

# Vinda International Holdings Limited

*(Incorporated in the Cayman Islands with limited liability)*

(Stock code: 3331)



## 2018Q1 Results Investor Presentation

Healthy Lifestyle  
Starts with Vinda



# Financial Highlights



(HK\$M)	2018Q1	2017Q4	2017Q1	YOY
Revenue	<b>3,781</b>	3,812	3,104	+21.8%
<i>Organic growth</i>	<i>+11.7%<sup>1</sup></i>	<i>+9.1%<sup>1</sup></i>	<i>+7.0%<sup>2</sup></i>	
Gross profit	<b>1,077</b>	1,065	945	+14.0%
<i>Gross margin</i>	<i><b>28.5%</b></i>	<i>27.9%</i>	<i>30.4%</i>	<i>-1.9ppts</i>
Operating profit	<b>331</b>	224	293	+12.8%
<i>Operating margin</i>	<i><b>8.8%</b></i>	<i>5.9%</i>	<i>9.5%</i>	<i>-0.7ppts</i>
EBITDA	<b>570</b>	449	480	+18.8%
<i>EBITDA margin</i>	<i><b>15.1%</b></i>	<i>11.8%</i>	<i>15.5%</i>	<i>-0.4ppt</i>

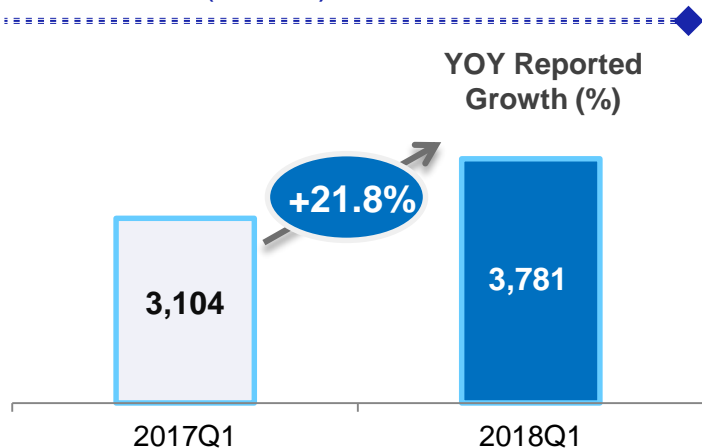
Items Affecting Comparability (HK\$M)	2018Q1	2017Q4	2017Q1
Total foreign exchange gain/ (loss)	7	(10)	(6)

<sup>1</sup> Excluding exchange rate effects

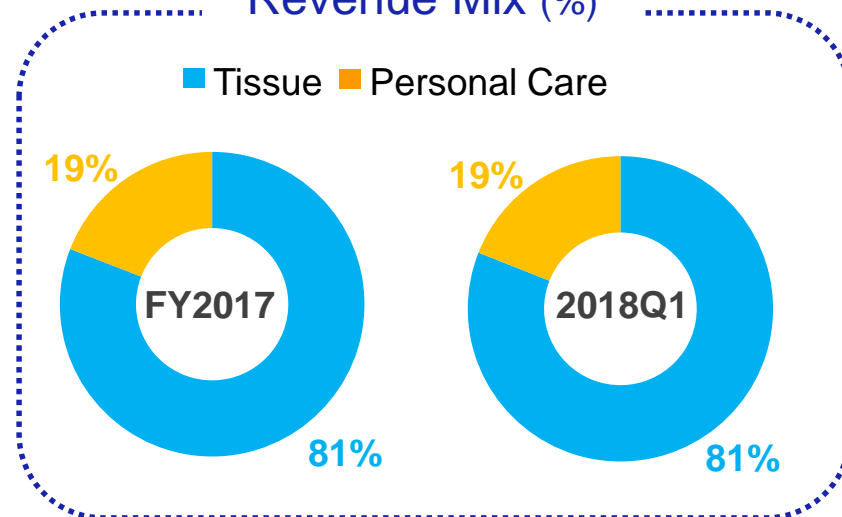
<sup>2</sup> Excluding acquisition and exchange rate effects

# Revenue

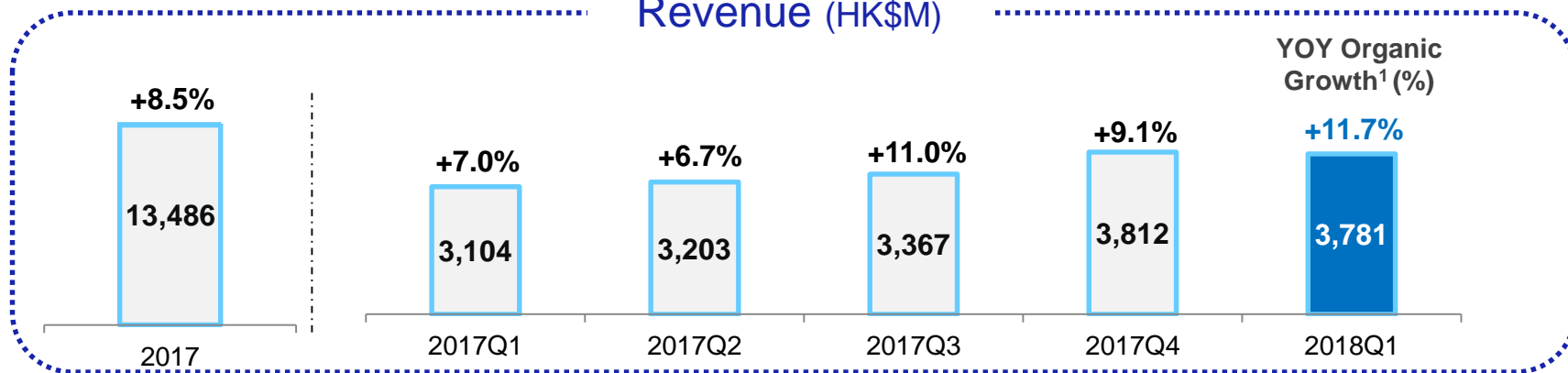
Revenue (HK\$M)



Revenue Mix (%)



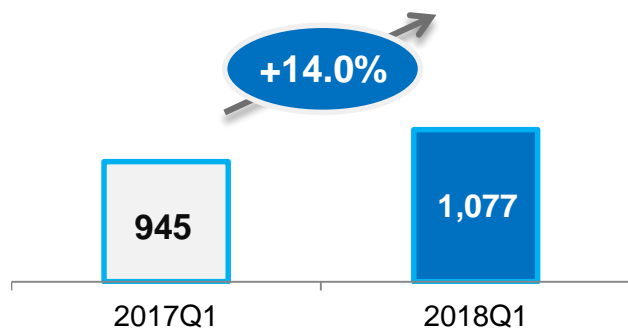
Revenue (HK\$M)



<sup>1</sup> Excluding exchange rate effects

# Gross Profit

## Gross Profit (HK\$M)

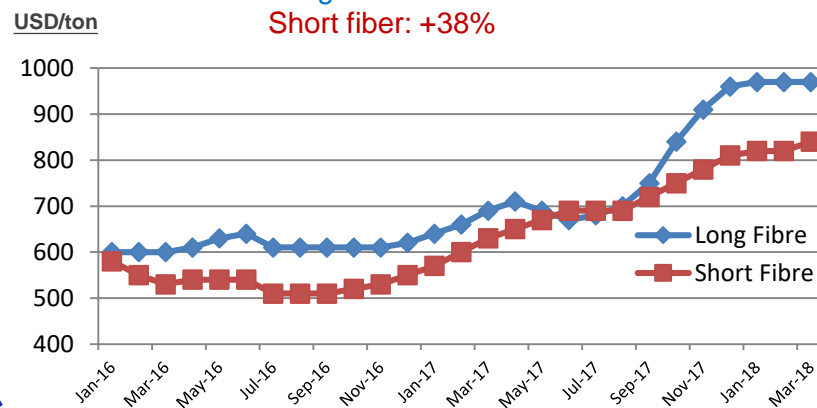


## Market List Price

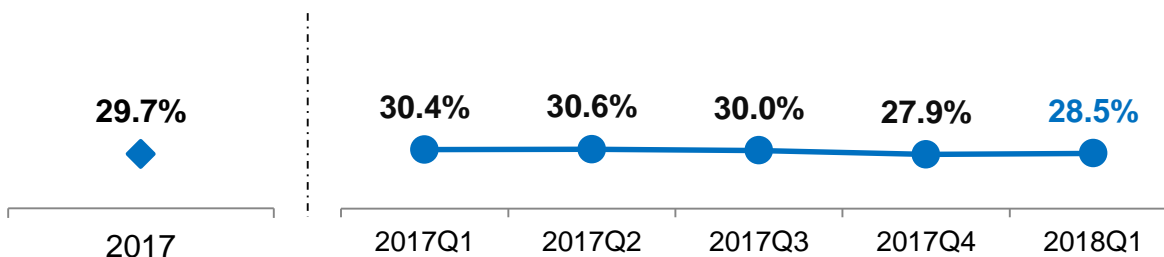
18Q1 avg v.s. 17Q1 avg

Long fiber: +46%

Short fiber: +38%



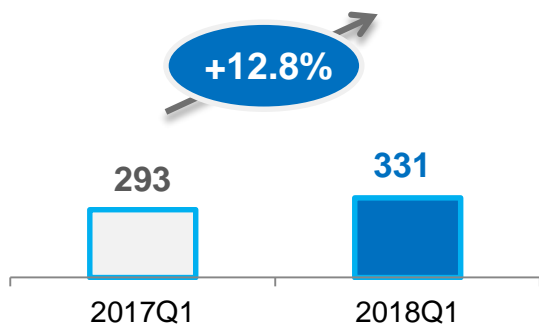
## Gross Profit Margin (%)



- Successful price hike
- Product portfolio improvement
- Active cost saving programme

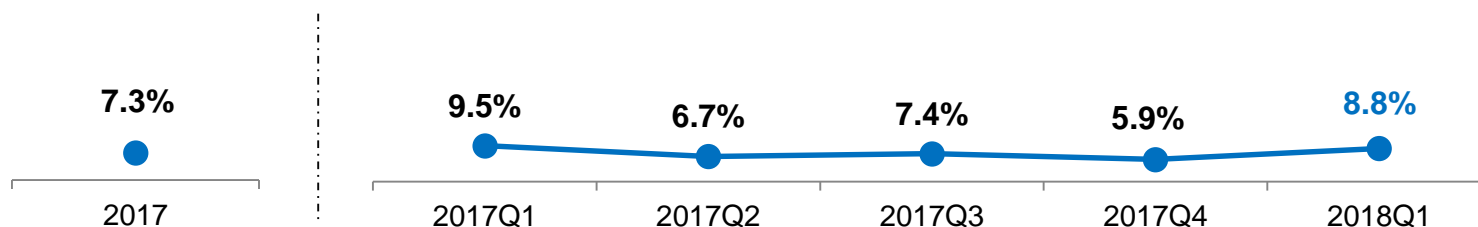
# Operating Profit

Operating Profit (HK\$M)



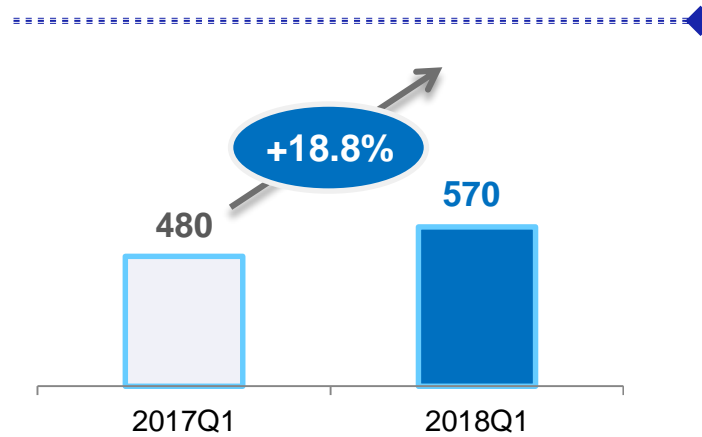
- Good control over administrative expense
- Effective management in selling & marketing expense

Operating Profit Margin (%)

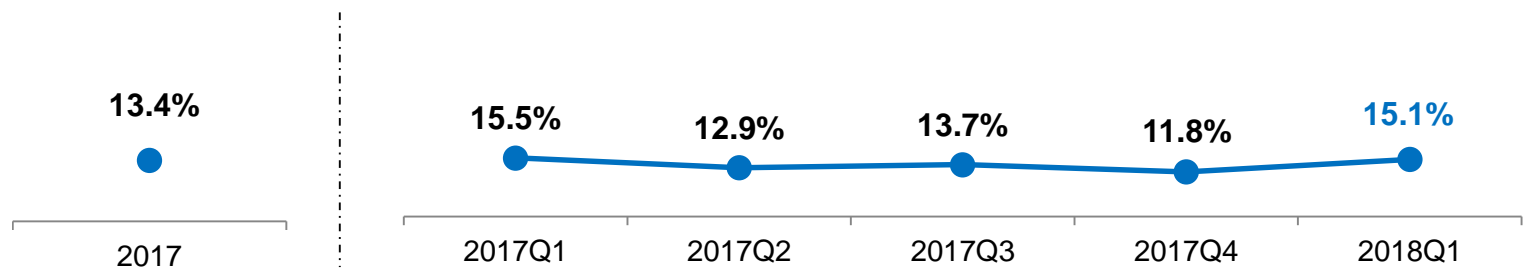


# EBITDA

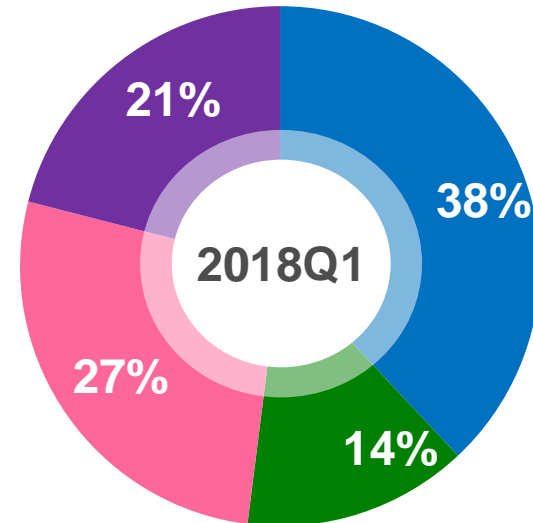
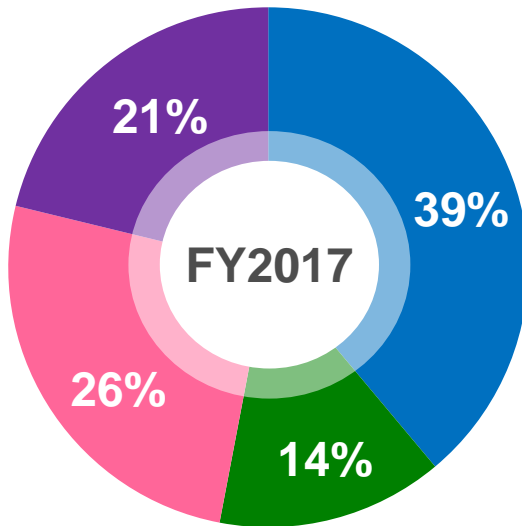
## EBITDA (HK\$M)



## EBITDA Margin (%)



# Revenue by Channel



- Traditional channels (i.e. Distributors)
- B2B (i.e. Corporate clients)
- Key accounts (i.e. Hypermarkets, Supermarkets)
- E-Commerce

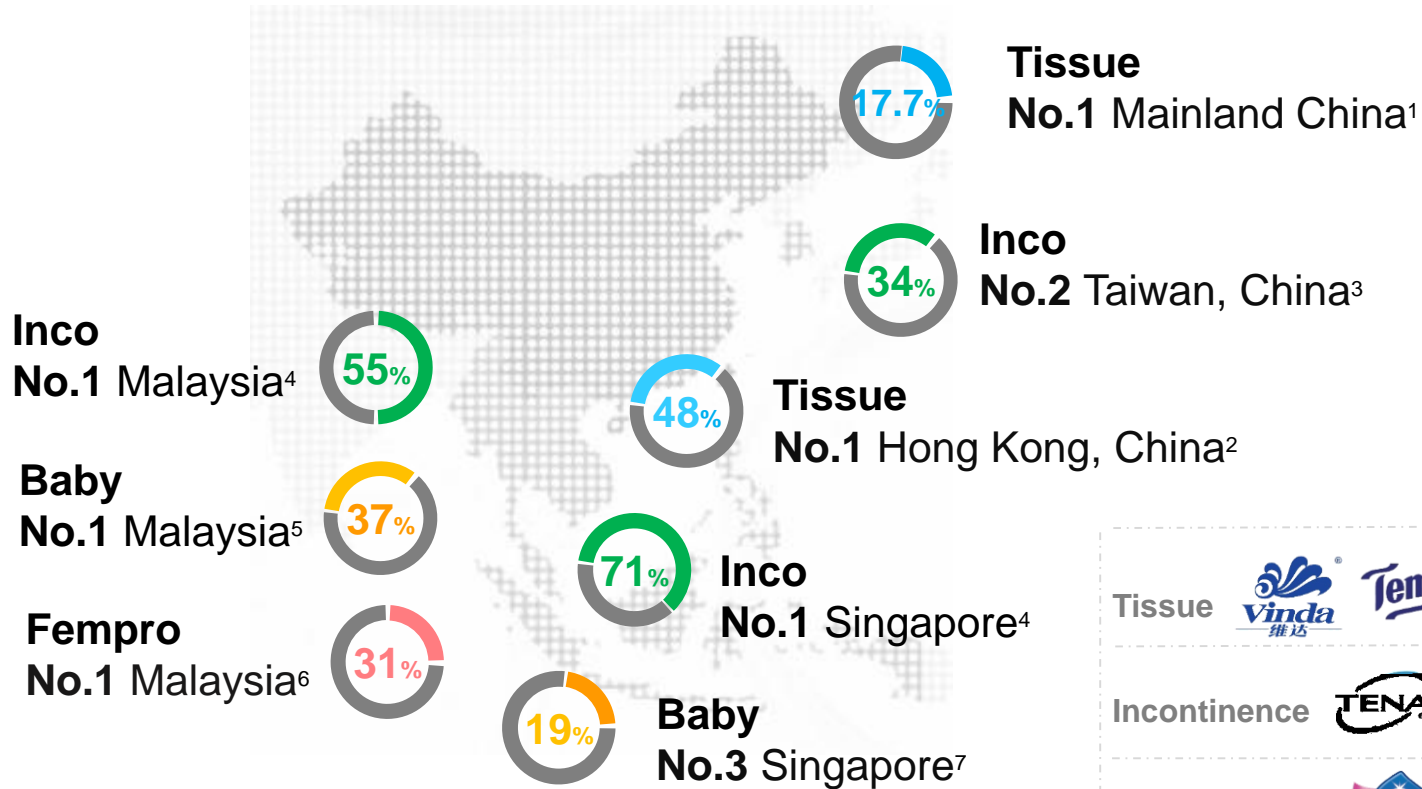
# Appendix





# Leading Market Positions

## Market share by region



Note:

- Nielsen, value share MAT Mar 2018
- Nielsen, value share MAT Mar 2018
- Nielsen, volume share YTD Mar 2018
- Internal estimates, value share 2016
- Kantar Worldpanel, value share MAT 25 Mar 2018
- Kantar Worldpanel, value share YTD 25 Mar 2018
- Nielsen, volume share YTD Mar 2018

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**Thank You**

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