

FY21 Interim Results Presentation

For the six months ended 31 December 2020

25 February 2021

Safe Harbour Statement

The information contained in our presentation is intended solely for your personal reference. In addition, such information contains projections and forward-looking statements that reflect the Company's current views with respect to future events and financial performance. These views are based on assumptions subject to various risks. No assurance can be given that future events will occur, that projections will be achieved, or that the Company's assumptions are correct. Actual results may differ materially from those projected.

Shareholders of the Company and potential investors are advised to exercise caution when dealing in the shares of the Company.

Agenda

- **Company Facts**
- **Financial Highlights**
- **Retail Network**
- **Future Strategies**
- **Store List**



Company Facts



Company Facts

Year of Establishment: 1993

Date of Listing on HKEx: 12 July 2007

HK Stock Code: 825

Issued Shares: 1,686,145,000

Shareholding Structure:

- New World Development 74.99%
- Public 25.01%

Board of Directors:

Non-executive Director

- Dr. Cheng Kar-shun, Henry, *GBM, GBS (Chairman)*

Executive Directors

- Dr. Cheng Chi-kong, Adrian, *JP*
- Mr. Cheung Fai-yet, Philip (*Chief Executive Officer*)

Independent non-executive Directors

- Mr. Cheong Ying-chew, Henry
- Mr. Chan Yiu-tong, Ivan
- Mr. Tong Hang-chan, Peter
- Mr. Yu Chun-fai

Financial Highlights



Summary for 1HFY21

Same-store Sales Growth ('SSSG')

- SSSG for 1HFY21 was -15.3%, SSSG for 1HFY20 was -12.4%

Revenue

- Revenue for 1HFY21 was HK\$1,130.8 million compared with HK\$1,360.7 million in 1HFY20

Operating Loss for the Period

- Operating loss for 1HFY21 was HK\$42.3 million. Operating profit for 1HFY20 was HK\$319.2 million

Loss for the Period

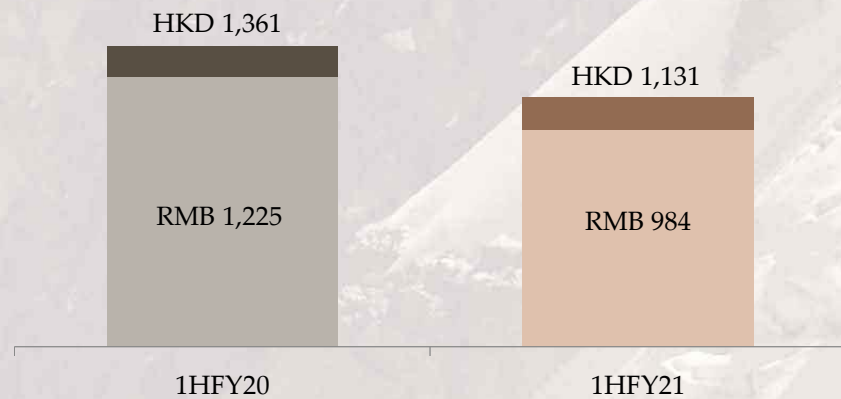
- Loss for the period was HK\$203.9 million. Profit for 1HFY20 was HK\$142.4 million

Loss per Share

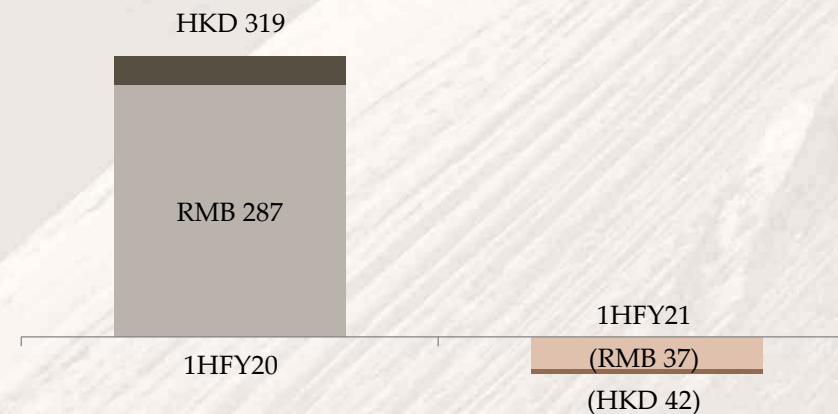
- Loss per share for the period was HK\$0.12

Financial Highlights (HKD/RMB mn)

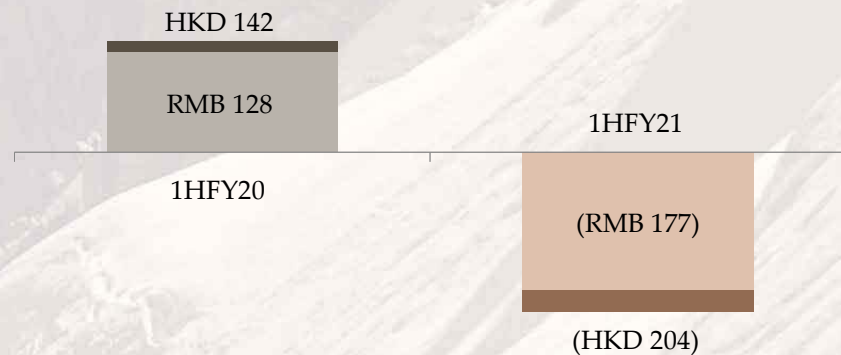
Revenue



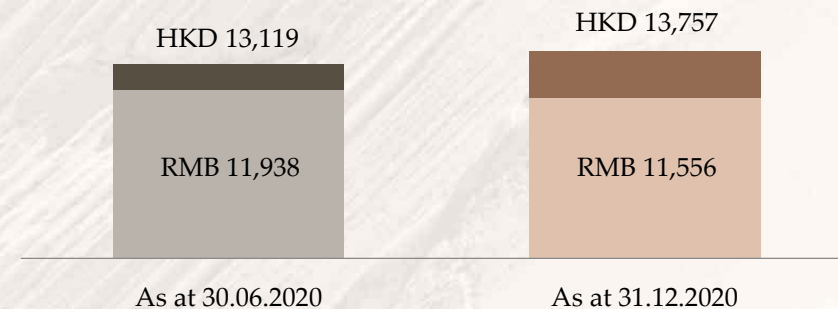
Operating Profit/(Loss)



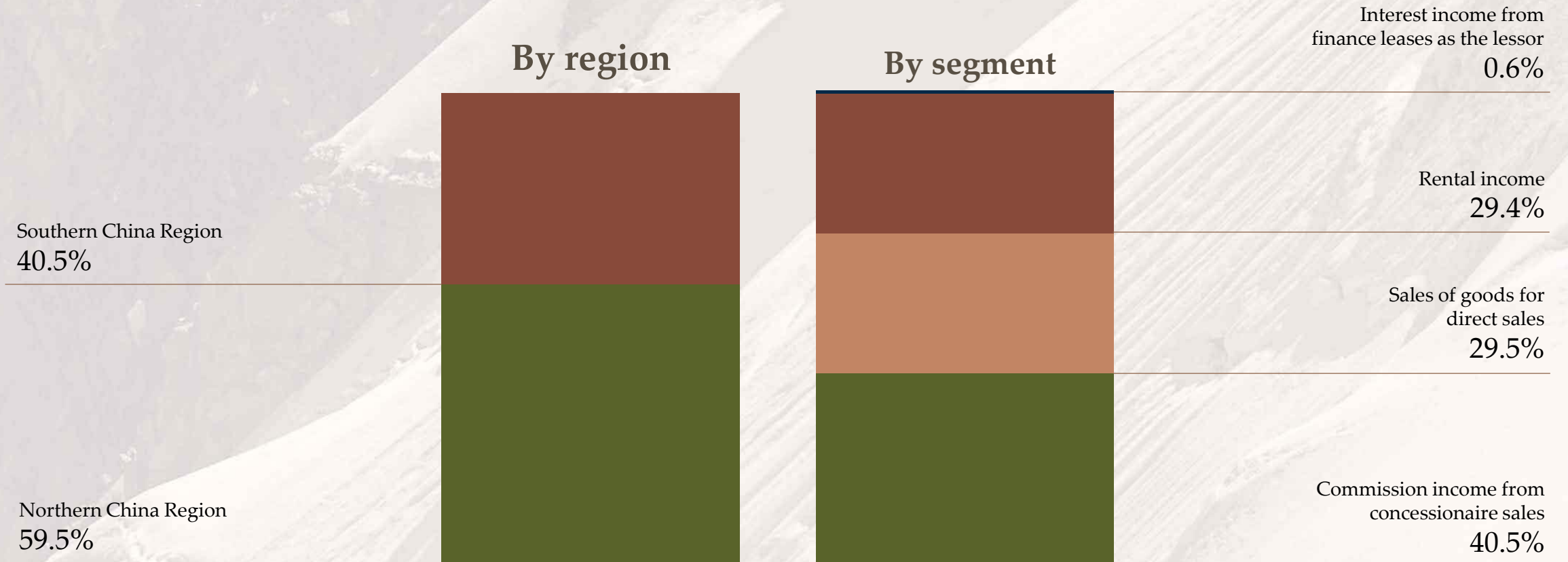
Net Profit/(Loss)



Total Assets

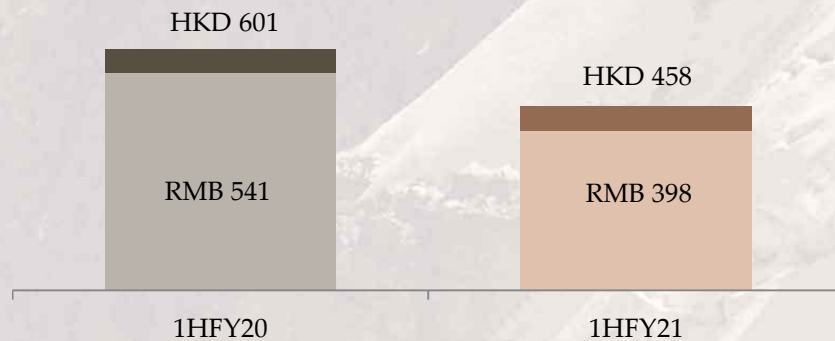


Revenue Breakdown

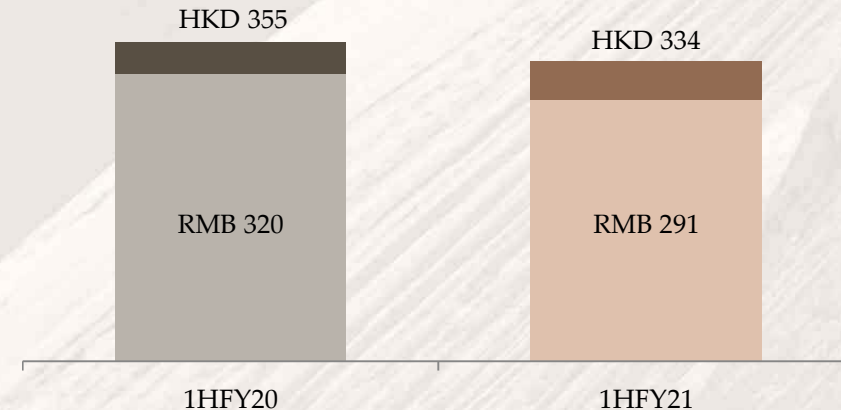


Revenue Analysis (HKD/RMB mn)

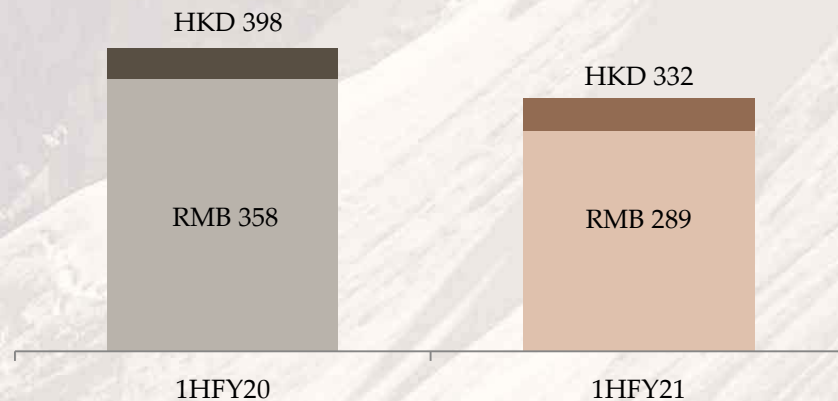
Commission Income from Concessionaire Sales



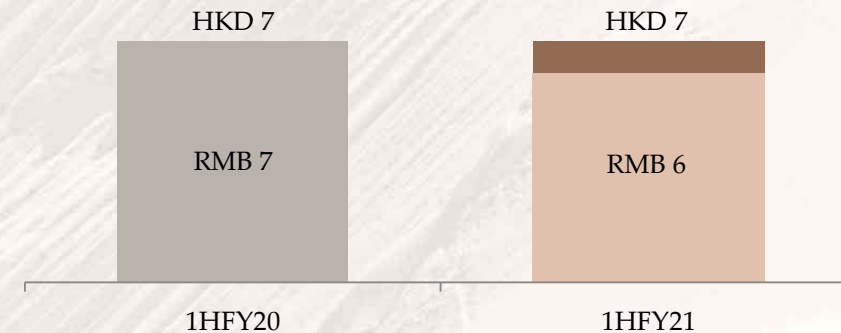
Sales of Goods for Direct Sales



Rental Income

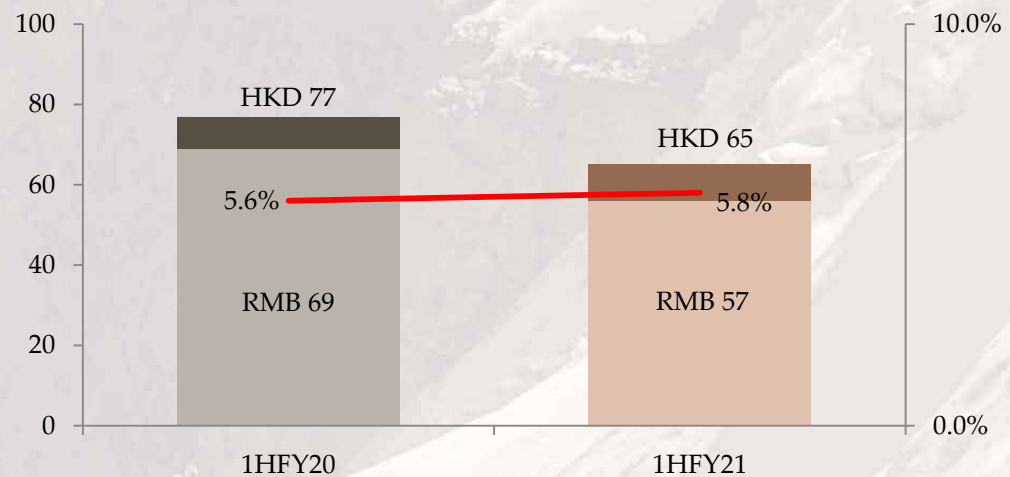


Interest Income from Finance Leases as the Lessor

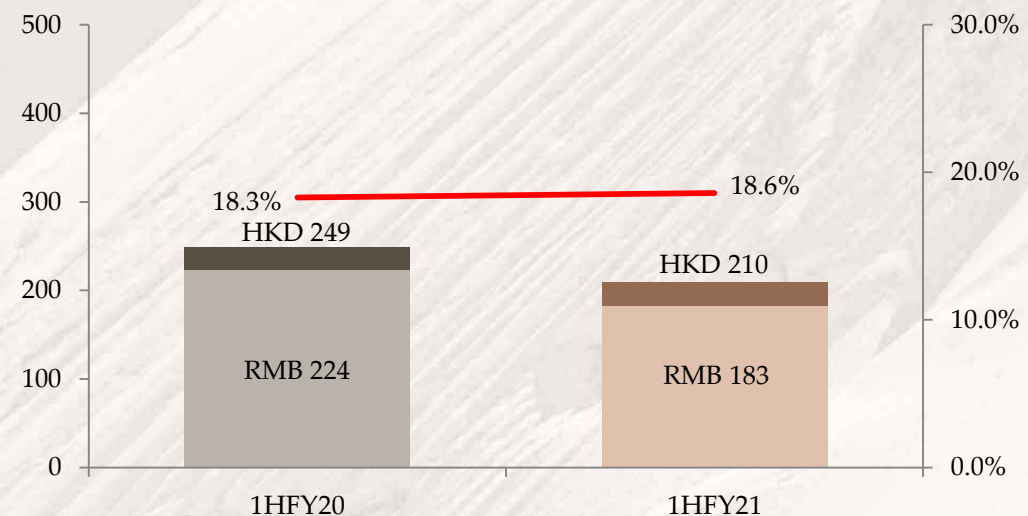


Expense Ratios (HKD/RMB mn)

Rental Expense

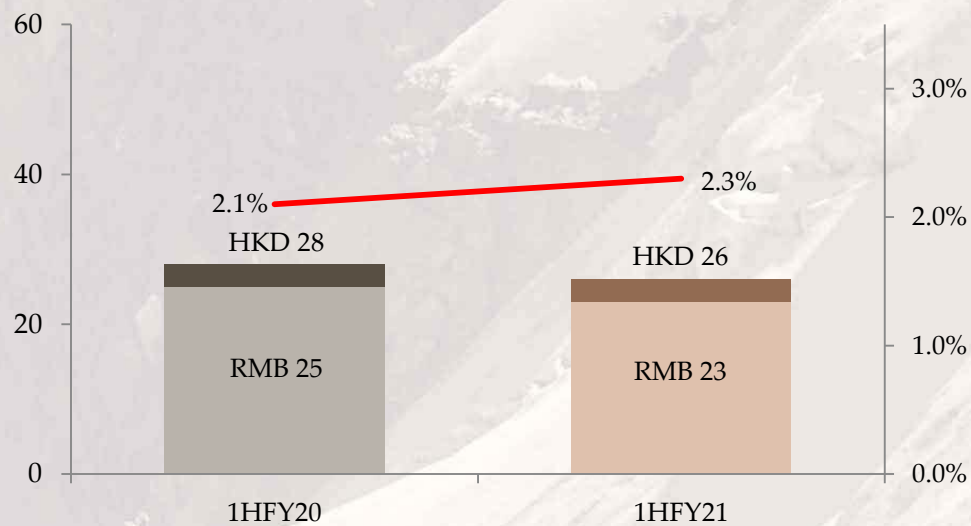


Staff Expense



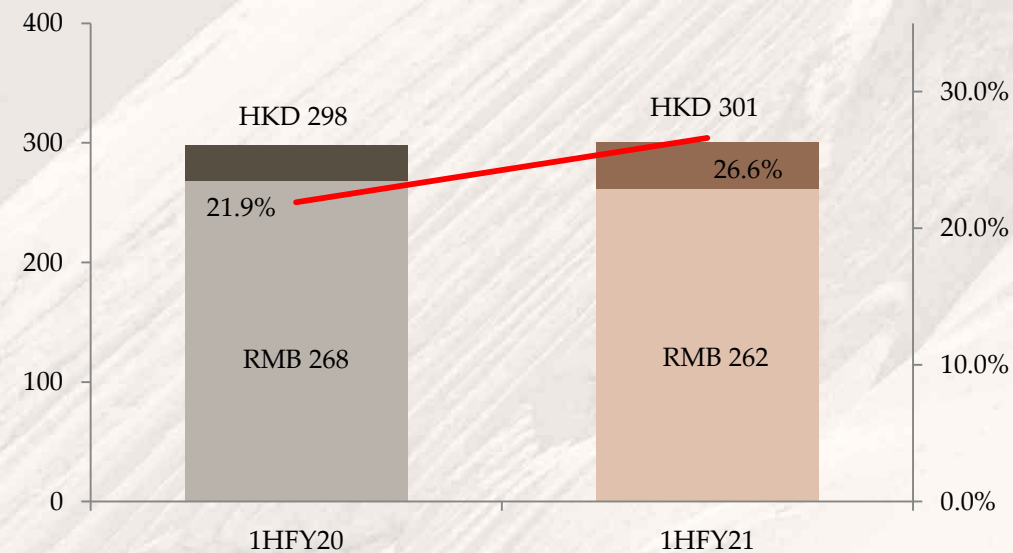
Expense Ratios (HKD/RMB mn)

Selling, Promotion, Advertising & Related Expenses*



*This includes "Purchases of Promotion Items".

Depreciation





Retail Network

Store Portfolio *(as at 31 December 2020)*

- **29** “New World” (「新世界」) and “Ba Li Chun Tian” (「巴黎春天」) branded department stores and shopping malls
- **17** major locations in Mainland China
- Total GFA: **1,209,350** sq.m.

Cities and Number of Stores



Capturing Opportunities in New Tier 1 Cities

Northern China Region:

[Tier 1] Beijing

[New Tier 1] Changsha, Shenyang, Tianjin, Wuhan, Xi'an, Zhengzhou

[Tier 2] Harbin, Lanzhou, Yantai

[Others] Yanjiao

Southern China Region:

[Tier 1] Shanghai

[New Tier 1] Chengdu, Chongqing, Nanjing

[Tier 2] Kunming

[Tier 3] Mianyang

N.B. The above cities are categorised according to the Ranking of Cities' Business Attractiveness 2020 released by The Rising Lab (新一線城市研究所) under Yicai Media Group (第一財經), which grades all 337 prefecture-level cities in Mainland China.

Source: <https://www.yicai.com/news/100648666.html>



Private Label Series

Private Labels



LOL Concept Shop

Existing Stores: 9



N+ Convenience Store

Existing Stores: 2



New World Supermarket

New World Supermarket

Existing Stores: 4



Future Strategies



Future Strategies

Strive to reduce operating costs and enhance operational efficiency

Leverage on “New Lab” upgrades and new marketing functions to boost online sales and further integrate the platform with other businesses of the Group

Strengthen store image, in-store experience and complementing services of brick-and-mortar department stores, supermarkets and convenience stores

Stabilise tenants’ operation and accelerate the pace for recruiting new tenants

Store List



Northern China Region

(as at 31 December 2020)

★ Thematic Street Zones

■ N+ Convenience Store

● LOL Concept Shop

★ New World Supermarket

	Date of Opening	Approx. GFA (sq.m.)			
1. Beijing New World Department Store No. 3 and No. 5 Chongwenmenwai Street, Dongcheng District, Beijing, China	Jul 1998	117,200	●	■	★
2. Beijing New World Trendy Department Store Block A, Wanda Plaza, 93 Jianguo Road, Chaoyang District, Beijing, China	Mar 2007	31,200	●	■	
3. Beijing New World Liying Department Store 16 Guangshun South Road, Wangjing, Chaoyang District, Beijing, China	Sep 2008	52,000	●		
4. Beijing New World Qianzi Department Store 18 Xinchunnan Road, Shunyi District, Beijing, China	Sep 2010	55,600	●		
5. Tianjin New World Department Store 138 Dongma Road, Nankai District, Tianjin, China	Oct 1997	57,000	★		
6. Yanjiao New World Department Store Xin Le Hui Shopping Plaza, Interchange of Shenwei North Road and Yan Ling Road, Yanjiao Economic and Technological Development Zone, Sanhe City, Hebei Province, China	Apr 2013	32,000			
7. Xi'an New World Trendy Plaza 88 North Street, Lianhu District, Xi'an City, Shaanxi Province, China	Dec 2012	58,700			
8. Yantai New World Department Store Wanxiang Plaza, Qingquan Road, Laishan District, Yantai, Shandong Province, China	Dec 2013	55,600			★
9. Lanzhou New World Department Store 89 Zhangye Road, Chengguan District, Lanzhou, Gansu, China	Sep 2005	28,500			★
10. Harbin New World Department Store 403 Huayuan Street, Nangang District, Harbin, Heilongjiang Province, China	Nov 1996	50,000			
11. Shenyang New World Department Store – Jianqiao Road Branch Store 3 Jianqiao Road, Dadong District, Shenyang City, Liaoning, China	May 2011	34,000			

Northern China Region (Cont'd)

(as at 31 December 2020)

★ Thematic Street Zones

★ New World Supermarket

	Date of Opening	Approx. GFA (sq.m.)	
12. Wuhan New World Department Store 566 Jian She Da Dao, Hankou, Wuhan, Hubei Province, China	Nov 1994	42,000	★
13. Wuhan New World Department Store – Wuchang Branch Store 1 Luoyu Road, Hongshan District, Wuhan, Hubei Province, China	Oct 2005	24,000	★
14. Wuhan New World Department Store – Xudong Branch Store 31 Xudong Dajie, Hongshan District, Wuhan, Hubei Province, China	Jan 2008	29,200	
15. Zhengzhou New World Department Store 57 Zijingshan Road, Guancheng Huizu District, Zhengzhou, China	Apr 2011	35,500	★
16. Changsha New World Trendy Plaza 153 Wuyi Xi Road, Changsha, Hunan Province, China	Sep 2006	35,000	★

Southern China Region

(as at 31 December 2020)

★ Thematic Street Zones

● LOL Concept Shop

	Date of Opening	Approx. GFA (sq.m.)	
1. Hong Kong New World Department Store – Shanghai Huaihai Branch Store 939-949 Central Huaihai Road, Huangpu District, Shanghai, China	Dec 2001	22,500	
2. Hong Kong New World Department Store – Shanghai Qibao Branch Store 3755 Qixin Road, Minhang District, Shanghai, China	Dec 2005	36,550	
3. Hong Kong New World Department Store – Shanghai Wujiaochang Branch Store 1 Songhu Road, Yangpu District, Shanghai, China	Dec 2006	44,000	●
4. Hong Kong New World Department Store – Shanghai Pujian Branch Store 118 Pujian Road, Pudong New District, Shanghai, China	Sep 2007	46,000	●
5. Hong Kong New World Department Store – Shanghai Baoshan Branch Store 888 Zhenhua Road, Baoshan District, Shanghai, China	Jan 2010	39,000	●
6. Hong Kong New World Department Store – Shanghai Chengshan Branch Store 1993 Chengshan Road, Pudong New District, Shanghai, China	Apr 2010	38,000	●
7. Hong Kong New World Department Store – Shanghai Shaanxi Road Branch Store No. 155 Changshou Road, Putuo District, Shanghai, China	Nov 2011	42,000	
8. Hong Kong New World Department Store – Shanghai Tianshan Road Branch Store 762 Tian Shan Road, Changning District, Shanghai, China	Aug 2013	43,000	
9. Nanjing New World Department Store 88 Zhujiang Road, Xuanwu District, Nanjing, Jiangsu, China	Nov 2007	41,200	★
10. Chengdu New World Department Store Plaza Central, 8 Shun Cheng Da Jie, Jinjiang District, Chengdu, Sichuan, China	Dec 2006	30,000	
11. Chongqing New World Department Store Future International Building, No.6 Guanyinqiao, Pedestrian Street, Jiangbei District, Chongqing, China	Sep 2006	42,000	
12. Mianyang New World Department Store 72 Eastern Linyuan Road, Fucheng District, Mianyang City, Sichuan, China	Dec 2011	35,000	
13. Kunming New World Department Store 432 Qingnian Road, Wuhua District, Kunming, Yunnan Province, China	Jun 2004	12,600	

The End

