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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 2021**

A presentation in relation to the results of Uni-President China Holdings Ltd. and its subsidiaries for the year ended 31 December 2021 is appended to this announcement.

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

Hong Kong, 7 March 2022

*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 Annual Results**

**7 March, 2022**

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# Results Highlight

*(In RMB mn unless otherwise noted)*

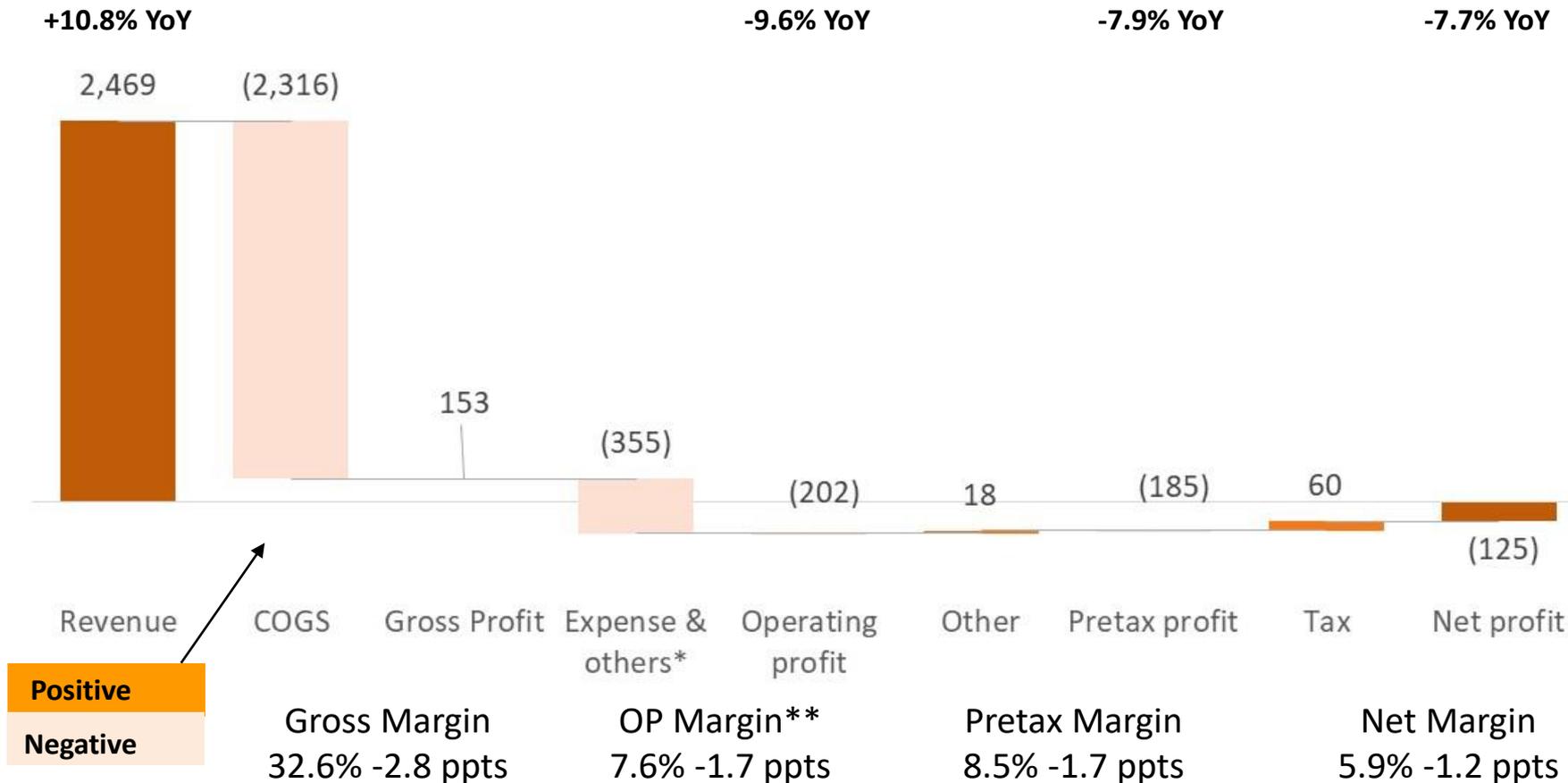
	<b>2021</b>	<b>2020</b>	<b>YoY</b>
Revenue	25,231	22,762	10.8%
Gross profit	8,219	8,066	1.9%
<b>Gross margin</b>	<b>32.6%</b>	<b>35.4%</b>	<b>-2.8 pts</b>
Operating profit <sup>**</sup>	1,906	2,108	-9.6%
<b>Operating margin</b>	<b>7.6%</b>	<b>9.3%</b>	<b>-1.7 pts</b>
Pretax profit	2,142	2,326	-7.9%
<b>Pretax margin</b>	<b>8.5%</b>	<b>10.2%</b>	<b>-1.7 pts</b>
Net profit	1,501	1,626	-7.7%
<b>Net margin</b>	<b>5.9%</b>	<b>7.1%</b>	<b>-1.2 pts</b>
EPS (RMB cents)	34.74	37.64	-7.7%
DPS (RMB cents)	41.69	37.64	10.8%
<b>ROE <sup>*</sup></b>	<b>10.9%</b>	<b>11.8%</b>	<b>-0.9 pts</b>

*\*ROE figures are based on average equity attributable to shareholders of the company; \*\*The decrease was mainly due to one-off gain in the corresponding period of last year and rise in raw materials.*

# Earnings drivers (2021)

(RMB mn)

2021 vs. 2020



\* Including selling and marketing, administrative, other income/expenses and other gains/ (losses) - net; \*\*The decrease was mainly due to one-off gain in the corresponding period of last year and rise in raw materials.

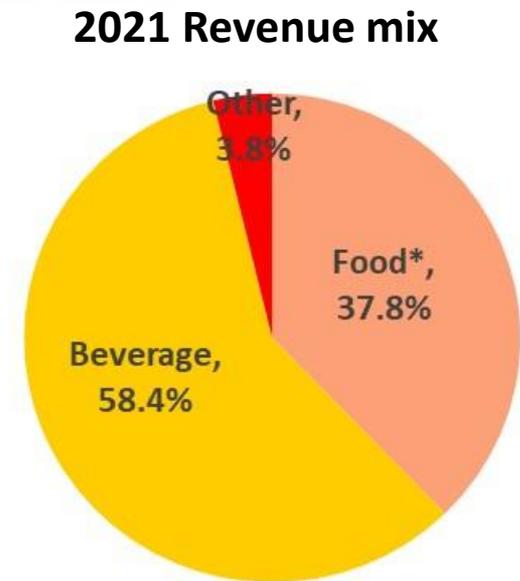
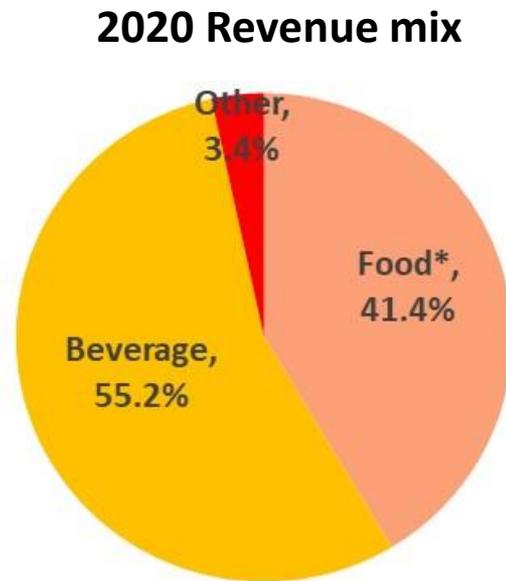
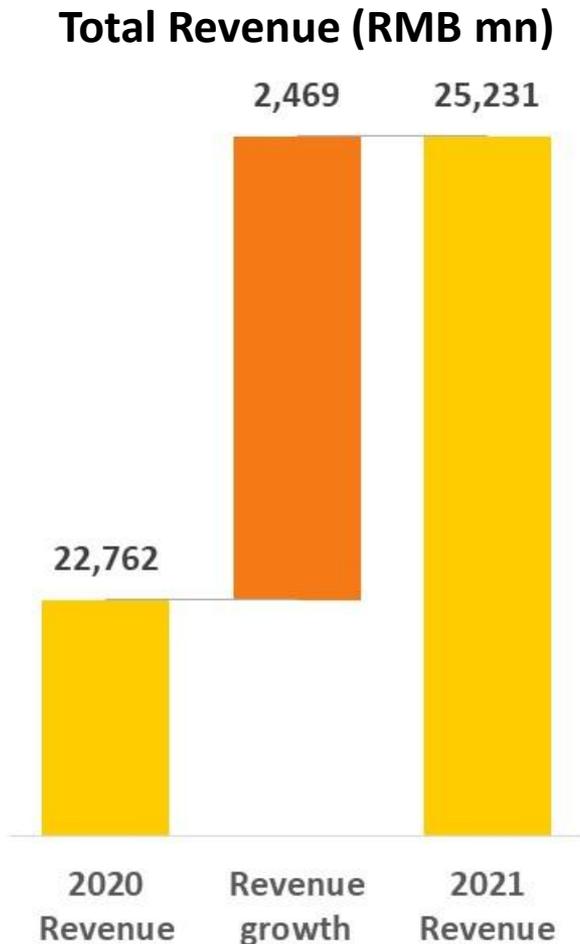
# Financial Highlights

<i>(RMB mn)</i>	2021		2020	
	Amount	%	Amount	%
Cash <sup>*</sup>	7,794	35%	7,690	35%
Borrowings <sup>**</sup>	112	1%	487	2%
Total Assets	22,065	100%	22,104	100%
Total Equity	13,765	62%	13,887	63%
$(\text{Borrowings}^{**} - \text{Cash}^*) / \text{Equity}$	-55.8%		-51.9%	
Current Ratio	95.8%		80.4%	
Trade Receivable Turnover Days	9		9	
Inventories Turnover Days	46		45	
Trade Payable Turnover Days	42		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 growth of 10.8% YoY in 2021. Offline terminals and digital channels become the main ways to reach consumers, and they work together to create comprehensive experiences for consumers.

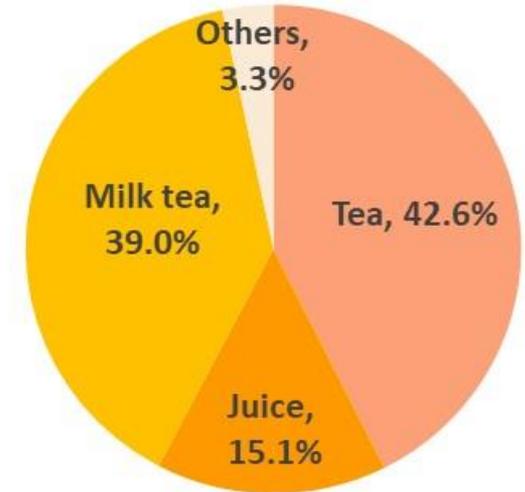
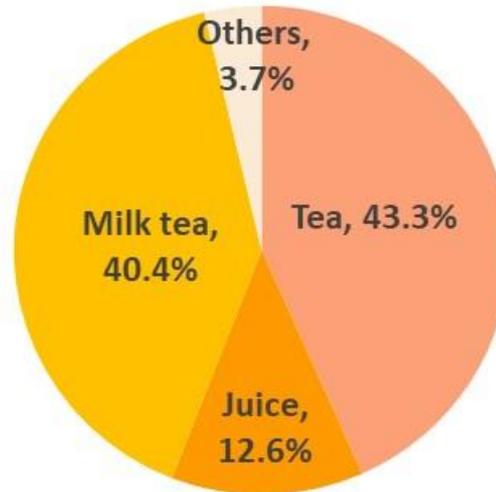
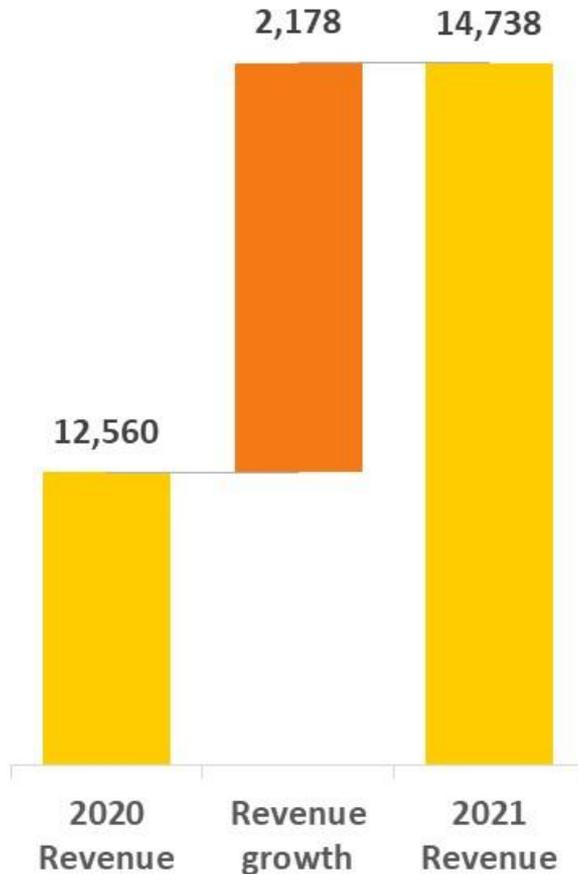
\* Food segment brands mainly include "Soup Daren", self-heating meals "Kai Xiao Zao", "Uni-President Lao Tan Pickled Cabbage and Beef Noodles", etc.

# Beverage rev\* breakdown by type

Total Revenue (RMB mn)

2020 Revenue mix

2021 Revenue mix



- Total beverage revenue up 17.3% YoY in 2021. Juice revenue up 40.6% YoY for 2021. Specifically, Uni Kumquat Lemon Beverage (統一金桔檸檬) registered multifold growth in revenue in 2021.

\* 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.

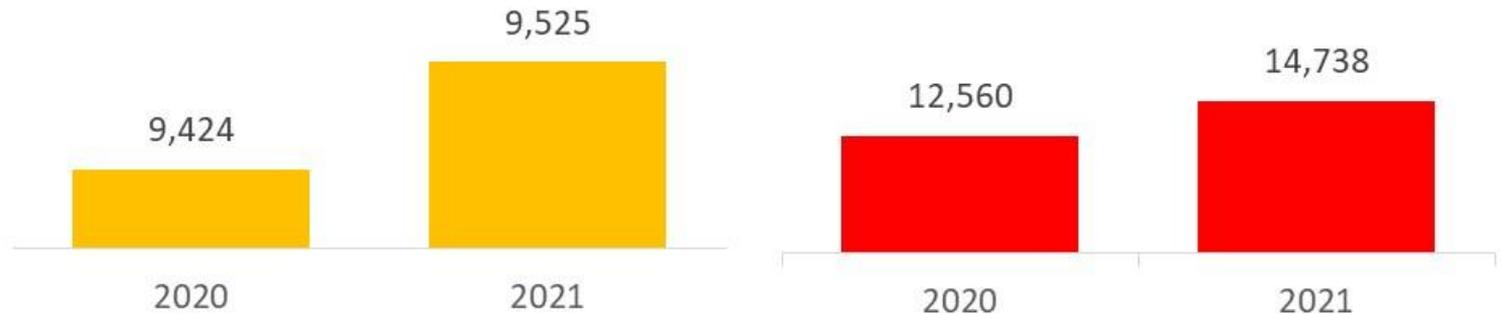
# Segment Performance

(RMB mn)

Food\*

Beverages

Revenue



Gross margin



Operating margin\*\*



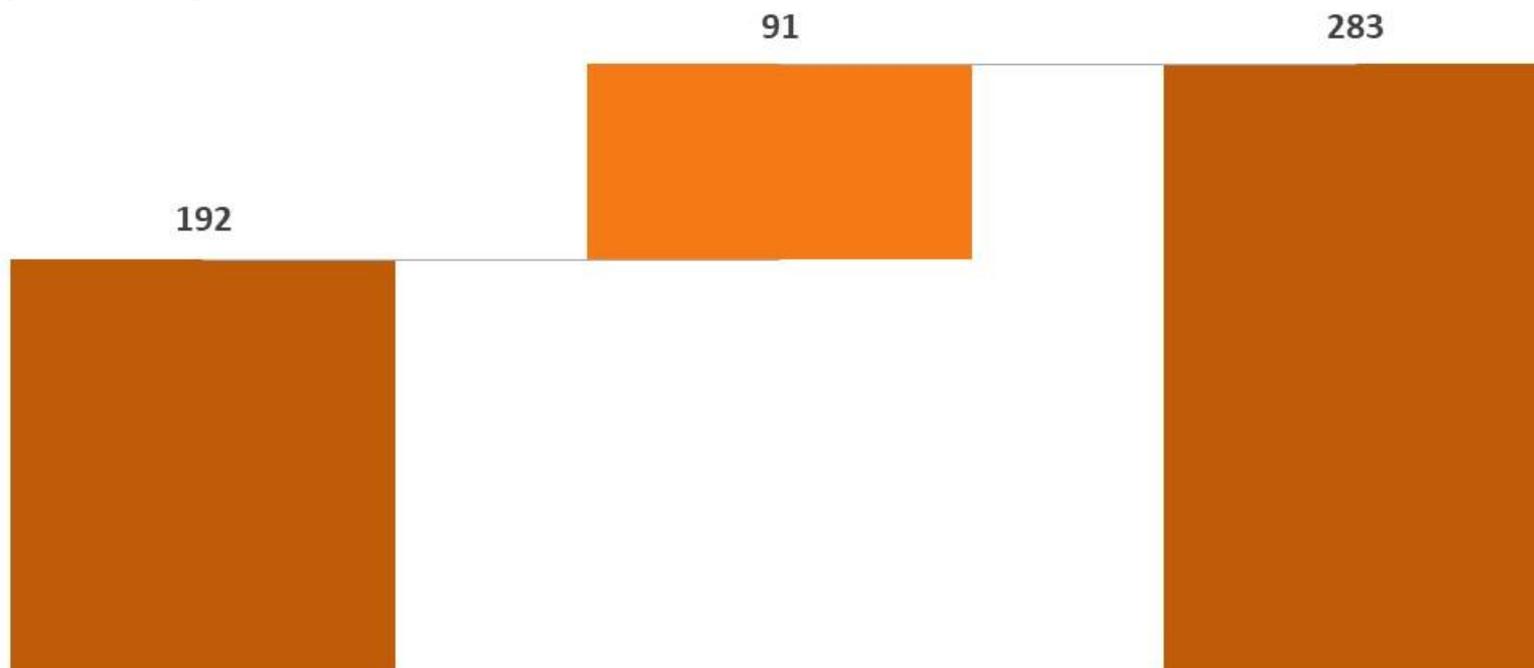
\* Food segment include self-heating meals “Kai Xiao Zao (開小灶)”

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

# Expenses breakdown

(RMB mn)

2021 vs. 2020



Selling and marketing

Selling and marketing expense ratio\*\* to 22.0% (-1.5 ppt YoY)

Administrative

Administrative expense ratio\*\* to 4.2% (unchanged)\*\*\*

Company

Company expense ratio\* to 26.1% (-1.6 ppts YoY)

\* Selling and marketing plus administrative expense \*\* As % of revenue \*\*\* Administrative expense increase due to the downward adjustment of social insurance by the PRC government during the COVID-19 pandemic in the corresponding period last year.

# Q & A Session

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