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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 2020 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 2020 is appended to this announcement.

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

Hong Kong, 13 August 2020

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 Interim Results

13 August, 2020

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Results Highlight

(In RMB mn unless otherwise noted)

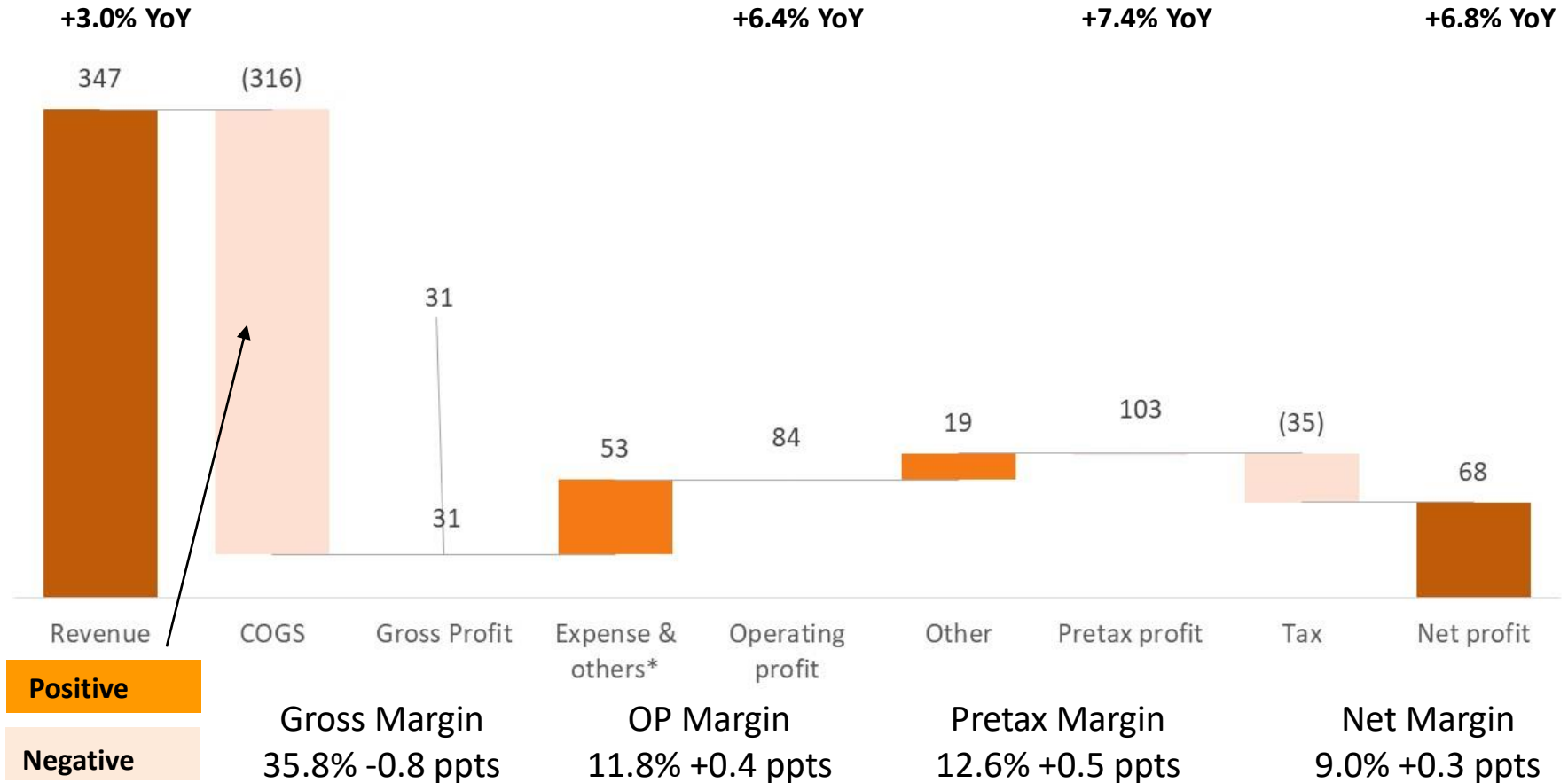
	1H20	1H19	YoY
Revenue	11,817	11,470	3.0%
Gross profit	4,226	4,195	0.7%
Gross margin	35.8%	36.6%	-0.8 pts
Operating profit	1,389	1,305	6.4%
Operating margin	11.8%	11.4%	0.4 pts
Pretax profit	1,495	1,392	7.4%
Pretax margin	12.6%	12.1%	0.5 pts
Net profit	1,065	997	6.8%
Net margin	9.0%	8.7%	0.3 pts
EPS (RMB cents)	24.66	23.09	6.8%
ROE *	7.9%	7.6%	0.3 pts

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

Earnings drivers (1H20)

(RMB mn)

1H20 vs. 1H19



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

Financial Highlights

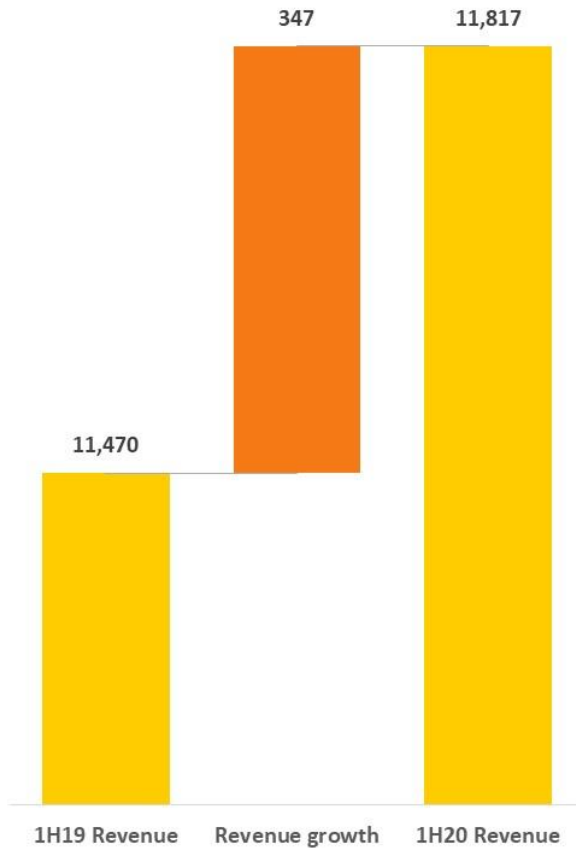
(RMB mn)	1H20		2019		1H19	
	Amount	%	Amount	%	Amount	%
Cash*	6,104	28%	6,484	30%	5,096	25%
Borrowings**	2,456	11%	1,163	5%	1,978	10%
Total Assets	22,010	100%	21,757	100%	20,527	100%
Total Equity	13,327	61%	13,633	63%	13,173	64%
(Borrowings** - Cash*)/ Equity	-27.4%		-39.0%		-23.7%	
Current Ratio	79.1%		91.8%		97.0%	
Trade Receivable Turnover Days	9		9		9	
Inventories Turnover Days	35		41		32	
Trade Payable Turnover Days	40		42		39	

* Including cash and bank balances, and long-term time deposits

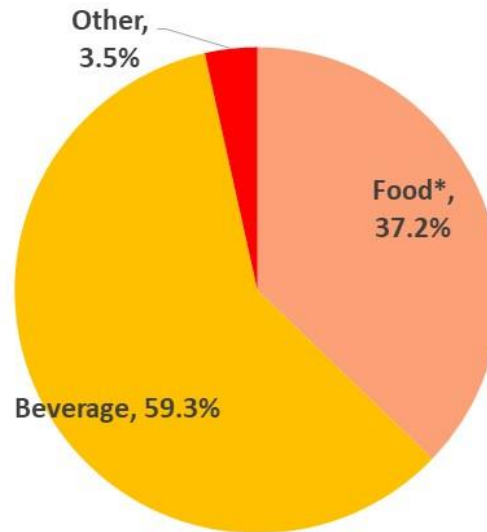
** excluding lease liabilities

Revenue breakdown by product

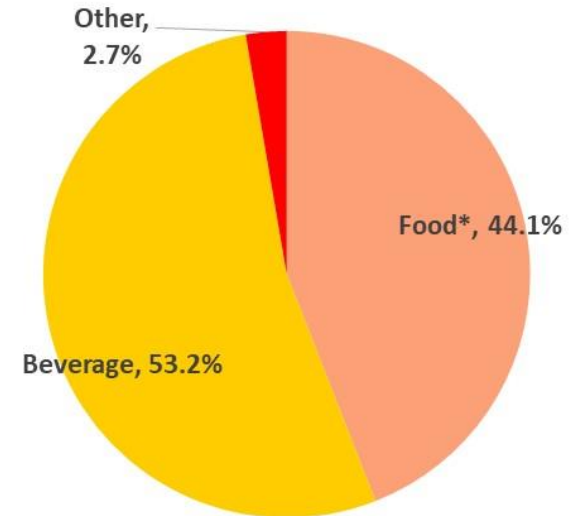
Total Revenue (RMB mn)



1H19 Revenue mix



1H20 Revenue mix

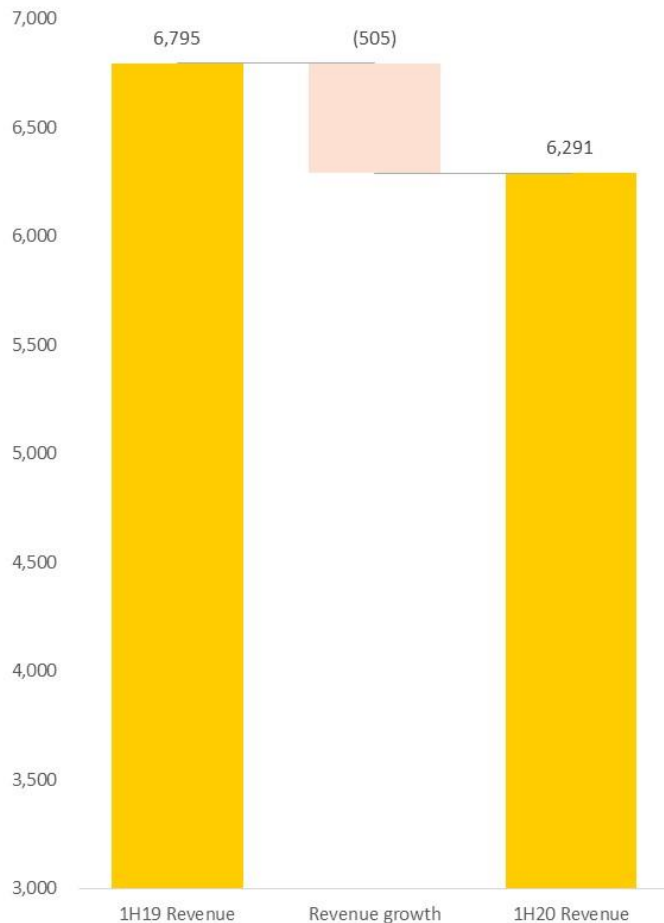


Food revenue growth of 22% YoY in 1H20. The Group delivered instant noodles to places where consumers had the most urgent needs, and we will launch differentiated innovative products selectively. “Kai Xiao Zao” revenue grow multiple times in 1H20.

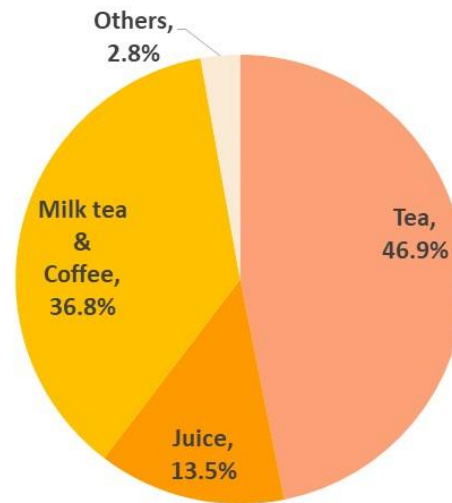
* Food segment include self-heating rice meals “Kai Xiao Zao (開小灶)”

Beverage rev* breakdown by type

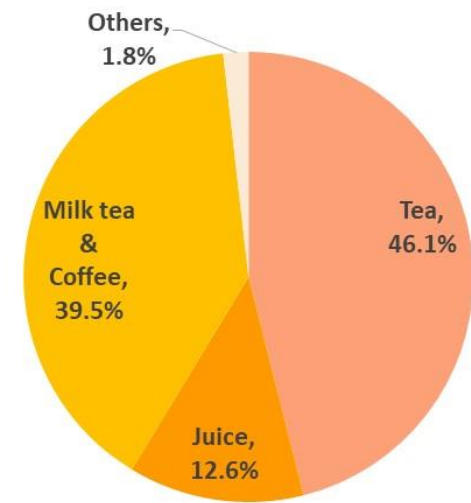
Total Revenue (RMB mn)



1H19 Revenue mix



1H20 Revenue mix

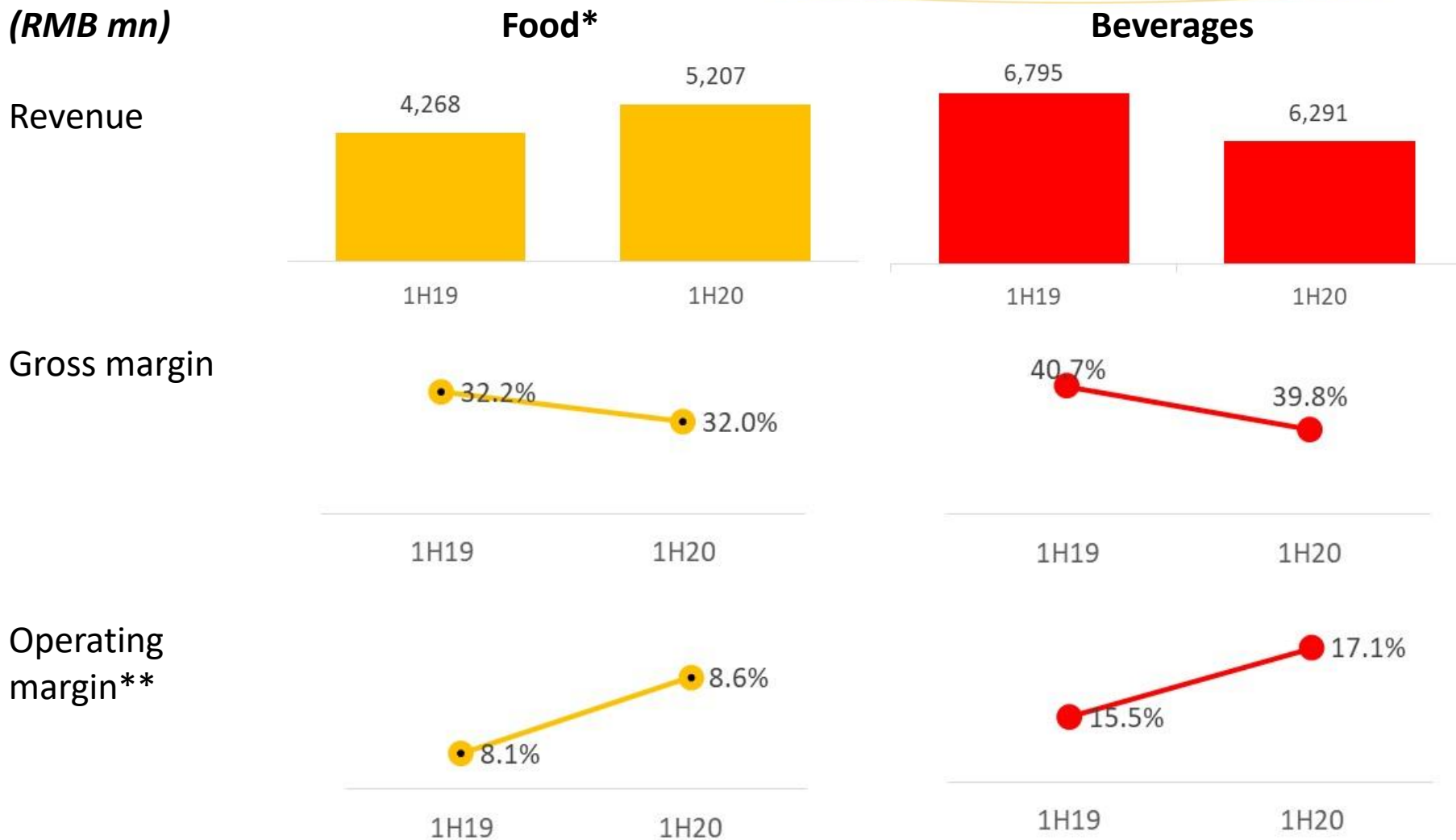


- Beverage revenue decline 7% YoY in 1H20, however, classic brands of “Uni Assam Milk Tea (統一阿薩姆奶茶)” business marked a 3% YoY growth for the same period.

* 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) which are mostly Headquarter expenses

Expenses breakdown

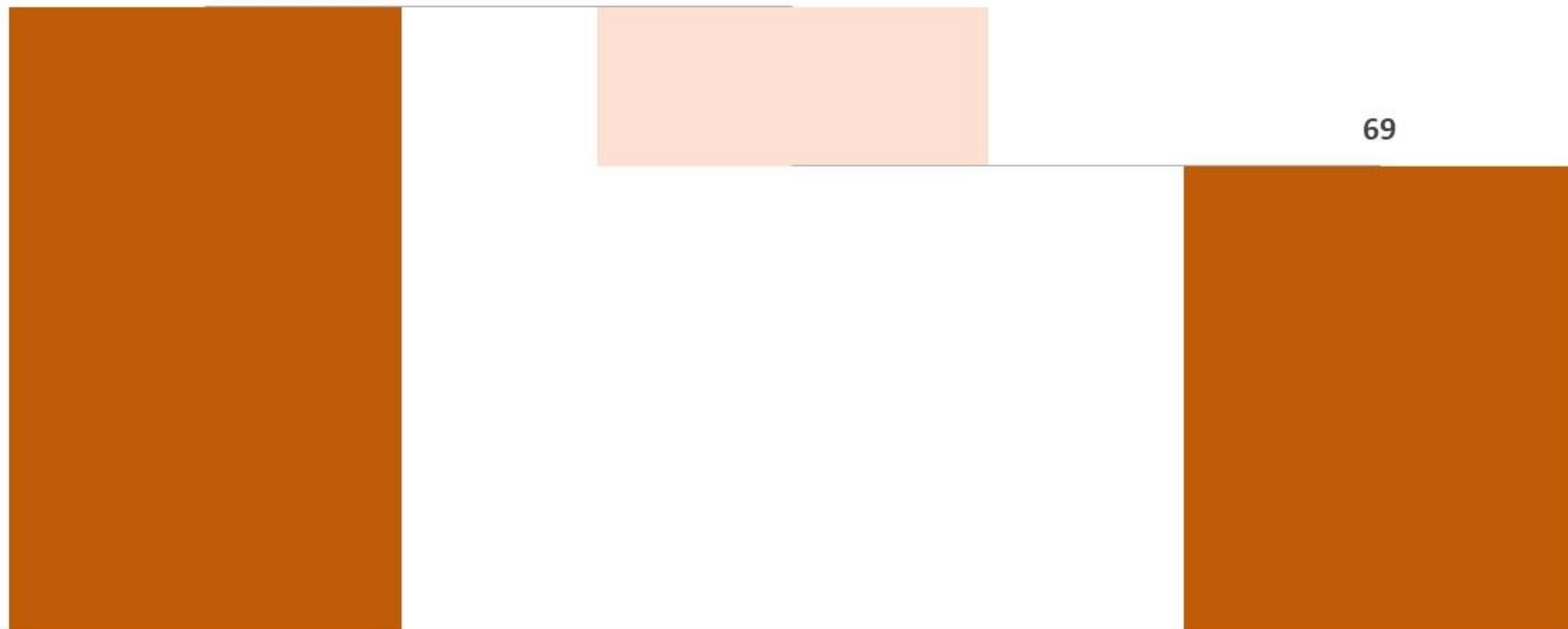
(RMB mn)

1H20 vs. 1H19

92

(23)

69



Selling and marketing

Administrative

Company

Selling and marketing expense ratio** to 22.2% (+0.1 ppt YoY)

Administrative expense ratio** to 3.9% (-0.3 ppts YoY)

Company expense* ratio to 26.1% (-0.2 ppts YoY)

* Selling and marketing plus administrative expense

** As % of revenue

Q & A Session



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