



維他奶 Vita50+

# Sustainable Growth

FY 2017/2018 Interim Results

# FINANCIAL REVIEW



**Chris Lau**  
**Group CFO**


# Disclaimer

In addition to historical information, this presentation contains forward-looking statements with respect to the results of the operations and business of Vitasoy. These forward-looking statements represent Vitasoy's expectations or beliefs concerning future events and involve known and unknown risks and uncertainties that could cause actual results, performance or events to differ materially from those expressed or implied in such statements.

**Vitasoy International Holdings Limited**

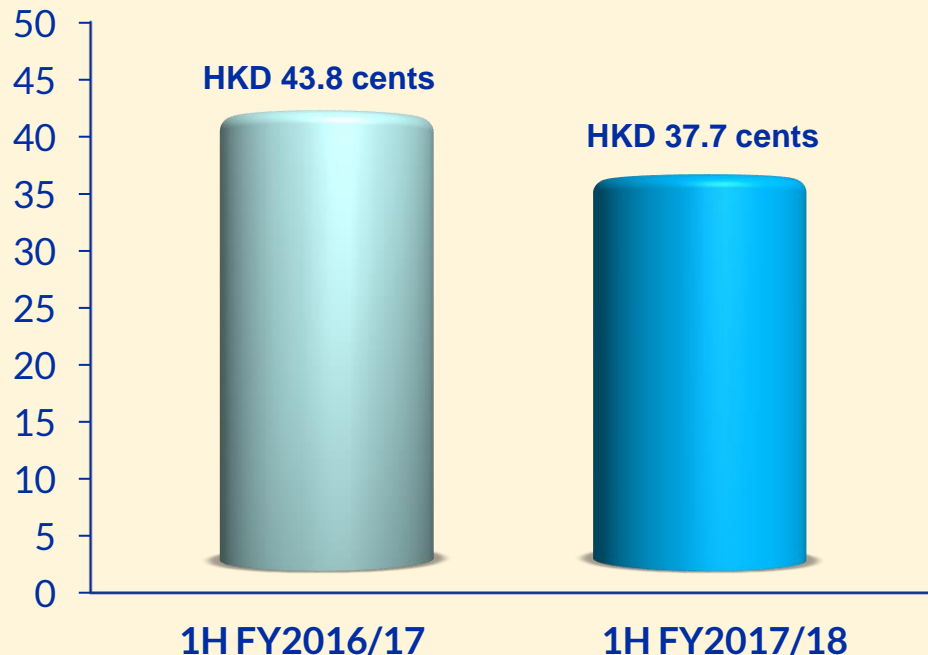
# FINANCIAL PERFORMANCE

HKD' million	1H 2017/18		 (Net of divestiture)
Net sales	3,646	+ 21%	+ 23%
Gross profit	1,922	+ 19%	+ 20%
GP%	53%	Flat	-1ppt
Profit before tax	557	- 14%	+ 22%
EBITDA	688	- 10%	+ 20%
Profit to shareholders	397	- 14%	+ 12%

 indicates variance with 1H 2016/17

# BASIC EARNINGS PER SHARE

HKD cent



**-14%**  
**(+12%)**

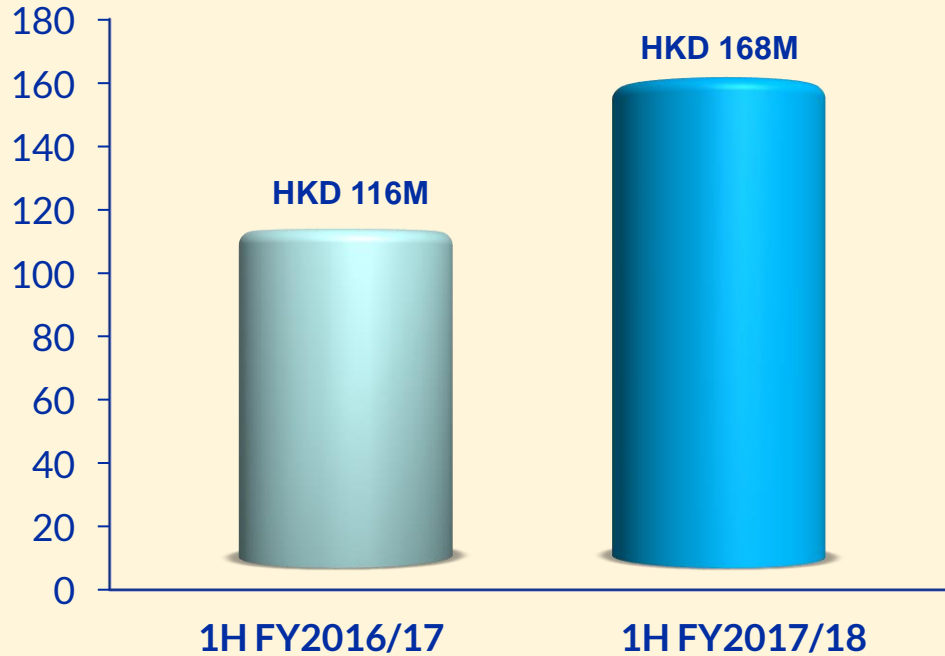
Figure in bracket indicates the growth net of North American divestiture

# DIVIDEND

**3.8 ¢**  
per share

# CAPITAL EXPENDITURE

HKD million

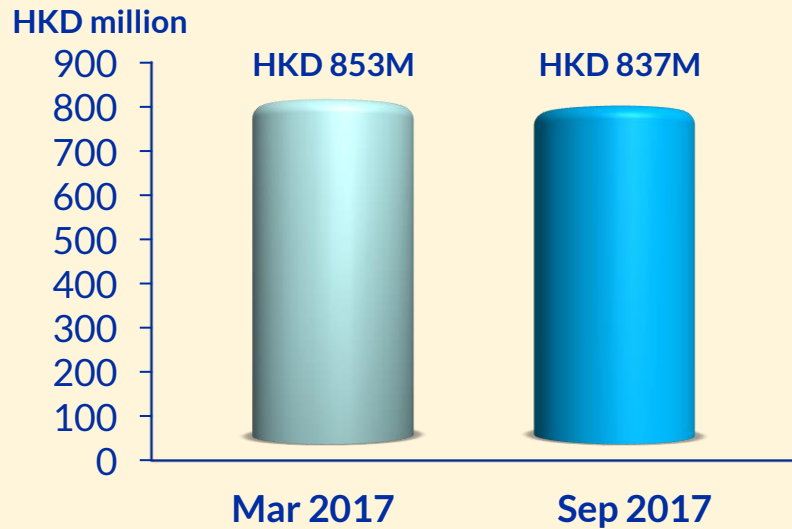


**+45%**

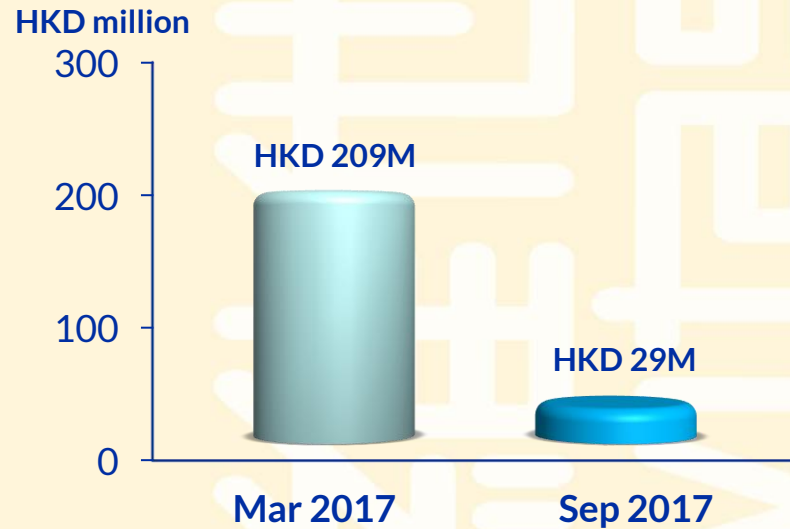
- Acquisition of new production line
- Upgrade production machinery

# FINANCIAL POSITION

Cash  
-2%



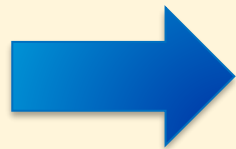
Borrowings  
-86%





# GEARING RATIO

8%



1%

March, 2017

September, 2017

# ROCE

28%



24%

September, 2016

September, 2017

# BUSINESS REVIEW & OUTLOOK

**Roberto Guidetti**  
**Group CEO**

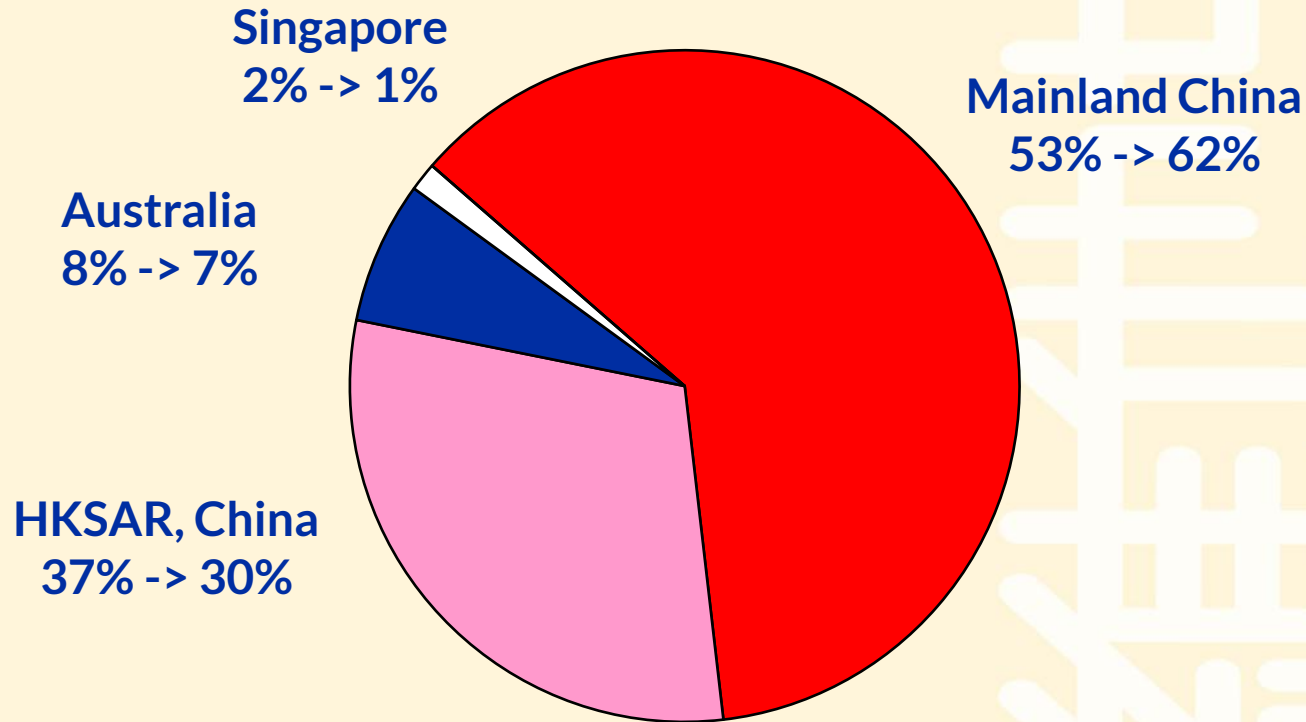
# RESULTS EXCEEDING OUR TARGET IN 1ST HALF WE EXPECT MORE MODERATE GROWTH IN 2<sup>ND</sup> HALF

- 1<sup>ST</sup> Half Net Revenue +23% vs. year ago net of divestiture
- Mainland China +39% cycling last year's modest growth (only +7%)
- All our other market units growing
- Operating Profit +24%, keeping pace with topline
- Vitasoy Philippines has started operations smoothly
- Mainland China expected to deliver more moderate growth in 2<sup>nd</sup> half
- We will continue to invest in our brands and infrastructure

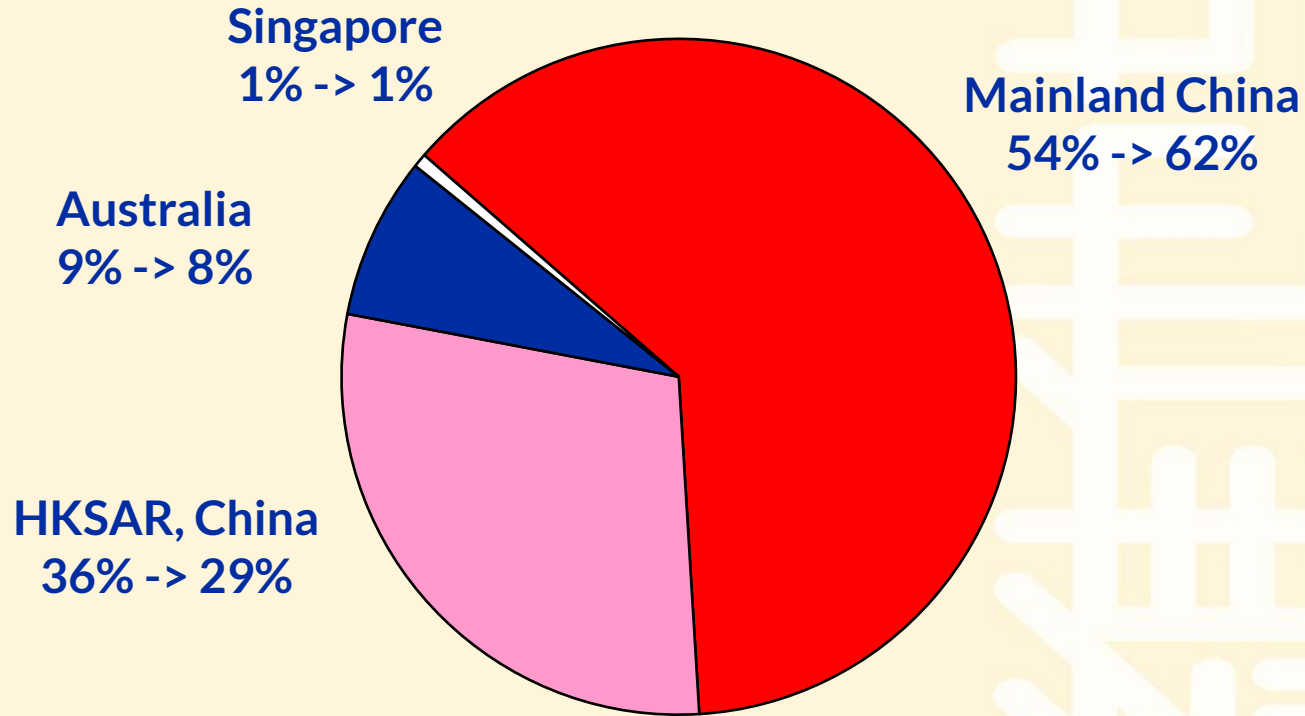
# GROWTH BY GEOGRAPHY

	Mainland China	HKSAR, China	Australia	Singapore
<b>Net sales</b>				
Local Currency	+ 41%	+ 3%	+ 2%	+ 7%
HKD	+ 39%	+ 3%	+ 6%	+ 6%
<b>Operating profit</b>				
Local Currency	+ 42%	- 4%	- 5%	- 17%
HKD	+ 41%	- 4%	- 2%	- 17%

# REVENUE BY GEOGRAPHY



# OPERATING PROFIT BY GEOGRAPHY









REVENUE: HK\$ 2,252M ↑ 39% (RMB ↑ 41%)

OP: HK\$ 398M ↑ 41% (RMB ↑ 42%)

- Increase investment in brand equity and in-store promotion
- Strengthen marketing effort



REVENUE: HK\$ 2,252M ↑ 39% (RMB ↑ 41%)  
OP: HK\$ 398M ↑ 41% (RMB ↑ 42%)

- Our “Go Deep, Go Wide” strategy helps us to expand in Mainland China
- Favorable response to our VITA Tea Activation





HKSAR,  
China



15

15



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Vitasoy  
The Soy Experts

REVENUE: HK\$ 1,094M ↑ 3%  
OP: HK\$ 184M ↓ 4%

- VITASOY Innovation working
- Both VITASOY and VITA Tea growing
- Broadening our activation







REVENUE: HK\$ 251M ↑ 6% (AU\$ ↑ 2%)  
OP: HK\$ 49M ↓ 2% (AU\$ ↓ 5%)

- Sustaining leadership in plant milks
- VITASOY Almond growing
- Increasing advertising and promotion

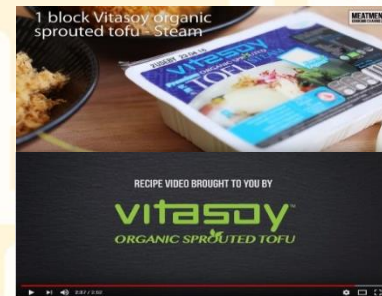






REVENUE: HK\$ 50M ↑ 6% (S\$ ↑ 7%)  
OP: HK\$ 4M ↓ 17% (S\$ ↓ 17%)

- Sustaining tofu market leadership
- Growing imported beverages
- Investment in infrastructure

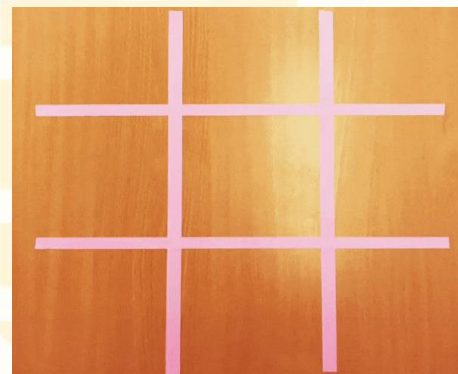






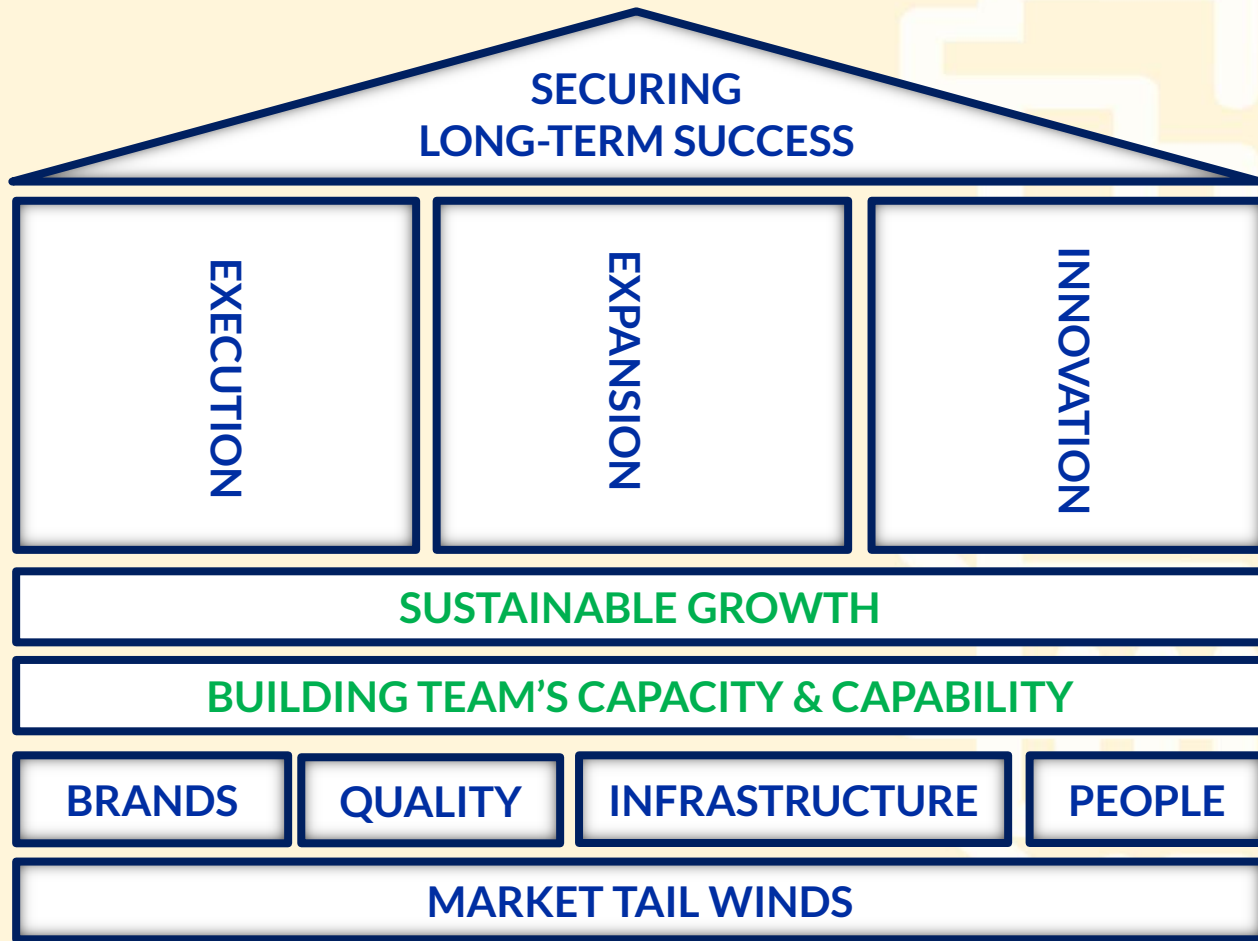
# VITASOY NOW IN THE PHILIPPINES

- We are now in the stores
- Collaboration with URC is smooth and effective
- We just started our communication program to raise awareness and trial



# IN SUMMARY

- 1<sup>st</sup> half net revenue +23% vs. year ago net of divestiture
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