

Vinda International Holdings Limited

(Incorporated in the Cayman Islands with limited liability)

(Stock code: 3331)



2022 Interim Results

*Healthy Lifestyle
Starts with Vinda*



Our Vision

To become Asia's first choice for hygiene products and services



H1 Summary

- Strong recovery in Q2
- Rising input costs
- Multiple pricing initiatives implemented
- Strong market positions and E-commerce sales
- Continuous product mix improvement
- Personal care continues strong momentum
- Committed investment in high margin categories, innovations and product launches

Total Revenue **+6.9%¹**

HK\$ 9,680M

H1 2021: HK\$9,085M

Interim Dividend Per Share

HK\$ 10 cents

H1 2021: HK10 cents



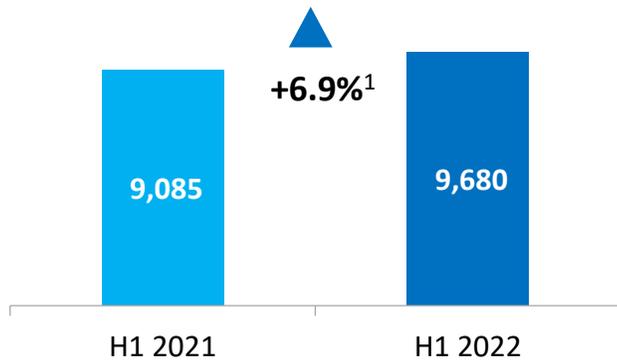
¹ YoY growth at constant exchange rates

Financial Highlights

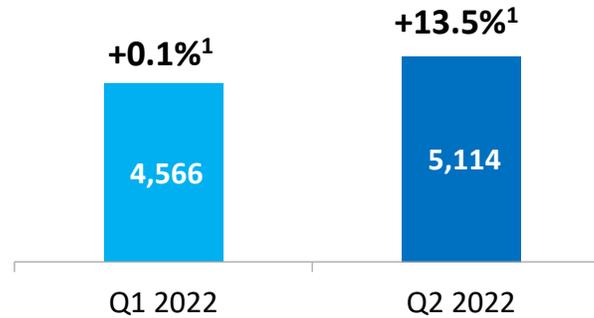


Group Revenue

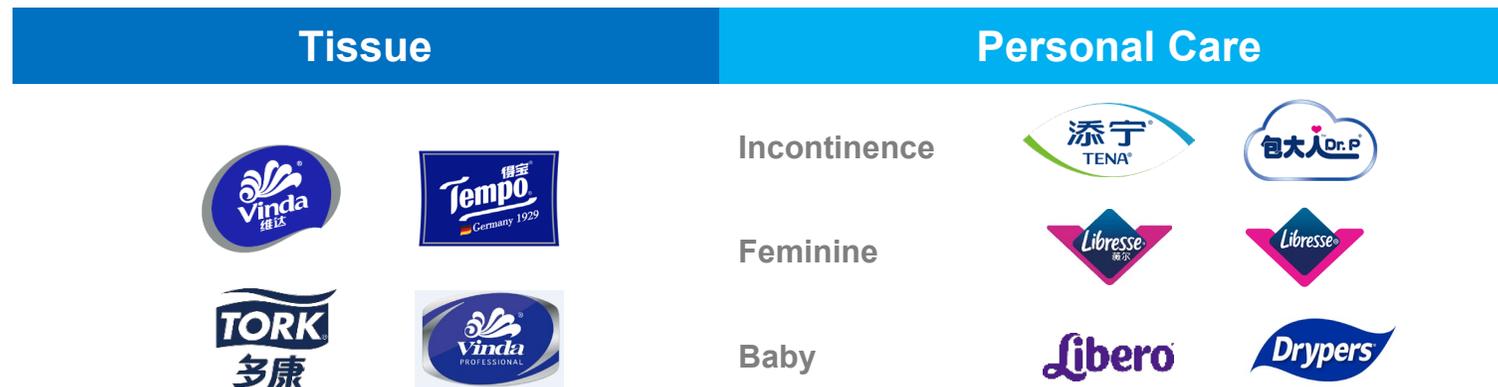
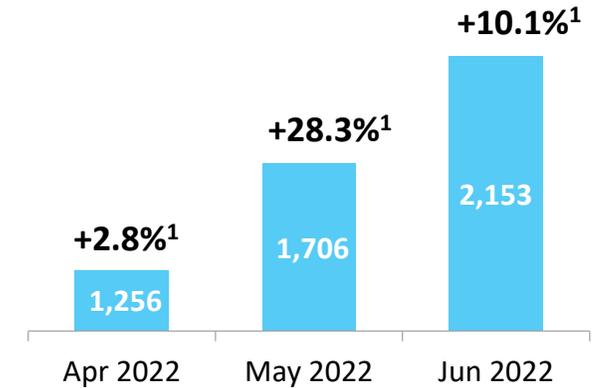
Total Revenue (HK\$M)



Quarterly Revenue (HK\$M)



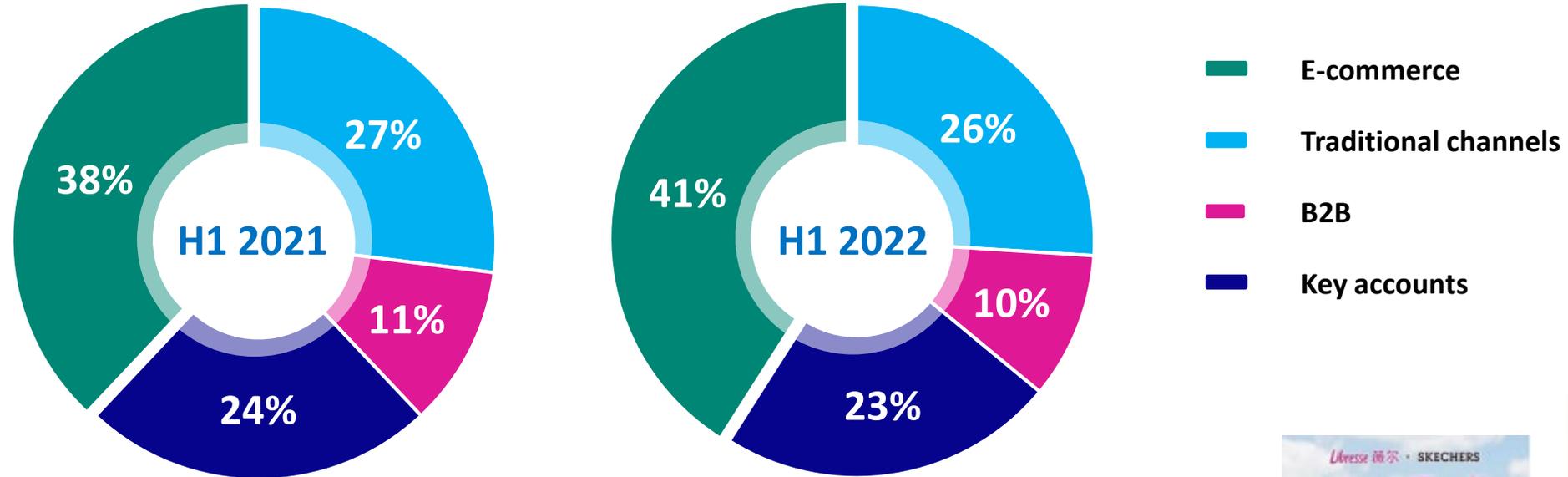
Q2 Monthly Revenue (HK\$M)



¹ YoY growth at constant exchange rates

² Growth rate in HKD: +6.6% (H1 2022), +2.2% (Q1 2022), +10.8% (Q2 2022), +0.4% (Apr 2022), +24.6% (May 2022), +7.9% (Jun 2022)

Group Revenue by Channels



- 14.3% organic growth in E-commerce in H1 2022
- Outstanding E-commerce performance in mainland China & North Asia
Vinda brand being 618 top sales tissue brand for 10 consecutive year¹

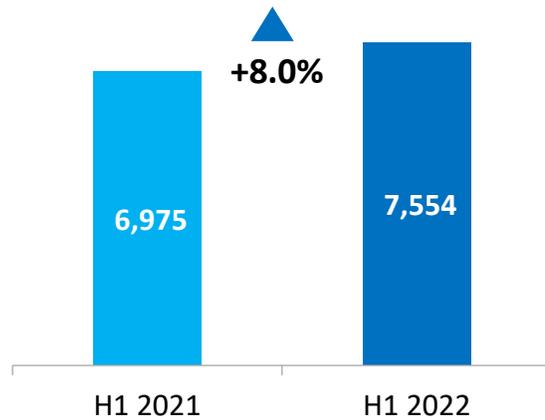


¹ Source: Internal data

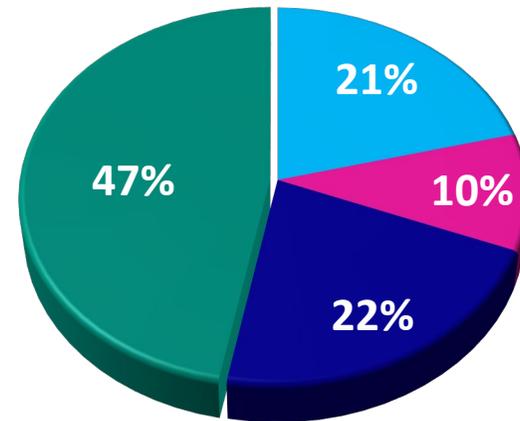
Mainland China Revenue and Channel Mix

Total Revenue (HK\$M)

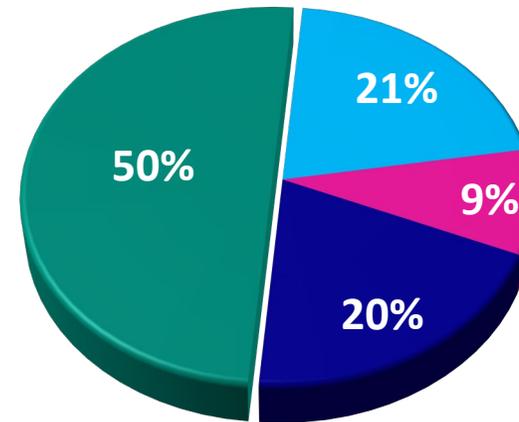
Growth at constant exchange rates



H1 2021



H1 2022

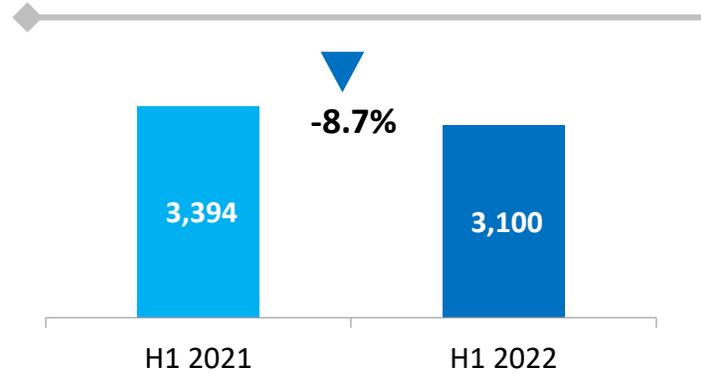


- E-Commerce
- Traditional channels
- B2B
- Key accounts

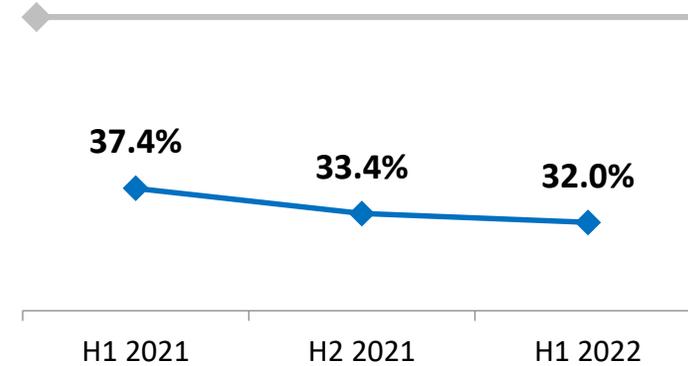


Gross Profit Margin

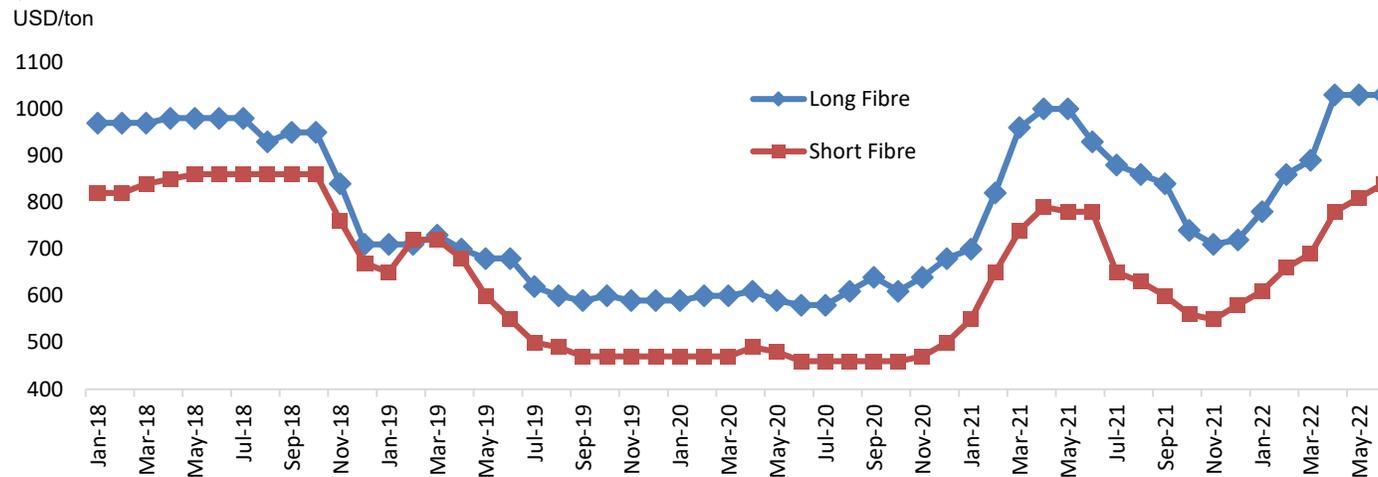
Gross Profit (HK\$M)



Gross Profit Margin (%)



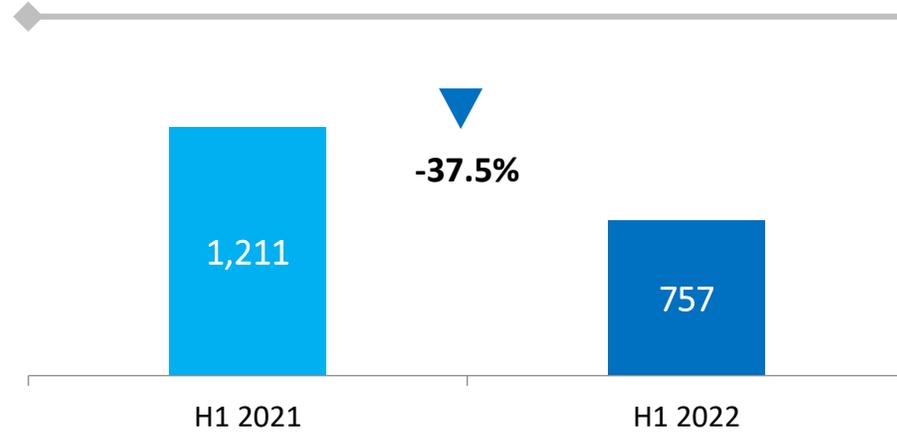
Pulp Price Movement



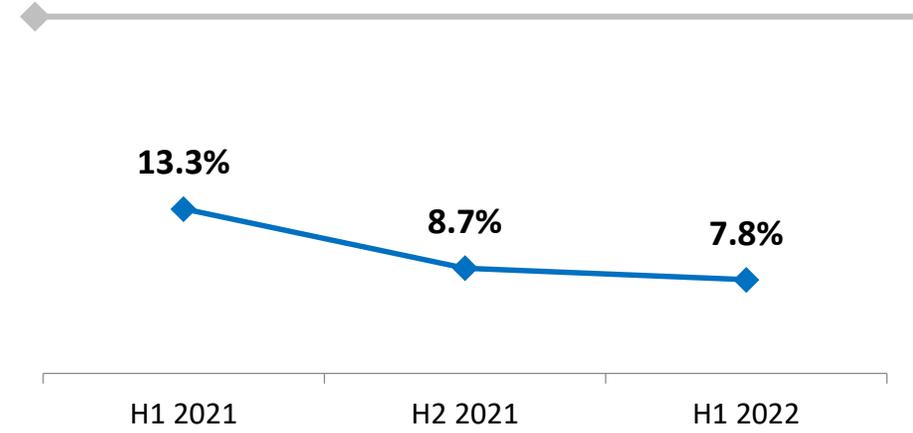
- ❖ Higher costs from pulp, energy and other raw material
- ❖ Multiple pricing initiatives implemented
- ❖ Disciplined cost management
- ❖ Continuous product mix improvement

Operating Profit & EBITDA

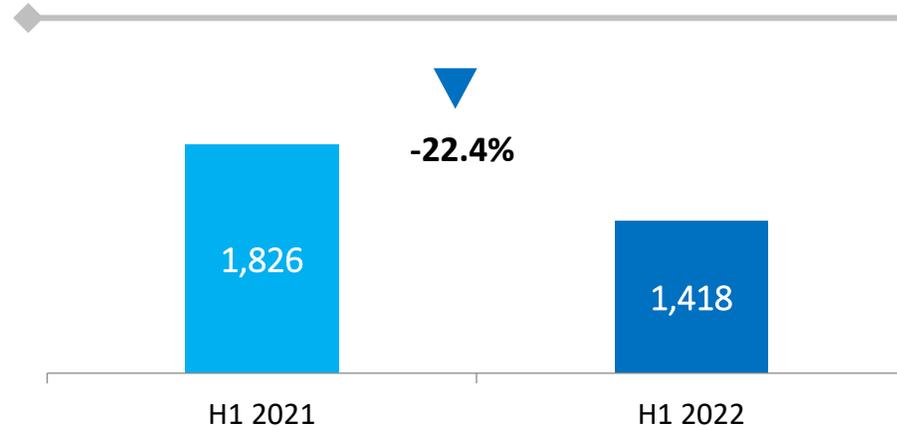
Operating Profit (HK\$M)



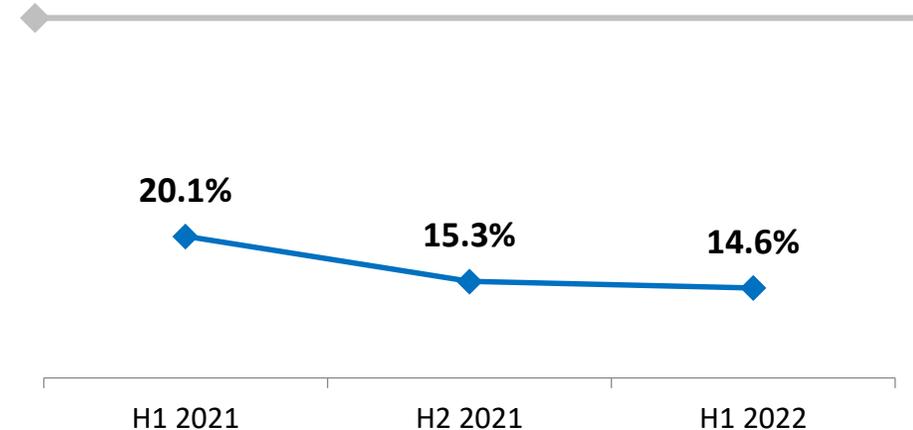
Operating Margin (%)



EBITDA (HK\$M)

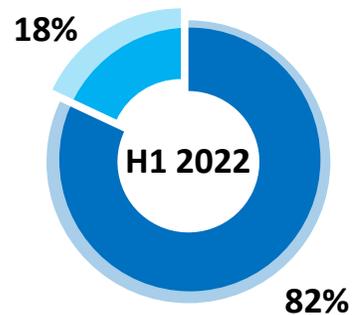
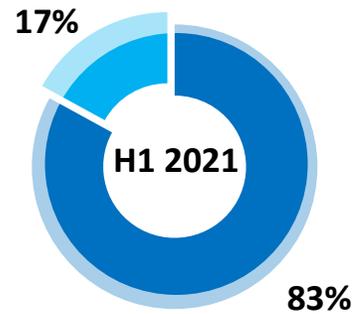


EBITDA Margin (%)



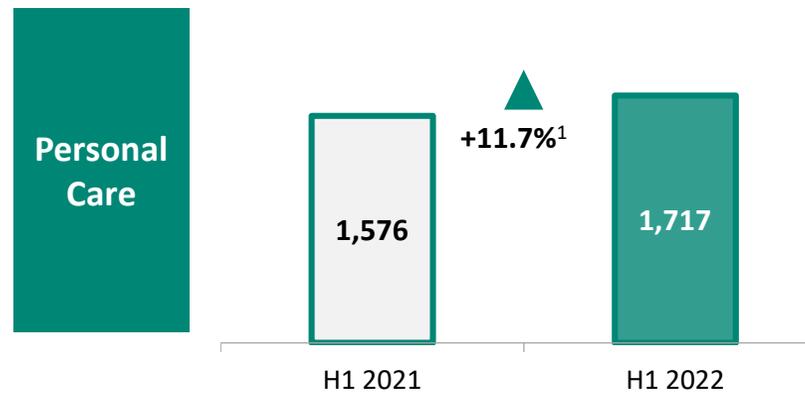
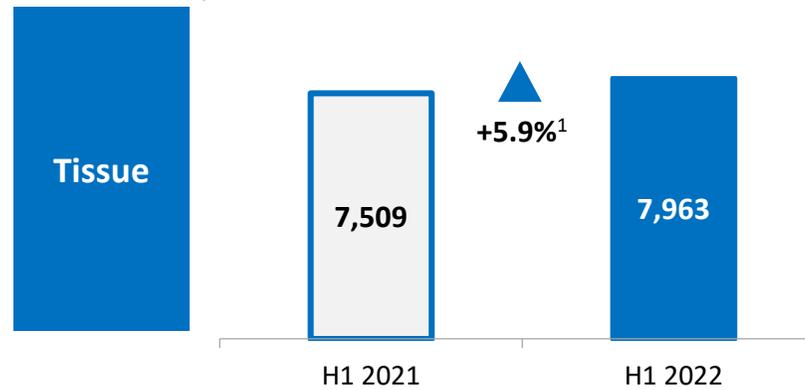
Segment Performance

Revenue Mix (%)

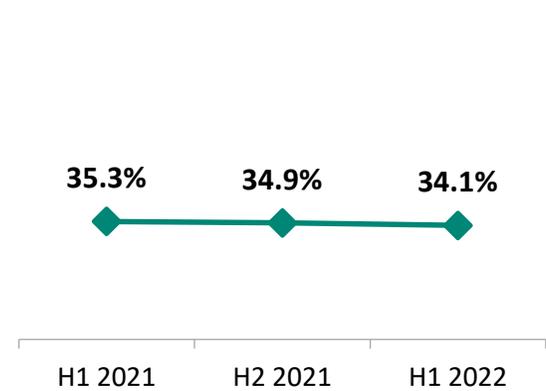
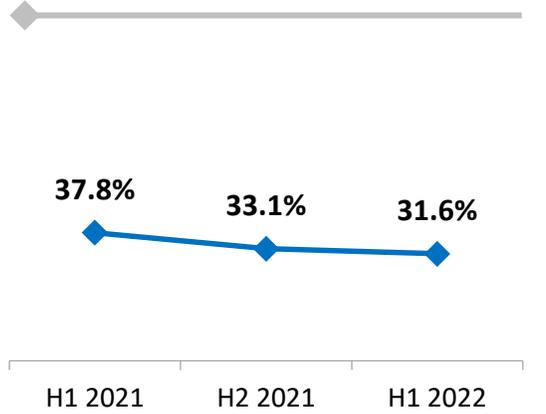


● Personal Care ● Tissue

Revenue (HK\$M)



Gross profit margin (%)

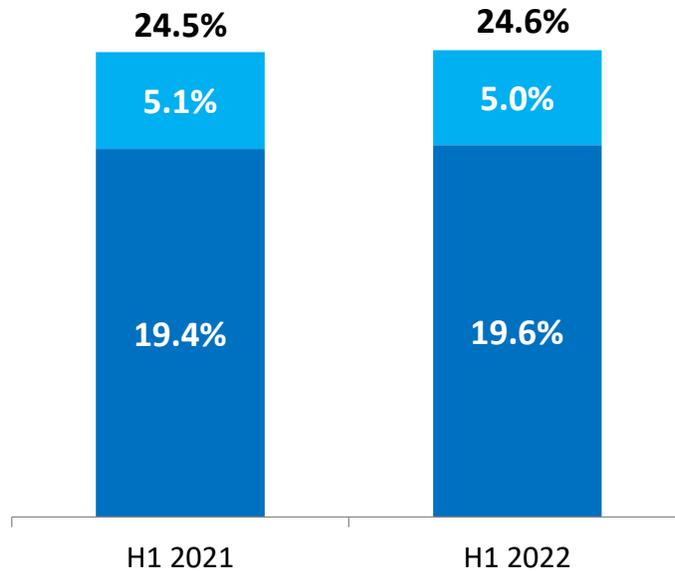


¹ YoY growth at constant exchange rates

² Growth rate in HKD: +6.1% (Tissue, H1 2022), +9.0% (Personal Care, H1 2022)

SG&A

SG&A as a % of Sales



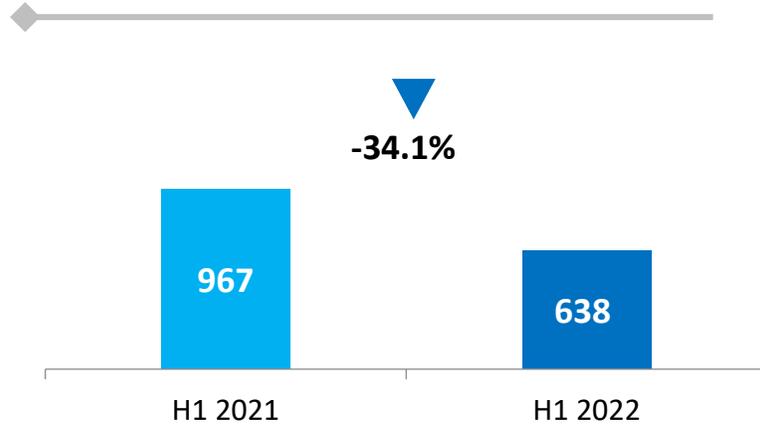
- Administrative expenses ratio
- Selling & marketing expenses ratio

- Continue to drive better administrative efficiency
- Committed investment in
 - Brand building and innovation
 - New channels and platforms to drive growth
 - Accelerating sales in premium categories
 - Personal care business including feminine care business in mainland China

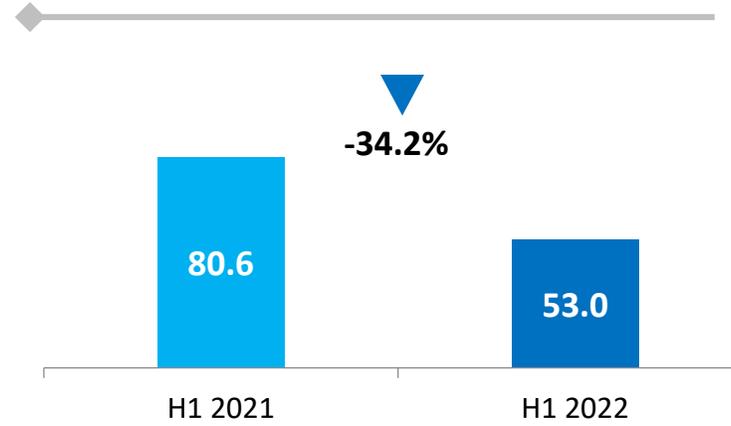


Net Profit, Interest Rate & Dividend

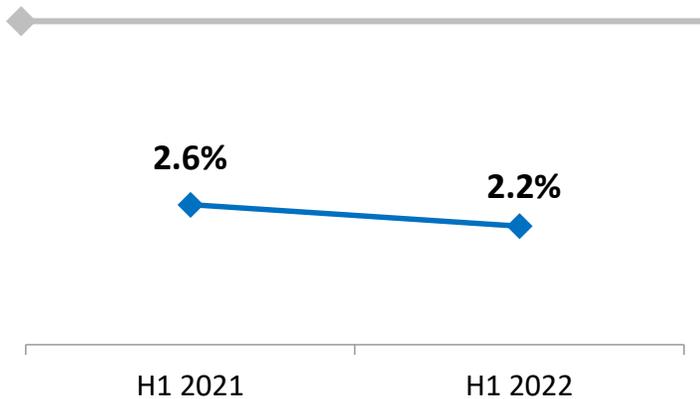
Net Profit (HK\$M)



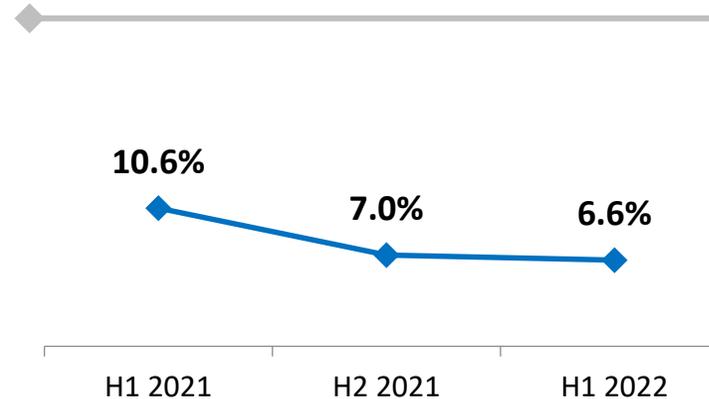
Basic Earnings Per Share (HK cents per share)



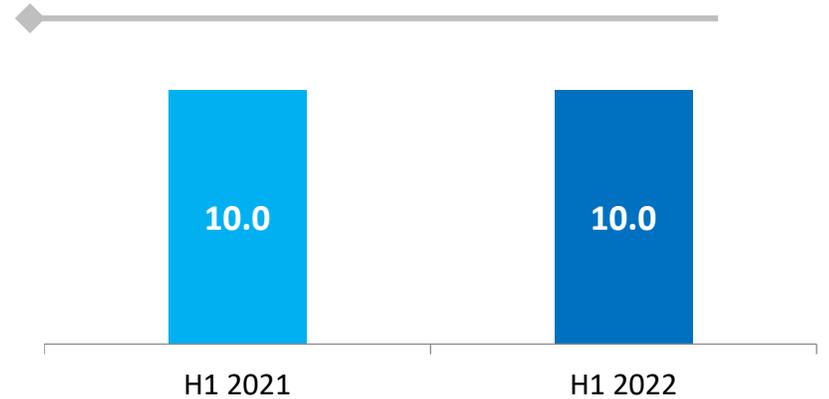
Effective Interest Rate (%)



Net Profit Margin (%)



Proposed Interim Dividend (HK cents per share)



Key Indicators

	As at 31 Dec 2021	As at 30 Jun 2022
Debtors turnover days ¹	44	42
Creditors turnover days ²	82	76
Finished goods turnover days ³	55	56
Working capital to sales ratio ⁴	9.6%	5.4%
(HK\$M)	As at 31 Dec 2021	As at 30 Jun 2022
Cash and cash equivalents	1,025	1,009
Total borrowings & lease liabilities	5,001	4,008
Net debt	3,976	2,999
Net gearing ratio ⁵	30.5%	23.9%
Net debt/EBITDA	1.2	1.0
(HK\$M)	FY 2021	H1 2022
CAPEX	1,759	562

¹ Multiplying 12-month average account receivables by 360 days and dividing the result by the revenue for the last 12 months

² Multiplying 12-month average account payables by 360 days, and dividing the result by the cost of sales for the last 12 months

³ Multiplying 12-month average finished goods by 360 days, and dividing the result by the cost of sales for the last 12 months

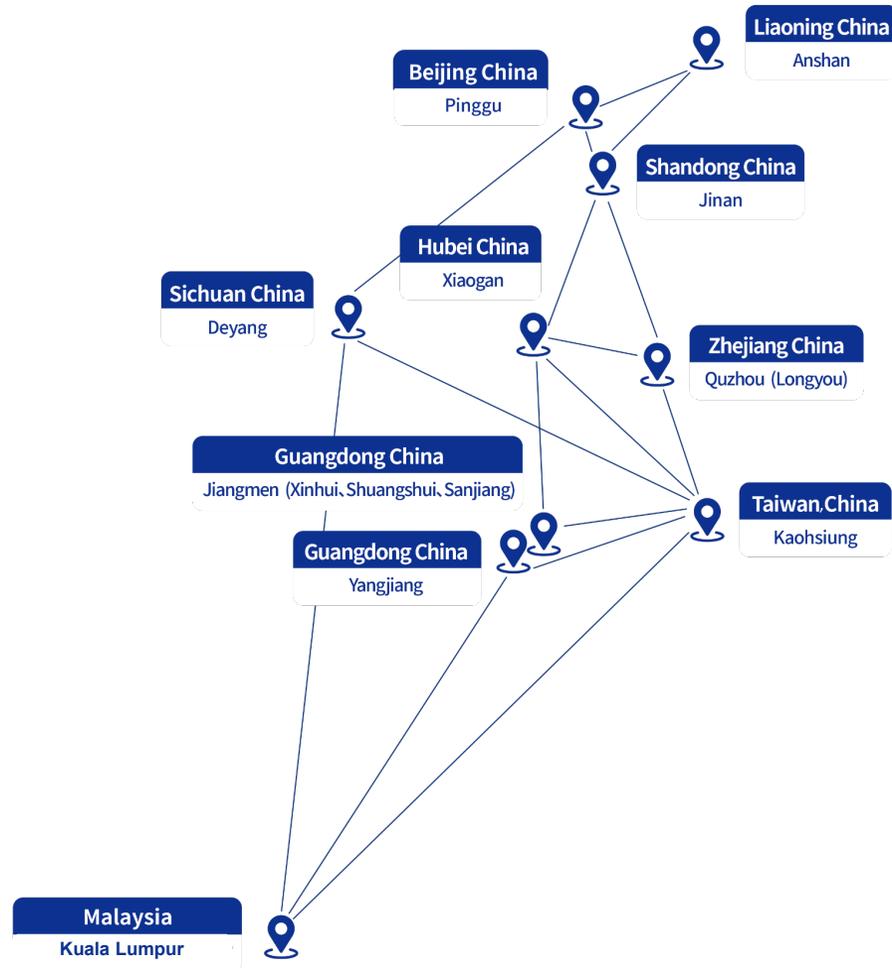
⁴ Total working capital (excl. cash & cash equivalents)/ rolling 12 months revenue

⁵ Net gearing ratio: net debt / total shareholders' equity

Appendix



Production Capacity Plan



Tissue annual designed production capacity

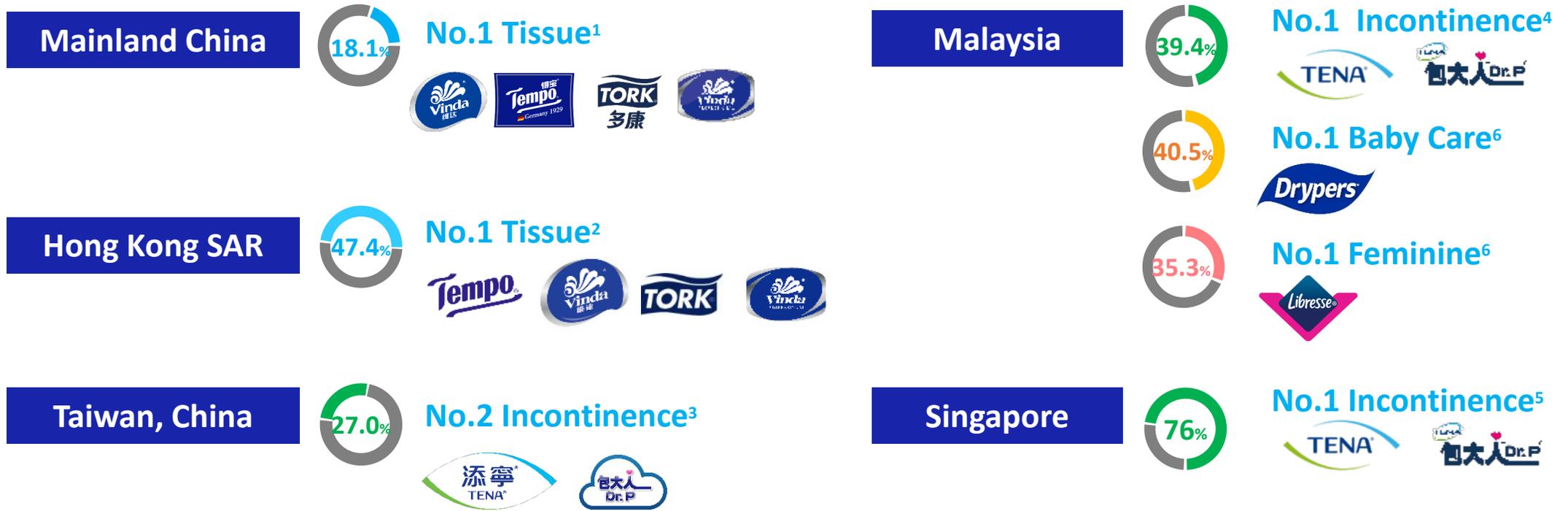
1.39 M tons
(2022)

- Including the planned expansion of tissue production capacity in South, East and Central China
- Already carried out pre-operation tests and will formally put into production in H2 2022

Personal care facility

- Construction of the new Southeast Asia regional headquarters, state-of-the-art production facilities and modern innovation centre in Malaysia is progressing as planned and expected to be completed in 2022.
- The China personal care facilities locate in East China and Central China.

Leading Market Positions



Notes:
 1. Kantar, value share in 2022 (P1-P6)
 2. Nielsen, value share YTD May 2022
 3. Nielsen, volume share YTD Mar 2022
 4. Internal estimates, value share, YTD Mar 2022
 5. Internal estimates, value share, YTD Mar 2021
 6. Kantar, value share in YTD P5 2022

Financial Highlights Summary

(HK\$M)	H1 2021	H1 2022	YOY
Revenue	9,085	9,680	+6.6%
<i>Growth at constant exchange rates</i>	<i>+11.0%</i>	<i>+6.9%</i>	
Gross profit	3,394	3,100	-8.7%
<i>Gross margin</i>	<i>37.4%</i>	<i>32.0%</i>	<i>-5.4 pts</i>
Operating profit	1,211	757	-37.5%
<i>Operating margin</i>	<i>13.3%</i>	<i>7.8%</i>	<i>-5.5 pts</i>
EBITDA	1,826	1,418	-22.4%
<i>EBITDA margin</i>	<i>20.1%</i>	<i>14.6%</i>	<i>-5.5 pts</i>
Net profit	967	638	-34.1%
<i>Net margin</i>	<i>10.6%</i>	<i>6.6%</i>	<i>-4.0 pts</i>
Basic EPS (HK cents)	80.6	53.0	-34.2%
Proposed interim dividend per share (HK cents)	10.0	10.0	

	H2 2021	HOH
	9,591	+0.9%
	<i>+3.5%</i>	
	3,202	-3.2%
	<i>33.4%</i>	<i>-1.4 pts</i>
	833	-9.1%
	<i>8.7%</i>	<i>-0.9 ppt</i>
	1,465	-3.3%
	<i>15.3%</i>	<i>-0.7 ppt</i>
	671	-5.0%
	<i>7.0%</i>	<i>-0.4 ppt</i>

Q&A



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