

### **2025 Interim Results**

6 August, 2025

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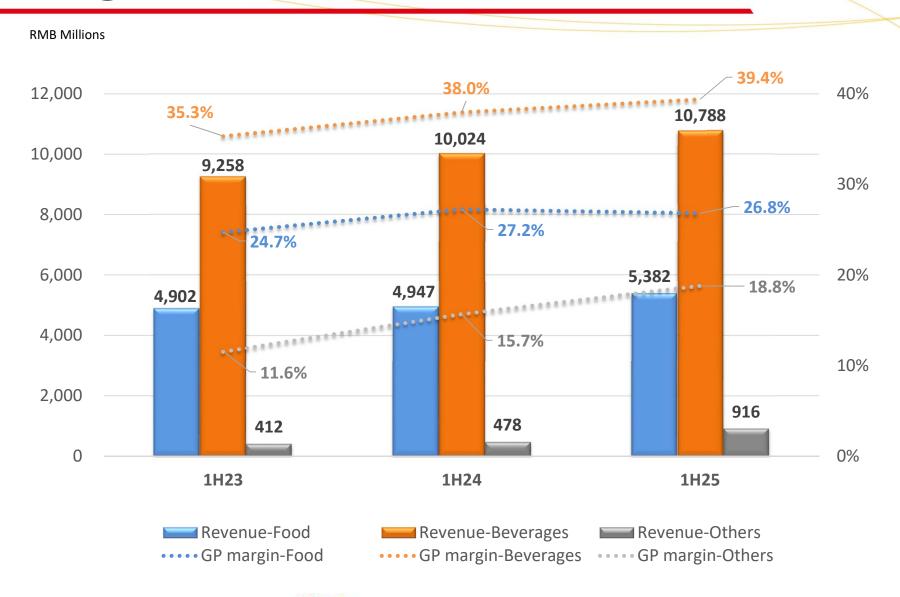
# Results Highlight

(In RMB Millions)	1H25	1H24	YoY
Revenue	17,087	15,449	10.6%
Gross Profit	5,865	5,228	12.2%
Operating Profit	1,649	1,233	33.7%
Profit Before Income Tax	1,779	1,323	34.4%
Net Profit	1,287	966	33.2%
EPS (in RMB cents)	29.79	22.36	33.2%
Gross Margin	34.3%	33.8%	+0.5ppts
Operating Margin	9.6%	8.0%	+1.6ppts
Pretax Margin	10.4%	8.6%	+1.8ppts
ROE*	9.8%	7.5%	+2.3ppts

<sup>\*</sup>ROE figures are based on average equity attributable to shareholders of the company

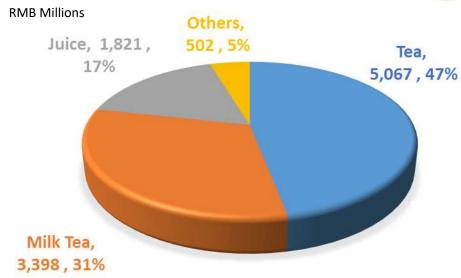


## **Segment Performance**



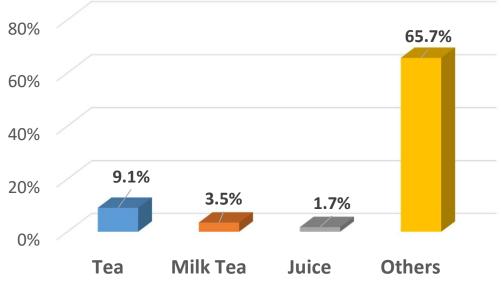


## **Beverages Revenue**



#### **1H25 Growth Rate**

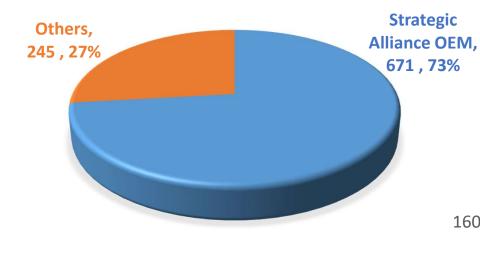






### **Others Revenue**

**RMB Millions** 



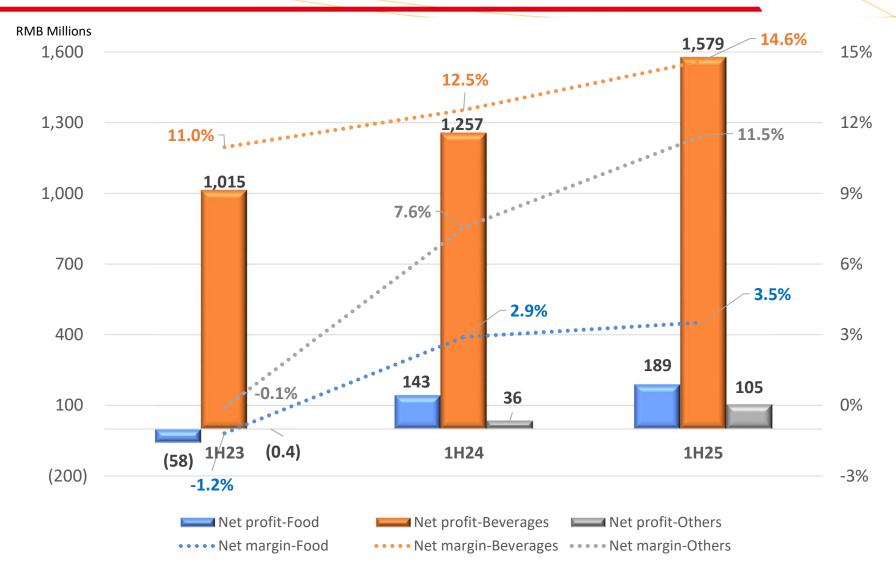
**1H25 Others Revenue** 

#### **1H25 Growth Rate**





## **Segment Profit**



Note: Segment profit (loss) and net margin are based on profit before income tax.



### **Balance Sheet & Financial Highlights**

Selected Items	2025/06/30		2024/06/30	
(In RMB Millions )	Amount	%	Amount	%
Cash and cash equivalents*	10,673	46%	9,175	42%
Total Asset	23,120	100%	21,649	100%
Borrowings**	2,204	10%	1,751	8%
Total Equity	12,837	56%	12,515	58%
Current Ratio		94.8%		88.8%
Interest-Bearing Liabilities to Equity Ratio		17.2%		14.0%
Net Interest-Bearing Liabilities to Equity Ratio		-66.0%		-59.3%
Trade Receivable Turnover Days	7		7	
Inventories Turnover Days	35		34	
Trade Payable Turnover Days	36		36 38	

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



### **Cash Flows**

(In RMB Millions)	1H25	1H24
Beginning balance*	610	932
Net Cash flows from Operating activities	872	1,487
Net Cash flows used in Investing activities	(1,415)	(974)
Capital Expenditure**	(628)	(426)
Net Cash flows from/(used in) Financing activities	137	(1,131)
Cash Dividends	(1,851)	(1,872)
Ending balance*	204	314

<sup>\*</sup> The balances of cash and cash equivalents include cash at bank and on hand excluding long-term and short-term time deposits with original maturity over three months and restricted bank deposits.

<sup>\*\*</sup>Capital expenditure includes the cash outflow incurred from the purchase of the following assets: property, plant and equipment, investment properties, right-of-use assets and intangible assets.



### Focus on Branding \ Innovation \ Quality



Launched: March 2025 Retail price: RMB 4 (500ml)



Launched: June 2025 Retail price: RMB 4 (680ml)



Launched: March 2025 Retail price: RMB 5 (480ml)



Launched: April 2025 Retail price: RMB 4 (500ml)



Launched: March 2025 Retail price: RMB 4 (500ml)



Launched: May 2025 Retail price: RMB 3 per cup



## Q & A Session



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