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# Andrew Higginson Tesco in Asia 2004



# Tesco in Asia 2000



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# Outline

- **Korea and Thailand**
- **China**
- **Andrew Higginson - progress since 2000**
- **Philip Clarke - growth & capability**
- **Richard Brasher - non-food**
- **Country presentations**

# Tesco in Korea 2000

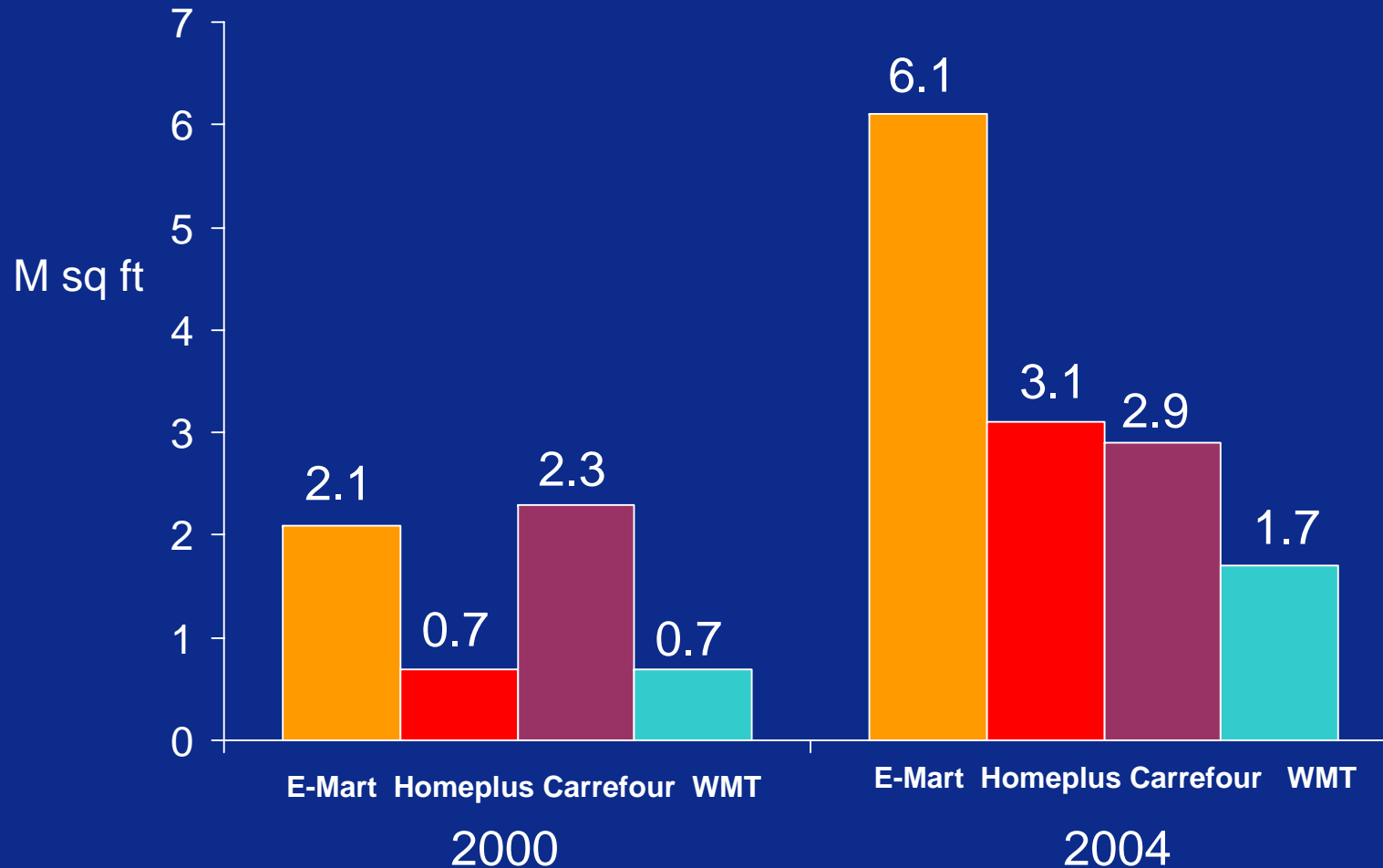
- Two Homeplus stores
- 81% stake in JV
- Big ambitions

# Tesco in Korea 2004

- Number 2 in market
- Third largest profit centre in group
- 32 stores with 3.1 million sq ft of space

# Homeplus space up 343%

Space growth in Korea



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# Tesco in Thailand 2000

- JV established in 1998
- 24 stores
- 2.8 million sq ft of space
- Potential for market leadership

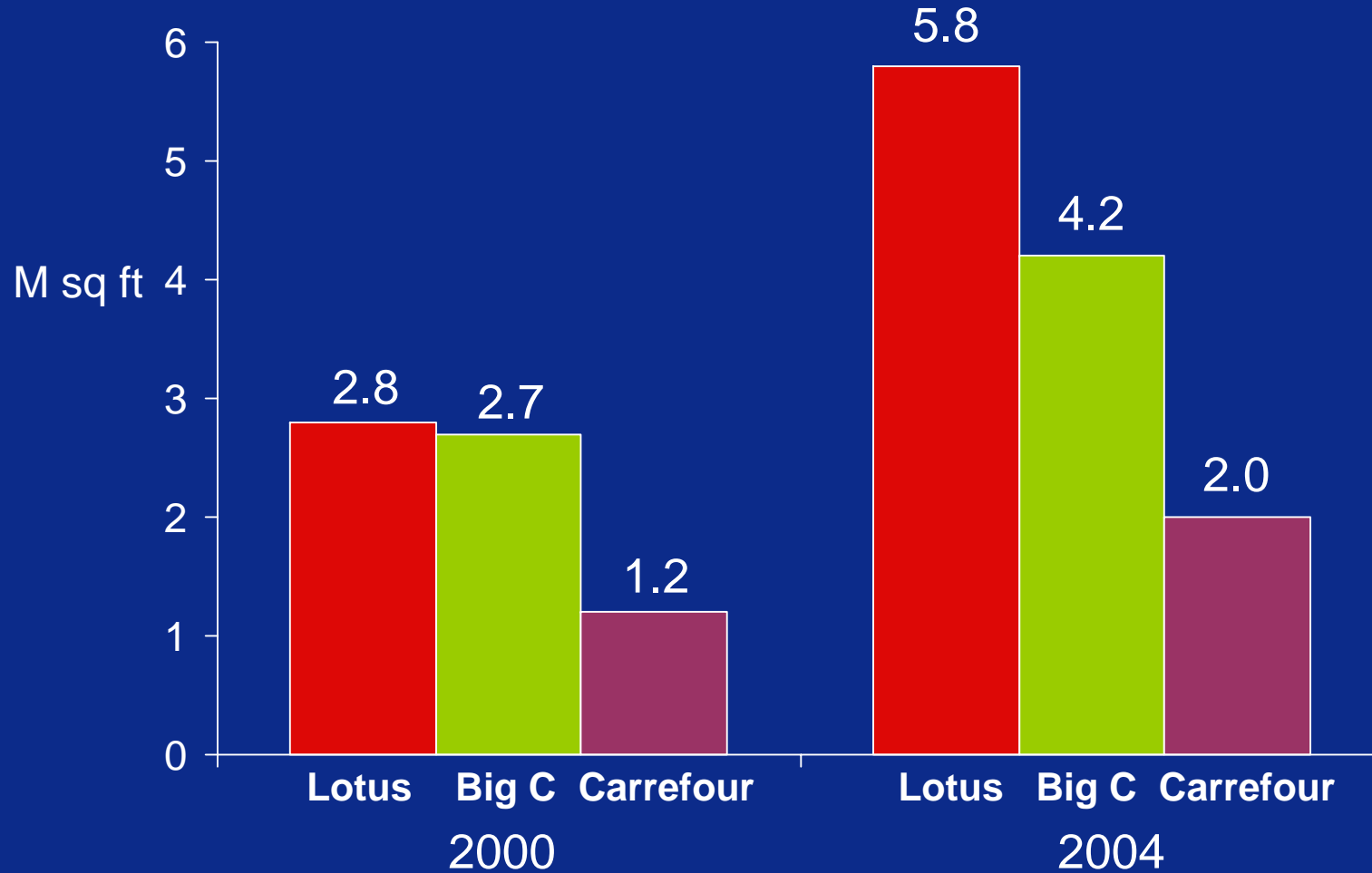


# Tesco in Thailand 2004

- Clear market leader
- 95 stores across all formats
- 5.8 million sq ft of space

# Lotus space up 107%

Space growth in Thailand



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# Tesco in Thailand 2004



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# Samsung Tesco and Tesco Lotus

- Serious, highly profitable businesses
- Excellent local management teams
- Formats, infrastructure and increasingly the other aspects of the Tesco model
- Developing good returns with scope for further improvement

# Key messages

- Established serious businesses in key Asian markets
- Made great progress since 2000
- Focused on delivering profitable growth and good returns

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