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**UNI-PRESIDENT CHINA HOLDINGS LTD.**  
**統一企業中國控股有限公司**

*(a company incorporated in the Cayman Islands with limited liability)*

**(Stock Code: 220)**

**PRESENTATION ON 2022 INTERIM RESULTS**

A presentation in relation to the results of Uni-President China Holdings Ltd. and its subsidiaries for the six months ended 30 June 2022 is appended to this announcement.

On behalf of the Board  
**Uni-President China Holdings Ltd.**  
**Lo Chih-Hsien**  
*Chairman*

11 August 2022

*As at the date of this announcement, the Board comprised Mr. Lo Chih-Hsien and Mr. Liu Xinhua as executive directors; Mr. Chen Kuo-Hui and Mr. Su Tsung-Ming as non-executive directors; and Mr. Chen Sun-Te, Mr. Chen Johnny, Dr. Fan Ren-Da, Anthony and Mr. Lo Peter as independent non-executive directors.*



**統一企業中國控股有限公司**

**UNI-PRESIDENT CHINA HOLDINGS LTD.**

# **2022 Interim Results**

**11 August, 2022**

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# Results Highlight

<i>(In RMB mn unless otherwise noted)</i>	1H22	1H21	YoY
Revenue	13,940	13,007	7.2%
Gross profit	4,199	4,533	-7.4%
<b>Gross margin</b>	<b>30.1%</b>	<b>34.8%</b>	<b>-4.7 ppts</b>
Operating profit **	731	1,058	-30.9%
<b>Operating margin</b>	<b>5.2%</b>	<b>8.1%</b>	<b>-2.9 ppts</b>
Pretax profit	856	1,181	-27.6%
<b>Pretax margin</b>	<b>6.1%</b>	<b>9.1%</b>	<b>-3.0 ppts</b>
Net profit	614	847	-27.5%
<b>Net margin</b>	<b>4.4%</b>	<b>6.5%</b>	<b>-2.1 ppts</b>
EPS (RMB cents)	14.22	19.62	-27.5%
<b>ROE *</b>	<b>4.7%</b>	<b>6.3%</b>	<b>-1.6 ppts</b>

\*ROE figures are based on average equity attributable to shareholders of the company; \*\*The decrease was mainly due to the increase in bulk raw material prices, rise in global oil prices and increase in transportation fees due to impacts of the pandemic.

# Earnings drivers (1H22)

(RMB mn)

1H22 vs. 1H21



\* Including selling and marketing, administrative, other income/expenses and other gains/ (losses) - net;

\*\*The decrease was mainly due to the increase in bulk raw material prices, rise in global oil prices and increase in transportation fees due to impacts of the pandemic.

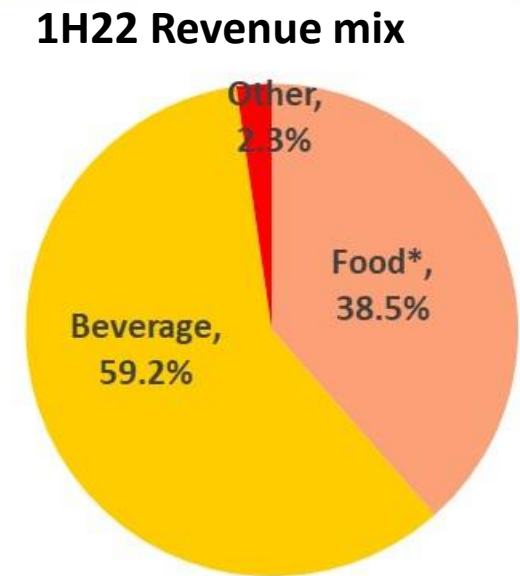
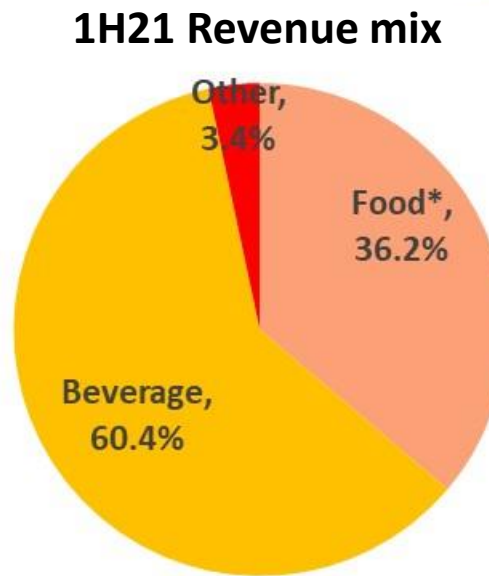
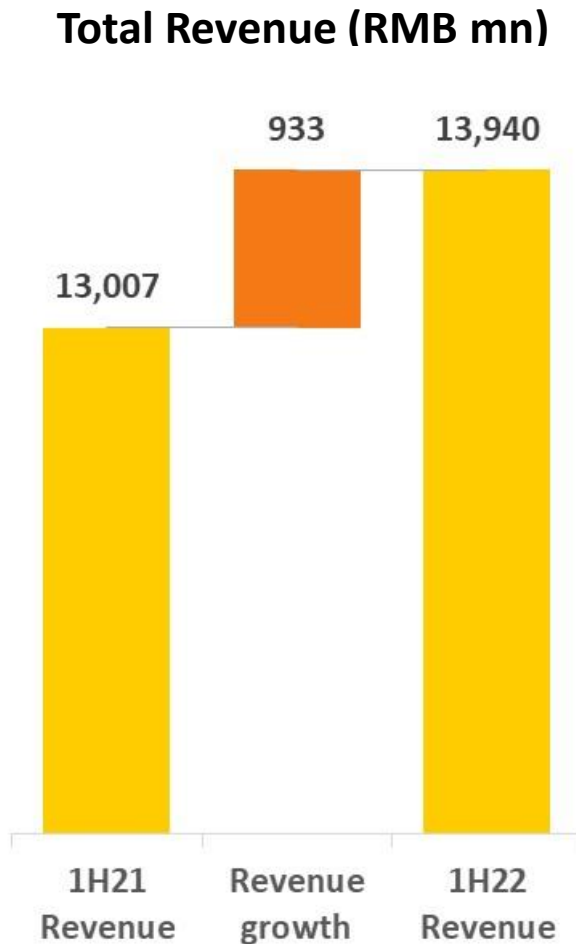
# Financial Highlights

<i>(RMB mn)</i>	1H22		2021	
	Amount	%	Amount	%
Cash*	8,623	38%	7,794	35%
Borrowings**	2,745	12%	112	1%
Total Assets	22,421	100%	22,065	100%
Total Equity	12,572	56%	13,765	62%
(Borrowings** - Cash*)/ Equity	-46.8%		-55.8%	
Current Ratio	86.1%		95.8%	
Trade Receivable Turnover Days	9		9	
Inventories Turnover Days	40		46	
Trade Payable Turnover Days	41		42	

\* Including cash and bank balances, long-term time deposits, and financial assets at fair value through profit or loss

\*\* excluding lease liabilities

# Revenue breakdown by product

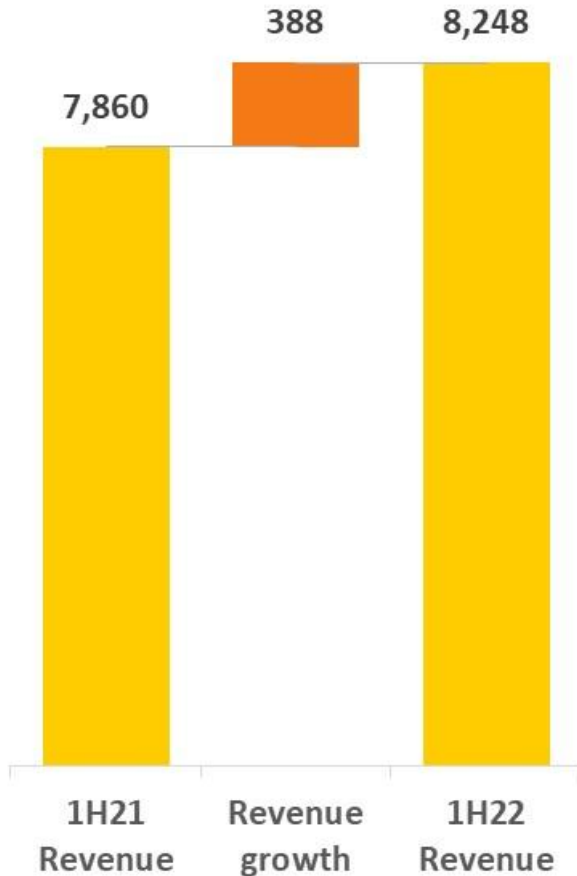


- Total revenue growth of 7.2% YoY while food business revenue up 14% YoY in 1H22. The Group continues to focus on its operation by building a flexible supply chain and integrating online and offline channels to achieve channel diversification.

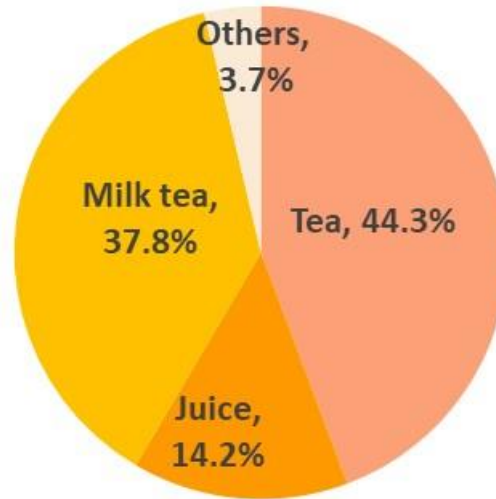
\* Food segment brands mainly include “Soup Daren”, self-heating meals “Kai Xiao Zao”, “Uni-President The King of Tomato”, etc.

# Beverage rev\* breakdown by type

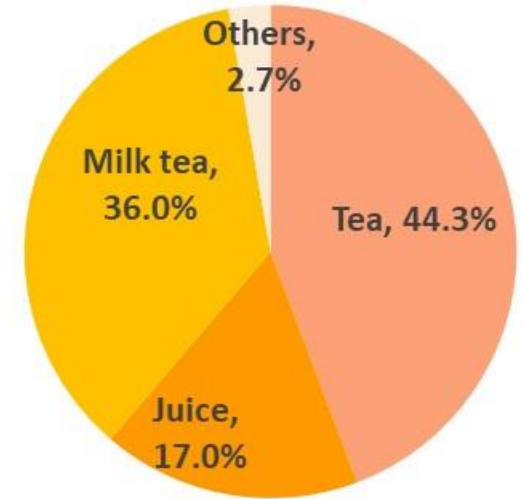
Total Revenue (RMB mn)



1H21 Revenue mix



1H22 Revenue mix



- Total beverage revenue up 4.9% YoY in 1H22. Juice revenue up 25.7% YoY for 1H22. Specifically, Uni Guo Yang Kumquat Lemon Beverage (統一果漾金桔檸檬) registered multifold growth in revenue in 1H22.

\* Milk Tea brands mainly include "Uni Assam Milk Tea", "Pure and Noble Milk Tea", etc.; Tea drinks brands mainly include "Uni Green Tea", "Uni Ice Tea", "Classmate Xiaoming", "Uni Plum Green Tea", "Chai Li Won", etc.; Juice brands mainly include "Uni Orangeate", "Haizhiyan", "Uni Guo Yang Kumquat Lemon Beverage", "Uni Crystal Sugar Pear Drink", etc.; Others mainly include Coffee brand such as "A-Ha Iced Coffee", Bottled Water brand such as "ALKAQUA", etc.



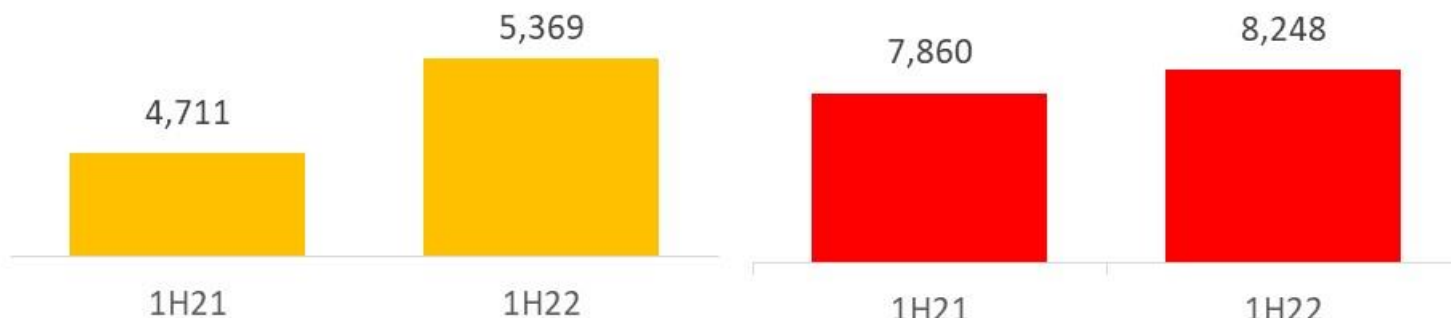
# Segment Performance

(RMB mn)

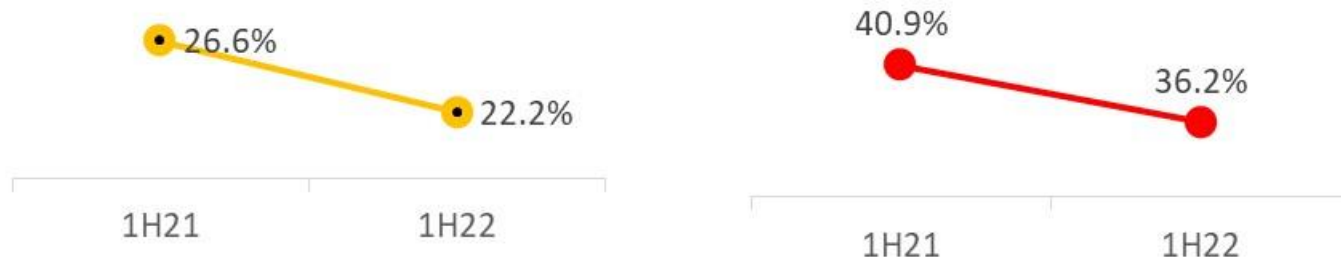
Food\*

Beverages

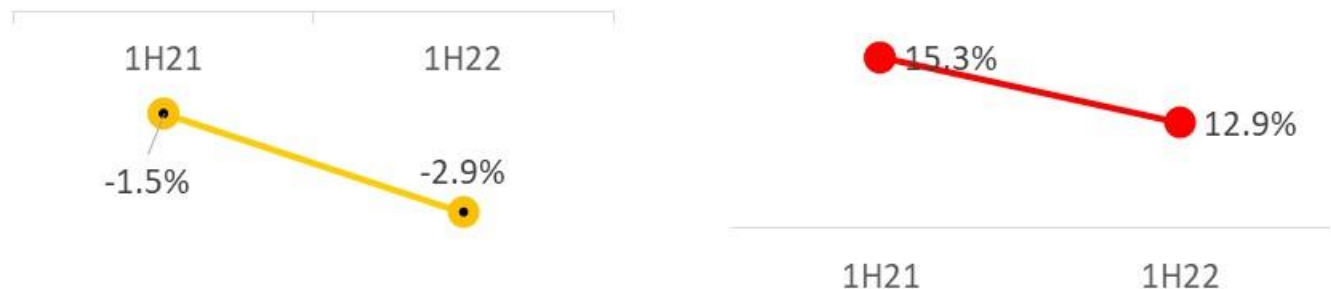
Revenue



Gross margin



Operating margin\*\*



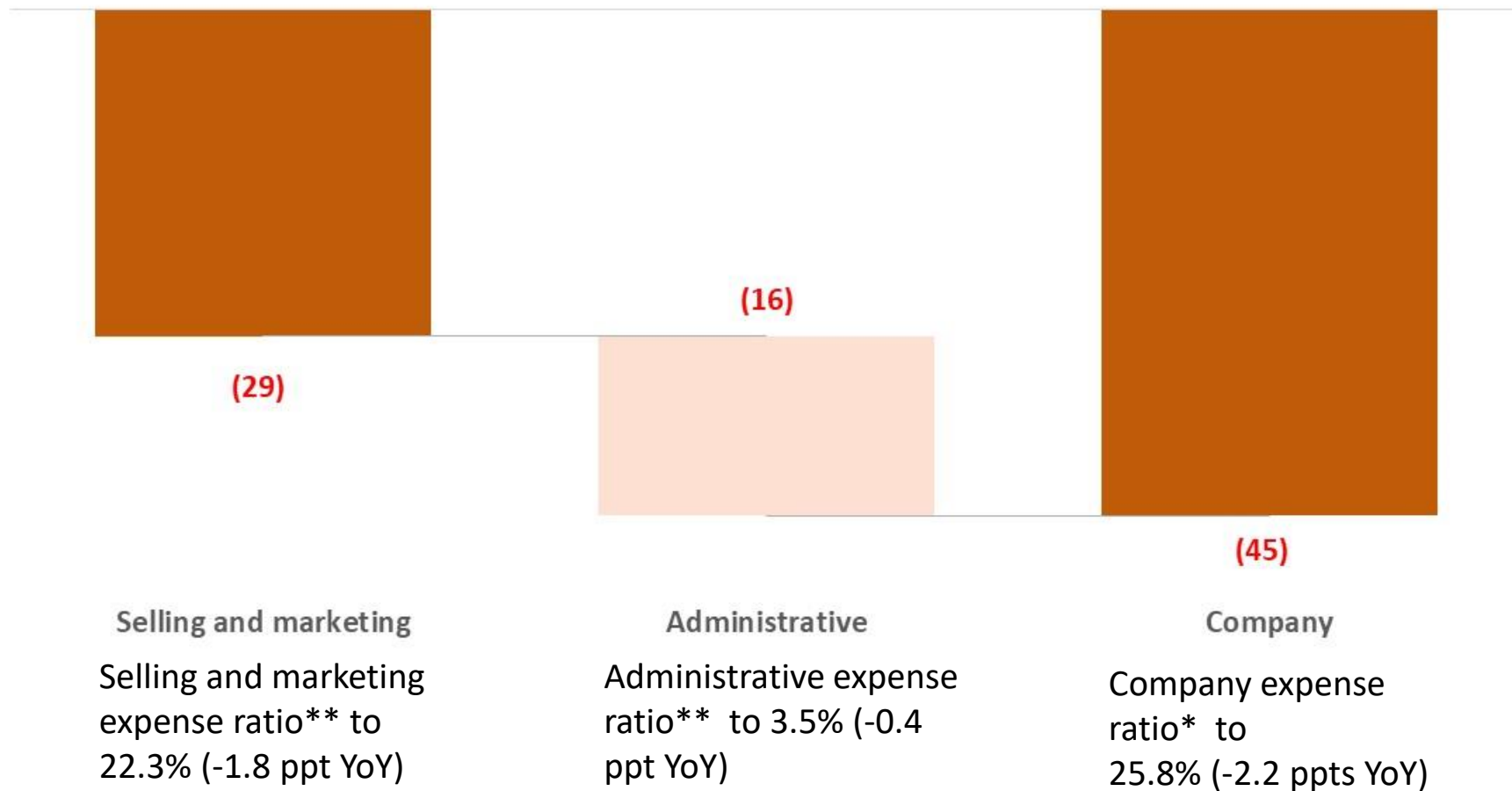
\* Food segment include self-heating meals “Kai Xiao Zao (開小灶)”

\*\*Segment profit does not include unallocated profit/ (loss)

# Expenses breakdown

(RMB mn)

1H22 vs. 1H21

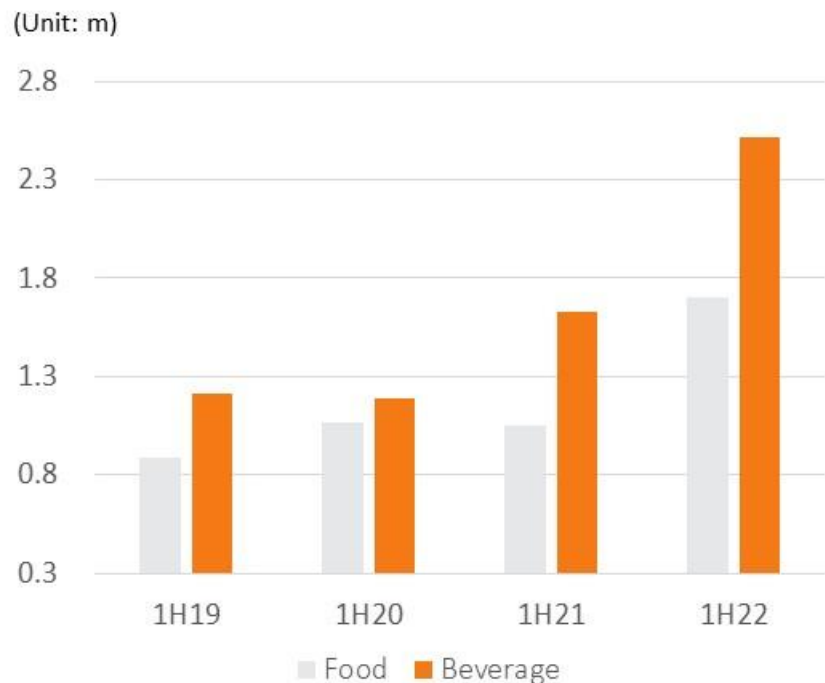


\* Selling and marketing plus administrative expense \*\* As % of revenue

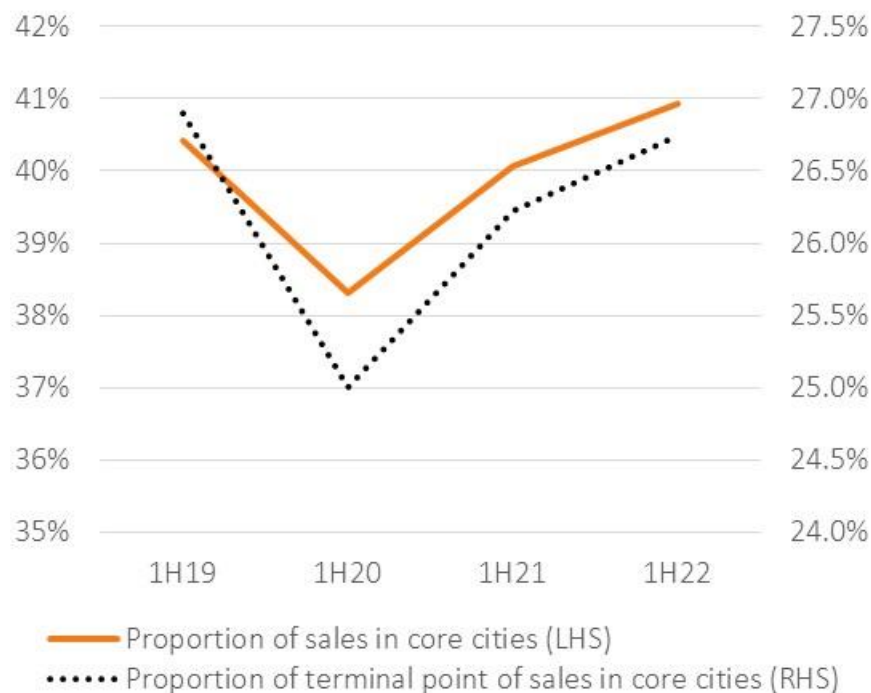
# Create sustainable growth

- The number of terminal point of sales for food and beverage grew at a CAGR of 24% and 28% for the past three years, respectively.

## Increasing number of terminal point of sales for food and beverage



## Increasing proportion of terminal point of sales in core cities



# Q & A Session

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