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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 ANNUAL RESULTS
FOR THE YEAR ENDED 31 DECEMBER 2022

A presentation in relation to the results of Uni-President China Holdings Ltd. and its subsidiaries for the year ended 31 December 2022 is appended to this announcement.

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

Hong Kong, 8 March 2023

As at the date of this announcement, the Board comprised Mr. Lo Chih-Hsien and Mr. Liu Xinhua as executive directors; Ms. Chien Chi-Lin, 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 Annual Results

8 March, 2023

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Results Highlight

(In RMB mn unless otherwise noted)

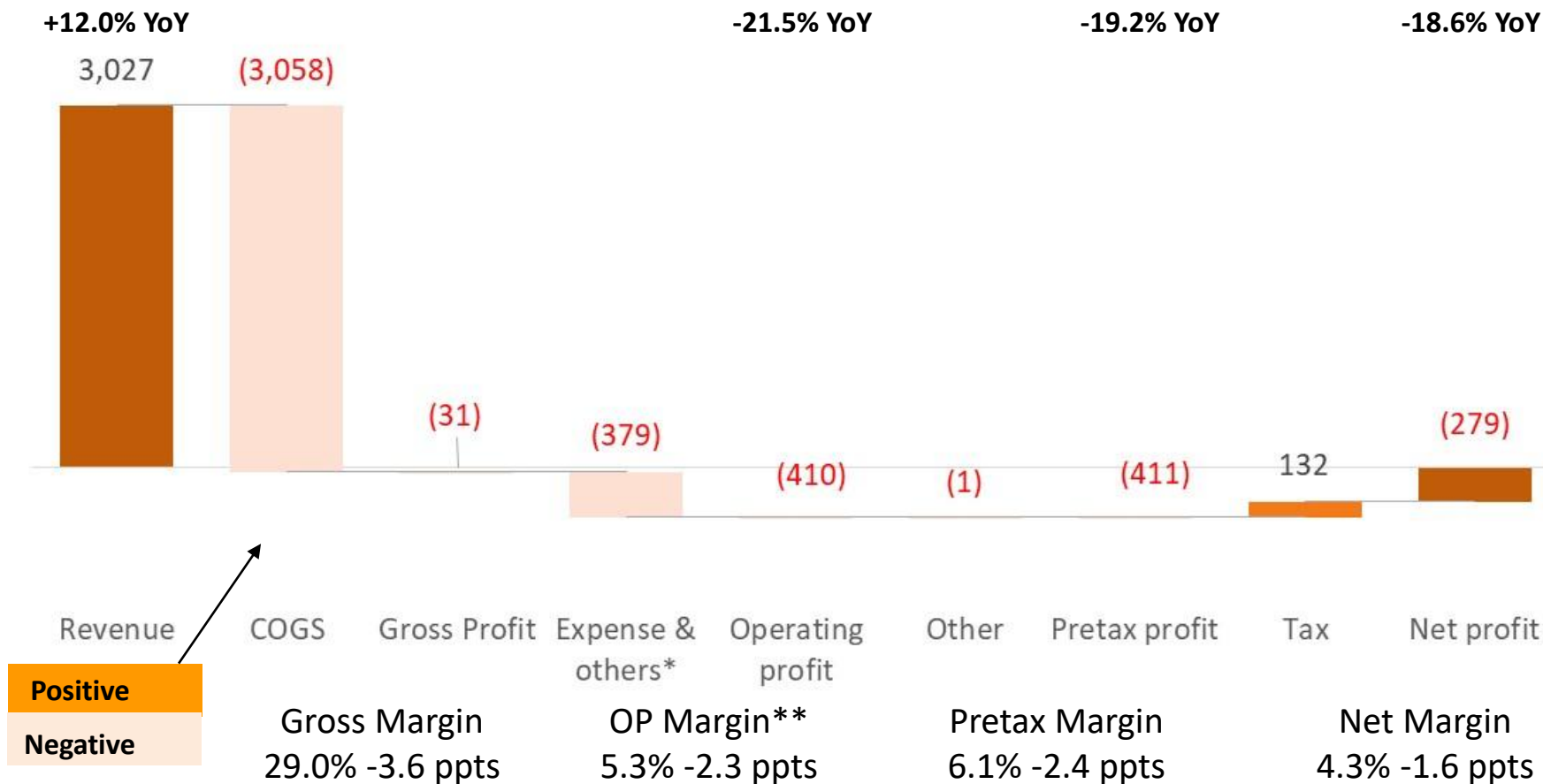
	2022	2021	YoY
Revenue	28,257	25,231	12.0%
Gross profit	8,188	8,219	-0.4%
Gross margin	29.0%	32.6%	-3.6 pts
Operating profit **	1,496	1,906	-21.5%
Operating margin	5.3%	7.6%	-2.3 pts
Pretax profit	1,731	2,142	-19.2%
Pretax margin	6.1%	8.5%	-2.4 pts
Net profit	1,222	1,501	-18.6%
Net margin	4.3%	5.9%	-1.6 pts
EPS (RMB cents)	28.30	34.74	-18.6%
DPS (RMB cents) ***	33.95	41.69	-18.6%
ROE *	9.1%	10.9%	-1.8 pts

*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 and increase in transportation fees due to impacts of the pandemic. ***the board of directors of the Company will propose to declare a final cash dividend for the year at the forthcoming annual general meeting of the Company. Subject to the approval of Shareholders at the forthcoming annual general meeting of the Company.

Earnings drivers (2022)

(RMB mn)

2022 vs. 2021



* 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 and increase in transportation fees due to impacts of the pandemic.

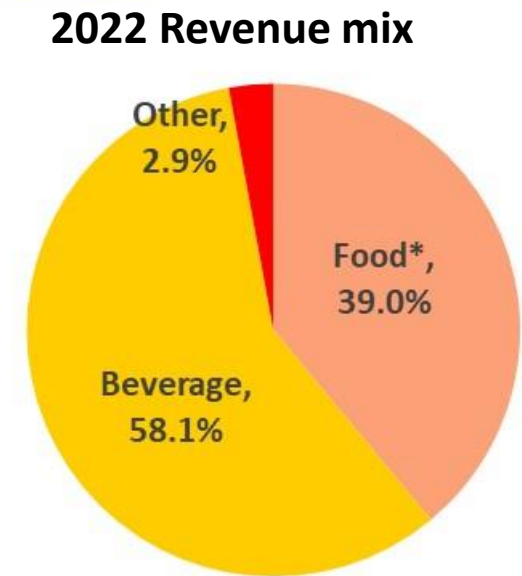
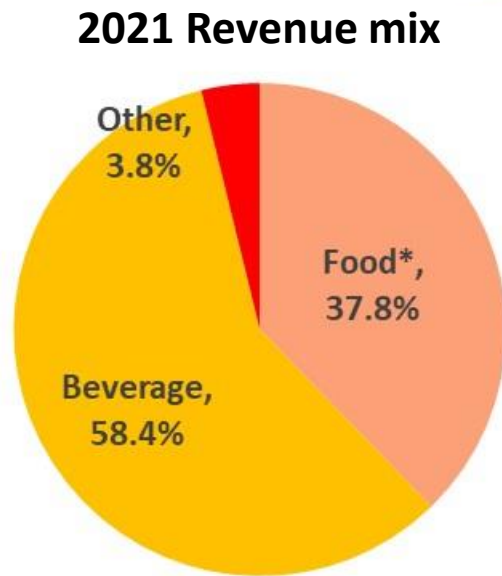
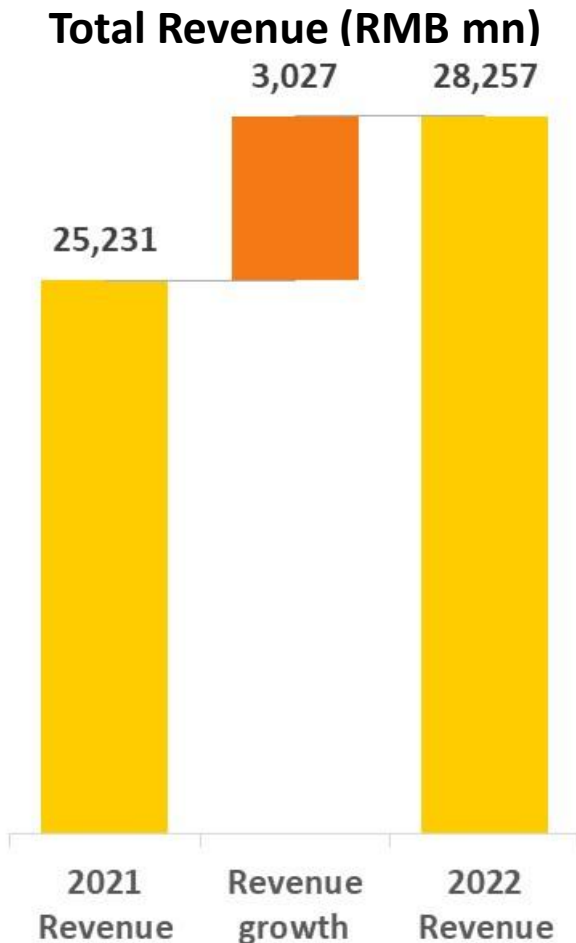
Financial Highlights

	2022		2021	
	Amount	%	Amount	%
<i>(RMB mn)</i>				
Cash [*]	7,673	35%	7,794	35%
Borrowings ^{**}	768	4%	112	1%
Total Assets	21,784	100%	22,065	100%
Total Equity	13,181	61%	13,765	62%
(Borrowings ^{**} - Cash [*])/ Equity	-52.4%		-55.8%	
Current Ratio	106.2%		95.8%	
Trade Receivable Turnover Days	9		9	
Inventories Turnover Days	44		46	
Trade Payable Turnover Days	43		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

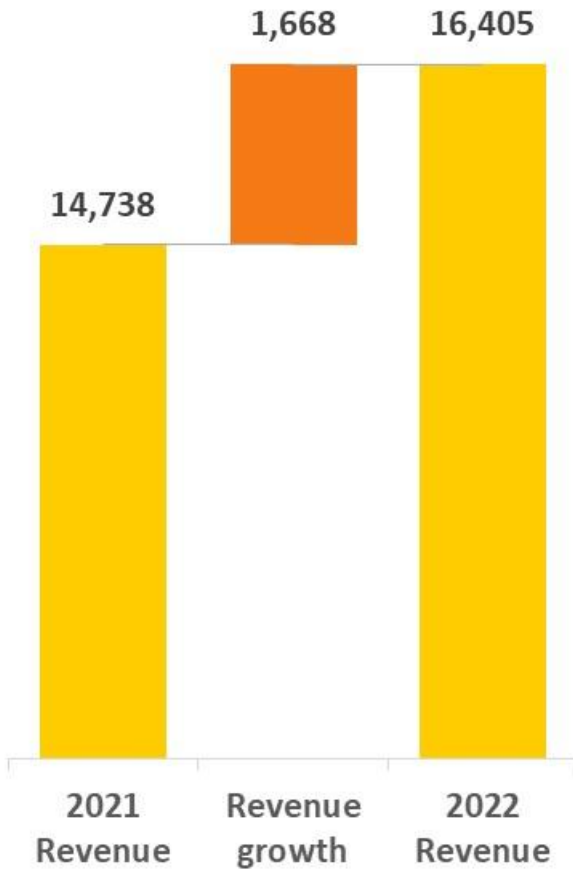


- Total revenue growth of 12.0% YoY. Amidst uncertainties caused by the pandemic, we continued to focus on investing in future, creating value, managing risk and increasing resilience, through which we have strengthened to turn a new page for growth. Since 2019, the Group's revenue has been growing at a compound annual growth rate of 8.7%.

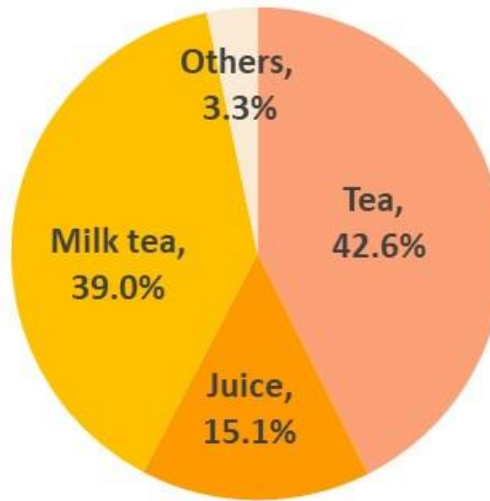
* Food segment brands mainly include "Soup Daren", self-heating meals "Kai Xiao Zao", "Uni-President The King of Tomato", etc.

Beverage rev* breakdown by type

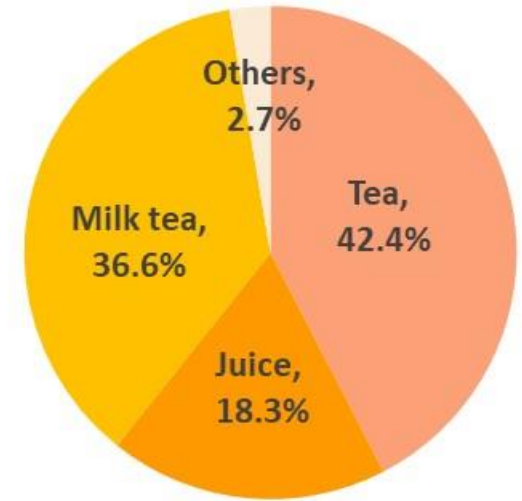
Total Revenue (RMB mn)



2021 Revenue mix



2022 Revenue mix



- Total beverage revenue up 11.3% YoY in 2022. Juice revenue up 35.4% YoY for 2022, which contributed 18.3% to the Group's beverage revenue, a 6-year high.

* Milk Tea brands mainly include "Uni Assam 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.

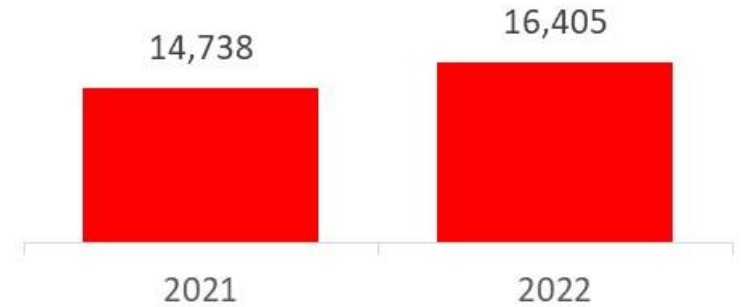
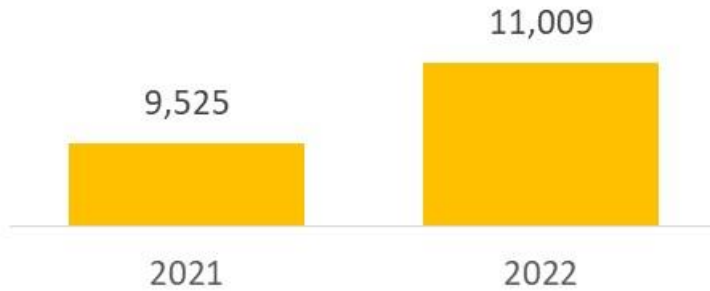
Segment Performance

(RMB mn)

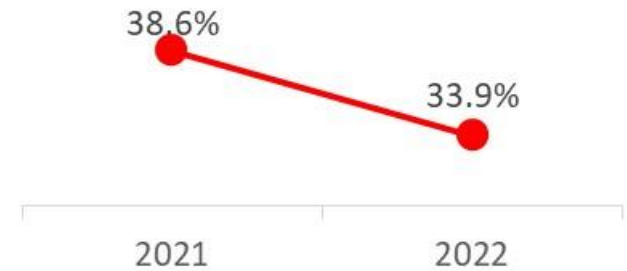
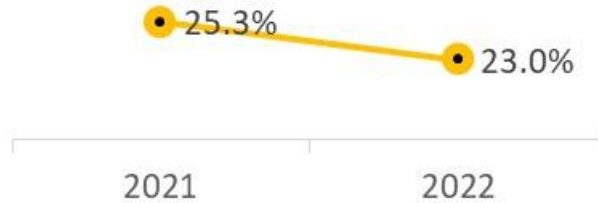
Food*

Beverages

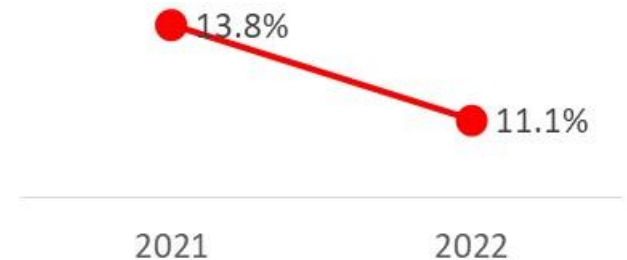
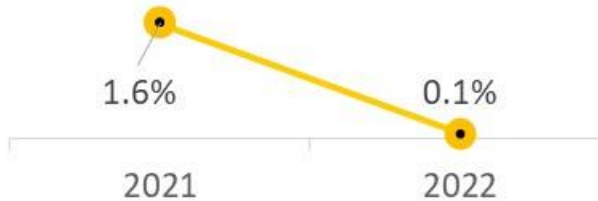
Revenue



Gross margin



Operating margin**



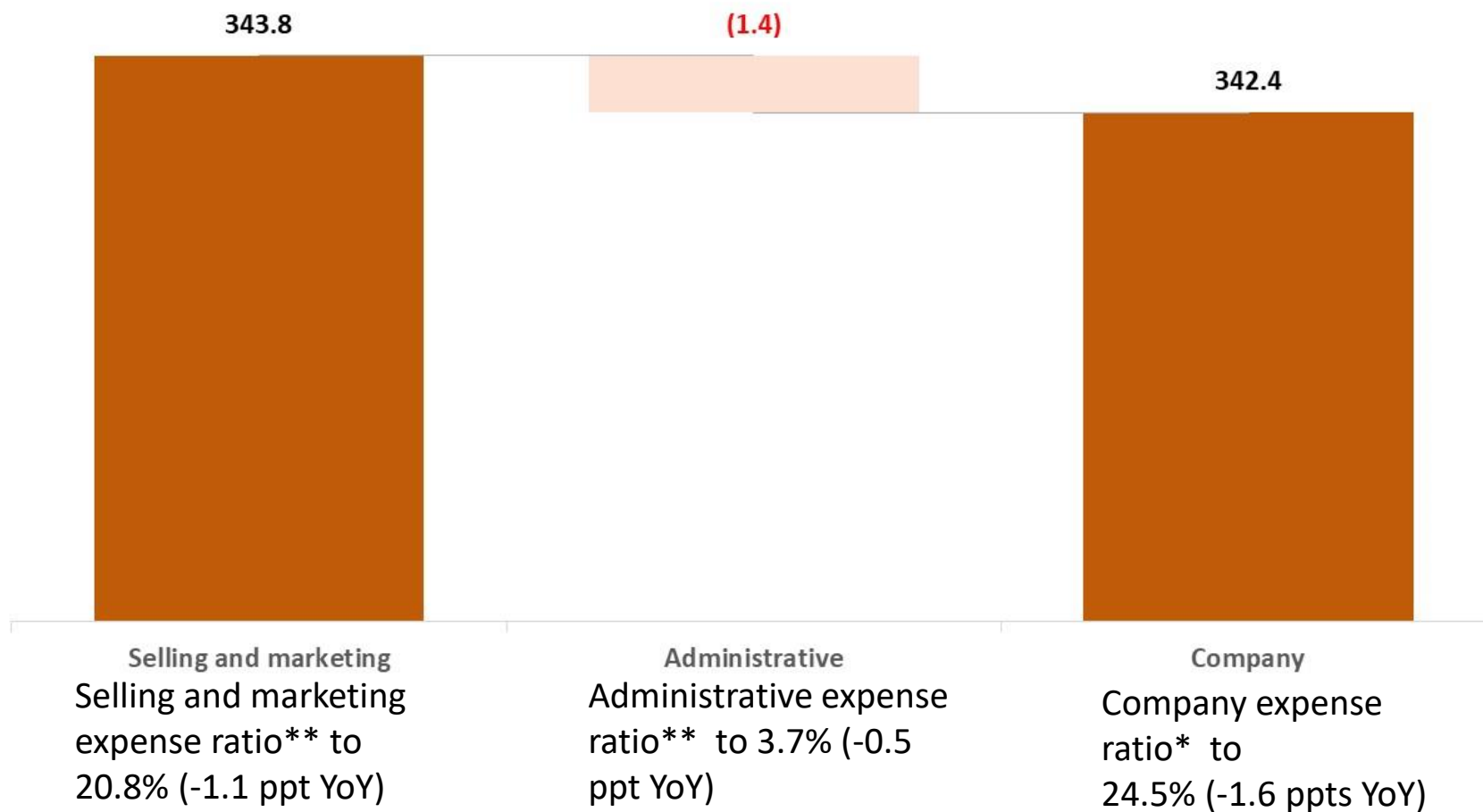
* Food segment include self-heating meals “Kai Xiao Zao (開小灶)”

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

Expenses breakdown

(RMB mn)

2022 vs. 2021



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

Q & A Session



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