

# A-Share Listed Supermarket and Multi-format Retail Companies - Profiles and Financial Data

<https://marketpublishers.com/r/A3E8F776AC3EN.html>

Date: March 2017

Pages: 110

Price: US\$ 1,100.00 (Single User License)

ID: A3E8F776AC3EN

## Abstracts

Depending on the location, scale, target customers, merchandise composition, in-store facilities, operation model and service functions, there are eight retail formats: department stores, convenience stores, supermarkets, hypermarkets, membership warehouse clubs, specialty stores, exclusive shops and shopping malls. To meet consumers' demand for convenience, quality and prices, new retail formats have emerged, such as specialty stores focusing on one variety, combination stores, duty-free stores, membership clubs and boutique supermarkets.

In 2016, total retail sales of consumer goods in China amounted to CNY 33,231.6 billion, increasing by 10.4% YOY. Urban retail sales was CNY 28,581.4 billion, increasing by 10.4% YOY and rural retail sales was CNY 4,650.3 billion, increasing by 10.9% YOY. In terms of consumption types, the sales of the catering industry was CNY 3,579.9 billion, increasing by 10.8% YOY and that of merchandise was CNY 29,651.8 billion, increasing by 10.4% YOY.

In 2016, online retail sales reached CNY 5,155.6 billion, increasing by 26.2% YOY. Among online retail sales, CNY 4,194.4 billion were physical goods, increasing by 25.6% and accounting for 12.6% of the total retail sales of consumer goods. Online sales of food, clothing and daily goods increased by 28.5%, 18.1% and 28.8%, respectively. The import and export value of cross-border e-commerce was CNY 6.5 trillion with an annual growth rate of over 30%. The growing cross-border shopping market has prompted many e-commerce and traditional retail leaders to step into the cross-border business.

According to CRI, in 2017, the growth of China's retail industry will slow down, rental and labor costs will go up while interest rates will go down. These will intensify industry

consolidation and increase the market concentration rate. Meanwhile, the integration of online and offline channels will be highlighted.

In this report, CRI analyzes 27 supermarkets and multi-format retailers listed in A-share market in China.

The report is composed of two parts: the first part is enterprise profiles and the second part is the operation status of these enterprises in the recent decade (presently 2006 to 2016, we will update it to the latest as time goes by).

The operation status is demonstrated from the following perspectives: (1) financial indexes, such as earnings per share, book value per share (BPS), sales per share, net cash flow per share, return on net worth and debt to asset ratio; (2) indexes on the income statement, such as revenue, operating profit, net profit and EBIT; (3) indexes on the income statement, such as revenue, operating profit, net profit and EBIT; (4) indexes on the balance sheet, such as liquid asset, fixed asset, current liability, non-current liability, capital reserve and shareholders' equity.

#### (1) Financial Indexes

Earnings per Share

Book Value per Share (BPS)

Sales per Share (SPS)

Net Cash Flow per Share from Operations

Net Cash Flow per Share (CNY)

Return on Net Worth

Net Profit Margin on Total Assets

Return on Invested Capital (ROIC) (%)

Gross Profit Margin on Sales (%)

Net Profit Margin on Sales (%)

EBIT Margin (%)

EBITDA Margin (%)

Debt to Asset Ratio (%)

Total Asset Turnover (times)

Cash/Operating Income Received from Sales of Goods or Services

YOY Growth Rate of Operating Revenue (%)

YOY Growth Rate of Operating Profit (%)

YOY Growth Rate of Net Profit Attributable to Shareholders of Parent Company (%)

## (2) Summary of Income Statement

Gross Revenue (CNY, million)

Total Operating Costs (CNY, million)

Revenue (CNY, million)

Operating Profit (CNY, million)

Total Profit (CNY, million)

Net Profit (CNY, million)

Net Profit Attributable to Shareholders of Parent Company (CNY, million)

Non-recurring Items (CNY, million)

Net Profit Deducting Non-recurring Items (CNY, million)

R&D Costs (CNY, million)

Earnings Before Interest and Tax (EBIT) (CNY, million)

Earnings Before Interest, Taxes, Depreciation and Amortization (EBITDA) (CNY, million)

### (3) Summary of Balance Sheet

Liquid Asset (CNY, million)

Fixed Asset (CNY, million)

Long-term Equity Investment

Total Assets (CNY, million)

Liquid Liability (CNY, million)

Non-current Liability (CNY, million)

Total Liability (CNY, million)

Capital Reserve (CNY, million)

Surplus Reserve (CNY, million)

Undistributed Profit (CNY, million)

Shareholders' Equity (CNY, million)

Equity Attributable to Shareholders of Parent Company (CNY, million)

### (4) Summary of Cash Flow Statement

Cash Received from Sales of Goods and Services (CNY, million)

Cash Flow from Operations (CNY, million)

Cash Paid to Purchase Fixed Assets, Intangible Assets and Other Long-term Assets (CNY, million)

Cash Paid for Investments (CNY, million)

Cash Flow from Investments (CNY, million)

Cash Received from Investors (CNY, million)

Cash Received from Borrowings (CNY, million)

Cash Flow from Financing (CNY, million)

Net Increase of Cash and Cash Equivalents (CNY, million)

Cash and Cash Equivalents, End of Period (CNY, million)

Depreciation and Amortization (CNY, million)

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### COMPANIES IN THE REPORT:

- 1 Beijing Hualian Hypermarket Co., Ltd. (600361.SH)
- 2 Sanjiang Shopping Club Co., Ltd. (601116.SH)
- 3 Yonghui Superstores Co., Ltd. (601933.SH)
- 4 Jiayiyue Group Co., Ltd. (603708.SH)
- 5 Zhongbai Holdings Group Co., Ltd. (000759.SZ)
- 6 Better Life Commercial Chain Share Co., Ltd. (002251.SZ)
- 7 New Hua Du Supercenter Co., Ltd. (002264.SZ)
- 8 Renrenle Commercial Group Co., Ltd. (002336.SZ)
- 9 Chengdu Hongqi Chain Co., Ltd. (002697.SZ)
- 10 Wuxi Commercial Mansion Grand Orient Co., Ltd. (600327.SH)
- 11 Dashang Co., Ltd. (600694.SH)
- 12 Chang Chun Eurasia Group Co., Ltd. (600697.SH)
- 13 Chongqing Department Store Co., Ltd. (600729.SH)
- 14 Wuhan Hanshang Group Co., Ltd. (600774.SH)
- 15 Xinjiang Youhao (Group) Co., Ltd. (600778.SH)
- 16 Yinchuan Xinhua Commercial (Group) Co., Ltd. (600785.SH)
- 17 Shanghai Bailian Group Co., Ltd. (600827.SH)
- 18 Shanghai Join Buy Co., Ltd. (600838.SH)
- 19 Inzone Group Co., Ltd. (600858.SH)
- 20 Wenfeng Great World Chain Development Corp. (601010.SH)
- 21 Xinjiang Winka Times Department Store Co., Ltd. (603101.SH)
- 22 Hefei Department Store Group Co., Ltd. (000417.SZ)
- 23 Changsha Tongcheng Holdings Co., Ltd. (000419.SZ)
- 24 Wuhan Department Store Group Co., Ltd. (000501.SZ)
- 25 Wuhan Zhongnan Commercial Group Co., Ltd. (000785.SZ)
- 26 Rainbow Department Store Co., Ltd. (002419.SZ)
- 27 Happigo Home Shopping Co., Ltd. (300413.SZ)

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