# QKL Stores Inc. Reports Third Fiscal Quarter 2008 Financial Results 

> --3Q08 Revenues Increased $43 \%$ to $\$ 31.6$ Million--
> --3Q08 Gross Profit Increased $84 \%$ to $\$ 7.8$ Million--
> --3Q08 Net Income Increased $96 \%$ to $\$ 2.4$ Million--Company to Participate in Roth Capital China Conference--

Da Qing, China, November 14, 2008 - QKL Stores Inc. (the "Company") (OTCBB: QKLS), a leading regional supermarket chain company operating in Northeast China, today reported its financial results for the third quarter ending September 30, 2008.

## Third Quarter 2008 Results

Third quarter revenue increased $43.3 \%$ to $\$ 31.6$ million compared to $\$ 22.0$ million in the third quarter of 2007. Direct sales, which consists of revenue derived from 22 supermarkets and one convenience store, represented $\$ 30.6$ million, or $96.8 \%$ of the quarter's total revenue. This retail revenue was primarily driven by increased sales volume in the Company's three core categories (fresh food, non-food, and grocery) plus the opening of one new supermarket in July 2008. Comparable store sales for the third quarter increased $2.3 \%$ to $\$ 18.2$ million from $\$ 17.8$ million in the third quarter of 2007. Other operating income, which includes revenue from the Company's two department stores and from renters within its supermarket retail locations, represented $\$ 1.0$ million, or $3.2 \%$ of sales in the third quarter of 2008.

Mr. Wang Zhuangyi, Chairman and CEO, said "Our performance in the third quarter reflects the outstanding progress we are making in our retail supermarket business. Sales for the quarter increased considerably. Looking forward, we expect the new stores to help bolster sales in the fourth quarter and beyond. We remain dedicated to delivering quality products with a great value and expanding our overall store base while maximizing productivity to help boost sales."

In the third quarter of 2008, gross profits increased $83.7 \%$ to $\$ 7.8$ million from $\$ 4.2$ million for the third quarter of 2007. Gross margin for the third quarter increased 540 basis points to $24.7 \%$, compared to $19.3 \%$ in the same period last year. Gross margin was also up sequentially from $22.5 \%$ in the second quarter of 2008. The increase in gross margin reflected the growing sales volume of high margin items and increased operating efficiencies.

Operating income increased $65.3 \%$ to $\$ 3.2$ million from $\$ 2.0$ million in the third quarter of 2007. Third quarter 2008 selling, general and administrative expenses increased to $\$ 4.6$ million, or $14.5 \%$ of sales, compared to $\$ 2.3$ million, or $10.5 \%$ of sales in the prior year period. This increase was primarily due to higher marketing expense related to promotional and advertising events held in the quarter and growing salary expense as the Company hired new employees to manage the growing business.

Income tax expense was $\$ 824,344$, or $25.4 \%$ of pre-tax income in the third quarter of 2008. Income tax expense in the third quarter of 2007 was $\$ 673,111$, or $35.2 \%$ of pre-tax income. This reduction was due entirely to a decreased income tax rate, from $33 \%$ of pre-tax net income to $25 \%$ of pre-tax net income, which took effect on January 1, 2008, as a result of changes in PRC tax laws.

Net income in the third quarter of 2008 increased $96.1 \%$ to $\$ 2.4$ million, or $\$ 0.08$ per diluted share, from $\$ 1.2$ million, or $\$ 0.06$ per diluted share, in the prior year's third quarter. Diluted shares increased $63.1 \%$ to 31.1 million in the third quarter 2008 from 19.1 million in the third quarter 2007. This increase in the diluted share count was due to the Company's reverse merger transaction on March 28, 2008.

## Nine Months Ended September 30, 2008

For the nine months ended September 30, 2008, total net revenues increased $35.1 \%$ to $\$ 90.3$ million from $\$ 66.9$ million in the first nine months of 2007. Comparable store sales for the nine months of 2008 increased $21.3 \%$ to $\$ 56.9$ million from $\$ 46.9$ million in the first nine months of 2007. During this same time period, gross profit improved $53.0 \%$ to $\$ 21.3$ million from $\$ 13.9$ million, and gross margin expanded 275 basis points to $23.5 \%$. Income from operations increased $33.8 \%$ to $\$ 9.0$ million from $\$ 6.7$ million in the first nine months of 2007. Net income for the nine month period in 2008 was $\$ 4.7$ million, or $\$ 0.15$ per diluted share.

## Balance Sheet and Cash Flow

As of September 30, 2008, the Company had $\$ 33.2$ million of cash, compared to $\$ 29.9$ million at June 30, 2008. QKL Stores had working capital of approximately $\$ 27.9$ million at September 30, 2008. The Company had short-term bank loans of $\$ 2.2$ million (part of a revolving credit facility of $\$ 7.1$ million) and no long-term bank loans as of September 30,
2008.

Net cash flow from operating activities was $\$ 10.4$ million in the first nine months of 2008 compared to $\$ 6.5$ million in the first nine months of 2007. Net cash flow used by investing activities was $\$ 1.9$ million in the first nine months of 2008 compared to $\$ 1.1$ million in the first nine months of 2007 . Net cash flow provided by financing activities was $\$ 12.6$ million in the first nine months of 2008 compared to $\$ 130,280$ used in the first nine months of 2007.

## New Store Development

The Company opened two new supermarkets in the third quarter 2008, one in July and one in September, in addition to one department store in September. As of September 30, 2008, the Company had 22 supermarkets, two department stores, and one convenience store, with a total of approximately one million square feet of store space. There have been no store closings in the past 12 months.

Mr. Alan Stewart, Chief Operating Officer, commented, "QKL's supermarkets continue to resonate well with the consumer audience. We remain focused on opening six stores in the fourth quarter totaling 475 thousand square feet and expect to finish the year with 31 stores totaling approximately 1.5 million square feet. We plan to open an additional 15 to 20 stores in 2009 and have a long-term goal of 200 stores within five years. The average size of many the new stores we open over the next 12 months should be larger than our historic average. We anticipate that 10 to 15 of the new supermarkets that we open in the next 12 months will be at least 45,000 square feet in size, while the other new stores we open will be smaller. In addition to offering fresh food and grocery items, our larger store formats provide a large assortment of nonfood items to customers which can allow us to dominate the market in many towns in which we operate and provide greater economies of scale over time resulting in higher profitability for our company."

For the next few quarters, the Company expects gross margin in the range of $19 \%$ to $20 \%$ and net profit margin in the range of $5 \%$ to $6 \%$, both slightly lower than recent quarters. This is primarily due to the Company's aggressive expansion plans that entail a large number of new stores, which tend to be less profitable during the early months of operation. Additionally, the Company expects to provide customers with lower prices in order to increase market share and long-term sales volume.

Mr. Wang continued, "In addition to our store expansion plans, we continue to increase our private label business, already up from 85 items to 500 items at present. In June, we established a specialized department for designing and purchasing private label merchandise. We are in the process of redesigning the label and have an anticipated roll-out date of the first quarter of 2009."
"Our total revenue continues to climb, and, with over $\$ 33$ million in cash, we are able to move forward with our store expansion plans. We are dedicated to delivering our shareholders enhanced, sustainable profitability. We remain focused on our goal of becoming the leading retail supermarket chain in northeast China, and believe that we are well positioned to continue our growth trajectory. Our management expertise, our solid strategic plan, and our strong capital structure give us the infrastructure to continue to leverage the growing opportunities and demand for high quality products and services in the retail supermarket sector," concluded Mr. Wang.

## Roth China Conference

The Company announces that it will be attending the Roth 'China Comes to Vegas' Conference. This conference is being held from Wednesday, November 19, 2008, through Friday, November 21, 2008, at the Wynn Las Vegas Hotel in Las Vegas, Nevada. Management is currently scheduled to meet with institutional investors and to present at 1:00 pm PT on Thursday, November 20, 2008. Investors interested in attending this event should contact their institutional sales representative.

## About QKL Stores Inc.:

Based in Da Qing, China, QKL Stores Inc. is a leading regional supermarket chain company operating in Northeast China. QKL Stores sells a broad selection of merchandise, including groceries, fresh food, and non-food items, through its retail supermarkets, convenience store, and department store; the company also has its own distribution centers that service its supermarkets.

## Safe Harbor Statement

Certain statements in this release and other written or oral statements made by or on behalf of the Company are "forward looking statements" within the meaning of the federal securities laws. Statements regarding future events and
developments and our future performance, as well as management's expectations, beliefs, plans, estimates or projections relating to the future are forward-looking statements within the meaning of these laws. The forward looking statements are subject to a number of risks and uncertainties including market acceptance of the Company's services and projects and the Company's continued access to capital and other risks and uncertainties. The actual results the Company achieves may differ materially from those contemplated by any forward-looking statements due to such risks and uncertainties. These statements are based on our current expectations and speak only as of the date of such statements.

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QKL STORES INC.
CONSOLIDATED STATEMENTS OF INCOME
FOR THE THREE MONTHS ENDED SEPTEMBER 30, 2008 AND 2007 (Stated in US Dollars)(Unaudited)

Three months ended September 30, 2008 2007
Net revenues
Direct sales
Other operating income

Cost of inventories sold

Gross profit

Selling
General and administrative

Operating income
Interest income
Interest expenses

Income before income taxes

Income taxes

Net income

Basic earnings per share
Diluted earnings per share

Basic weighted average share outstanding

Diluted weighted average share outstanding

| \$ | $\begin{array}{r} 30,568,689 \\ 1,013,733 \end{array}$ | \$ | $\begin{array}{r} 20,888,268 \\ 1,153,041 \end{array}$ |
| :---: | :---: | :---: | :---: |
| \$ | 31,582,422 | \$ | 22,041,309 |
|  | $(23,788,325)$ |  | $(17,797,930)$ |
| \$ | 7,794,097 | \$ | 4,243,379 |
|  | $(3,945,824)$ |  | $(1,872,592)$ |
|  | $(647,002)$ |  | $(435,428)$ |
| \$ | 3,201,271 | \$ | 1,935,359 |
|  | 89,683 |  | 14,785 |
|  | $(41,533)$ |  | $(40,107)$ |
| \$ | 3,249,421 | \$ | 1,910,037 |

$(824,344)$
$(673,111)$

| \$ 2,425,077 |
| :--- |
| $\overline{1,236,926}$ |

\$
0.12 \$ 0.06


20,882,353
19,082,299

31,127,457
19,082,299

# QKL STORES INC. <br> CONSOLIDATED STATEMENTS OF INCOME <br> FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2008 AND 2007 (Stated in US Dollars)(Unaudited) 

|  | Nine months ended September 30, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Net revenues |  |  |  |  |
| Direct sales | \$ | 87,880,021 | \$ | 65,268,033 |
| Other operating income |  | 2,456,883 |  | 1,599,610 |
|  | S | 90,336,904 | \$ | 66,867,643 |
| Cost of inventories sold |  | $(69,080,122)$ |  | $(52,971,984)$ |
| Gross profit | \$ | 21,256,782 | \$ | 13,895,659 |
| Selling |  | $(10,280,984)$ |  | $(6,374,245)$ |
| General and administrative |  | $(2,025,131)$ |  | $(805,374)$ |
| Operating income | S | 8,950,667 | \$ | 6,716,040 |
| Transaction cost of reverse merger |  | $(1,976,470)$ |  | - |
| Interest income |  | 196,143 |  | 36,610 |
| Interest expenses |  | $(170,675)$ |  | $(120,847)$ |
| Income before income taxes | S | 6,999,665 | \$ | 6,631,803 |
| Income taxes |  | $(2,343,631)$ |  | $(2,218,857)$ |
| Net income | \$ | 4,656,034 | \$ | 4,412,946 |
| Basic earnings per share | \$ | 0.22 | \$ | 0.23 |
| Diluted earnings per share | \$ | 0.15 | \$ | 0.23 |
| Basic weighted average share outstanding |  | 20,882,353 |  | 19,082,299 |
| Diluted weighted average share outstanding |  | 30,753,466 |  | 19,082,299 |

## QKL STORES INC.

CONSOLIDATED BALANCE SHEETS
AS AT SEPTEMBER 30, 2008 AND DECEMBER 31, 2007 (Stated in US Dollars)

## ASSETS

Current assets
Cash and cash equivalents
Pledged deposits
Other receivables
Prepaid expenses
Advances to suppliers
Inventories and consumables
Total current assets
Property, plant and equipment,
Lease prepayments, net
TOTAL ASSETS
LIABILITIES AND
STOCKHOLDERS' EQUITY
Current liabilities
Short-term bank loans
Accounts payable
Cash card and coupon liabilities
Deposits received
Accruals
Other PRC taxes payable
Other payables
Income taxes payable

Total current liabilities
Long-term bank loans

## TOTAL LIABILITIES

Commitments and contingencies

September 30, 2008
(Unaudited)
\$
33,208,616
300,000
6,647,808
1,994,083
1,565,659
9,681,491
\$
53,397,657

December 31,2007
(Audited)

10,649,082
811,551
$\$ \quad 64,858,290$
$\qquad$
\$
10,742,064

3,190,205
909,587
1,005,824
8,239,770
\$
24,087,450
9,806,545
752,844

| $34,646,839$ |
| :--- |


| \$ | 2,188,152 | \$ | 2,734,444 |
| :---: | :---: | :---: | :---: |
|  | 16,704,677 |  | 7,856,753 |
|  | 2,993,684 |  | 1,814,229 |
|  | 262,986 |  | 873,657 |
|  | 786,289 |  | 347,486 |
|  | 87,729 |  | 16,115 |
|  | 1,629,013 |  | 793,484 |
|  | 824,082 |  | 374,895 |
| \$ | 25,476,612 | \$ | 14,811,063 |
|  | - |  | 2,050,833 |
| \$ | 25,476,612 | \$ | 16,861,896 |

QKL STORES INC.
CONSOLIDATED STATEMENTS OF CASH FLOWS
FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2008 AND 2007 (Stated in US Dollars)(Unaudited)

Cash flows from operating activities
Net income
Depreciation
Amortization
Loss on disposal of plant and equipment
Adjustments to reconcile net income to net cash provided by operating activities:

Other receivables
Inventories and consumables
Advances to suppliers
Prepaid expenses
Accounts payable
Cash card and coupon liabilities
Deposits received
Accruals
Other PRC taxes payable
Other payables
Income taxes payable
Net cash provided by operating activities
Cash flows from investing activities
Purchase of plant and equipment
Payment of lease prepayments
Sale proceeds of plant, and equipment
Increase in pledged deposits

Net cash used in investing activities

Cash flows from financing activities
Issuance of Series A convertible preferred stock
Bank borrowings
Bank repayments

Net cash provided by financing activities

Nine months ended September 30, 2008 2007

4,656,034 \$
4,412,946
1,300,368
24,026
1,034,211
21,962
37,295
23,388
$(3,199,657)$
$(871,726)$
$(482,372)$
$(998,758)$
8,150,921
1,036,247
$(655,423)$
393,631
69,085
539,059
415,374
$(2,884,414)$
936,322
$(2,016,879)$
395,771
1,577,923
1,187,735
$(803,619)$
$(14,019)$
$(82,516)$
2,858,953
$(143,997)$
$\$ \quad 10,414,104 \quad \$ \quad 6,503,767$
$\$ \quad(1,612,321) \quad \$ \quad(1,167,454)$
$(32,154) \quad 19,693$
92,561
$(300,000)$

\$ 15,500,000 \$
2,605,605
$(2,857,608)$
$(2,475,325)$

| $\$ 12,642,392$ |
| :--- |

## QKL STORES INC.

CONSOLIDATED STATEMENTS OF CASH FLOWS (Continued)
FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2008 AND 2007 (Stated in US Dollars)(Unaudited)

Net cash and cash equivalents sourced
\$
21,204,582
\$
5,486,286

Effect of foreign currency translation on cash and cash equivalents

1,261,970
279,651
Cash and cash equivalents-beginning of period

| $\$$$10,742,064$ <br> $33,208,616$$\$ \xrightarrow{4,116,600}$ |
| :--- |

Supplementary cash flow information:
Interest received
\$
196,143 \$
36,610
Interest paid
Tax paid
Nine months ended September 30,
2008 2007

Cash and cash equivalents-end of period

170,675
1,928,258

