

# Vinda International Holdings Limited

*(Incorporated in the Cayman Islands with limited liability)*

(Stock code: 3331)



## 2017 Interim Results Investor Presentation

Healthy Lifestyle  
Starts with Vinda



1

## Solid growth despite challenging environment

- ◆ Good sales growth in mainland China (Organic growth: Q2>Q1)
- ◆ Stable gross profit margin (qoq) despite pulp price hike

2

## Good financial control

- ◆ Good control over cost and working capital
- ◆ Limited foreign exchange losses
- ◆ Improvement on gearing level

3

## Focus on innovation, product launch & roll-out

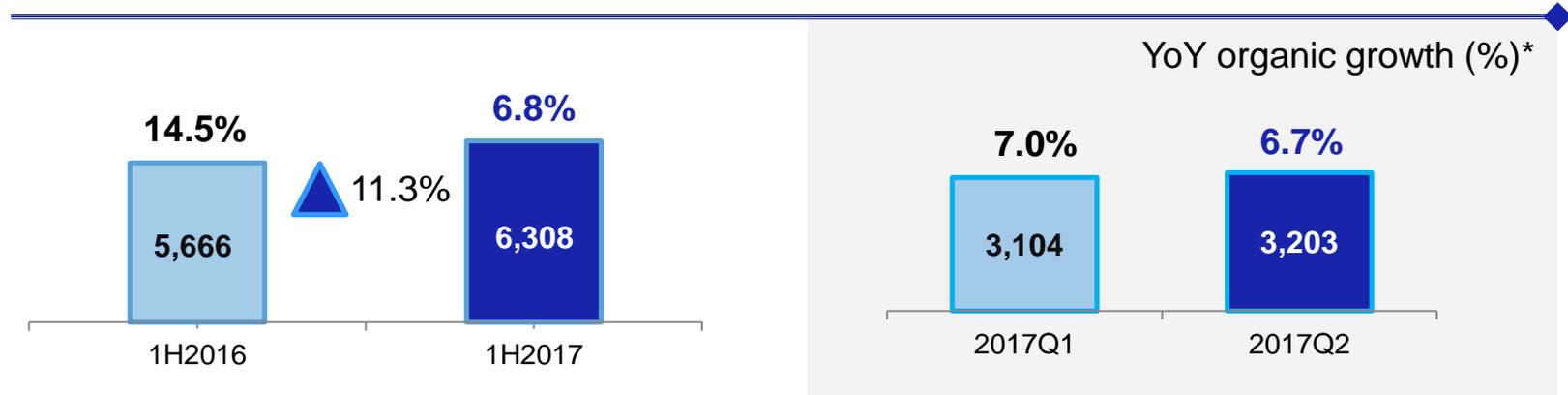
- ◆ Re-launch of Libresse in China
- ◆ Roll-out of Vinda Deluxe tissue in China
- ◆ Launch of Vinda Deluxe tissue in Malaysia

# Financial Highlights



# Solid Revenue Growth

## Total Revenue (HK\$M)

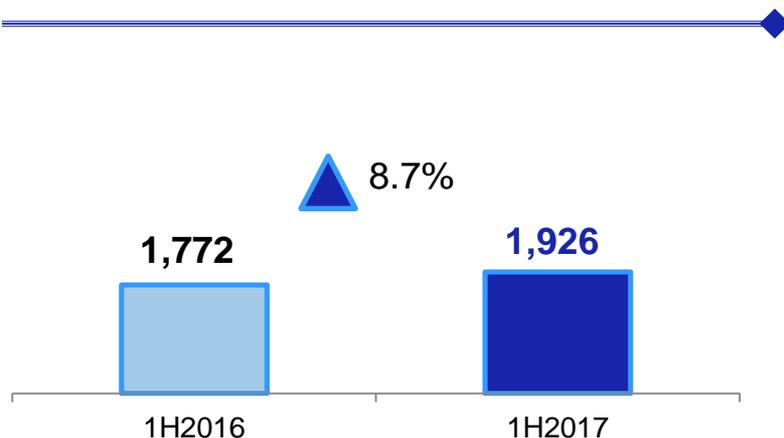


- ◆ Organic growth of mainland China in Q2 was close to double-digit, higher than that in Q1, driven by strong growth of Tissue & Personal Care
- ◆ Good growth in Fempro in South East Asia
- ◆ Launched tissue in Malaysia, with first shipment in May

*\* Since 1 April 2016, the completion date of the acquisition of SCA Asia business in Malaysia, Taiwan and Korea by the Group, the financial figures of SCA Asia business have been consolidated into the financial results of the Group. Therefore, with respect to the calculation of the organic revenue growth for the first half of 2017, the data recorded between January and March excluded the acquired Asia business in Malaysia, Taiwan and Korea, as well as the exchange rate effects; whereas for the calculation of the organic revenue growth between April and June, only the exchange rate effects were excluded.*

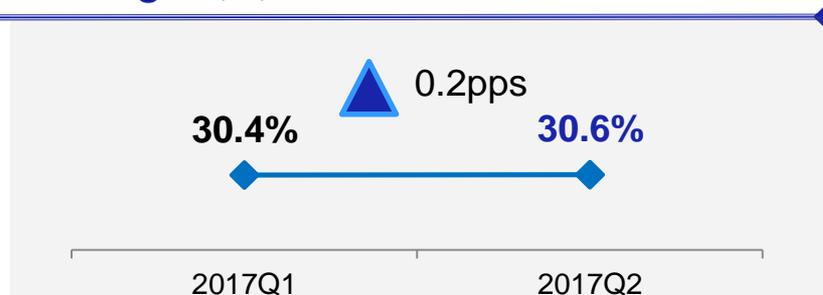
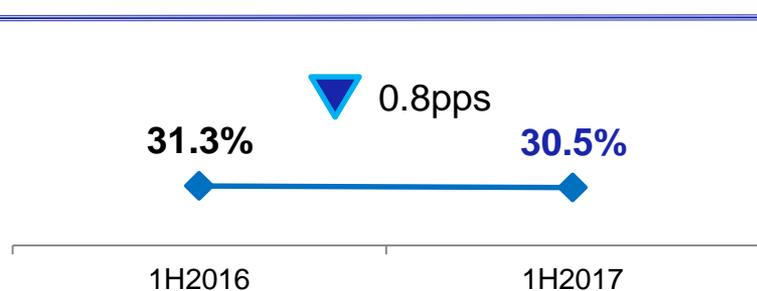
# Stable Gross Margin: Q2>Q1

Gross Profit (HK\$M)



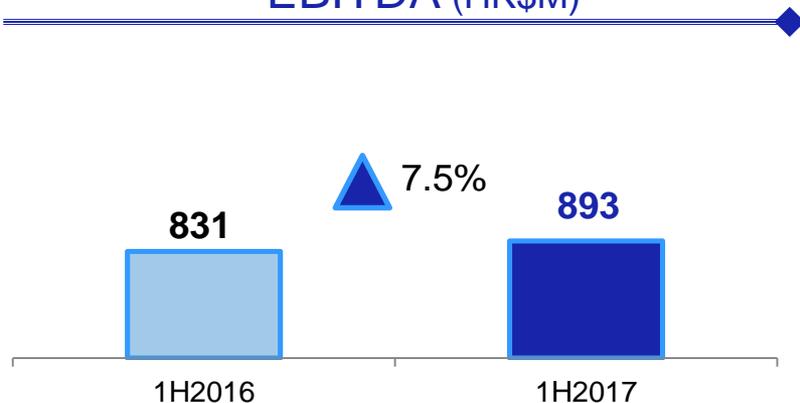
- ◆ Pulp price have risen significantly since 2016Q4 and started to stabilise in the end of the Period
- ◆ Continuous portfolio optimisation
- ◆ Cost saving initiatives
- ◆ GPM in Q2 > GPM in Q1

Gross Profit Margin (%)

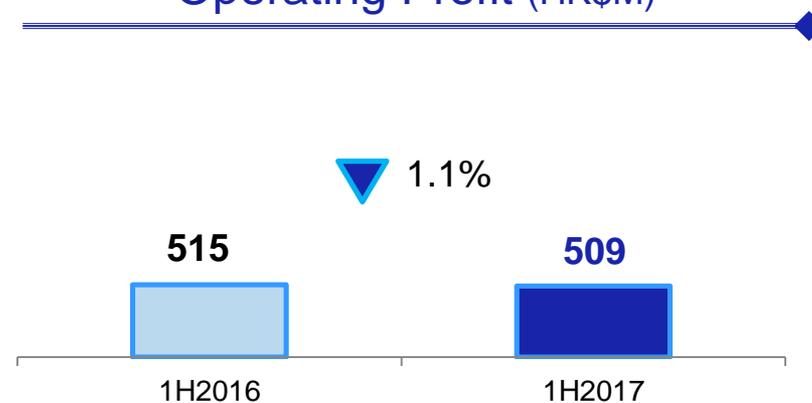


# EBITDA Margin Remains Strong

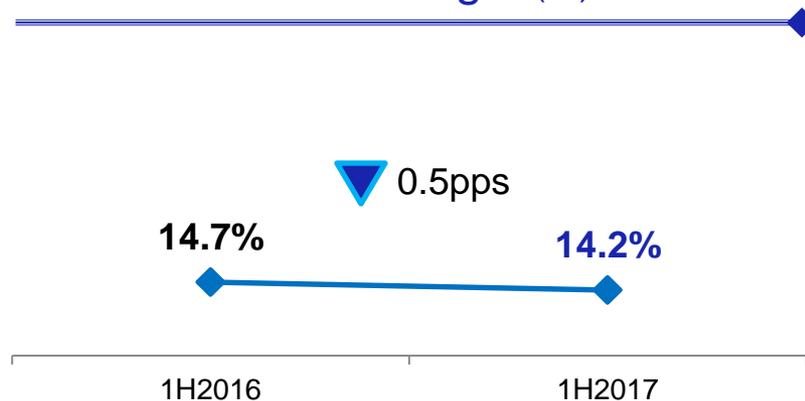
EBITDA (HK\$M)



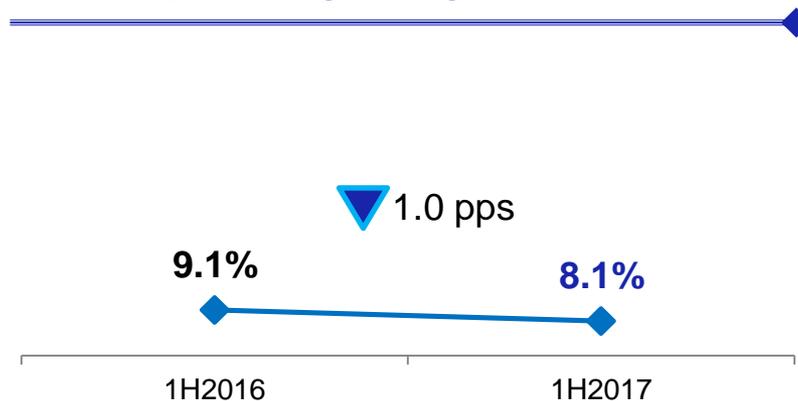
Operating Profit (HK\$M)



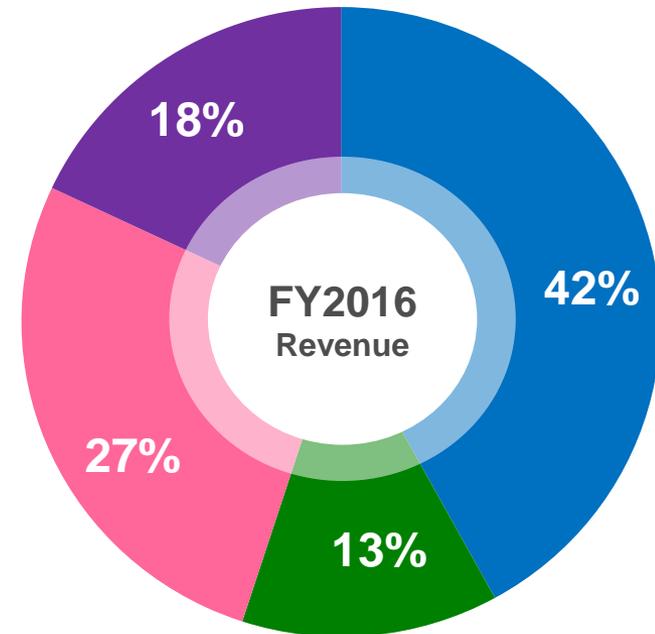
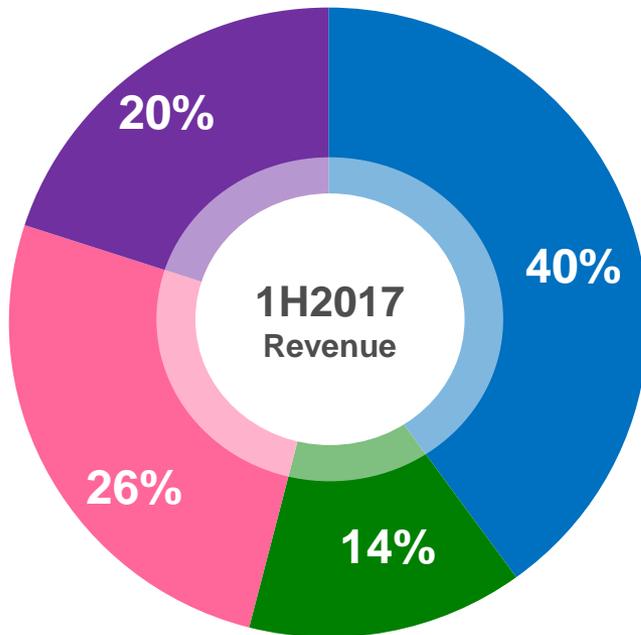
EBITDA Margin (%)



Operating Margin (%)



# Continuous Growth in E-commerce & B2B

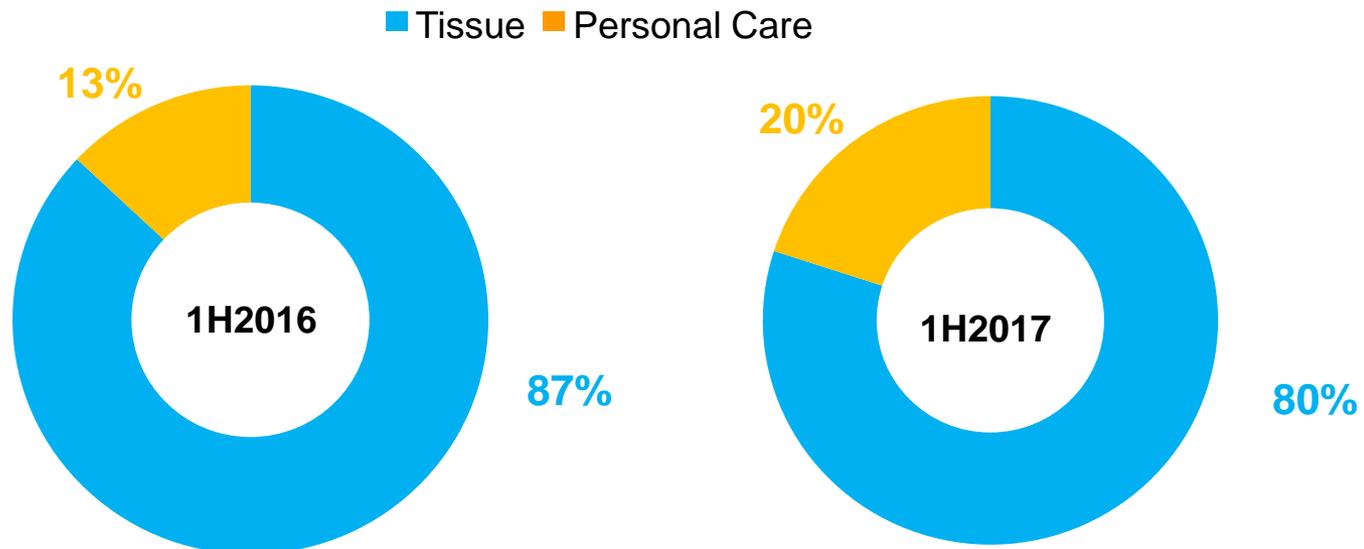


- Traditional channels (i.e. Distributors)
- B2B (i.e. Corporate clients)
- Key accounts (i.e. Hypermarkets, Supermarkets)
- E-Commerce

# Increased Contribution from Personal Care



Revenue Mix (%)

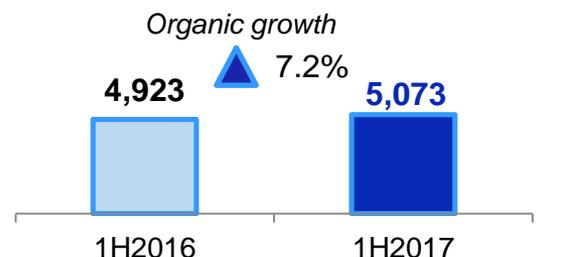


- ◆ Increased contribution from personal care, driven by
  - ◆ the acquired Asia business
  - ◆ the growth in China
- ◆ Strong growth in Inco and Fempro

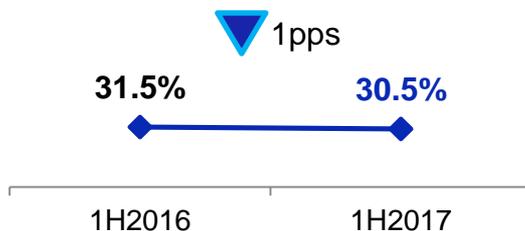
# Segment Performance

## Tissue

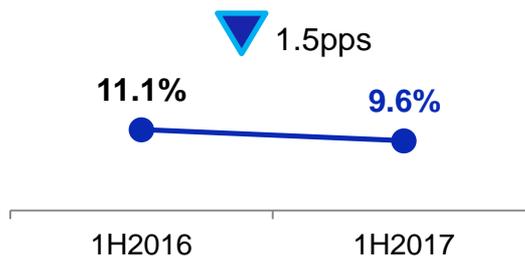
◆ Revenue (HK\$M)



◆ Gross profit margin

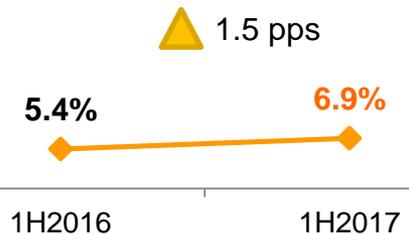
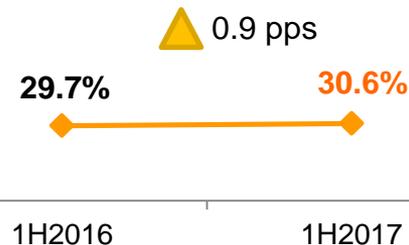
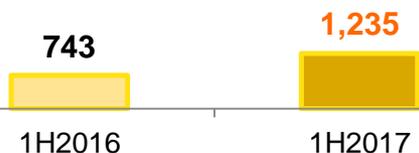


◆ Segment results margin\*



## Personal care

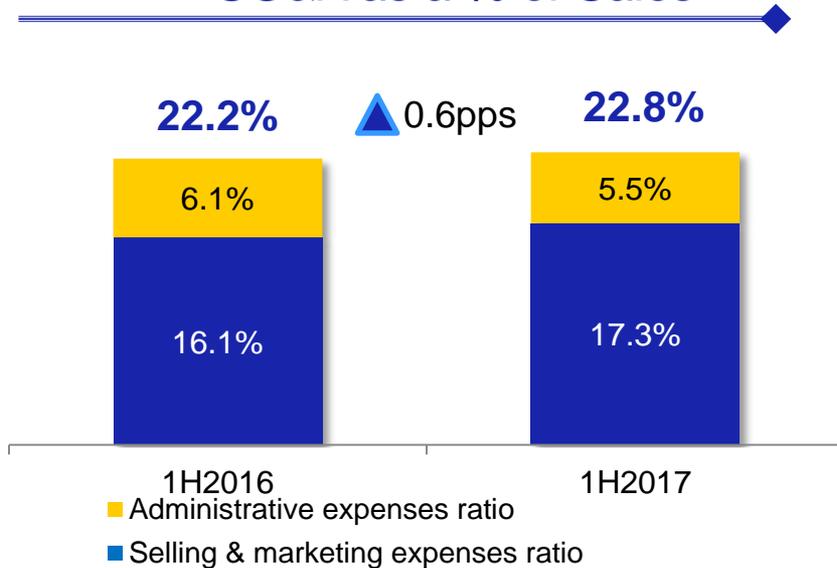
Acquisition effect & Strong organic growth in China



\*segment profit before amortisation of trademarks, licenses & contractual customer relationship)

# Stable SG&A Ratio

## SG&A as a % of Sales



### Stable SG&A ratio:

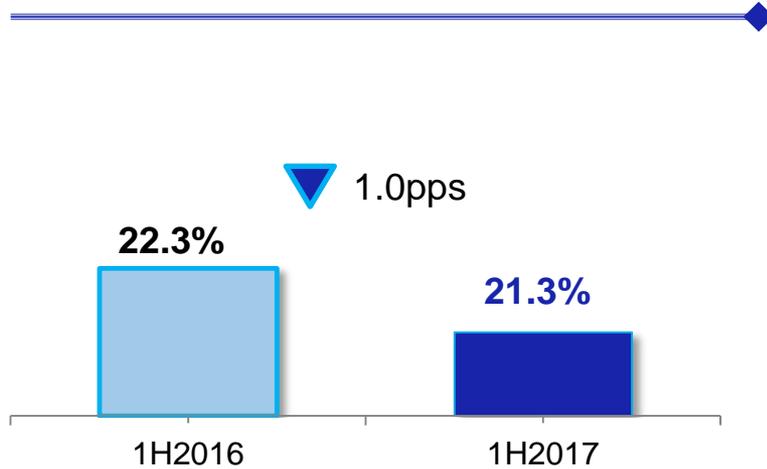
- ◆ Effective control over administrative cost
- ◆ Increased marketing activities in Q2, logistics cost & amortisation expense



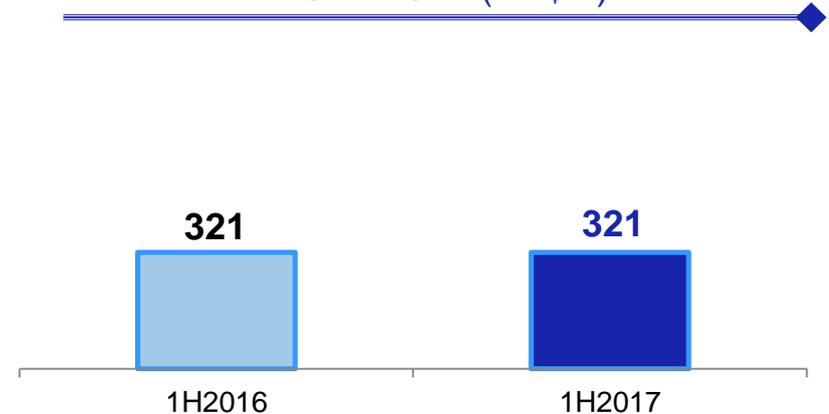
# Lower Effective Tax Rate, Stable Net Profit



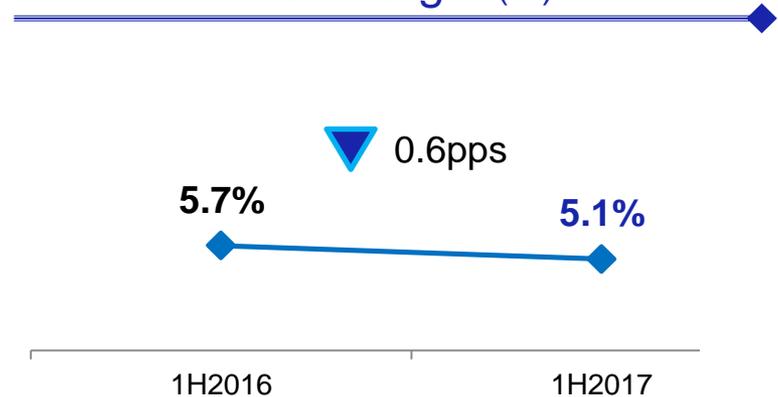
## Effective Tax Rate



## Net Profit (HK\$M)



## Net Margin (%)



Lower effective tax rate:

- ◆ Super-deduction for qualified R&D from two subsidiaries

# Key Indicators

(HK\$M)	As at 30 Jun 2017	As at 31 Dec 2016	As at 30 Jun 2016
Debtors turnover days	48	43	44
Creditors turnover days	85	70	66
Finished goods turnover days	39	40	45
Working capital to sales ratio	3%	3%	12%
(HK\$M)	As at 30 Jun 2017	As at 31 Dec 2016	As at 30 Jun 2016
Cash and cash equivalents <sup>1</sup>	915	1,015	632
Total borrowings <sup>2</sup>	4,971	5,017	5,666
Borrowings in CNY (%)	73%	69%	61%
Net debt	4,057	4,001	5,035
Net gearing ratio <sup>3</sup> (%)	50%	59%	74%
Net debt/EBITDA	2.3	2.4	3.7
Net cash flow <sup>4</sup>	61	339	(543)

**Improved**  
working capital  
efficiency

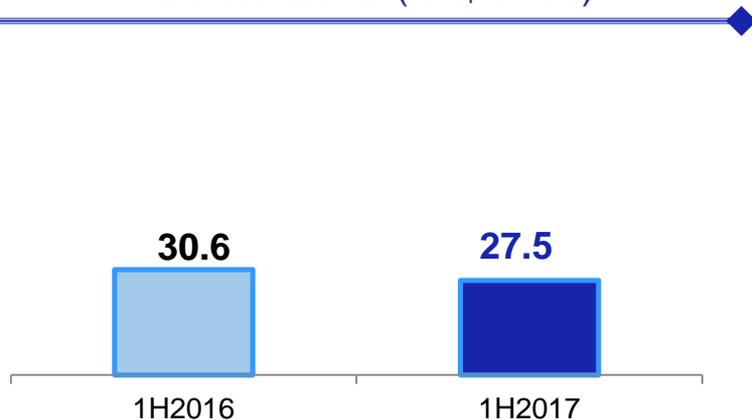
**Lower**  
gearing  
level

**Positive net**  
cash flow

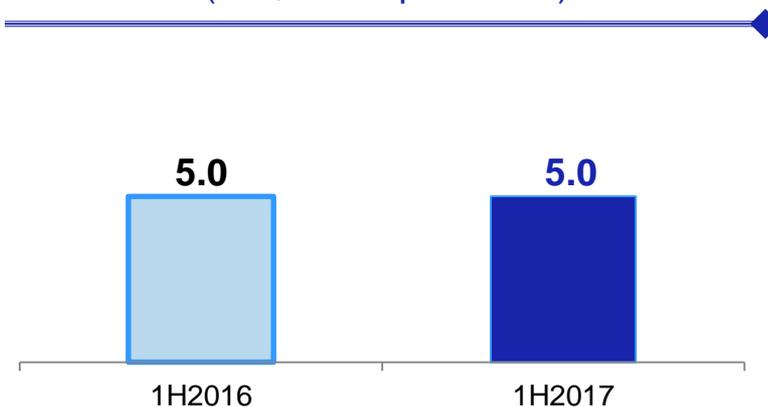
1. Incl. restricted bank deposit. 2. Total borrowings (incl. SCA shareholder loan)  
3. Total borrowing less bank balances and cash and restricted deposits / total shareholders' equity.  
4. Change of net debt, including exchange rate effect

# Proposed Dividend

Basic EPS (HK\$ cents)



Proposed Interim Dividend  
(HK\$ cents per share)



- ◆ We have completed the acquisition of Sanjiang factory and have issued 55,000,000 shares to Fu An during the period

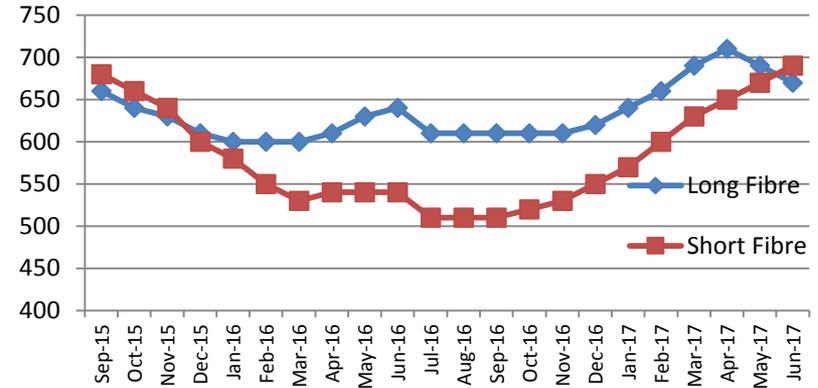
A photograph of a family of four (a mother, a father, a young boy, and a young girl) holding hands and standing in a vast, rolling green field under a bright blue sky with scattered white clouds. The family is positioned on the left side of the frame. The field extends to the horizon, and the sky is filled with large, fluffy clouds.

# Outlook

# Challenges in 2H2017

**Market competition to continue**

## Pulp price to stabilise

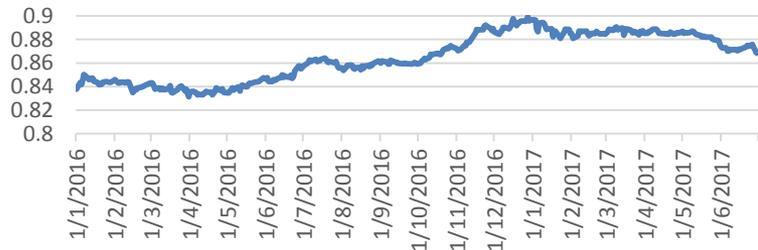


## Uncertain movement of RMB & Ringgts

HKD vs Ringgit



HKD vs RMB



# Mid-Long Run Opportunities

## Urbanization<sup>1</sup>

- ◆ 2014: 55%
- ◆ 2015: 56%
- ◆ 2016: 57%
- ◆ 2020: 60%

## Aging Population<sup>1</sup> (aged 65 or above)

- ◆ 2014: 10.1%
- ◆ 2015: 10.5%
- ◆ 2016: 10.8%
- ◆ 2020: 17.8%

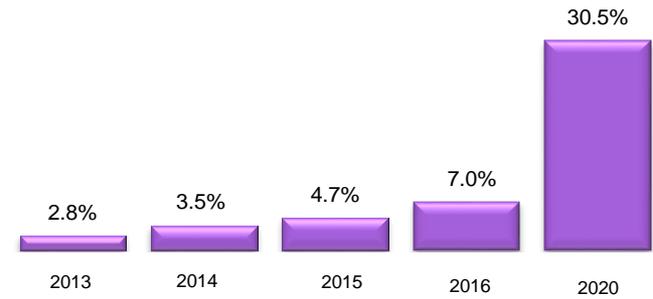
## South East Asia Rise of middle class (BY 2020)

**400M<sup>3</sup>**

Middle class definition: spending US\$16-US\$100 per day

## Booming e-commerce<sup>2</sup>

% of China FMCG sales from online



## Stringent environment regulation

China tissue capacity (tons)	2013	2014	2015	2016
Shut down by government <sup>4</sup>	>0.2M	0.42M	0.47M	0.64M

<sup>1</sup> National Bureau of Statistics & National Health & Family Planning Commission of PRC

<sup>2</sup> Kantar 2017   <sup>3</sup> Nielsen forecast in 2015   <sup>4</sup> China Paper Association & internal estimate

# Invest for Future



- ◆ 60,000 tons of tissue capacity added in Zhejiang in July 2017
- ◆ New factory in Yangjiang
  - ◆ Ready in 2018
  - ◆ First year operation: 60,000 tons
  - ◆ Possibly to expand in the future

- Tissue only
- Personal care only
- Tissue & Personal care
- Yangjiang production site under-construction

# Our Priorities



1

## Drive Tissue business in China

- ◆ Drive Tissue sales in China with innovative-driven product, R&D & marketing campaigns
- ◆ Increase contribution from Tempo in high-end market



2

## Broaden the Personal Care presence in China

- ◆ Become the leader in Incontinence with TENA & Dr. P
- ◆ Build VIA & Libresse as future profit contributor
- ◆ Selective presence in competitive baby market



3

## Drive Personal Care growth in Asia & Roll out Tissue business

- ◆ Strengthen Personal Care market positions where we have presence
- ◆ Roll out tissue to Asia by leverage the strong route to market

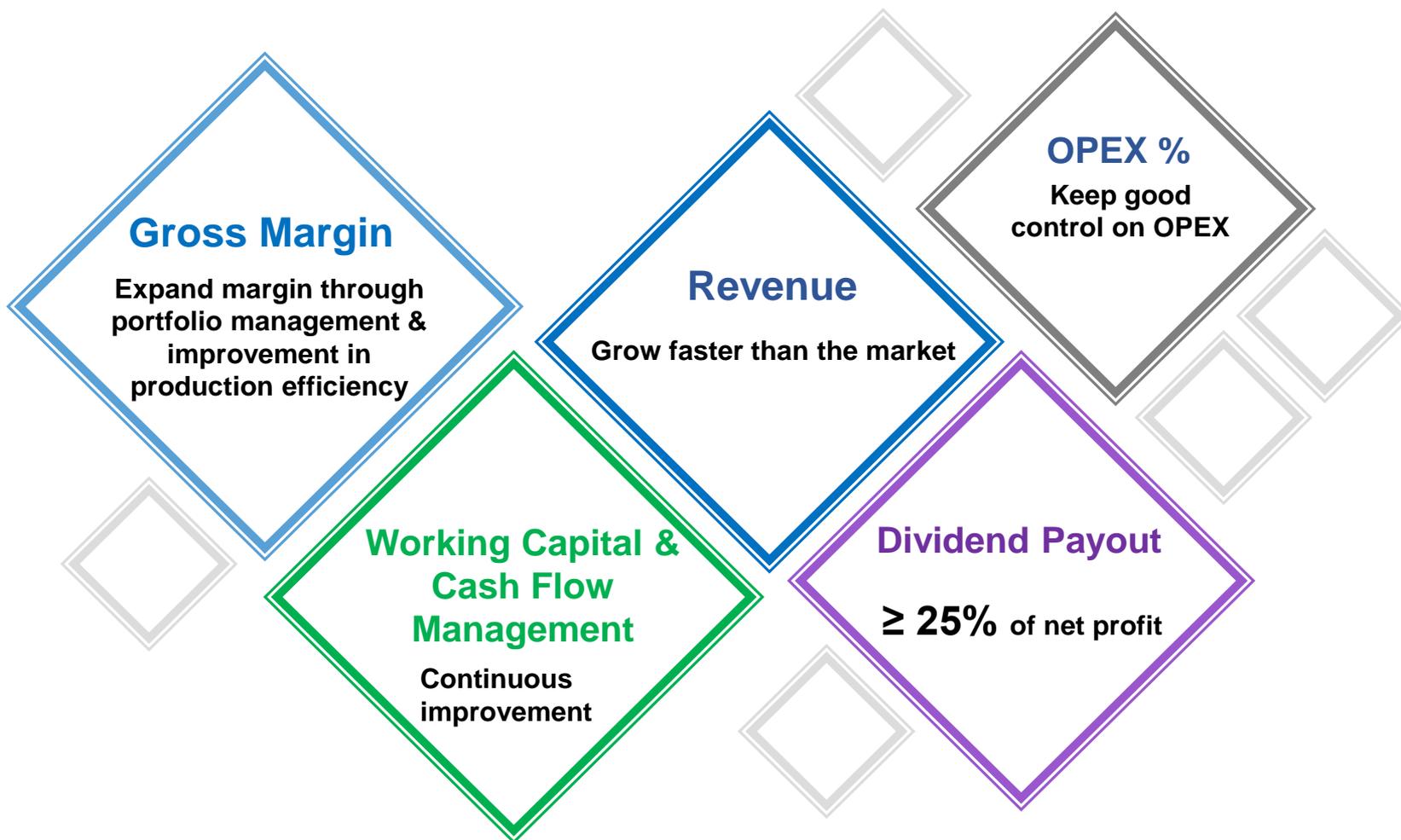


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## Develop B2B business

- ◆ Build Away-from-home Tissue business and TENA institutional sales

# Targets



# Q&A

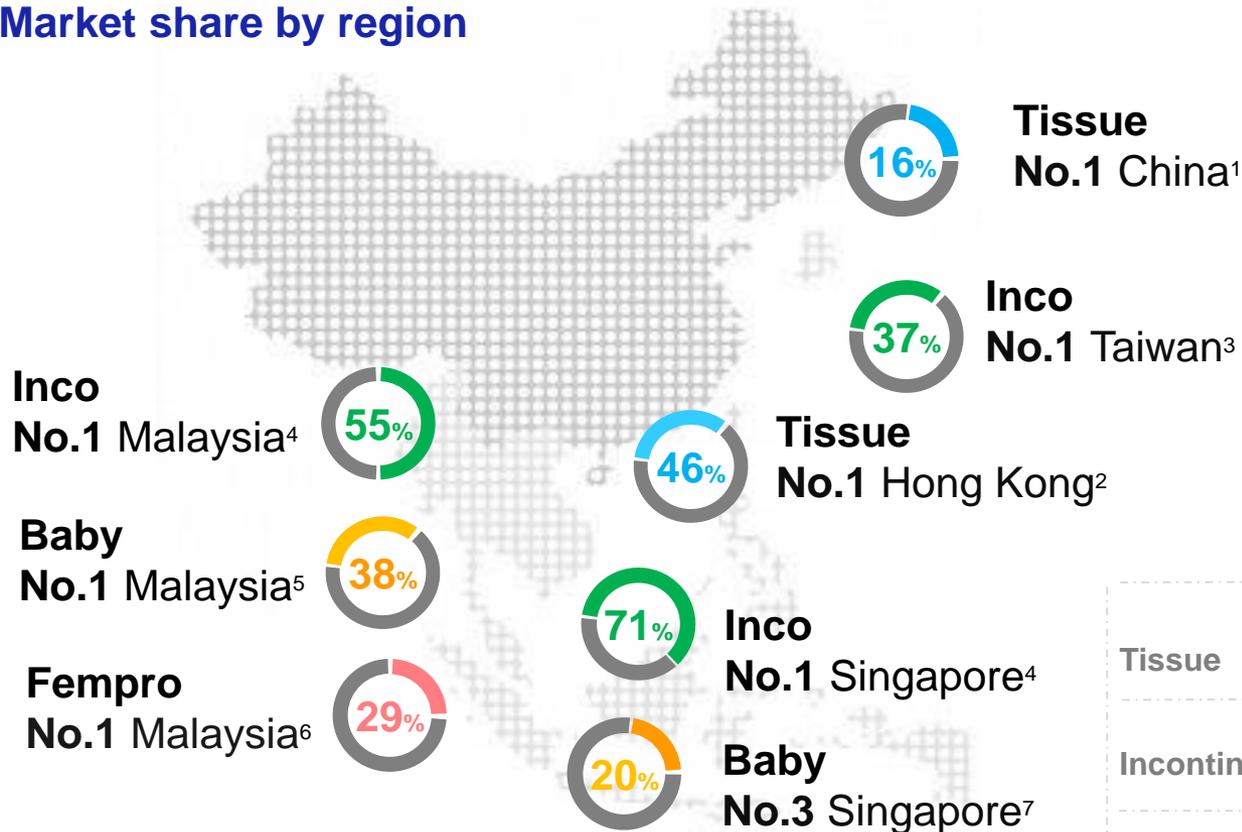




# Appendix

# Market Positions in 1H2017

## Market share by region



Note:

1. Kantar Worldpanel, based on sales value for the period 1-6, 2017
2. Nielsen, MAT value May 2017
3. Nielsen, volume share MAT May 2017
4. Internal estimates, value share 2016
5. Kantar Worldpanel, value share MAT May 2017
6. Kantar Worldpanel, value share YTD May 2017
7. Nielsen, volume share MAT May 2017

# Financial Highlights Summary



(HK\$M)	1H2017	1H2016	Change
Revenue*	6,308	5,666	+11.3%
Gross profit	1,926	1,772	+8.7%
EBITDA	893	831	+7.5%
Operating profit	509	515	-1.1%
Net profit	321	321	-
Basic earnings per share (HK cents)	27.5	30.6	
Proposed interim dividend per share (HK cents)	5.0	5.0	

\*Organic revenue growth: 6.8%

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