Vinda International Holdings Limited



(Incorporated in the Cayman Islands with limited liability)

(Stock code: 3331)

2018Q1 Results Investor Presentation



Financial Highlights

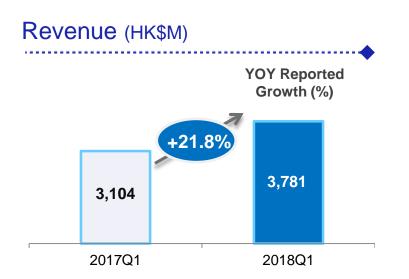


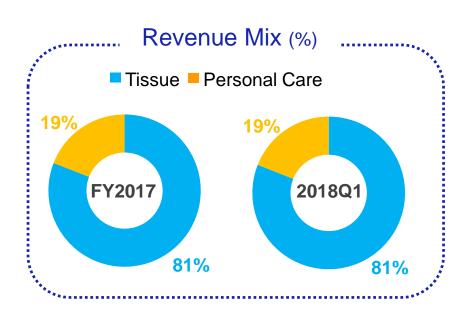
(HK\$M)	2018Q1	2017Q4	2017Q1	YOY
Revenue	3,781	3,812	3,104	+21.8%
Organic growth	+11.7% ¹	+9.1% ¹	+7.0%2	
Gross profit	1,077	1,065	945	+14.0%
Gross margin	28.5%	27.9%	30.4%	-1.9ppts
Operating profit	331	224	293	+12.8%
Operating margin	8.8%	5.9%	9.5%	-0.7ppts
EBITDA	570	449	480	+18.8%
EBITDA margin	15.1%	11.8%	15.5%	-0.4ppt

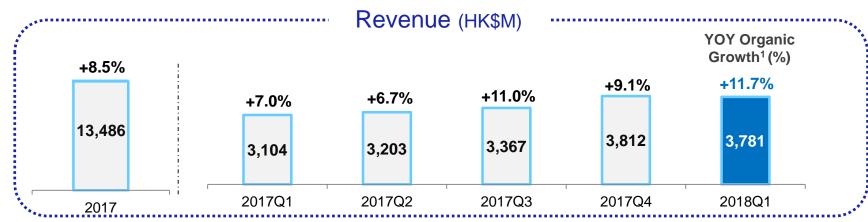
Items Affecting Comparability (HK\$M)	2018Q1	2017Q4	2017Q1	
Total foreign exchange gain/ (loss)	7	(10)	(6)	

Revenue



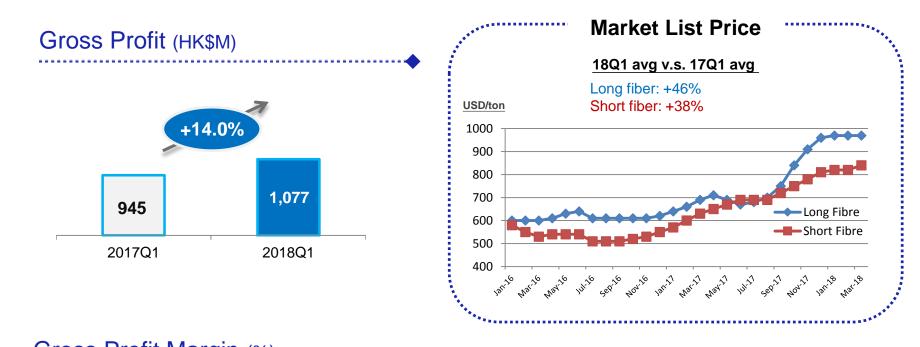


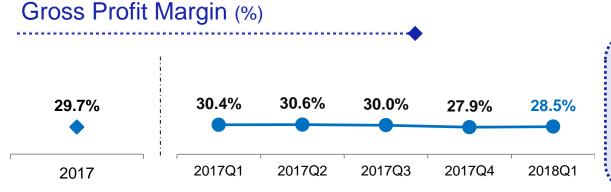




Gross Profit



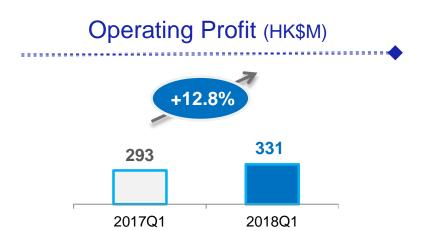




- Successful price hike
- Product portfolio improvement
- Active cost saving programme

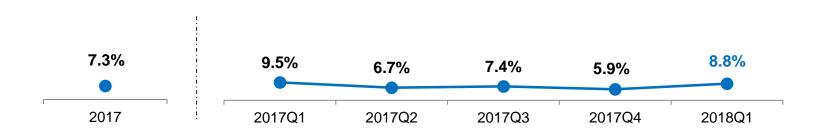
Operating Profit





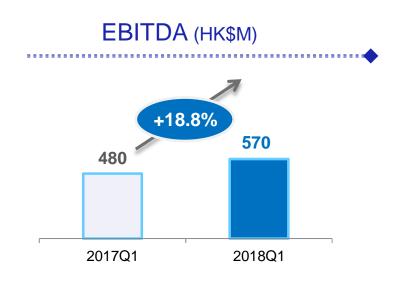
- Good control over administrative expense
- Effective management in selling & marketing expense

Operating Profit Margin (%)

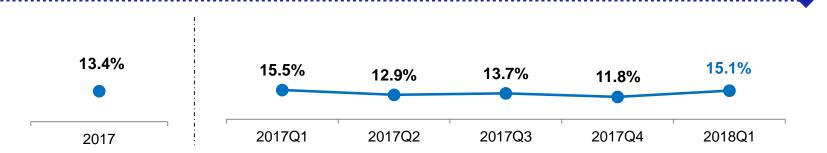


EBITDA



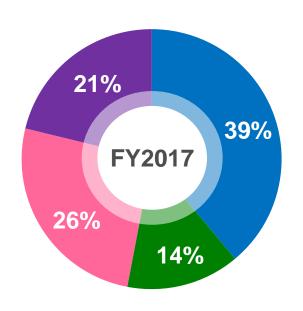


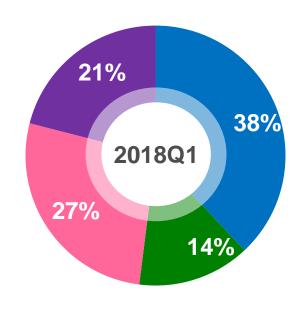
EBITDA Margin (%)



Revenue by Channel







- Traditional channels (i.e. Distributiors)
- B2B (i.e. Corporate clients)
- Key accounts (i.e. Hypermarkets, Supermarkets)
- ■E-Commerce



Leading Market Positions



Market share by region

17.7%

Tissue No.1 China¹

Inco No.1 Malaysia⁴



34%

Inco No.2 Taiwan³

Baby No.1 Malaysia⁵



48%

Tissue No.1 Hong Kong²

Fempro No.1 Malaysia⁶





Inco
No.1 Singapore⁴



Baby No.3 Singapore⁷

Note:

- . Nielsen, value share MAT Mar 2018
- Nielsen, value share MAT Mar 2018
- Nielsen, volume share YTD Mar 2018
- Internal estimates, value share 2016
- 5. Kantar Worldpanel, value share MAT 25 Mar 2018
- Kantar Worldpanel, value share YTD 25 Mar 2018
- 7. Nielsen, volume share YTD Mar 2018



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Thank You

Healthy Lifestyle Starts with Vinda

