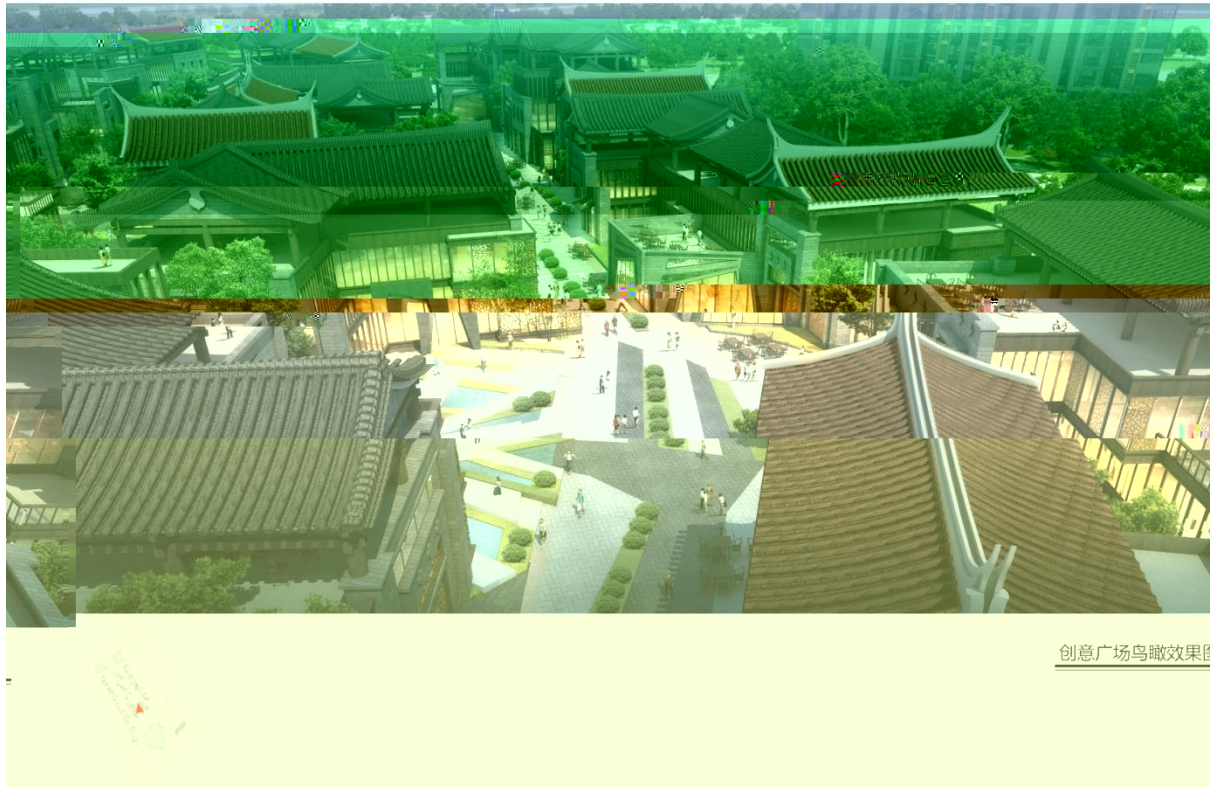
Operating Targets for 2H 2018





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