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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 ANNUAL RESULTS
FOR THE YEAR ENDED 31 DECEMBER 2020**

A presentation in relation to the results of Uni-President China Holdings Ltd. and its subsidiaries for the year ended 31 December 2020 is appended to this announcement.

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

Hong Kong, 19 March 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.

2020 Annual Results

19 March, 2021

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Results Highlight

(In RMB mn unless otherwise noted)

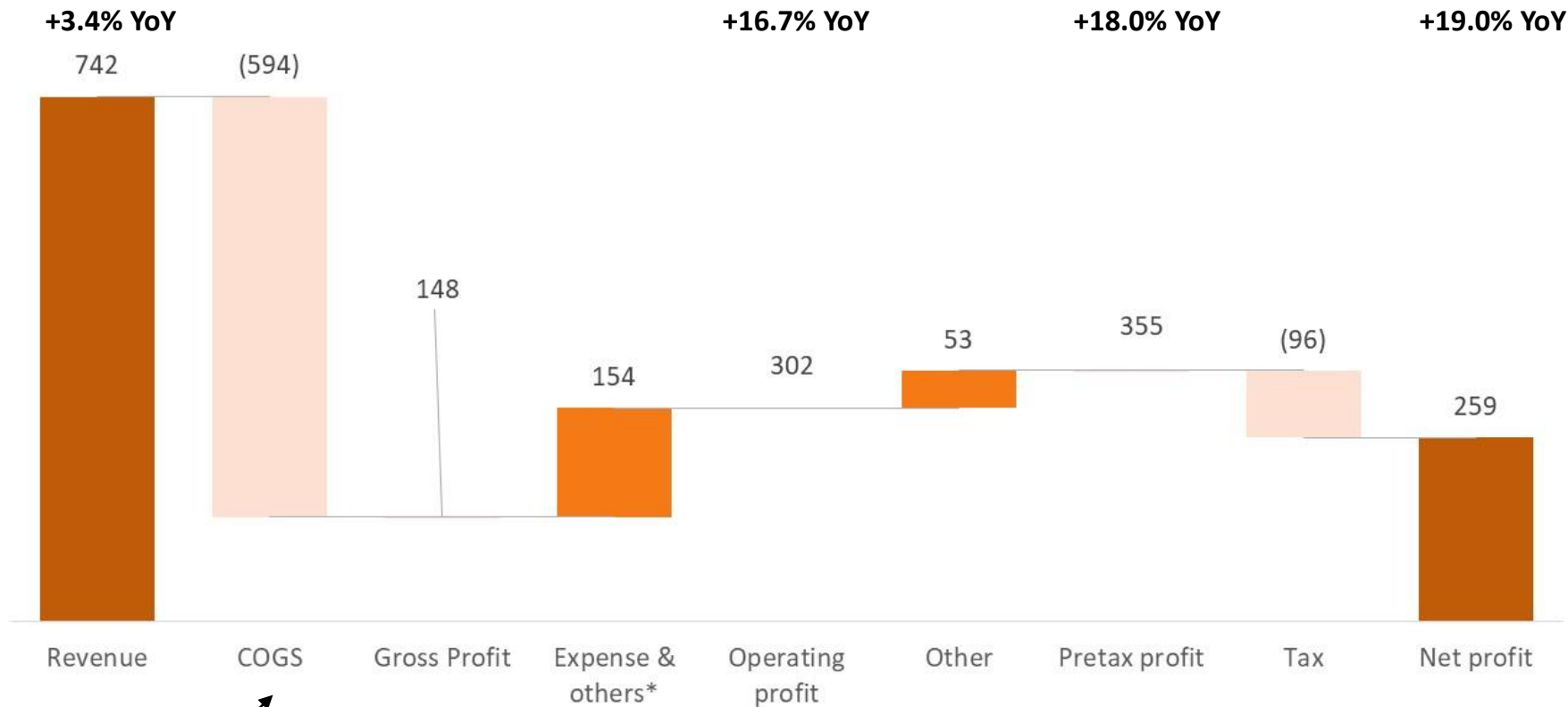
	2020	2019	YoY
Revenue	22,762	22,020	3.4%
Gross profit	8,066	7,918	1.9%
Gross margin	35.4%	36.0%	-0.6 pts
Operating profit	2,108	1,806	16.7%
Operating margin	9.3%	8.2%	1.1 pts
Pretax profit	2,326	1,971	18.0%
Pretax margin	10.2%	9.0%	1.2 pts
Net profit	1,626	1,366	19.0%
Net margin	7.1%	6.2%	0.9 pts
EPS (RMB cents)	37.64	31.63	19.0%
DPS (RMB cents)**	37.64	31.63	19.0%
ROE *	11.8%	10.2%	1.6 pts

*ROE figures are based on average equity attributable to shareholders of the company **the board of directors of the Company will propose to declare a final cash dividend for the year at the forthcoming annual general meeting of the Company. Subject to the approval of Shareholders at the forthcoming annual general meeting of the Company.

Earnings drivers (2020)

(RMB mn)

2020 vs. 2019



Positive

Negative

Gross Margin**

35.4% -0.6 pts

OP Margin

9.3% +1.1 pts

Pretax Margin

10.2% +1.2 pts

Net Margin

7.1% +0.9 pts

* Including selling and marketing, administrative, other income/expenses and other gains - net; **Gross margin declined mainly due to product mix change owing to the pandemic, food segment contribution to total revenue increase 2.8 pts to 41.4% of total revenue.

Financial Highlights

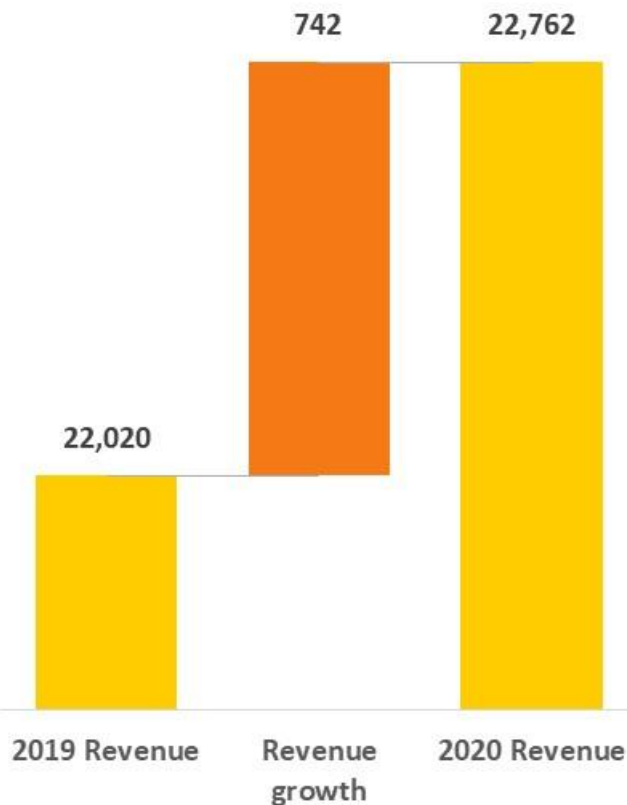
(RMB mn)	2020		2019	
	Amount	%	Amount	%
Cash*	7,690	35%	6,484	30%
Borrowings**	487	2%	1,163	5%
Total Assets	22,104	100%	21,757	100%
Total Equity	13,887	63%	13,633	63%
(Borrowings** - Cash*)/ Equity	-51.9%		-39.0%	
Current Ratio	80.4%		91.8%	
Trade Receivable Turnover Days	9		9	
Inventories Turnover Days***	45		41	
Trade Payable Turnover Days***	44		42	

* Including cash and bank balances, long-term time deposits, and term bank products (principal protected)

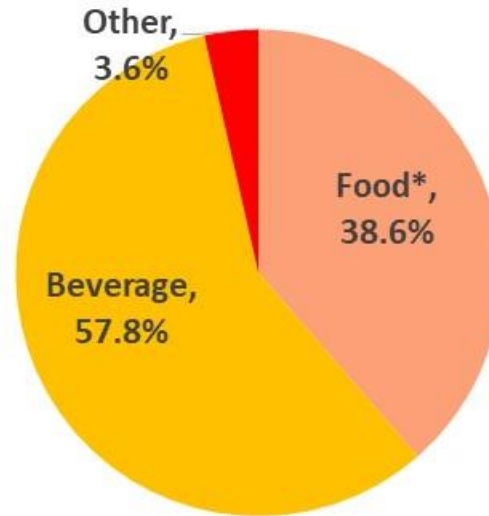
** excluding lease liabilities *** Longer inventory turnover days and trade payable turnover days versus last year are mainly due to preparation for high-demand products during the pandemic and for Chinese New Year.

Revenue breakdown by product

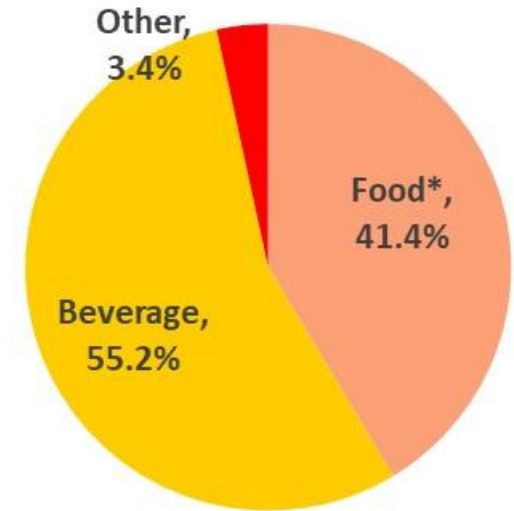
Total Revenue (RMB mn)



2019 Revenue mix



2020 Revenue mix

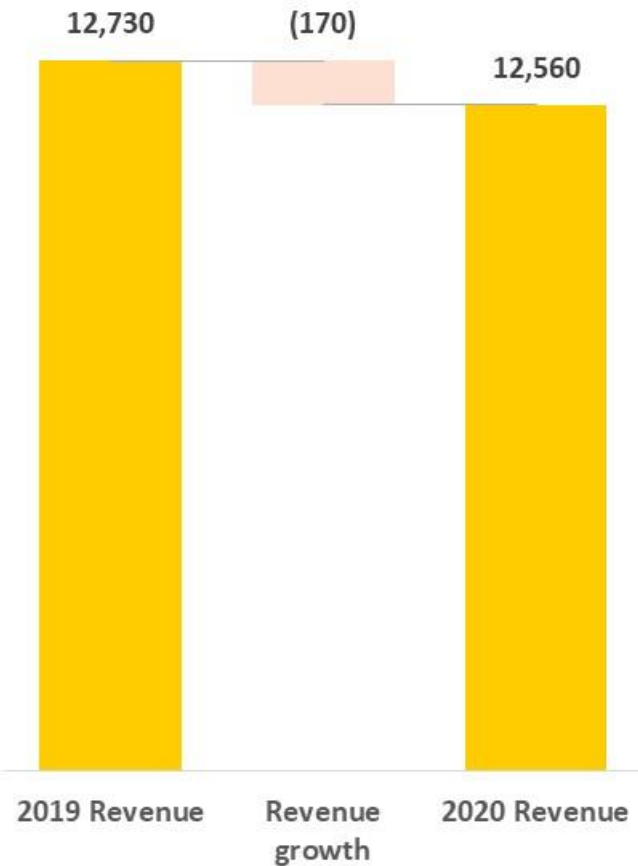


Food revenue growth of 10.9% YoY in 2020. “Soup Daren”, which has registered a double-digit in revenue for 12 consecutive years. Hotpot series products and a series of limited co-branded products were launched under “Kai Xiao Zao” to meet the needs of different consumers and extend the consumption scenarios.

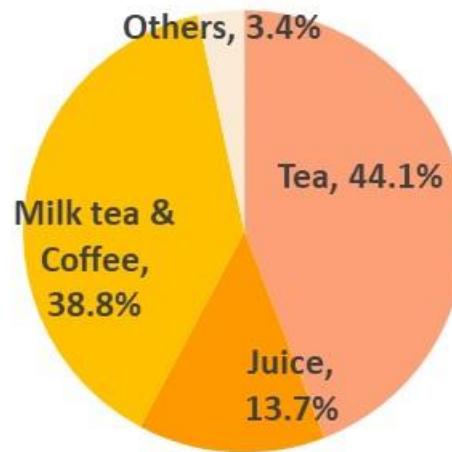
* Food segment include self-heating rice meals “Kai Xiao Zao (開小灶)”

Beverage rev* breakdown by type

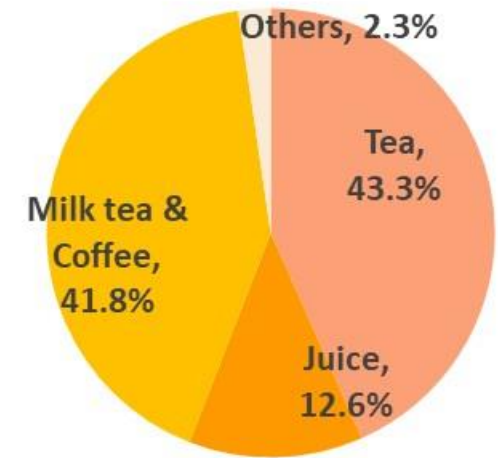
Total Revenue (RMB mn)



2019 Revenue mix



2020 Revenue mix

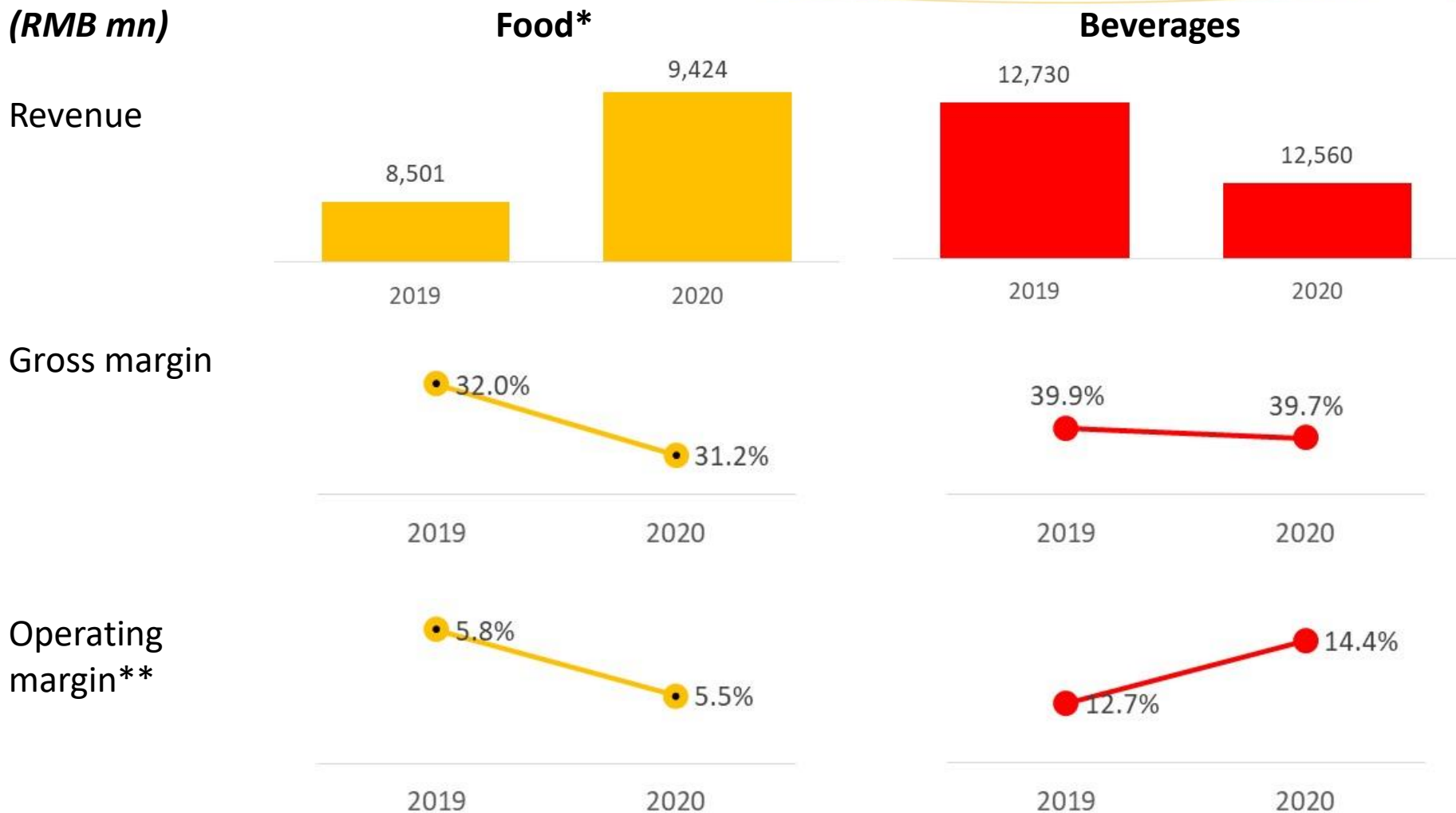


- Beverage revenue decline 1.3% YoY in 2020, mainly influenced by the epidemic in the first quarter and steadily picked up after the second quarter. Classic brands of “Uni Assam Milk Tea (統一阿薩姆奶茶)” business marked a 7.3% YoY growth in 2020 while Sugar-free tea “Chai Li Won(茶裏王)” grow multiple times.

* Denotes revenue

Segment Performance

(RMB mn)



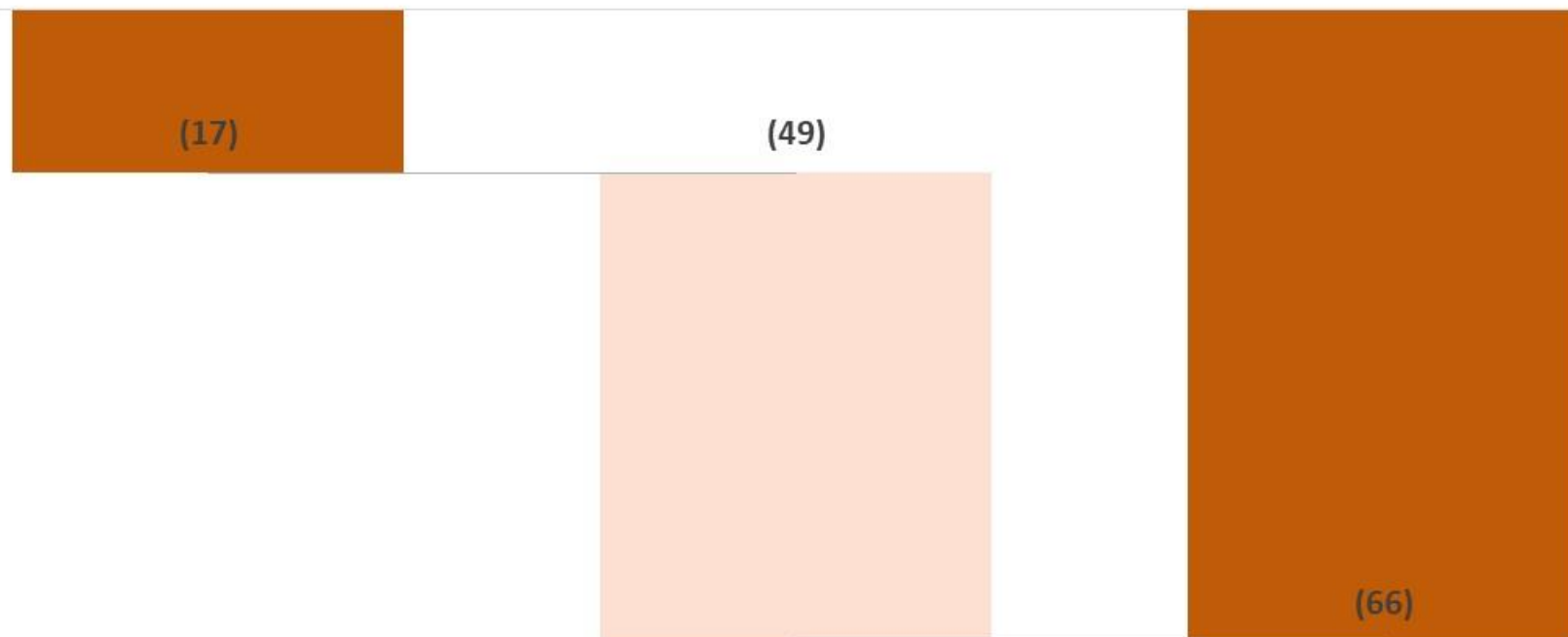
* Food segment include self-heating rice meals “Kai Xiao Zao (開小灶)”

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

Expenses breakdown

(RMB mn)

2020 vs. 2019



Selling and marketing

Selling and marketing expense ratio** to 23.5% (-0.9 ppt YoY)

Administrative

Administrative expense ratio** to 4.2% (-0.4 ppts YoY)

Company

Company expense* ratio to 27.7% (-1.3 ppts YoY)

* Selling and marketing plus administrative expense

** As % of revenue

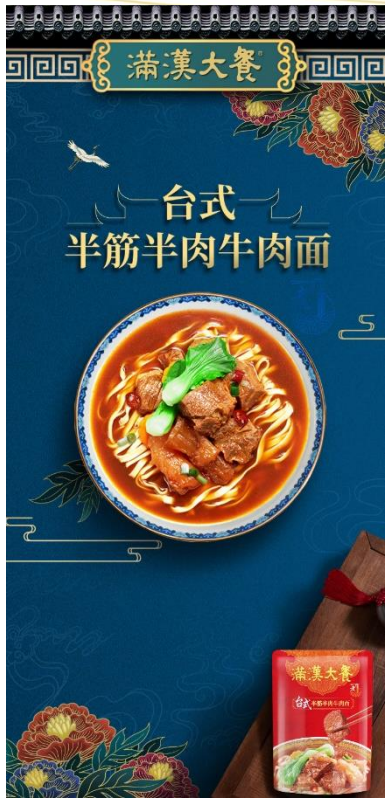
Q & A Session



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

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Appendix 1: New Product Strategy



Appendix 2: New Product Strategy

统一® 冰红茶
Ice Tea

青春无极限

品牌代言人 迪丽热巴

统一冰红茶

茶裏王

无糖新上市
不添加 自然回甘

品牌代言人 张若昀

统一企业
UNI-PRESIDENT ENTERPRISES

