WOLFORD AG

Q3 2011/12

Annual result 2010/11
Wolford in the first three quarters of 2011/12

- Sales of EUR 121.1 million slightly above the prior-year level
- Significant sales increase at Wolford’s proprietary stores
- EBITDA of EUR 15.6 million, EBITDA margin of 12.9 percent
- Net result for the period slightly higher year-on-year
- Product innovations well received by the market
- Outlook confirmed for the entire 2011/12 fiscal year
Sales development

Q 1-3 2010/11 to Q 1-3 2011/12

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Sales (in TEUR)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q 1 2010/11</td>
<td>29,842</td>
</tr>
<tr>
<td>Q 1 2011/12</td>
<td>31,777</td>
</tr>
<tr>
<td>Q 2 2010/11</td>
<td>44,183</td>
</tr>
<tr>
<td>Q 2 2011/12</td>
<td>41,786</td>
</tr>
<tr>
<td>Q 3 2010/11</td>
<td>46,020</td>
</tr>
<tr>
<td>Q 3 2011/12</td>
<td>47,565</td>
</tr>
<tr>
<td>Q 1-Q3 2010/11</td>
<td>120,045</td>
</tr>
<tr>
<td>Q 1-Q3 2011/12</td>
<td>121,128</td>
</tr>
</tbody>
</table>
Sales development by geographic market

-40% -30% -20% -10% 0% 10% 20% 30%
CEE
ASIA/OCEANIA
USA (in USD)
ASIA/OCEANIA
SCAN
NL
B
USA (in USD)
UK (in GBP)
CH (in CHF)
F
I
E
D
A

in Group currency
in local currency

-40% -30% -20% -10% 0% 10% 20% 30%
CEE
ASIA/OCEANIA
USA (in USD)
ASIA/OCEANIA
SCAN
NL
B
USA (in USD)
ASIA/OCEANIA
CH (in CHF)
F
I
E
D
A

in Group currency
in local currency
Extensive product portfolio

**Q1-Q3 2011/12**
- Legwear
- Ready-to-wear
- Lingerie
- Swimwear
- Accessories

**Q1-Q3 2010/11**
- Legwear
- Ready-to-Wear
- Lingerie, Swimwear, Accessories
Innovations
Shape & Control – Product range

Spring/Summer 2012:

Extensive product range suits the high demands on quality and fit for all support zones.

LEGWEAR

LINGERIE

SWIMWEAR
Innovations
Shape & Control – Effectiveness level

LIGHT

MEDIUM

STRONG
Innovations

Shape & Control – Store concept
Sales share of monobrand distribution (controlled distribution)

Q1 - Q3 2006/07: 52.4%
Q1 - Q3 2007/08: 54.2%
Q1 - Q3 2008/09: 55.1%
Q1 - Q3 2009/10: 59.1%
Q1 - Q3 2010/11: 61.8%
Q1 - Q3 2011/12: 64.0%
Wolford monobrand distribution in Q3 2011/12

• 265 POS worldwide as at January 31, 2012
  • 209 Wolford boutiques as at January 31, 2012
    • 114 own
    • 95 partner-operated boutiques
  • 31 Shop in Shops
  • 25 Factory Outlets

• Wolford-owned POS increased sales by 12.8% in the third quarter of 2011/12 (Q1-Q3 accumulated 7.3%)

• Openings in the third quarter of 2011/12
  • WBo King of Prussia
  • WBo Berlin, Friedrichstraße
  • WB Chongqing
  • WB Chengdu
  • Wbo Northbridge, Chicago
Sales share by distribution channels

- Again increase in Wolford-owned Boutiques
- Strategic customer loyalty program established
- Widespread Presence on Social Media channels like Facebook, Twitter und YouTube
## Wolford Group: Key financials

<table>
<thead>
<tr>
<th></th>
<th>Q3 2012</th>
<th>Q3 2011</th>
<th>Q1 - Q3 2012</th>
<th>Q1 - Q3 2011</th>
<th>Change absolute</th>
<th>Change in % points</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales</td>
<td>47,565</td>
<td>46,020</td>
<td>121,128</td>
<td>120,045</td>
<td>1,083</td>
<td>0.9%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>8,939</td>
<td>8,709</td>
<td>15,570</td>
<td>15,850</td>
<td>(280)</td>
<td>-1.8%</td>
</tr>
<tr>
<td>EBITDA margin</td>
<td>18.8%</td>
<td>18.9%</td>
<td>12.9%</td>
<td>13.2%</td>
<td>(0.3)</td>
<td>-2.4%</td>
</tr>
<tr>
<td>EBIT</td>
<td>6,940</td>
<td>6,690</td>
<td>9,660</td>
<td>9,895</td>
<td>(235)</td>
<td>-2.4%</td>
</tr>
<tr>
<td>EBIT margin</td>
<td>14.6%</td>
<td>14.5%</td>
<td>8.0%</td>
<td>8.2%</td>
<td>(0.2)</td>
<td>-2.4%</td>
</tr>
<tr>
<td>Result from continuing operations (Result before taxes)</td>
<td>6,594</td>
<td>6,464</td>
<td>8,352</td>
<td>8,931</td>
<td>(579)</td>
<td>-6.5%</td>
</tr>
<tr>
<td>Net result for the period</td>
<td>6,060</td>
<td>5,076</td>
<td>7,059</td>
<td>6,986</td>
<td>73</td>
<td>1.0%</td>
</tr>
<tr>
<td>Earnings per share in EUR</td>
<td>1.24</td>
<td>1.04</td>
<td>1.44</td>
<td>1.43</td>
<td>0.01</td>
<td>1.0%</td>
</tr>
<tr>
<td>Gross cash flow *</td>
<td>7,872</td>
<td>7,150</td>
<td>13,314</td>
<td>13,499</td>
<td>(185)</td>
<td>-1.4%</td>
</tr>
<tr>
<td>Capital investments excluding financial assets</td>
<td>1,889</td>
<td>1,570</td>
<td>6,246</td>
<td>4,402</td>
<td>1,844</td>
<td>41.9%</td>
</tr>
<tr>
<td>Depreciation, amortization, impairment and reversal of impairment</td>
<td>1,997</td>
<td>2,019</td>
<td>5,910</td>
<td>5,955</td>
<td>(45)</td>
<td>-0.8%</td>
</tr>
<tr>
<td>Net debt</td>
<td>17,151</td>
<td>12,892</td>
<td>4,259</td>
<td>33.0%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Debt/equity ratio (gearing)</td>
<td>19.3%</td>
<td>15.1%</td>
<td>4.2</td>
<td>4.2</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Shareholders’ equity</td>
<td>88,965</td>
<td>85,299</td>
<td>3,666</td>
<td>4.3%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Equity-to-assets ratio</td>
<td>58.0%</td>
<td>57.1%</td>
<td>0.9</td>
<td>0.9</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Number of employees (in full-time equivalents incl. apprentices)</td>
<td>1,692</td>
<td>1,647</td>
<td>45</td>
<td>2.7%</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

*Gross cash flow* = Net result for the period
+/- Depreciation, amortization, impairment losses/reversals of impairment losses on intangible assets and property, plant and equipment
+/- Gains/losses on the disposal of property, plant and equipment
+/- Change in non-current provisions

**Gross cash flow**
Development EBIT & EBITDA (Q3)

<table>
<thead>
<tr>
<th>Quarter</th>
<th>EBIT (in TEUR)</th>
<th>EBIT Margin (%)</th>
<th>EBITDA (in TEUR)</th>
<th>EBITDA Margin (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q3 2006/07</td>
<td>3,432</td>
<td>8,0%</td>
<td>5,003</td>
<td></td>
</tr>
<tr>
<td>Q3 2007/08</td>
<td>5,630</td>
<td>11,6%</td>
<td>7,413</td>
<td>15,3%</td>
</tr>
<tr>
<td>Q3 2008/09</td>
<td>1,025</td>
<td>2,5%</td>
<td>2,939</td>
<td></td>
</tr>
<tr>
<td>Q3 2009/10</td>
<td>4,170</td>
<td>14,0%</td>
<td>6,189</td>
<td></td>
</tr>
<tr>
<td>Q3 2010/11</td>
<td>6,690</td>
<td>14,5%</td>
<td>8,709</td>
<td>18,9%</td>
</tr>
<tr>
<td>Q3 2011/12</td>
<td>6,940</td>
<td>14,6%</td>
<td>8,939</td>
<td>18,8%</td>
</tr>
</tbody>
</table>

Q 3 2011/12
Net debt and gearing ratio

Q1 - Q3 2006/07, Q1 - Q3 2007/08, Q1 - Q3 2008/09, Q1 - Q3 2009/10, Q1 - Q3 2010/11, Q1 - Q3 2011/12

Net debt in TEUR
Debt/equity ratio (gearing) in %

Q 3 2011/12
Capital investments excluding financial assets

<table>
<thead>
<tr>
<th>Quarter</th>
<th>In TEUR</th>
<th>In % of sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1 - Q3 2006/07</td>
<td>5,690</td>
<td>5,3%</td>
</tr>
<tr>
<td>Q1 - Q3 2007/08</td>
<td>6,489</td>
<td>5,2%</td>
</tr>
<tr>
<td>Q1 - Q3 2008/09</td>
<td>12,423</td>
<td>10,5%</td>
</tr>
<tr>
<td>Q1 - Q3 2009/10</td>
<td>7,154</td>
<td>6,4%</td>
</tr>
<tr>
<td>Q1 - Q3 2010/11</td>
<td>4,402</td>
<td>3,7%</td>
</tr>
<tr>
<td>Q1 - Q3 2011/12</td>
<td>6,246</td>
<td>5,2%</td>
</tr>
</tbody>
</table>
Shareholders’ equity

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Shareholders’ equity (in TEUR)</th>
<th>Equity-to-assets ratio</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1 - Q3 2006/07</td>
<td>73,739</td>
<td>51,5%</td>
</tr>
<tr>
<td>Q1 - Q3 2007/08</td>
<td>78,756</td>
<td>49,7%</td>
</tr>
<tr>
<td>Q1 - Q3 2008/09</td>
<td>79,480</td>
<td>48,6%</td>
</tr>
<tr>
<td>Q1 - Q3 2009/10</td>
<td>80,533</td>
<td>52,5%</td>
</tr>
<tr>
<td>Q1 - Q3 2010/11</td>
<td>85,299</td>
<td>57,1%</td>
</tr>
<tr>
<td>Q1 - Q3 2011/12</td>
<td>88,965</td>
<td>58,0%</td>
</tr>
</tbody>
</table>

In TEUR

Q 3 2011/12
## Share data

<table>
<thead>
<tr>
<th></th>
<th>Q1-Q3 Jan. 31, 2012</th>
<th>Q1-Q3 Jan. 31, 2011</th>
<th>Change absolute</th>
<th>Change in percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Earnings per share</td>
<td>1.44</td>
<td>1.43</td>
<td>0.01</td>
<td>1.0%</td>
</tr>
<tr>
<td>Share price as at January 31, 2012</td>
<td>23.00</td>
<td>23.01</td>
<td>(0.01)</td>
<td>0.0%</td>
</tr>
<tr>
<td>Share price high for Q1-Q3</td>
<td>27.48</td>
<td>26.40</td>
<td>1.08</td>
<td>4.1%</td>
</tr>
<tr>
<td>Share price low for Q1-Q3</td>
<td>21.03</td>
<td>13.78</td>
<td>7.25</td>
<td>52.6%</td>
</tr>
</tbody>
</table>

## General Information on the Wolford Share

- **ISIN Code**: AT0000834007
- **Listing exchange**: Vienna Stock Exchange (Prime Market segment)
- **Frankfurt (OTC segment)**
- **New York (ADR program, Level 1)**
- **Date of initial listing**: February 14, 1995
- **Stock type**: No par value bearer shares
- **Total number of shares**: 5,000,000
- **thereof entitled to dividends**: 4,900,000
- **Authorized capital**: EUR 36,350,000
- **Indices**: ATX Prime
- **Ticker symbols**: Reuters: WLFD.VI, Bloomberg: WOL AV
**Outlook**

- Expand of own and partner-operated distribution network
- Penetration of new markets with focus on asian market especially on China
- Market launch of new products
- Intensified cooperation with trade partners and the continuation of efficiency-enhancement measures in the range of production
- From today’s perspective the Executive Board of the Wolford Group expects to generate a slight improvement in sales and earnings in the entire 2011/12 fiscal year
Wolford in the 2010/11 fiscal year

- Return to a growth path with sales and disproportionately high earnings growth

- Growth in all core geographic markets and distribution channels
  - Sales up 5.6 percent to EUR 152.2 million

- Efficiency enhancement measures have a positive effect
  - Operating profit (EBIT) up 63 percent
  - Net result for the year close to doubled
  - Reduction of net debt
  - Gearing ratio improved
  - Shareholders‘ equity rose to 58 percent
Wolford in the 2010/11 fiscal year

- Tried and tested strategy
  - Focus on monobrand distribution
  - Promotion of the retail business
  - Concentration on cost-optimizing planning, development and steering instruments

- Pre-requisites created for further positive development
  - Brand sustainably positioned as an international luxury label
  - Continuation of the growth path
Sales development in a quarterly comparison

- Ongoing sales growth for the last six quarters
- Growth path confirmed
Sales development by fiscal year

- Group sales rose significantly by 5.6 percent
- High level of sales amounting to EUR 152.2 million

Sales development (TEUR):

- 2006/07: 141,683 (+11.3%)
- 2007/08: 157,653 (-6.5%)
- 2008/09: 147,343 (-2.2%)
- 2009/10: 144,040 (+5.6%)
- 2010/11: 152,151
Extensive product portfolio

- Legwear
- Ready-to-wear
- Lingerie
- Swimwear
- Accessories
**Strong brand product offering based on ongoing innovations**

- Legwear continues to generate the most sales growth
- Important milestones on the international fashion market due to continuous product innovations
- Ongoing refinement of product range
- Last fashion collections were very positively received worldwide

![Sales Distribution Chart]

- Legwear 57.3%
- Ready-to-wear 32.0%
- Lingerie 8.6%
- Accessories 1.2%
- Swimwear 0.9%

Fiscal Year 2010/11
Expansion of monobrand distribution

- Strategic focus on monobrand distribution (boutiques, concession shop-in-shops and factory outlets)
- Highest level of exclusivity at the point of sale /uncompromising quality standards, also in distribution activities
- Store concept now extended to 235 outlets worldwide
- Monobrand distribution surpasses 60 percent threshold for the first time, accounting for close to 63 percent of sales

Sales share of controlled distribution:

Fiscal Year 2010/11
Sales share by distribution channel

- Ongoing trend towards monobrand distribution
- Boutiques continue to be the most important distribution channel
- Further investments planned to optimize all distribution channels

**FY 2005/06**
- Private label 4.0%
- Multi-brand retailers 26.8%
- Department stores 20.3%
- Concession shop-in-shops 1.3%
- Factory outlets 5.0%
- Boutiques 42.6%

**FY 2010/11**
- Private label 2.3%
- Multi-brand retailers 19.8%
- Department stores 15.2%
- Concession shop-in-shops 5.5%
- Factory outlets 8.6%
- Boutiques 48.6%
Wolford boutiques

- High quality international network of boutiques

- 209 Wolford boutiques as at April 30, 2011
  - 106 Wolford-owned and managed boutiques
  - 103 partner-operated boutiques

- Notable rise in sales by 10.4 percent
  - Sales with proprietary boutiques up 12.0 percent
  - Partner-operated boutiques increase sales by 5.4 percent
Retail share over 50 percent for the first time

- Proprietary outlets as growth drivers
- Sales increase of 13.5 percent with own boutiques, shop-in-shops and factory outlets
- Resolute expansion of Wolford’s own distribution network
- Considerable rise in sales with department stores (+ 11.6 percent)
Sales development by geographic market

Fiscal Year 2010/11
Sales structure by market

- Germany, USA, Austria and France: More than 50 percent of sales
- Sales contribution of EU-27: about 70 percent
- Export rate: 88.4 percent
- Increased penetration of the Chinese market planned

Fiscal Year 2010/11
## Wolford Group: Key financials

<table>
<thead>
<tr>
<th>in TEUR</th>
<th>2010/11</th>
<th>2009/10</th>
<th>Change: absolute/percentage points</th>
<th>Change in percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales</td>
<td>152,151</td>
<td>144,040</td>
<td>8,111</td>
<td>5.6%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>15,740</td>
<td>12,490</td>
<td>3,250</td>
<td>26.0%</td>
</tr>
<tr>
<td>EBITDA margin</td>
<td>10.3 %</td>
<td>8.7%</td>
<td>1.6</td>
<td></td>
</tr>
<tr>
<td>EBIT</td>
<td>7,327</td>
<td>4,502</td>
<td>2,825</td>
<td>62.7%</td>
</tr>
<tr>
<td>Result before taxes</td>
<td>5,811</td>
<td>3,403</td>
<td>2,408</td>
<td>70.8%</td>
</tr>
<tr>
<td>Net result for the year</td>
<td>5,050</td>
<td>2,561</td>
<td>2,489</td>
<td>97.2%</td>
</tr>
</tbody>
</table>
Development of EBIT and EBITDA margins

EBITDA (TEUR)

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>EBITDA (TEUR)</th>
<th>As a percentage of sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>2008/09</td>
<td>9,591</td>
<td>6.5%</td>
</tr>
<tr>
<td>2009/10</td>
<td>12,490</td>
<td>8.7%</td>
</tr>
<tr>
<td>2010/11</td>
<td>15,740</td>
<td>10.3%</td>
</tr>
</tbody>
</table>

EBIT (TEUR)

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>EBIT (TEUR)</th>
<th>As a percentage of sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>2008/09</td>
<td>2,184</td>
<td>1.5%</td>
</tr>
<tr>
<td>2009/10</td>
<td>4,502</td>
<td>3.1%</td>
</tr>
<tr>
<td>2010/11</td>
<td>7,327</td>
<td>4.8%</td>
</tr>
</tbody>
</table>
Result from continuing operations and net result for the year

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>Result from continuing operations</th>
<th>Net result for the year</th>
</tr>
</thead>
<tbody>
<tr>
<td>2008/09</td>
<td>(810)</td>
<td>(1,198)</td>
</tr>
<tr>
<td>2009/10</td>
<td>3,403</td>
<td>2,561</td>
</tr>
<tr>
<td>2010/11</td>
<td>5,811</td>
<td>5,050</td>
</tr>
</tbody>
</table>

in TEUR
Number of employees at the reporting date
(Full-time equivalents including trainees)

in TEUR

<table>
<thead>
<tr>
<th>Region</th>
<th>April 30, 2010, Total: 1,472</th>
<th>April 30, 2011, Total: 1,649</th>
</tr>
</thead>
<tbody>
<tr>
<td>Austria</td>
<td>932</td>
<td>985</td>
</tr>
<tr>
<td>Rest of Europe</td>
<td>419</td>
<td>551</td>
</tr>
<tr>
<td>North America</td>
<td>103 95</td>
<td>18 18</td>
</tr>
<tr>
<td>Asia</td>
<td>18 18</td>
<td>18 18</td>
</tr>
</tbody>
</table>
Gross cash flow

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>Cash Flow (TEUR)</th>
<th>Change in %</th>
</tr>
</thead>
<tbody>
<tr>
<td>2008/09</td>
<td>4,463</td>
<td>140.75%</td>
</tr>
<tr>
<td>2009/10</td>
<td>10,744</td>
<td>33.28%</td>
</tr>
<tr>
<td>2010/11</td>
<td>14,319</td>
<td></td>
</tr>
</tbody>
</table>

........ Change in %
Cash generated from operations

Fiscal Year 2010/11

<table>
<thead>
<tr>
<th>Year</th>
<th>Cash generated from operations</th>
<th>Capital investments excluding financial assets</th>
</tr>
</thead>
<tbody>
<tr>
<td>2008/09</td>
<td>14,719</td>
<td>7,455</td>
</tr>
<tr>
<td>2009/10</td>
<td>23,497</td>
<td>8,009</td>
</tr>
<tr>
<td>2010/11</td>
<td>15,702</td>
<td>6,397</td>
</tr>
</tbody>
</table>
Capital investments excluding financial assets

Total Group investments: 6,397

- Production 1,579
- Distribution 4,043
- Infrastructure 775
Development of inventories

Fiscal Year 2010/11

<table>
<thead>
<tr>
<th>Year</th>
<th>Raw materials and supplies</th>
<th>Work-in-process</th>
<th>Finished goods and merchandise</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010/11</td>
<td>7,082</td>
<td>7,695</td>
<td>19,990</td>
<td>41,432</td>
</tr>
<tr>
<td>2009/10</td>
<td>6,891</td>
<td>5,542</td>
<td>32,490</td>
<td>37,557</td>
</tr>
<tr>
<td>2008/09</td>
<td>8,901</td>
<td>6,099</td>
<td>35,747</td>
<td>44,747</td>
</tr>
</tbody>
</table>
Net debt and gearing ratio

Fiscal Year 2010/11

Net debt and gearing ratio

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>Net debt (in TEUR)</th>
<th>Debt/equity ratio</th>
</tr>
</thead>
<tbody>
<tr>
<td>2008/09</td>
<td>33,853</td>
<td></td>
</tr>
<tr>
<td>2009/10</td>
<td>19,668</td>
<td>24.8%</td>
</tr>
<tr>
<td>2010/11</td>
<td>12,693</td>
<td>15.1%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>Gross liquidity (in TEUR)</th>
<th>Bank loans and overdrafts and other financial liabilities (in TEUR)</th>
<th>Net debt (in TEUR)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2008/09</td>
<td>41,246</td>
<td>33,853</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>(40,000)</td>
</tr>
<tr>
<td>2009/10</td>
<td>28,094</td>
<td>19,668</td>
<td>5,929</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>(20,000)</td>
</tr>
<tr>
<td>2010/11</td>
<td>18,622</td>
<td>12,693</td>
<td>8,426</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>(0)</td>
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<tr>
<td></td>
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<td></td>
<td>7,393</td>
</tr>
</tbody>
</table>

(40,000) (20,000) 0 20,000
Shareholders’ equity and earnings per share

Fiscal Year 2010/11

Shareholders’ equity and earnings per share
Price development of the Wolford share and market capitalization
(indexed)

Fiscal Year 2010/11
Wolford in the 2011/12 fiscal year

- **Positive outlook for 2011/12**
  - Sales growth in the first weeks of the 2011/12 fiscal year
  - Higher level of fixed orders for the fall/winter collection 2011/12
  - Further improvement of sales and earnings expected

- **Prerequisites created for further growth**
  - Balanced product portfolio
  - High quality distribution
  - Cost-optimizing planning, development and steering instruments

- **Medium-term objectives**
  - Increased focus on shapewear products
  - Higher share of sales with proprietary outlets / monobrand distribution
  - Intensified market penetration in China