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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 2023 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 2023 is appended to this announcement.

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

9 August 2023

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, Ms. Chien Chi-Lin and Mr. Su Tsung-Ming as non-executive directors; and, Mr. Chen Johnny, Mr. Chen Sun-Te, 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.

2023 Interim Results

9 August, 2023

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Results Highlight

(In RMB mn unless otherwise noted)

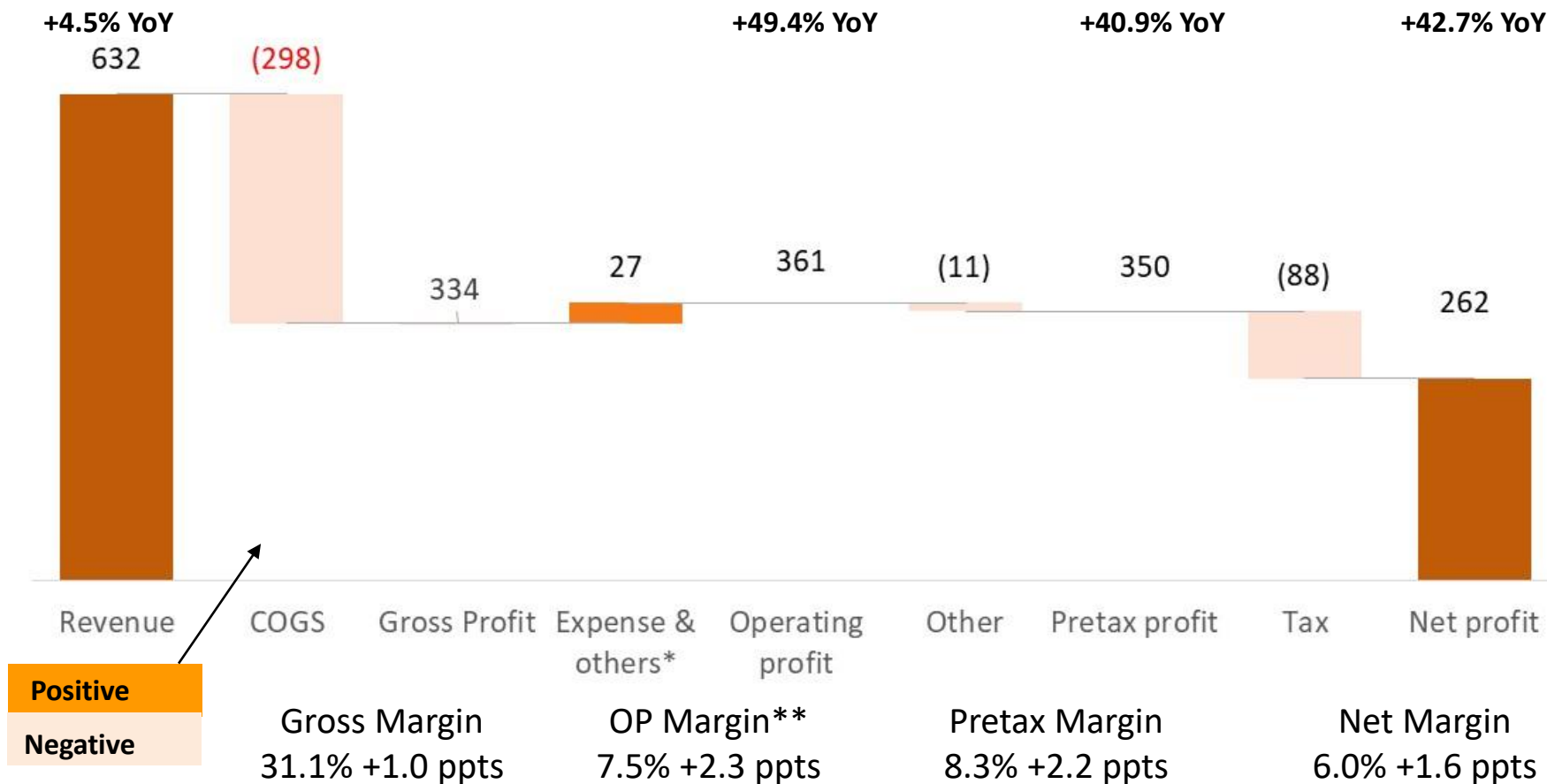
	1H23	1H22	YoY
Revenue	14,572	13,940	4.5%
Gross profit	4,533	4,199	8.0%
Gross margin	31.1%	30.1%	1.0 ppts
Operating profit **	1,092	731	49.4%
Operating margin	7.5%	5.2%	2.3 ppts
Pretax profit	1,206	856	40.9%
Pretax margin	8.3%	6.1%	2.2 ppts
Net profit	877	614	42.7%
Net margin	6.0%	4.4%	1.6 ppts
EPS (RMB cents)	20.30	14.22	42.7%
ROE *	6.8%	4.7%	2.1 ppts

*ROE figures are based on average equity attributable to shareholders of the company; **The increase was mainly attributable to the one-off gain from the disposal of land use right of a piece of land located in Hefei, the PRC of RMB341.8 million.

Earnings drivers (1H23)

(RMB mn)

1H23 vs. 1H22



Positive
Negative

* Including selling and marketing, administrative, other income/expenses and other gains/ (losses) - net; ** The increase was mainly attributable to the one-off gain from the disposal of land use right of a piece of land located in Hefei, the PRC of RMB341.8 million.

Financial Highlights

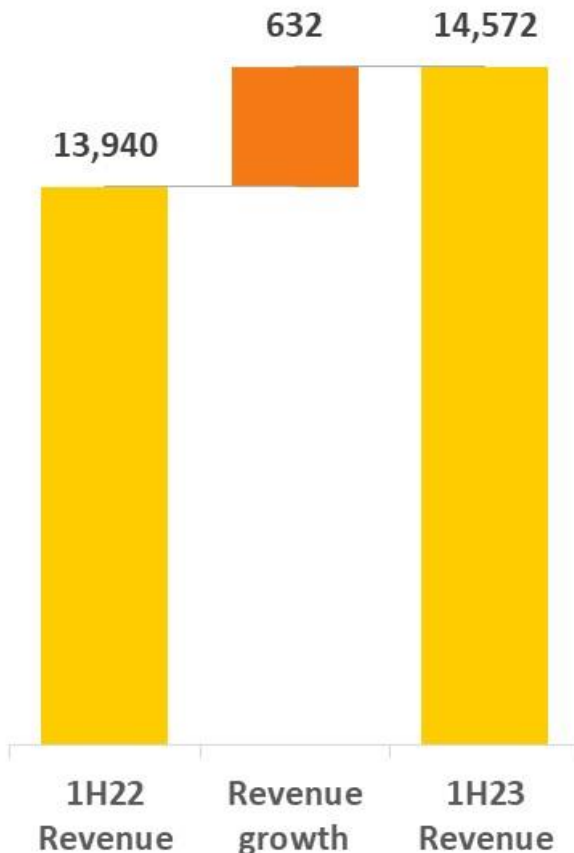
(RMB mn)	1H23		2022	
	Amount	%	Amount	%
Cash [*]	8,591	39%	7,673	35%
Borrowings ^{**}	2,602	12%	768	4%
Total Assets	22,247	100%	21,784	100%
Total Equity	12,592	57%	13,181	61%
(Borrowings ^{**} - Cash [*]) / Equity	-47.6%		-52.4%	
Current Ratio	81.6%		106.2%	
Trade Receivable Turnover Days	9		9	
Inventories Turnover Days	39		44	
Trade Payable Turnover Days	44		43	

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

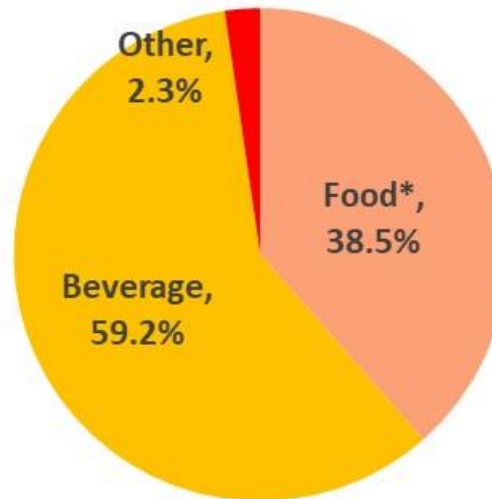
** excluding lease liabilities

Revenue breakdown by product

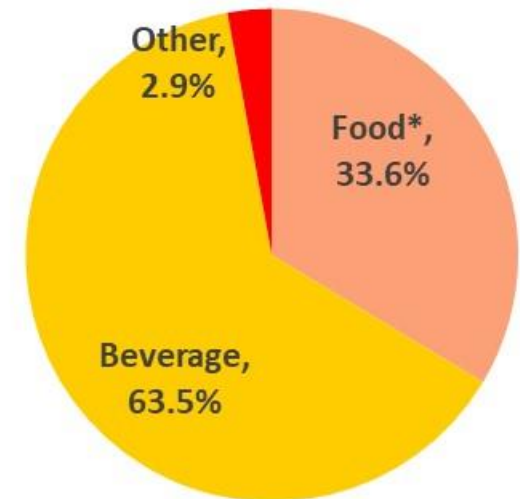
Total Revenue (RMB mn)



1H22 Revenue mix



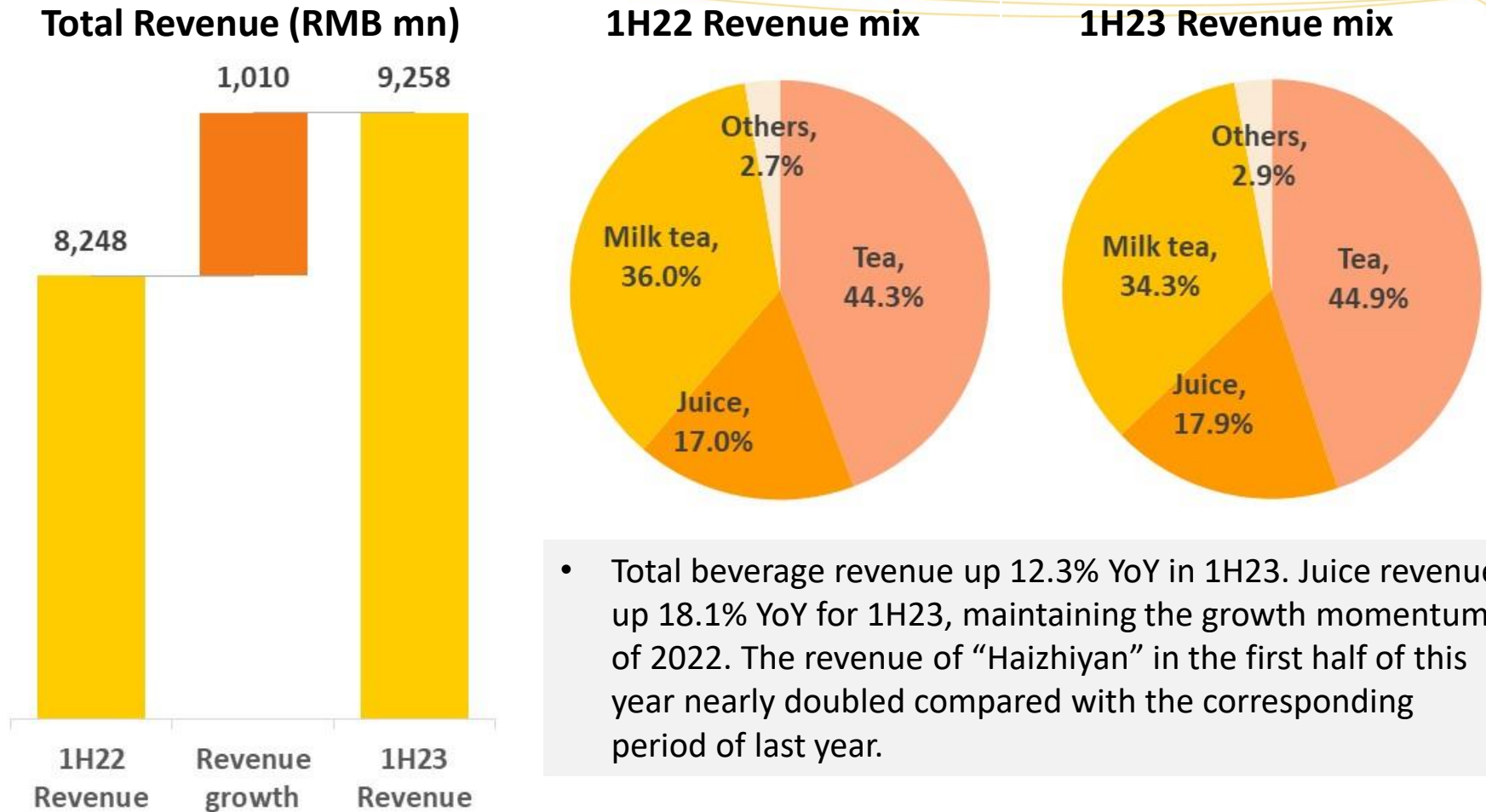
1H23 Revenue mix



- Total revenue growth of 4.5% YoY. Amidst uncertain environment, 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 1H19, the Group's revenue has been growing at a compound annual growth rate of 6.2%.

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

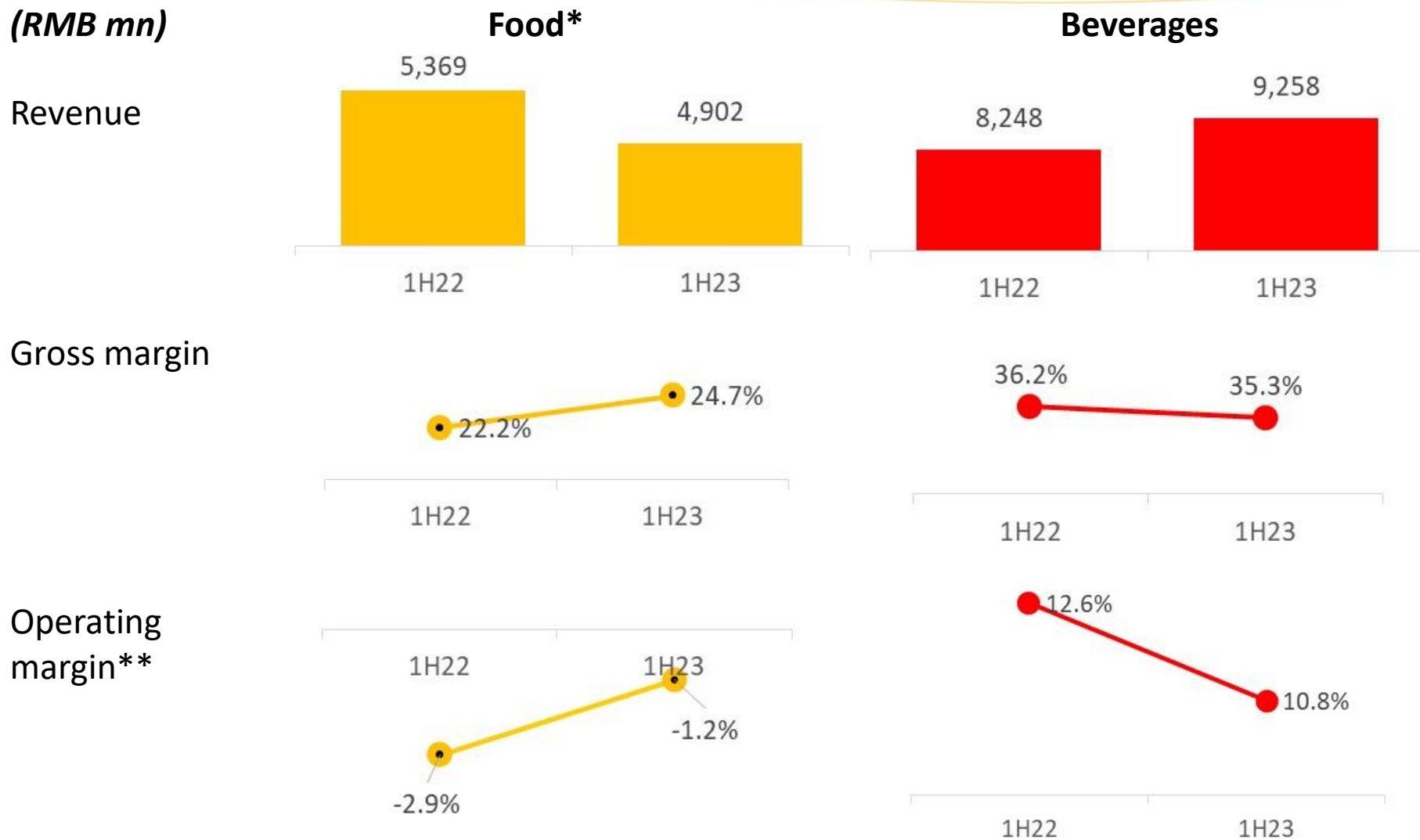
Beverage rev* breakdown by type



* 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)



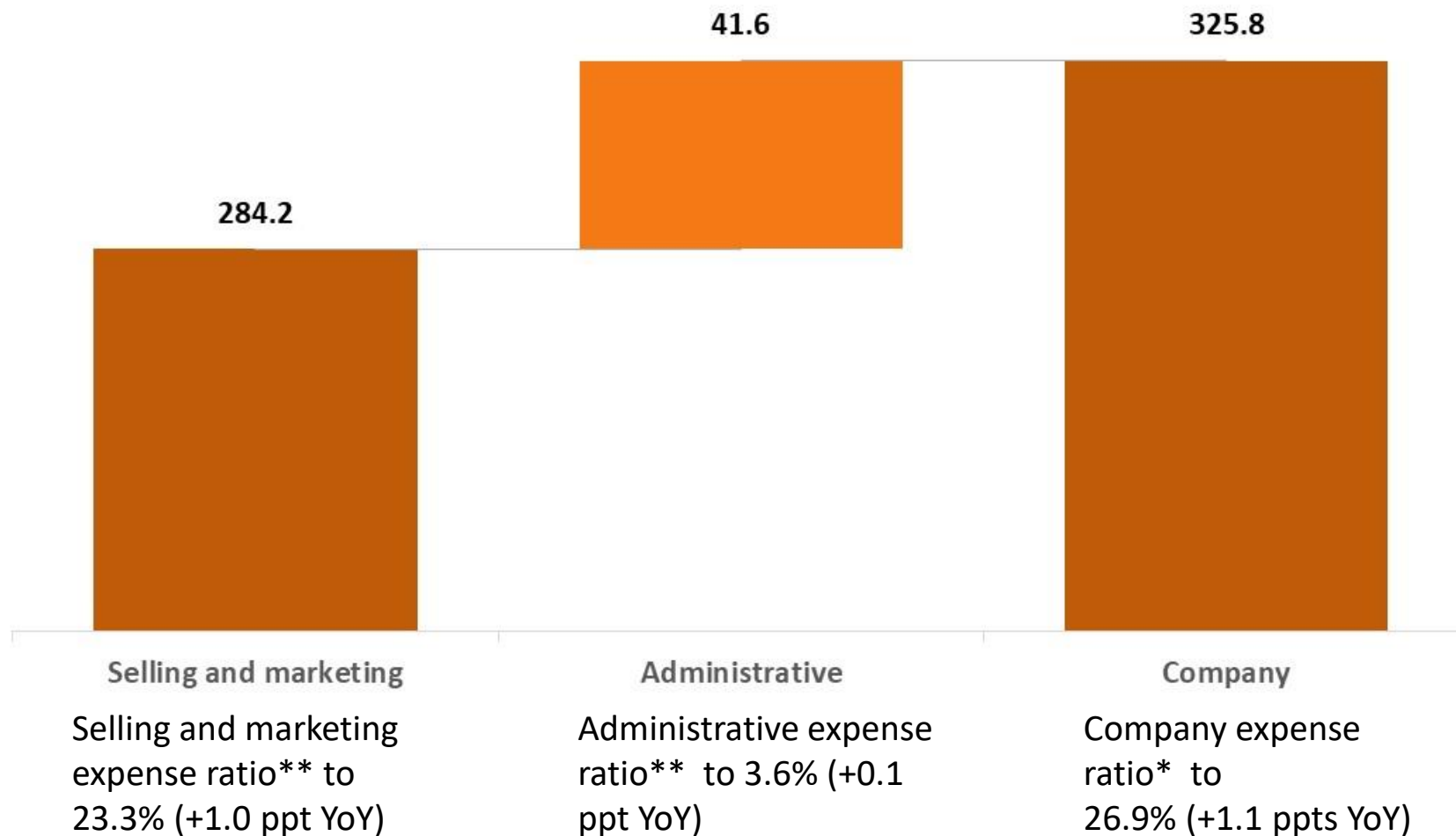
* Food segment include self-heating meals “Kai Xiao Zao (開小灶)”

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

Expenses breakdown

(RMB mn)

1H23 vs. 1H22



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

Q & A Session



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