



Vinda International Holdings Limited

(Incorporated in the Cayman Islands with limited liability)

(Stock code: 3331)

2023 Interim Results

Healthy Lifestyle
Starts with Vinda

Our Vision

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



H1 Summary

- ❑ Solid sales growth in H1 driven by price, product mix and volume
- ❑ Leading market positions
- ❑ Strong E-commerce sales growth
- ❑ Growth momentum continues in premium categories
- ❑ Personal care market positions continue to improve
- ❑ Margin recovery in progress but cost pressure yet to subside

Total Revenue

+10.1%¹

HK\$ 10,070M

H1 2022: HK\$ 9,680M



Interim Dividend
Per Share

HK\$ 10 cents

H1 2022: HK\$ 10 cents



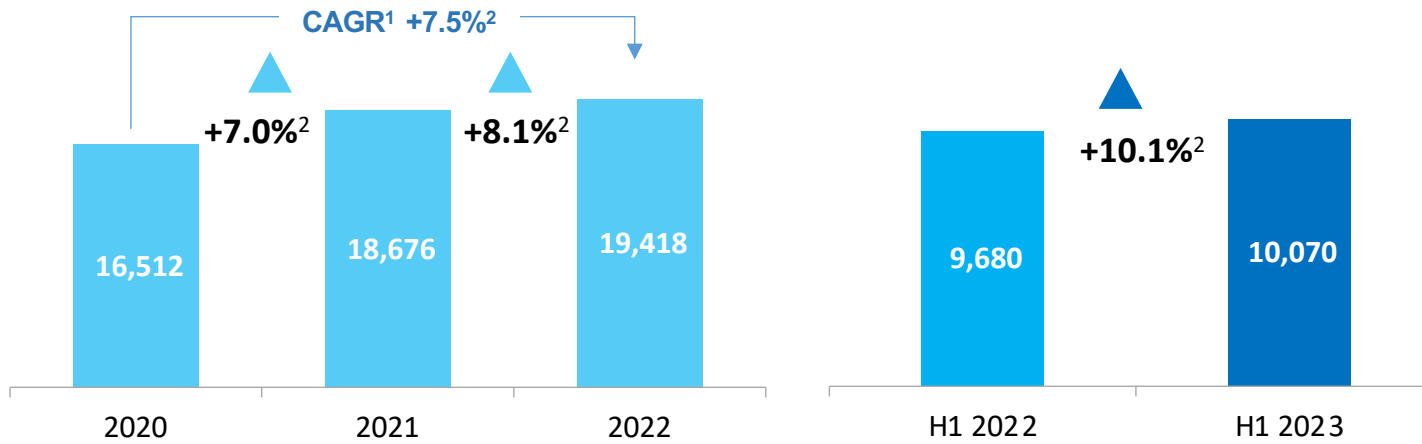
¹ YoY growth at constant exchange rates

Financial Highlights

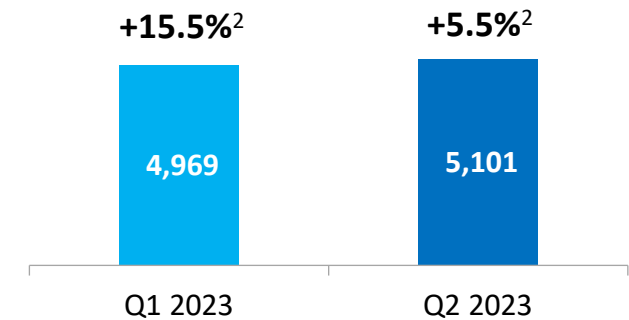


Group Revenue

Total Revenue (HK\$M)



Quarterly Revenue (HK\$M)



Tissue Personal Care



Incontinence



Feminine



Baby



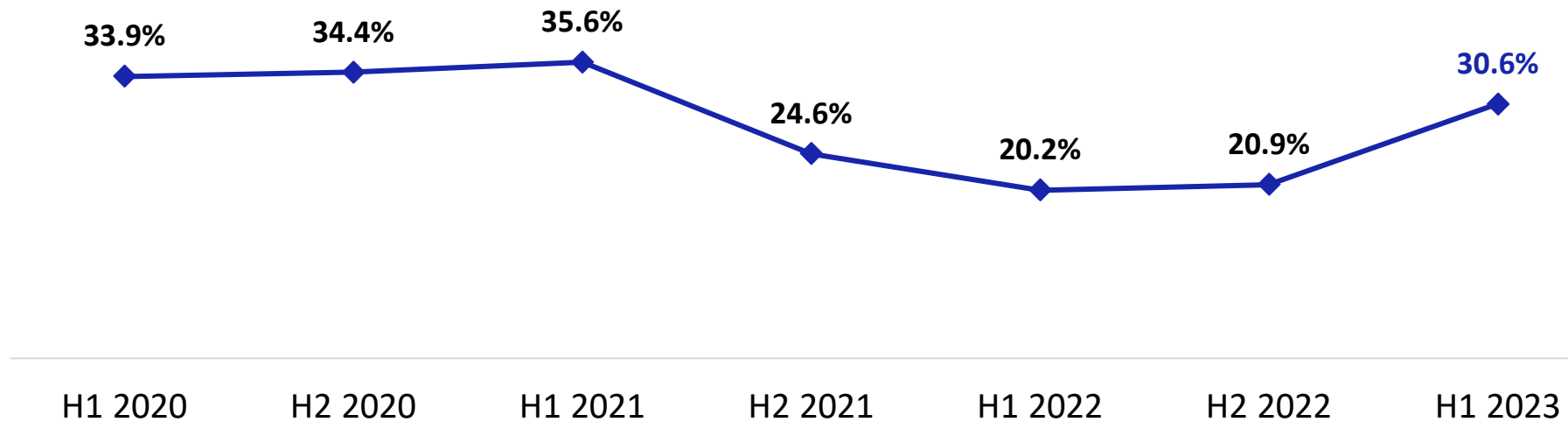
¹ Compound annual growth rate

² YoY growth at constant exchange rates

Growth rate in HKD: +13.1% (FY 2021), +4.0% (FY 2022), +4.0% (H1 2023), +8.8% (Q1 2023), -0.3% (Q2 2023), +8.4% (FY 2022 vs FY 2020 CAGR)

Premium Tissue Portfolio in Mainland China

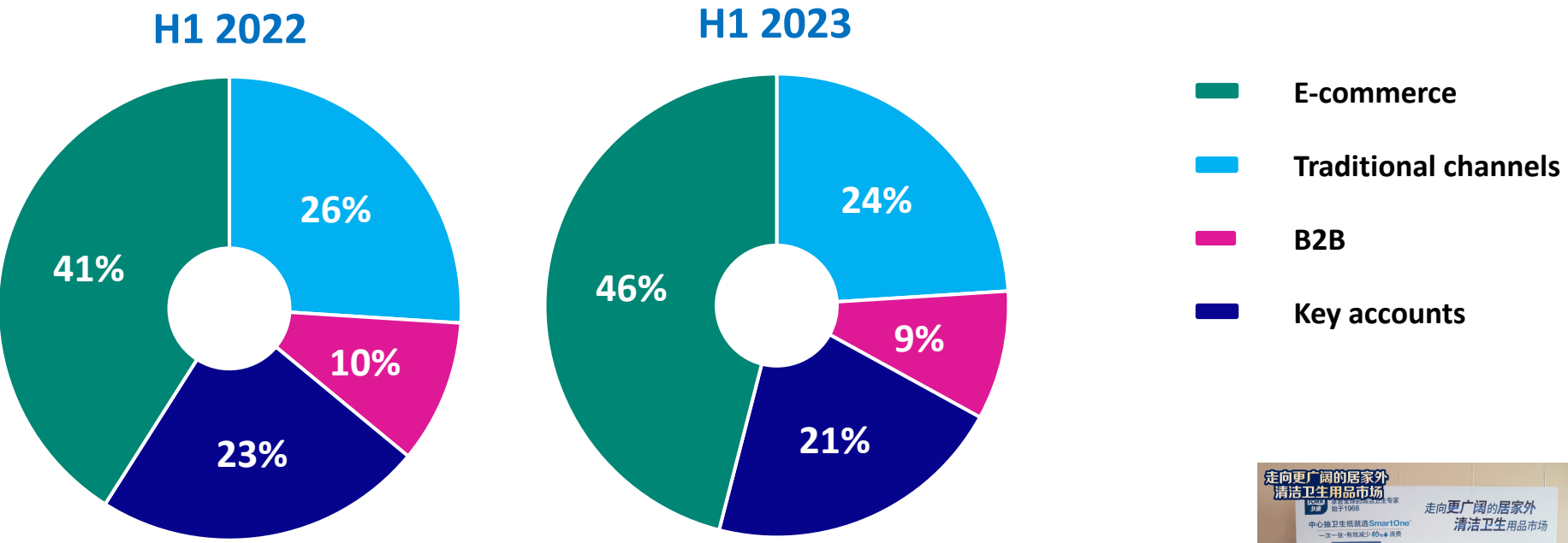
Organic Growth of Mainland China Premium Tissue Portfolio



Our premium tissue portfolio includes dry tissue of Tempo brand, Vinda Deluxe Soft series, Vinda 4D Deluxe series, Tork brand and wet wipe of all tissue brands.



Group Revenue by Channels



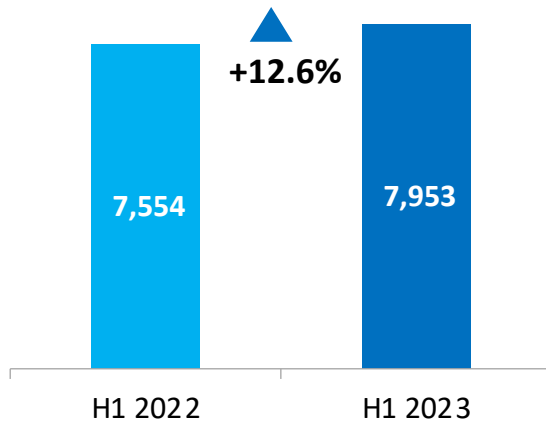
- ▶▶ 23.6% organic growth in E-commerce in H1 2023
- ▶▶ Leading positions in all key E-commerce platforms



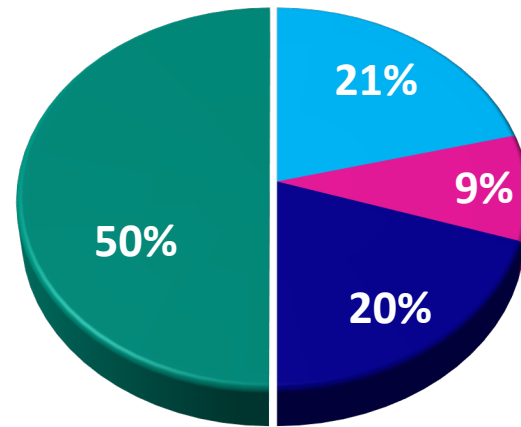
Mainland China Revenue and Channel Mix

Total Revenue (HK\$M)

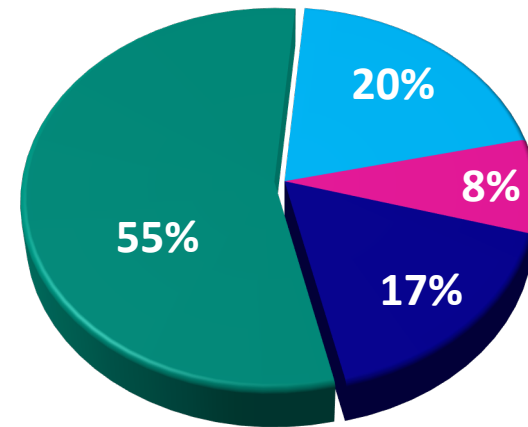
Growth at constant exchange rates



H1 2022



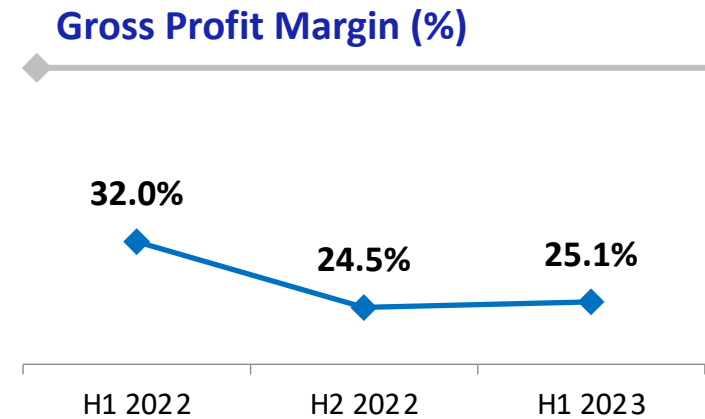
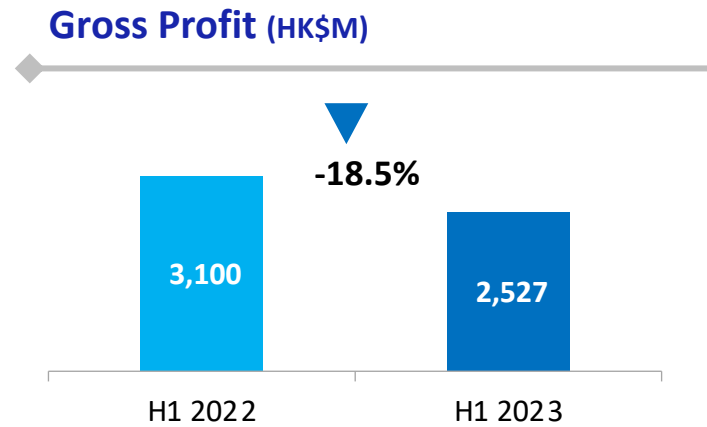
H1 2023



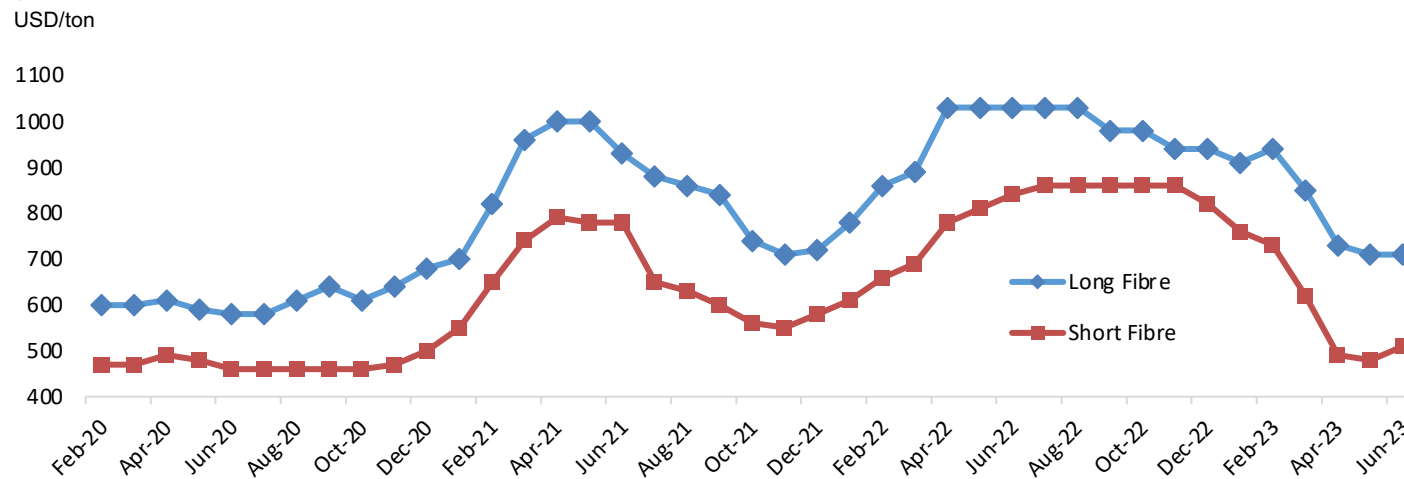
- E-Commerce
- Traditional channels
- B2B
- Key accounts



Gross Profit Margin



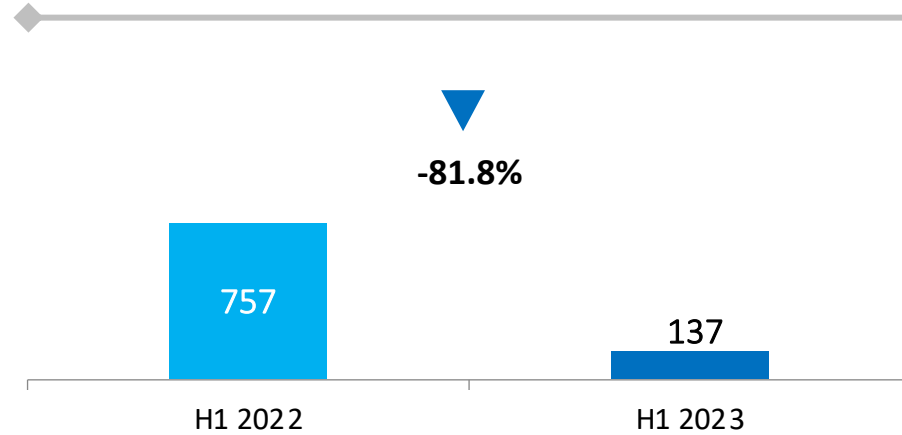
Pulp Market Price Movement



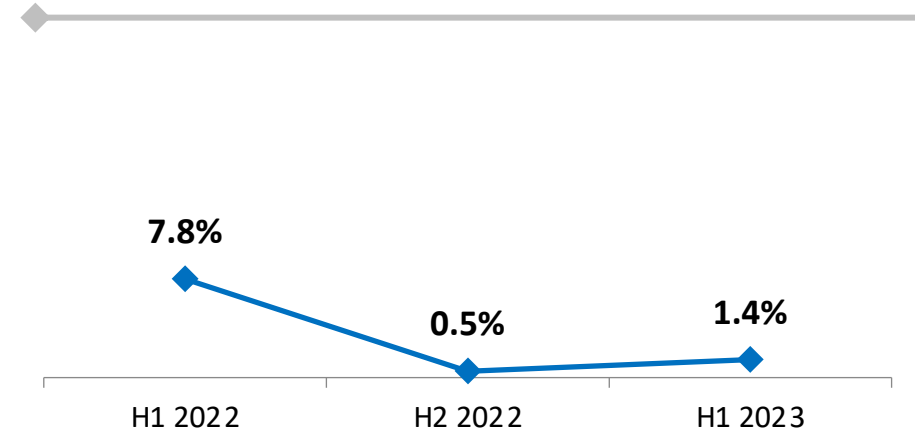
- ❖ Favorable contribution from price/mix
- ❖ Gradual improvement in material costs

Operating Profit & EBITDA

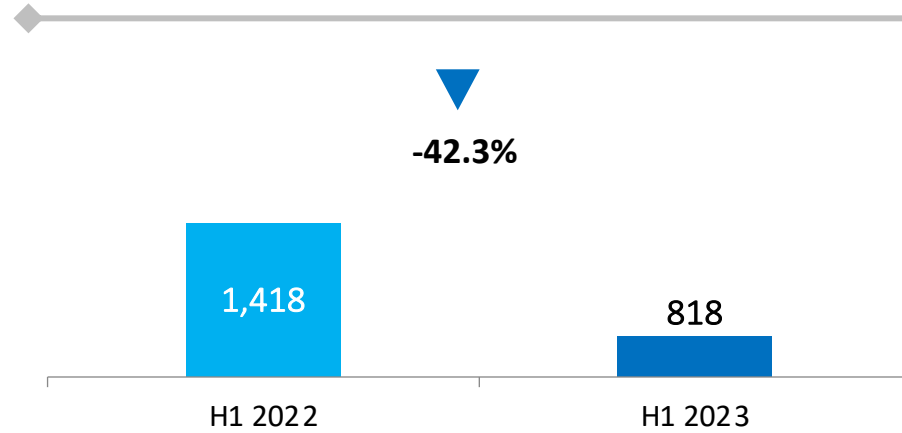
Operating Profit (HK\$M)



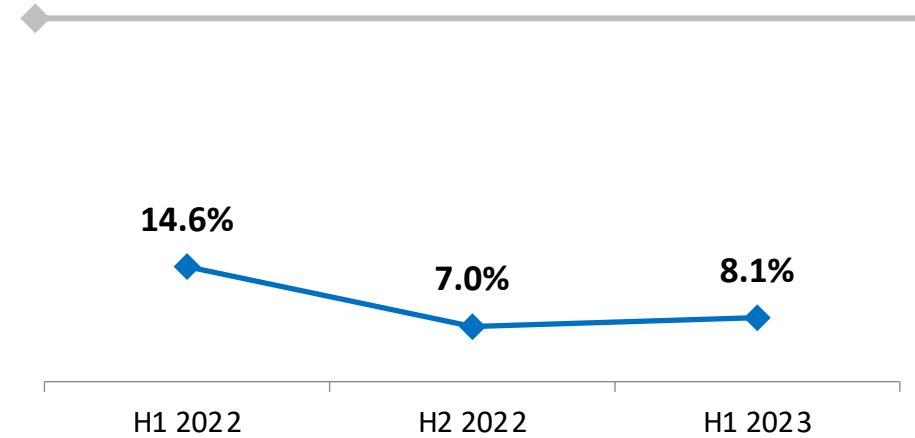
Operating Margin (%)



EBITDA (HK\$M)

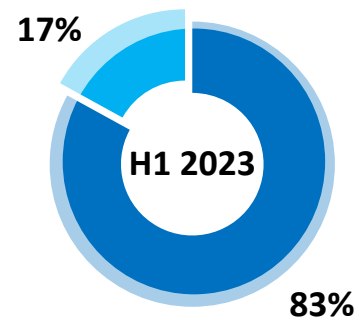
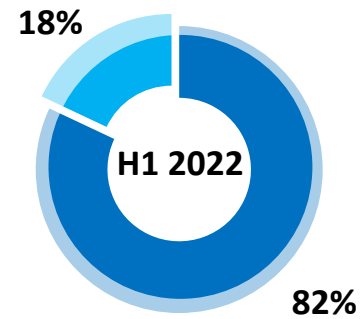


EBITDA Margin (%)



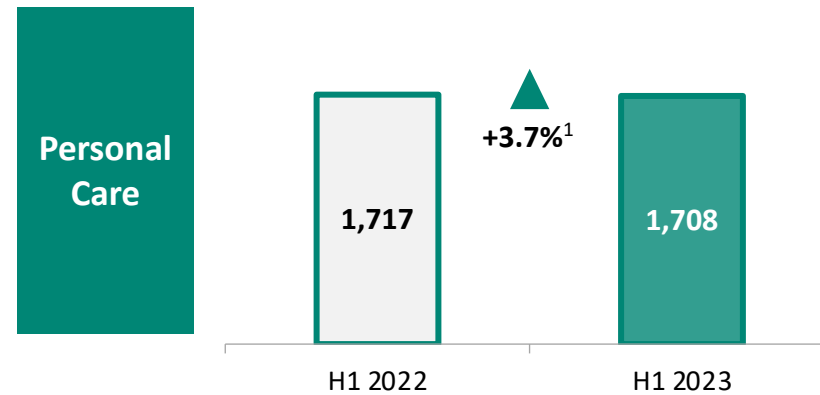
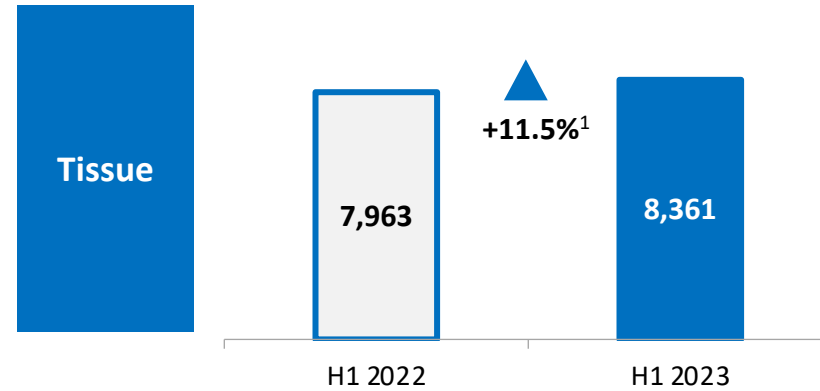
Segment Performance

Revenue Mix (%)

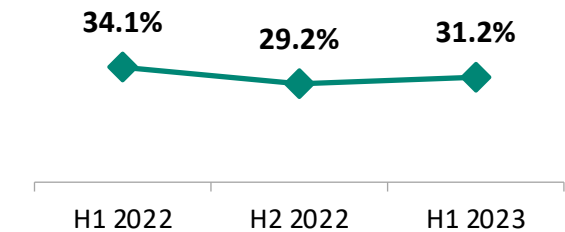
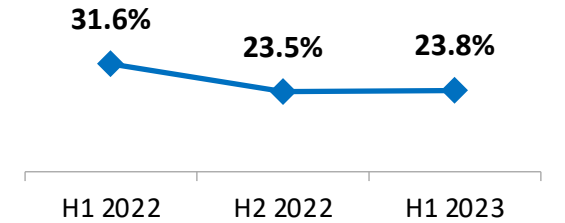


● Personal Care ● Tissue

Revenue (HK\$M)



Gross profit margin (%)

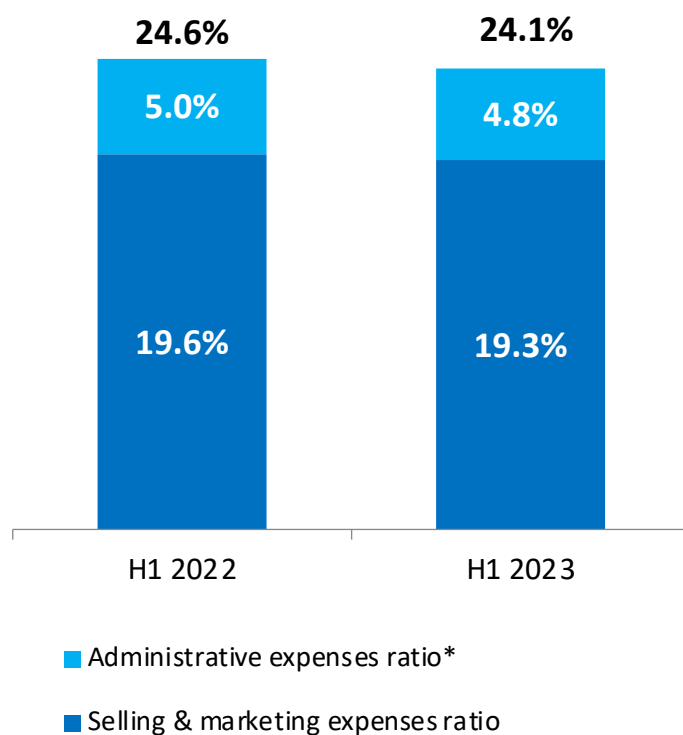


1 YoY growth at constant exchange rates

2 Growth rate in HKD: +5.0% (Tissue, H1 2023), -0.5% (Personal Care, H1 2023)

SG&A

SG&A as a % of Sales



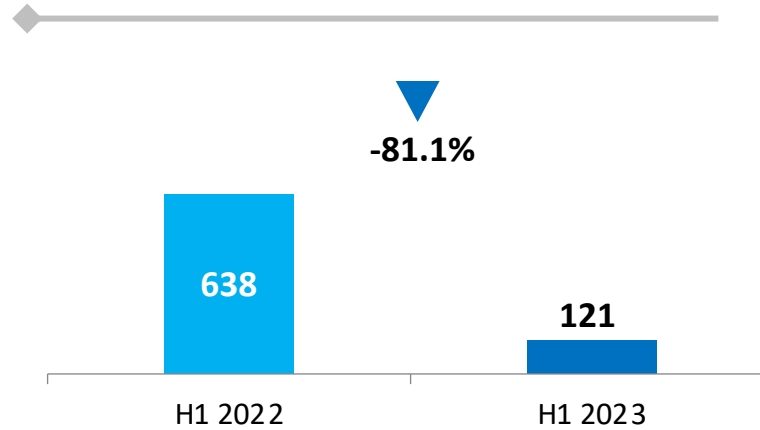
- Efficiency improvement on administrative activities
- Initiatives in place to improve investment ROI
- Committed to continuous brand building of personal care brands and premium categories
- Continue to invest in new channels to drive growth and penetration



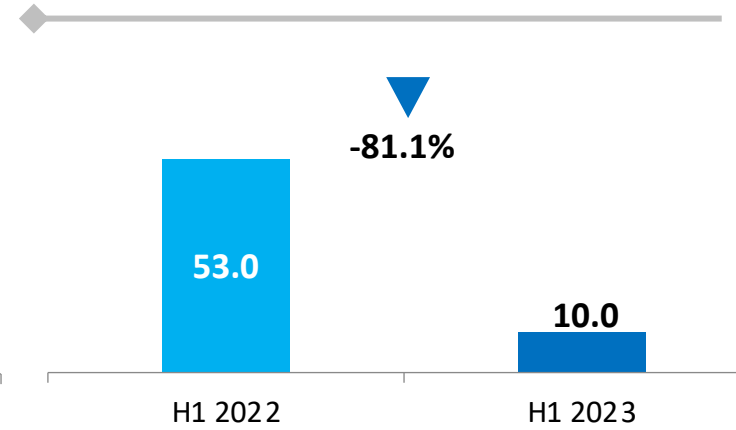
* Including net impairment losses on financial assets

Net Profit, Interest Rate & Dividend

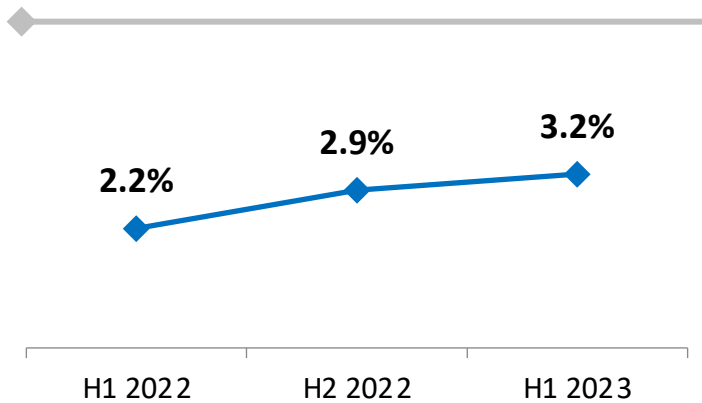
Net Profit (HK\$M)



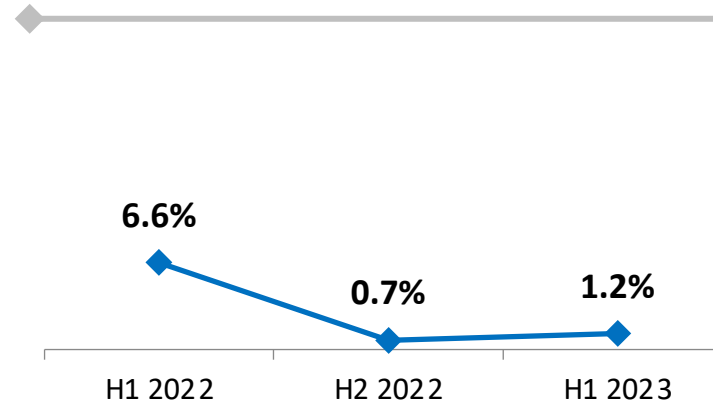
Basic Earnings Per Share (HK cents per share)



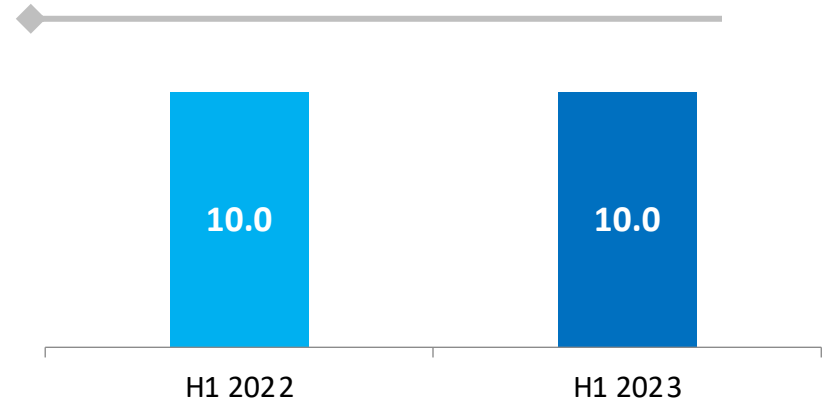
Effective Interest Rate (%)



Net Profit Margin (%)



Proposed Interim Dividend (HK cents per share)



Key Indicators

	As at 31 Dec 2022	As at 30 Jun 2023
Debtors turnover days ¹	40	40
Creditors turnover days ²	71	88
Finished goods turnover days ³	50	57
Working capital to sales ratio ⁴	6.6%	13.1%
(HK\$M)	As at 31 Dec 2022	As at 30 Jun 2023
Cash and cash equivalents	607	838
Total borrowings & lease liabilities	4,043	5,719
Net debt	3,436	4,881
Net gearing ratio ⁵	28.6%	43.1%
Net debt/EBITDA	1.6	3.2
(HK\$M)	FY 2022	H1 2023
CAPEX	1,102	474

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

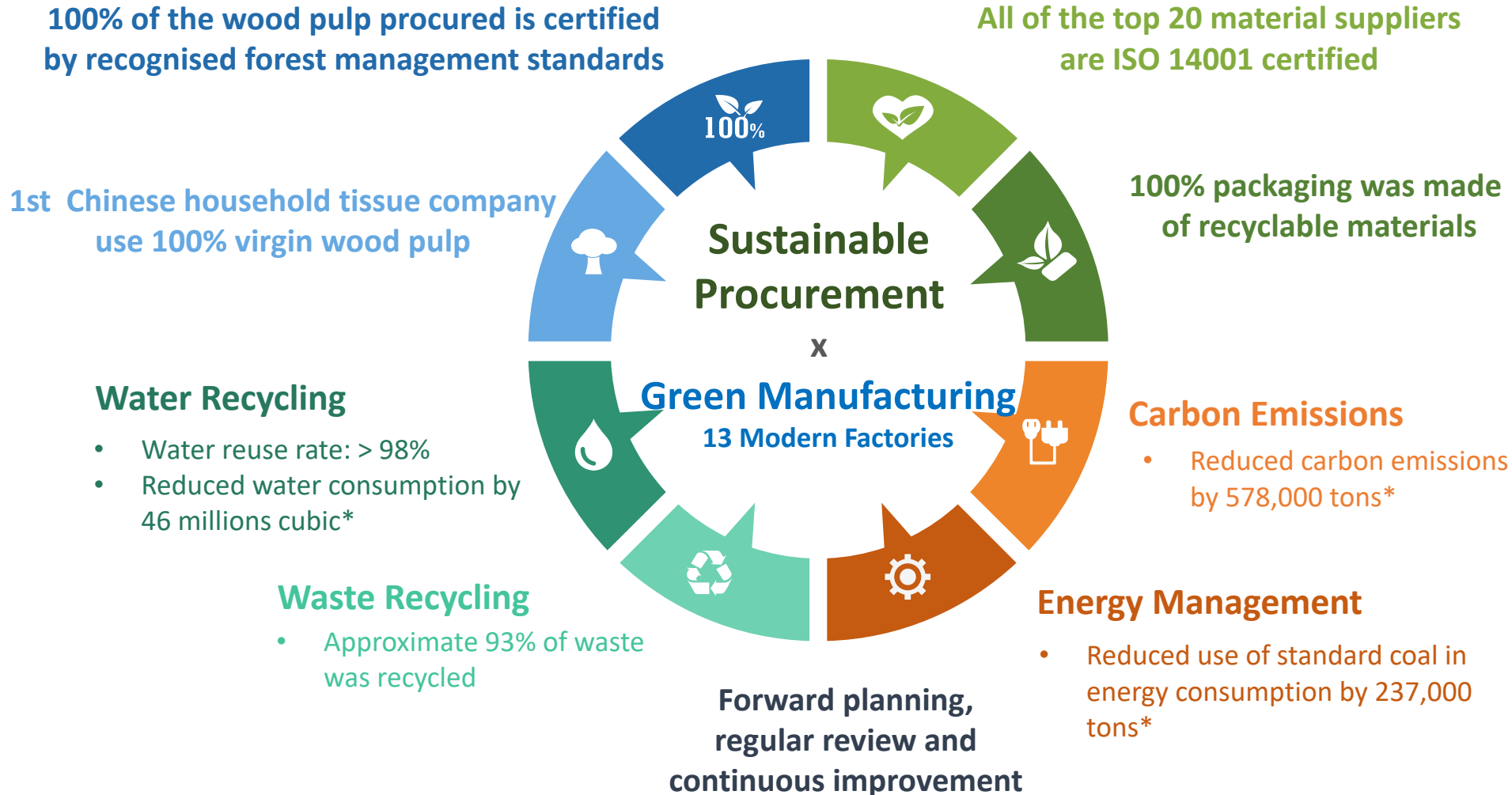
² Multiplying 12-month average account payables by 360 days, and dividing the result by the cost of sales for the last 12 months

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

Sustainable Development



* The sum of progress made in 2021 and 2022 for the Vinda Five-Year Sustainable Development Target 2021-2025

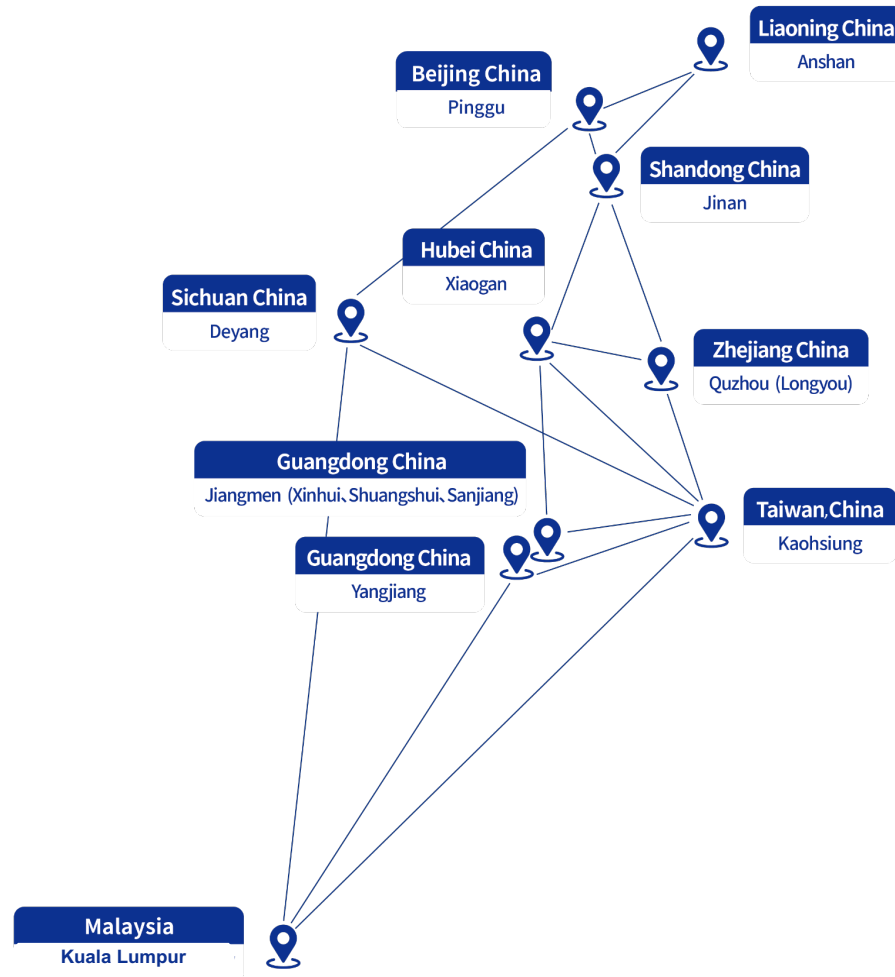
2022 Recognition



Appendix



Production Capacity Plan



Tissue annual designed production capacity

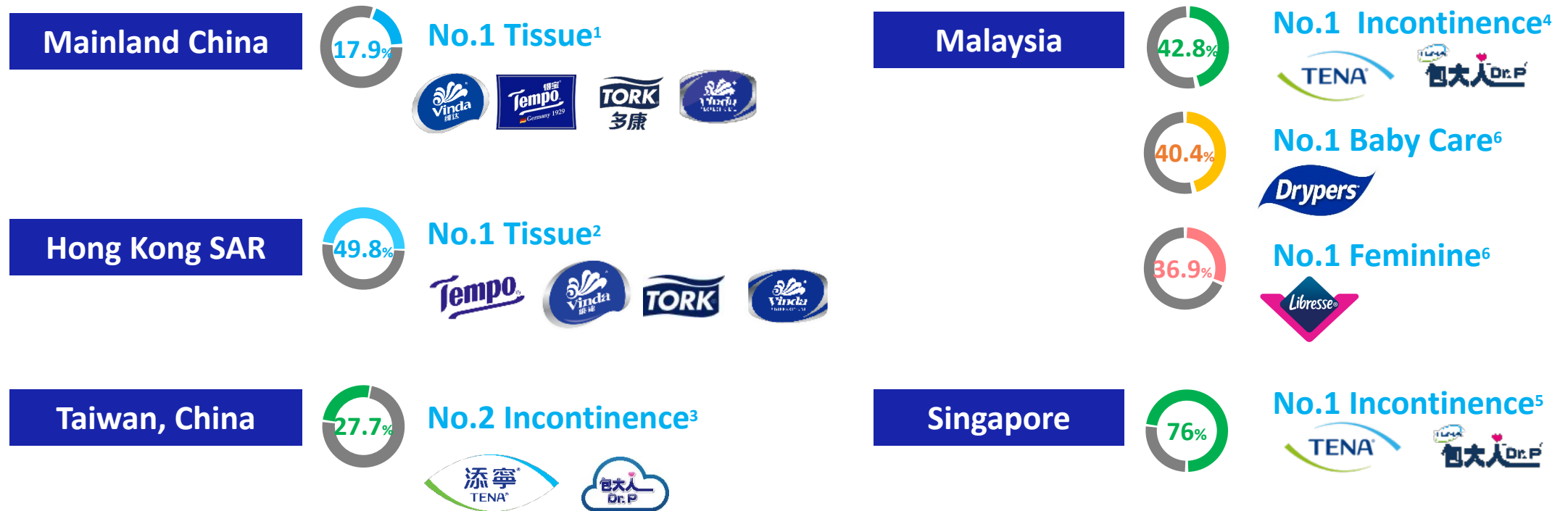
1.39 M tons
(2023)

- New production plant in Zhejiang factory has been put in production since 2H 2022. And it will further increase tissue production capacity in 2023.

Personal care facility

- The new Southeast Asia regional headquarters, state-of-the-art production facilities, first-class warehouse and distribution centre and modern innovation centre in Malaysia is well operating as planned.
- China personal care facilities locate in East China and Central China and Chinese Taiwan.

Leading Market Positions



Notes:

1. Kantar, value share in 2023 (P1-P6)
2. Nielsen, value share YTD May 2023
3. Nielsen, volume share YTD May 2023
4. Internal estimates, value share, YTD Dec 2022
5. Internal estimates, value share, YTD Nov 2022
6. Kantar, value share in YTD P5 2023

Financial Highlights Summary

(HK\$M)	H1 2022	H1 2023	YOY
Revenue	9,680	10,070	+4.0%
<i>Growth at constant exchange rates</i>	<i>+6.9%</i>	<i>+10.1%</i>	
Gross profit	3,100	2,527	-18.5%
<i>Gross margin</i>	<i>32.0%</i>	<i>25.1%</i>	<i>-6.9ppts</i>
Operating profit	757	137	-81.8%
<i>Operating margin</i>	<i>7.8%</i>	<i>1.4%</i>	<i>-6.4ppts</i>
EBITDA	1,418	818	-42.3%
<i>EBITDA margin</i>	<i>14.6%</i>	<i>8.1%</i>	<i>-6.5ppts</i>
Net profit	638	121	-81.1%
<i>Net margin</i>	<i>6.6%</i>	<i>1.2%</i>	<i>-5.4ppts</i>
Basic EPS (HK cents)	53.0	10.0	
Proposed interim dividend per share (HK cents)	10.0	10.0	

H2 2022	HOH
9,737	+3.4%
	<i>+2.6%</i>
2,383	+6.0%
<i>24.5%</i>	<i>+0.6ppt</i>
50	+177.0%
<i>0.5%</i>	<i>+0.9ppt</i>
686	+19.3%
<i>7.0%</i>	<i>+1.1ppts</i>
68	+76.6%
<i>0.7%</i>	<i>+0.5ppt</i>

Q&A



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