

Financial Highlights

Total Revenue

+24% to approximately >
RMB 3,545 million

Gross Profit Margin

+2.0 percentage points to > **39.1%**

Profit for the Year

+27% to approximately >
RMB 648 million

Proposed Final dividend per Share : **HK10.0 cents**
 Proposed Special dividend per Share : **HK5.0 cents**
 Interim dividend per Share : **HK7.0 cents**
 Total payout ratio : **65%**



CAUTIONARY STATEMENT REGARDING FORWARD-LOOKING STATEMENTS

This Annual Report contains certain forward-looking statements with respect to the financial condition, results of operations and business of Xtep International Holdings Limited ("Xtep"). These forward-looking statements represent Xtep's expectations or beliefs concerning future events and involve known and unknown risks and uncertainty that could cause actual results, performance or events to differ materially from those expressed or implied in such statements. Certain statements, that include wordings like "potential", "estimated", "expects", "anticipates", "objective", "intends", "plans", "believes", "estimates", and similar expressions or variations on such expressions may be considered "forward-looking statements". Forward-looking statements involve inherent risks and uncertainties. Readers should be cautioned that a number of factors could cause actual results to differ in some instances materially, from those anticipated or implied in any forward-looking statement. Forward-looking statements speak only as of the date they are made, and it should not be assumed that they have been reviewed or updated in the light of new information or future events. Trends and factors that are expected to affect Xtep's results of operations are described in the sections of "Business Review" and "Financial Review".

Financial Performance

Net profit margin: **18.3%** ↑ **0.6% pt**
 Basic earnings per Share: **RMB 29.8 cents** ↑ **11%**
 Working capital cycle reduced by 21 days to **32 days**

XTEP BRAND

	Gross profit margin	Sales Volume	Average selling price (wholesale price)
Footwear	39.1% ↑ 3.5% pts	19.1 mil pairs ↑ 5%	RMB 79.4 ↑ 9%
Apparel	39.1% ↑ 1.0% pt	28.6 mil pieces ↑ 33%	RMB 62.0 ↑ 10%

