Hong Kong Exchanges and Clearing Limited and The Stock Exchange of Hong Kong Limited take no responsibility for the contents of this announcement, make no representation as to its accuracy or completeness and expressly disclaim any liability whatsoever for any loss howsoever arising from or in reliance upon the whole or any part of the contents of this announcement.



北京京客隆商業集團股份有限公司

BEIJING JINGKELONG COMPANY LIMITED*

(a joint stock limited company incorporated in the People's Republic of China) (Stock Code: 814)

UNAUDITED CONSOLIDATED RESULTS FOR THE THREE MONTHS ENDED 31 MARCH 2018

The board of directors (the "Board") of Beijing Jingkelong Company Limited (the "Company", together with its subsidiaries, the "Group") hereby announces the unaudited consolidated results of the Group for the three months ended 31 March 2018 prepared in accordance with China Accounting Standards. This announcement is made pursuant to Rule 13.09(2)(a) of the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited (the "Stock Exchange") and the Inside Information Provisions (as defined under the Rules Governing the Listing of Securities on the Stock Exchange).

UNAUDITED CONSOLIDATED RESULTS

| | | For the three months ended 31 March | |
|---|------|-------------------------------------|---------------|
| | | 2018 | 2017 |
| | Note | RMB'000 | RMB'000 |
| 1. Total operating income | | 3,409,981 | 3,550,877 |
| Including: principal operating income | 1 | 3,119,097 | 3,242,863 |
| Less: operating costs | | 2,709,155 | 2,835,037 |
| Tax and surcharges | | 15,100 | 15,707 |
| Selling expenses | | 516,585 | 540,056 |
| Administrative expenses | | 69,865 | 62,314 |
| Financial expenses | | 41,869 | 38,706 |
| Impairment losses on assets | | - | - |
| Add: investment income | | 5,455 | 239 |
| Changes in fair value of profit and loss | | (5,046) | - |
| Gain on disposal of assets | | (22) | - |
| Other income | | 2,966 | - |
| 2. operating profit | | <u>60,760</u> | <u>59,296</u> |
| Add: Non-operating income | | 284 | 2,243 |
| Less: Non-operating expenses | | 2,972 | 399 |
| including: losses from disposal of non-current assets | | 86 | 90 |
| 3. Total profit | | <u>58,072</u> | <u>61,140</u> |
| Less: income tax expenses | | 18,492 | 21,638 |
| 4. Net profit | | <u>39,580</u> | <u>39,502</u> |
| Net profit attributable to shareholders of the parent company | | 25,700 | 21,866 |
| Profit or loss attributable to minority interests | | 13,880 | 17,636 |

Notes:

1. Principal operating income

| | For the three months ended 31 March | |
|--|-------------------------------------|------------------|
| | 2018 | 2017 |
| | RMB'000 | RMB'000 |
| Retail business | | |
| Hypermarkets | 358,668 | 360,129 |
| Supermarkets | 784,351 | 784,766 |
| Convenience stores | 93,671 | 88,054 |
| Department Stores | 10,989 | 11,059 |
| (including commissions) | 9,295 | 9,258 |
| Online retail business | - | 12,659 |
| Total retail principal operating income | <u>1,247,679</u> | <u>1,256,667</u> |
| Wholesale principal operating income recognized by Chaopi Group* | 2,038,155 | 2,102,844 |
| Less: Intersegment sales | (181,078) | (141,225) |
| Add: Sales to franchisees by the company | 919 | 717 |
| Consolidated wholesale principal operating income | <u>1,857,996</u> | <u>1,962,336</u> |
| Other principal operating income | <u>13,422</u> | 23,860 |
| Total principal operating income | <u>3,119,097</u> | <u>3,242,863</u> |

* Chaopi Group represents Beijing Chaopi Trading Company Limited and its subsidiaries.

2. Gross profit margin

| | For the three months ended 31 March | |
|--|-------------------------------------|-------------|
| | 2018 (%) | 2017 (%) |
| Retail business of directly-operated hypermarkets, supermarkets and convenience stores | 16.94% | 15.91% |
| Wholesale business recognised by Chaopi Group including intersegment sales | 9.33% | 9.52% |

3. Three convenience stores (including 2 directly-operated convenience strores and 1 franchised convenience strore) were set up and five convenience stores (including 3 directly-operated convenience strores and 2 franchised convenience strores) were closed during the three months end 31 March 2018. The total number of retail outlets was 218 as at 31 March 2018.

The Board wishes to remind investors that the above figures are based on the Group's unaudited management accounts. Investors are cautioned not to unduly rely on such data.

In the meantime, investors are advised to exercise caution in dealing in the securities of the Company.

By Order of the Board Beijing Jingkelong Company Limited Li Jianwen Chairman

Beijing, the PRC 20 April 2018

As at the date of this announcement, the executive directors of the Company are Mr. Li Jianwen, Mr. Shang Yongtian, Ms. Li Chunyan and Mr. Liu Yuejin; the non-executive directors are Mr. Wang Weilin and Mr. Li Shunxiang; and the independent non-executive directors are Mr. Wang Liping, Mr. Chen Liping and Mr. Choi Onward.

* For identification purpose only