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歐化國際有限公司
Ulferts International Limited

(Incorporated in Hong Kong with limited liability)

(Stock Code: 1711)

2021/2022 INTERIM RESULTS ANNOUNCEMENT

The board of directors (the “**Board**” or “**Directors**”) of Ulferts International Limited (the “**Company**”) announces the unaudited condensed consolidated results of the Company and its subsidiaries (collectively referred to as the “**Group**”) for the six months ended 30 September 2021 (the “**Period**”).

FINANCIAL SUMMARY	For the six months ended		Changes
	30 September		
<i>HK\$'000</i>	2021	2020	
Revenue	107,821	97,833	+10.2%
<i>Retail</i>	103,826	92,774	+11.9%
<i>Wholesale & Special projects</i>	3,995	5,059	-21.0%
Gross profit	69,332	63,145	+9.8%
<i>Gross profit margin</i>	64.3%	64.5%	-0.2 pp
Net profit (loss)	562	(1,045)	N/A
Basic earnings (loss) per share	HK0.07 cent	HK(0.13) cent	N/A

MANAGEMENT DISCUSSION AND ANALYSIS

RESULTS

During the Period, the pandemic situation was well contained in Hong Kong. Business activities and social gatherings gradually returned to relatively normal, providing favourable conditions for the domestic retail market. The Group's total revenue increased by 10.2% to HK\$107.8 million (2020: HK\$97.8 million). Gross profit increased to HK\$69.3 million (2020: HK\$63.1 million), while gross profit margin remained broadly stable at 64.3% (2020: 64.5%).

Revenue from the retail segment amounted to HK\$103.8 million (2020: HK\$92.8 million), accounting for 96.3% (2020: 94.8%) of the Group's total revenue. Among the retail revenue, aggregate sales revenue of “*Ulferts*” and “*Ulferts Signature*” amounted to HK\$67.5 million (2020: HK\$64.1 million), and remained the key revenue contributor, accounting for 65.0% (2020: 69.1%) of total retail revenue. The sales revenue of “*at · home*” grew by 22.4% to HK\$20.2 million (2020: HK\$16.5 million), accounting for 19.5% (2020: 17.8%) of total retail revenue.

Supported by the increase of total revenue, the Group was able to achieve a net profit of HK\$0.6 million (2020: net loss of HK\$1.0 million) during the Period, while the Group had already achieved a turnaround in the second half of the previous financial year. Basic earnings per share was HK0.07 cent (2020: basic loss per share of HK0.13 cent).

Business Review

The Group is a leading retailer of high quality home furniture mainly imported from Europe. The Company has been listed (the “**IPO**”) on the Main Board of The Stock Exchange of Hong Kong Limited since January 2018.

The Group has been established for over 45 years, and takes pride in providing superior quality stylish furniture in Hong Kong. As at 30 September 2021, the Group operated 23 points-of-sale (“**POS**”) in Hong Kong, covering several retail lines — “*Ulferts Signature*”, “*Ulferts*”, “*at · home*” and “*Ulfenbo*”/“*Dormire*”. “*Ulferts*” and “*Ulferts Signature*” are dedicated to elevating customers' home living standard with style and quality, and offers a wide variety of contemporary style furniture products targeting middle to high end groups. “*at · home*” offers quality compact furniture and home accessories to suit small living spaces for modern families. Targeting the mass market, “*Ulfenbo*” offers mattresses, pillows, sofas, sofas and other ancillary items, which are distributed through “*Ulfenbo*”/“*Dormire*” specialty stores, department store counters, pop-up stores and roadshows, as well as wholesaling to over 200 dealers. Additionally, there are several online shopping platforms which maximise market coverage.

Retail Business

- ***Effective Market Segmentation***

With a clear understanding of market segmentation, the Group defines and identifies target consumer profiles in order to develop product and marketing strategies to reach out to their specific preferences.

“***Ulferts***”, the Group’s core retail label, is dedicated to providing high quality, stylish and luxury furniture. It offers a wide variety of contemporary style furniture products, enabling its customers to create their ideal homes. The Group operates “***Ulferts***” showrooms across Hong Kong, targeting middle to high-mid income groups. “***Ulferts Signature***” offers high-end branded furniture products and also luxury European tailor-made furniture. It targets up-market customers seeking a superior lifestyle.

Another retail line, “***at · home***”, offers quality, stylish and compact furniture. It targets the mid-range segment and is geared towards the needs of young couples and new families.

“***Ulfenbo***” products focus on mass market consumers who demand quality and affordable mattresses, pillows and other ancillary items to enhance their sleep experience. “***Ulfenbo***” products are distributed through “***Ulfenbo***”/“***Dormire***” stores, which are typically small-scale, and are designed with a casual and relaxing environment, to highlight smart living style. “***Ulfenbo***” products are also distributed at department store counters, pop-up stores and roadshows for enhancing the market reach.

- ***Diverse Product Portfolio***

The Group offers a wide variety of furniture products — ranging from leather and fabric sofas, cabinets, dining tables and chairs, through wardrobes, coffee tables and sideboards, to beds, which are imported from European and Asian countries. The Group currently carries more than 50 furniture brands in “***Ulferts Signature***” and “***Ulferts***” showrooms, as well as “***at · home***” stores, including international brands such as himolla, Gamma, MIDJ, Bonaldo and egoitaliano, most of which the Group has built long-standing relationship. “***at · home***” particularly offers various compact furniture products with special features and functions to suit the local small living spaces, as well as chic Scandinavian home accessories.

The Group also offers mattresses, pillows, sofas, sofabeds, beds, as well as other ancillary items under its self-owned label “***Ulfenbo***”. The Group provides different models of mattresses and pillows, in various sizes with varying supports and features, to meet diverse customer needs.

- *Comprehensive Retail Sales Channel*

As at 30 September 2021, the Group had 23 POS in Hong Kong, with the number of outlets in each retail line as follows:

Retail Line	Number of POS
<i>“Ulferts Signature”</i>	1
<i>“Ulferts”</i>	4
<i>“at · home”</i>	5
<i>“Ulfenbo”/“Dormire” stores, department store counters and pop-up stores</i>	13
Total	23

“Ulferts” showrooms are strategically located in either upscale residential areas or major shopping areas, targeting middle to high-mid income groups. With its solid presence in these mature locations, the Group enjoys substantial foot traffic and a high brand reputation. The Group’s flagship store, *“Ulferts Signature”*, is a 3-storey store with gross floor area of approximately 21,700 square feet, in Hung Hom. It features more luxurious lines of furniture and masterpieces with opulent designs and sophisticated finishing and excellent craftsmanship. Premium brands including Cornelio Cappellini, Malerba and Crystal Stone are available at *“Ulferts Signature”*.

“at · home” stores are generally located in shopping malls which carries a furniture theme, and there has been growing awareness of the brand among residents and shoppers. Meanwhile, *“Ulfenbo”/“Dormire”* stores, department store counters, pop-up stores and roadshows are situated in residential areas, to capitalise on the market potential.

During the Period, two *“at · home”* stores were opened, in Tseung Kwan O and Causeway Bay, and two *“Ulfenbo”* stores were opened, in Prince Edward and Tsuen Wan, to further expand the market coverage. Amongst which *“at · home”* is a flagship store located at Fashion Walk, Causeway Bay and occupies over 10,000 square feet. Combining fashion, lifestyle and international delicacies, Fashion Walk is well received by the young consumers and will help drive the foot traffic of *“at · home”*.

- *Excellent Customers Shopping Experience*

“*Ulferts Signature*” and “*Ulferts*” showrooms are spacious, with a stylish and elegant environment, enabling the Group to display a wide spectrum of products for customers to touch and feel and to maximise customers’ shopping experience. The ambience, setting and placement of furniture within the distinctive display zones have all been tailor-designed by a dedicated visual merchandising team to impart harmonious, home-like comfort. The salespersons are well-trained and offer customers advice catering for their personal needs. In recognition of its service excellence, “*at · home*” received the “Quality Service Leader Seasonal Award — Furniture & Home Accessories Category” for the period April to June 2021 in the Quality Service Programme organised by the Hong Kong Retail Management Association.

- *Diversified Marketing Strategies*

The Group believes that brand recognition is crucial for driving long-term growth and success. To enhance brand awareness, the Group conducted a range of marketing and promotional campaigns spanning social media engagements, print advertisements, TV coverage, outdoor billboards and advertising on regular basis as well as pop-up exhibitions at suitable venues. It also launched promotional campaigns such as seasonal sale, annual sale and stock clearance sale, as well as joint promotions with banks and other financial institutions.

Wholesale Business

The Group also operates a wholesale business spanning mattresses, sofas and sofas under its self-owned label “*Ulfenbo*”, through over 200 dealers in Hong Kong and Macau. Based on its long establishment and quality products, the “*Ulfenbo*” brand has been recognised by the “Hong Kong Top Brand Mark” for seven consecutive years since 2014, under the Hong Kong Top Brand Scheme organised by the Chinese Manufacturers Association of Hong Kong and Hong Kong Brand Development Council.

Special Projects

Complementing its retail and wholesale business, the Group has a special projects division, which undertakes furniture-related projects primarily for corporate customers such as cinemas, hotels, showflats, offices, staff quarters and tertiary institutions. The division provides services ranging from planning and design, through procuring custom-made furniture to final installation for corporate customers, as well as liaison services with furniture manufacturers.

PROSPECTS

There has been remarkable progress with mass vaccination in Hong Kong. Cutting down on overseas travel will certainly benefit domestic consumption, in particular the demand for home furniture. In tandem with the launch of consumption vouchers, consumer confidence and positive market sentiment are lifting the residential property market. Given the low interest rate environment and boosted by the local government's housing policy, private property developers and the government have continued launching new residential units. It is generally believed that both retail and property markets will exhibit a stable recovery. The Group therefore remains cautiously optimistic about the future retail market, and will further enhance its sales network and strengthen its market presence. Meanwhile, the Group will closely monitor the market situation, and make adjustments in response to changes, and strive to achieve sustainable growth in the long term.

OTHER FINANCIAL INFORMATION

Capital Structure, Liquidity and Financial Resources

There was no change in the capital structure during the Period. Cash and cash equivalents of the Group was HK\$91.9 million (31 March 2021: HK\$93.7 million), which were mainly denominated in Hong Kong dollars. As at 30 September 2021, bank borrowings of the Group was nil (31 March 2021: nil), hence its gearing ratio was zero (31 March 2021: zero). The Group has available banking facilities of approximately HK\$82.0 million. The cash position and banking facilities available enable the Group to retain high flexibility and endurance to cater for future development and market uncertainty.

As at 30 September 2021, the Group's current assets and current liabilities were approximately HK\$159.3 million (31 March 2021: HK\$162.7 million) and HK\$83.7 million (31 March 2021: HK\$83.2 million), respectively. Current ratio and quick ratio of the Group were 1.9 (31 March 2021: 2.0) and 1.3 (31 March 2021: 1.4), respectively.

In view of the Group's financial position as at 30 September 2021, the Board considered that the Group had sufficient working capital for its operations and future development plans against market challenges.

Use of Proceeds

During the IPO in January 2018, the net proceeds from the listing amounted to approximately HK\$92.6 million, which were fully utilised during the Period. An analysis of the utilisation of the net proceeds up to 30 September 2021 is presented below:

	Up to 31 March 2021		Up to 30 September 2021
	Planned allocation of use of net proceeds (HK\$ million)	**Reallocation of use of net proceeds (HK\$ million)	Actual use of net proceeds (HK\$ million)
Capital expenditure, rental deposits and overhead expenses for opening of “ <i>at · home</i> ” retail stores	34.2	39.3	39.3
Strengthening the Group’s product portfolio	24.2	24.2	24.2
Enhancing “ <i>Ulfenbo</i> ” sales channels and brand awareness	10.3	10.3	10.3
Capital expenditure and rental deposits for opening of “ <i>Ulferts</i> ” retail store	9.1	9.1	9.1
Upgrading information technology	5.7	0.6	0.6
General working capital	9.1	9.1	9.1
Total	92.6	92.6	92.6

** Details of the reallocation of net proceeds was disclosed in the announcement of the Company dated 28 July 2021.

EMPLOYEES AND REMUNERATION POLICY

As at 30 September 2021, the Group’s number of employees was 136 (2020: 134). Total staff costs including Director’s remuneration and the other staff costs for the Period were HK\$23.2 million (2020: HK\$22.7 million). Each employee’s remuneration was determined in accordance with individual’s responsibilities, competence and skills, experience and performance as well as market pay levels. Staff benefits include medical and life insurance, retirement benefits and other competitive fringe benefits. To provide incentives or rewards to the staff, the Company has adopted a share option scheme, particulars of which are set out in the section headed “Share Options” of the Company’s interim report.

INTERIM DIVIDEND

The Board has resolved not to declare any interim dividend for the Period (2020: Nil).

CONDENSED CONSOLIDATED STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME

For the six months ended 30 September 2021

		Six months ended	
		30 September	
		2021	2020
		(unaudited)	(unaudited)
	<i>Notes</i>	HK\$'000	HK\$'000
REVENUE	4	107,821	97,833
Cost of sales		<u>(38,489)</u>	<u>(34,688)</u>
Gross profit		69,332	63,145
Other income	4	1,275	6,573
Selling and distribution expenses		(58,385)	(56,824)
General and administrative expenses		(11,104)	(13,109)
Finance costs		<u>(556)</u>	<u>(830)</u>
PROFIT/(LOSS) BEFORE TAX	5	562	(1,045)
Income tax	6	<u>—</u>	<u>—</u>
PROFIT/(LOSS) FOR THE PERIOD AND TOTAL COMPREHENSIVE INCOME/ (LOSS) FOR THE PERIOD		<u>562</u>	<u>(1,045)</u>
Attributable to:			
Owners of the parent		<u>562</u>	<u>(1,045)</u>
EARNINGS/(LOSS) PER SHARE ATTRIBUTABLE TO ORDINARY EQUITY HOLDERS OF THE PARENT	8		
Basic and diluted (expressed in HK cents per share)		<u>0.07</u>	<u>(0.13)</u>

CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION

At 30 September 2021

		As at	
		30 September 2021 (unaudited) HK\$'000	31 March 2021 (audited) HK\$'000
	Notes		
NON-CURRENT ASSETS			
Property, plant and equipment		10,132	6,269
Right-of-use assets		37,530	35,776
Prepayments, deposits and other receivables		6,383	3,598
Deferred tax assets		5,897	5,897
Total non-current assets		<u>59,942</u>	<u>51,540</u>
CURRENT ASSETS			
Inventories		48,742	47,654
Trade receivables	9	4,192	3,261
Prepayments, deposits and other receivables		14,415	18,117
Cash and cash equivalents		91,921	93,688
Total current assets		<u>159,270</u>	<u>162,720</u>
CURRENT LIABILITIES			
Trade and bills payables	10	4,082	8,815
Other payables and accruals		48,870	38,200
Lease liabilities		21,393	25,289
Tax payable		5,082	5,082
Provisions		4,302	5,825
Total current liabilities		<u>83,729</u>	<u>83,211</u>
NET CURRENT ASSETS		<u>75,541</u>	<u>79,509</u>
TOTAL ASSETS LESS CURRENT LIABILITIES		<u>135,483</u>	<u>131,049</u>
NON-CURRENT LIABILITIES			
Lease liabilities		18,196	11,684
Provisions		6,133	3,733
Total non-current liabilities		<u>24,329</u>	<u>15,417</u>
Net assets		<u>111,154</u>	<u>115,632</u>
EQUITY			
Equity attributable to owners of the parent			
Share capital		110,337	110,337
Retained profits/(accumulated losses)		817	5,295
Total equity		<u>111,154</u>	<u>115,632</u>

Notes:

1. BASIS OF PREPARATION

The unaudited condensed consolidated financial statements have been prepared in accordance with Hong Kong Financial Reporting Standards (“**HKFRSs**”) and Hong Kong Accounting Standard (“**HKAS**”) 34 “Interim Financial Reporting” issued by the Hong Kong Institute of Certified Public Accountants (“**HKICPA**”) as well as with the applicable disclosures required by Appendix 16 to The Rules Governing the Listing of Securities (the “**Listing Rules**”) on The Stock Exchange of Hong Kong Limited (the “**Stock Exchange**”) and the Hong Kong Companies Ordinance (“**CO**”).

The unaudited condensed consolidated financial statements have been prepared on the historical cost convention. The unaudited condensed consolidated financial statements are presented in Hong Kong dollars (“**HK\$**”) and all values are rounded to the nearest thousand except when otherwise indicated.

These unaudited condensed consolidated financial statements should be read in conjunction with the annual consolidated financial statements for the year ended 31 March 2021.

The financial information relating to the year ended 31 March 2021 that is included in this preliminary announcement of interim results 2021 does not constitute the Company’s statutory annual consolidated financial statements for 2021 but is derived from those financial statements. Further information relating to these statutory annual consolidated financial statements required to be disclosed in accordance with section 436 of the CO is as follows:

- (a) The Company has delivered the consolidated financial statements for the year ended 31 March 2021 to the Registrar of Companies as required by section 662(3) of, and Part 3 of Schedule 6 to the CO.
- (b) The Company’s auditor has reported on the consolidated financial statements of the Group for the year ended 31 March 2021. The auditor’s reports were unqualified, did not include a reference to any matters to which the auditor drew attention by way of emphasis without qualifying its report; and did not contain a statement under sections 406(2), 407(2) or 407(3) of the CO.

2. CHANGES IN ACCOUNTING POLICIES AND DISCLOSURES

The accounting policies adopted in the preparation of the interim condensed consolidated financial information are consistent with those applied in the preparation of the Group's annual consolidated financial statements for the year ended 31 March 2021, except for the adoption of the following revised Hong Kong Financial Reporting Standards (“**HKFRSs**”) for the first time for the current period's financial information.

Amendments to HKFRS 3	<i>Definition of a Business</i>
Amendments to HKFRS 9, HKAS 39 and HKFRS 7	<i>Interest Rate Benchmark Reform</i>
Amendment to HKFRS 16	<i>Covid-19-Related Rent Concessions</i> (early adoption)
Amendments to HKAS 1 and HKAS 8	<i>Definition of Material</i>

The application of the above revised HKFRSs has had no material impact on the Group's financial performance and positions for the current and prior periods and/or on the disclosures set out in these unaudited condensed consolidated financial statements.

3. OPERATING SEGMENT INFORMATION

The Group principally focuses on the retail and wholesale of imported furniture, and special projects. Information reported to the Group's chief operating decision maker, for the purpose of resource allocation and performance assessment, focuses on the operating results of the Group as a whole as the Group's resources are integrated and no discrete operating segment information is available. Accordingly, no operating segment information is presented.

Geographical information

(a) Revenue from external customers

Substantially all of the Group's revenues from external customers during the six months ended 30 September 2021 and 2020 were attributed to Hong Kong based on the location of the customers or the location of certain key processes/resources from which the Group derived the revenues.

(b) Non-current assets

All of the Group's non-current assets as at the end of the reporting period were located in Hong Kong based on the location of the assets.

4. REVENUE AND OTHER INCOME

Revenue represents the net invoiced value of goods sold, after allowances for returns and trade discounts, and the value of project services rendered during the Period.

An analysis of revenue and other income is as follows:

	Six months ended	
	30 September	
	2021	2020
	(unaudited)	(unaudited)
	HK\$'000	HK\$'000
Revenue from contracts with customers		
Retail of furniture	103,826	92,774
Wholesale of furniture	3,417	4,107
Special projects	578	952
	<u>107,821</u>	<u>97,833</u>
Types of goods or services		
Sale of goods	<u>107,821</u>	<u>97,833</u>
Total revenue from contracts with customers	<u>107,821</u>	<u>97,833</u>
Timing of revenue recognition		
At a point in time	<u>107,821</u>	<u>97,833</u>
Total revenue from contracts with customers	<u>107,821</u>	<u>97,833</u>
Other income		
Government subsidies	–	5,674
Other service income	1,009	513
Bank interest income	106	312
Others	160	74
	<u>1,275</u>	<u>6,573</u>

9. TRADE RECEIVABLES

The Group's retail sales are usually paid in cash or by major credit/debit cards. The Group's trading terms with its wholesale, project and consultancy services customers are mainly on credit, except for new customers, where payment in advance/upon delivery is normally required. The credit period for these customers is generally one to two months, or extending up to six months for major project and consultancy service customers. The Group seeks to maintain strict control over its outstanding receivables and overdue balances are reviewed by senior management. The Group does not hold any collateral or other credit enhancements over its trade receivable balances. Trade receivables are non-interest-bearing.

An ageing analysis of the trade receivables of the Group, based on the invoice date, is as follows:

	As at	
	30 September 2021 (unaudited) HK\$'000	31 March 2021 (audited) HK\$'000
Within 1 month	4,192	2,799
1 to 3 months	–	460
Over 3 months	–	2
	<u>4,192</u>	<u>3,261</u>

10. TRADE AND BILLS PAYABLES

An ageing analysis of the trade and bills payables as at the end of the reporting period, based on the invoice date, is as follows:

	As at	
	30 September 2021 (unaudited) HK\$'000	31 March 2021 (audited) HK\$'000
Within 1 month	3,850	7,924
1 to 3 months	232	205
Over 3 months	–	686
	<u>4,082</u>	<u>8,815</u>

The trade and bills payables are non-interest-bearing and are normally settled on 60-day to 120-day terms.

REVIEW OF INTERIM RESULTS

These condensed consolidated interim financial statements of the Group for the Period have not been reviewed nor audited by the Company's auditor, Ernst & Young, but have been reviewed by the audit committee of the Company, which comprises the three Independent Non-executive Directors of the Company.

CORPORATE GOVERNANCE

Corporate Governance Code

The Company has complied throughout the Period with all code provisions set out in the Corporate Governance Code under Appendix 14 of the Listing Rules.

Model Code for Securities Transactions

The Company has adopted its own code of conduct regarding securities transactions by Directors ("**Ulferts Securities Code**") on no less exacting terms than the required standards of dealings as set out in Appendix 10 of the Listing Rules regarding Model Code for Securities Transactions by Directors of Listed Issuers ("**Model Code**"). Having made specific enquiry to the Directors, all of them confirmed that they had complied with the required standard of dealings as set out in the Model Code and Ulferts Securities Code throughout the Period.

Relevant employees who are likely to be in possession of unpublished price-sensitive information of the Group are also subject to compliance with written guidelines in line with the Model Code. No incident of non-compliance by relevant employees was noted throughout the Period.

PURCHASE, SALE OR REDEMPTION OF THE COMPANY'S LISTED SECURITIES

Neither the Company nor any of its subsidiaries purchased, sold or redeemed any of the Company's listed securities during the Period.

PUBLICATION OF THE UNAUDITED INTERIM RESULTS AND INTERIM REPORT

This interim results announcement is published on the websites of the Stock Exchange (<https://www.hkexnews.hk>) and the Company (<https://www.ulfertsintl.com>). The interim report of the Company for the Period will be dispatched to the shareholders of the Company and will be available on the aforesaid websites in due course.

By order of the Board
Ulferts International Limited
Wong Chi Fai
Chairman

Hong Kong, 18 November 2021

As at the date of this announcement, the Board comprises:

Executive Directors:

Mr. Wong Chi Fai
Ms. Mok Fung Lin, Ivy
Ms. Fan Man Seung, Vanessa

Independent Non-Executive Directors:

Ms. Chan Yee Man
Mr. Chiu Kin Fai
Mr. Ng Hoi Yue