



DICKSON CONCEPTS (INTERNATIONAL) LIMITED  
迪生創建(國際)有限公司  
(incorporated in Bermuda with limited liability)

## **PRESS RELEASE**

### **FINANCIAL RESULTS AND FINAL DIVIDEND**

- \* For the financial year ended 31st March, 2021, the Group achieved a turnover of HK\$2,275.5 million, a decrease of 22.5 per cent..
- \* Net profit attributable to equity shareholders was HK\$461.8 million (2020 : HK\$645.8 million), a decrease of 28.5 per cent.. The investment portfolio contributed a profit of HK\$89.3 million.
- \* The decrease in profit is the result of the decrease in sales and profit contribution from the retail business in Hong Kong and absence of non-recurring items recognised in the previous financial year.
- \* Turnover for the financial year ended 31st March, 2021 was HK\$2,275.5 million, a decrease of 22.5 per cent. compared to HK\$2,937.7 million in the previous year.
- \* Profit attributable to shareholders was HK\$461.8 million as compared to HK\$645.8 million in the previous year.
- \* In view of these results, the Board is recommending the payment of a final dividend of HK27 cents per ordinary share, which together with the interim dividend of HK8 cents per ordinary share paid, is the same as the previous year, excluding the special dividend of HK20 cents per ordinary share paid in last year. Based on a closing price of HK\$4.14 on 31st March, 2021, the total dividend proposed represents a yield of 8.45 per cent..

### **REVIEW OF OPERATIONS**

- \* During the year under review, the Group faced one of the worst retail environments that Hong Kong has ever faced as a result of the continued outbreak of COVID-19. The very poor consumer sentiment and the lack of tourists travelling to Hong Kong have resulted in the Group's turnover in Hong Kong decreasing by 30.9 per cent. in the financial year ended 31st March, 2021.
- \* In Taiwan, the Group achieved profit increase of over 300 per cent. during the year. This is a direct result of continued improvement in consumer sentiment, together with margin improvement and aggressive cost and inventory control.



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- \* In China, the Group recorded a very strong performance for the full year. In particular, the Group's total retail sales recorded an increase of 109 per cent. during the year, with physical retail stores increasing 90 per cent. and online retail sales increasing 325 per cent.. This has successfully enabled the Group to turn around its China operations from loss making to profit contributing for the full year.
- \* The Group adopted the most conservative approach in managing its retail network. Today, the Group's retail network totals 64 stores, comprising 7 stores in Hong Kong, 32 in China and 25 in Taiwan.
- \* Geographically, Hong Kong contributed 76.5 per cent. of sales, Taiwan 19.6 per cent. and other territories 3.9 per cent..
- \* In terms of sales mix, watches and jewellery represented 45.9 per cent., cosmetics and beauty products 29.2 per cent., fashion and accessories 20.0 per cent. and securities trading 4.9 per cent..
- \* The investment market has continued to be very volatile as a result of the worldwide impact of COVID-19. The Group continues to manage its investment portfolio cautiously and has succeeded in achieving a profit of HK\$89.3 million during the year ended 31st March, 2021.

## **FUTURE PROSPECTS**

- \* The Group remains to be pessimistic about the retail climate in Hong Kong. With the possibility of a 5th wave outbreak of COVID-19, uncertainty on the timing of the re-opening of borders and continued high unemployment rate, the Group does not expect any real improvement in the retail climate in Hong Kong in the foreseeable future.
- \* The Taiwan market was our strongest market during the year with a profit increase of over 300 per cent.. This strong growth has been disrupted by the current outbreak of COVID-19 in Taiwan. Given the circumstances, the Group is very concerned about how severe the Taiwan market would be affected.
- \* In China, successful restructuring of the Group and the strong performance of its retail operations has resulted in turning the Group's business in China from loss making to profit contributing for the full year. Going forward, the Group will focus on expanding its physical network and on-line development to capitalise on the significant opportunity in China.



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- \* The Group will continue to employ the most conservative approach to manage its retail network and will continue to rigorously control costs at all levels of operation.
- \* With net cash of HK\$2,242.3 million and its strong balance sheet, the Group is in a strong position to cope with the risk of an imminent worldwide recession and the very difficult retail climate.

Hong Kong, 10th June, 2021