



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

## **PRESS RELEASE**

- \* The Group's profits for the twelve months ended 31st March, 2013 were HK\$229.3 million, representing a 22.8 per cent. increase from HK\$186.7 million in the previous year. Excluding a HK\$77.6 million consideration received this year for the sale of the group's American Eagle Outfitters license back to the principal, the Group's profit of HK\$151.7 million this year was steady compared to the previous year's HK\$152.5 million profit after excluding a HK\$34.2 million non-operating income. The core business of the Group performed well in the twelve months ended 31st March, 2013, and succeeded to offset the loss of business from the sale of our Tommy Hilfiger business for China in July 2011. Our businesses as a whole continued to be resilient. This and our continued strong net cash position are clear testimony to the successful implementation of the Group's business strategies.
  
- \* The global economies continued to face considerable uncertainties. Of particular concern is the moderated China economic growth, and the slow down in consumer spending in this important market. In view of these challenges, the Group will continue to maintain a vigilant approach to all aspects of its business activities. Additionally, the Group is actively seeking new investment opportunities with an aim to diversify and broaden its earnings base.

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

- \* Turnover for the year ended 31st March, 2013 was HK\$4,126.2 million, an increase of 3.5 per cent. compared with last year.
  
- \* Profit attributable to equity shareholders was HK\$229.3 million, including HK\$77.6 million one-off income from the sale of the Group's American Eagle Outfitters license. This compares with HK\$186.7 million reported profit in the previous year which included a HK\$34.2 million non-operating income.



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- \* In view of these results, the Board is recommending the payment of a final dividend of 20.0 cents per ordinary share. The final dividend together with the interim dividend of 11.0 cents per ordinary share amount to a total dividend of 31.0 cents per ordinary share. The proposed final dividend, subject to approval at the 2013 annual general meeting of the shareholders of the Company, will be payable in cash, with an option for the shareholders of the Company to receive wholly or partly in the form of new and fully paid ordinary shares in lieu of cash under the Company's Scrip Dividend Scheme. A circular with details of the Scrip Dividend Scheme and the relevant election form are expected to be despatched to shareholders on Friday, 2nd August, 2013.

## **REVIEW OF OPERATIONS**

- \* The Group continued to demonstrate its commitment and confidence on its markets with the opening of 58 new shops in the year. Its retail network as at 31st March, 2013 totalled 309 shops. This comprises of 50 shops in Hong Kong, 145 in China, 6 in Macau, 84 in Taiwan and 24 in Singapore and Malaysia.
- \* Geographically, 60 per cent. of sales was generated in Hong Kong, 12 per cent. in China, 18 per cent. in Taiwan and 10 per cent. in the rest of South East Asia. The Group continues to place a significant focus on the growth of its Asian operations through the expansion of our existing brands as well as the introduction of new brands and new retail concepts.
- \* Our major retail investments in Hong Kong in the past year included the opening of a new Tommy Hilfiger flagship store of 5,700 sq. ft. at The Mira Mall, a 4,100 sq. ft. Tommy Hilfiger store at the Gateway Arcade, and a 6,600 sq. ft. Tommy Hilfiger duplex store at the New Town Plaza. Our department store and beauty businesses in Hong Kong, including the Harvey Nichols stores at Pacific Place and the Landmark, the Seibu store at Langham Place, and Beauty Bazaar, performed strongly and above our expectations. The Group intends to continue to invest in these proven businesses.



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- \* In China, 35 new shops have been opened during the year, bringing the retail network to 145 shops. The Group firmly believes in the potential of China and continues to place a significant focus on expansion in China.
- \* In South East Asia, we opened our second Rolex boutique in Taiwan at Mitsukoshi A9 in Taipei, and a new Tod's 3,800 sq. ft. flagship store at Taipei 101. In Taiwan, our retail network of 84 shops in prime retail locations throughout the island ensures the Group is well positioned to capture consumer spending there. In Singapore, a new duplex Dickson Watch & Jewellery store of 1,600 sq. ft. was opened at Wisma Atria, bringing our retail network in Singapore and Malaysia to 24 stores.

#### **FUTURE PROSPECTS**

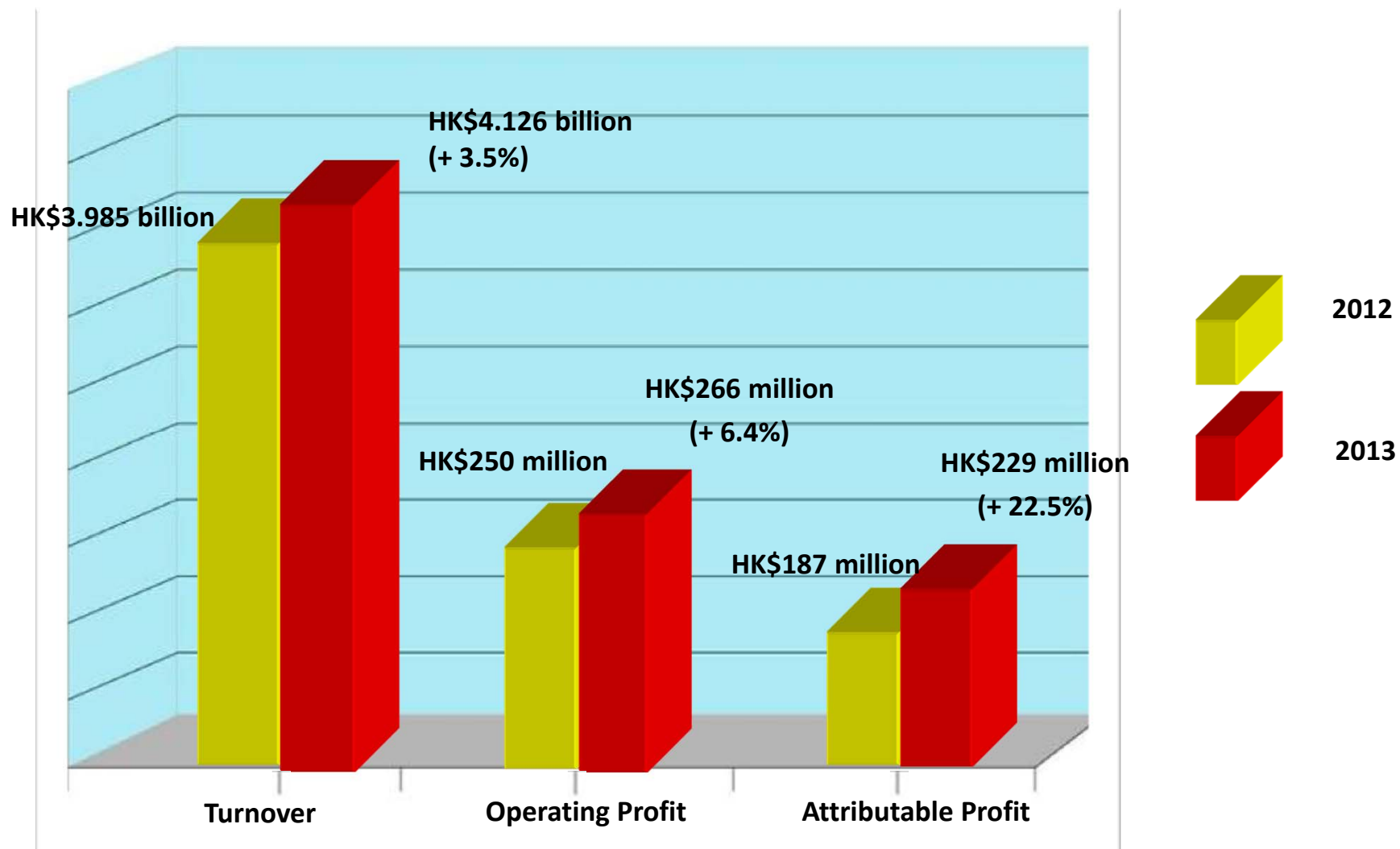
- \* The Group commenced the new financial year with the opening of our first new Flatiron concept store for Brooks Brothers at New Town Plaza in Hong Kong in April. It has plans to open a further 15 new shops before the end of the current financial year, including Asia's largest Rolex boutique of 4,900 sq. ft. at the Hong Kong International Airport.
- \* The Group is actively seeking new investment opportunities with an aim to diversify and broaden its earnings base. With its strong cash position of HK\$1,021.1 million and its strong recurrent income, the Group is well positioned to take advantage of any such opportunities that arise.

Hong Kong, 21st May, 2013



# Financial Results

For the year ended 31st March, 2013





# Turnover Composition by Product Categories

For the year ended 31st March, 2013

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**Apparel &  
Accessories**  
59%



**Watches**  
21%

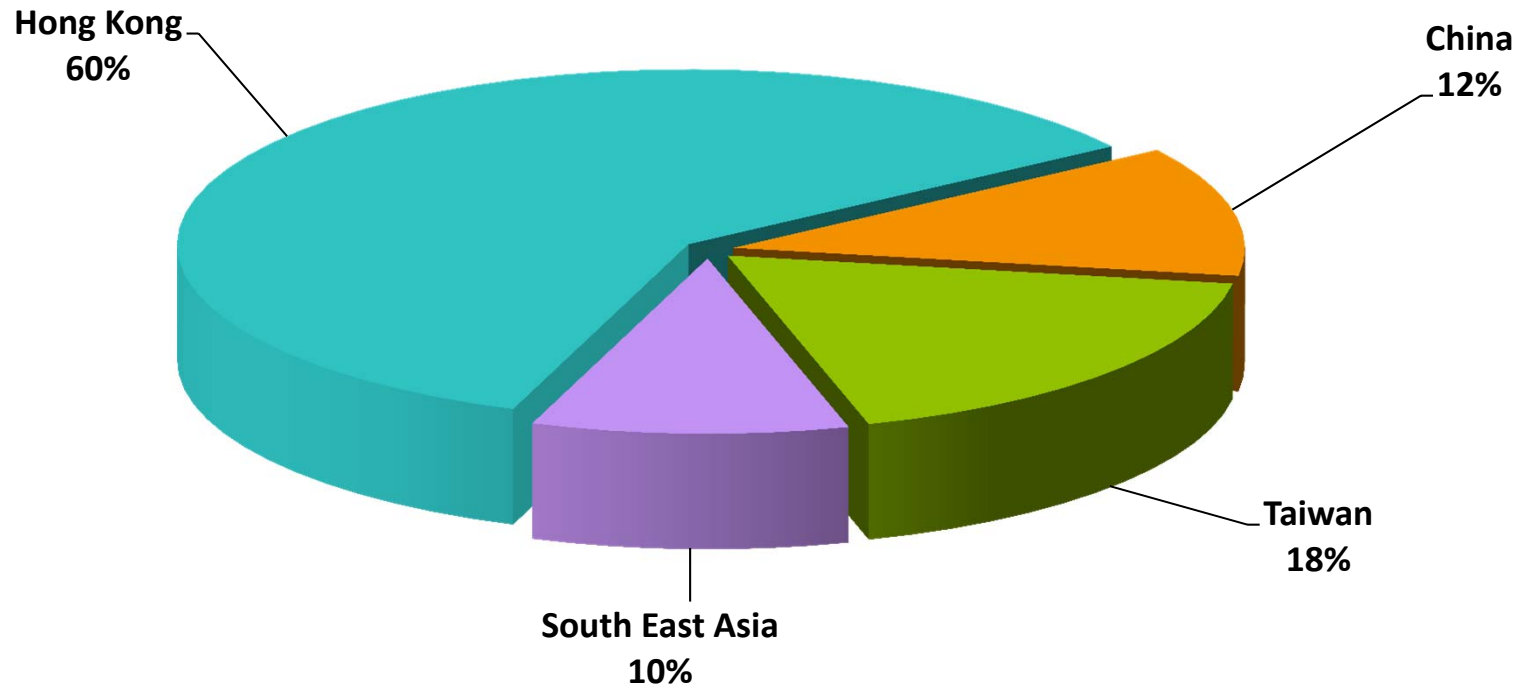
**Cosmetics & Beauty**  
20%





# Turnover Composition by Market

For the year ended 31st March, 2013





## Current Retail Network in China & South East Asia

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	Number of Stores (31st March, 2013)		
	Fashion & Cosmetics	Watch & Jewellery	Total
Hong Kong	46	4	50
China	140	5	145
Taiwan	74	10	84
Others	27	3	30
<b>Total</b>	<b>287</b>	<b>22</b>	<b>309</b>