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# **UNI-PRESIDENT CHINA HOLDINGS LTD.**

统一企業中國控股有限公司

(a company incorporated in the Cayman Islands with limited liability) (Stock Code: 220)

# **ANNOUNCEMENT OF 2015 INTERIM RESULTS**

- Revenue amounted to RMB12,005.4 million, down by 2.9%
- Group gross margin of 37.8%, up by 5.3 percentage points
- EBITDA of RMB1,716.1 million, up by 42.0%
- Profit attributable to equity holders of the Company of RMB686.6 million, up by 93.2%

The board (the "Board") of directors (the "Directors") of Uni-President China Holdings Ltd. (the "Company") is pleased to present the unaudited interim condensed consolidated financial information of the Company and its subsidiaries (together, the "Group") for the six months ended 30 June 2015 (the "Period under Review"). The interim condensed consolidated financial information is unaudited but has been reviewed by the audit committee of the Board (the "Audit Committee") and PricewaterhouseCoopers, the independent auditors of the Company, in compliance with Hong Kong Standard on Review Engagements 2410 "Review of Interim Financial Information Performed by the Independent Auditor of the Entity" issued by the Hong Kong Institute of Certified Public Accountants.

# **ECONOMIC ENVIRONMENT**

Amidst continuous structural transformation of the economy of China, the gross domestic product (GDP) of China recorded a year-on-year increase of 7.0% in the first half of 2015, representing a decrease in growth of 0.4 percentage point compared with the corresponding period last year. The slowdown in growth becomes a new norm. Amid the economic restructuring in China, the growth of food and beverage industry in China was affected. The growth momentum of the market has been slowing down. There is significant change in consumer demand. Certain main product categories showed stagnant trends or even experienced downsizing to a limited extent. New personalised products are creating a new pattern. The overall economic momentum is still relatively optimistic. It is expected that the economy remained generally stable in the second half of the year, and is capable of maintaining stable growth.

## FINANCIAL RESULTS

During the Period under Review, gross profit for the Period under Review increased by 12.8% to RMB4,533.4 million with gross profit margin raised by 5.3 percentage points to 37.8% from 32.5% for the corresponding period last year. Benefited from the improvement in the gross profit, the profit of the Group for the Period under Review increased by 93.2%, notwithstanding that the revenue of the Group of RMB12,005.4 million for the Period under Review recorded a slight decrease of 2.9% as compared to that of the corresponding period last year. The significant increase in gross profit margin was mainly due to the increase in the sales proportion of products of high gross profit value of the Group and the lowered raw material bulk purchasing prices and the cancellation of strategic gifts of instant noodles and rebound of market price. Selling and marketing expenses increased marginally to RMB3,241.5 million (first half of 2014: RMB3,208.4 million), which was attributable to the continuing strategy of investing in brand and channel development of its instant noodles and beverage businesses during the Period under Review. Administrative expenses for the Period under Review amounted to RMB539.8 million (first half of 2014: RMB469.1 million), which was mainly due to a corresponding increase in additional tax (such as urban maintenance and construction tax) resulting from the increase in gross profit margin of the Group.

During the Period under Review, share of profits of investments accounted for using the equity method decreased to RMB88.2 million (first half of 2014: RMB102.6 million). Operating profit was RMB840.4 million for the Period under Review, substantially increased by 102.0% from the operating profit of RMB416.0 million for the first half of 2014.

## **BUSINESS REVIEW**

#### **Instant Noodles Business**

During the Period under Review, the instant noodles business of the Group recorded a revenue of RMB3,652.0 million. According to the data of Nielsen, the instant noodles market continued to exhibit a general downward trend during the Period under Review, while high-end instant noodles with selling prices of RMB5.0 or above maintained a high-speed growth, indicating a shift in the consumers' preference. Inspired by such opportunity, the Group intensively promoted its mid to high-end instant noodles of high quality and distinguished characteristics, which contributed to an increase in revenue from instant noodles with selling prices of RMB5.0 or above by multiple times in the first half of 2015, securing it the first place in the instant noodles with selling prices of RMB5.0 or above market.

The Group has been committed to providing consumers with fantastic experience, and has spent a large portion of its resources in improving the existing products as well as research and development of new products, so as to provide the consumers with more and better choices. "Lao Tan Pickled Cabbage and Beef Flavoured Noodles (老壇酸菜牛肉麵)", the most popular product of the Group, remained the best seller among the spicy favoured noodles in the instant noodles market. To provide the customers with more choices and better experience in sourness and crunchiness, following the launch by the Group of "Lao Tan Pickled Cabbage and Fish Flavoured Noodles (老壇酸菜魚)", the Group developed the traditional pickled beans based on a revolutionary and innovative process as unique as "Made by 81-day Fermentation with Traditional Pickling Jars (傳 統老壇、九九八十一天發酵)", and came up with the "Lao Tan Pickled Beans and Rib Flavoured Noodles (統一老壇酸豆角排骨麵)", which met with compliments from the consumers as soon as it was launched.

In terms of propagation, through the humorous and vivid performance of its prolocutor in the latest TV commercial, "Uni-president Lao Tan (統 一 老 壇)" consolidated its authentic brand image and increased advertisement on new media and interaction with the consumers, so as to attract young customers. On the new year's eve of 2015, the Group cooperated with Hunan Satellite TV, one of the most influential TV stations in China, to launch a promotional event during which every buyer of its products would be given a VIP ticket valid for 7 days as a gift, which was warmly welcomed by consumers and resulted in wide participation. Meanwhile, the Group continued to hold an activity known as "authentic as you see it (正 宗 看 得 見)", in which consumers visited its pickled cabbage plant. Through the activity, customers had opportunities to learn about the fermentation process of traditional pickled cabbage and could have a close encounter with "Uni-president Lao Tan (統一老壇)". The Group plans to upgrade the product line of "Uni-president Lao Tan (統一老壇)" during the second half of 2015, and continue to interact with consumers by creative means while increasing its media advertisements across the country, hoping to enhance the recognition and reputation of consumers in "Uni-president Lao Tan (統一老壇)".

"Soup Daren (湯達人)" emphasises the appeal of "soup (湯)" and differentiation in flavour, and has built up remarkable word-of-mouth reputation after years of cultivation. Following the stunning growth in the revenue by multiple times in 2014, the revenue from "Soup Daren (湯達人)" maintained a triple-digit growth in the first half of 2015. The Group plans to step up the promotion efforts for the branding of "Soup Daren (湯達人)" and roll out advertisements in key cities on TV and the Internet coupled with marketing activities and outdoor media in the second half of 2015, aiming to enhance the reputation and accelerate the expansion of the sales network, so that more consumers may enjoy the outstanding quality of "Soup Daren (湯達人)".

In 2014, the Group unveiled a new product "Revolution Noodles (革麵)", which literally means "leading the traditional instant noodles industry onto an innovative revolution (引領革新)" with upgraded ingredients of meat dices and vegetable slices and enriched flavour bag to deliver better taste. In 2015, the Group will continue to innovate and improve the Revolution Noodles so as to enhance customer satisfaction and make it another welcome and popular brand of the Group. "The Champion (冠軍榜)" entered into a cross-industry cooperation with "Mazilu (馬子祿)", a century old store and the Lanzhou Beef Noodles restaurant with the title of "China's Time-honored Brand (中華老字號)", aiming to introduce the well-known restaurant and its noodles into the instant noodles industry and forge a high-end brand of high quality instant noodles. Since its introduction to the market in 2014, "The Champion (冠軍榜)" has been rolling out through our key channels steadily and constantly trying to make breakthroughs and upgrades. The noodle block was upgraded this year so that it tasted more like the original flavour noodles, and in the second half of 2015, "The Champion (冠軍榜)" will establish its foothold and set up goal posts for further revenue breakthrough.

With changes in consumer preference in the instant noodles industry, high-end products gradually gained popularity among consumers, and became a propelling force of industrial growth. The Group's instant noodles business will adhere to its value marketing approach, consolidate the foundation of "Uni-president Lao Tan (統一老壇)" and increase promotional efforts for existing high-value products while developing more innovative products which are more valuable and suitable to the high-quality lives of the modern consumers at the same time, bringing in a win-win-win situation for the consumers, enterprises and the industry.

## **Beverage Business**

Revenue from the Group's beverage business for the first half of 2015 amounted to RMB8,109.6 million, representing an increase of 0.2% compared with the same period of 2014. With changes in the macroeconomic environment, there was a slowdown in the growth of beverage sector, and an obvious transition between product categories, with the traditional ready to drink tea and fruit juice drinks replaced by fruit flavoured water, vitamin drinks, energy drinks and plant protein drinks. The shift in consumer preference has brought about new opportunities and challenges. The performance of each major beverage segment of the Group is set forth below:

## Tea Drinks

Revenue from the Group's tea drinks business for the first half of 2015 amounted to RMB3,289.5 million. According to the data of Nielsen, both of the sales volume and sales amount of tea drinks (excluding milk) showed a decline during the first half of 2015, and the traditional tea drinks were facing changes in consumer preference. In response to such changes, the Group has, in addition to upgrading its existing tea drinks, e.g. "Uni Ice Tea (統一冰紅茶)" and "Uni Green Tea (統一綠茶)", developed and marketed a new cold brewage tea drink "Classmate Xiaoming (小茗同學)", which featured a whole new cold extraction process and fashionable packaging to cater for the trend of the young consumers' tastes, and met with overwhelming popularity soon after its launch.

"Uni Ice Tea (統一冰紅茶)" continued to target the young consumers born in the post-90s with Kris Wu (吳亦凡), a young up-rising idol as its new prolocutor in March 2015, coupled with the "Task Bottle (任務瓶)" packaging to attract young consumers to play the game "Stay Young for Ever and Have Fun with Task Bottle (青春無極限, 玩轉任務瓶)" together with Kris Wu. In addition to advertising through conventional media, "Uni Ice Tea (統一冰紅茶)" test-drove creative outdoor promotional activities and successfully launched a number of events, i.e. "Swipe Your Bottle and Get a Ride! (霸王放肆刷瓶)" and "Reborn in a 2-D World (變身二次元)" in provinces like Wuhan and Shanghai, which aroused wide-spread consumer participation and become a hot topic of discussion on the Internet. "Uni Green Tea (統一綠茶)" adhered to its brand philosophy "Experiencing the Nature (親近自然)" and tailor made its promotional efforts based on the theme "Cycling (騎行)", trying to arouse the interests of consumers in "Fresh and Interesting things about Cycling (騎出我的新鮮事)". The Group successfully put up an event "Mission Impossible – Cycling across the River (不可能的騎行一騎行渡江)" in Wuhan, aiming to polish the brand image.

"Classmate Xiaoming (小茗同學)" targeted young consumers born after 1995 and closely associated itself with the hot topic about "Classmate Xiaoming (小明同學)", and has forged a brand image as "Seriously Funny and Inconspicuously Cool (認真搞笑,低調冷泡)". Since its launch on 18 March this year, "Classmate Xiaoming (小茗同學)" has instantly triggered an enthusiastic response among the youngsters due to its innovative and unique packaging, fresh taste and unique marketing approaches, delivering encouraging sales results.

For the second half of 2015, the tea drinks segment of the Group will adhere to the marketing approach of value marketing. In response to the constantly changing market conditions and consumer preference, the Group elected to face the challenges bravely by balancing its offering of existing and new products. For the existing products, the Group focused on "Uni Ice Tea

(統一冰紅茶)" and "Uni Green Tea (統一綠茶)" and tried to retain the existing customers and attract young people with a series of innovative marketing activities to revitalise the brands, in an effort to make up for lost consumers. For the new products, the Group focused on promoting "Classmate Xiaoming (小茗同學)" with more intensive efforts to expand the market share. The Group sponsored the TV Show "I Am Going to School (我去上學啦)" commencing broadcast in July with exclusive titling, and by embedding its brands deeply into the show, it managed to enhance its brand reputation and recognition rapidly during the peak season of drink sales. Furthermore, the Group also sponsored a number of events such as "Classmate Xiaoming (小茗同學)" Smileys, "Classmate Xiaoming (小茗同學)" Quotations, Campus Packaging Contest and Theme Video Dissemination, in an effort to expand the range of consumer participation and establish "Classmate Xiaoming (小茗同學)" as a tasty and enjoyable drink specially tailored for young consumers born after 1995 which can strike a chord with resonation in their hearts. The Group hope to open a new chapter of cold brewage tea drinks with "Classmate Xiaoming (小茗同學)" and make a breakthrough in the market of tea drinks.

# Juice Drinks

The Group's juice drinks business recorded a revenue of RMB2,735.5 million in the first half of 2015, representing an increase of 26.3% for the corresponding period last year. The established brands, such as "More Juice Series (統一多果汁)" and "Seasonal Drinks (飲養四季)", were affected by the shift in the tasting preference of consumers and still faced challenges. "Haizhiyan (海之言)", a brand new product offered to cater to the refreshing taste trends, kept expanding its popularity among consumers after its launch in 2014 and recorded significant growth in the first half of 2015. Juice drinks business of the Group outperformed the overall growth of juice drinks nationwide, market share grew steady (Nielsen's Data). "Haizhiyan (海之言)" with lemon flavour and grapefruit flavour being recognised as Groundbreaking Innovative Products in Nielsen Fast Moving Consumer Goods Market 2015.

Another new product, "Calamansi (卡曼橘)", was added to the family of "Haizhiyan (海之言)" brand to enrich its product lines in 2015. In respect of marketing, the Group continuously strengthened the brand approach of "Cooling You Down (海掃酷熱)" and the marine elements to launch a themed activity known as "Cooling You Down: Enjoy Cruise (海掃酷熱, 暢享郵輪遊)", which could immediately remind consumers of ocean and beach and integrated the natural, relaxed and pleasant feelings as conveyed by the brand of "Haizhiyan (海之言)". The great visual impact of various exquisite cruises attracted the consumers to actively participate in the activities to grab the cruise tickets and realized the dream of a blue ocean journey. Leveraging the advantages of the online media, the Group launched the "90s kids, Come for the Cruise Trip (陽光90後, 郵輪帶你去 旅行)" program with Youku and sponsored "Supermodel (愛上超模)" broadcasted by iQIYI.COM, creating an unique interactive platform for young consumers to integrate with the brand in depth. While building up the brand, "Haizhiyan (海之言)" also actively participated in social welfare activities. On the 8th of June this year, the "World Oceans Day", the Group cooperated with schools and carried out public welfare activities with the theme of protecting the ocean in one hundred renowned colleges in ten cities across the nation.

In 2015, "Uni More Juice Series (統一多果汁)" retained Jang Keun-Suk (張根碩), dubbed "Asian Prince", and famous Korean actress Park Shin Hye (朴信惠) to act as the brand endorsers promoting the beauty concept. Aligning with direction of the brand of "More Vitamin C, More Beauty (多C多漂亮)", the Group sponsored the program "Xiangliaoliao (響聊聊)" produced by Tudou.com, sharing the stories of "Becoming beautiful (變漂亮)" with a number of first-tier stars.

"Crystal Sugar Pear Drink (冰糖雪梨)" under the "Seasonal Drinks (飲養四季)" series continued to differentiate itself by carefully selected ingredients. In 2015, the Group joined hands with the Dangshan Town government of Anhui Province to launch a consumer activity of "Sponsoring Dangshan Pear Trees, Soothing Your Heart in Four Seasons (認養碭山梨樹,四季滋潤心田)" in March, inviting the consumers to sponsor pear trees and will go to the planting base to pick pears in the coming September. Through such all-round marketing activities, consumers are impressed by fact that the drink "Crystal Sugar Pear Drink (冰糖雪梨)" features "using Dangshan Pear as ingredient (選用碭山酥梨)", the Group demonstrated its efforts in selection of ingredients.

As a newly launched brand in the "Chinese-featured Juice (中式果飲)" category, "Ruyin (如 飲)" made use of the original Chinese method of processing fruits from ingredient selection and blending to production skills, retaining its pure Chinese style. Further to the launch of "Stewed Pear with White Fungus Flavour Juice (梨好陽光)" hot drink in winter of 2014, the Group launched two products, namely "Pear Juice Drink (梨想萬歲)" and "Winter Melon & Tartary Buckwheat (冬瓜小蕎)" in April 2015. The sweet taste of the former comes from mixing grosvenor momordica fruit with pear, giving a vitalizing and soothing feel. For the latter, the pure taste of gourd induces the aroma of buckwheat and brings in cooling and settling effects. The strong Chinese style of such series has attracted positive consumer response since its launch.

In view of the growth trend of mid to high concentration juices, the Group launched the "Yishang (恰 賞)" brand to develop the market of mid concentration juices. Its first product featured orange flavour which catered to consumers' favour for pleasant sour and sweet orange taste. Its another brand "Wei Shi Ke (微食刻)" offers 100% fruit and vegetable juice drinks which is based on the concept of fruit and vegetable micro meal and "7 fruits in 3 time slots of one day". It uses a business model that combines e-commerce platform and convenience store sale and has successfully gathered a group of fans among white-collar workers since its launch.

In the second half of 2015, the Group will continue to promote "Haizhiyan (海之言)" and "Ruyin (如 飲)". On top of the established "More Juice Series (統一多果汁)", "Seasonal Drinks (飲養四季)" low concentration juice products, it kicked off the marketing of "Yishang (怡賞)" brand for medium to high concentration juice drinks and "Wei Shi Ke (微食刻)" brand for 100% fruit and vegetable juice drinks to cater to the needs of different consumers and continued to expand the business of juice drinks.

# Milk Tea

The market share of milk tea products of the Group in the first half of 2015 reached 64.7% (Nielsen's Data), representing an increase of 4.3% as compared with that of the corresponding period in 2014, being a secured leader in the market.

In 2015, the brand of milk tea upgraded from the emotional "Good Mood (好心情)" appeal to "Emotional + Rational (感性+理性)" appeal with consumers as the core. "Assam Milk Tea (阿薩姆奶茶)" continued to come in various designs of packaging and the "rainbow outfit (彩虹裝)" design was launched. The bottle packaging is a good marketing tool itself and the stunning figure of up to 1.7 billion bottles in annual sales was used as a highlight in advertising and promotion. "Fried Green Milk Tea (煎茶奶綠)" was positioned in the green tea based milk tea market with existing package upgraded to give a feel of a unique brand series. The Group will focus on the marketing channels through satellite television and online new media with marketing efforts

closely link to the lives of the post-90s with "good mood justified (好心情有理由)" as the main theme. For the first time, the Group implanted brands into a popular online drama series "Detective Di Renjie (名偵探狄仁傑)". The consumers could access the hyperlinks on mobile platforms to interact with the Group in depth from anywhere at any time. For traditional media, the Group will take the rainbow bottles as the primary approach to create brand new commercials and placed them accurately in such satellite television and programs that were favored by the young generation.

In the second half of 2015, the Group will continue to promote the milk tea business, develop new markets and expand milk tea consumers. With its unique flavour and whimsy packaging, targeting the primary and secondary school students, the newly launched "XiaoYe (小嘢)" milk tea made use of the lively figure "XiaoYe (小嘢)" to signify the fun-loving and fascinating lifestyle appealing to students. The Group break the shackles and "Let's be a XiaoYe (小小嘢一下)" to win the favor of students. Moreover, besides the ongoing effort to upgrade and promote the established milk tea products, the Group will launch new products to cater to the various needs of consumers.

# Coffee

Dual-brand strategic deployment was completed for the coffee business in the first half of 2015 in a step forward in differentiation by high quality. The "Hey" line was added to the "A-Ha (雅哈)" brand, targeting the young generation and positioned as a kind of middle-to-high end strong coffee drinks. The low-sugar, low-fat and fragrance-free formula helps highlight the natural flavour of coffee, creating a kind of fresh and relaxed taste, and bringing vivid and lively coffee experiences to consumers. Featuring 100% original coffee extract, the new brand "Lento (朗朵)" is positioned as a high-end professional coffee and has won favor among consumers by being loyal to essence of the original coffee beans and available for sale only from the selected high-end sales points that match the brand image. As for channel building in support of future product deployment, the focus will be on actively advancing building of dedicated teams in key cities in the second half of 2015 and making ground works to facilitate fast business growth for middle-to-high end coffee products, in an effort to grow the brands into major leading brands in China's instant coffee market.

# **Bottled Water**

The Group focuses its bottled water business on natural mineral water. The major brand "ALKAQUA" has won wide favor and recognition among consumers by being able to distinguish itself with the unique packaging design. In 2015, the first commercial was shot for "ALKAQUA" and placed in the commercial time of the hit drama, "The Lost Tomb (盜墓筆記)". With an ingenious plot, the commercial managed to well interpret the theme "Good Water, Unique Style (好水自有格調)" and has won unanimous favorable comments since the launch, resulting in enhanced brand reputation for "ALKAQUA".

From Bama, Guangxi to Changbai Mountain of Antu, which are respectively dubbed as the "Longevity Village of the World (世界長壽之鄉)" and "The Original Town of Mineral Water in China (中國礦泉水之鄉)", "ALKAQUA" will distinguish different sources of spring water with colorful labels, as the Group develops more high-quality sources of spring water. "ALKAQUA" is committed to becoming a leading brand in China's mid-to-high end natural mineral water market.

#### FINANCIAL ANALYSIS

#### **Cash and Borrowings**

As at 30 June 2015, the Group had a total cash and cash equivalents of RMB3,186.4 million (31 December 2014: RMB1,804.0 million), among which 97.6% were denominated in Renminbi. As at 30 June 2015, the Group had no pledged bank deposit (31 December 2014: RMB0.0 million). Current assets of the Group amounted to RMB6,046.9 million (31 December 2014: RMB5,088.3 million) with current liabilities of RMB6.904.7 million (31 December 2014: RMB5.720.7 million). Net current liabilities were RMB857.8 million (31 December 2014: RMB632.4 million). During the Period under Review, the Group mainly financed its working capital and capital expenditure by internally generated cash flows. As at 30 June 2015, the Group's total financial liabilities was RMB5,837.6 million (31 December 2014: RMB5,836.4 million), among which 56% were repayable over 1 year. 23.5% of the Group's total financial liabilities was denominated in United States dollars, 5.2% was denominated in Euro, 1.4% was denominated in Yen and the remaining 69.9% was denominated in Renminbi. As at 30 June 2015, all of the Group's financial liabilities bear floating interest rates save for the RMB1,000 million notes due 2016, the RMB1,000 million notes due 2017, the RMB500 million notes due 2017 and the RMB500 million notes due 2019, which were at fixed interest rates of 3.5%, 3.6%, 3.5% and 3.9% per annum respectively. As at 30 June 2015, the Group did not have any secured bank borrowing (31 December 2014: Nil).

#### Financing

The Group aims to maintain an appropriate capital structure. Taiwan Ratings Corporation, a credit rating agency, gave a long term credit rating of twAA- to the Group, with "stable" rating outlook on the Group's long term credit rating. The gearing ratios of the Group as at 30 June 2015 and 31 December 2014 were as follows:

	30 June 2015 <i>RMB'000</i>	31 December 2014 <i>RMB'000</i>
Total borrowings Less: cash and cash equivalents	5,837,618 (3,186,411)	5,836,368 (1,804,022)
Net debt Total equity	2,651,207 11,470,564	4,032,346 10,836,738
Total capital	14,121,771	14,869,084
Gearing ratio	18.77%	27.12%

*Note:* The gearing ratio is computed as the net debt divided by the sum of total equity and net debt.

# **Cash Flow and Capital Expenditure**

For the six months ended 30 June 2015, the Group recorded a net increase in cash and cash equivalents of RMB1,382.5 million, mainly comprising net cash inflow from operating activities of RMB2,052.0 million, net cash inflow from financing activities of RMB64.5 million, and net cash outflow from investing activities of RMB605.0 million. The net cash outflow from investing activities was mainly applied to the establishment of new production base for beverage businesses, and purchase of machinery and equipment for enhancing production capacity in order to satisfy the Group's long term operation growth. During the Period under Review, the Group had capital expenditure of RMB483.5 million (for the six months ended 30 June 2014: RMB1,774.4 million).

## **Analysis of Operating Efficiency**

The Group stringently controls and manages the levels of trade receivables, trade payables and inventories. Sales to most customers are made on a delivery on payment basis. Trade receivables are generated from credit sales to credit customers from modern channels (including but not limited to food and groceries stores, stalls and department stores) with credit terms normally ranging from 60 to 90 days. During the Period under Review, net trade receivables increased by RMB177.7 million to RMB665.1 million (31 December 2014: RMB487.4 million). The Group's inventories mainly comprised raw and packaging materials, finished goods and low-cost consumables. The inventories turnover days decreased by 6 days as compared with 2014 as the finished products were continuously sold well through the sales channels. As at 30 June 2015, the inventories balance decreased RMB206.1 million to RMB923.2 million (31 December 2014: RMB1,129.3 million) as compared to the beginning of the year. The Group's trade payables mainly arise from credit purchases of raw materials. During the Period under Review, trade and bills payables increased by RMB386.1 million to RMB1,440.3 million (31 December 2014: RMB1,054.2 million).

	30 June 2015	31 December 2014
Trade receivables turnover days	9	8
Inventories turnover days	25	31
Trade payables turnover days	30	30

#### **Financial Management**

The Group adhered to the principle of financial prudence. It sought to control risk variables and moved forward prudently by moderately adjusting its selling and marketing expenses according to market condition, and made appropriate capital expenditures to optimise and expand the basic infrastructure. The Group's finance department has formulated financial risk management policies based on the policies and procedures approved by the Board and guided by the executive Directors. These policies are reviewed by the Group's internal audit department regularly. The Group's financial policy aims at reducing impacts of interest rate and exchange rate fluctuations on the Group's overall financial position, as well as minimising the Group's financial risk exposure.

The Group's finance department provides centralised financial risk (including interest rate and foreign exchange risk) and cash flow management, and cost-effective funding for the Group and its members. During the Period under Review, to strengthen regional concentration of transactional working region, improve work efficiency and operational focus and strengthen regional financial analysis functions, the Group will take the South China region as a pilot point in 2015 to establish a regional finance center and a regional settlement center, with a view to improving capital efficiency and accounting treatment effectiveness.

# **Treasury Policy**

It is the Group's treasury management policy not to engage in any highly leveraged or speculative derivative products and not to invest the current capital in financial products with significant underlying leverage or risk, including hedge funds or similar instruments. The Group continued to adopt a conservative approach to financial risk management with no significant borrowings during the Period under Review.

Most of the Group's currency of receipt and payment is denominated in Renminbi since majority of its revenues are derived from operations in China. The Group may expose to foreign exchange risk arise from future borrowings from overseas and some of its recognised assets or liabilities, such as cash and cash equivalents and borrowings, which are denominated in other currencies. The Group uses foreign exchange forward contracts outside China, when appropriate, for risk management and to control the Group's assets and liabilities when interest or exchange rates are uncertain or fluctuate, or whenever suitable.

# **CONTINGENT LIABILITIES**

The Group did not have any material contingent liabilities as at 30 June 2015.

# PROSPECTS

The Chinese economy is expected to achieve stable growth in the second half of 2015. With the gradual implementation of economic structural adjustments and the effect of economic benefits from urbanisation starting to show, the Group hold an optimistic view on the food and beverage industry. The Group will continue its strategy of focused operation by following the policy plan of urbanisation, and place emphasis on key markets. Meanwhile, the Group will keep abreast of market trends and interact with consumers, develop high quality products and continue to innovate for meeting consumers' needs and preference. A variety of newly launched products was well accepted by consumers in the first half of the year. The Group will step up efforts in the second half of the year to grasp the opportunities brought in by changes of consumption patterns and create long-term growth momentum for the Group.

Food safety is of utmost concern to the Group. It will tighten quality control to ensure that all of its raw materials and production procedures comply with relevant safety standards, so that the consumers can enjoy safe and reliable products from the Group.

From time to time, the Group will continue to look for appropriate opportunities for strategic alliance. In addition to self-built production base, the Group will seek reliable partners for strategic alliance to enable the Group to use its resources more efficiently, and attain the highest benefits for its shareholders.

## HUMAN RESOURCES AND EMOLUMENT POLICY

As at 30 June 2015, the Group had approximately 33,030 employees. In view of the huge market opportunities for dairy beverages and food production in China in the future, the Group is continuously recruiting professionals and talents. It aims to fulfil the human resources demand arising from the rapid business and production expansion by adopting a more prudent and effective approach in the selection and hiring process. In respect of new grassroots staff, the Group devotes considerable resources in staff training and monitoring their development and progress in a timely manner in order to familiarise them with the working environment and build up team spirit. Meanwhile, the Group recognises the value of its key personnel in maintaining team morale and competitiveness. Both internal promotion and external recruitment are applied to select and promote top employees for vacant positions and attract qualified candidates to join the Group. On the other hand, the Group ensures the continuity of the senior management by grooming management talents with various measures, such as continuous internal training and appropriate job rotation as well as external on-the-job training.

The emolument policy of the Group is to reward its employees and Directors based on their performance, qualifications, competence displayed, market comparables and the performance of the Group. With regard to the Group's emolument policy, the Group has entered into separate employment contracts with its employees regarding the terms on wages and salaries, national allowances, social security benefits, employee benefits, work place safety and hygiene environment, confidentiality of commercial secrets and termination conditions. Apart from those with middle and senior management officers, the term of the employment contracts ranges from one to three years. New employees are subject to a probationary period of two months.

# **PRODUCTIVITY STRATEGY**

The Group is committed to its focused strategy of creating brand value, enabling product research and development and innovation and establishing sales channels. We are convinced that along with long-term efforts in building brand image, continuous product innovation and extensive sales networks are the key to meeting consumer demand and allowing us to grow and achieve maximum efficiency continuously. In addition to its own productivity, in light of centralising the usage of resources for maximum efficiency, the Group has long been cooperating with professional beverage OEM factories (including professional OEM manufactures who are external independent third parties and connected enterprises) to form strategic alliances. As a result, the Group is equipped with flexibility in terms of productivity, so that the Group's resources can be fully and most efficiently used in key projects.

#### **GROUP RESULTS**

The Board is pleased to announce the unaudited interim condensed consolidated results of the Group for the six months ended 30 June 2015.

#### CONDENSED CONSOLIDATED INTERIM INCOME STATEMENT

For the six months ended 30 June 2015 (All amounts in thousands of Renminbi unless otherwise stated)

Unaudited Six months ended 30 June Note 2015 2014 3 Revenue 12,005,355 12.366.677 Cost of sales (7, 471, 982)(8,346,812)**Gross profit** 4,533,373 4,019,865 7.091 Other gains, net 15,225 Other income 142,046 135,166 Other expenses (60,785)(76, 751)Selling and marketing expenses (3,241,534)(3,208,355)Administrative expenses (539,766)(469, 107)**Operating profit** 4 840,425 416,043 Finance income 78,151 44.393 Finance costs (48, 334)(108, 367)Finance (costs)/income - net 29,817 (63,974)Share of profits of investments accounted for using the equity method 88,193 102,573 **Profit before income tax** 958,435 454,642 5 (271.805)(99.195)Income tax expense Profit for the period, attributable to equity holders of the Company 686,630 355,447 Earnings per share for profit attributable to equity holders of the Company (expressed in RMB per share) - Basic and diluted 6 15.90 cents 9.80 cents **Dividends** 7

# CONDENSED CONSOLIDATED INTERIM STATEMENT OF COMPREHENSIVE INCOME

For the six months ended 30 June 2015 (All amounts in thousands of Renminbi unless otherwise stated)

	Unaudited Six months ended 30 Jun 2015 20		
Profit for the period	686,630	355,447	
Other comprehensive income			
Item that may be reclassified to profit or loss Fair value gains/(losses) on available-for-sale financial assets, net of tax	4,319	(1,242)	
Other comprehensive gains/(losses) for the period	4,319	(1,242)	
Total comprehensive income for the period, attributable to equity holders of the Company	690,949	354,205	

# CONDENSED CONSOLIDATED INTERIM BALANCE SHEET

As at 30 June 2015 (All amounts in thousands of Renminbi unless otherwise stated)

	Note	Unaudited 30 June 2015	Audited 31 December 2014
ASSETS			
Non-current assets			
Land use rights		2,217,254	2,150,679
Property, plant and equipment		11,205,465	11,641,653
Investment properties		359,645	242,439
Intangible assets		42,603	28,614
Investments accounted for using the equity method		1,655,644	1,545,708
Available-for-sale financial assets		197,128	192,809
Deferred income tax assets		291,469	321,881
Other receivables – non-current portion		49,699	52,283
		16,018,907	16,176,066
Current assets			
Inventories		923,205	1,129,306
Trade receivables	8	665,078	487,418
Prepayments, deposits and other receivables		695,488	1,256,788
Financial assets at fair value through profit or loss		-	86,710
Time deposits		576,710	324,099
Cash and cash equivalents		3,186,411	1,804,022
		6,046,892	5,088,343
Total assets		22,065,799	21,264,409

	Note	Unaudited 30 June 2015	Audited 31 December 2014
EQUITY Capital and reserves attributable to equity holders of the Company			
Share capital		39,764	39,764
Share premium account		4,829,899	4,829,899
Other reserves			<b>FT</b> 10 <b>T</b>
<ul> <li>Proposed dividends</li> <li>Others</li> </ul>		- 6,600,901	57,107 5,909,968
		0,000,701	
Total equity		11,470,564	10,836,738
LIABILITIES			
Non-current liabilities		107 741	100 045
Deferred income tax liability Borrowings		197,741 3,241,128	188,845 4,280,095
Other payables – non-current portion		251,706	237,985
			4.500.005
		3,690,575	4,706,925
Current liabilities			
Trade and bills payables	9	1,440,276	1,054,204
Other payables and accruals		2,769,501	3,026,862
Borrowings		2,596,490	1,556,273
Current income tax liabilities		98,393	83,093
Derivative financial instruments			314
		6,904,660	5,720,746
Total liabilities		10,595,235	10,427,671
Total equity and liabilities		22,065,799	21,264,409
Net current liabilities		(857,768)	(632,403)
Total assets less current liabilities		15,161,139	15,543,663

#### NOTES TO THE CONDENSED CONSOLIDATED INTERIM FINANCIAL INFORMATION

For the six months ended 30 June 2015 (All amounts in thousands of Renminbi unless otherwise stated)

#### **1** Basis of preparation

This condensed consolidated interim financial information for the six months ended 30 June 2015 has been prepared in accordance with HKAS 34, 'Interim financial reporting'. The condensed consolidated interim financial information should be read in conjunction with the annual financial statements for the year ended 31 December 2014, which have been prepared in accordance with Hong Kong Financial Reporting Standards ("HKFRS") issued by the Hong Kong Institute of Certified Public Accountants ("HKICPA").

#### 2 Accounting policies

Except as described below, the accounting policies applied are consistent with those of the annual financial statements for the year ended 31 December 2014, as described in those annual financial statements.

Taxes on income in the interim periods are accrued using the tax rate that would be applicable to expected total annual earnings.

#### (a) New and amended standards adopted by the Group

The following new and amended standards are mandatory for the first time for the financial year beginning 1 January 2015:

HKFRS 8 (Amendment) "Operating segments" is effective for annual periods beginning on or after 1 July 2014. This standard is amended to require disclosure of the judgements made by management in aggregating operating segments and a reconciliation of segment assets to the entity's assets when segment assets are reported.

HKAS 24 (Amendment) "Related Party Disclosures" is effective for annual periods beginning on or after 1 July 2014. This standard is amended to address that the reporting entity is not required to disclose the compensation paid by the management entity (as a related party) to the management entity's employee or directors, but it is required to disclose the amounts charged to the reporting entity by the management entity for services provided.

HKAS 39, 'Financial instruments – Recognition and measurement' are effective for annual periods beginning on or after 1 July 2014. This standard is amended to clarify that an obligation to pay contingent consideration which meets the definition of a financial instrument is classified as a financial liability or as equity, on the basis of the definitions in HKAS 32, 'Financial instruments: Presentation'. All non-equity contingent consideration, both financial and non-financial, is measured at fair value at each reporting date, with changes in fair value recognised in profit and loss.

Amendments and interpretations as mentioned above are not expected to have a material effect on the Group's operating results, financial position or comprehensive income.

(b) Standards, amendments and interpretations to existing standards effective in 2015 but not relevant to the Group

#### Effective for annual periods beginning on or after

HKAS 19 (Amendment)	Defined benefit plans	1 July 2014
HKFRS 13	Fair value measurement	1 July 2014
HKAS 40	Investment property	1 July 2014
HKFRS 2 (Amendment)	Share-based payment	1 July 2014
HKFRS 3 (Amendment)	Business combinations	1 July 2014
HKAS 37	Provisions, contingent liabilities and contingent assets	1 July 2014
HKFRS 16 (Amendment)	Property, plant and equipment	1 July 2014
HKAS 38 (Amendment)	Intangible assets	1 July 2014

(c) The following new standards, new interpretations and amendments to standards and interpretations have been issued but are not effective for the financial year beginning on 1 January 2015 and have not been early adopted by the Group:

		Effective for annual periods beginning on or after
HKFRS 14	Regulatory deferral accounts	1 January 2016
HKFRS 11	Accounting for acquisitions of interests in joint operation	1 January 2016
HKAS 16 and HKAS 38 (Amendments)	Clarification of acceptable methods of depreciation and amortisation	1 January 2016
HKAS 16 and HKAS 41 (Amendments)	Agriculture: Bearer plants	1 January 2016
HKFRS 10 and HKAS 28 (Amendments)	Sale or contribution of assets between an investor and its associate or joint venture	1 January 2016
HKAS 27 (Amendment)	Equity method in separate financial statements	1 January 2016
HKFRS 10, HKFRS 12 and HKAS 28 (Amendments)	Investment entities: Applying the consolidation exception	1 January 2016
HKAS 1 (Amendments)	Disclosure initiative	1 January 2016
HKFRS 5 (Amendment)	Non-current assets held for sale and discontinued operations	1 January 2016
HKFRS 7 (Amendments)	Financial instruments: Disclosures	1 January 2016
HKAS 19 (Amendment)	Employee benefits	1 January 2016
HKAS 34 (Amendment)	Interim financial reporting	1 January 2016
HKFRS 15	Revenue from contracts with customers	1 January 2017
HKFRS 9	Financial instruments	1 January 2018

#### **3** Segment information

The chief operating decision-maker has been identified as the executive directors. The executive directors review the Group's internal reporting in order to assess performance and allocate resources. Management has determined the operating segments based on these reports.

The executive directors consider the business only from a product perspective as over 90% of the Group's sales and business activities are conducted in the PRC. From a product perspective, management assesses the performance of beverages, instant noodles and others.

The executive directors assess the performance of the operating segments based on segment profit or loss. Other information provided, except as noted below, to the executive directors is measured in a manner consistent with that in the financial statements.

The majority of the Group's sales are retail sales and no revenues from transactions with a single external customer account for 10% or more of the Group's revenue.

The segment information for the six months ended 30 June 2015 is as follows:

	Six months ended 30 June 2015				
	Beverages	Instant noodles	Others	Unallocated	Group
Segment results					
Revenue	8,109,613	3,652,003	243,739		12,005,355
Segment profit/(loss) Finance cost – net	889,870	91,232	19,476	(160,153)	840,425 29,817
Share of profits/(losses) of investments accounted for using the equity method	89,154	-	-	(961)	88,193
Profit before income tax Income tax expense					958,435 (271,805)
Profit for the period					686,630
<b>Other income statement items</b> Depreciation and amortisation	509,266	139,513	23,344	37,158	709,281
Capital expenditure	365,615	57,165	41,402	19,360	483,542
		As	at 30 June 20	)15	
	Beverages	Instant noodles	Others	Unallocated	Group
<b>Segment assets and liabilities</b> Assets Investments accounted for using the equity method	11,025,553 1,493,998	3,680,877 -	311,277	5,392,448 161,646	20,410,155 1,655,644
Total assets					22,065,799
Liabilities	2,856,167	1,128,789	91,911	6,518,368	10,595,235
Total liabilities					10,595,235

The segment information for the six months ended 30 June 2014 is as follows:

	Six months ended 30 June 2014				
	Beverages	Instant noodles	Others	Unallocated	Group
Segment results					
Revenue	8,091,859	3,939,307	335,511		12,366,677
Segment profit/(loss) Finance income – net Share of profits/(losses) of investments accounted	620,387	(116,033)	25,026	(113,337)	416,043 (63,974)
for using the equity method	119,173	_	-	(16,600)	102,573
Profit before income tax Income tax expense					454,642 (99,195)
Profit for the period					355,447
<b>Other income statement items</b> Depreciation and amortisation	485,781	138,405	18,880	32,639	675,705
Capital expenditure	1,297,367	303,302	120,134	53,644	1,774,447
		As at 3	31 December	2014	
	Beverages	Instant noodles	Others	Unallocated	Group
<b>Segment assets and liabilities</b> Assets Investments accounted for using the equity method	11,464,783 1,383,356	3,919,781	301,340	4,032,797 162,352	19,718,701 1,545,708
Total assets					21,264,409
Liabilities	2,774,594	1,192,923	110,485	6,349,669	10,427,671
Total liabilities					10,427,671

#### 4 **Operating profit**

An analysis of the amounts presented as operating items in the financial information is given below.

	Six months ended 30 June	
	2015	2014
Cost of inventories	6,454,983	6,918,091
Promotion and advertising expenses	1,244,394	1,194,135
Employee benefit expenses, including directors' emoluments	1,529,909	1,509,197
Transportation expenses	531,258	584,541
Depreciation and amortization	709,281	675,705
Operating lease in respect of buildings	82,299	101,441
(Reversal of)/provision for impairment of trade receivables	(382)	2,747
Fair value gains on derivative financial instruments at		
fair value through profit or loss	_	(580)
Reversal of inventories to net realizable value	(1,562)	(6,684)
Losses from disposal of property, plant and equipment	783	1,703
Government grants (Note)	(15,551)	(14,955)
Subsidy income	(13,084)	(17,742)

#### Note:

The income from government grants represented subsidy received from various local governments in the PRC as rewards to the Group's subsidiaries for their contributions to the economy and development of the regions in which the subsidiaries are located. Such government grants were unconditional and with no future commitment to be fulfilled. Accordingly, they were recognised as income in the consolidated income statement.

#### 5 Income tax expense

	Six months ended 30 June		
	2015	2014	
Current income tax			
- Mainland China corporate income tax ("CIT")	232,497	134,757	
Deferred income tax	39,308	(35,562)	
	271,805	99,195	

#### (a) Mainland China corporate income tax

Subsidiaries established in Mainland China are subject to CIT at rate of 25% (2014: 25%) during the year.

According to the Caishui (2011) No. 58 "The notice on the tax policies of further implementation of the western region development strategy issued by the Ministry of Finance, the State Administration of Taxation and the General Administration of Customs" (財税[2011]58號"關於深入實施西部大開發戰略 有關税收政策問題的通知"), companies set up in the western region and falling into certain encouraged industry catalogue promulgated by the PRC government will be entitled to a preferential tax rate of 15%. Some of the Group's subsidiaries in the PRC set up in the western development region and fall into the encouraged industry catalogue are entitled to preferential tax rate of 15%.

The profits of the PRC subsidiaries of the Group derived since 1 January 2008 will be subject to withholding tax at a rate of 5% upon the distribution of such profits to foreign investors in Hong Kong. Deferred income tax liabilities have been provided for in this regard based on the expected dividends to be distributed from the Group's PRC subsidiaries in the foreseeable future in respect of the profits generated since 1 January 2008.

#### (b) Other income tax

The Company was incorporated in the Cayman Islands as an exempted company with limited liability under the Companies Law of Cayman Islands and, accordingly, is exempted from payment of Cayman Islands income tax.

Subsidiaries incorporated in Taiwan and Hong Kong are subject to income tax at the prevailing rates of 17% and 16.5% (2014: 17% and 16.5%) respectively.

#### 6 Earnings per share

Basic earnings per share are calculated by dividing the profit attributable to equity holders of the Company by the weighted average number of ordinary shares in issue during the period.

	Six months ended 30 June	
	2015	2014
Profit attributable to equity holders of the Company	686,630	355,447
Weighted average number of ordinary shares in issue (thousands)	4,319,334	3,627,441
Basic earnings per share (RMB per share)	15.90 cents	9.80 cents

Diluted earnings per share are the same as basic earnings per share as there are no dilutive ordinary shares.

#### 7 Dividends

Dividends in relation to the years ended 31 December 2014 and 2013 amounting to approximately RMB57 million and RMB183 million were paid in June 2015 and June 2014, respectively.

The directors do not recommend an interim dividend in respect of the six months ended 30 June 2015 (2014: Nil).

#### 8 Trade receivables

	30 June 2015	31 December 2014
Trade receivables - third parties - related parties	632,656 42,247	470,780 26,845
	674,903	497,625
Less: provision for impairment	(9,825)	(10,207)
Trade receivables, net	665,078	487,418

The credit terms granted to customers by the Group are usually 60 to 90 days. At 30 June 2015, the ageing analysis of trade receivables is as follows:

	30 June 2015	31 December 2014
Trade receivables, gross – Within 90 days – 91-180 days – 181-365 days – Over 1 year	632,352 37,178 4,661 712	457,173 38,476 1,742 234
	674,903	497,625
Trade and bills payables		
	30 June 2015	31 December 2014
Trade and bills payables – third parties – related parties	916,067 524,209	875,956 178,248
	1,440,276	1,054,204
At 30 June 2015, the ageing analysis of trade and bills payables is as follows:		
	30 June 2015	31 December 2014
Trade payables – Within 180 days – 181 to 365 days – Over 1 year	1,416,262 16,366 7,648	1,036,734 10,963 6,507

1,440,276

1,054,204

9

#### AUDIT COMMITTEE REVIEW

The Audit Committee comprises Mr. Fan Ren-Da, Anthony, Mr. Chen Sun-Te, Mr. Su Tsung-Ming and Mr. Lo Peter. Except for Mr. Su Tsung-Ming who is a non-executive Director, the other members of the Audit Committee are independent non-executive Directors. The Audit Committee has reviewed with the management accounting principles and practices adopted by the Group and discussed financial reporting matters. The Audit Committee has reviewed the unaudited interim results of the Group for the Period under Review and has recommended their adoption by the Board.

## **CORPORATE GOVERNANCE CODE**

In the opinion of the Directors, the Company had complied with all the code provisions of the Corporate Governance Code as set out in Appendix 14 to the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited (the "Stock Exchange") during the Period under Review.

## PURCHASE, SALE OR REDEMPTION OF THE COMPANY'S LISTED SECURITIES

Neither the Company nor any of its subsidiaries has purchased, sold or redeemed any of the Company's shares during the Period under Review.

# PUBLICATION OF INTERIM REPORT ON THE WEBSITES OF THE STOCK EXCHANGE AND OF THE COMPANY

The Company's 2015 interim report will be despatched to the shareholders of the Company and made available on the website of the Stock Exchange and the Company's website (www.uni-president.com.cn) in due course.

The interim condensed consolidated financial information set out above does not constitute the Company's statutory financial statements for the Period under Review but is extracted from the condensed consolidated financial statements for the Period under Review to be included in the 2015 interim report.

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

7 August 2015

As at the date of this announcement, the Board comprised Mr. Lo Chih-Hsien, Mr. Hou Jung-Lung and Mr. Chen Kuo-Hui as executive Directors; Mr. Su Tsung-Ming as non-executive Directors; and Mr. Chen Sun-Te, Mr. Fan Ren-Da, Anthony and Mr. Lo Peter as independent non-executive Directors.