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# **TRULY®**

## **TRULY INTERNATIONAL HOLDINGS LIMITED** **信利國際有限公司**

*(Incorporated in the Cayman Islands with limited liability)*

**(Stock Code: 00732)**

### **RESULTS ANNOUNCEMENT** **FOR THE THREE MONTHS ENDED 31 MARCH 2017**

#### **UNAUDITED RESULTS**

The unaudited revenue and profit attributable to owners of the Company and its subsidiaries for the three months period from 1 January 2017 to 31 March 2017 were approximately HK\$5,525 million and HK\$62 million which were about 17.7% more than and 72.0% less than the corresponding period in 2016 (approximately HK\$4,694 million and HK\$223 million) respectively. The unaudited gross profit margin (9.9%) for the period was less than the corresponding period in 2016 (12.2%) while unaudited net profit margin attributable to owners of the Company was decreased from 4.8% for the corresponding period in 2016 to 1.1% during the current period.

#### **FINANCIAL HIGHLIGHTS**

For the three months period from 1 January 2017 to 31 March 2017:

	<b>2017</b> <b>Unaudited</b> <b>HK\$'000</b>	2016 Unaudited HK\$'000	Change
Revenue	<b>*5,525,044</b>	4,693,761	+17.7%
Gross profit	<b>545,325</b>	570,535	-4.4%
Profit for the period attributable to owners of the Company	<b>62,379</b>	222,974	-72.0%
Basic EPS	<b>2.1 HK cents</b>	7.7 HK cent	-72.7%
Interim dividend per share	<b>1 HK cents</b>	2 HK cents	-50.0%

**\*FIRST QUARTER RECORD HIGH**

The Board of Directors (the “Board”) of Truly International Holdings Limited (the “Company”) and its subsidiaries (collectively the “Group”) is pleased to announce the Group’s 2017 first quarter unaudited consolidated results for the period from 1 January 2017 to 31 March 2017 (with comparative figures for the corresponding period in the previous year) as follows:

**UNAUDITED CONDENSED CONSOLIDATED STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME**

*For the three months ended 31 March 2017*

	<b>Unaudited For the period from 1.1.2017 to 31.3.2017 HK\$’000</b>	Unaudited For the period from 1.1.2016 to 31.3.2016 HK\$’000
Revenue ( <i>Note 2</i> )	<b>5,525,044</b>	4,693,761
Cost of sales	<b>(4,979,719)</b>	(4,123,226)
Gross profit ( <i>Note 3</i> )	<b>545,325</b>	570,535
Other income, gains and losses	<b>42,636</b>	(10,295)
Impairment loss on available-for-sale investments	<b>(2,970)</b>	-
Administrative, distribution and selling expenses	<b>(184,082)</b>	(199,686)
Finance costs	<b>(80,584)</b>	(29,424)
Share of results of associates	<b>(178,283)</b>	(27,416)
Profit before tax	<b>142,042</b>	303,714
Income tax expense	<b>(53,631)</b>	(55,299)
Profit for the period	<b>88,411</b>	248,415
<b>Other comprehensive income for the period</b>		
<i>Items that may be reclassified subsequently to profit or loss:</i>		
Exchange differences arising on translation of foreign operations	<b>196,905</b>	45,795
Fair value gain on available-for-sale investments	-	7,598
Share of exchange differences arising on translation of associates	<b>(4,321)</b>	2,464
	<b>192,584</b>	55,857
Total comprehensive income for the period	<b>280,995</b>	304,272

**UNAUDITED CONDENSED CONSOLIDATED STATEMENT OF PROFIT OR LOSS AND  
OTHER COMPREHENSIVE INCOME**

**(continued)**

*For the three months ended 31 March 2017*

	<b>Unaudited For the period from 1.1.2017 to 31.3.2017 HK\$'000</b>	Unaudited For the period from 1.1.2016 to 31.3.2016 HK\$'000
Profit for the period attributable to:		
Owners of the Company <i>(Note 4)</i>	<b>62,379</b>	222,974
Non-controlling interests	<b>26,032</b>	25,441
	<b>88,411</b>	248,415
Total comprehensive income for the period attributable to:		
Owners of the Company	<b>245,881</b>	276,810
Non-controlling interests	<b>35,114</b>	27,462
	<b>280,995</b>	304,272
Basic earnings per share <i>(Note 5)</i>	<b>2.1 HK cents</b>	7.7 HK cents

Notes:

1. The accounting policies and basis used in the preparations of the unaudited condensed consolidated statement of profit or loss and other comprehensive income, which was reviewed by the Audit Committee and approved by the Board on 26 May 2017, are the same as those used in the annual financial statements for the year ended 31 December 2016.
2. Unaudited consolidated revenue for the three months ended 31 March 2017 was approximately HK\$5,525 million which was about 17.7% more than the same period last year (2016: approximately HK\$4,694 million).
3. Gross profit margin for the period was around 9.9% (approximately 12.2% for the same period in 2016).
4. Net profit margin attributable to owners of the Company for the period was around 1.1% (approximately 4.8% for the same period in 2016).
5. The calculation of the basic earnings per share is based on the profit for the period attributable to owners of the Company of HK\$62,379,000 (same period in 2016: HK\$222,974,000) and on the weighted average number of 2,907,099,398 ordinary shares in issue during the period (same period in 2016: 2,907,099,398 shares)

## **DIVIDEND**

The Board has resolved to pay an interim quarterly dividend of 1 HK cents per share for the three months ended 31 March 2017 (2016: 2 HK cents) to shareholders whose names appear on the Register of Members as at the close of business on 15 June 2017. It is expected that the interim dividend payments will be made to shareholders on 5 September 2017.

## **CLOSURE OF REGISTER OF MEMBERS**

The Register of Members will be closed on 15 June 2017, during that day no transfer of shares can be registered. In order to qualify for the interim quarterly dividend, all transfers accompanied by relevant share certificates must be lodged with the Company's Branch Share Registrars, Tricor Secretaries Limited, at Level 22, Hopewell Centre, 183 Queen's Road East, Wanchai, Hong Kong for registration not later than 4:30 p.m. on 14 June 2017.

The Board of the Company discontinued to disclose the unaudited condensed consolidated statement of financial position in the announcement of the quarterly financial results for the first three-month and nine-month periods of each financial year for the Group starting from the first quarter of 2017 in order to reduce the workload arising out of disclosure of information and administrative expenses of the Group in connection therewith.

**As the unaudited results for the three months ended 31 March 2017 may not reflect the interim and final results for the six months ended 30 June 2017 and the full year ended 31 December 2017 respectively, investors and shareholders are advised to exercise extreme caution when dealing in the shares of the Company.**

By Order of the Board  
**Truly International Holdings Limited**  
**Lam Wai Wah**  
*Chairman*

Hong Kong, 26 May 2017

*As at the date of this announcement, the Board comprises Mr. Lam Wai Wah, Mr. Wong Pong Chun, James and Mr. Cheung Tat Sang as executive directors, Mr. Li Jian Hu as a non-executive director and Mr. Chung Kam Kwong, Mr. Ip Cho Ting, Spencer and Mr. Heung Kai Sing as independent non-executive directors.*