



**ANNOUNCES 2018/19 ANNUAL RESULTS  
ACHIEVES A TURNAROUND IN 2H 2018/19**

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**STRENGTHENS OPERATIONAL EFFICIENCY  
ENHANCES BRANDS DIFFERENTIATION**

**Financial Summary**

HK\$'000	<b>FY2018/19</b>	1H2018/19	FY2017/18
Revenue	<b>242,959</b>	107,995	258,553
Gross Profit	<b>152,264</b>	68,276	163,922
Earnings / (Loss) BITDA*	<b>5,977</b>	(788)	21,330
Net (Loss) / Profit	<b>(3,978)</b>	(7,215)	8,477

\*BITDA represents before interest expense, tax, depreciation and amortisation

(Hong Kong, 27 June 2019) — **Uiferts International Limited** (“Uiferts International” or the “Group”, Stock Code: 1711.HK), a well-known furniture retailer in Hong Kong, today announced its annual results for the year ended 31 March 2019 (the “Year”).

Due to weakening consumption market sentiment, the Group’s total revenue inevitably decreased to HK\$243.0 million (2018: HK\$258.6 million) during the Year. Revenue of the retail segment amounted to HK\$226.8 million (2018: HK\$239.3 million) and remained a key revenue contributor, accounting for 93.3% (2018: 92.6%) of the Group’s revenue. Gross profit margin was 62.7% (2018: 63.4%).

The earnings before interest expense, tax, depreciation and amortisation (“BITDA”) was HK\$6.0 million (2018: HK\$21.3 million) during the Year, while loss BITDA of HK\$0.8 million was recorded in the first half (“1H”) of the Year. This indicated a turnaround at the operating level in the second half of the Year. The net loss for the Year was narrower at HK\$4.0 million (2018: net profit of HK\$8.5 million), compared to the net loss amounting to HK\$7.2 million for the 1H of the Year. This net loss was primarily due to the decline in revenue, and an increase in rental costs and operating expenses for the new stores during the Year.

Due to a significant decrease of bank borrowings, the Group's gearing ratio reduced to 3.6% (31 March 2018: 17.1%) as of 31 March 2019.

### **Retail Business**

As at 31 March 2019, the Group had 20 POS in Hong Kong, including 1 "**Ulferts Signature**" showroom, 6 "**Ulferts**" showrooms, 3 "**at • home**" stores, and 10 "**Dormire**" specialty stores and department store counters.

"**Ulferts**" showrooms are strategically located in either upscale residential areas or major shopping areas, targeting middle to high income groups. During the Year, the Group expanded its retail footprint by launching "**Ulferts Signature**", a premium line of "**Ulferts**", offering high-end branded furniture products and luxury European tailor-made furniture. It targets up-market customers seeking a superior lifestyle.

The Group has launched a new retail line "**at • home**", targeting the mid-range segment, to capture the widening growth prospects of compact furniture. "**at • home**" offers quality, practical and compact furniture that are suitable for small families in Hong Kong. Three stores were opened during the Year, which are located in Tsuen Wan, Shatin and Causeway Bay respectively.

In addition, "**Dormire**" has expanded its network by opening two specialty stores during the Year, which offers the Group's self-owned brand "**Ulfenbo**". "**Dormire**" specialty stores are typically small-scale, designed with a casual and relaxing environment to highlight smart living style. On 22 June 2019, another specialty store of "**Dormire**" was newly opened in Tin Chak Shopping Centre, Tin Shui Wai, which helps further enhancing the retail coverage in the New Territories.

### **Wholesale Business**

The Group operates wholesale business of 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 five consecutive years since 2014, under the Hong Kong Top Brand Mark Scheme organised by The Chinese Manufacturers' Association of Hong Kong and Hong Kong Brand Development Council.

**Mr. Ricky Ng, Executive Director & Chief Executive Officer of Ulferts International**, said, "The Group expects the business environment to remain challenging in the near-term. On the other hand, with the continuous upward trend of GDP in China, the possible continuation of low interest rate environment and the resilient local property demand, the Group is cautiously optimistic regarding the long-term outlook."

**Mr. Ng** continued, “The Group foresees that small apartments will be the focus of the coming supply of residential units. With customers’ positive feedback towards “**at • home**”, the Group plans to further develop its offline and online network. Looking ahead, the Group remains committed to enhancing operational efficiencies through prudent control of inventory and expenses. It will also seek potential locations for expanding its retail network. In response to the changing market trends, the Group will continue enhancing the market differentiation of its proprietary brands through introducing innovative products, and striving to develop various sales channels, in order to maintain sustainable growth in the long-term.”

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### **About Ulferts International Limited (1711.HK)**

Established for over 40 years, Ulferts International is a well-known furniture retailer in Hong Kong dedicated to supplying high quality, stylish and affordable furniture for transforming living spaces into ideal homes. Ulferts International currently operates a few retail lines in Hong Kong including “**Ulferts Signature**”, “**Ulferts**”, “**at • home**”, and “**Dormire**”. In addition, several online shopping platforms are available for maximizing market coverage. “**Ulferts Signature**”, “**Ulferts**” and “**at • home**” offer more than 50 furniture brands (some of which are international brands) imported from different suppliers in Europe and Asia, covering a wide variety of contemporary style furniture products targeting middle to high income group. Meanwhile, its self-owned brand, “**Ulfenbo**”, mainly offers mattresses, pillows and sofas through wholesaling to dealers and retailing under “**Dormire**” speciality stores. Ulferts International was awarded the “Triple Crown Winner” and the “Market Leadership Award in Furniture Retail 2018/2019” by Hong Kong Institute of Marketing, which is a testimony to its market leading position. For more information, please visit its website: [www.ulfertsintl.com](http://www.ulfertsintl.com).

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