

*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 2024 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 2024 is appended to this announcement.

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

7 August 2024

*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 Ms. Chien Chi-Lin as non-executive directors; and Mr. Chen Johnny, Mr. Chen Sun-Te, 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.**

# **2024 Interim Results**

**7 August, 2024**

# 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.

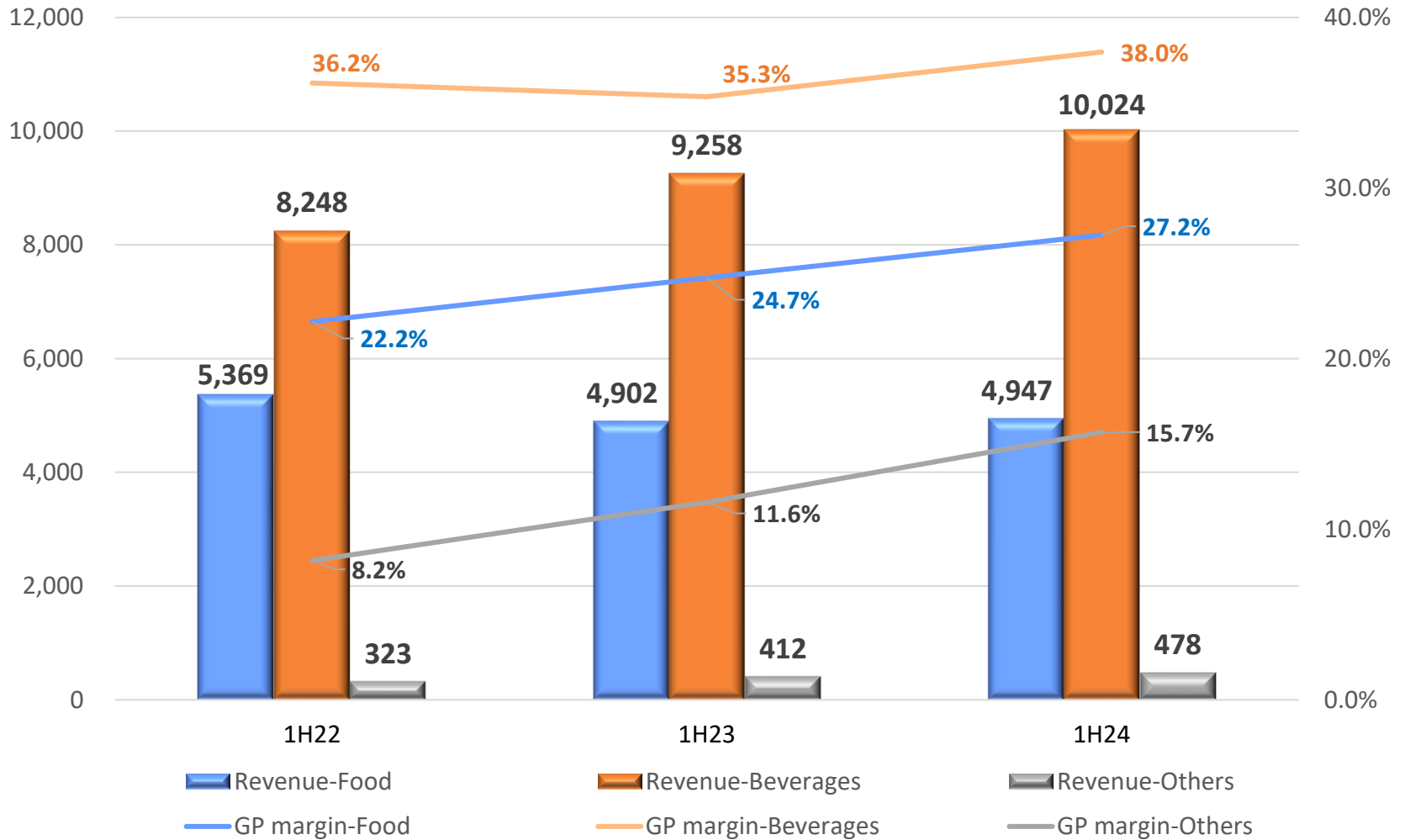
# Results Highlight

<i>(In RMB Millions)</i>	<b>1H24</b>	<b>1H23</b>	<b>YoY</b>
Revenue	15,449	14,572	6.0%
Gross Profit	5,228	4,533	15.3%
Operating Profit	1,233	1,092	12.9%
Profit Before Income Tax	1,323	1,206	9.8%
Net Profit	966	877	10.2%
EPS <i>(in RMB cents)</i>	22.36	20.30	10.2%
<b>Gross Margin</b>	<b>33.8%</b>	<b>31.1%</b>	<b>+2.7ppts</b>
<b>Operating Margin</b>	<b>8.0%</b>	<b>7.5%</b>	<b>+0.5ppt</b>
<b>Pretax Margin</b>	<b>8.6%</b>	<b>8.3%</b>	<b>+0.3ppt</b>
<b>ROE*</b>	<b>7.5%</b>	<b>6.8%</b>	<b>+0.7ppt</b>

\*ROE figures are based on average equity attributable to shareholders of the company

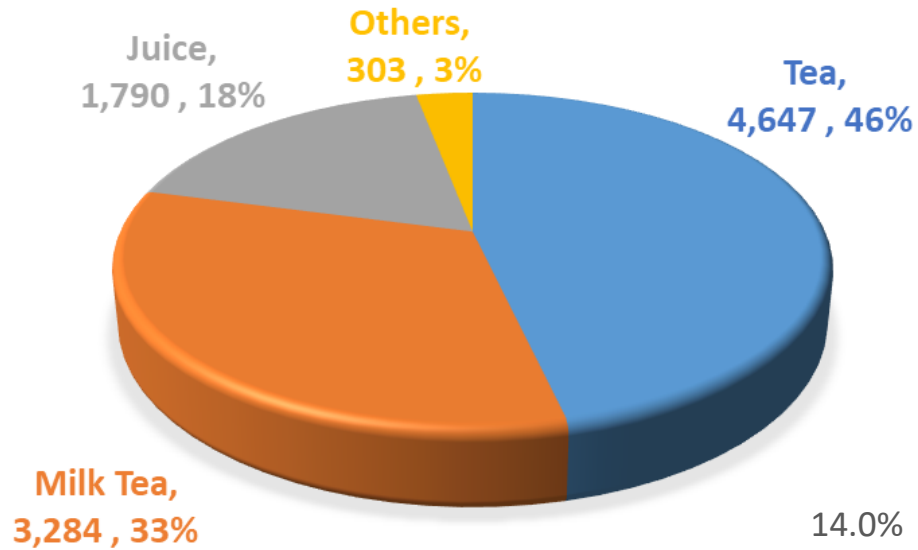
# Segment Performance

RMB Millions



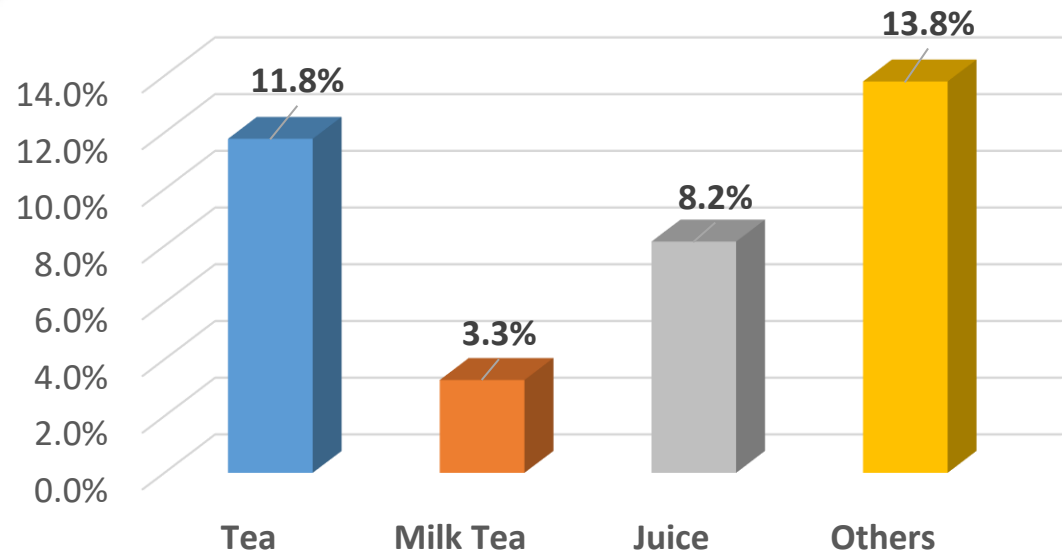
# Beverages Revenue

RMB Millions



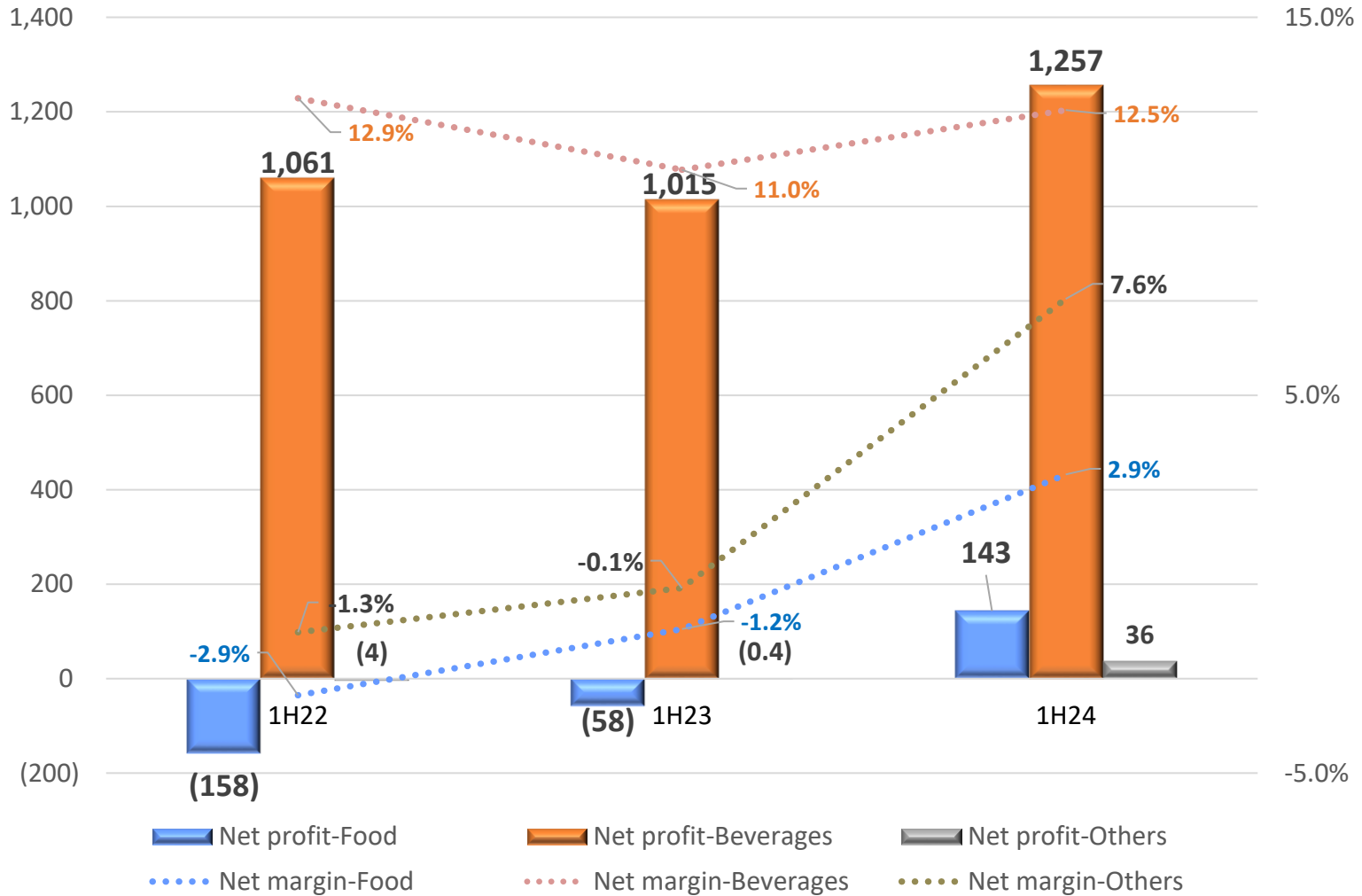
1H24 Beverages Revenue

1H24 Growth Rate



# Segment Profit

RMB Millions



Note : Segment profit (loss) and net margin are based on profit before income tax.

# Balance Sheet & Financial Highlights

<i>Selected Items</i> <i>(In RMB Millions)</i>	2024/06/30		2023/06/30	
	Amount	%	Amount	%
Cash and cash equivalents*	9,175	42%	8,591	39%
Total Asset	21,649	100%	22,247	100%
Borrowings**	1,751	8%	2,602	12%
Total Equity	12,515	58%	12,592	57%
<b>Current Ratio</b>	<b>88.8%</b>		<b>81.6%</b>	
<b>Interest-Bearing Liabilities to Equity Ratio</b>	<b>14.0%</b>		<b>20.7%</b>	
<b>Net Interest-Bearing Liabilities to Equity Ratio</b>	<b>-59.3%</b>		<b>-47.6%</b>	
Trade Receivable Turnover Days	7		9	
Inventories Turnover Days	34		39	
Trade Payable Turnover Days	38		44	

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



# Cash Flows

<i>(In RMB Millions)</i>	<b>1H24</b>	<b>1H23</b>
<b>Beginning balance</b>	932	109
Net Cash flows from Operating activities	1,487	853
Net Cash flows used in Investing activities	(974)	(1,206)
<b><i>Capital Expenditure*</i></b>	(426)	(496)
Net Cash flows used in Financing activities	(1,131)	346
<b><i>Cash Dividends</i></b>	(1,872)	(1,471)
<b>Ending balance</b>	<b>314</b>	<b>102</b>

\* *Capital expenditure includes the cash outflow incurred from the purchase of the following assets: property, plant and equipment, investment properties, right-of-use assets and intangible assets.*

# Focus on Branding 、 Innovation 、 Quality



Launched: June 2024  
Retail price: RMB 89.9 per box



Launched: June 2024  
Retail price: RMB 9.9 per bottle



Launched: May 2024  
Retail price: RMB 5.5 per bucket



Launched: June 2024  
Retail price: RMB 56.9 per box

# Q & A Session

---



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

**ir@pec.com.cn**