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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 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

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Results Highlight

(In RMB mn unless otherwise noted)

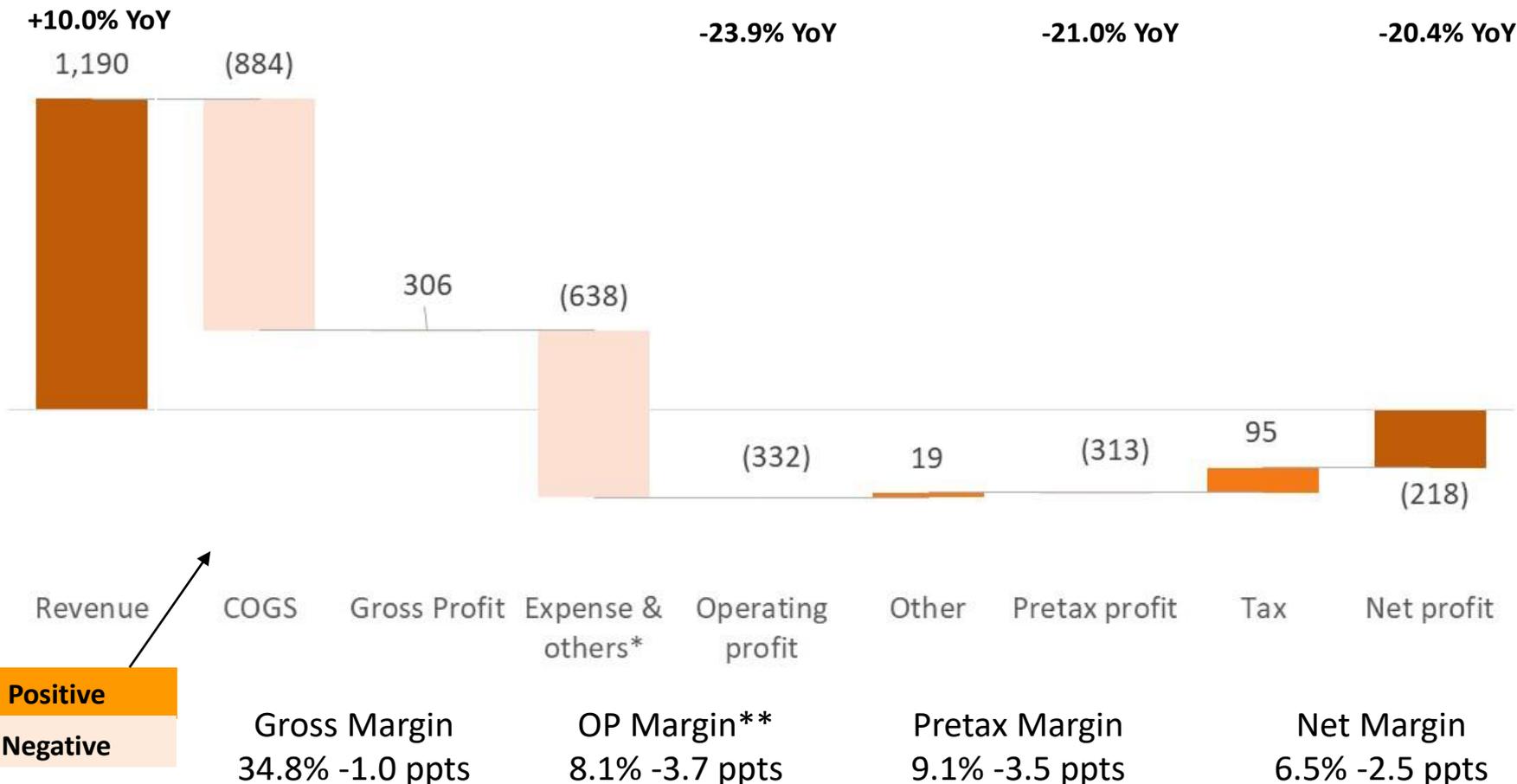
	1H21	1H20	YoY
Revenue	13,007	11,817	10.1%
Gross profit	4,533	4,226	7.3%
Gross margin	34.8%	35.8%	-1.0 ppt
Operating profit **	1,058	1,389	-23.9%
Operating margin	8.1%	11.8%	-3.7 ppts
Pretax profit	1,181	1,495	-21.0%
Pretax margin	9.1%	12.6%	-3.5 ppts
Net profit	847	1,065	-20.4%
Net margin	6.5%	9.0%	-2.5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

*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 subsidiaries and other one-off factors this year.

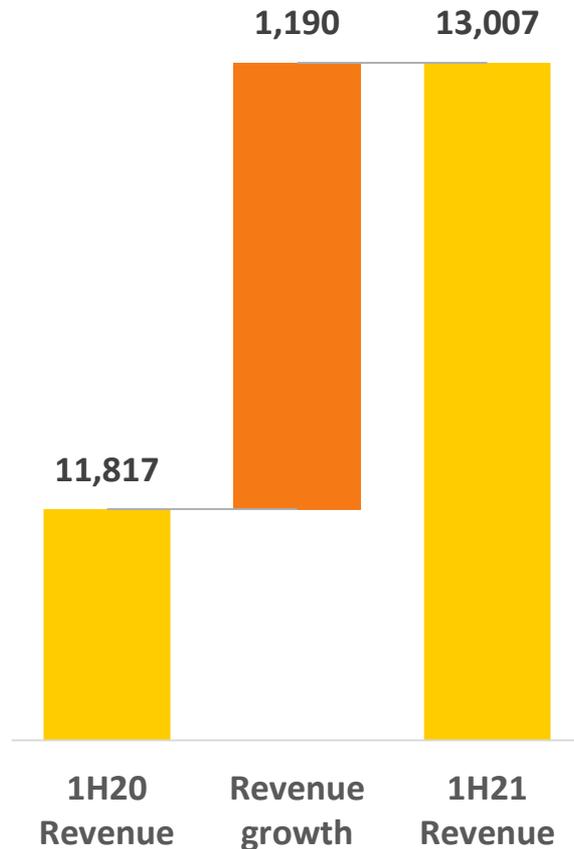
Financial Highlights

	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	

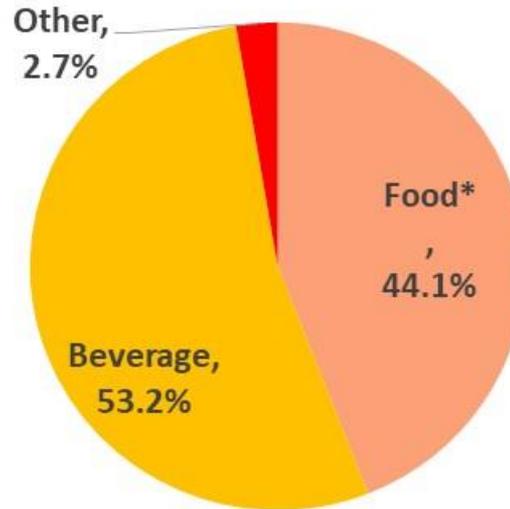
* Including cash and bank balances, long-term time deposits, and financial assets at fair value through profit or loss ** excluding lease liabilities

Revenue breakdown by product

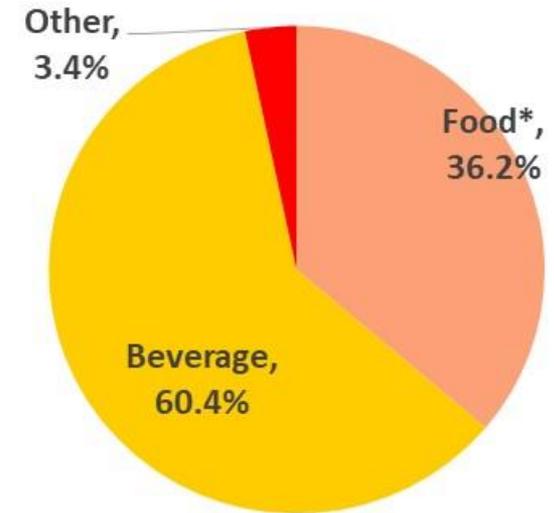
Total Revenue (RMB mn)



1H20 Revenue mix



1H21 Revenue mix

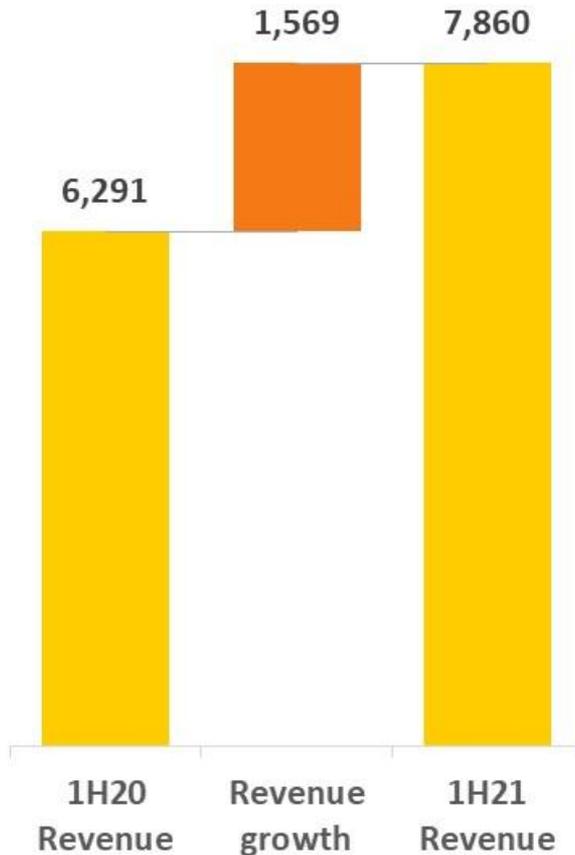


Total revenue growth of 10% YoY in 1H21. In the post-pandemic era, consumer demand for the instant food business is gradually returning to normal levels. “Kai Xiao Zao (開小灶)” revenue reported a rapid, double-digit growth for the same period.

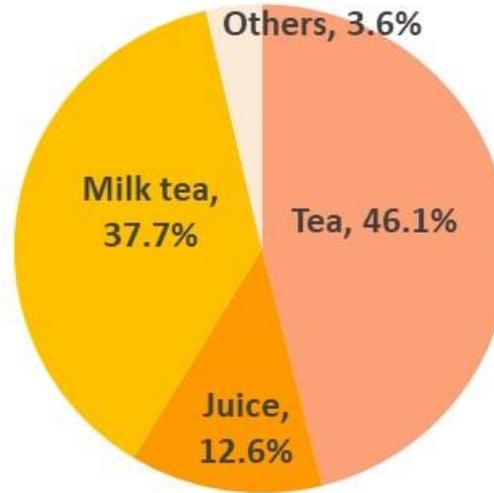
* Food segment brands mainly include “Soup Daren”, self-heating rice meals “Kai Xiao Zao”, “Uni-President Lao Tan Pickled Cabbage and Beef Noodles”, etc.

Beverage rev* breakdown by type

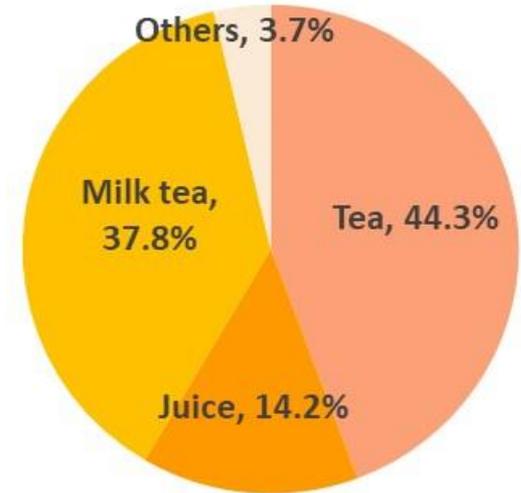
Total Revenue (RMB mn)



1H20 Revenue mix



1H21 Revenue mix

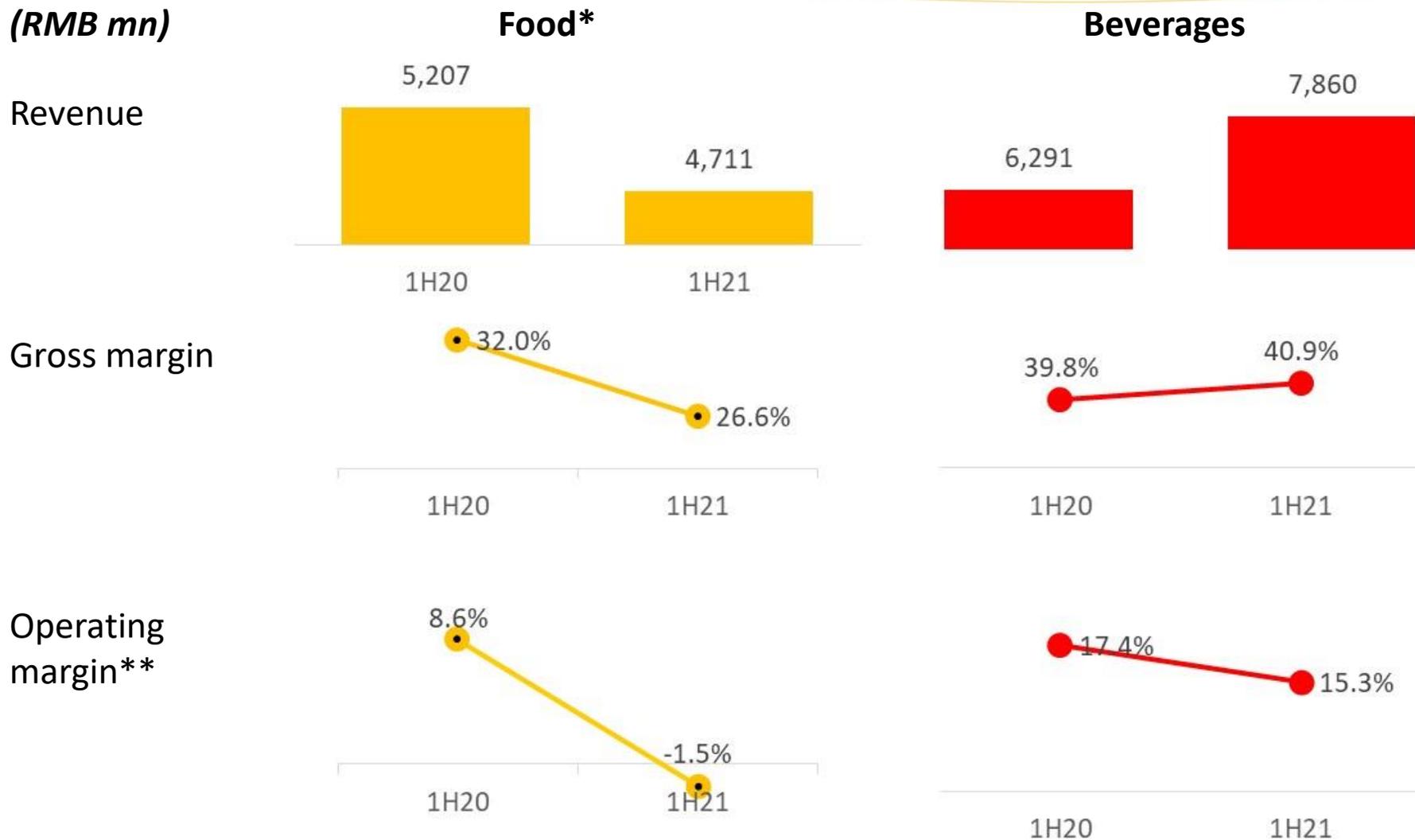


- Total beverage revenue up 25.0% YoY in 1H21. Specifically, Milk Tea revenue up 25.4% YoY, which enabled it to continue to take up the leading position in the market. Juice revenue up 40.5% YoY for 1H21.

* 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)



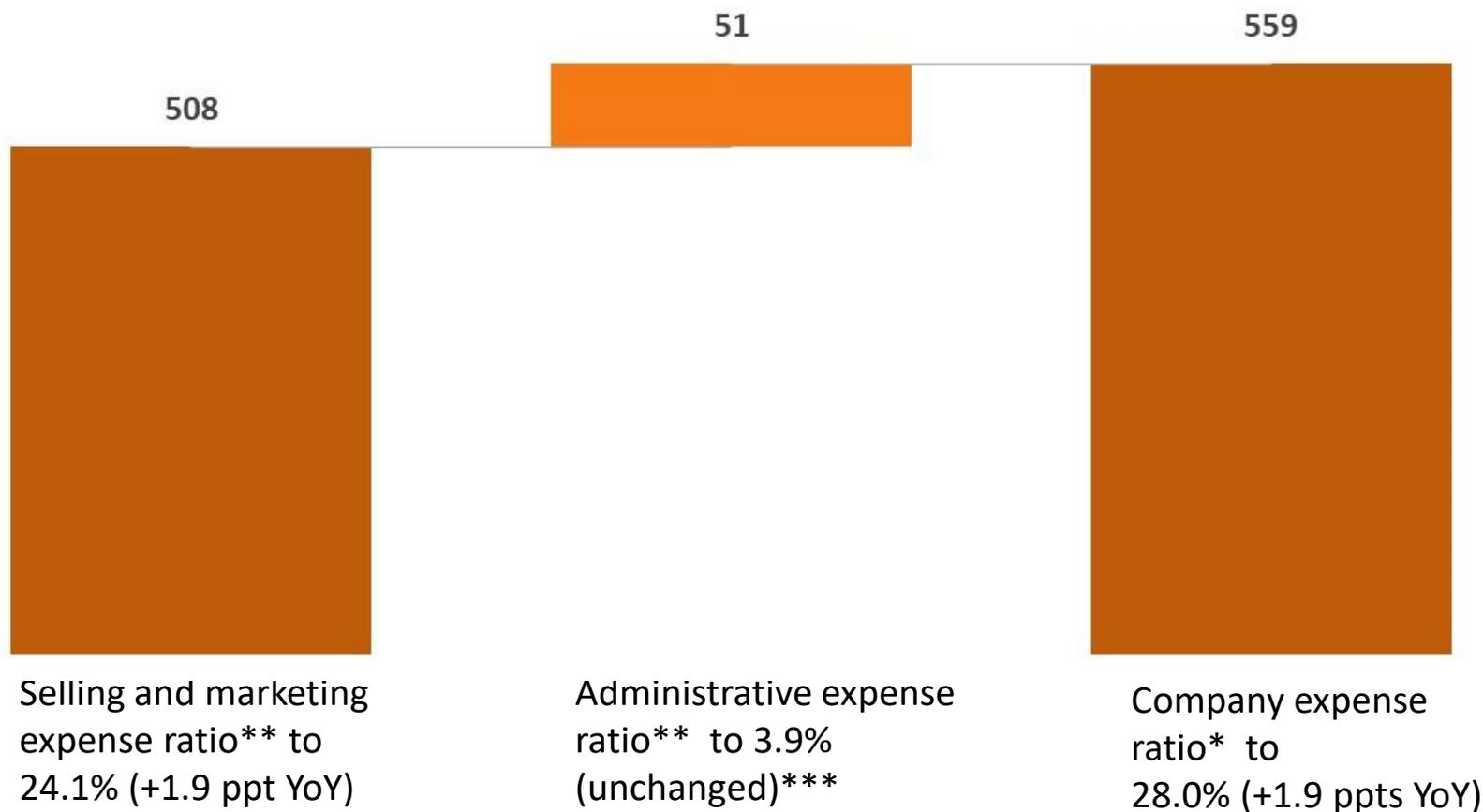
* Food segment include self-heating rice meals “Kai Xiao Zao (開小灶)”

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

Expenses breakdown

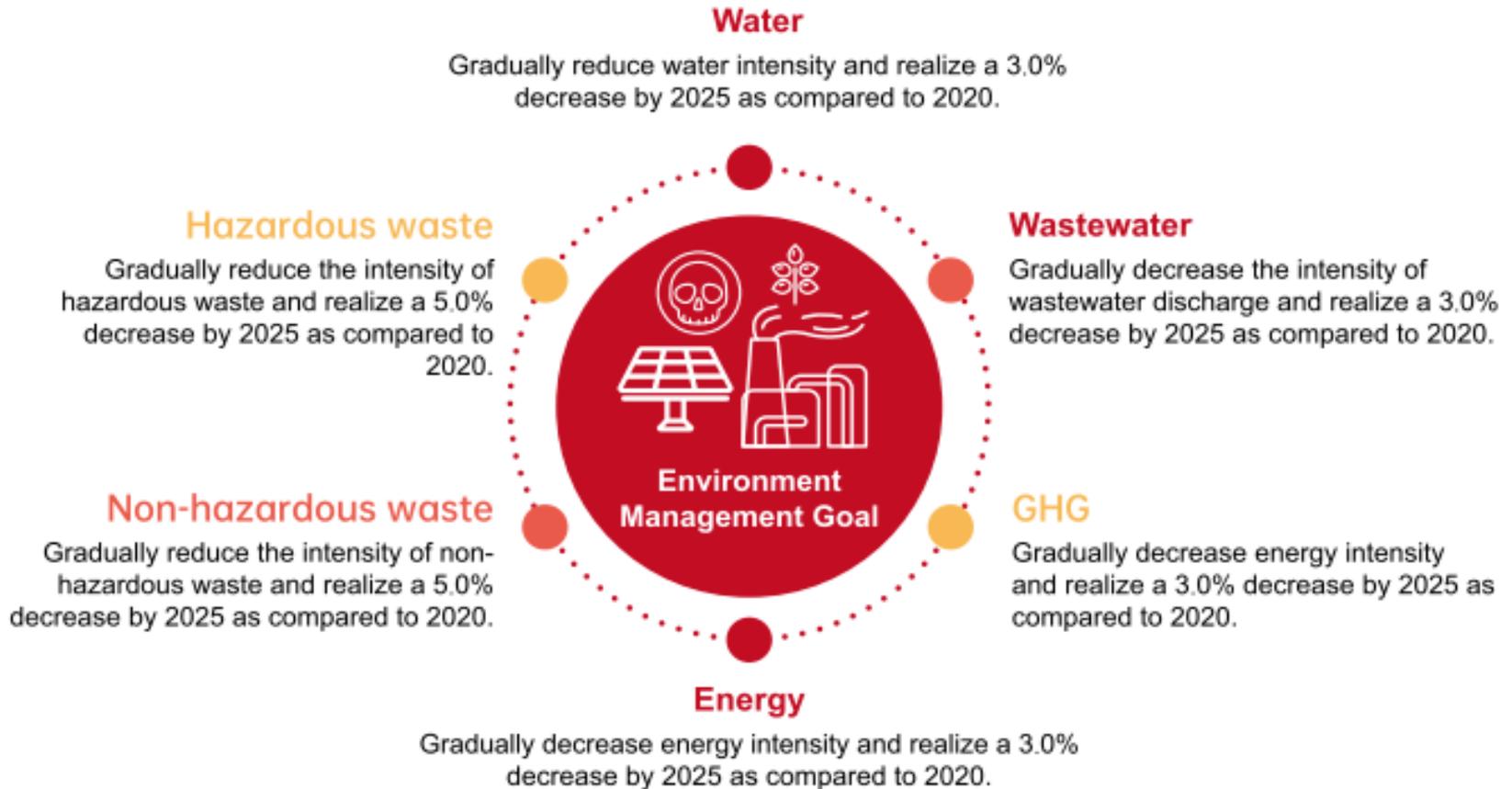
(RMB mn)

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



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