

*Hong Kong Exchanges and Clearing Limited and The Stock Exchange of Hong Kong Limited take no responsibility for the contents of this announcement, make no representation as to its accuracy or completeness and expressly disclaim any liability whatsoever for any loss howsoever arising from or in reliance upon the whole or any part of the contents of this announcement.*



**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 2021 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 2021 is appended to this announcement.

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

Hong Kong, 10 August 2021

*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, Mr. 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.**

# **2021 Interim Results**

**10 August, 2021**

# Disclaimers

---

The information contained in this presentation is intended solely for your personal reference. Such information is subject to change without notice and no representation or warranty express or implied is made as to, and no reliance, should be placed on, the fairness, accuracy, completeness or correctness of the information contained in this presentation. This presentation does not intend to provide, and you may not rely on this presentation as providing, a complete or comprehensive analysis of the Company's financial or trading position or prospects. None of the Company nor any of its respective affiliates, advisors or representatives shall have any liability (in negligence or otherwise) whatsoever for any loss or damage howsoever arising from any use of this presentation or its contents or otherwise arising in connection with this presentation.

This presentation contains projections and forward-looking statements that may reflect the Company's current views with respect to future events and financial performance. Readers are cautioned not to place undue reliance on these forward-looking statements which are subject to various risks and uncertainties and no assurance can be given that actual results will be consistent with these forward-looking statements. The Company undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

This presentation does not constitute an offer or invitation to purchase or subscribe for any securities or financial instruments or the provision of any investment advice, and no part of it shall form the basis of or be relied upon in connection with any contract, commitment or investment decision in relation thereto, nor does this presentation constitute a recommendation regarding the securities or financial instruments of the Company.

# Results Highlight

(In RMB mn unless otherwise noted)

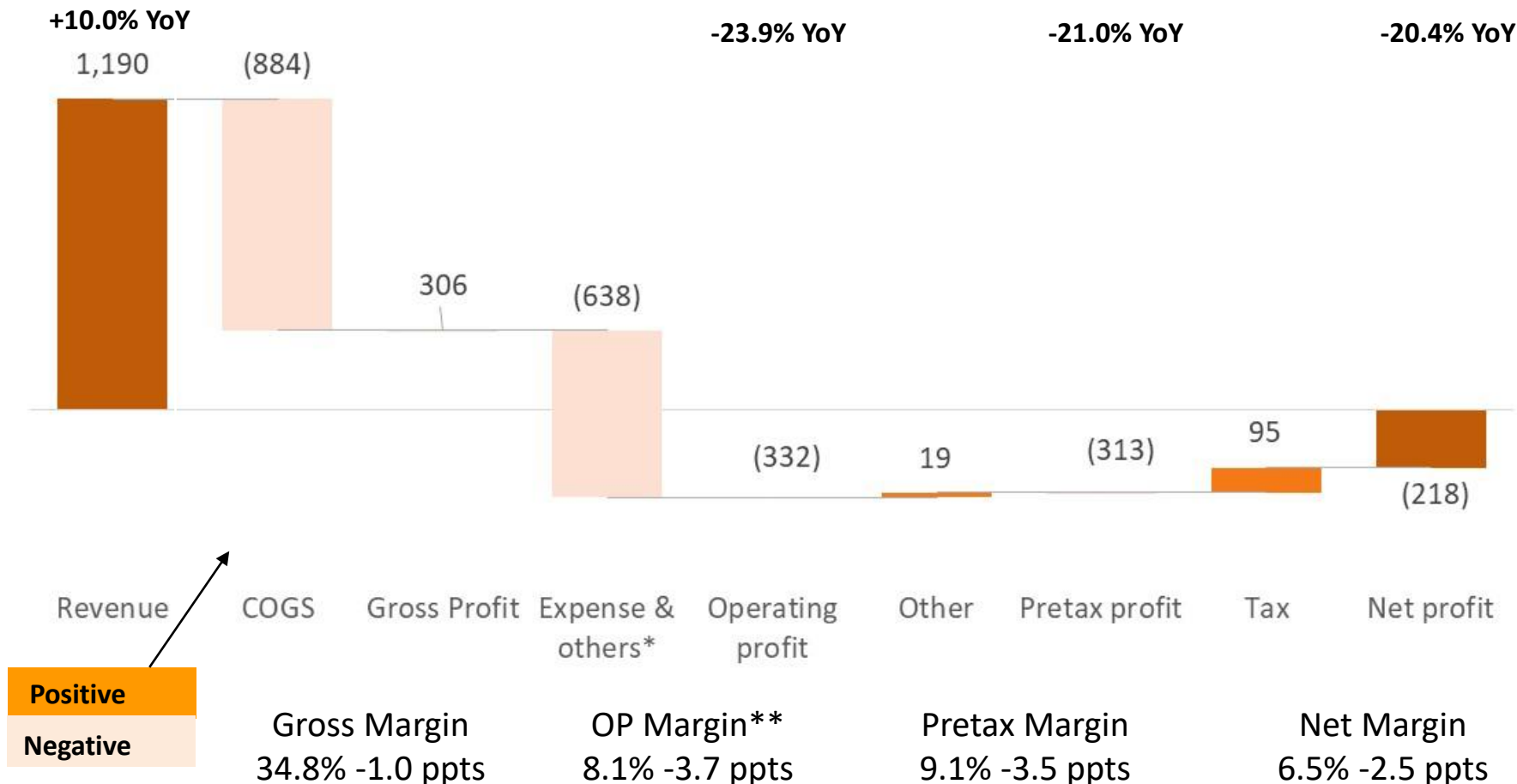
	1H21	1H20	YoY
Revenue	13,007	11,817	10.1%
Gross profit	4,533	4,226	7.3%
<b>Gross margin</b>	<b>34.8%</b>	<b>35.8%</b>	<b>-1.0 ppt</b>
Operating profit **	1,058	1,389	-23.9%
<b>Operating margin</b>	<b>8.1%</b>	<b>11.8%</b>	<b>-3.7 ppts</b>
Pretax profit	1,181	1,495	-21.0%
<b>Pretax margin</b>	<b>9.1%</b>	<b>12.6%</b>	<b>-3.5 ppts</b>
Net profit	847	1,065	-20.4%
<b>Net margin</b>	<b>6.5%</b>	<b>9.0%</b>	<b>-2.5 ppts</b>
EPS (RMB cents)	19.62	24.66	-20.4%
<b>ROE *</b>	<b>6.3%</b>	<b>7.9%</b>	<b>-1.6 ppts</b>

\*ROE figures are based on average equity attributable to shareholders of the company; \*\*As a result of the increase in selling and marketing and other expenses, the one-time gain incurred from the disposal of part of the land occupied by the Hefei factory during the corresponding period last year; the downward adjustment of social insurance by the PRC government in the corresponding period last year, the decrease in income from subsidies and other one-off factors this year.

# Earnings drivers (1H21)

(RMB mn)

1H21 vs. 1H20



Positive

Negative

\* Including selling and marketing, administrative, other income/expenses and other gains/ (losses) - net; \*\*As a result of the increase in selling and marketing and other expenses, the one-time gain incurred from the disposal of part of the land occupied by the Hefei factory during the corresponding period last year, the downward adjustment of social insurance by the PRC government in the corresponding period last year, and the decrease in income from subsidies and other one-off factors this year.

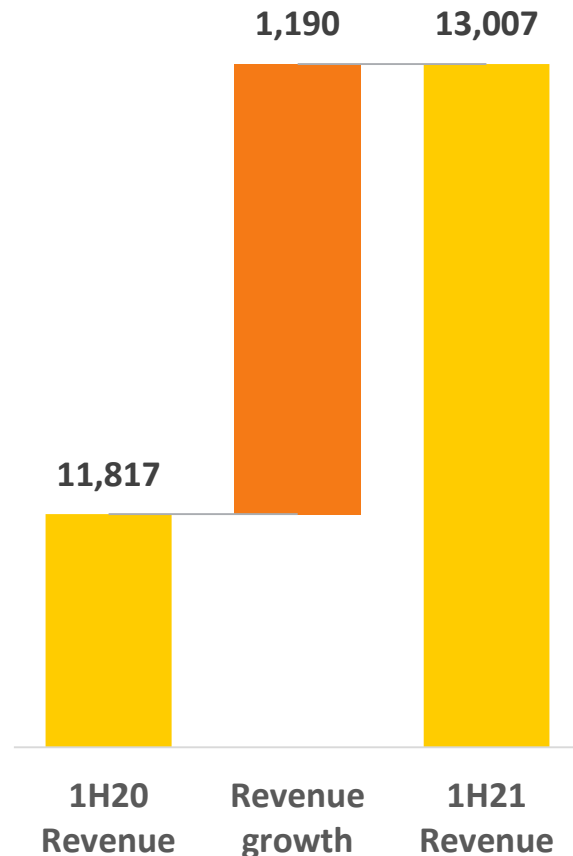
# Financial Highlights

	1H21		2020	
	Amount	%	Amount	%
Cash	7,563	35%	7,690	35%
Total Borrowings	1,666	8%	487	2%
Total Assets	21,526	100%	22,104	100%
Total Equity	13,112	61%	13,887	63%
(Total Borrowings - Cash*)/ Equity	-45.0%		-51.9%	
Current Ratio	76.5%		80.4%	
Trade Receivable Turnover Days	9		9	
Inventories Turnover Days	37		45	
Trade Payable Turnover Days	40		44	

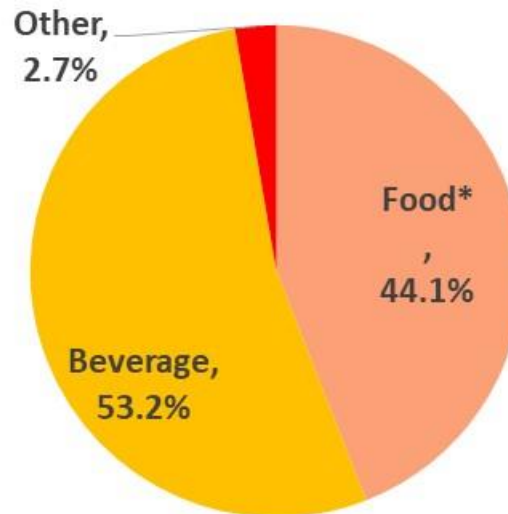
*\* Including cash and bank balances, long-term time deposits, and financial assets at fair value through profit or loss \*\* excluding lease liabilities*

# Revenue breakdown by product

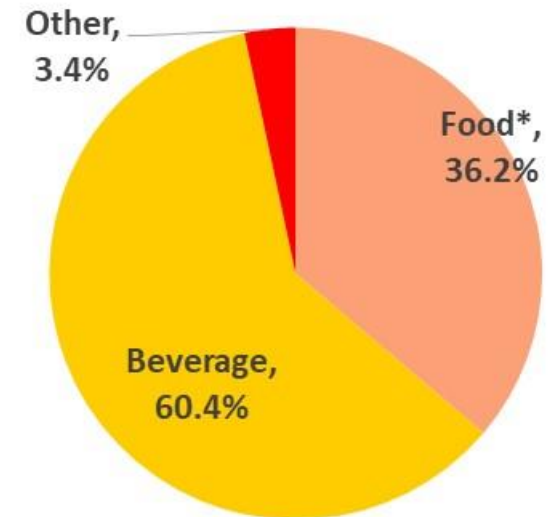
Total Revenue (RMB mn)



1H20 Revenue mix



1H21 Revenue mix



Total revenue growth of 10% YoY in 1H21. In the post-pandemic era, consumer demand for the instant food business is gradually returning to normal levels. “Kai Xiao Zao (開小灶)” revenue reported a rapid, double-digit growth for the same period.

\* Food segment brands mainly include “Soup Daren”, self-heating rice meals “Kai Xiao Zao”, “Uni-President Lao Tan Pickled Cabbage and Beef Noodles”, etc.

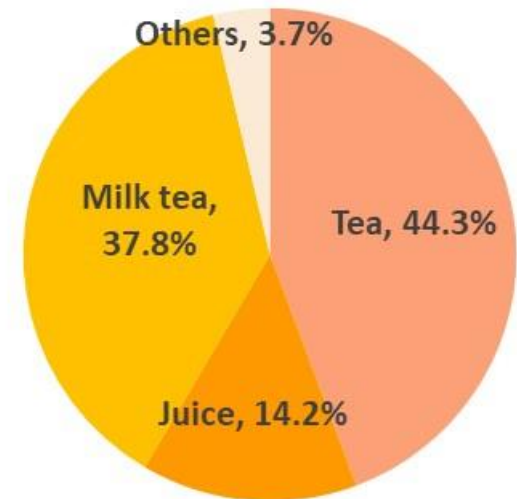
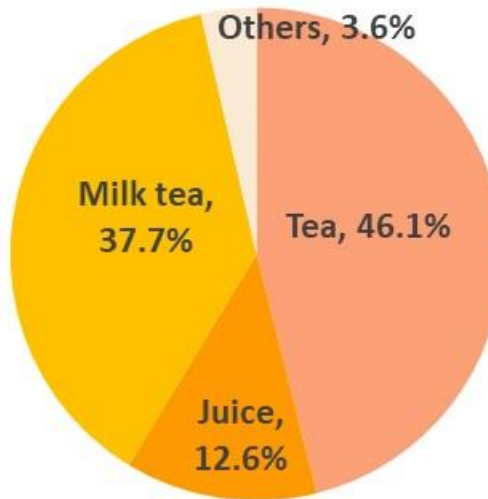
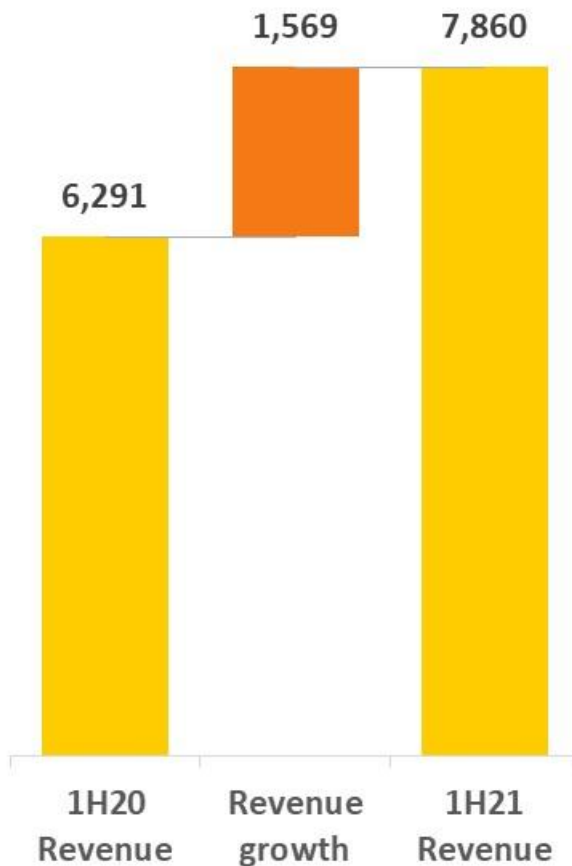


# Beverage rev\* breakdown by type

Total Revenue (RMB mn)

1H20 Revenue mix

1H21 Revenue mix



- Total beverage revenue up 25.0% YoY in 1H21. Specifically, Milk Tea revenue up 25.4% YoY, which enabled it to continue to take up the leading position in the market. Juice revenue up 40.5% YoY for 1H21.

\* 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", "Chai Li Won", etc.; Juice brands mainly include "Uni Orangeate", "Haizhiyan", "Uni Crystal Sugar Pear Drink", etc.; \*\*Others mainly include Coffee brand such as "A-Ha Iced Coffee", Bottled Water brand such as "ALKAQUA", etc.



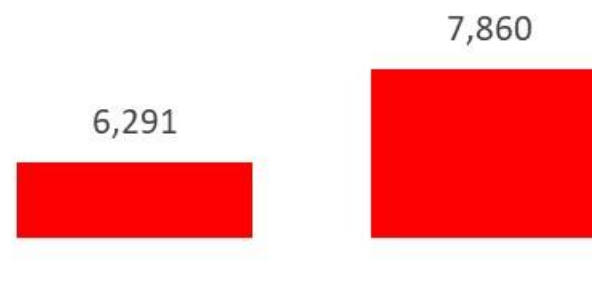
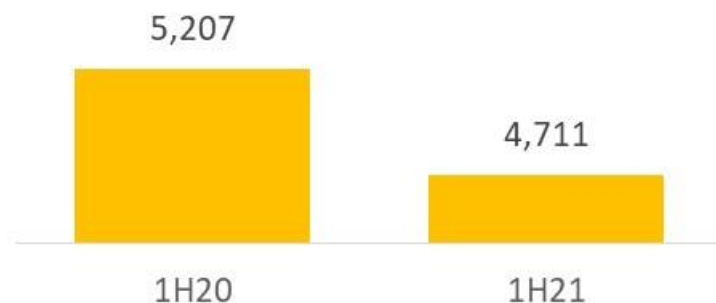
# Segment Performance

(RMB mn)

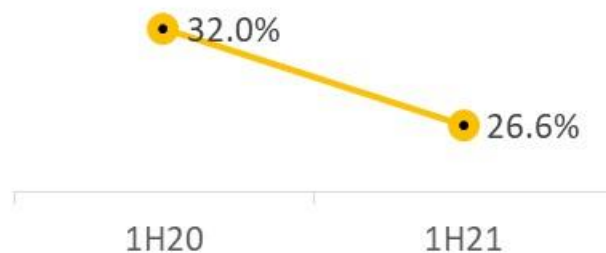
Food\*

Beverages

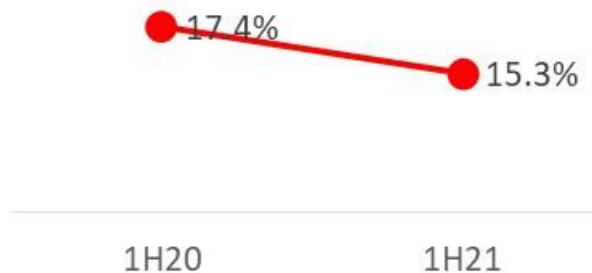
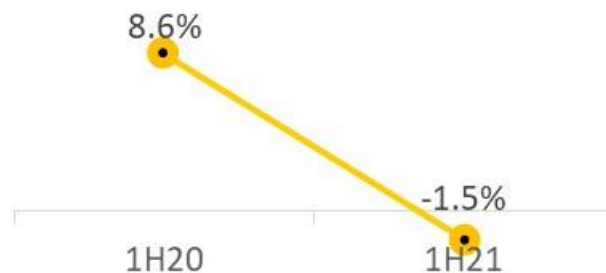
Revenue



Gross margin



Operating margin\*\*



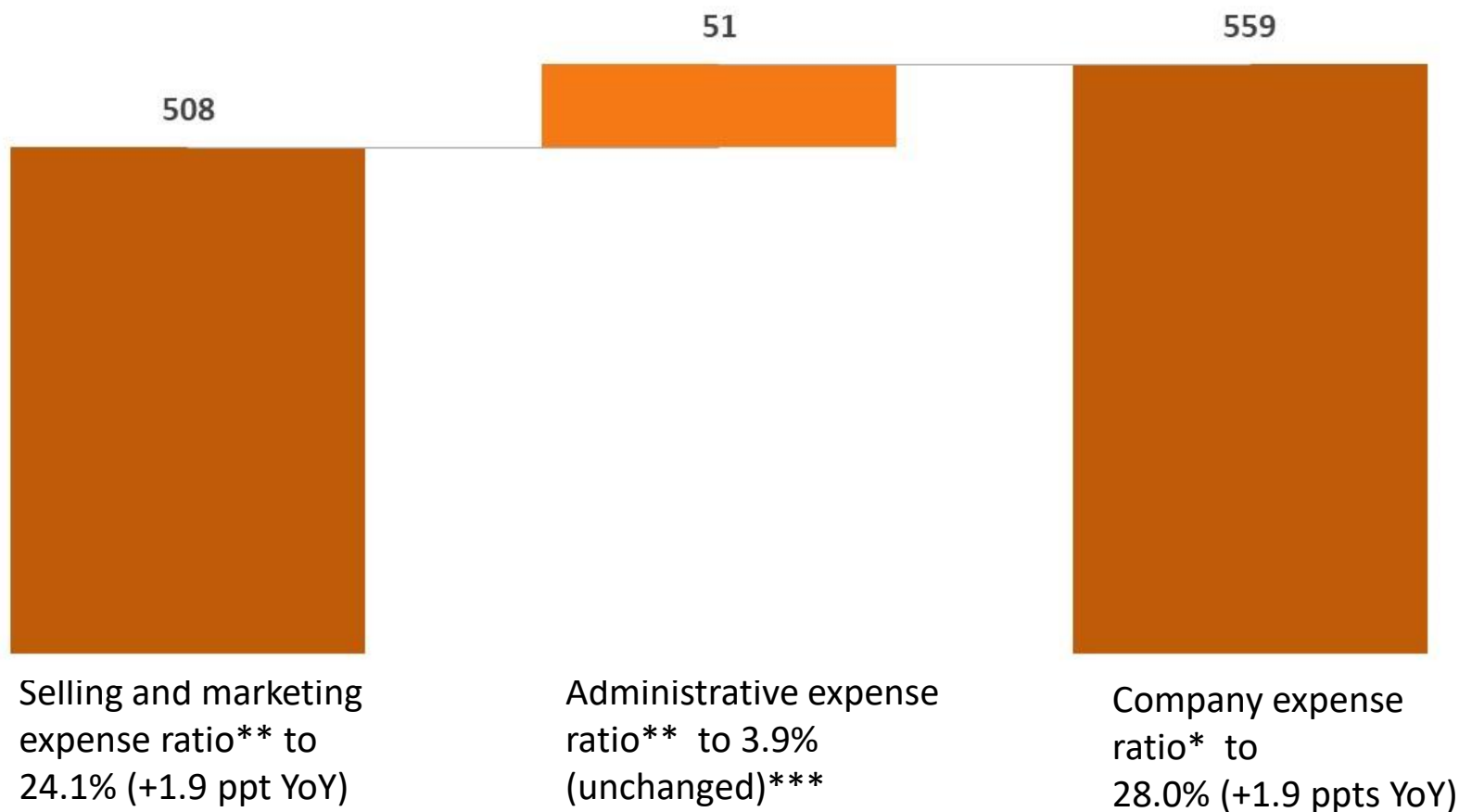
\* Food segment include self-heating rice meals “Kai Xiao Zao (開小灶)”

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

# Expenses breakdown

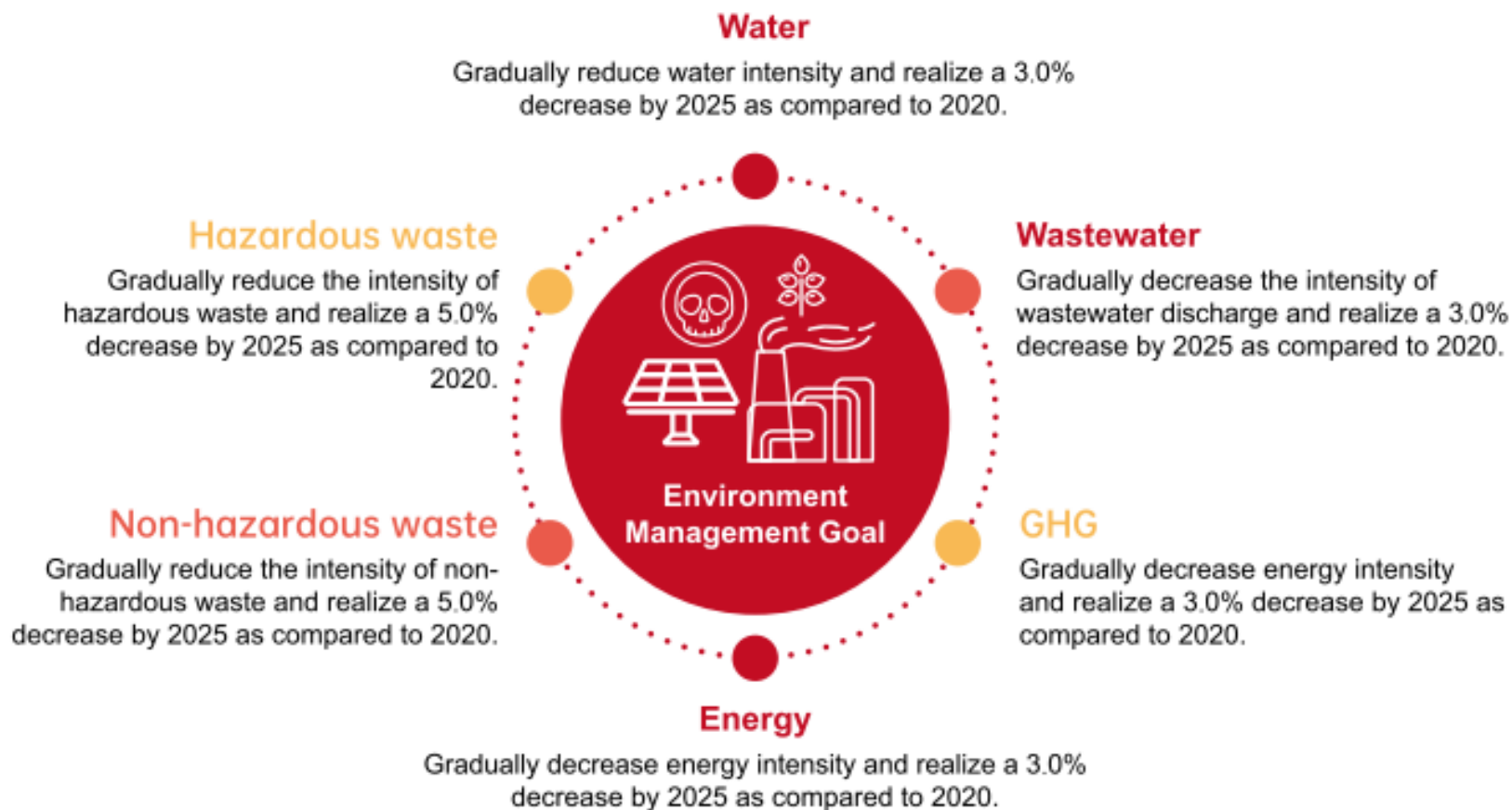
(RMB mn)

1H21 vs. 1H20



\* Selling and marketing plus administrative expense \*\* As % of revenue \*\*\* Administrative expense increase in 1H21 due to the downward adjustment of social insurance by the PRC government during the COVID-19 pandemic in the corresponding period last year.

# 2020 CSR Report



*\*Uni-President China 2020 Corporate Social Responsibility Report ("the CSR Report") issued in May 7, 2021. The Report is released in online version and is available for view or download on the HKEXnews website (<http://www.hkexnews.hk>) and the Company's official website (<http://www.uni-president.com.cn>).*

# Q & A Session

---



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

**[ir@pec.com.cn](mailto:ir@pec.com.cn)**