

Hong Kong Exchanges and Clearing Limited and The Stock Exchange of Hong Kong Limited take no responsibility for the contents of this announcement, make no representation as to its accuracy or completeness and expressly disclaim any liability whatsoever for any loss howsoever arising from or in reliance upon the whole or any part of the contents of this announcement.



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 2022 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 2022 is appended to this announcement.

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

11 August 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, Dr. 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.

2022 Interim Results

11 August, 2022

Disclaimers

The information contained in this presentation is intended solely for your personal reference. Such information is subject to change without notice and no representation or warranty express or implied is made as to, and no reliance, should be placed on, the fairness, accuracy, completeness or correctness of the information contained in this presentation. This presentation does not intend to provide, and you may not rely on this presentation as providing, a complete or comprehensive analysis of the Company's financial or trading position or prospects. None of the Company nor any of its respective affiliates, advisors or representatives shall have any liability (in negligence or otherwise) whatsoever for any loss or damage howsoever arising from any use of this presentation or its contents or otherwise arising in connection with this presentation.

This presentation contains projections and forward-looking statements that may reflect the Company's current views with respect to future events and financial performance. Readers are cautioned not to place undue reliance on these forward-looking statements which are subject to various risks and uncertainties and no assurance can be given that actual results will be consistent with these forward-looking statements. The Company undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

This presentation does not constitute an offer or invitation to purchase or subscribe for any securities or financial instruments or the provision of any investment advice, and no part of it shall form the basis of or be relied upon in connection with any contract, commitment or investment decision in relation thereto, nor does this presentation constitute a recommendation regarding the securities or financial instruments of the Company.

Results Highlight

<i>(In RMB mn unless otherwise noted)</i>	1H22	1H21	YoY
Revenue	13,940	13,007	7.2%
Gross profit	4,199	4,533	-7.4%
Gross margin	30.1%	34.8%	-4.7 ppts
Operating profit **	731	1,058	-30.9%
Operating margin	5.2%	8.1%	-2.9 ppts
Pretax profit	856	1,181	-27.6%
Pretax margin	6.1%	9.1%	-3.0 ppts
Net profit	614	847	-27.5%
Net margin	4.4%	6.5%	-2.1 ppts
EPS (RMB cents)	14.22	19.62	-27.5%
ROE *	4.7%	6.3%	-1.6 ppts

*ROE figures are based on average equity attributable to shareholders of the company; **The decrease was mainly due to the increase in bulk raw material prices, rise in global oil prices and increase in transportation fees due to impacts of the pandemic.

Earnings drivers (1H22)

(RMB mn)

1H22 vs. 1H21



* Including selling and marketing, administrative, other income/expenses and other gains/ (losses) - net;

**The decrease was mainly due to the increase in bulk raw material prices, rise in global oil prices and increase in transportation fees due to impacts of the pandemic.

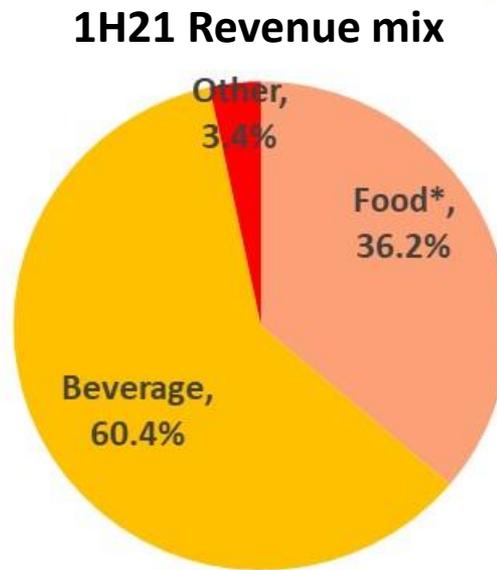
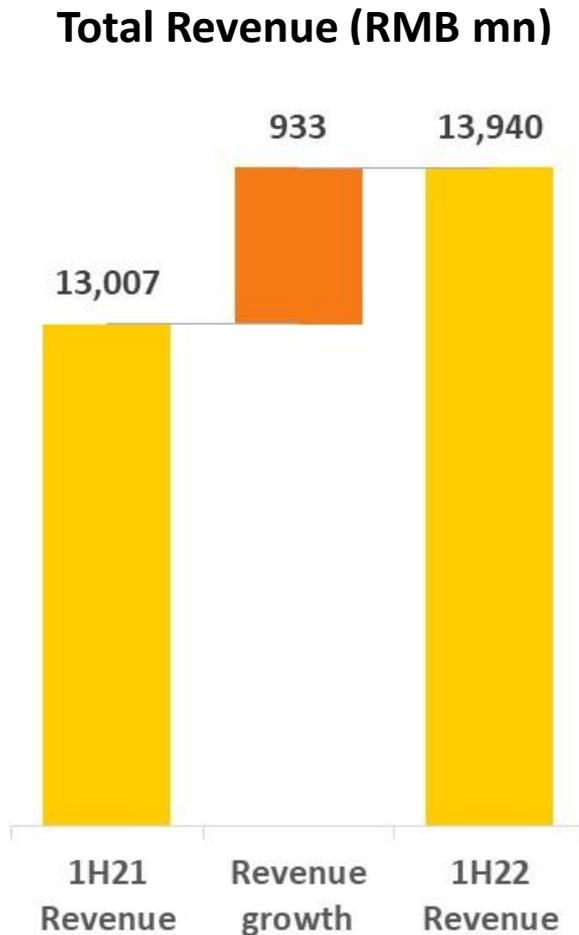
Financial Highlights

<i>(RMB mn)</i>	1H22		2021	
	Amount	%	Amount	%
Cash*	8,623	38%	7,794	35%
Borrowings**	2,745	12%	112	1%
Total Assets	22,421	100%	22,065	100%
Total Equity	12,572	56%	13,765	62%
(Borrowings** - Cash*)/ Equity	-46.8%		-55.8%	
Current Ratio	86.1%		95.8%	
Trade Receivable Turnover Days	9		9	
Inventories Turnover Days	40		46	
Trade Payable Turnover Days	41		42	

* 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

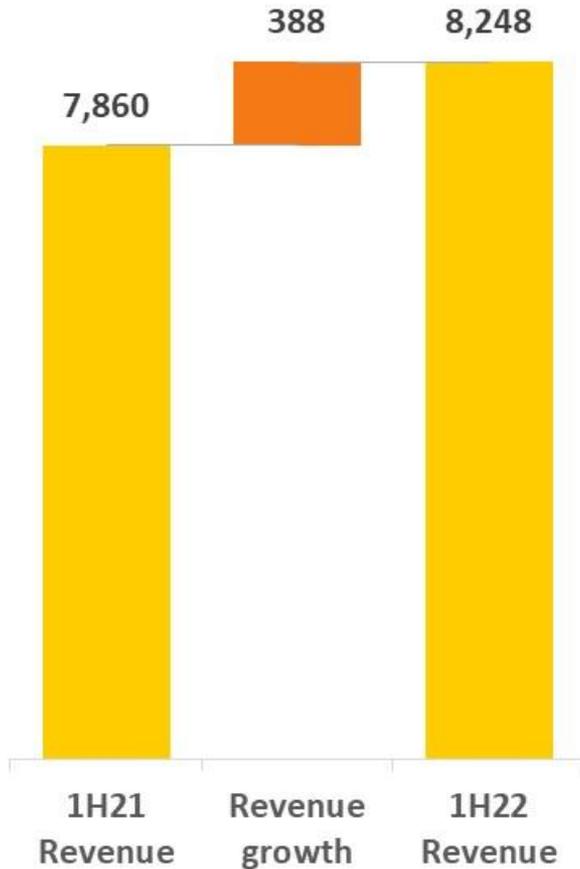


- Total revenue growth of 7.2% YoY while food business revenue up 14% YoY in 1H22. The Group continues to focus on its operation by building a flexible supply chain and integrating online and offline channels to achieve channel diversification.

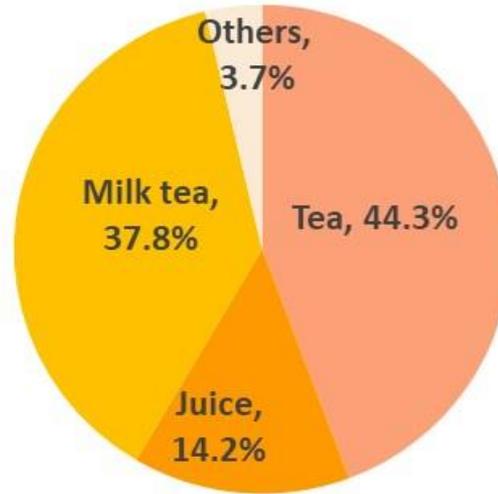
* Food segment brands mainly include "Soup Daren", self-heating meals "Kai Xiao Zao", "Uni-President The King of Tomato", etc.

Beverage rev* breakdown by type

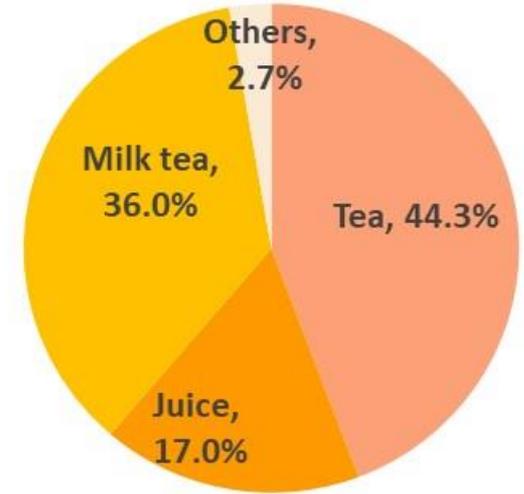
Total Revenue (RMB mn)



1H21 Revenue mix



1H22 Revenue mix



- Total beverage revenue up 4.9% YoY in 1H22. Juice revenue up 25.7% YoY for 1H22. Specifically, Uni Guo Yang Kumquat Lemon Beverage (統一果漾金桔檸檬) registered multifold growth in revenue in 1H22.

* 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", "Uni Plum Green Tea", "Chai Li Won", etc.; Juice brands mainly include "Uni Orangeate", "Haizhiyan", "Uni Guo Yang Kumquat Lemon Beverage", "Uni Crystal Sugar Pear Drink", etc.; Others mainly include Coffee brand such as "A-Ha Iced Coffee", Bottled Water brand such as "ALKAQUA", etc. 7

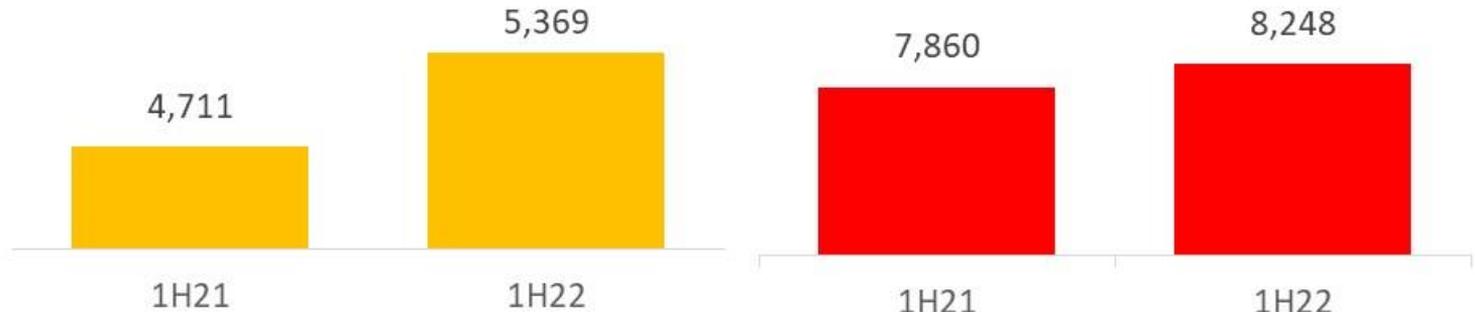
Segment Performance

(RMB mn)

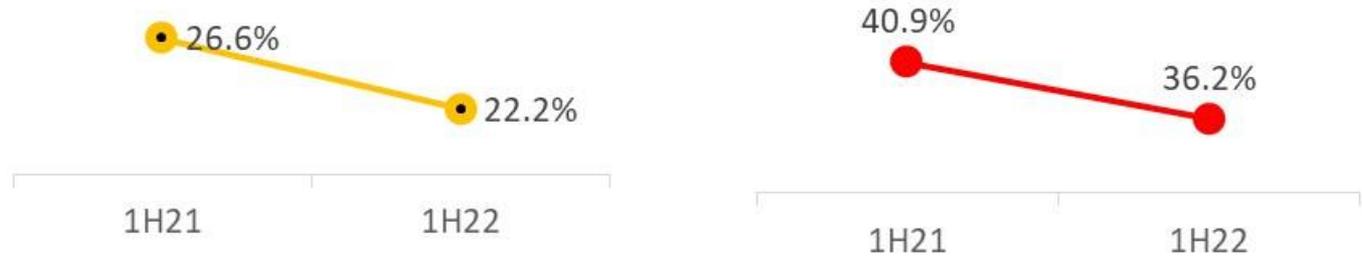
Food*

Beverages

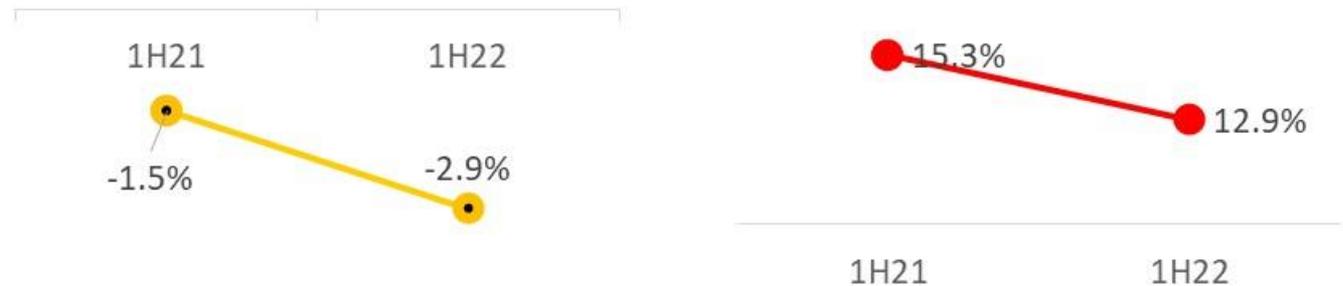
Revenue



Gross margin



Operating margin**



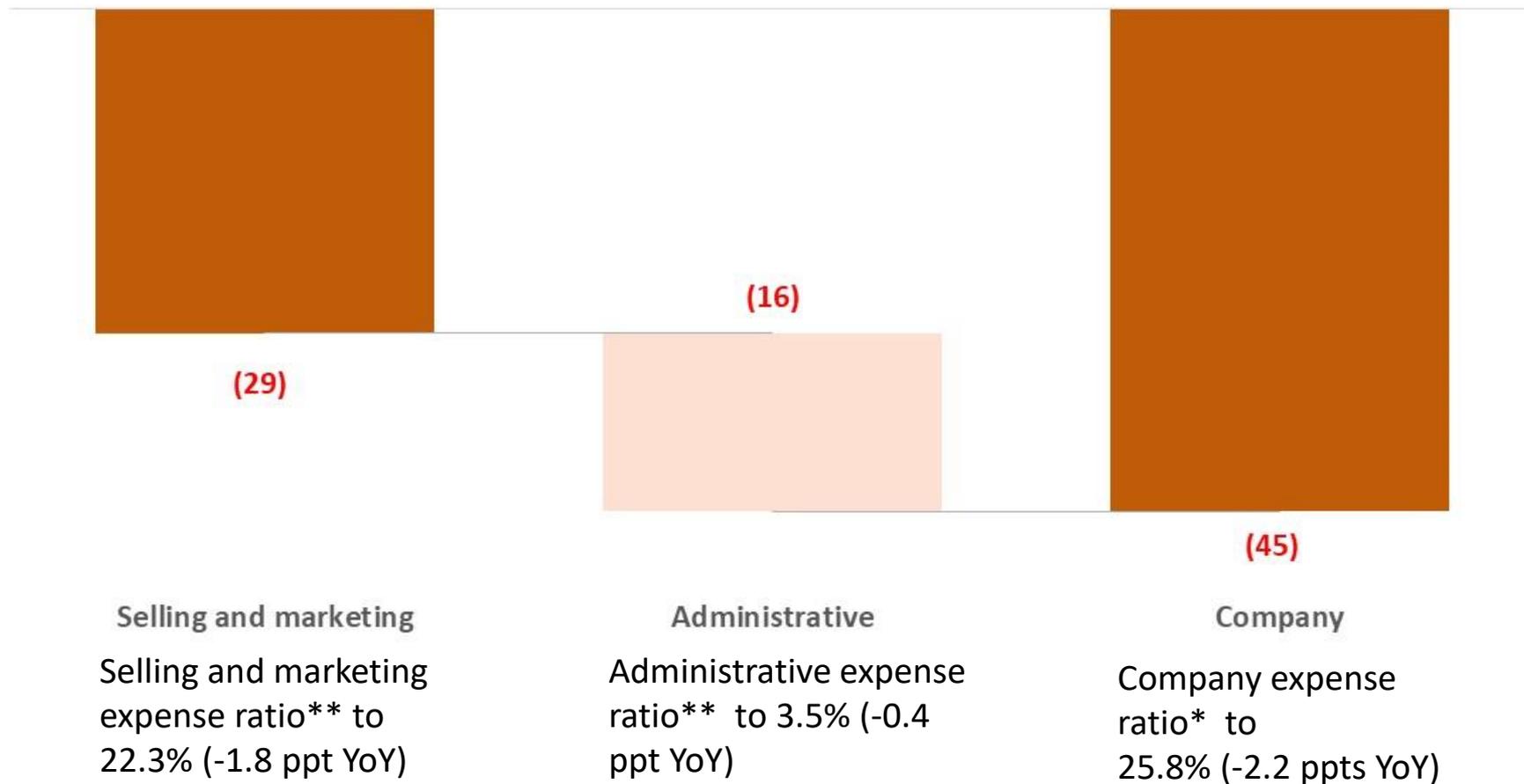
* Food segment include self-heating meals “Kai Xiao Zao (開小灶)”

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

Expenses breakdown

(RMB mn)

1H22 vs. 1H21



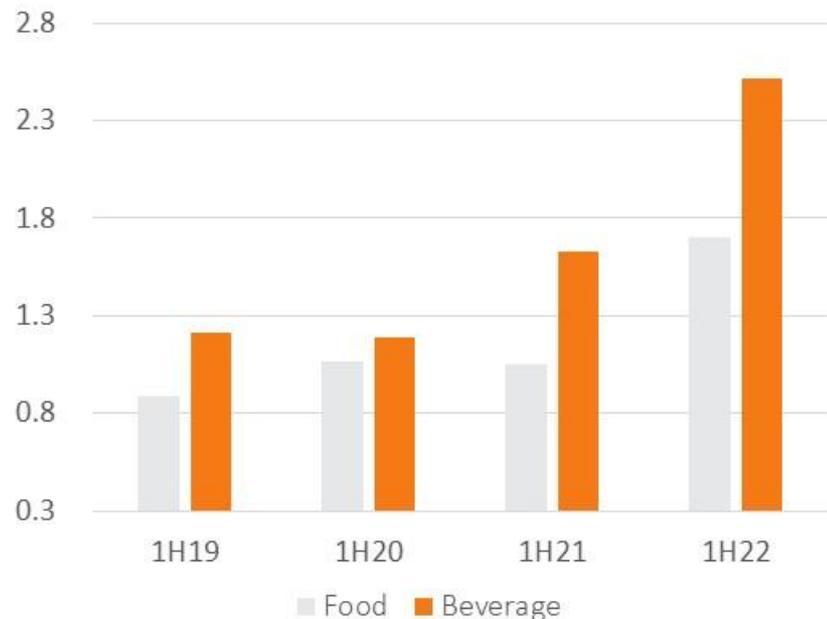
* Selling and marketing plus administrative expense ** As % of revenue

Create sustainable growth

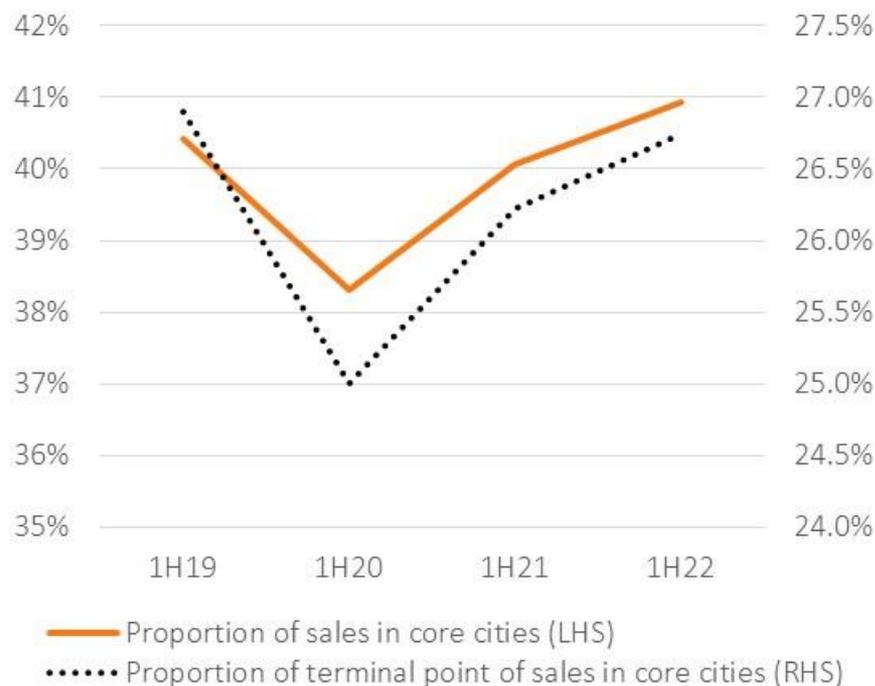
- The number of terminal point of sales for food and beverage grew at a CAGR of 24% and 28% for the past three years, respectively.

Increasing number of terminal point of sales for food and beverage

(Unit: m)



Increasing proportion of terminal point of sales in core cities



Q & A Session



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

ir@pec.com.cn