



*Updated on 13 Nov*

## **Bernstein Hong Kong Luxury Trip 2017**

13 - 14 November Hong Kong



**Bernstein contacts:**

Mario Ortelli	+44-7770-704-642	<a href="mailto:Mario.Ortelli@bernstein.com">Mario.Ortelli@bernstein.com</a>
Kenji Chung	+852-9448-9301	<a href="mailto:Kenji.Chung@bernstein.com">Kenji.Chung@bernstein.com</a>
Kate Xiao	+852-9248-7660	<a href="mailto:Kate.Xiao@bernstein.com">Kate.Xiao@bernstein.com</a>
Kit Wong	+852-6323-2511	<a href="mailto:Kit.Wong@bernstein.com">Kit.Wong@bernstein.com</a>

Mario Ortelli is delighted to host you for a selection of 'private talks' with key industry specialists of the luxury goods sector. We will meet with a variety of CEOs, Management teams, industry specialists and service providers to the high-end fashion industry.

During this 2 days trip, we will seek to better understand how the industry works behind the scene and investigate key trends in the luxury sector.

Investors are recommended to fly into Hong Kong the day before (Sunday 12<sup>th</sup> November), with the investor trip commencing on Monday 13<sup>th</sup> November.



*Updated on 13 Nov*

### Sunday, November 12, 2017

**Hotel: Conrad Hong Kong**

Address:

Pacific Place, One Pacific Place, 88 Queensway, Admiralty

Please contact the hotel representative for booking:

[Samantha.Tsang@conradhotels.com](mailto:Samantha.Tsang@conradhotels.com)

+852 2822 8958

Bernstein Rate: HKD 2900+

(Please book it before 6 Oct, subject to availability)

### Monday, November 13, 2017

7:30 AM-  
8:30 AM

**Breakfast Meeting: Retail Outlet Management -  
Confirmed**

Address:

Lobby Lounge, Conrad Hotel, Admiralty

A table for 14 pax booked under Bernstein Mr. Mario Ortelli

**Attendee:**

Ivano Poma, CEO

**Biography:**

*Ivano is the CEO of Retail Outlet Management Limited, the company is responsible for Development and Management of commercial and residential real estate developments in Greater China, fully owned by its shareholder and partners including listed entities. As Developer, Retail Outlet Management Limited is specifically targeting acquisition of sizable mixuse land in Northern and West China, where a large part of the current projects are located.*

9:00 AM

**Car transfer to the meetings**

Meet at the lobby of the hotel. 28 seats bus arranged by TBR. Driver info TBC.

Bernstein Staff Onsite:

Mario Ortelli: +44-7770-704-642 ; Kenji Chung +852-9448-9301



Updated on 13 Nov

<b>9:30 AM-10:30 AM</b>	<b>KPMG - Confirmed</b>  Address: 8/F Prince's Building, Central	
	<b>Attendee:</b> Anson Bailey, Partner, Business Development	
	<b>Biography:</b> <i>Anson joined KPMG in Hong Kong in 1999 and is currently a Partner based in the Hong Kong office heading up the Consumer Markets Practice. He is part of the KPMG Regional Consumer Markets Practice Leadership team as well as being a member of the Global Technology Innovation Centre and the High Growth Tech &amp; Innovation Group based in Hong Kong. Anson has been active in driving a number of thought leadership reports and executive briefings for senior executives covering innovation and consumers in China and across Asia. He has worked with many corporates to understand the complex markets we live in and current levels of disruption being seen with recent reports including Global Mobile Payments, Consumers &amp; Convergence, Mobilizing Innovation: The Changing Landscape of Disruptive Technologies, The Rise of the Digital Multi-tasker, Be a Smarter Start-up, MNCs in China, Made in China 2025, China's Connected Consumers, Global Connected Consumers and The Changing Face of Commerce series. Today, he not only mentors the next generation of go-to-market professionals at KPMG but continues to work with a growing number of C-level executives as a trusted advisor in providing the best in client innovation whilst acting as the Lead Partner for a number of strategic accounts in the consumer and technology arena across the Asia Pacific region.</i>	
<b>11:00 AM-12:00 PM</b>	<b>Store Visit: Oriental Watch - Confirmed</b>  Address: QRC100 Store, L/F & B/F, 100 Queen's Road Central, HK	
	<b>Attendee:</b> Alain Lam, Head of IR	
	<b>Company Overview:</b> <i>Established in 1961, the Oriental Watch Group is the first watch retailer listed on the Main Board of the Stock Exchange of Hong Kong Limited. Over the years, the Company has developed a network of retail shops in Mainland China, Hong Kong, Macau and Taiwan, and become one of the largest watch retailers in the region renowned of its reputation, credibility, and scale. The Company carries around a hundred world prestigious brands, in particular the world famous Swiss brands like Rolex, Tudor, Piaget, Vacheron Constantin, Audemars Piguet, IWC, Jaeger-LeCoultre, Girard Perregaux, Longines and Omega, etc. The Company operates a total of 15 shops, including 11 Oriental Watch Company, 2 La Suisse Watch Company and 2 Rolex and Tudor Boutique, in Hong Kong and Macau. They are all located at the prime position in the heart of cities. With the easy accessible locations and extensive networks, the customers can enjoy the convenient and comfortable shopping experiences delivered by the company with ease.</i>	



*Updated on 13 Nov*

<b>12:30 PM- 2:00 PM</b>	<b>Lunch: Fung Investment - Confirmed</b>  Address: China Club, Old China bank building  A private room for 16 pax (max) booked under Bernstein.	
	<b>Attendee:</b> Sunny Wong, Managing Director of LF Asia Investments	
	<b>Biography</b> <i>Sunny Wong is a Managing Director of LF Asia Investments Limited. Sunny has a long career in the distribution of fast moving consumer products in the Asia Pacific region. He was the Chief Executive, Greater China of Inchcape Marketing Service and a Director of Inchcape Pacific Limited prior to joining the Li and Fung Group in 1999 as Regional Director, Li and Fung Distribution Limited. Sunny has a BA (Hons) degree from the University of Hong Kong.</i>	
<b>2:30 PM- 3:30 PM</b>	<b>Emperor Group - Confirmed</b>  Address: 28/F Emperor Group Centre, 288 Hennessy Road, Wanchai, HK	
	<b>Attendee:</b> Anna Luk, Investor Relations Director	
	<b>Company Overview:</b> <i>Emperor International Holdings Limited is an investment holding company, which is principally engaged in property investments, property development and self-run hotel with a total GFA of 4.8 million sq. ft. in Hong Kong, Macau and China. The Company and its subsidiaries develop and manage a wide range of property development projects, comprising large-scale integrated complexes, office buildings, shopping malls, luxurious residential blocks, industrial buildings and hotels in Hong Kong, Macau and other major cities in the Mainland China</i>	
<b>4:00 PM- 5:00 PM</b>	<b>Prada – Confirmed</b>  Address: 36/F Gloucester Tower, The Landmark, Central, HK	
	<b>Attendee:</b> Armando Tolomelli, CEO APAC; Cynthia Cheng, Head of Regional IR	
	<b>Company Overview:</b> <i>Prada, founded in 1913 by Mario Prada, is a leading Italian Luxury brand, manufacturing mainly leather goods and accessories and at the forefront of Ready-To-Wear thanks to Miuccia Prada, its creative director and fashion designer. Prada's originality made it one of the most influential fashion houses with the brand reaching premium status symbol in the 1990s.</i>	
<b>5:00 PM</b>	<b>Car transfer back to Conrad hotel</b>	



*Updated on 13 Nov*

<b>6:30 PM- 8:00 PM</b>	<b>Dinner: MEI.com – Confirmed</b>  Address: Golden Leaf Restaurant, Lower lobby Level, Conrad Hotel +852-2822-8870  A private room for 14 pax booked under Bernstein.	
	<b>Attendee:</b> Thibault Villet, CEO & Founder	
	<b>Biography</b> <i>Mei.com (formerly Glamour Sales) is one of China's leading member-only retail websites catering to shoppers in search of affordable luxury goods. It currently partners with more than 2,000 international brands and has over 6 million members in China. The brand has been through many changes and developments in a little over a year. After Neiman Marcus sold its stake in the company in April 2014, it received a capital injection of over US\$65 million from Chow Tai Fook and Investec. Then, in September 2014, it began the process of revamping its brand name from Glamour-Sales to Mei.com for the China market. Finally, on July 2016, Alibaba has announced to invest US\$ 100 million in the company.</i>	
<b>8:30 PM</b>	<b>Hotel: Conrad Hong Kong</b>  Address: Pacific Place, One Pacific Place, 88 Queensway, Admiralty  Please contact the hotel representative for booking: <a href="mailto:Samantha.Tsang@conradhotels.com">Samantha.Tsang@conradhotels.com</a> +852 2822 8958 Bernstein Rate: HKD 2900+ (Please book it before 6 Oct, subject to availability)	



Updated on 13 Nov

### Tuesday, November 14, 2017

<b>8:15 AM</b>	<b>Car transfer to the meetings</b> Meet at the lobby of the hotel. 28 seats bus arranged by TBR. Driver info TBC.  Bernstein Staff Onsite: Mario Ortelli: +44-7770-704-642 ; Kate Xiao +852-9248-7660
<b>9:00 AM-10:00 AM</b>	<b>Samsonite - Confirmed</b>  Address: 25/F, Tower 2, The Gateway, Harbour City, TST, Hong Kong
	<b>Attendee:</b> William Yue, IR Director
	<b>Company Overview:</b> <i>Samsonite International S.A. is a Hong Kong-based company principally engaged in the design, manufacture, sourcing and distribution of luggages, business and computer bags, outdoor and casual bags, travel accessories and slim protective cases for personal electronic devices. The Company operates its business through three segments. The Travel Bag segment is engaged in travel products with suitcases and carry-ons of three main categories, including hard-side, soft-side and hybrid luggages. The Casual Bags segment is engaged in daily use, including different types of backpacks, female and male shoulder bags and wheeled duffel bags. The Business Bags segment is engaged in business use, including rolling mobile office bags, briefcases and computer bags.</i>
<b>10:40 AM-11:40 PM</b>	<b>Christies – Confirmed</b>  Address: 22/F, Alexandra House, Central
	<b>Attendee:</b> Francis Belin, Global Managing Director, Asian Art
	<b>Biography:</b> <i>Francis Belin is Global Managing Director for Christie's Asian Arts, responsible globally for the live auctions, private sales and e-commerce sales for Chinese Works of Arts, Chinese Paintings and Asian Contemporary Arts and Japanese and Korea Arts. Francis Belin joined Christie's after 16 years of experience in premium and luxury consumer goods, and was more recently overlooking Swarovski's activities in Asia Pacific. Francis started his career in Management Consulting at McKinsey &amp; Co in Europe and Asia. He is a member of the Board of Advisors of Kid's Earth Fund in Japan, and serves on various boards as non-executive Chairman and Independent non-executive Director. Francis holds a degree in Management from the ESSEC Business School in France and a Diploma Kaufmann from the University of Mannheim in Germany, majoring in Business Administration and Psychology.</i>



*Updated on 13 Nov*

<b>12:10 PM- 1:30 PM</b>	<b>Lunch: The Lane Crawford Joyce Group – Confirmed</b>  Address: Peking Garden 歷山北京樓 7-15 Des Voeux Rd. Central, Alexandra House, Central, Hong Kong A private room for 16 pax (max) booked under Bernstein.	
	<b>Attendee:</b> Cristina Ventura, Chief Catalyst Officer	
	<b>Company Overview:</b> <i>Lane Crawford is a global luxury fashion, beauty and lifestyle retailer that offers the largest designer portfolio in Greater China, carefully selected by Lane Crawford's team of experts who travel the world selecting the very best items for its customers.</i>  <i>Based in Hong Kong and China, yet with a truly global perspective, Lane Crawford has a unique take on luxury that draws from over 160 years success. It is globally renowned for its carefully curated collections across international womenswear, menswear, shoes and accessories, jewellery, beauty and home &amp; lifestyle.</i>  <i>With the launch of its digital flagship in 2011, Lane Crawford became the first omni-channel fashion retailer in Greater China and continues to enhance its range of specialized services that echo the considered approach that it takes to the retail experience.</i>	
<b>12:10 PM- 1:30 PM</b>	<b>Lunch:</b>  Address: Peking Garden 歷山北京樓 7-15 Des Voeux Rd. Central, Alexandra House, Central, Hong Kong A private room for 16 pax (max) booked under Bernstein.	
<b>2:00 PM- 3:00 PM</b>	<b>McKinsey – Confirmed</b>  Address: 40 Floor ICBC Tower, 3 Garden Road, Central	
	<b>Attendee:</b> Antonio Achille, Senior Partner and Global Head of the Luxury Sector Lan Luan, Associate Partner, Luxury Sector	
	<b>Biography</b> <i>Antonio Achille is a Senior Partner in the Milan office. He is part of the leadership team of the Consumer &amp; Retail practice of the Firm and he is the Global Head of the Luxury Sector. He is also responsible for the Consumer &amp; Retail team in the Mediterranean area. For 20 years, he has been advising National and International Groups on issues that include corporate strategy, growth acceleration, organization redesign and Post Merger Integration. The geographical scope of his work includes EU, North America, China, Turkey, Korea and Middle East. Antonio is also responsible, on behalf of McKinsey, for the "Digital Experience Observatory" developed in partnership with Altagamma which yearly provides a in depth analysis of key consumer and industry trends. Antonio is extensively quoted, as Luxury and Consumer expert, in Italian and International media, such as FT, NYT, Bloomberg, CNBC, FashionIllustrated, Il sole 24 ore, Il Corriere della Sera, MF.</i>	



Updated on 13 Nov

<b>3:40 PM- 4:40 PM</b>	<b>Chow Sang Sang - Confirmed</b>  Address: 27/F, 9 Wing Hong Street, Lai Chi Kok, Kowloon, Hong Kong	
	<b>Attendee:</b> Mr. Theodore Tam, CFO	
	<i>Biography</i> <i>Chow Sang Sang Holdings International Ltd. is well known as a jeweller by its short name Chow Sang Sang in Mainland China, Hong Kong, Macau and Taiwan. It has its roots in the goldsmith shops of the same name founded in 1934 in Canton, (now Guangzhou) China. The name, as conceived by the founder patriarch, incorporated his family name Chow, which also means cycles, and the characters meaning life to infer his blessing that the business will revitalize itself in unending cycles. In 1973 Chow Sang Sang became a listed public company, the first gold and jewellery business to do so, with the Stock Code of 116. It is one of the jewellery retailers in Greater China best known for its attention on corporate governance, its warm and earnest customer service and its insistence on product quality. Its vision is to be a jewellery brand of the highest standing with impeccable taste, the first choice of shoppers. The kingpin of Chow Sang Sang's strategies for brand development and management is that it should own and operate every one of its shops. There it has never entered into any licensing or franchising arrangements on its name. At the end of July, 2017, Chow Sang Sang has 398 stores in mainland China covering more than 110 cities, 68 in Hong Kong, 25 in Taiwan and 4 in Macau. Some of these stores are operating under the name Emphasis Jewellery. With a total workforce of over 8,000, Chow Sang Sang's turnover in 2016 exceeded HK\$16.0 billion. Chow Sang Sang is engaged in e-commerce, relying on a team of specialists working with a number of different portals. Aside from its own eshop.chowsangsang.com, it is trading on sites such as tmall, Jingdong Mall, vipshop.com as well as a number of online shops operated by mainland banks. Another team of specialists targets corporate clients, providing them with customized service on their needs for corporate gifts and mementos. For quality assurance on its products, Chow Sang Sang maintains its own laboratories both in Hong Kong and on the mainland. These are equipped with state-of-the-art instruments and adhere to the highest testing standards. The laboratory in Hong Kong is recognized under the Hong Kong Laboratory Accrediting Scheme to provide testing of fineness on gold and platinum, a service which it also offers to external clients for a fee. Chow Sang Sang Securities Co., Ltd., together with Chow Sang Sang Futures Co., Ltd., are subsidiaries offering broker services in the trading of securities and futures through sales offices and on the internet. World Commercial Sales Ltd. is another subsidiary that deals with the wholesale of precious metal bullion.</i>	
<b>4:40 PM</b>	<b>Car transfer back to Conrad hotel</b>	
<b>5:20 PM</b>	<b>Hotel: Conrad Hong Kong</b>  Address: Pacific Place, One Pacific Place, 88 Queensway, Admiralty  Please contact the hotel representative for booking: <a href="mailto:Samantha.Tsang@conradhotels.com">Samantha.Tsang@conradhotels.com</a> +852 2822 8958 Bernstein Rate: HKD 2900+ (Please book it before 6 Oct, subject to availability)	