

北京京客隆
商业集团股份有限公司
BEIJING JINGKELONG COMPANY LIMITED

Interim Results 2015

Corporate Presentation

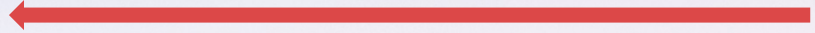
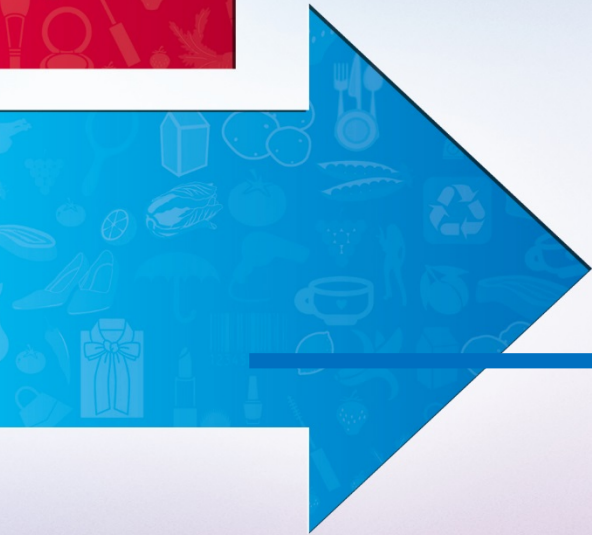
August 2015



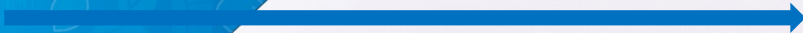


Agenda

- ↑ Financial Review
- ↑ Business Review
- ↑ Future Plans
- ↑ Open Forum



Financial Review



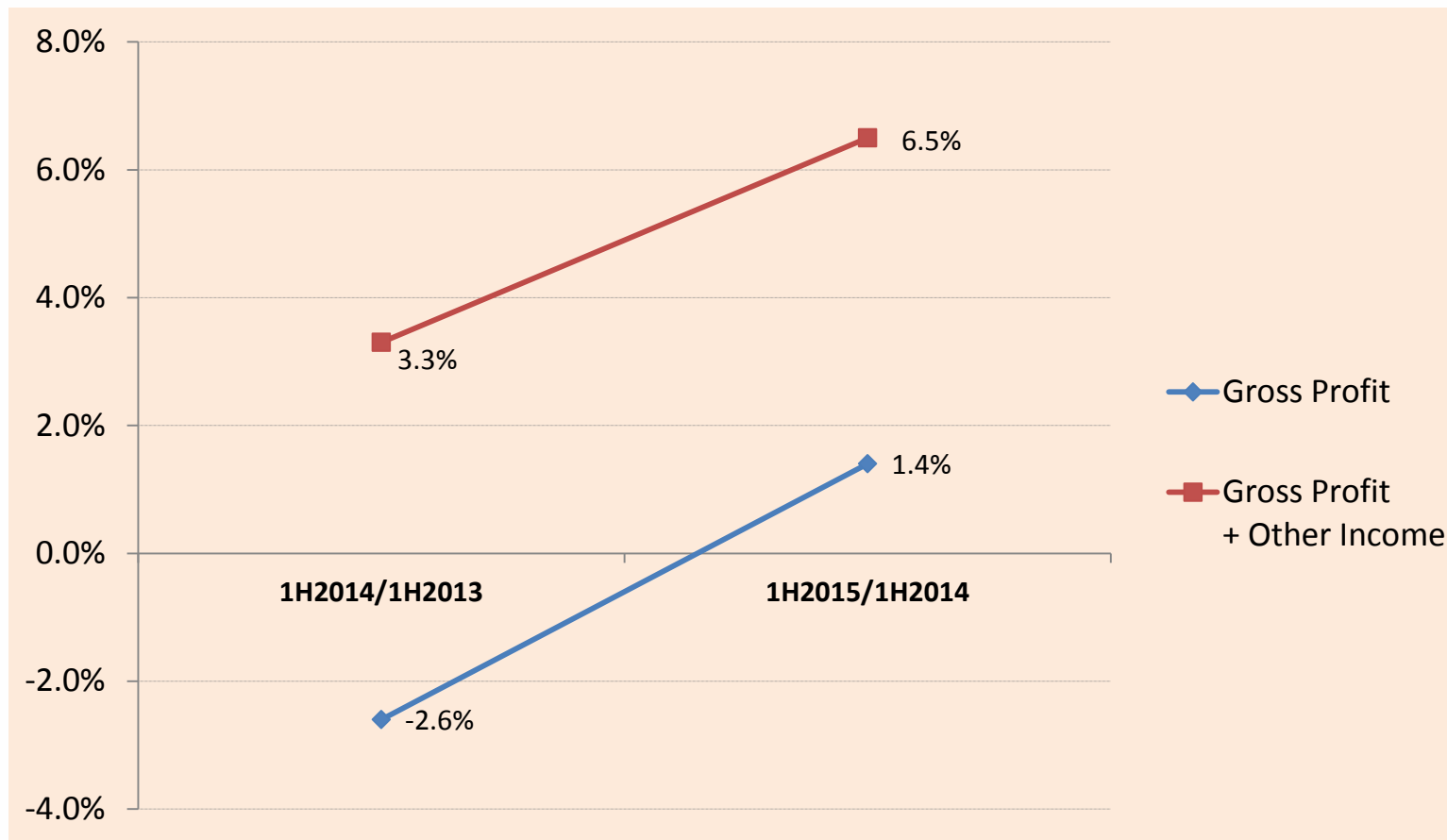
Financial Summary

(RMB '000)	1H2015	1H2014	+/-	Change
Revenue from principal business	5,310,400	5,004,423	305,977	6.1%
EBIT (EBIT Margin)	154,190 (2.9%)	166,070 (3.3%)	-11,880	-7.2%
Profit before tax	70,383	79,871	-9,488	-11.9%
Profit attributable to shareholders (Net profit margin)	21,040 (0.4%)	29,361 (0.6%)	-8,321	-28.3%
Basic EPS (RMB cents)	5.1	7.1	-2.0	-28.2%

Financial Summary – gross profit & other income

(RMB '000)	1H2015	1H2014	+/-	Change
Revenue from principal business	5,310,400	5,004,423	305,977	6.1%
Gross profit	678,212	669,171	9,041	1.4%
Other income	504,111	441,498	62,613	14.2%
Gross profit & other income	1,182,323	1,110,669	71,654	6.5%
(Gross profit & other income)/ revenue from principal business	22.3%	22.2%	-	0.1p.p

Change Rate of Gross Profit and Gross Profit + Other Income



Financial Summary – cost breakdown

(RMB '000)	1H2015	1H2014	+/-	Change
Selling and distribution cost	847,254	771,715	75,539	9.8%
Administration expenses	141,187	141,549	-362	-0.3%
<i>(Selling and distribution costs & administration expenses)/ revenue from principal business</i>	18.6%	18.2%	-	0.4p.p
Interest expenses	83,806	86,198	-2,392	-2.8%
<i>Interest expenses/ revenue from principal business</i>	1.6%	1.7%	-	-0.1p.p

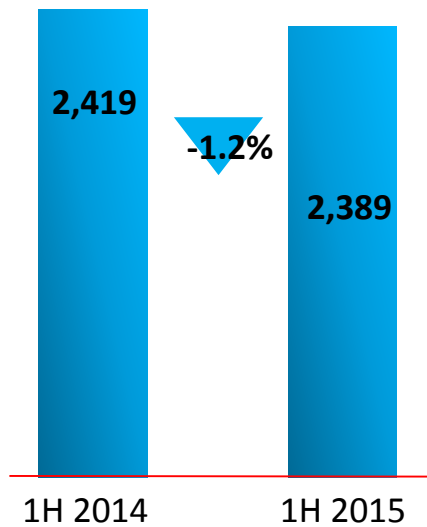
Financial Summary – cost breakdown

(RMB '000)	1H2015	1H2014	+/-	Change
Labor cost	382,097	337,308	44,789	13.3%
<i>Labor cost / revenue from principal business</i>	7.2%	6.7%	-	0.5p.p
Rental cost	116,167	117,800	-1,633	-1.4%
<i>Rental cost / revenue from principal business</i>	2.2%	2.4%	-	-0.2p.p
Energy expenses	55,488	56,050	-562	-1.0%
Transportation expenses	64,282	56,041	8,241	14.7%

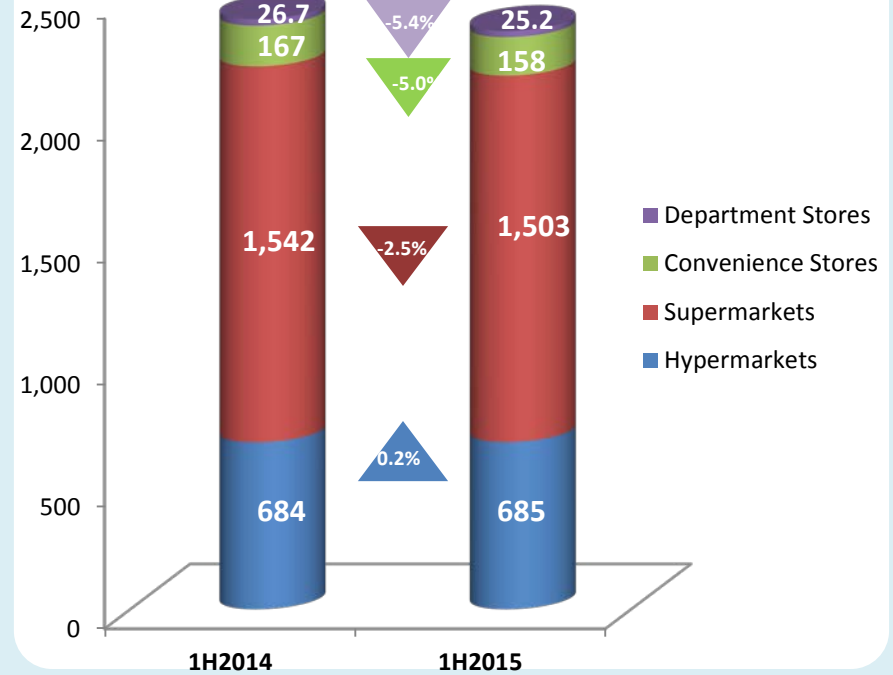
Retail Business (directly-operated)

Revenue

(RMB million)

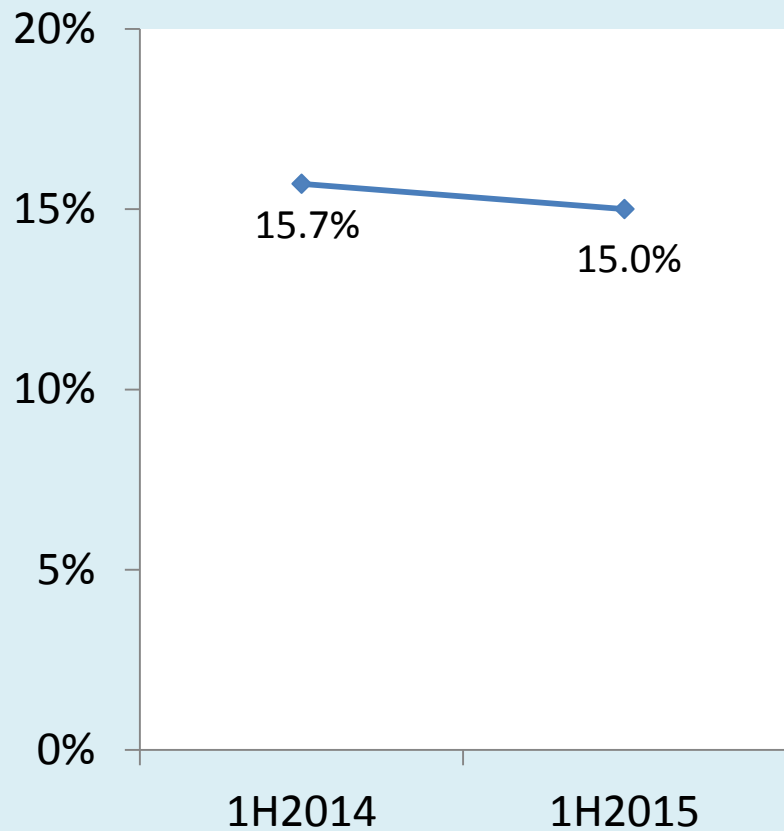


Revenue by Segments



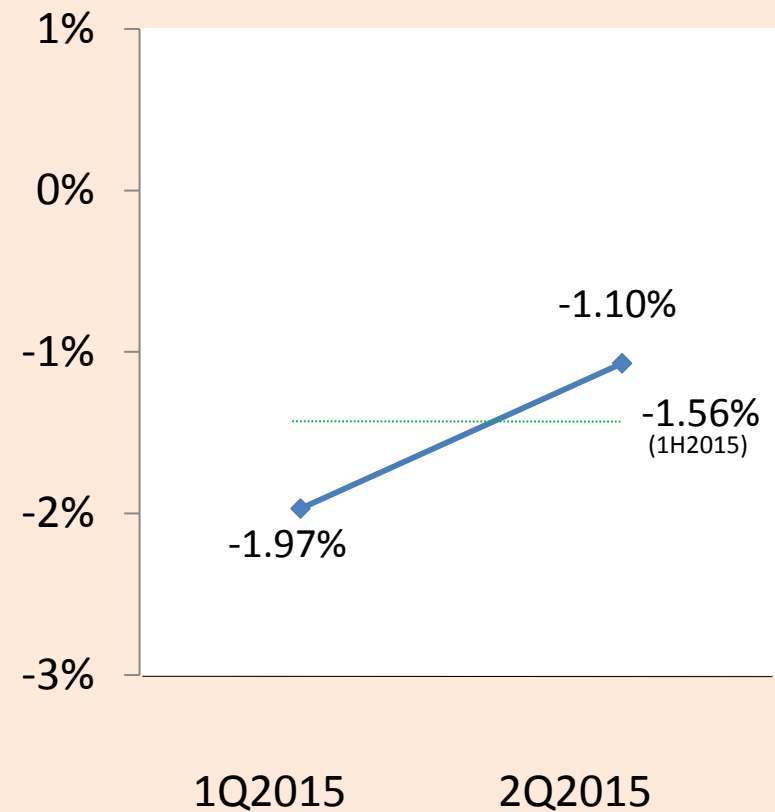
Retail Business (directly-operated)

Gross Profit Margin



Same Store Sales Growth (Quarterly)

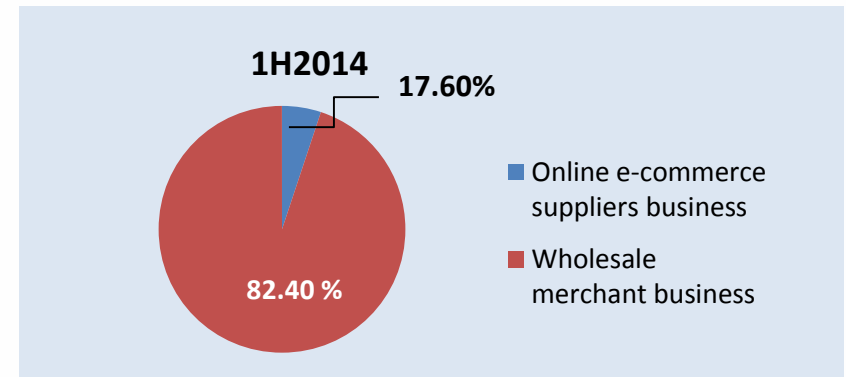
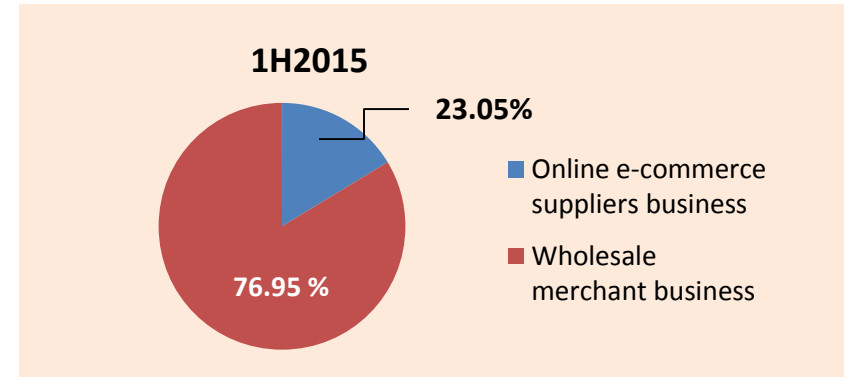
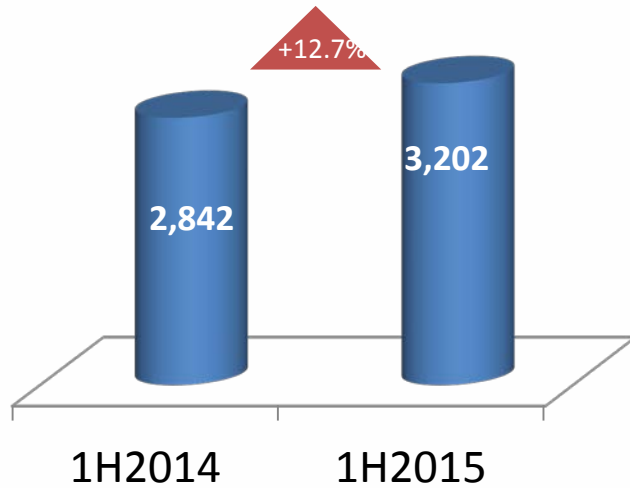
(Notes: refers to the SSSG of directly-operated hypermarkets, supermarkets and convenience stores)



Wholesale Business

Revenue from principal business*

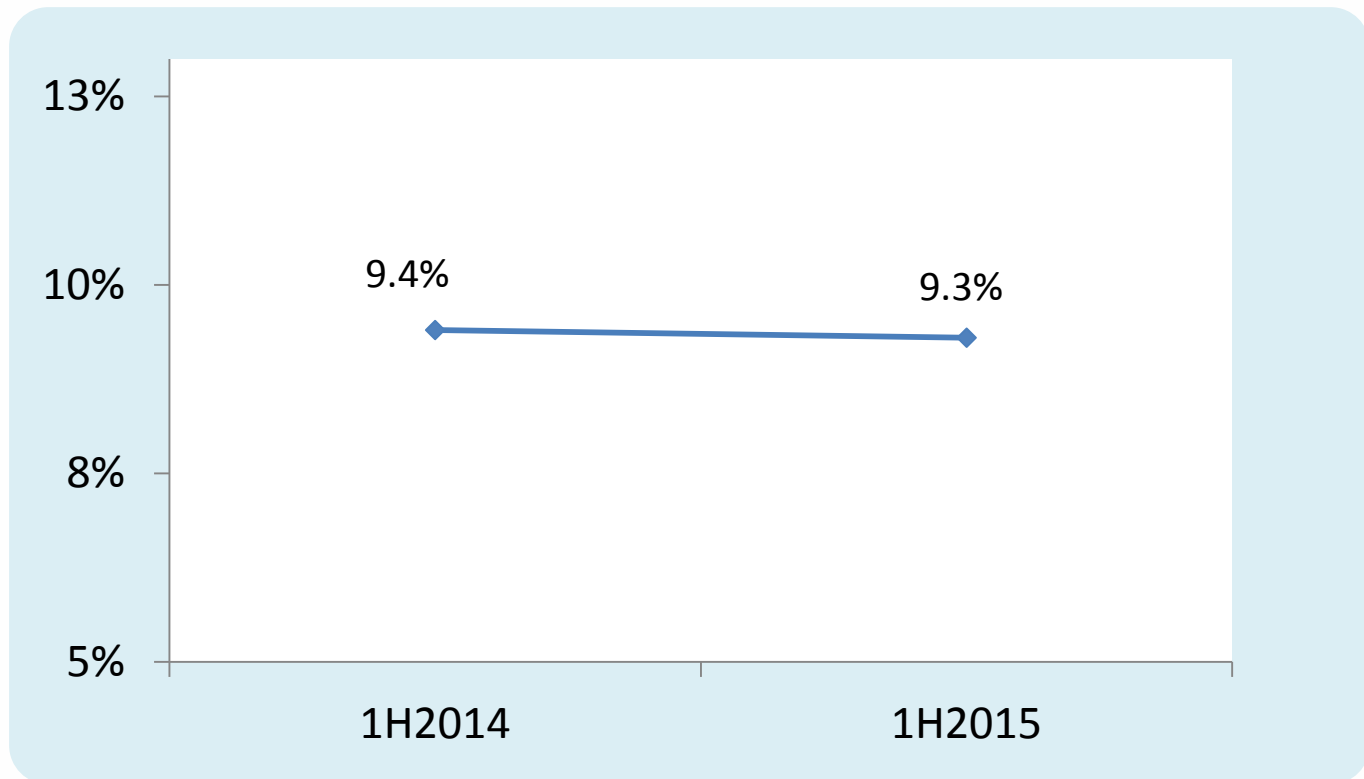
(RMB million)



* Refers to revenue from principal business recognised by Chaopi Trading and its subsidiaries including intersegment sales.

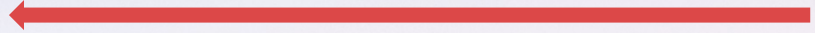
Wholesale Business

Gross Profit Margin

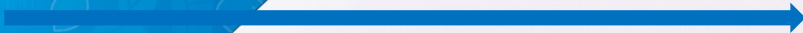


Financial figures – turnover days

For the 6 months ended 30 June	Retail Business		Wholesale Business	
	2015	2014	2015	2014
Inventory turnover days	32	31	63	74
Debtor turnover days	2	2	91	99
Creditor turnover days	75	65	48	40



Business Review



Retail Business

Improving foundation work for supply chain management to enhance competitiveness of merchandise

Enhancing merchandising capability of fresh produce through imposing standardised business management practices

Raising the level of refinement through data analysis

Optimising logistics and distribution management to boost logistics efficiency

Retail Business

Prudently developing the retail network

Number and net operating area of retail outlets as at 30 June 2015

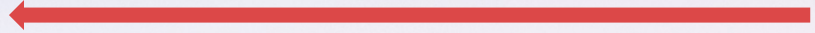
	Department stores	Hypermarket	Supermarket	Convenience Stores	Total
Number of retail outlets:					
Directly -operated	2	12	73	108	195
Franchise-operated	-	-	1	74	75
Total	2	12	74	182	270
Net operating area (square meters):					
Directly-operated	39,742	86,089	156,619	20,202	302,652
Franchise-operated	-	-	880	13,702	14,582
Total	39,742	86,089	157,499	33,904	317,234

Wholesale Business

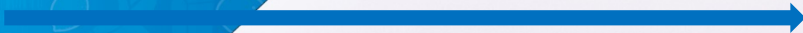
Continuing to expand the e-commerce supplier business

Optimizing brand structure and cultivating new advantages in brand resources

Applying logistics standardisation projects to align with international standards



Future Plan

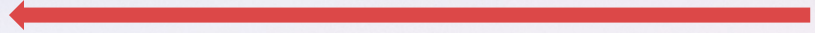
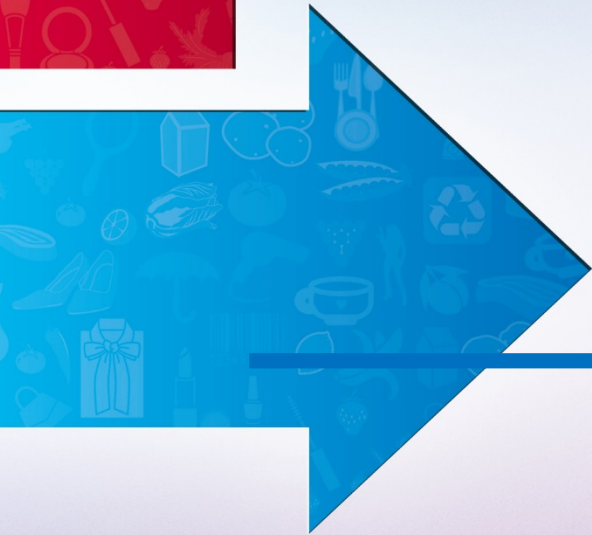


Retail Business

- **To integrate internet and mobile internet technology into the current offline business**
- **To continually enhance the management of supply chain and improve the competitiveness of merchandise**

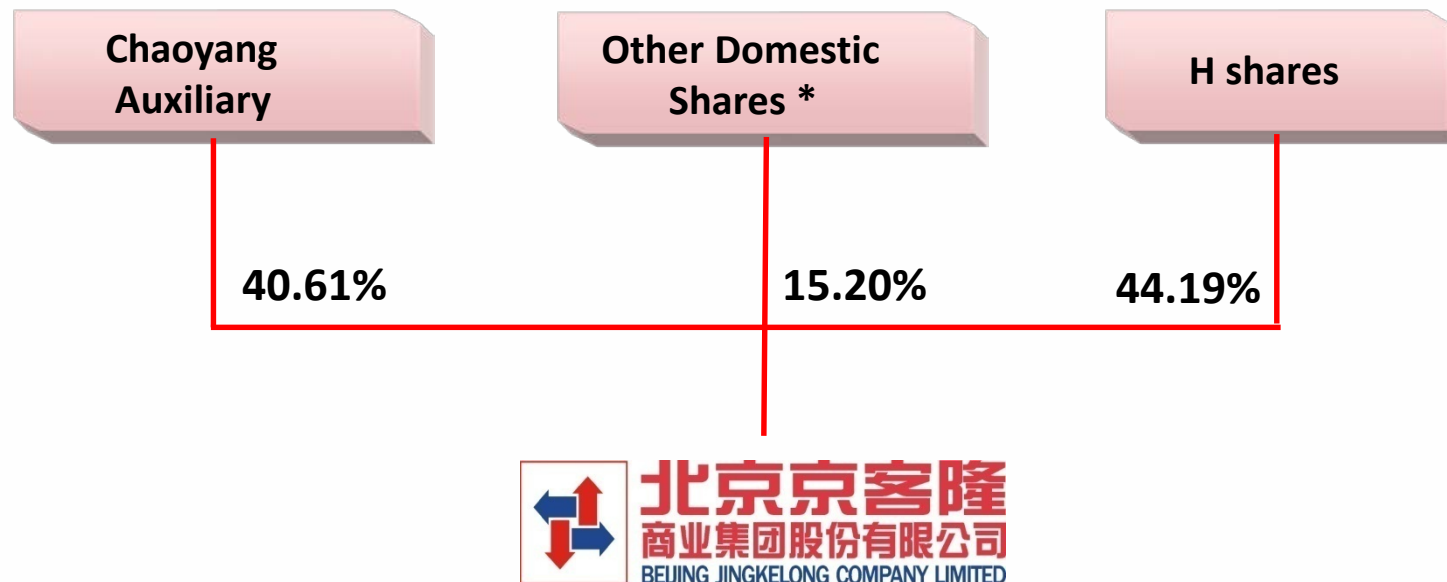
Wholesale Business

- **To introduce more new brands and more tailored products and imported products**
- **To further expand the e-commerce supplier business**
- **To enhance the cooperation with suppliers and retailers**



Appendix

Appendix I: Shareholding Structure



** 9.9% Domestic shares are held by the senior management and employees.*

Appendix II: Business Structure

