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## Announcement of Results for the Half Year Ended 30 June 2019

- Temasek's US\$300M investment in LF Logistics at US\$1.4B valuation to accelerate the growth of our logistics business and strengthen capital structure of the Group
- Group turnover declined 8.4% but stabilizing as a result of improvement in operations and customer engagement
- Core Operating Profit at US\$105M; Net profit swung back to positive
- Restructured global sourcing network enabling prompt action to minimize tariffs and business development focus yielding solid customer wins
- 3D virtual design disrupting traditional supply chain and starting to generate revenue
- Complex global trading environment presents the biggest opportunity for Li & Fung's business model in 20 years

HIGHLIGHTS (US\$ million)	Group Results <sup>1</sup>		
	1H 2019	1H 2018 (Restated) <sup>3</sup>	Change %
Turnover	5,356	5,850	-8.4%
Total Margin	583	614	-5.0%
As % of Turnover	10.9%	10.5%	
Operating Costs	478	485	-1.4%
As % of Turnover	8.9%	8.3%	
<b>Core Operating Profit</b>	<b>105</b>	129	-18.6%
As % of Turnover	<b>2.0%</b>	2.2%	
<b>Profit for the Period</b>			
- Continuing Operations	37	77	
- Discontinued Operations	-	(137)	
- Total	37	(60)	
<b>Profit Attributable to Shareholders<sup>2</sup></b>			
- Continuing Operations	21	48	
- Discontinued Operations <sup>1</sup>	-	(134)	
- Total	21	(86)	
Earnings per Share from Continuing Operations			
- Basic (HK cents)	1.9	4.5	
(equivalent to) (US cents)	0.25	0.58	
Dividend per Share (HK cents)	1	3	

1. Group results with Discontinued Operations separately presented given the strategic divestment of the three Product Verticals in April 2018. The loss attributable to Shareholders of US\$134 million in 2018 is the result of an operating loss of the discontinued business of the three Product Verticals of US\$20 million primarily during the first three months of 2018 and final disposal losses resulting from the discontinued business of US\$114 million.

2. Excluding profit attributable to holders of perpetual capital securities and non-controlling interests.

3. 2018 comparatives restated with adoption of new accounting standard, HKFRS 16 (Note 1 of the condensed interim financial information).



# MANAGEMENT DISCUSSION AND ANALYSIS

## Key Highlights

- Temasek's US\$300M investment in LF Logistics at US\$1.4B valuation to accelerate the growth of our logistics business and strengthen capital structure of the Group
- Group turnover declined 8.4% but stabilizing as a result of improvement in operations and customer engagement
- Core Operating Profit at US\$105M; Net profit swung back to positive
- Restructured global sourcing network enabling prompt action to minimize tariffs and business development focus yielding solid customer wins
- 3D virtual design disrupting traditional supply chain and starting to generate revenue
- Complex global trading environment presents the biggest opportunity for Li & Fung's business model in 20 years

## Results Overview

### Trade War Can Present an Opportunity for Our Large Global Network

The trade war between China and the US has become more protracted than expected given the complex geopolitical and ideological backdrop. While the continued uncertainty presents big challenges to the global retail supply chain, it can also present us with an opportunity. We have always maintained the largest diversified sourcing network of consumer goods in the world and are well-positioned to move production between countries and manage any potential shocks from tariff increases. The proliferation of bilateral free trade agreements seems to be the new norm, and this presents Li & Fung's business model with opportunities not seen for the last 20 years.

Across our network of more than 50 economies, we have cultivated deep relationships with factories, local business communities, and governments over the decades. These relationships allow us to move production to mitigate the impact of tariff hikes or other factors impacting the supply chain. As an example, we helped a US womenswear retailer formulate and execute a plan to reduce its reliance on China from 70% to 20% within 2 years by diversifying its sourcing to eight other economies across our network. Another customer, an accessories retailer, will decrease its China-sourcing from 40% to 10% by the end of 2020 by redirecting its orders to seven other economies.

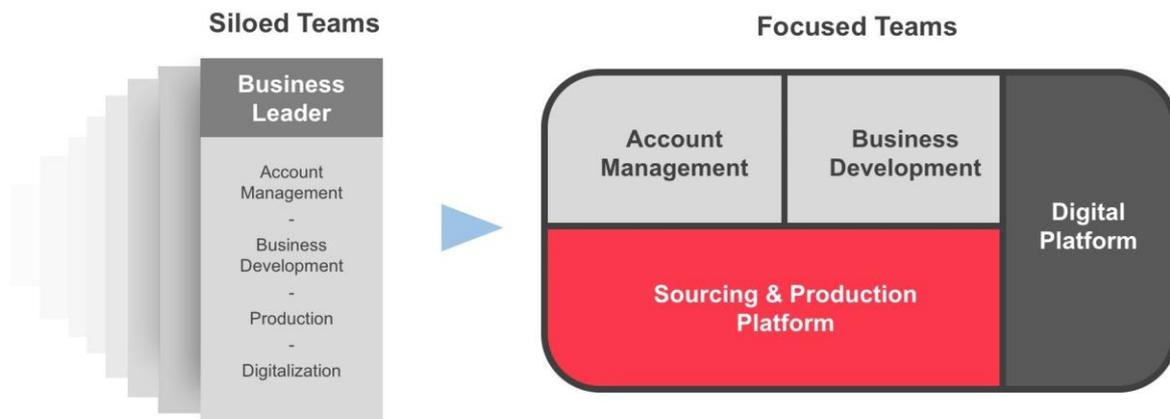
Besides helping our customers diversify their production, we are playing an active role in helping our vendor base adapt to the seismic shift in trade. First, many Chinese vendors experienced sudden declines in their capacity utilization rates as production of US-bound goods moved to other countries. We were able to help them fill idle capacity with orders from Europe and elsewhere. At the same time, we continued to consolidate our vendor base, directing orders to key vendors to help them counter this headwind. Second, many Chinese factory-owners want to expand and diversify their own production to other countries such as Vietnam, Pakistan and Bangladesh. Leveraging our local connections and deep government relationships in these countries, we are assisting our Chinese vendor base in navigating administrative procedures such as permit applications, understanding regulatory requirements and local labor conditions. Such knowledge-sharing further cements our relationships with vendors, especially in this moment of crisis.

While US-China tension has taken center stage now, uncertainties also loom between the US and multiple production countries, which may cause new disruptions in the future. We expect a realignment of global trade relationships to happen over the course of many years, and that a new, stable norm will take time to emerge. The value of our global network will remain even more apparent in this period of great uncertainty.

## New Management Team Spearheading Reorganization

In August 2018, we announced a fundamental reorganization of our Supply Chain Solutions business. This included the forming of a sourcing and production platform across countries to focus on operational excellence, achieving separation of account management and business development responsibilities for customer-facing functions to gain market share, and creating of a digital platform for the entire organization. This reorganization was followed by the appointment of a Chief Operating Officer (COO) in October 2018 for the sourcing and production platform, the appointment of a Chief Digital Officer (CDO) in early January 2019 for the digital platform, and the promotion of a new Group President in late January 2019 to focus on account management and business development. These new senior management team members each have deep specialty knowledge and strong executional track records. Shortly after assuming their positions, the new leaders appointed the next layer of management, and changes will continue to permeate their organizations for the rest of this reporting year to reflect the new business strategy.

## Focused Reorganization



The Group President oversees both account management and business development at Supply Chain Solutions. We have adopted a “3x3 Strategy” through which we place equal emphasis on the “soft” and “hard” aspects of customer relationship management. On the soft side, we have instilled the philosophy that revenue will come from customers who are delighted by the experiences we create, operations-centric behaviors that are measured and incentivized, and an obsession with improving customer satisfaction.

On the hard side, we have put in place a key performance indicator (KPI) dashboard that tracks operational excellence metrics which are aligned with the individual goals of customers and vendors. Following the system’s implementation, KPIs such as on-time delivery rates and claim rates improved and customer satisfaction increased.

Dedicated account managers now have more time to focus on serving top customers and driving wallet share gain. Parallel to focusing on key customers, we began reviewing the tail of our customer base, with emphasis on sustainable profitability and risk management. We proactively pulled back from some higher-risk customers as well as small-scale customers despite the higher margins that came with their orders. This resulted in temporary pressure on turnover and total margin but stronger risk control and resource allocation.



On the business development side, our efforts were strengthened by our leadership in digital services and the geographic diversity of our sourcing network. We secured encouraging customer wins early in this six-month reporting period as many customers view us as their change agent to enhance the competitiveness of their global supply chains, and our conversion momentum to date suggests that 2019 may become one of our most prolific years in over a decade in terms of business development. As activities at these new accounts gradually ramp up, incremental business should begin to flow in as early as 2020.

Under the leadership of the new COO, the old, siloed model that was in place for many years has been replaced by a country-centric model, in which all businesses within a country integrate their resources for increased leverage, better communications and improved vendor management. Historical silos have been broken down; what in place now is a unified platform that transcends geographical borders and truly capitalizes on our scale. In each production country, new leaders with production knowledge and experience have been appointed, taking over from account managers who made decisions remotely under the old structure. These new country leaders are empowered to manage the execution of all sourcing and production activities with vendors to enable faster, more accurate decisions on the ground and be better positioned to support account management teams. Operating with more autonomy, country leaders will also be able to foster deeper relationships with vendors. With this new sourcing and production platform, we aim to replicate our successful productivity experiment in India, where we demonstrated positive jaws between revenue and operating costs over multiple years.

Quality assurance (QA) and quality control (QC) functions, historically siloed and customer-specific, have also been restructured. We consolidated multiple siloed QA/QC teams into a global quality account team that is organized to work better with our vendor base and deliver improved service to our customers. A quality center of excellence (COE) has been established as the focal point for our QA and QC initiatives and will set the benchmark, not only for us but for the industry as well. Standard harmonization across countries on a unified platform will also further strengthen our abilities to move production within our network amid trade war uncertainties.

## Digitalization

Our digitalization initiatives began in 2017 when we earmarked US\$150 million for related spending over the current Three-Year Plan. Our digital offering has gained significant traction among customers in the last two and a half years, and accelerated investment since 2018 has helped firmly secure our leadership in the 3D virtual design space. Since taking on the role in January 2019, our CDO has organized various applications into a unified platform to accelerate the build-out of our digital services. More customers have come to us for digital services and assistance with integrating digital product development into their business processes. We are also helping customers take their own digital leaps with design and development, visual planning and assorting, and digital selling. Currently, more than 25% of our supply chain solutions customers are engaged with our end-to-end virtual design center of excellence, and monetization has already begun with certain customers.

We have adopted flexible pricing models that cater to the specific business needs of our customers. Models range from charging a fee per style, to full subscription to the LF Digital Platform. The unique value proposition we offer our customers enables us to enjoy higher margins compared with traditional supply chain solutions services.

The Li & Fung digital platform is the nucleus of our future service offerings and warrants continued investment. Based on the current Three-Year Plan budget, spending on digitalization - which consists of capital expenditure and operating expenses - will amount to approximately US\$60 million this year. Investment areas will include digital platform infrastructure, 3D virtual design, materials platform, and total sourcing portal. Furthermore, our corporate development team has also been active in working with our ecosystem partners to further accelerate and improve our digital services.



## **Temasek's US\$300 Million Investment in Logistics business**

Our Logistics business ("LF Logistics") achieved double digit top-line and bottom-line growth, on an annualized basis, since it became part of Li & Fung in 2010. It continues to benefit from the tailwind of rising middle-class consumption in Asia, the growth of e-commerce logistics, and geographic and vertical expansion. As preparatory work in connection with the proposed spin-off IPO of LF Logistics was underway, we continued to evaluate strategic alternatives for the business. After considering market conditions and geopolitical uncertainties, we decided to bring in Temasek as our pre-IPO strategic investor, who invested US\$300 million for a 21.7% stake in LF Logistics. This values the Logistics business at approximately US\$1.4 billion on a post-money basis and further validates its potential and management track record.

Through this transaction, we have not only accomplished some of the objectives of the proposed IPO, but also brought in a reputable long-term investor. Temasek's investment will help accelerate LF Logistics' business growth and enhance the Group's capital structure and financial flexibility. We will remain the controlling shareholder of LF Logistics and consolidate its results in our financial statements. Subsequent to the balance sheet date for the 2019 Interim Results, we completed the transaction on 8 August 2019. As a result of this transaction, the spin-off IPO will be postponed. In the next couple of years, we will continue to focus on growing LF Logistics and creating value for our shareholders before we reactivate the spin-off IPO.



## Results

The following financial results summary primarily focuses on our Continuing Operations, which includes the Supply Chain Solutions, Logistics and Onshore Wholesale businesses. The three Product Verticals are classified as Discontinued Operations and are presented separately as a single line item.

New accounting standard, HKFRS 16, which took effect in 2019, specifies how a company should recognize, measure, present and disclose leases. To maintain consistency in our financial information throughout the reporting period, we have applied this new standard retrospectively and restated prior period comparatives. As a result, the Group saw an increase in right-of-use assets and lease liabilities of US\$392 million and US\$421 million respectively as at 31 December 2018 and a decrease in net profit of US\$1 million for the six months ended 30 June 2018.

(US\$ million)	Group Results <sup>1</sup>		
	1H 2019	1H 2018 (Restated) <sup>3</sup>	Change %
Turnover	<b>5,356</b>	5,850	-8.4%
Total Margin	<b>583</b>	614	-5.0%
<i>As % of Turnover</i>	<b>10.9%</b>	10.5%	
Operating Costs	<b>478</b>	485	-1.4%
<i>As % of Turnover</i>	<b>8.9%</b>	8.3%	
<b>Core Operating Profit</b>	<b>105</b>	129	-18.6%
<i>As % of Turnover</i>	<b>2.0%</b>	2.2%	
<b>Profit for the Period</b>			
- Continuing Operations	<b>37</b>	77	
- Discontinued Operations	-	(137)	
- Total	<b>37</b>	(60)	
<b>Profit Attributable to Shareholders<sup>2</sup></b>			
- Continuing Operations	<b>21</b>	48	
- Discontinued Operations <sup>1</sup>	-	(134)	
- Total	<b>21</b>	(86)	

1. Group results with Discontinued Operations separately presented given the strategic divestment of the three Product Verticals in April 2018. The loss attributable to Shareholders of US\$134 million in 2018 is the result of an operating loss of the discontinued business of the three Product Verticals of US\$20 million primarily during the first three months of 2018 and final disposal losses resulting from the discontinued business of US\$114 million.

2. Excluding profit attributable to holders of perpetual capital securities and non-controlling interests.

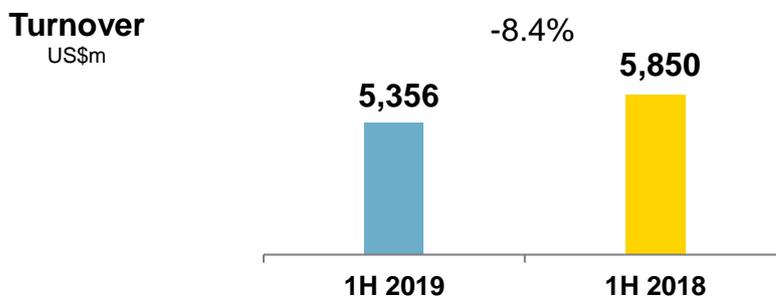
3. 2018 comparatives restated with adoption of new accounting standard, HKFRS 16 (Note 1 of the condensed interim financial information).



## TURNOVER

Group turnover, on a like-for-like basis and excluding the impact of the divestment of the three Product Verticals in 2018, decreased by 8.4% to US\$5.4 billion. This was mainly due to continued destocking by customers, store closures, customer exits in bankruptcy situations, as well as market share loss and exit of higher-risk and non-strategic customers, offset by new customer wins and market share gains for certain key customers.

Despite these developments, we have continued to expand our overall business with key customers, particular in Onshore Wholesale and Logistics businesses. Customers have continued to adopt our digital applications to increase speed to market and achieve better sell-through and reduced mark-down rates. This has also in turn improved their inventory turns and resulted in lower inventory levels. Despite short-term pressure on our turnover, our ability to provide a faster, more flexible supply chain and shorten the production cycle is helping us cultivate stickier, longer-lasting customer relationships in the medium term. As a result of improvement in operations and customer engagement, turnover is stabilizing.



Our Supply Chain Solutions, Logistics and Onshore Wholesale businesses, accounted for 77%, 11% and 12% of Group turnover, respectively.

Supply Chain Solutions business turnover decreased by 9.1% primarily due to customers' destocking trend, customer turnover, exit of certain customers in bankruptcy situations, fewer sourcing activities via sourcing agents by some customers, and our proactive reduction of exposure to higher-risk and non-strategic customers. However, Supply Chain Solutions business was able to offset part of the reduction in turnover with market share gains in some key customers, especially in the hard goods area, and new customer wins.

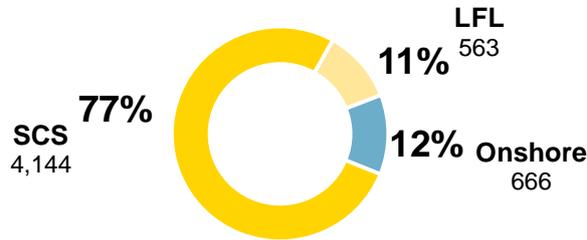
Logistics business turnover increased by 3.8% driven by strong demand for in-country logistics services while the global freight business faced headwinds caused by the US-China trade conflict. On a constant currency basis, turnover increased by 7.9%. Growth momentum continued to be driven by rising domestic consumption in China, e-logistics growth, deeper penetration of our core customers and entry into new markets.

Onshore Wholesale business turnover in the Americas, Europe and Asia decreased by 12.6%. We continued to experience pressure on our top line from weak consumer sentiment and an unstable economic environment particularly in the United Kingdom and France. Our Onshore Wholesale business has also reduced its exposure to higher-risk customers, which negatively impacted turnover.



### 1H 2019 Turnover Breakdown by Segments\*

US\$m

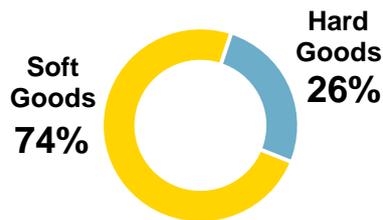


**SCS** – Supply Chain Solutions Business  
**LFL** – Logistics Business  
**Onshore** – Onshore Wholesale Business

\*Before inter-segment elimination

Excluding the Logistics business, the Group derived 74% and 26% of 2019 first half turnover from soft goods and hard goods respectively. Compared to the first half of 2018, the contribution from soft goods decreased by two percentage points.

### 1H 2019 Group Product Mix (Excluding Logistics Business)

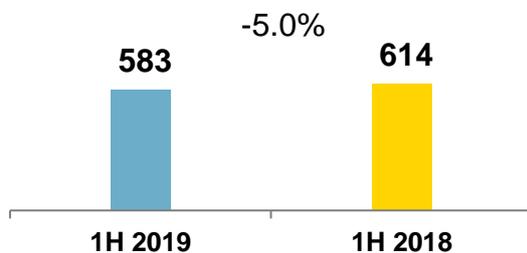




## TOTAL MARGIN

On a like-for-like basis, excluding the impact of the divestment of the three Product Verticals on 2018 results, total margin decreased by 5.0% to US\$583 million for the first half with total margin as a percentage of turnover increased from 10.5% to 10.9%. The increase in total margin as a percentage of turnover is the result of our segment diversification strategy to offer higher-margin services, such as logistics to our sourcing customers. The decrease of total margin amount was mainly due to lower turnover in Supply Chain Solutions business, margin pressure in Supply Chain Solutions business, and lower turnover in the Onshore Wholesale business. The decrease was offset by the business growth in Logistics business and selected customers growth in both Supply Chain Solutions and Onshore Wholesale businesses. The monetization of the higher-margin new digital services has just begun and is yet to reach its full potential. Total margin percentage improved by 0.4 percentage point on a like-for-like basis to 10.9% due to the increased contribution from the higher-margin Logistics business and an improvement in the Onshore Wholesale business. In addition, total margin percentage improved for both the Logistics business by 1.4% and Onshore Wholesale business by 1.0% during the first half of 2019.

### Total Margin US\$m

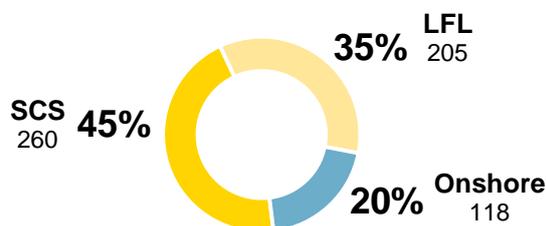


Total Margin Percentage +0.4 percentage point	
10.9%	10.5%
1H 2019	1H 2018

The Supply Chain Solutions, Logistics and Onshore Wholesale businesses accounted for 45%, 35% and 20% of total margin respectively. Total margin for the Logistics business saw a year-on-year increase of 7.9%. This was offset by reductions in total margin for the Supply Chain Solutions business and Onshore Wholesale business of 12.3% and 7.3%, respectively, due to lower turnover.

### 1H 2019 Total Margin Breakdown by Segments

US\$m

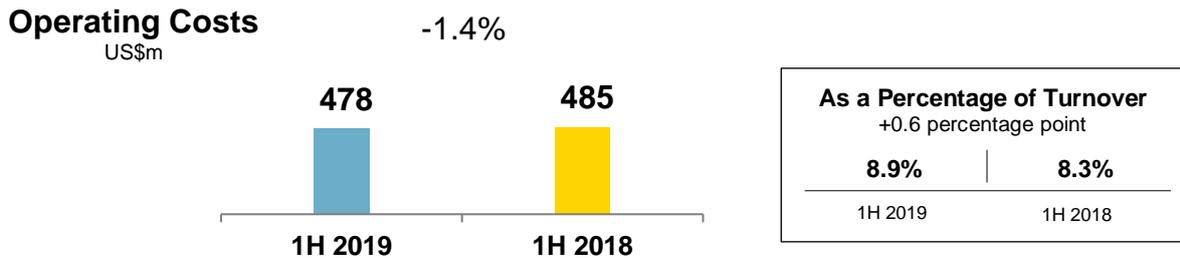


SCS – Supply Chain Solutions Business  
LFL – Logistics Business  
Onshore – Onshore Wholesale Business



### OPERATING COSTS

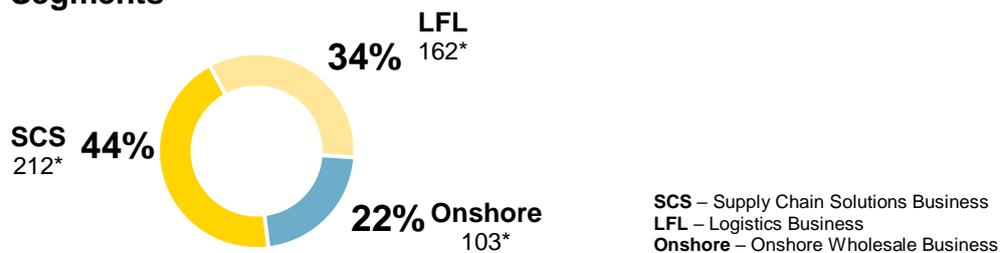
On a like-for-like basis and excluding the impact of the divestment of the three Product Verticals on 2018 results, operating costs decreased by 1.4% to US\$478 million. We reduced our operating costs in the Supply Chain Solutions and Onshore Wholesale businesses by US\$37 million through rightsizing as well as our sustained efforts to enhance operating efficiency and productivity through technology and process improvement. These savings were offset by continued investment in digitalization, and an increase in Logistics operating costs to support the business expansion and organic growth.



The Supply Chain Solutions, Logistics and Onshore Wholesale businesses accounted for 44%, 34% and 22% of operating costs respectively. Operating costs for the Supply Chain Solutions business decreased by 4.0% through rightsizing, on-going productivity improvements and process streamlining, though this was offset to a degree by investments in digitalization. Operating costs for the Logistics business increased by 8.4% as a result of continued business expansion. Operating costs for the Onshore Wholesale business decreased by 9.0% due to our restructuring efforts, particularly in the United Kingdom.

### 1H 2019 Operating Costs Breakdown by Segments

US\$m

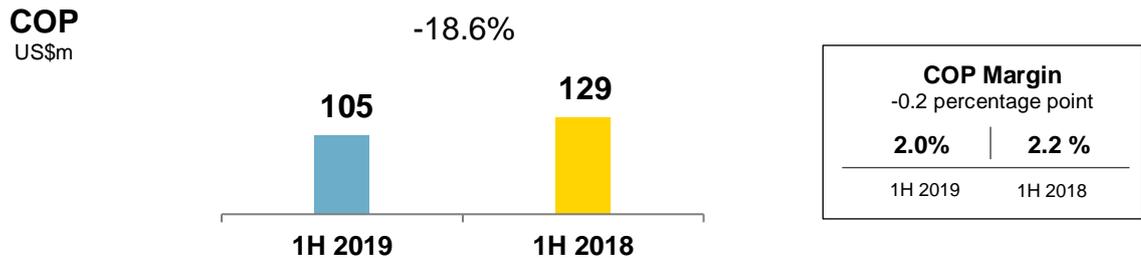


\* The operating costs of SCS, LFL and Onshore were US\$212.3 million, US\$162.3 million and US\$103.3 million respectively.



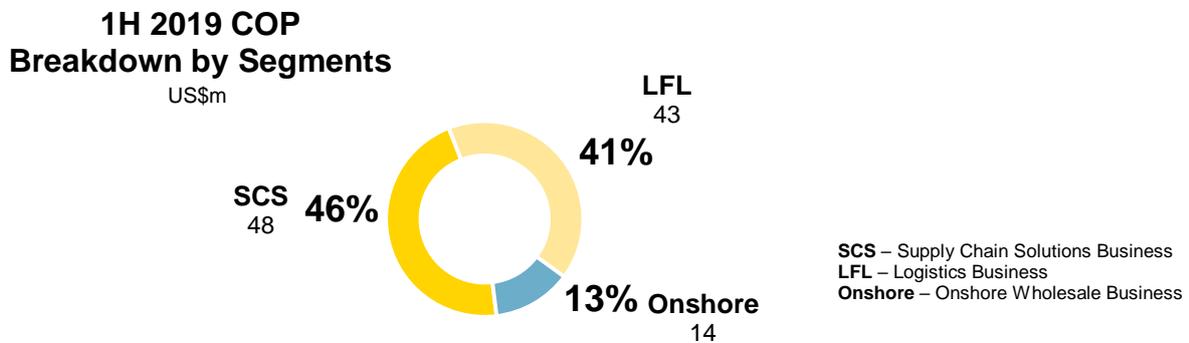
### CORE OPERATING PROFIT

On a like-for-like basis and excluding the impact of the divestment of the three Product Verticals on 2018 results, core operating profit (“COP”) decreased by 18.6% to US\$105 million. This was largely due to reductions in turnover and total margin at the Supply Chain Solutions business as well as continued investment in digitalization according to our long-term plan. Corporate overhead costs are relatively fixed by nature to support our global network which added additional pressure to the COP. As a result of the increase in operating cost percentage relative to turnover, COP margin decreased by 0.2 percentage point to 2.0%.



In the first half of 2019, the Supply Chain Solutions, Logistics and Onshore Wholesale businesses accounted for 46%, 41% and 13% of our COP respectively.

While COP for our Supply Chain Solutions business decreased by 36.5%, that of the Logistics and Onshore Wholesale businesses increased by 6.4% and 6.8% respectively.





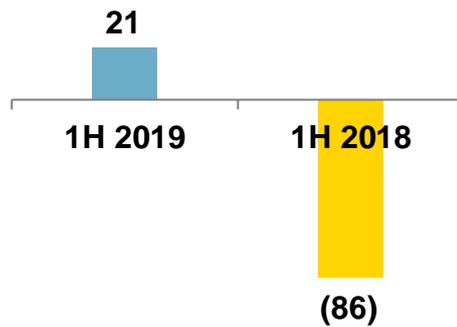
## NET PROFIT ATTRIBUTABLE TO SHAREHOLDERS

The Group recorded a net profit attributable to shareholders of US\$21 million for the first half of 2019. Compared to a net loss of US\$86 million for the first half of 2018. The latter included an operating loss for the discontinued business of the three Product Verticals of US\$20 million primarily during the first three months of 2018 and final disposal losses resulting from the discontinued business of US\$114 million.

Net profit attributable to shareholders for Continuing Operations decreased to US\$21 million over the first six months of 2019 compared with US\$48 million during the same period last year. This was mainly due to a drop in COP, one-off reorganization costs related primarily for the setup of the country-centric's sourcing and production platform, and increased interest expenses in 2019. Net profit attributable to shareholders for Continuing Operations was also impacted by a higher effective tax rate in 2019 due to the higher contribution of the Logistics business in China, which has a higher corporate tax rate.

### Net Profit Attributable to Shareholders

US\$m





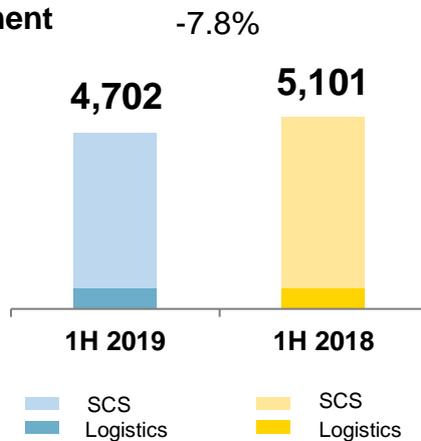
## Services Segment

The Services segment comprises the Supply Chain Solutions and Logistics businesses. We provide end-to-end supply chain solutions services from product design, raw materials procurement, production and quality control, to warehouse management and last-mile delivery to retail stores and end-consumers.

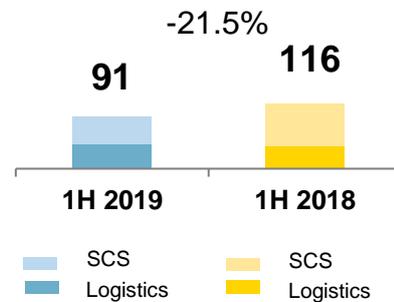


Cross-selling between Supply Chain Solutions and Logistics has created business opportunities and further solidified our relationships with customers. In 2019, the Logistics business continued its growth trajectory, while the Supply Chain Solutions business experienced a challenging environment with ongoing destocking, customer turnover, customer bankruptcies and loss of wallet share with selected customers. In total, COP for our Services segment decreased by 21.5%.

**Services Segment Turnover**  
US\$m



**Services Segment COP**  
US\$m





## Services - Supply Chain Solutions

Our Supply Chain Solutions business, which accounted for 77% of turnover, is the largest revenue generator for the Group. It offers strategic supply chain services, from product design and development to raw material and factory sourcing as well as manufacturing control for brands and retailers. The business has a diversified customer base that includes brands, specialty stores, department stores, big box retailers, e-commerce players, hypermarkets, off-price retailers and clubs. We have also converted our vendor base to a new customer base for services that improve the operational efficiencies and compliance levels of their factories.

Since 2017, we have been investing in a new digital strategy to transform our business and we have made significant strides on this journey. We have built four platforms covering raw materials, 3D design, production tracking and vendor platforms. The raw materials online platform connects factories with a proprietary global catalogue of fabrics available for our customers from textile mills. The dedicated 3D design team simplifies the product development process by creating 3D digital designs using a variety of digital tools and then aggregating these digital assets in a content library for direct use for e-commerce, virtual showrooms and runway displays. The production platform optimizes production with an integrated digital tracking application, which provides a streamlined view at every stage from pre-production to production and alerts merchandisers to defects and issues. The vendor platform is the central point of entry for our vendors to process orders and transactions, and it gives our vendors access to our other three platforms. Our overall digital platform connects suppliers, customers and other partners with end-to-end visibility and data analytics. The LF Digital Platform will serve as the nucleus of our future service offerings enabling us to provide better, faster supply chain services beyond our traditional sourcing services. Since joining in January 2019, our Chief Digital Officer has accelerated our digital transformation by building an integrated digital offering to help our customers.

### Supply Chain Solutions Business Results

	1H 2019	1H 2018*	Change
	US\$m	US\$m	%
Turnover	4,144	4,560	-9.1%
Total Margin	260	297	-12.3%
<i>As % of Turnover</i>	<b>6.3%</b>	6.5%	
Operating Costs	212	221	-4.0%
<i>As % of Turnover</i>	<b>5.1%</b>	4.9%	
<b>Core Operating Profit</b>	<b>48</b>	75	-36.5%
<i>As % of Turnover</i>	<b>1.2%</b>	1.7%	

\* The total margin, operating costs and COP of 1H 2018 were US\$296.6 million, US\$221.2 million and US\$75.3 million respectively.

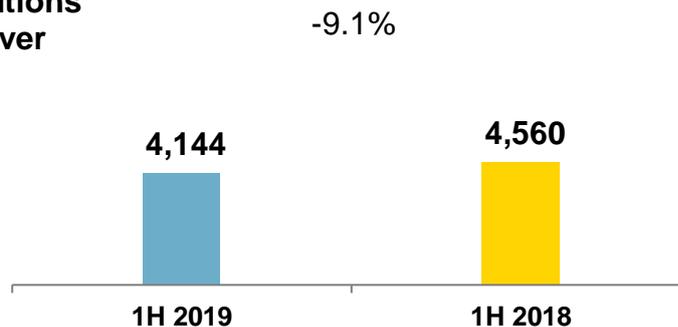
In the first half of 2019, the destocking trend as well as store closures from previous year persisted, impacting turnover for the Supply Chain Solutions business. Soft goods remained the largest contributor, accounting for 76% of turnover, while hard goods accounted for 24% of turnover. We continued our efforts to expand our customer base, especially in off-price segments and in the hard goods product categories. This largely offset pressure from retail store closures and the ongoing destocking trend in the US. Many of our customers have embraced our new value proposition: a speed and digital supply chain model, realizing tangible improvements with increased sell-through, reduced mark-downs and improved inventory levels. This trend will continue to drive our growth with existing customers and attract new customers. We also continued to implement effective cost control and focus on enhanced productivity.



## TURNOVER

Turnover for our Supply Chain Solutions business decreased by 9.1% to US\$4.1 billion. As they adjust to the new norm of omni-channel retail, customers are continuing to destock and reduce their buying programs, which negatively impacted our turnover in the first half of 2019. In the US, this situation was exacerbated by a high number of store closures, which led to further inventory reductions and even more cautious buying patterns. However, due to our increased business development efforts and the strong sales performances of retailers in the off-price channel and hard goods categories, we have grown our business in these areas. Market share loss, exit of customers in bankruptcy situations and exit of higher-risk and non-strategic customers triggered in 2018 started to reflect in the first half 2019. In some cases, customers have reduced their sourcing activities via sourcing agents, which has negatively impacted our topline turnover. This was offset by new customer wins and increased market share for selected customers. To address these cases, we have restructured our senior management team at the Supply Chain Solutions business and formed the sourcing and production platform to break down silos and be laser-focused on customer service and operational excellence. Our new management team has tasked our account management teams to provide sharper focus on service performance and aligning KPIs with our customers with the goal of increasing our topline turnover and market share with customers. As a result of the improvement in operations and customer engagement, turnover is stabilizing and beginning to bottom out. Since restructuring and the new management team has been in place, there has been a net positive gain in market share.

### Supply Chain Solutions Business Turnover US\$m

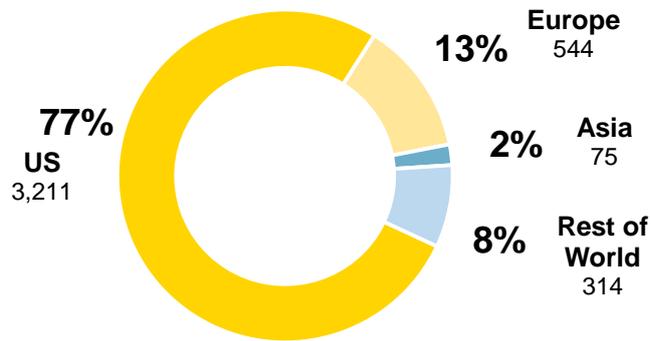


The US, Europe, Asia and Rest of World accounted for 77%, 13%, 2% and 8% of turnover for the Supply Chain Solutions business in first half of 2019, respectively.

Turnover for the Supply Chain Solutions business in the US, Asia and Rest of World decreased by 10.3%, 29.6% and 15.2%, respectively. Turnover in these regions was primarily impacted by bankruptcies, reduced exposure to higher-risk customers, and wallet share loss in our US customer base, who ships globally. Turnover in Europe increased by 8.3% due to growth in the off-price channel.



### 1H 2019 Geographical Market Turnover US\$m

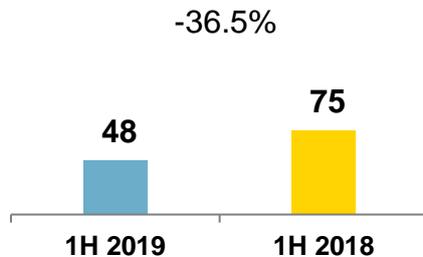


### CORE OPERATING PROFIT

COP decreased by 36.5% to US\$48 million while COP margin dropped 0.5 percentage point to 1.2% due to an 12.3% decline in total margin. The 4.0% decrease in operating costs to US\$212 million was not enough to offset this decline. Apart from the general margin pressure, the reduction in total margin was primarily due to decreases in higher-margin accounts across our portfolio, largely from reduced exposure to customers with higher credit risk as well as small-scale customers, both of whom typically bring higher-margin percentage. While showing promises, our new digital value-added services have yet to command enough higher total margin to offset the decline.

We continued to focus on operational excellence through productivity enhancement initiatives such as greater use of technology, process reengineering and digitalization. We are also moving merchandiser roles closer to production, which will improve speed and delivery quality and ultimately reduce costs. The resulting cost savings from our productivity initiatives amounted to US\$27 million in the first half which represented a 12% reduction on a year-on-year basis. However, these cost savings were offset by additional costs relating to investment in our digitalization strategy, which includes 3D design and product development, data analytics, and our raw materials platform. Furthermore, certain overhead costs such as rentals are fixed in the medium term and we also increased our investment in the vendor compliance area for our sustainability efforts. Our effort to leverage resources across the sourcing and production platform will streamline the management of vendor compliance, improve quality control and assurance, and set the standard for the industry. This will also result in a gradual adjustment in the overhead cost over the next couple of years.

### COP US\$m



COP Margin	
-0.5 percentage point	
1.2 %	1.7 %
1H 2019	1H 2018



## Services – Logistics Business

Our Logistics business continues its profitable growth momentum. Despite challenging and highly competitive market conditions, in-country logistics services achieved another stellar first-half performance, with strong top-line and bottom-line growth. As in years past, China continued to lead the way as it benefited from an upsurge in domestic consumption, especially via e-commerce. Our early investment in e-logistics has paid handsome dividends and allowed us to enjoy first-mover advantage. ASEAN advanced aggressively, notching up high growth rates across all its economies where we operate. Our new markets of Korea, Japan and India also recorded impressive results that are well ahead of plan.

We currently operate nearly 26 million square feet of warehouse space that serves customers across our four core verticals of footwear & apparel, fast-moving consumer goods, food & beverage and healthcare. Apart from providing storage and pick/pack service for domestic markets, we have progressively moved up the value chain by offering regional and global hub management, reverse logistics and other value-added services. Following the full implementation of our new transport management system and digital control tower, our transport business has grown by leaps and bounds. Over the six-month period, we have increased our transport market share by cross-selling to our existing warehousing customers as well as winning new standalone transport customers.

The global freight management business was negatively impacted by the slowdown in global trade. Nevertheless, we continued to build our bench strength, expand our network and invest in state-of-the-art information technology platforms to aggressively grow the base, improve service level and enhance productivity.

By cultivating strong partnerships with an extraordinary list of strategic customers, we have retained and grown with our existing customers. By continuing our investment in our overall value proposition, we have wooed and won new customers across all four verticals.

### Logistics Business Results

	1H 2019 US\$m	1H 2018 US\$m	Change %
Turnover	563	543	+3.8%
Total Margin	205	190	+7.9%
<i>As % of Turnover</i>	<b>36.4%</b>	35.0%	
Operating Costs	162	150	+8.4%
<i>As % of Turnover</i>	<b>28.8%</b>	27.6%	
<b>Core Operating Profit</b>	<b>43</b>	40	+6.4%
<i>As % of Turnover</i>	<b>7.6%</b>	7.4%	

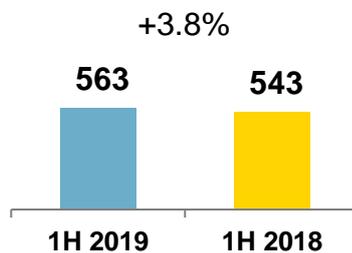


## TURNOVER

Turnover for our Logistics business increased by 3.8% to US\$563 million, which was driven entirely by organic growth. Our reported turnover growth was impacted by currency translations from Asian currencies to the US dollar; on a constant currency basis, turnover for the Logistics business increased by 7.9%. While turnover in the in-country logistics business registered double-digit growth, turnover in our global freight management business was affected by the weak freight environment and a decrease in volume particularly on the China-US route. Our new business wins together with robust consumption growth in Asia across all channels, particularly e-commerce, have provided strong growth impetus for our in-country logistics business. Furthermore, we have made significant inroads into the new markets of Japan, Korea, and India and have newly expanded into the electronics vertical.

### Logistics Business Turnover

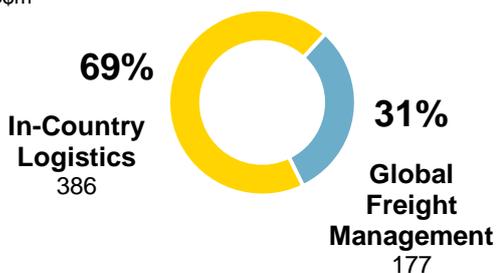
US\$m



In-country logistics and global freight management accounted for 69% and 31% of turnover for the Logistics business, respectively.

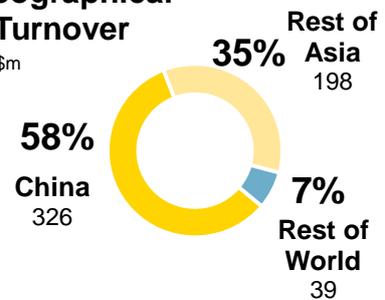
### 1H 2019 Turnover Breakdown

US\$m



### 1H 2019 Geographical Market Turnover

US\$m



China is our key market for the Logistics business accounting for 58% of turnover. The rest of Asia, including Singapore, the Philippines, Malaysia, Thailand, Indonesia, India, Japan and Korea accounted for 35% of turnover, while Rest of World accounted for 7%.

China turnover increased by 5.3% due to strong growth momentum in the in-country logistics business, though this was offset by weakness in the Chinese currency against the US dollar and drops in freight rates and volume, which affected the global freight management business. Rest of Asia showed strong growth, registering 9.7% in first half 2019 as we ramped up the new markets of Japan and Korea. Rest of World turnover decreased by 25.6% as it is purely a freight management business and was thus impacted by market weakness.

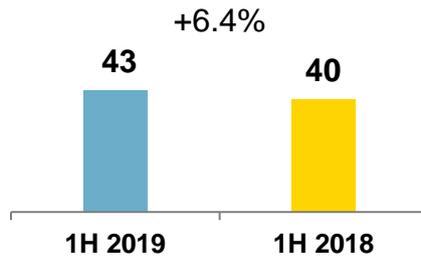


## CORE OPERATING PROFIT

COP increased by 6.4% to US\$43 million, This was driven by new customer wins, geographical expansion and our continued focus on productivity improvement, offset by weakness in the global freight management business due to drops in freight rates and volume. On a constant currency basis, COP for the Logistics business increased by 10.8%.

COP margin expanded by 0.2 percentage point to 7.6% due to customer mix optimization, productivity gains and increased penetration of higher-margin value-added services.

**COP**  
US\$m



COP Margin	
+0.2 percentage point	
<b>7.6 %</b>	<b>7.4 %</b>
1H 2019	1H 2018



## Products Segment

The Products segment comprises our Onshore Wholesale business in three markets: the Americas, Europe and Asia. The three Product Verticals that were part of this segment exited the Group in the first half 2018.



### Onshore Wholesale Business

The Products segment consists of our Onshore Wholesale business operating as an onshore supplier in the Americas, Europe and Asia, supplying apparel and hard goods to largely the same customer base as our Supply Chain Solutions business. The Onshore Wholesale business also acts as an onshore importer for customers, where the terms of each order are agreed on a per-program basis, and our customer relationships are typically longer term and strategic in nature. The business accounted for 12% of Group turnover in the first half of 2019. In 2018 we made progress on the strategic development and repositioning of our Onshore Wholesale business to adopt a leaner, more agile structure, which has allowed us to have an improved cost structure in 2019.

### Onshore Wholesale Business Results

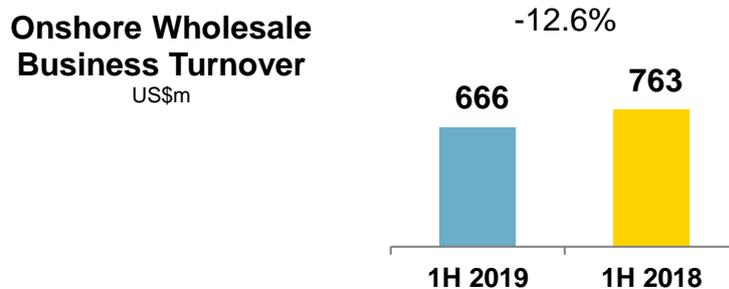
	1H 2019*	1H 2018	Change
	US\$m	US\$m	%
Turnover	666	763	-12.6%
Total Margin	118	127	-7.3%
<i>As % of Turnover</i>	<b>17.6%</b>	16.6%	
Operating Costs	103	114	-9.0%
<i>As % of Turnover</i>	<b>15.5%</b>	14.9%	
<b>Core Operating Profit</b>	<b>14</b>	13	+6.8%
<i>As % of Turnover</i>	<b>2.1%</b>	1.7%	

\* The total margin, operating costs and COP of 1H 2019 were US\$117.5 million, US\$103.3 million and US\$14.2 million respectively.



## TURNOVER

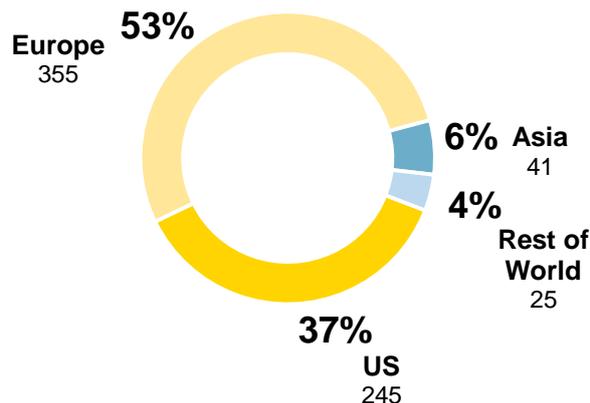
Turnover for the Onshore Wholesale business decreased year on year by 12.6% to US\$666 million. While we continued to grow with key customers in the US, European markets have been under pressure. The uncertainty concerning Brexit continued to weaken our business in the United Kingdom and key customers in Europe have shown conservative buying patterns in our product areas, leading to reduced order volumes. As part of our risk management, we have proactively reduced turnover with customers showing higher credit risk.



The US, Europe and Asia accounted for 37%, 53%, and 6% of segment turnover, respectively. Turnover in the US increased by 3.3%, driven by our successful focus on key accounts and continued product innovation. Turnover in Europe dropped by 18.9% due to economic uncertainties particularly in the United Kingdom and France. Turnover in Asia decreased by 37.9% after tripled in 2018 as we continued to optimize our customer base in Asia with focus on high quality customers both from a total margin and credit risk perspective. Nevertheless, we continued to see signs of growth with a number of key customers in Asia.

### 1H 2019 Geographical Market Turnover

US\$m



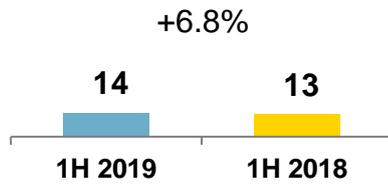


## CORE OPERATING PROFIT

COP for Onshore Wholesale business increased from US\$13 million to US\$14 million as the business' decline in turnover was offset by operating costs savings. Total margin percentage increased from 16.6% to 17.6%.

COP margin increased by 0.4 percentage point to 2.1%, which was largely driven by a 1.0 percentage point increase in total margin percentage, as we realigned our Onshore Wholesale business, particularly in Europe. Furthermore, we remained focused on restructuring the business to adopt a leaner, more agile structure, which lowered operating costs year-on-year.

**COP**  
US\$m



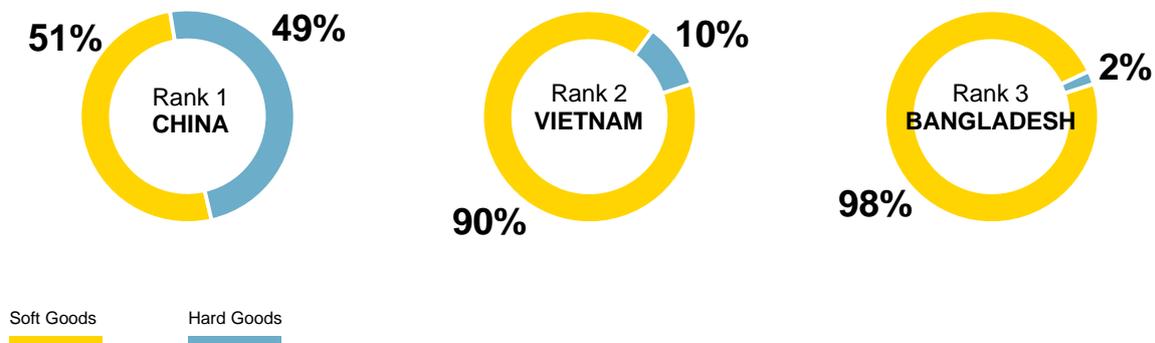
COP Margin	
+0.4 percentage point	
2.1 %	1.7 %
1H 2019	1H 2018



## Top Sourcing Countries

Our global network of factories, which spans more than 50 economies, allows for flexibility when moving orders from one production country to another to better manage manufacturing constraints and optimize our customers' margins. In the first half of 2019, our top three sourcing countries were China, Vietnam and Bangladesh. We also have sizeable sourcing operations in other countries such as India, Cambodia and Indonesia. We are among the largest exporters in our product categories in our major sourcing countries. This comprehensive global network, combined with strong local presence, a long operating history and critical mass, is one of Li & Fung's unique competitive strengths. As the sourcing landscape continues to evolve with changes in trade policies and sourcing requirements, we are very well positioned to scale our existing operations to source in the most efficient way possible for our customers.

### Top Sourcing Countries



## People

Our people are our most valuable assets. As at 30 June 2019, we had a total workforce of 16,121. The 16,121 workforce includes 8,541 warehouse-related employees primarily for our Logistics business. Total manpower costs for the first half of 2019 were US\$323 million compared with US\$355 million in the same period of 2018. We continue to enhance the productivity of our workforce and equip our people for the new digital world. We are grateful for our colleagues' commitment to build the supply chain of the future.



## Balance Sheet and Capital Structure

### Strong Cash Position

Li & Fung continues to have solid recurring cash flow and cash position. At the end of the first half of 2019, we maintained a cash position of US\$811 million. Our cash position will be further strengthened by the US\$300 million investment in LF Logistics by Temasek. The transaction was completed on 8 August 2019, which is a subsequent event to our 30 June 2019 interim balance sheet date. Our operating cashflow funded the majority of our working capital, lease payments, capital expenditure, interest expenses, perpetual capital securities distribution, and final dividend payments. To summarize key cashflow statement items:

- Over the first six months of 2019, cash flow from operating activities was US\$126 million compared to US\$57 million during the same period last year. This was mainly due to an improvement in working capital. Our management team and operations have a strong focus on effective working capital management and are constantly monitoring and improving our working capital position
- Lease payments amounted to US\$83 million compared to US\$78 million during the same period last year. The increase was due to the organic growth of the Logistics business
- Capital expenditures were US\$34 million while tax paid was US\$21 million
- Net interest expenses increased to US\$30 million as in the first half of 2018 the Group benefited from interest income on the cash proceeds of the Product Verticals divestment before the payout of the special dividend and redemption of perpetual capital securities
- Distribution to perpetual capital securities holders was US\$17 million compared to US\$32 million during the same period last year. The reduction was due to the redemption of US\$500 million in perpetual capital securities in May 2018
- Final 2018 dividend payment of US\$44 million which was supported by carried forward cash balance in 2018

In terms of future commitments, the remaining balance of total purchase consideration payable for acquisitions was US\$8 million as at the end of June 2019, of which US\$6 million is earn-out payments. We continue to be asset-light, and our on-going total capital expenditures mainly include investments in digitalization and Logistics business expansion, as well as capital expenditures for continuing maintenance.



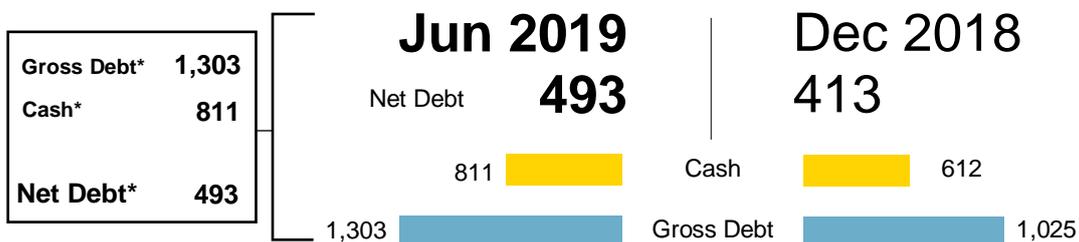
## Strong Balance Sheet

As at 30 June 2019, our cash position was US\$811 million after payments of the 2018 final dividend. We have also reduced the acquisition tail payments of our remaining consideration payable, further improving our balance sheet. Prior to the Temasek's US\$300 million in LF Logistics, our net debt (total borrowings minus cash) was US\$493 million and our gross total borrowings were US\$1,303 million as at 30 June 2019. Given the uncertainties in the global macroeconomic and geopolitical environments, we remain prudent and conservative in managing our balance sheet to maintain maximum financial flexibility. During the first half of 2019, we had long-term committed bank loan facilities totaling US\$857 million with an average tenure of two years. Such ample liquidity is meant to allow us to have maximum flexibility in managing our near-term debt maturity profile. In June 2019, we took an early draw-down of US\$300 million from these long-term committed bank loan facilities and our resulting cash position of US\$811 million will prevent any market-driven risk that could impact the repayment of our US\$751 million bond due in May 2020 and allow us to maintain maximum flexibility in terms of any refinancing plan of our bond.

Our weighted average tenure of total borrowing is around two years. The majority of our debt is at a fixed rate and denominated in US dollars. Subsequent to the interim balance sheet date, we have completed the US\$300 million investment in LF Logistics by Temasek and used part of the proceeds to reduce bank loans by US\$250 million. As a result of the Temasek's investment, our net debt on a pro forma basis decreased further from US\$493 million to US\$193 million.

## Cash and Gross Debt

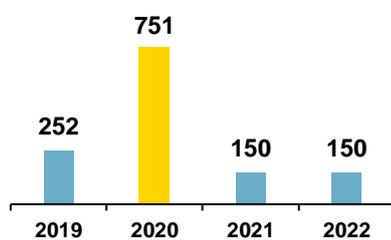
US\$m



\* The gross debt, cash and net debt for June 2019 were US\$1,303.3 million, US\$810.5 million and 492.8 million respectively.

## Debt Maturity Schedule

US\$m



	2019	2020	2021	2022
Bank Loans	252	-	150	150
Bonds	-	751	-	-

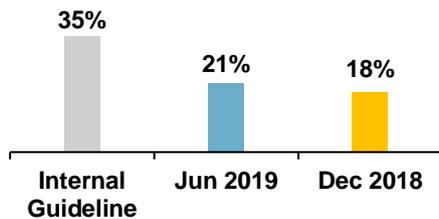


## Gearing Ratio and Current Ratio

After adopting the new accounting standard HKFRS 16, our gearing ratio and current ratio were 21% and 0.8 respectively as at 30 June 2019 (18% and 1.0 respectively and restated for the Group as at 31 December 2018). The gearing ratio remained stable and is calculated as net debt divided by total capital. Net debt is calculated as total borrowings (including short-term bank loans, long-term bank loans and long-term notes) less cash and cash equivalents. Total capital is calculated as total equity, as shown in the consolidated balance sheet, plus net debt. The decrease in current ratio is due to the US\$751 million bond due in May 2020 becoming a current liability as well as the recognition of the current lease liabilities of US\$132 million upon the adoption of HKFRS 16 Leases, which we have anticipated and prepared our balance sheet by drawing down excess cash for the repayment of the bond from our long-term committed facilities of US\$857 million.

We continued to take a conservative approach in managing our balance sheet and capital structure. As at 30 June 2019, our credit rating was Baa2 according to Moody's and BBB according to Standard & Poor's. We are committed to maintaining a strong balance sheet, healthy cash flow and strong credit ratios, with the long-term target of retaining an investment-grade rating.

### Gearing Ratio



### Credit Rating





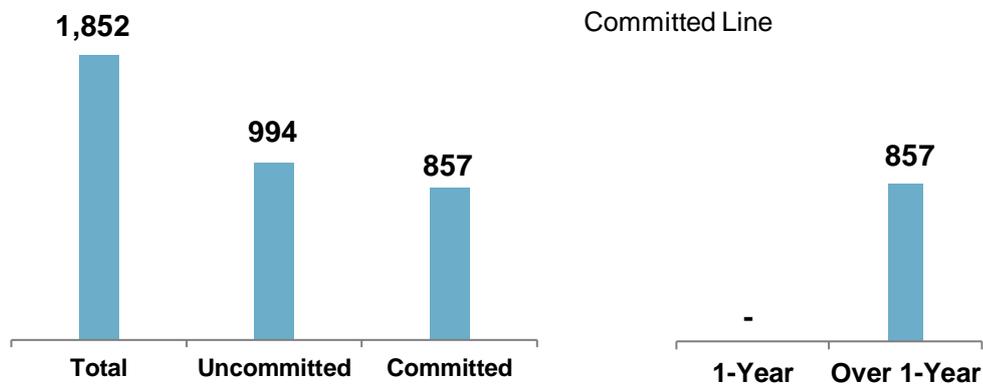
## Banking Facilities

### Bank Loans and Overdrafts

As at 30 June 2019, we had available bank loans and overdraft facilities of US\$1,852 million, of which US\$857 million were committed facilities. The committed facilities have a tenor of two years with maturities in 2021 and 2022, with US\$300 million being drawn and US\$557 million undrawn. On both a committed and uncommitted basis, only US\$552 million of the Group’s bank loans and overdraft facilities was utilized. Unused limits for bank loans and overdraft facilities amounted to US\$1,299 million, with US\$557 million being unused committed facilities.

### Bank Loans and Overdraft Facilities

US\$m



Used	552.5	252.5	300.0
Unused	1,299.1	741.7	557.4

### Trade Finance

The Group’s normal trading operations are well supported by US\$1.3 billion in bank trading facilities that mainly include letters of credit issued to suppliers and bills discounting. A letter of credit is a common means of payment to suppliers to support cross-border trades. The Group’s payment obligations on letters of credit issued to suppliers will only be crystallized when our suppliers have shipped the merchandise to our customers or to the Group in accordance with all the terms and conditions specified in the related contractual documents. As at 30 June 2019, only approximately 16% of the trade finance facilities was used.



## Contingent Liabilities and Goodwill

### Adjustments to Purchase Consideration Payables

Given the unique natures of our acquired businesses, which are private enterprises that rely on their respective entrepreneurs' commercial skills to drive success, we generally structure our acquisitions with incentive schemes and contingent payments on purchase consideration payables linked to the future performance of the acquired businesses. We follow a stringent internal financial and accounting policy in evaluating potential adjustment to the estimated fair value of purchase consideration payable in accordance with the accounting standard HKFRS 3 (Revised), Business Combinations.

Our contingent consideration payables are performance-based payments in the form of "earn-out" and "earn-up" payments, which depend on a set of predetermined performance targets mutually agreed upon with entrepreneurs in accordance with sale and purchase agreements.

**Earn-out** payments are generally payable within three to four years upon completion of a transaction.

**Earn-up** payments have a high performance target threshold and, if earned, are typically payable over a period of up to five to six years upon completion of a transaction.

While many of our acquired businesses remain profitable and are growing, we may still be required to make a downward fair value adjustment to certain purchase consideration payables should the acquired businesses be unable to achieve the predetermined performance threshold within the specific timeframe as stipulated in the sale and purchase agreement. Given that the contingent consideration entitlement is usually contractual in nature and based on a specific formula linking to a particular threshold, the underlying performance of the acquired businesses could continue to grow, yet we may still be required to adjust the purchase consideration payable, especially if the high performance thresholds of earn-ups are not reached.

### Goodwill Impairment Tests

We perform goodwill impairment tests based on the cash-generating units (CGU) that manage acquired businesses in accordance with HKAS 36, Impairment of Assets. Based on our assessment of all of the CGUs under the current operating structure of the Group, we have determined that there was no goodwill impairment as at 30 June 2019, as the recoverable amount of each CGU was in excess of its respective carrying value of the goodwill. We will continue to perform goodwill impairment tests on an on-going basis.

### Adoption of New Accounting Standard, HKFRS 16, Leases

HKFRS 16, which specifies how a company should recognize, measure, present and disclose leases, became effective in 2019. The standard provides a single lessee accounting model, requiring lessees to recognize assets and liabilities for all leases except for short-term or low value leases that the lessee chooses to exclude from the requirements. Specifically, all leases must be recognized in the balance sheet as a right-of-use asset and a lease liability. The liability and the right-of-use asset are unwound over the term of the lease giving rise to interest expenses and depreciation charges, respectively. To maintain the consistency of our financial information throughout the period, we have elected to apply the standard retrospectively with prior period comparatives restated. Applying this new accounting standard resulted in increase in right-of-use assets and lease liabilities of US\$392 million and US\$421 million, respectively, as at 31 December 2018 and a decrease in net profit of US\$1 million for the six months ended 30 June 2018. Further information about the application has been set out in Note 1 to the condensed interim financial information.



## Risk Management

We have strict policies governing accounting control, credit and foreign exchange risk, and treasury management.

### Credit Risk Management

Credit risk mainly arises from trade and other receivables. Our principal trading business carries a higher credit risk profile as we act as a supplier and therefore take full counterparty risk for our customers in terms of accounts receivable and inventory.

In addition, as we provide working capital solutions to our suppliers via LF Credit by selectively settling accounts payable earlier at a discount, we also assume direct counterparty risk for our customers for such receivables. With increased insolvency risk among global brands and retail customers, we have deployed a global credit risk management framework with a tightened risk profile, and applied prudent policies to manage our credit risk with such receivables that include, but are not limited to, the measures set out below:

- We select customers in a cautious manner. Our credit control team uses a risk assessment system to evaluate the financial strength of individual customers prior to agreeing on trade terms. It is not uncommon for us to require securities (such as standby or commercial letters of credit, or bank guarantees) from customers who fall short of the required minimum score under our risk assessment system
- A significant portion of trade receivable balances is covered by trade credit insurance or factored to external financial institutions on a non-recourse basis
- We have established a credit risk system with a dedicated team, and tightened policies to ensure on-time recoveries from trade debtors
- We have put in place rigid internal policies that govern provisions made for both inventories and receivables to motivate business managers to step up their efforts in these two areas, and to avoid any significant impact on their financial performance



## Foreign Exchange Risk Management

Most of our cash balances are HK dollar and US dollar deposits with major global financial institutions, and most of our borrowings are denominated in US dollars.

Our revenues and payments are predominantly transacted in US dollars. Therefore, we do not believe there is significant risk exposure in relation to foreign exchange rate fluctuations. There are small portions of sales and purchases transacted in different currencies, for which we arrange hedging through foreign exchange forward contracts.

For transactions that are subject to foreign exchange risk, we hedge our foreign currency exposure once we receive confirmed orders or enter into customer transactions. To mitigate the impact from changes in foreign exchange rates, we regularly review our operations in these countries and make necessary hedging arrangements in certain currencies against the US dollar.

However, we do not enter into foreign currency hedges with respect to the local financial results and long-term equity investments of our non-US dollar foreign operations for either our income statements or balance sheet reporting purposes. Since our functional currency is the US dollar, we are subject to exchange rate exposure from the translation of foreign operations' local results to US dollars at the average rate for the period of group consolidation. Our net equity investments in non-US dollar-denominated businesses are also subject to unrealized translation gain or loss on consolidation. Fluctuation of relevant currencies against the US dollar will result in unrealized gain or loss from time to time, which is reflected as movement in exchange reserve in the consolidated statement of changes in equity.

From a medium-to long-term perspective, we manage our operations in the most cost-effective way possible within our global network. We strictly prohibit any financial derivative arrangement merely for speculation.



## Outlook

Uncertainties in the global trade landscape will continue to affect the supply chain over the next few years. The migration of production out of China is not only driven by tariff increases but also the country's push to transform from a manufacturing exporter into a high-tech service provider. While trade talks are ongoing, we believe the production migration out of China will continue regardless of any deal, as retailers want a more diversified supply chain network. Despite continuing macroeconomic and geopolitical challenges, we will continue to help our customers optimize their sourcing and production through our strong network of more than 50 economies.

We expect the multi-year destocking trend in retail to continue throughout the remainder of 2019. This is reducing customers' merchandizing budgets - despite improved retail sales - and translating into headwinds for our Supply Chain Solutions business. With continued disruption in the retail landscape, we expect more store closures and bankruptcies. We will continuously review the risk profile of our customer portfolio and reduce credit risk as needed, which will negatively impact turnover. To alleviate this short-term pressure, we have undertaken certain initiatives.

Firstly, the business development team has been steadily converting customers from a promising pipeline and their efforts will be further enhanced by our increasingly rich digital capabilities. Onboarding new customers and ramping up orders to full potential takes time, which means contributions from new customers over the next 12 months may not fully counter the headwinds facing our existing customer base. Nonetheless, continued customer wins and the conversion of strategically significant accounts reinforce our confidence in our solution-based business development approach and set a solid foundation for our future growth. As a result of improvement in operations and customer engagement, turnover is stabilizing and beginning to bottom out.

Secondly, under the new organizational structure and leadership, our account management function is now singularly focused on growing our market share with key customers. We are also reviewing our overall customer portfolio and optimizing resource allocation to better serve customers. We will continue to pursue both market share gain and pipeline conversion as drivers of growth and as countermeasures to industry destocking and store closures.

Thirdly, the appointments of the COO and regional production hub leaders are expected to enhance operational excellence and improve service delivery to our customers and vendors. The current redesign of our sourcing and production platform will achieve better operating leverage and faster response times for our customers. We are modelling these structural changes on our India business, which enjoyed substantial improvement in operational performance. We are confident that these changes will lead to higher levels of customer satisfaction and business opportunities. Furthermore, the savings from the restructuring of our sourcing and production platform in 2019 will be annualized next year.

We expect the Onshore Wholesale business to continue its recovery journey and productivity drive. Nevertheless, Brexit may negatively impact consumer sentiment in the United Kingdom and across Europe, potentially impacting the top line.

The strong organic growth momentum of the in-country logistics business is expected to continue. While the strength of the US dollar in the first half of 2019 was a negative headwind from a currency translation perspective, we continue to believe in the long-term prospects of the business and expect the double-digit growth trend of the past several years to continue. The Temasek investment of US\$300 million is a positive sign of the long-term value of the Logistics business. This investment will provide Logistics business with ample capital to accelerate its growth and capture the consumption growth of the rising middle-income class in Asia.

In 2019, we will focus on completing our mission of building a comprehensive digitalized end-to-end supply chain. We will accelerate our investments in digitalization based on the prudent US\$150 million figure set for this Three-year Plan. This spending will put pressure on our operating margin, nonetheless, we believe that digitalization is necessary for the long-term business strategy of Li & Fung. Digitalization initiatives have already started to deliver results and we expect more tangible returns once our full-service offering is in place.



We announce the unaudited consolidated profit and loss account, unaudited consolidated statement of comprehensive income, unaudited condensed consolidated cash flow statement and unaudited consolidated statement of changes in equity of the Company and its subsidiaries (the "Group") for the six months ended 30 June 2019 and the unaudited consolidated balance sheet of the Group as at 30 June 2019 together with the comparative figures for 2018. The interim financial information has been reviewed by the Company's audit committee and, in accordance with Hong Kong Standard on Review Engagements 2410 "Review of Interim Financial Information Performed by the Independent Auditor of the Entity" issued by the Hong Kong Institute of Certified Public Accountants ("HKICPA"), by the Company's auditor, PricewaterhouseCoopers. The auditor, based on their review, concluded that nothing has come to their attention that causes them to believe that the interim financial information is not prepared, in all material respects, in accordance with Hong Kong Accounting Standard 34 "Interim Financial Reporting". The auditor's independent review report will be included in the interim financial report.

## CONSOLIDATED PROFIT AND LOSS ACCOUNT

	Note	Unaudited	
		Six months ended 2019	Six months ended 2018
		US\$'000	US\$'000 (Restated)
<b>Continuing Operations</b>			
Turnover	2	5,356,192	5,850,340
Cost of sales		(4,793,909)	(5,257,349)
Gross profit		562,283	592,991
Other income		20,599	20,537
Total margin		582,882	613,528
Selling and distribution expenses		(174,263)	(172,369)
Merchandising and administrative expenses		(303,644)	(312,164)
Core operating profit	2	104,975	128,995
Gain on remeasurement of contingent consideration payable	3	621	-
One-off reorganization costs	3	(7,884)	-
Amortization of other intangible assets	3	(14,527)	(14,777)
Operating profit	2&3	83,185	114,218
Interest income		3,305	7,571
Interest expenses			
Non-cash interest expenses		(7,391)	(7,503)
Cash interest expenses		(33,003)	(25,155)
		(40,394)	(32,658)
Share of net (losses)/profits of associated companies and joint venture		(5)	843
Profit before taxation		46,091	89,974
Taxation	4	(8,989)	(13,150)
Profit for the period from Continuing Operations		37,102	76,824
<b>Discontinued Operations</b>			
Loss for the period from Discontinued Operations		-	(137,316)
Net profit/(loss) for the period		37,102	(60,492)

**CONSOLIDATED PROFIT AND LOSS ACCOUNT (CONTINUED)**

	Note	Unaudited	
		Six months ended 30 June	
		2019	2018
		US\$'000	US\$'000
			(Restated)
<hr/>			
Attributable to:			
Shareholders of the Company		20,532	(86,094)
Holders of perpetual capital securities		17,063	29,063
Non-controlling interests		(493)	(3,461)
		<b>37,102</b>	<b>(60,492)</b>
<hr/>			
Attributable to Shareholders of the Company arising from:			
Continuing Operations		20,532	48,224
Discontinued Operations		-	(134,318)
		<b>20,532</b>	<b>(86,094)</b>
<hr/>			
Earnings/(losses) per share for profit/(losses) attributable to the Shareholders of the Company during the period	6		
- Basic from Continuing Operations (equivalent to)		1.9 HK cents 0.25 US cents	4.5 HK cents 0.58 US cents
- Basic from Discontinued Operations (equivalent to)		N/A	(12.4) HK cents (1.60) US cents
- Diluted from Continuing Operations (equivalent to)		1.9 HK cents 0.24 US cents	4.4 HK cents 0.57 US cents
- Diluted from Discontinued Operations (equivalent to)		N/A	(12.3) HK cents (1.59) US cents
<hr/>			
Interim dividend	5	10,962	32,745
<hr/>			

**CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME**

	<b>Unaudited</b>	
	<b>Six months ended 30 June</b>	
	<b>2019</b>	<b>2018</b>
	<b>US\$'000</b>	<b>US\$'000</b>
		<b>(Restated)</b>
<b>Net profit/(loss) for the period</b>	<b>37,102</b>	<b>(60,492)</b>
<b>Other comprehensive income/(expense):</b>		
<i>Item that will not be reclassified subsequently to profit or loss</i>		
Net fair value gains on financial assets at fair value through other comprehensive income, net of tax	<b>93</b>	<b>250</b>
<i>Items that may be reclassified subsequently to profit or loss</i>		
Currency translation differences*	<b>(8,010)</b>	<b>(1,772)</b>
Realization of currency translation differences upon disposal of business	<b>-</b>	<b>62,685</b>
Net fair value (losses)/gains on cash flow hedges, net of tax	<b>(169)</b>	<b>4,407</b>
<b>Total items that may be reclassified subsequently to profit or loss</b>	<b>(8,179)</b>	<b>65,320</b>
<b>Total other comprehensive (expense)/income for the period, net of tax</b>	<b>(8,086)</b>	<b>65,570</b>
<b>Total comprehensive income for the period</b>	<b>29,016</b>	<b>5,078</b>
<b>Attributable to:</b>		
Shareholders of the Company	<b>12,448</b>	<b>(20,520)</b>
Holders of perpetual capital securities	<b>17,063</b>	<b>29,063</b>
Non-controlling interests	<b>(495)</b>	<b>(3,465)</b>
<b>Total comprehensive income for the period</b>	<b>29,016</b>	<b>5,078</b>
<b>Attributable to the Shareholders of the Company arising from:</b>		
Continuing Operations	<b>12,448</b>	<b>98,389</b>
Discontinued Operations	<b>-</b>	<b>(118,909)</b>
	<b>12,448</b>	<b>(20,520)</b>

\* Exchange differences resulting from translation of the results and financial positions of the Group entities with functional currencies other than the Group's presentation currency.

**CONSOLIDATED BALANCE SHEET**

	Note	Unaudited 30 June 2019 US\$'000	Audited 31 December 2018 US\$'000 (Restated)
<b>Non-current assets</b>			
Intangible assets		2,314,051	2,321,294
Property, plant and equipment		196,018	201,973
Prepaid premium for land leases		16	16
Right-of-use assets		395,436	391,970
Associated companies		5,558	5,268
Joint venture		107	374
Financial assets at fair value through other comprehensive income		4,694	4,601
Other receivables, prepayments and deposits		24,319	26,663
Deferred tax assets		23,071	15,644
		<b>2,963,270</b>	<b>2,967,803</b>
<b>Current assets</b>			
Inventories		217,806	205,877
Due from related companies		544,360	708,862
Trade and bills receivable	7	798,544	1,040,236
Other receivables, prepayments and deposits		165,259	177,436
Derivative financial instruments		789	3,985
Cash and bank balances		810,532	612,391
		<b>2,537,290</b>	<b>2,748,787</b>
<b>Current liabilities</b>			
Due to related companies		32,709	37,809
Trade and bills payable	8	1,513,453	1,736,817
Accrued charges and sundry payables		347,640	585,897
Purchase consideration payable for acquisitions	9	3,646	819
Lease liabilities	9	131,645	129,464
Taxation		23,406	30,267
Short-term bank loans		252,450	272,951
Current portion of long-term notes	9	750,891	-
		<b>3,055,840</b>	<b>2,794,024</b>
<b>Net current liabilities</b>		<b>(518,550)</b>	<b>(45,237)</b>
<b>Total assets less current liabilities</b>		<b>2,444,720</b>	<b>2,922,566</b>

**CONSOLIDATED BALANCE SHEET (CONTINUED)**

	Note	Unaudited 30 June 2019 US\$'000	Audited 31 December 2018 US\$'000 (Restated)
<b>Financed by:</b>			
Share capital		13,633	13,633
Reserves		1,161,357	1,188,662
Shareholders' funds attributable to the Company's			
Shareholders		1,174,990	1,202,295
Holder of perpetual capital securities		655,687	655,687
Non-controlling interests		(2,982)	(3,150)
<b>Total equity</b>		<b>1,827,695</b>	<b>1,854,832</b>
<b>Non-current liabilities</b>			
Long-term notes	9	-	751,405
Purchase consideration payable for acquisitions	9	4,679	8,141
Lease liabilities	9	294,698	291,164
Long-term bank loans	9	300,000	1,034
Other long-term liabilities	9	2,096	2,705
Post-employment benefit obligations		12,375	11,592
Deferred tax liabilities		3,177	1,693
		<b>617,025</b>	<b>1,067,734</b>
		<b>2,444,720</b>	<b>2,922,566</b>

**CONDENSED CONSOLIDATED CASH FLOW STATEMENT**

	<b>Unaudited</b>	
	<b>Six months ended 30 June</b>	
	<b>2019</b>	<b>2018</b>
	<b>US\$'000</b>	<b>US\$'000</b>
		<b>(Restated)</b>
<b><u>Continuing Operations</u></b>		
<b>Operating activities</b>		
Operating profit adjusted for non-cash items before working capital changes	213,960	237,662
Changes in working capital	(67,733)	(160,953)
Net cash generated from operations	146,227	76,709
Profits tax paid	(20,672)	(19,577)
<b>Net cash inflow from operating activities</b>	<b>125,555</b>	<b>57,132</b>
<b>Investing activities</b>		
Settlement of consideration payable for prior years' acquisitions of businesses	-	(6,025)
Considerations on disposal of business	-	1,100,000
Debt released, transaction costs and other closing adjustments for disposal of business*	-	(95,073)
Capital expenditure	(33,559)	(40,473)
Other investing activities	6,852	9,731
<b>Net cash (outflow)/inflow from investing activities</b>	<b>(26,707)</b>	<b>968,160</b>
<b>Net cash inflow before financing activities</b>	<b>98,848</b>	<b>1,025,292</b>
<b>Financing activities</b>		
Interest paid	(33,003)	(25,155)
Distributions made to holders of perpetual capital securities	(17,063)	(32,063)
Net drawdown of bank loans	278,465	4,450
Dividend paid	(43,848)	(541,379)
Payment of lease liabilities	(82,918)	(78,475)
Purchase of shares for Share Award Scheme	-	(2,927)
Redemption of perpetual capital securities	-	(500,000)
Other financing activities	(1,850)	-
<b>Net cash inflow/(outflow) from financing activities</b>	<b>99,783</b>	<b>(1,175,549)</b>
<b>Increase/(decrease) in cash and cash equivalents from Continuing Operations</b>	<b>198,631</b>	<b>(150,257)</b>
<b><u>Discontinued Operations</u></b>		
Decrease in cash and cash equivalents from Discontinued Operations	-	(71,978)
<b>Increase/(decrease) in cash and cash equivalents</b>	<b>198,631</b>	<b>(222,235)</b>

**CONDENSED CONSOLIDATED CASH FLOW STATEMENT (CONTINUED)**

	<b>Unaudited</b>	
	<b>Six months ended 30 June</b>	
	<b>2019</b>	<b>2018</b>
	<b>US\$'000</b>	<b>US\$'000</b>
		<b>(Restated)</b>
<b>Cash and cash equivalents at 1 January</b>		
Continuing Operations	<b>612,391</b>	348,940
Discontinued Operations	-	192,578
	<b>612,391</b>	541,518
<b>Increase/(decrease) in cash and cash equivalents</b>	<b>198,631</b>	(222,235)
Effect of foreign exchange rate changes	<b>(490)</b>	(108)
<b>Cash and cash equivalents of Continuing Operations at 30 June</b>	<b>810,532</b>	319,175
<b>Analysis of the balances of cash and cash equivalents</b>		
Cash and bank balances	<b>810,532</b>	319,175

\*The amount is set off by the cash and cash equivalents of Discontinued Operations as the divestment is on a cash free/debt free basis.



## CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

	Unaudited							
	Attributable to Shareholders of the Company					Holders of perpetual capital securities	Non- controlling interests	Total equity
	Share capital US\$'000	Share premium US\$'000	Other reserves US\$'000	Retained earnings US\$'000	Total US\$'000			
Balance at 1 January 2019, as previously reported	13,633	744,325	53,544	405,390	1,216,892	655,687	(3,150)	1,869,429
Impact of adoption of HKFRS 16	-	-	(198)	(14,399)	(14,597)	-	-	(14,597)
Balance at 1 January 2019, as restated	13,633	744,325	53,346	390,991	1,202,295	655,687	(3,150)	1,854,832
<b>Comprehensive income/(expense)</b>								
Profit or loss	-	-	-	20,532	20,532	17,063	(493)	37,102
<b>Other comprehensive (expense)/income</b>								
Currency translation differences	-	-	(8,008)	-	(8,008)	-	(2)	(8,010)
Net fair value gains on financial assets at fair value through other comprehensive income, net of tax	-	-	93	-	93	-	-	93
Net fair value losses on cash flow hedges, net of tax	-	-	(169)	-	(169)	-	-	(169)
Total other comprehensive expense, net of tax	-	-	(8,084)	-	(8,084)	-	(2)	(8,086)
<b>Total comprehensive (expense)/income</b>								
	-	-	(8,084)	20,532	12,448	17,063	(495)	29,016
<b>Transactions with owners in their capacity as owners</b>								
Employee Share Option and Share Award Scheme:								
- value of employee services	-	-	6,608	-	6,608	-	-	6,608
Distribution to holders of perpetual capital securities	-	-	-	-	-	(17,063)	-	(17,063)
Transfer to capital reserve	-	-	663	(663)	-	-	-	-
2018 final dividend paid	-	-	-	(43,848)	(43,848)	-	-	(43,848)
Acquisitions of non-controlling interests	-	-	-	(2,513)	(2,513)	-	663	(1,850)
<b>Total transactions with owners in their capacity as owners</b>								
	-	-	7,271	(47,024)	(39,753)	(17,063)	663	(56,153)
<b>Balance at 30 June 2019</b>	<b>13,633</b>	<b>744,325</b>	<b>52,533</b>	<b>364,499</b>	<b>1,174,990</b>	<b>655,687</b>	<b>(2,982)</b>	<b>1,827,695</b>



## CONSOLIDATED STATEMENT OF CHANGES IN EQUITY (CONTINUED)

	Unaudited									
	Attributable to Shareholders of the Company					Total	Holders of perpetual capital securities	Written put option on non-controlling interests	Non-controlling interests	Total equity
	Share capital	Share premium	Other reserves	Retained earnings	US\$'000					
Balance at 1 January 2018, as previously reported	13,574	728,527	509,577	496,068	1,747,746	1,158,687	(67,000)	74,262	2,913,695	
Impact of adoption of HKFRS 16	-	-	(994)	(12,072)	(13,066)	-	-	-	(13,066)	
<b>Balance at 1 January 2018, as restated</b>	<b>13,574</b>	<b>728,527</b>	<b>508,583</b>	<b>483,996</b>	<b>1,734,680</b>	<b>1,158,687</b>	<b>(67,000)</b>	<b>74,262</b>	<b>2,900,629</b>	
<b>Comprehensive (expense)/income</b>										
Profit or loss	-	-	-	(86,094)	(86,094)	29,063	-	(3,461)	(60,492)	
<b>Other comprehensive (expense)/income</b>										
Currency translation differences	-	-	(1,768)	-	(1,768)	-	-	(4)	(1,772)	
Realization of currency translation differences upon disposal of business	-	-	62,685	-	62,685	-	-	-	62,685	
Net fair value gains on financial assets at fair value through other comprehensive income, net of tax	-	-	250	-	250	-	-	-	250	
Net fair value gains on cash flow hedges, net of tax	-	-	4,407	-	4,407	-	-	-	4,407	
Total other comprehensive income/(expense), net of tax	-	-	65,574	-	65,574	-	-	(4)	65,570	
<b>Total comprehensive income/(expense)</b>	<b>-</b>	<b>-</b>	<b>65,574</b>	<b>(86,094)</b>	<b>(20,520)</b>	<b>29,063</b>	<b>-</b>	<b>(3,465)</b>	<b>5,078</b>	
<b>Transactions with owners in their capacity as owners</b>										
Purchase of shares for Share Award Scheme	-	-	(2,927)	-	(2,927)	-	-	-	(2,927)	
Employee Share Option and Share Award Scheme:										
- value of employee services	-	-	6,008	-	6,008	-	-	-	6,008	
Redemption of perpetual capital securities	-	-	-	-	-	(500,000)	-	-	(500,000)	
Distribution to holders of perpetual capital securities	-	-	-	-	-	(32,063)	-	-	(32,063)	
2017 final dividend paid	-	-	-	(21,830)	(21,830)	-	-	-	(21,830)	
2017 special dividend paid	-	-	(519,549)	-	(519,549)	-	-	-	(519,549)	
Disposal of business	-	-	-	-	-	-	67,000	(73,226)	(6,226)	
<b>Total transactions with owners in their capacity as owners</b>	<b>-</b>	<b>-</b>	<b>(516,468)</b>	<b>(21,830)</b>	<b>(538,298)</b>	<b>(532,063)</b>	<b>67,000</b>	<b>(73,226)</b>	<b>(1,076,587)</b>	
<b>Balance at 30 June 2018</b>	<b>13,574</b>	<b>728,527</b>	<b>57,689</b>	<b>376,072</b>	<b>1,175,862</b>	<b>655,687</b>	<b>-</b>	<b>(2,429)</b>	<b>1,829,120</b>	



## ***Selected Notes to the Condensed Interim Financial Information***

### **1 Basis of preparation and principal accounting policies**

The unaudited condensed interim financial information (“the interim financial information”) has been reviewed by the Company’s audit committee and, in accordance with Hong Kong Standard on Review Engagements 2410 “Review of Interim Financial Information Performed by the Independent Auditor of the Entity” issued by the Hong Kong Institute of Certified Public Accountants (“HKICPA”), by the Company’s auditor, PricewaterhouseCoopers.

This interim financial information has been prepared in accordance with Hong Kong Accounting Standard (“HKAS”) 34, “Interim Financial Reporting” issued by the HKICPA and Appendix 16 of the Listing Rules. This interim financial information should be read in conjunction with the annual financial statements for the year ended 31 December 2018, which were prepared in accordance with Hong Kong Financial Reporting Standards (“HKFRSs”).

As at 30 June 2019, the Group recorded net current liabilities of US\$519 million (31 December 2018 (restated): US\$45 million) which was primarily due to the long-term notes of US\$751 million which will become due in May 2020 and the recognition of current lease liabilities of US\$132 million (31 December 2018 (restated): US\$129 million) upon the adoption of HKFRS 16 Leases (Note 1(a)).

In August 2019, the Group received US\$300 million cash from bringing in Temasek Holdings (Private) Limited (“Temasek”) as our strategic investor of LF Logistics Holdings Limited (“LF Logistics”)(Note 10). In addition, the Group has secured approximately US\$857 million in committed bank facilities with tenure up to 2022, of which US\$557 million are still unused as at 30 June 2019.

With the US\$300 million receipt from Temasek, the Group’s cash balance of US\$811 million and unused committed bank facilities of US\$557 million, the directors consider the Group has adequate resources to meet its liabilities as and when they fall due and continue its operations for the foreseeable future. Accordingly, the directors have prepared the condensed interim financial information on a going concern basis.

Except as described in (a) below, the accounting policies applied are consistent with those of the annual financial statements for the year ended 31 December 2018, as described in those annual financial statements.

Taxes on income in the interim periods are accrued using the tax rates that would be applicable to expected total annual earnings.

**Selected Notes to the Condensed Interim Financial Information (Continued)****1 Basis of preparation and principal accounting policies (Continued)**

- (a) New standard, new interpretation and amendments to existing standards adopted by the Group

The following new standard, new interpretation and amendments to existing standards are mandatory for accounting periods beginning on or after 1 January 2019:

HKAS 19 Amendment	Plan amendment, curtailment or settlement
HKAS 28 Amendment	Long-term Interests in Associates and Joint Ventures
HKFRS 9 Amendment	Prepayment Features with Negative Compensation
HKFRS 16	Leases
HK(IFRS) – Int 23	Uncertainty over Income Tax Treatments
Annual Improvement Project	Annual Improvements 2015-2017 Cycle

The application of the above new standard, new interpretation and amendments effective in the current interim period has had no material effect on the amounts reported in the interim financial information and/or disclosures set out in the interim financial information, except for HKFRS 16 “Leases” as set out below.

**HKFRS 16 Leases**

HKFRS 16 Leases addresses the classification, measurement and derecognition of right-of-use assets and lease liabilities related to leases which had previously been classified as “operating leases” under the principle of HKAS 17 Leases. These liabilities are measured at the present value of the remaining lease payments, discounted using lessee’s incremental borrowing rate.

In accordance with the transition provisions in HKFRS 16, the new rule has been adopted retrospectively and comparative figures have been restated and the impact of the adoption is disclosed in Note 1(a)(ii).

- (i) Changes in accounting policies

**Leased assets**

An arrangement, comprising a transaction or a series of transactions, is or contains a lease if the Group determines that the arrangement conveys a right to control the use of an identified asset for a period of time in exchange for consideration. Such determination is made on an evaluation of the substance of the arrangement, regardless of whether the arrangements take the legal form of a lease.



## ***Selected Notes to the Condensed Interim Financial Information (Continued)***

### **1 Basis of preparation and principal accounting policies (Continued)**

- (a) New standard, new interpretation and amendments to existing standards adopted by the Group (Continued)
- (i) Changes in accounting policies (Continued)
  - Assets leased to the Group

Leases are initially recognized as a right-of-use asset and corresponding liability at the date of which the leased asset is available for use by the Group. Each lease payment is allocated between the liability and finance cost. The finance cost is charged to the consolidated profit and loss account over the lease period so as to produce a constant periodic rate of interest on the remaining balance of the liability for each period. The right-of-use asset is depreciated on a straight-line basis over the shorter of the asset's useful life and the lease term.

Assets leased to the Group and the corresponding liabilities are initially measured on a present value basis. Lease liabilities include the net present value of the following lease payments:

- fixed payments (including in-substance fixed payments), less any lease incentives receivable;
- variable lease payments that are based on an index or a rate; and
- payments of penalties for terminating the lease, if the lease term reflects the Group, as a lessee, exercising an option to terminate the lease.

The lease payments are discounted using the interest rate implicit in the lease, if that rate can be determined, or the incremental borrowing rate of respective entities. Right-of-use assets are measured at cost comprising the following:

- the amount of the initial measurement of lease liabilities;
- any lease payments made at or before the commencement date, less any lease incentive received;
- any initial direct costs; and
- restoration costs.

Payments associated with short-term leases and leases of low-value assets are recognized on a straight-line basis as an expense in the consolidated profit and loss account. Short-term leases are leases with a lease term of 12 months or less. Low-value assets comprise equipment and small items of office furniture.

**Selected Notes to the Condensed Interim Financial Information (Continued)****1 Basis of preparation and principal accounting policies (Continued)**

(a) New standard, new interpretation and amendments to existing standards adopted by the Group (Continued)

(i) Changes in accounting policies (Continued)

- Assets leased out by the Group

A lease is classified as a finance lease if it transfers substantially all the risks and rewards incidental to ownership of an underlying asset. A lease is classified as an operating lease if it does not transfer substantially all the risks and rewards incidental to ownership of an underlying asset.

Where the Group leases out assets under operating leases, the assets are included in the consolidated balance sheet according to their nature and, where applicable, are depreciated in accordance with the Group's depreciation policies.

(ii) Impact of adoption of HKFRS 16

The impact of the adoption of HKFRS 16 are as follows:

**Consolidated Profit and Loss Account**

	<b>Six months ended 30 June 2018</b>		
	<b>As previously reported US\$'000</b>	<b>HKFRS 16 US\$'000</b>	<b>Restated US\$'000</b>
<b><u>Continuing Operations</u></b>			
Operating profit	109,326	4,892	114,218
Non-cash interest expenses	329	7,174	7,503
<b><u>Discontinued Operations</u></b>			
Loss for the period from Discontinued Operations	(137,971)	655	(137,316)

**Selected Notes to the Condensed Interim Financial Information (Continued)****1 Basis of preparation and principal accounting policies (Continued)**

- (a) New standard, new interpretation and amendments to existing standards adopted by the Group (Continued)
- (ii) Impact of adoption of HKFRS 16 (Continued)

**Consolidated Balance Sheet**

	<b>As at 31 December 2018</b>		
	<b>As previously reported US\$'000</b>	<b>HKFRS 16 US\$'000</b>	<b>Restated US\$'000</b>
<b>Assets</b>			
Property, plant and equipment	220,264	(18,291)	201,973
Right-of-use assets	-	391,970	391,970
Other receivables, prepayments and deposits	179,549	(2,113)	177,436
Deferred tax assets	11,711	3,933	15,644
<b>Liabilities</b>			
Accrued charges and sundry payables	592,868	(6,971)	585,897
Other long-term liabilities	25,861	(23,156)	2,705
Deferred tax liabilities	2,098	(405)	1,693
Lease liabilities			
- Non-current portion	-	291,164	291,164
- Current portion	-	129,464	129,464
<b>Equity</b>			
Reserves	1,203,259	(14,597)	1,188,662

**Condensed Consolidated Cash Flow Statement**

	<b>Six months ended 30 June 2018</b>		
	<b>As previously reported US\$'000</b>	<b>HKFRS 16 US\$'000</b>	<b>Restated US\$'000</b>
<b>Continuing Operations</b>			
Net cash (outflow)/inflow from operating activities	(21,343)	78,475	57,132
Net cash outflow from financing activities	(1,097,074)	(78,475)	(1,175,549)



## ***Selected Notes to the Condensed Interim Financial Information (Continued)***

### **1 Basis of preparation and principal accounting policies (Continued)**

- (b) New standards and amendments to existing standards that have been issued but are not yet effective and have not been early adopted by the Group:

The following new standards and amendments to existing standards have been issued and are mandatory for the Group's accounting periods beginning on or after 1 January 2020 or later periods, but the Group has not early adopted them:

HKAS 1 and HKAS 8 Amendment	Definition of Material <sup>1</sup>
HKFRS 3 Amendment	Definition of Business <sup>1</sup>
HKFRS 10 and HKAS 28 Amendment	Sale or Contribution of Assets between an Investor and its Associate or Joint Venture <sup>3</sup>
HKFRS 17	Insurance Contracts <sup>2</sup>

Notes:

- 1 Effective for annual periods beginning on or after 1 January 2020
- 2 Effective for annual periods beginning on or after 1 January 2021
- 3 Effective date to be determined

### **2 Segment information**

Operating segments are reported in a manner consistent with the internal reporting provided to the chief operating decision maker. The chief operating decision-maker is responsible for allocating resources and assessing performance of the operating segments.

The Company is domiciled in Bermuda. The Company is a limited liability company incorporated in Bermuda. The address of its registered office is Canon's Court, 22 Victoria Street, Hamilton HM 12, Bermuda and its Hong Kong office is at 11/F, LiFung Tower, 888 Cheung Sha Wan Road, Kowloon, Hong Kong. The Group is principally engaged in managing the supply chain for retailers and brands worldwide with over 230 offices across key production markets globally. Turnover represents revenue generated from sales and services rendered at invoiced value to customers outside the Group less discounts and returns.

In 2018, the Group divested the three Product Verticals to further simplify our business and facilitate sharper focus on the core sourcing business. The three Product Verticals are classified as Discontinued Operations and their net results for the period are excluded from the Products segments and presented separately as one-line item below net profit of the Continuing Operations.

The Group's management assesses the performance of the operating segments based on a measure of operating profit, referred to as core operating profit. This measurement basis includes profit of the operating segments before share of results of associated companies and joint venture, interest income, interest expenses, taxation, material gains or losses, which are of capital nature, non-operational related or acquisition related cost. This also excludes any gain or loss on remeasurement of contingent consideration payable and amortization of other intangible assets which are non-cash items. Other information provided to the Group's management is measured in a manner consistent with that in the interim financial information.

**Selected Notes to the Condensed Interim Financial Information (Continued)****2 Segment information (Continued)**

	Services US\$'000	Products US\$'000	Elimination US\$'000	Total US\$'000
<b><u>Six months ended 30 June 2019 (Unaudited)</u></b>				
Turnover	4,701,976	666,226	(12,010)	5,356,192
Total margin	465,382	117,500		582,882
Operating costs	<u>(374,600)</u>	<u>(103,307)</u>		<u>(477,907)</u>
Core operating profit	<u>90,782</u>	<u>14,193</u>		104,975
Gain on remeasurement of contingent consideration payable				621
One-off reorganization costs				(7,884)
Amortization of other intangible assets				<u>(14,527)</u>
Operating profit				83,185
Interest income				3,305
Interest expenses				
Non-cash interest expenses				(7,391)
Cash interest expenses				<u>(33,003)</u>
				(40,394)
Share of net losses of associated companies and joint venture				<u>(5)</u>
Profit before taxation				46,091
Taxation				<u>(8,989)</u>
Net profit for the period				<u>37,102</u>
Depreciation and amortization	<u>107,445</u>	<u>16,726</u>		<u>124,171</u>
<b><u>30 June 2019 (Unaudited)</u></b>				
Non-current assets (other than financial assets at fair value through other comprehensive income and deferred tax assets)	<u>2,226,686</u>	<u>708,819</u>		<u>2,935,505</u>

**Selected Notes to the Condensed Interim Financial Information (Continued)****2 Segment information (Continued)**

	Services US\$'000 (Restated)	Products US\$'000 (Restated)	Elimination US\$'000	Total US\$'000 (Restated)
<b><u>Six months ended 30 June 2018 (Unaudited)</u></b>				
<b><u>Continuing Operations</u></b>				
Turnover	5,100,514	762,693	(12,867)	5,850,340
Total margin	486,707	126,821		613,528
Operating costs	<u>(371,002)</u>	<u>(113,531)</u>		<u>(484,533)</u>
Core operating profit	<u>115,705</u>	<u>13,290</u>		128,995
Amortization of other intangible assets				<u>(14,777)</u>
Operating profit				114,218
Interest income				7,571
Interest expenses				(7,503)
Non-cash interest expenses				(25,155)
Cash interest expenses				<u>(32,658)</u>
Share of net profits of associated companies and joint venture				<u>843</u>
Profit before taxation				89,974
Taxation				<u>(13,150)</u>
Profit for the period from Continuing Operations				<u>76,824</u>
<b><u>Discontinued Operations</u></b>				
Loss for the period from Discontinued Operations				<u>(137,316)</u>
Net loss for the period				<u>(60,492)</u>
Depreciation and amortization (Continuing Operations)	<u>101,787</u>	<u>15,413</u>		<u>117,200</u>
<b><u>31 December 2018 (Audited and restated)</u></b>				
Non-current assets (other than financial assets at fair value through other comprehensive income and deferred tax assets)	<u>2,234,467</u>	<u>713,091</u>		<u>2,947,558</u>

**Selected Notes to the Condensed Interim Financial Information (Continued)****2 Segment information (Continued)**

Supplementary analysis for the Services segment by Supply Chain Solutions and Logistics Services is as follows:

	<b>Unaudited</b>	
	<b>Six months ended 30 June</b>	
	<b>2019</b>	<b>2018</b>
	<b>US\$'000</b>	<b>US\$'000</b>
<b><u>Turnover</u></b>		
Supply Chain Solutions	4,143,585	4,559,933
Logistics Services	563,451	542,905
Elimination	<u>(5,060)</u>	<u>(2,324)</u>
	<b><u>4,701,976</u></b>	<b><u>5,100,514</u></b>
	<b>Unaudited</b>	
	<b>Six months ended 30 June</b>	
	<b>2019</b>	<b>2018</b>
	<b>US\$'000</b>	<b>US\$'000</b>
		<b>(Restated)</b>
<b><u>Core operating profit</u></b>		
Supply Chain Solutions	47,804	75,305
Logistics Services	<u>42,978</u>	<u>40,400</u>
	<b><u>90,782</u></b>	<b><u>115,705</u></b>

The geographical analysis of turnover to external customers and non-current assets of the Continuing Operations (other than financial assets at fair value through other comprehensive income and deferred tax assets) is as follows:

	<b>Turnover</b>		<b>Non-current assets</b>	
	<b>Unaudited</b>		<b>(other than financial assets at</b>	
	<b>Six months ended 30 June</b>		<b>fair value through other</b>	
	<b>2019</b>	<b>2018</b>	<b>comprehensive income and</b>	
	<b>US\$'000</b>	<b>US\$'000</b>	<b>deferred tax assets)</b>	
			<b>Unaudited</b>	<b>Audited</b>
			<b>30 June</b>	<b>31 December</b>
			<b>2019</b>	<b>2018</b>
			<b>US\$'000</b>	<b>US\$'000</b>
				<b>(Restated)</b>
United States of America	3,481,595	3,860,235	1,056,522	1,064,356
Europe	900,953	938,669	669,295	664,664
Asia	634,693	659,935	1,108,492	1,117,447
Rest of the world	<u>338,951</u>	<u>391,501</u>	<u>101,196</u>	<u>101,091</u>
	<b><u>5,356,192</u></b>	<b><u>5,850,340</u></b>	<b><u>2,935,505</u></b>	<b><u>2,947,558</u></b>

**Selected Notes to the Condensed Interim Financial Information (Continued)****2 Segment information (Continued)**

Turnover to external customers consists of sales of goods of Supply Chain Solutions business, logistics services income and sales of goods of Products Segment as follows:

	<b>Unaudited</b>	
	<b>Six months ended 30 June</b>	
	<b>2019</b>	<b>2018</b>
	<b>US\$'000</b>	<b>US\$'000</b>
Sales of goods of Supply Chain Solutions business	<b>4,137,834</b>	4,551,077
Logistics services income	<b>552,451</b>	537,336
Sales of goods of Products Segment	<b>665,907</b>	761,927
	<b><u>5,356,192</u></b>	<b><u>5,850,340</u></b>

Turnover to external customers consists of sales of soft goods, hard goods and logistics services income as follows:

	<b>Unaudited</b>	
	<b>Six months ended 30 June</b>	
	<b>2019</b>	<b>2018</b>
	<b>US\$'000</b>	<b>US\$'000</b>
Sales of soft goods	<b>3,574,475</b>	4,051,855
Sales of hard goods	<b>1,229,266</b>	1,261,149
Logistics services income	<b>552,451</b>	537,336
	<b><u>5,356,192</u></b>	<b><u>5,850,340</u></b>

For the six months ended 30 June 2019, approximately 16% of the total turnover of the Group was derived from one external customer, of which approximately 16% and less than 1% were attributable to the Services segment and Products segment respectively. For the six months ended 30 June 2018, approximately 16% and 11% of the total turnover of the Group's Continuing Operations was derived from two external customers, of which approximately 16% and 11% and less than 1% were attributable to the Services segment and Products segment respectively.

**Selected Notes to the Condensed Interim Financial Information (Continued)****3 Operating profit from Continuing Operations**

Operating profit from Continuing Operations is stated after crediting and charging the following:

	<b>Unaudited</b>	
	<b>Six months ended 30 June</b>	
	<b>2019</b>	<b>2018</b>
	<b>US\$'000</b>	<b>US\$'000</b>
		(Restated)
<u>Crediting</u>		
Gain on remeasurement of contingent consideration payable*	<u>621</u>	<u>-</u>
<u>Charging</u>		
Staff costs including directors' emoluments	<b>323,027</b>	354,792
Amortization of system development, software and other license costs	<b>6,713</b>	4,551
Amortization of other intangible assets*	<b>14,527</b>	14,777
Amortization of prepaid premium for land leases	<b>1</b>	1
Amortization of right-of-use assets	<b>77,479</b>	75,265
Depreciation of property, plant and equipment	<b>25,451</b>	22,606
Net loss on disposal of property, plant and equipment	<b>926</b>	183
One-off reorganization costs*	<b>7,884</b>	<b>-</b>

\*Excluded from the core operating profit

**4 Taxation**

Hong Kong profits tax has been provided at the rate of 16.5% (2018: 16.5%) on the estimated assessable profits for the period. Taxation on overseas profits has been calculated on the estimated assessable profits for the period at the rates of taxation prevailing in the countries in which the Group operates.

The amount of taxation charged to the consolidated profit and loss account represents:

	<b>Unaudited</b>	
	<b>Six months ended 30 June</b>	
	<b>2019</b>	<b>2018</b>
	<b>US\$'000</b>	<b>US\$'000</b>
		(Restated)
Current taxation		
- Hong Kong profits tax	<b>2,670</b>	2,686
- Overseas taxation	<b>11,289</b>	15,730
Deferred taxation	<b>(4,970)</b>	(5,266)
	<u><b>8,989</b></u>	<u>13,150</u>

**Selected Notes to the Condensed Interim Financial Information (Continued)****5 Interim dividend**

	<b>Unaudited</b>	
	<b>Six months ended 30 June</b>	
	<b>2019</b>	<b>2018</b>
	<b>US\$'000</b>	<b>US\$'000</b>
Proposed, of HK\$0.01 (equivalent to US\$0.001) (2018: HK\$0.03 (equivalent to US\$0.004)) per ordinary share (Note)	<b>10,962</b>	<b>32,745</b>

Note: Final dividend of US\$43,848,000 for the year ended 31 December 2018 were paid in June 2019 (2018: final dividend of US\$21,830,000 for the year ended 31 December 2017 and a special dividend of US\$519,549,000 were paid in May 2018).

**6 Earnings/(losses) per share**

The calculation of basic earnings/(losses) per share is based on the Group's profit attributable to Shareholders of US\$20,532,000 (2018 (Restated): based on the Group's profit attributable to Shareholders arising from the Continuing Operations of US\$48,224,000 and the Group's losses attributable to Shareholders arising from the Discontinued Operations of US\$134,318,000) and on the weighted average number of 8,391,324,000 (2018: 8,376,564,000) shares in issue during the period.

The diluted earnings per share for the six months ended 30 June 2019 was calculated by adjusting the weighted average number of 8,391,324,000 (2018: 8,376,564,000) ordinary shares in issue by 115,262,000 (2018: 93,414,000) to assume conversion of all dilutive potential ordinary shares granted under the Company's Share Option and Share Award Scheme. For the determination of dilutive potential ordinary share granted under the Company, a calculation is done to determine the number of shares that could have been acquired at fair value (determined as the average annual market share price of the Company's shares) based on the monetary value of the subscription rights attached to outstanding Share Options. The number of shares calculated as above is compared with the number of shares that would have been issued assuming the exercise of the Share Options and vesting Award Shares.

**Selected Notes to the Condensed Interim Financial Information (Continued)****7 Trade and bills receivable**

The ageing of trade and bills receivable based on invoice date is as follows:

	<b>Current to 90 days US\$'000</b>	<b>91 to 180 days US\$'000</b>	<b>181 to 360 days US\$'000</b>	<b>Over 360 days US\$'000</b>	<b>Total US\$'000</b>
<b>Balance at 30 June 2019 (Unaudited)</b>	<b><u>746,331</u></b>	<b><u>30,106</u></b>	<b><u>15,269</u></b>	<b><u>6,838</u></b>	<b><u>798,544</u></b>
Balance at 31 December 2018 (Audited)	<u>905,138</u>	<u>97,862</u>	<u>18,625</u>	<u>18,611</u>	<u>1,040,236</u>

All trade and bills receivable are either repayable within one year or on demand. Accordingly, the fair values of the Group's trade and bills receivable were approximately the same as their carrying values as at 30 June 2019.

A significant portion of the Group's business is on sight letter of credit, usance letter of credit up to a tenor of 120 days, documents against payment or customers' letter of credit to suppliers. The balance of the business is on open account terms which are often covered by customers' standby letters of credit, bank guarantees, credit insurance or under a back-to-back payment arrangement with suppliers.

There is no concentration of credit risk with respect to trade receivables, as the Group has a large number of customers internationally dispersed.

**8 Trade and bills payable**

The ageing of trade and bills payable based on invoice date is as follows:

	<b>Current to 90 days US\$'000</b>	<b>91 to 180 days US\$'000</b>	<b>181 to 360 days US\$'000</b>	<b>Over 360 days US\$'000</b>	<b>Total US\$'000</b>
<b>Balance at 30 June 2019 (Unaudited)</b>	<b><u>1,430,555</u></b>	<b><u>65,969</u></b>	<b><u>3,734</u></b>	<b><u>13,195</u></b>	<b><u>1,513,453</u></b>
Balance at 31 December 2018 (Audited)	<u>1,592,934</u>	<u>109,264</u>	<u>18,072</u>	<u>16,547</u>	<u>1,736,817</u>

The fair values of the Group's trade and bills payable were approximately the same as their carrying values as at 30 June 2019.

**Selected Notes to the Condensed Interim Financial Information (Continued)****9 Long-term liabilities**

	<b>Unaudited 30 June 2019 US\$'000</b>	Audited 31 December 2018 US\$'000 (Restated)
Long-term bank loan – unsecured	<b>300,000</b>	1,034
Long-term notes – unsecured	<b>750,891</b>	751,405
Purchase consideration payable for acquisitions	<b>8,325</b>	8,960
Lease liabilities	<b>426,343</b>	420,628
Other long-term liabilities	<b>2,096</b>	2,705
	<b>1,487,655</b>	1,184,732
Current portion of purchase consideration payable for acquisitions	<b>(3,646)</b>	(819)
Current portion of lease liabilities	<b>(131,645)</b>	(129,464)
Current portion of long-term notes	<b>(750,891)</b>	-
	<b>601,473</b>	1,054,449

Balance of purchase consideration payable for acquisitions as at 30 June 2019 included performance-based earn-out and earn-up contingent considerations of US\$6,120,000 and US\$2,205,000 respectively (31 December 2018: US\$6,758,000 and US\$2,202,000 respectively).

**10 Subsequent event**

On 28 June 2019, the Group entered into a subscription agreement with an indirect wholly-owned subsidiary of Temasek, pursuant to which Temasek has agreed to acquire approximately 21.7% interest of LF Logistics, a wholly-owned subsidiary of the Company at the balance sheet date, for a cash consideration of US\$300 million through subscription of new shares issued by LF Logistics. This transaction was completed on 8 August 2019.



## **CORPORATE GOVERNANCE**

The Board and management are committed to principles of good corporate governance consistent with prudent management and enhancement of shareholder value. These principles emphasize transparency, accountability and independence.

Our corporate governance practices followed during the first six months of 2019 are in line with the practices set out in our 2018 Annual Report and on our corporate website ([www.lifung.com](http://www.lifung.com)).

## **REVIEW OF INTERIM FINANCIAL INFORMATION**

The Audit Committee has reviewed the interim financial information for the six months ended 30 June 2019 for the Board's approval.

## **RISK MANAGEMENT AND INTERNAL CONTROL**

Based on the respective assessments made by management and the Corporate Governance team responsible for internal audit, the Audit Committee considered that for the first six months of 2019:

- The risk management and internal controls and accounting systems of the Group were in place and functioning effectively, and were designed to provide reasonable but not absolute assurance that material assets were protected, business risks attributable to the Group were identified and monitored, material transactions were executed in accordance with the Group's policies and Key Operating Guidelines under management's authorization and the financial information were reliable for publication
- There was an ongoing process in place for identifying, evaluating and managing the significant risks faced by the Group

## **COMPLIANCE WITH THE CORPORATE GOVERNANCE CODE**

The Board has reviewed the Company's corporate governance practices for the first six months of 2019 and is satisfied that it has been in full compliance with all the applicable code provisions set out in the Corporate Governance Code and Corporate Governance Report in Appendix 14 of the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited (the "Listing Rules").

## **DIRECTORS' AND RELEVANT EMPLOYEES' SECURITIES TRANSACTIONS**

The Company has adopted stringent procedures governing Directors' securities transactions in compliance with the Model Code for Securities Transactions by Directors of Listed Issuers under Appendix 10 of the Listing Rules (the "Model Code"). We appreciate that some of our employees may have access to unpublished, price-sensitive information ("Inside Information") in their daily work, as such we have extended such procedures to cover relevant employees who are likely to be in possession of Inside Information of the Group. Relevant employees are also subject to compliance with written guidelines in line with the Model Code. Specific confirmation of compliance has been obtained from each Director for the interim reporting period. No incident of non-compliance by Directors and relevant employees was noted.

We continue to comply with our policy on Inside Information in compliance with our obligations under the Securities and Futures Ordinance and Listing Rules.



## **PURCHASE, SALE OR REDEMPTION OF THE COMPANY'S LISTED SECURITIES**

Neither the Company nor any of its subsidiaries have purchased, sold or redeemed any of the Company's listed securities during the six months ended 30 June 2019.

## **INTERIM DIVIDEND**

The Board has resolved to declare an interim dividend of 1 HK cent (2018: 3 HK cents) per share for the six months ended 30 June 2019, absorbing a total of US\$11 million (2018: US\$33 million).

In the current Three-Year Plan (2017 - 2019), the Company's dividend distribution is benchmarked against the Group's profit attributable to shareholders. We expect to distribute 50% to 70% of our Group's annual profit to shareholders as dividend. The actual distribution percentage will be determined by our Board based on our operating results, cash flow, financial position, business prospects, statutory and regulatory restrictions relating to dividend distribution and other factors the Board considers relevant.

## **CLOSURE OF REGISTER OF MEMBERS**

The register of members of the Company will be closed from Monday, 9 September 2019 to Tuesday, 10 September 2019, both days inclusive, during which period no transfer of shares will be effected. To qualify for the interim dividend, all properly completed transfer forms accompanied by the relevant share certificates must be lodged with the Company's Hong Kong branch share registrar, Tricor Abacus Limited at Level 54, Hopewell Centre, 183 Queen's Road East, Hong Kong, for registration no later than 4:30 pm on Friday, 6 September 2019. Dividend warrants will be despatched on Thursday, 19 September 2019. Shares of the Company will be traded ex-dividend from Thursday, 5 September 2019.

## **PUBLICATION OF INTERIM REPORT**

The 2019 interim report will be despatched to the shareholders and available on the Company's website at [www.lifung.com](http://www.lifung.com) and HKEXnews website at [www.hkexnews.hk](http://www.hkexnews.hk) on or about 13 September 2019.

By Order of the Board  
William FUNG Kwok Lun  
Group Chairman, Li & Fung Limited

Hong Kong, 22 August 2019

*As at the date of this announcement, the Executive Directors of the Company are William Fung Kwok Lun (Group Chairman), Spencer Theodore Fung (Group Chief Executive Officer) and Joseph C. Phi; the Non-executive Directors are Victor Fung Kwok King (Honorary Chairman) and Marc Robert Compagnon; the Independent Non-executive Directors are Allan Wong Chi Yun, Martin Tang Yue Nien, Margaret Leung Ko May Yee, Chih Tin Cheung and John G. Rice.*