

# GLG CORP LTD

Annual General Meeting

31 October 2014

## WELCOME



# Board of Directors and Auditors

---

## Members of The Board

- Estina Ang Suan Hong – Executive Chairperson
- Khay Ti Por– Executive Director
- Surina GAN Meng Hui – Non-Executive Director
- Christopher Chong – Independent Director
- Thong Viboon – Independent Director
- Jo Bourke – Company Secretary

## Deloitte Touche Tohmatsu

- Carl Harris– Partner

# Agenda

---

- Director's Review
- Accounts and Reports
- Other Business
- End of Meeting

# Directors Review

# Marketplace Update

---

## Slow to Stagnant Growth in USA

- Disappointing “Back to School” sales. Most Junior brands like Abercrombie & Fitch, Hollister, Aeropostale continue to suffer. Most of them reporting decline in same store sales.
- Heavy discounting continues: offering shoppers an artificial lower price than retail to entice consumer spending, thus increasing discounts and price competition.
- Changing Consumer habits resulting evolution to a omni-channel sales strategy. Decline of Supercentres in USA and most brands shifting focus to ecommerce sales and Outlet stores.
- Shrink to grow: Many brands halted opening new stores and are closing non-performing stores.
- Retail experts predict that retail market will continue to be flat for 2015

# Marketplace Update

---

- Awarded Walmart Canada “Vendor of the Year” 2014 (Apparel)
- 17 years consecutive winner of Macy’s 5 Star Vendor Award (1997 – 2014)
- Asian Labour Rates continue to rise in 2015
  - Labour rates in Asia is predicted to continue its trend of rising. Local garment associations predict an average rise of 20%.
  - We are working closing with our outsourced factories to assist them in IE time study / LEAN projects to increase their production efficiency.

# Response to Marketplace

---

- Staying flexible to meet changing market demands.
- Work strategically with key suppliers and customers to deliver best product to consumers with proper advance planning.
- Putting more resourcing in sourcing and product design for greater service to customers and to reduce lead time.
- New Customer Developments in 2014
  - USA: MAST GLOBAL FASHIONS (MGF)

# Sales Bookings and Shipments Update

|                  | FY 2013/14              |                    |                                          | FY 2014/15                                    |                    |                                          |                          |
|------------------|-------------------------|--------------------|------------------------------------------|-----------------------------------------------|--------------------|------------------------------------------|--------------------------|
|                  | Sales<br>(US\$ million) | Dozen<br>(million) | Average FOB Price<br>per Dozen<br>(US\$) | Sales Bookings<br>/Forecast<br>(US\$ million) | Dozen<br>(million) | Average FOB Price<br>per Dozen<br>(US\$) | Remarks                  |
| 1Q: Jul - Sep    | 57.60                   | 1.3                | 44.50                                    | 56.40                                         | 1.2                | 47.48                                    | Shipments 100% completed |
| 2Q: Oct - Dec    | 58.00                   | 1.2                | 45.62                                    | 45.40                                         | 1.0                | 44.41                                    | 35% of Bookings shipped  |
| 3Q: Jan - Mar    | 45.70                   | 1.2                | 40.06                                    | 43.20                                         | 1.2                | 37.11                                    |                          |
| 4Q: Apr - Jun    | 64.60                   | 1.5                | 42.01                                    | 70.40                                         | 1.8                | 38.84                                    |                          |
| Full Year Total: | 225.90                  | 5.20               | 43.10                                    |                                               |                    |                                          |                          |

# Outlook and Prospects

# Outlook – FY 2014/15

---

- Sluggish growth in USA and Europe. Consumers remain cautious.
- Customers continue to push for sharp pricing to support promotional price to entice customer spending
- Continued to tighten the Cost control, improving the cash management and collection efficiency

# Annual Accounts

# Annual Accounts

---

- Consideration of accounts
- Questions or comments?

# Resolutions

# Resolutions

---

- Approval of the Remuneration Report
- Re-election of a Director – Christopher Chong Meng Tak
- Re-election of a Director – Thong Viboon
- Re-election of a Director – Khay Ti Por

# Resolution 1

---

## Adoption of Remuneration Report

*“That, for the purpose of Section 250R(2) of the Corporations Act and for all other purposes, approval is given for the adoption of the Remuneration Report as contained in the Company’s annual financial report for the financial year ended 30 June 2014.”*

| For     | Open  | Against | Abstain |
|---------|-------|---------|---------|
| 613,219 | 8,000 | 5,500   | -       |

# Resolution 2

---

## Re-election of a Director

*“In accordance with the Constitution of the Company, Mr Christopher Chong Meng Tak retires by rotation and, being eligible, offers himself for re-election as a Director of the Company”.*

| For     | Open  | Against | Abstain |
|---------|-------|---------|---------|
| 616,719 | 8,000 | 2,000   | -       |

# Resolution 3

---

## Re-election of a Director

*“In accordance with the Constitution of the Company, Thong Viboon retires by rotation and, being eligible, offers himself for re-election as a Director of the Company”.*

| For     | Open  | Against | Abstain |
|---------|-------|---------|---------|
| 616,719 | 8,000 | 2,000   | -       |

# Resolution 4

---

## Re-election of a Director

*“That Mr Khay-Ti Por, having been appointed as an addition to the Board, and who retires in accordance with clause 12.7 of the Company’s Constitution, and being eligible, offers himself for re-election as a Director of the Company, is hereby re-elected as a Director of the Company”.*

| For     | Open  | Against | Abstain |
|---------|-------|---------|---------|
| 616,719 | 8,000 | 2,000   | -       |

# Cautionary Note on Forward-looking Statements

---

This presentation may contain statements regarding the business of GLG Corp Limited and its subsidiaries ('Group') that are of a forward looking nature and are therefore based on management's assumptions about future developments.

Such forward looking statements are intended to be identified by words such as 'believe', 'estimate', 'intend', 'may', 'will', 'expect', and 'project' and similar expressions as they relate to the Group. Forward-looking statements involve certain risks and uncertainties because they relate to future events. Actual results may vary materially from those targeted, expected or projected due to several factors.

Potential risks and uncertainties includes such factors as general economic conditions, foreign exchange fluctuations, interest rate changes, commodity price fluctuations and regulatory developments. Such factors that may affect GLG Corp's future financial results are detailed in our 2013 Annual Report. The reader and/or listener is cautioned to not unduly rely on these forward-looking statements. We do not undertake any duty to publish any update or revision of any forward looking statements.

# Thank You