

**Ulferts International Limited** (“Company”) and its subsidiaries (collectively referred to as “Group”) is a leading retailer of high quality imported home furniture. The Company’s shares have been listed on the Main Board of The Stock Exchange of Hong Kong Limited since January 2018.

The Group has been established for 50 years, and takes pride in providing superior quality stylish furniture in Hong Kong. As at 31 March 2026, the Group operated a total of 21 points-of-sale (“POS”) in Hong Kong under the merchant names of “**Ulferts Signature**”, “**Ulferts**” and “**at • home**”, which specialise in furniture products, as well as “**Ulfenbo**” and “**Slumberland**”, which specialise in mattresses and bedding products.

“**Ulferts**” and “**Ulferts Signature**” are dedicated to elevating customers’ home living standard with style and quality, and offer 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 of modern families.

Targeting the mass market, “**Ulfenbo**” offers mattresses, pillows, sofas, sofas and other ancillary items, which are distributed through “**Ulfenbo**” specialty stores and department store counters.

The Group is the sole agent of “**Slumberland**” and “**Vono**” in Hong Kong and Macau. “**Slumberland**” is a well-known British mattress brand offering premium mattresses for households and hotels, targeting high-end market while “**Vono**”, another British mattress brand, targets the mass market. In addition to mattresses, both brands also offer pillows and bedding products.

In addition, the Group is also operating online shopping platforms for “**Ulferts**”, “**at • home**” and “**Ulfenbo**”, in order to maximise market coverage and revenue.

## **RESULTS**

During the year ended 31 March 2026 (“Year”), the consumption sentiment remained weak and the Group’s total revenue inevitably decreased to HK\$137.2 million (2025: HK\$153.0 million). Gross profit was HK\$77.3 million (2025: HK\$88.3 million).

Revenue from the retail segment amounted to HK\$129.9 million (2025: HK\$145.1 million), accounting for 94.7% (2025: 94.8%) of the Group’s total revenue. Aggregate retail sales revenue of “**Ulferts**” and “**Ulferts Signature**” amounted to HK\$55.7 million (2025: HK\$70.8 million), and remained the key revenue contributor, accounting for

42.9% (2025: 48.8%) of total retail revenue. The retail sales revenue of “**at • home**” was HK\$37.2 million (2025: HK\$37.6 million), accounting for 28.6% (2025: 25.9%) of total retail revenue. Aggregate retail sales revenue of “**Slumberland**” and “**Ulfenbo**” was HK\$37.0 million (2025: HK\$36.7 million), accounting for 28.5% (2025: 25.3%) of total retail revenue.

As a result of the effective cost saving measures implemented by the Group and the decrease in impairment loss, its net loss was significantly narrowed to HK\$1.7 million (2025: HK\$41.0 million) during the Year. Basic loss per share was HK0.22 cent (2025: HK5.13 cents).

## **BUSINESS REVIEW**

### **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 tailormade furniture. It targets up-market customers seeking a superior lifestyle. Another retail line, “**at • home**”, offers quality, stylish and compact furniture. It targets the midrange segment and is geared towards the needs of young couples and new families.

With over 100 years of history, the British brand “**Slumberland**” targets up-market customers and is committed to providing premium mattresses that enable customers to enjoy better and healthier sleep, while “**Vono**”, another British mattress brand owned by the same supplier targets the mass market. The products of “**Slumberland**” and “**Vono**” are distributed through the stores of “**Ulferts**”, “**at • home**” and “**Ulfenbo**” as well as department store counters of “**Slumberland**”.

“**Ulfenbo**” is a self-owned label which has been recognised by the “Hong Kong Top Brand Mark” for 12 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. “**Ulfenbo**” products focus on mass market consumers who demand quality but affordable mattresses, pillows and other ancillary items to enhance their sleep experience. “**Ulfenbo**” products are distributed through “**Ulfenbo**” 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 “**at • home**” stores and department store counters 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 60 furniture brands in “**Ulferts Signature**” and “**Ulferts**” showrooms, as well as “**at • home**” stores, including international brands such as himolla, Gamma, MIDJ, egoitaliano, La-Z-Boy, MALERBA and miniforms, 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 home accessories.

The Group also specialises in mattress and bedding products, covering high-end and mass markets. “**Slumberland**” mainly offers mattresses with its unique posture springing system which enhances the comfort and support of the body. Besides, the Group offers mattresses, pillows, sofas, sofabeds, beds, as well as other ancillary items under its self-owned label “**Ulfenbo**”. By providing different models of mattresses and pillows in various sizes with varying supports and features, the Group endeavours to meet diverse customer needs.

- **Comprehensive Retail Sales Channel**

As at 31 March 2026, the Group had 21 POS in Hong Kong, with the number of outlets in each retail line as follows:

Retail Line	Number of POS
<b>Furniture Products</b>	
“ <i>Ulferts Signature</i> ”	1
“ <i>Ulferts</i> ”	2
“ <i>at · home</i> ”	4
<b>Mattresses and Bedding Products</b>	
“ <i>Slumberland</i> ” store and department store counters	8
“ <i>Ulfenbo</i> ” stores and department store counters	6
<b>Total</b>	<b>21</b>

“*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. Meanwhile, “*Ulfenbo*” stores and department store counters are situated in residential areas, to capitalise on the market potential.

- **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, homelike comfort. The salespersons are well-trained and offer customers advice catering for their personal needs. In recognition of its service excellence, “*Ulferts*” received the “Quality Service Leader Award – Furniture & Home Accessories Category” for April to June 2025 and January to March 2026, while “*at · home*” received the “Quality Service Retailer of the Year 2025 – Furniture & Home Accessories Category” 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 regularly conducted a range of marketing and promotional campaigns spanning social media engagements, print advertisements, outdoor billboards and advertising 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 companies.

#### **Wholesale Business**

The Group operates a wholesale business for mattresses under its self-owned label “**Ulfenbo**” as well as the British brands “**Slumberland**” and “**Vono**”, through over 100 dealers in Hong Kong and Macau.

#### **Special Projects**

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

#### **PROSPECTS**

Looking ahead, persistent global uncertainties will continue to impact economic growth and disposable income, hence impacting general consumption sentiment. Although competition in the furniture market is still intense, the Group will focus on advancing targeted initiatives including operational refinements and stringent cost discipline for maximising performance. Leveraging its comprehensive product portfolio with well-defined market segmentation, the Group will also strive to optimise product offerings and strengthen promotional efforts. These strategies will help the Group to effectively navigate short-term challenges while building sustainable value over the longer term.

## **FINANCIAL INFORMATION**

### **Capital Structure, Liquidity and Financial Resources**

There was no material change in the capital structure during the Year. Cash and cash equivalents of the Group was HK\$21.7 million (2025: HK\$27.3 million) as at 31 March 2026, which were mainly denominated in Hong Kong dollars. As at 31 March 2026, the Group did not have any bank borrowings (2025: nil), hence its gearing ratio was zero (2025: zero). The cash position enables the Group to retain high flexibility and endurance to cater for future development and market uncertainty.

As at 31 March 2026, the Group's current assets and current liabilities were approximately HK\$62.5 million (2025: HK\$76.7 million) and HK\$39.8 million (2025: HK\$52.1 million), respectively. Current ratio and quick ratio of the Group were 1.6 (2025: 1.5) and 1.0 (2025: 0.9), respectively.

In view of the Group's financial position as at 31 March 2026, the Board considered that the Group had sufficient working capital for its operations and future development plans against market challenges.