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Tam Jai International Co. Limited

譚仔國際有限公司

(Incorporated in Hong Kong with limited liability)

(Stock Code: 2217)

**INSIDE INFORMATION
UNAUDITED FINANCIAL RESULTS OF
THE CONTROLLING SHAREHOLDER,
TORIDOLL HOLDINGS CORPORATION,
FOR THE NINE MONTHS ENDED 31 DECEMBER 2023**

This announcement is made by Tam Jai International Co. Limited (the “**Company**”, and together with its subsidiaries, the “**Group**”, “**we**” or “**our**”) pursuant to Rule 13.09(2)(a) of the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited (the “**Listing Rules**”) and under Part XIVA of the Securities and Futures Ordinance (Cap. 571 of the Laws of Hong Kong).

The Company’s controlling shareholder, Toridoll Holdings Corporation (“**Toridoll Japan**”), is listed on the Tokyo Stock Exchange, Inc. in Japan. As at the date of this announcement, Toridoll Japan is interested in approximately 74.26% of the issued share capital of the Company.

Toridoll Japan publishes quarterly and annual financial results announcements pursuant to the applicable disclosure requirements in Japan. Such filing contains, among others, periodic financial information of Toridoll Japan prepared in accordance with the International Financial Reporting Standards (“**IFRS**”) on a consolidated basis, explanatory statements on such financial information, and certain operating statistics and plans about the operation of its business segments. Toridoll Japan’s announcements and financial reports are available in the public domain.

Toridoll Japan has announced and filed its financial results (the “**Toridoll Japan Financial Results**”) for the nine months ended 31 December 2023 (the “**Period**”) on 14 February 2024 (at about 12:10 p.m. Hong Kong time). On the same day, Toridoll Japan has also posted presentation materials in respect of the Toridoll Japan Financial Results on its website (together with the Toridoll Japan Financial Results, “**Toridoll Japan Disclosures**”). The Toridoll Japan Disclosures include certain financial and operational information and estimates of its overseas business segment which covers the Group. If you wish to review the Toridoll Japan Disclosures, please visit <https://www.toridoll.com/en/ir/account/index.html>.

The Toridoll Japan Financial Results were prepared in accordance with IFRS on a consolidated basis without taking into account the impact or effect of any intra-group transactions that are otherwise relevant for the purpose of the Group’s reporting and disclosure under the Hong Kong Financial Reporting Standards and the Listing Rules. As such, the financial results and related information set forth in the Toridoll Japan Disclosures, to the extent that they relate to the Group, are not directly comparable to the financial results and related financial information that the Company will disclose as a company listed on the Main Board of The Stock Exchange of Hong Kong Limited.

The Toridoll Japan Disclosures contain forward-looking financial estimates and/or management targets relating to its overseas business segment. Such estimates and targets include, among others, the estimated revenue, profit and profit margin for the year ending 31 March 2024 and certain plans of Toridoll Japan’s overseas business segment that includes the Group. Toridoll Japan has full and independent discretion as to the determination of such forward-looking information by considering factors which Toridoll Japan considers appropriate and relevant for its reporting and disclosure purposes. Forward-looking information involves important risks and uncertainties that could significantly affect anticipated results in the future and, accordingly, the Company’s financial results may differ from those expressed in any forward-looking statements made by Toridoll Japan (including the Toridoll Japan Disclosures). In light of the risks and uncertainties, the inclusion of forward-looking information in the Toridoll Japan Disclosures should not be regarded as representation by the board (the “**Board**”) of directors (the “**Director(s)**”) of the Company or the Company that the plans and objectives will be achieved.

The following is a summary of (i) the selected financial information of the overseas business segment of Toridoll Japan for the nine months ended 31 December 2023 and 2022 extracted from the Toridoll Japan Financial Results; and (ii) the corresponding consolidated financial information of the Group based on the unaudited management accounts of the Group:

	For the nine months ended	
	31 December	
	2023	2022
	(unaudited)	(unaudited)
	<i>JPY (million)</i>	<i>JPY (million)</i>
Overseas segment of Toridoll Japan		
Revenue	64,714	45,170
Business profit	3,161	1,508
	<i>HK\$ (million)</i>	<i>HK\$ (million)</i>
The Group		
Revenue	2,071	1,931
Profit after tax	108	111

Shareholders of the Company and potential investors are advised not to place undue reliance on the contents of the Toridoll Japan Disclosures and this announcement and to exercise caution when dealing in the securities of the Company.

PERFORMANCE REVIEW

During the Period, the Group's revenue grew by 7.3% to HK\$2,071 million as compared to the first three quarters of the financial year ended 31 March 2023 ("FY2023"). Profit after tax for the Period has exhibited an increase of approximately HK\$47 million or 77.0% year on year, having excluded the one-off government subsidies of approximately HK\$50 million recorded in the same period in FY2023 and which was nil for the Period. This growth can be primarily attributed to (i) the improved performance of our business in Hong Kong during the Period; (ii) an increase in interest income during the Period due to the rise in market interest rates for bank deposits compared to FY2023; and (iii) the reduction of losses recorded for our operations outside Hong Kong during the Period.

For our business in Hong Kong, we observed a softening revenue performance during the third quarter of the financial year ending 31 March 2024. This was primarily due to the increasing trend of Hong Kong people choosing to travel to Mainland China for their consumption. Despite this challenge, we still managed to achieve year-on-year revenue growth during the Period. This progress can be attributed to our effective new products promotions, innovative marketing strategies, and attractive value offers. We were also able to maintain our profitability through diligent supply chain management by

expanding our supplier base and making timely product substitutions. These efforts allowed us to drive revenue through value-based offers even in the face of unfavourable economic conditions.

Outside of Hong Kong, overall, we have observed some gradual improvements. Our business in Japan has experienced notable progress in terms of revenue growth and operational efficiency. However, in Singapore, our revenue performance has remained stagnant, and the high turnover of employees has impacted our efforts to improve profitability. In Mainland China, despite facing intense competition, our performance has maintained a positive momentum.

Our commitment to digitalisation processes remains unwavering as we continue to invest in technology and innovation to enhance the customer experience. Alongside this, we will continue to invest in talent and infrastructure to support our growth targets when necessary. These efforts reflect our determination to adapt to changing market dynamics and position ourselves for long-term success.

By order of the Board
Tam Jai International Co. Limited
Lau Tat Man

Chairman of the Board and Chief Executive Officer

Hong Kong, 14 February 2024

As at the date of this announcement, the executive Directors are Mr. Lau Tat Man, Ms. Chan Ping, Rita and Mr. Yeung Siu Cheong, the non-executive Directors are Mr. Sugiyama Takashi, Mr. Tomitani Takeshi and Mr. Someya Norifumi, and the independent non-executive Directors are Mr. Lee Kwok Ming, Mr. Loo Kwok Wing and Mr. Yeung Yiu Keung.