

## Performance Summary

Financial Year ("FY"): 1 April to 31 March of the following year



Summary of Profit or Loss (HK\$000)	FY2018/19	FY2019/20	FY2020/21	FY2021/22	FY2022/23
Revenue	1,556,173	1,691,179	1,794,693	2,275,298	2,594,613
Cost of food and beverages consumed	(374,990)	(385,267)	(411,464)	(518,267)	(620,318)
Other revenue	1,683	4,275	167,794	57,732	74,024
Selling and distribution costs and general and administrative expenses	(985,157)	(1,119,291)	(1,263,231)	(1,611,803)	(1,907,366)
Profit for the year	197,709	190,896	287,792	202,960	140,953
Profit margin	12.7%	11.3%	16.0%	8.9%	5.4%
Earnings per share (HK cents)					
-Basic	19.8	19.1	28.8	17.5	10.5
-Diluted	19.8	19.1	28.8	17.4	10.5

Summary of Financial Position (HK\$000)	FY2018/19	FY2019/20	FY2020/21	FY2021/22	FY2022/23
Non-current assets	594,979	716,801	851,563	1,055,739	1,161,080
Current assets	364,421	375,171	553,419	1,513,008	1,513,927
Current liabilities	(337,427)	(402,097)	(526,070)	(572,330)	(630,534)
Non-Current Liabilities	(266,043)	(313,324)	(333,438)	(443,050)	(502,625)
Capital and reserve	355,930	376,551	545,474	1,553,367	1,541,848
Inventories	8,717	12,963	13,606	16,046	23,176
Cash and cash equivalents	306,438	304,961	470,963	1,366,650	1,375,650

Major Movements in Cash Flows (HK\$000)	FY2018/19	FY2019/20	FY2020/21	FY2021/22	FY2022/23
Net cash from (used in) operating activities	471,627	527,504	707,316	613,278	716,382
Net cash from (used in) investing activities	(10,622)	(91,123)	(120,540)	(130,157)	(145,205)
Net cash from (used in) financing activities	(247,615)	(441,458)	(427,286)	421,265	(560,764)
Cash and cash equivalents at the end of the year	306,438	304,961	470,963	1,366,650	1,375,650

Key Financial Ratios	FY2018/19	FY2019/20	FY2020/21	FY2021/22	FY2022/23
Return on assets	23.1%	18.6%	23.1%	10.2%	5.4%
Return on equity	76.9%	52.0%	62.4%	19.3%	9.1%
Current ratio	1.1	0.9	1.1	2.6	2.4
Quick ratio	1.1	0.9	1.0	2.6	2.4

POS Network	FY2018/19	FY2019/20	FY2020/21	FY2021/22	FY2022/23
<u>By geographic location</u>					
Hong Kong	107	125	144	162	182
Mainland China and overseas markets	-	-	3	13	33
<b>Total number of restaurants</b>	<b>107</b>	<b>125</b>	<b>147</b>	<b>175</b>	<b>215</b>

Revenue (HK\$000)	FY2018/19	FY2019/20	FY2020/21	FY2021/22	FY2022/23
<u>By geographic location</u>					
Hong Kong	1,556,173	1,691,179	1,783,762	2,221,773	2,452,667
Mainland China and overseas markets	0	0	10,931	53,525	141,946
<b>Total revenue</b>	<b>1,556,173</b>	<b>1,691,179</b>	<b>1,794,693</b>	<b>2,275,298</b>	<b>2,594,613</b>
Comparable Restaurants Growth		1.3%	-9.4%	9.6%	-2.0%

Key Performance Indicator	FY2018/19	FY2019/20	FY2020/21	FY2021/22	FY2022/23
<b><u>Average spending per customer (HK\$)</u></b>					
Hong Kong	53.5	58.4	58.3	59.7	61.5
Mainland China	-	-	-	58.3	46.1
Singapore	-	-	83.0	83.0	82.4
Japan	-	-	-	96.0	62.6
<b>Overall</b>	<b>53.5</b>	<b>58.4</b>	<b>58.4</b>	<b>59.8</b>	<b>61.4</b>
<b><u>Average daily number of bowls served per seat</u></b>					
Hong Kong	7.0	6.5	6.0	6.4	6.0
Mainland China	-	-	-	4.4	3.0
Singapore	-	-	3.3	2.8	3.7
Japan	-	-	-	7.7	5.0
<b>Overall</b>	<b>7.0</b>	<b>6.5</b>	<b>6.0</b>	<b>6.3</b>	<b>5.8</b>
<b><u>Average daily revenue per restaurant (HK\$)</u></b>					
Hong Kong	41,314	40,603	37,472	41,060	38,915
Mainland China	-	-	-	19,666	10,383
Singapore	-	-	25,842	23,089	22,207
Japan	-	-	-	51,370	19,316
<b>Overall</b>	<b>41,314</b>	<b>40,603</b>	<b>37,369</b>	<b>40,175</b>	<b>35,767</b>