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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)

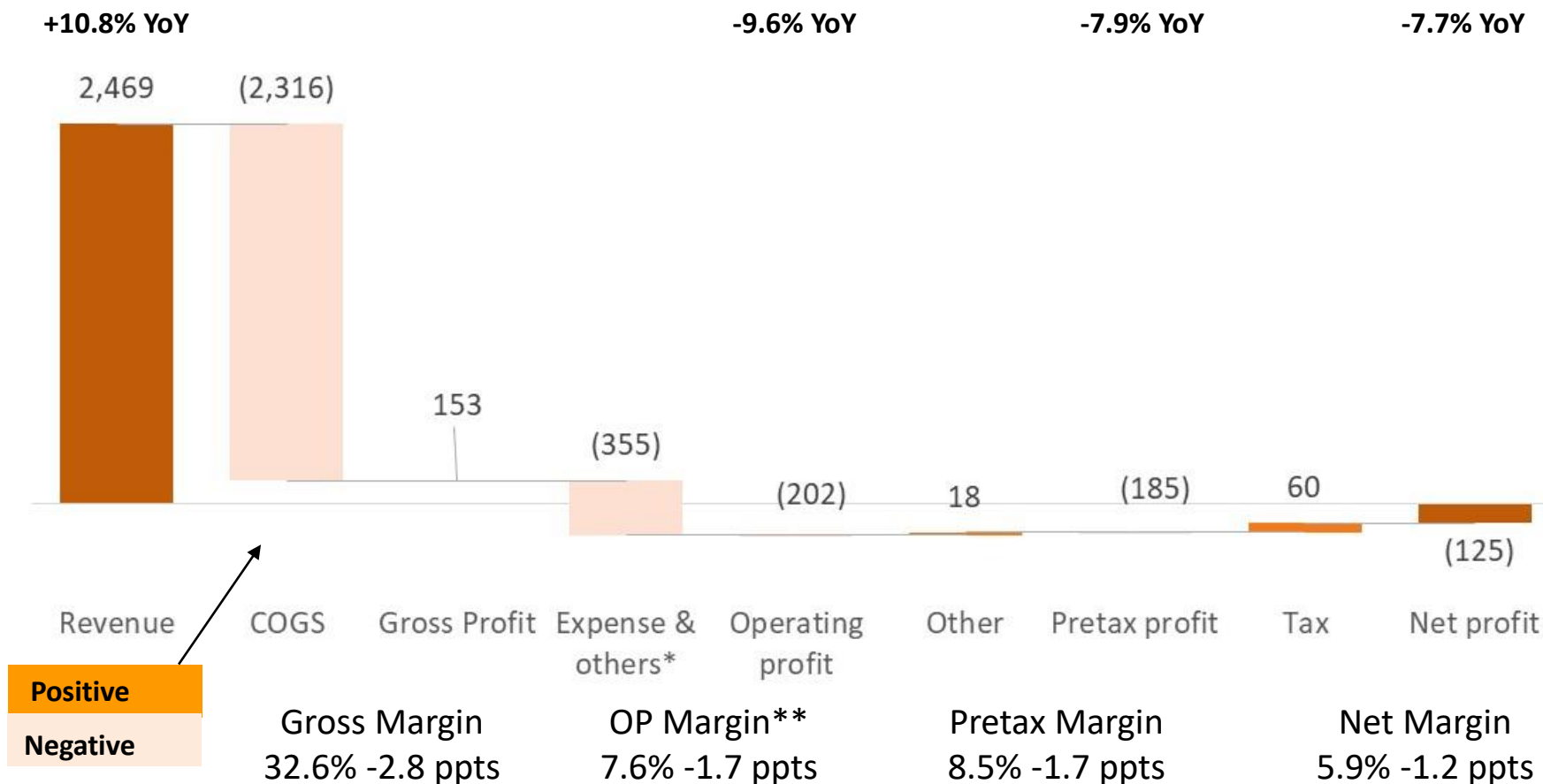
| | 2021 | 2020 | YoY |
|-------------------------|--------------|--------------|-----------------|
| Revenue | 25,231 | 22,762 | 10.8% |
| Gross profit | 8,219 | 8,066 | 1.9% |
| Gross margin | 32.6% | 35.4% | -2.8 pts |
| Operating profit ** | 1,906 | 2,108 | -9.6% |
| Operating margin | 7.6% | 9.3%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

*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.

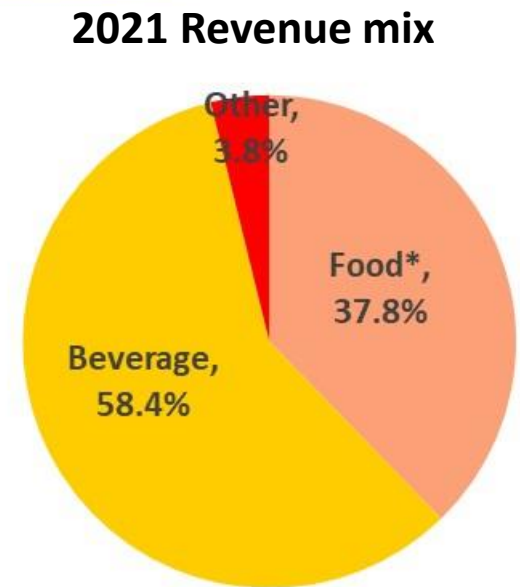
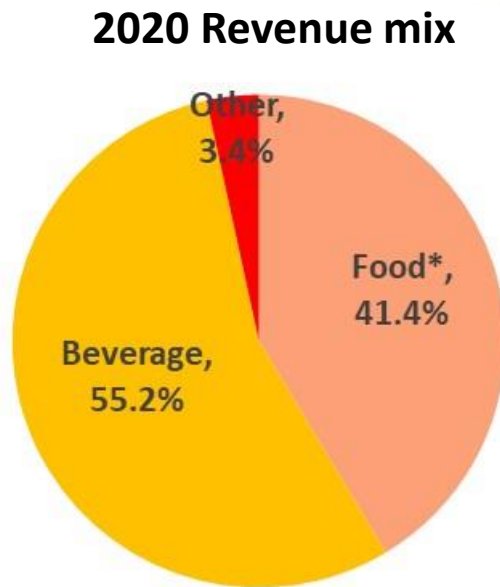
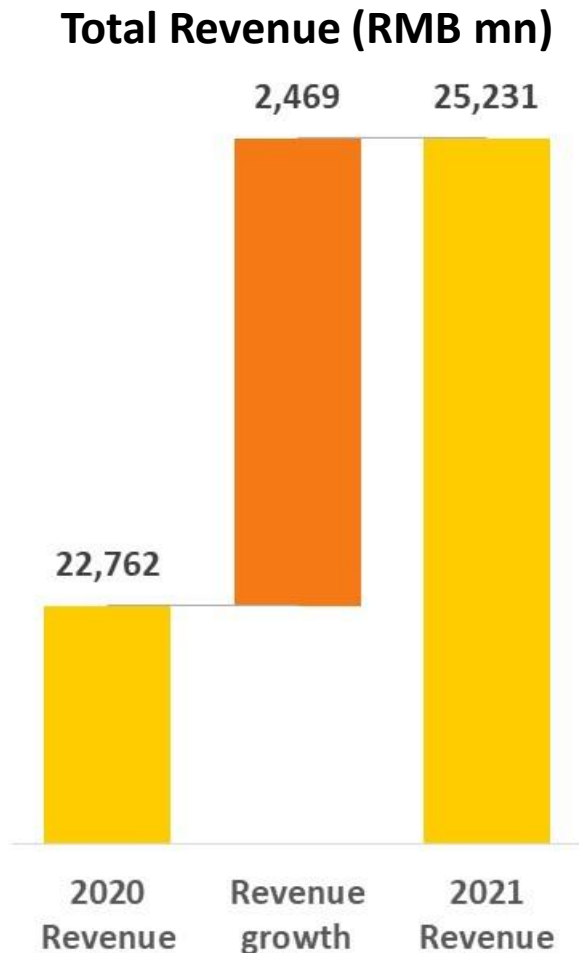
Financial Highlights

| (RMB mn) | 2021 | | 2020 | |
|--|--------|------|--------|------|
| | Amount | % | Amount | % |
| Cash [*] | 7,794 | 35% | 7,690 | 35% |
| Borrowings ^{**} | 112 | 1% | 487 | 2% |
| Total Assets | 22,065 | 100% | 22,104 | 100% |
| Total Equity | 13,765 | 62% | 13,887 | 63% |
| (Borrowings ^{**} - Cash [*]) / 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.

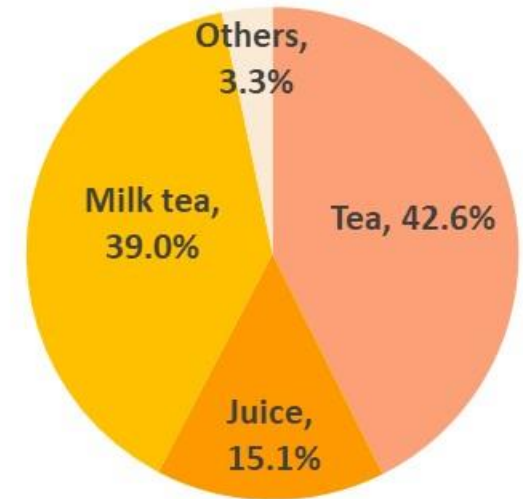
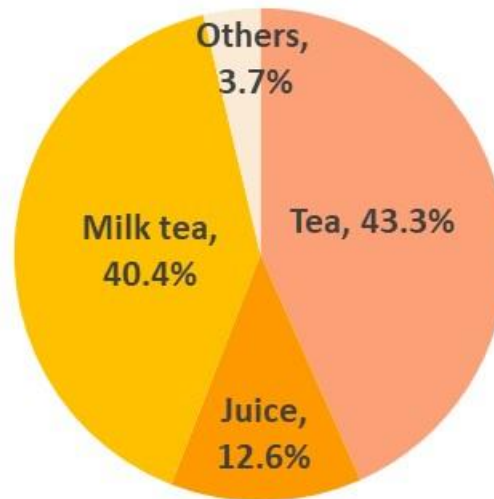
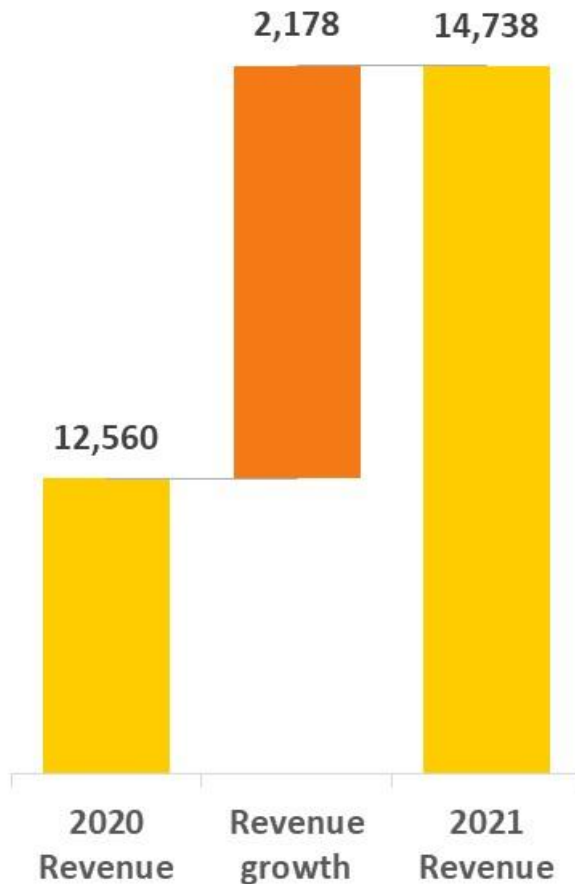
* Food segment brands mainly include “Soup Daren”, self-heating meals “Kai Xiao Zao”, “Uni-President Lao Tan Pickled Cabbage and Beef Noodles”, etc.

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.

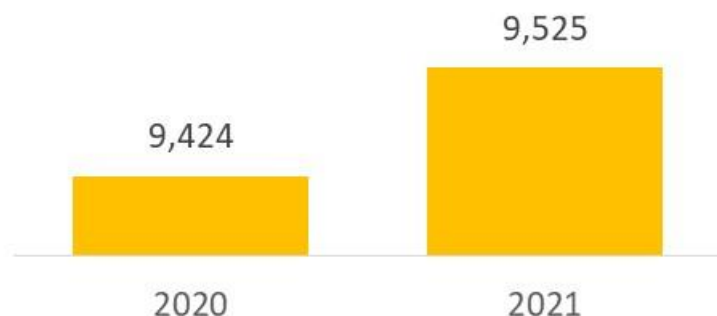
Segment Performance

(RMB mn)

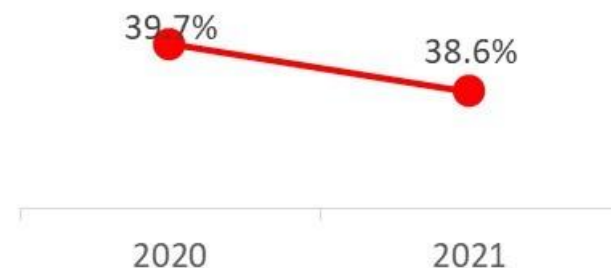
Food*

Beverages

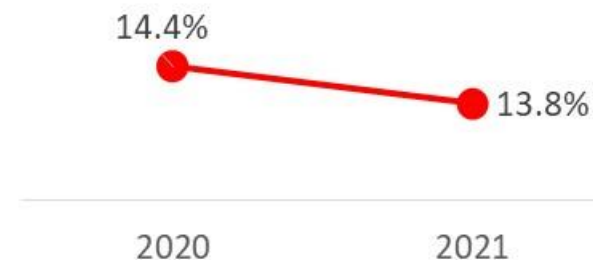
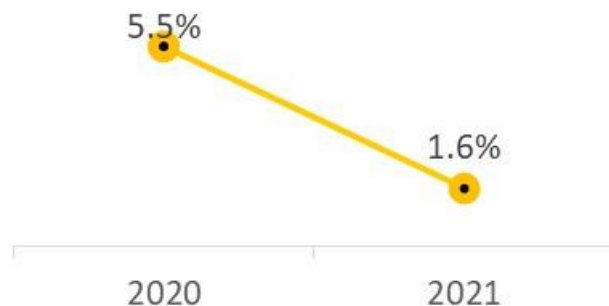
Revenue



Gross margin



Operating margin**



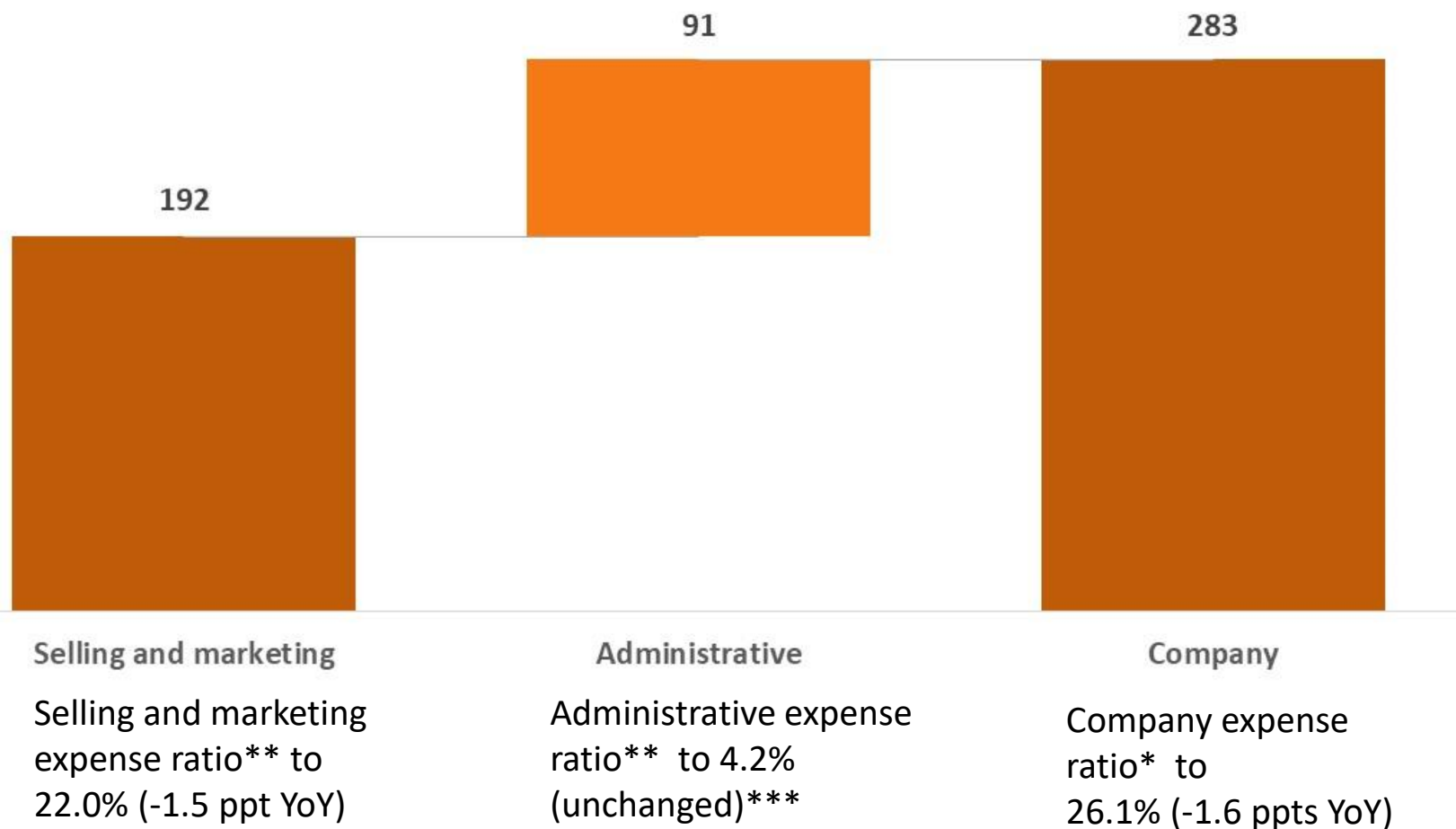
* Food segment include self-heating meals “Kai Xiao Zao (開小灶)”

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

Expenses breakdown

(RMB mn)

2021 vs. 2020



* Selling and marketing 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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