

# Vinda International Holdings Limited

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

(Stock code: 3331)



## 2017Q3 Results Investor Presentation

Healthy Lifestyle  
Starts with Vinda

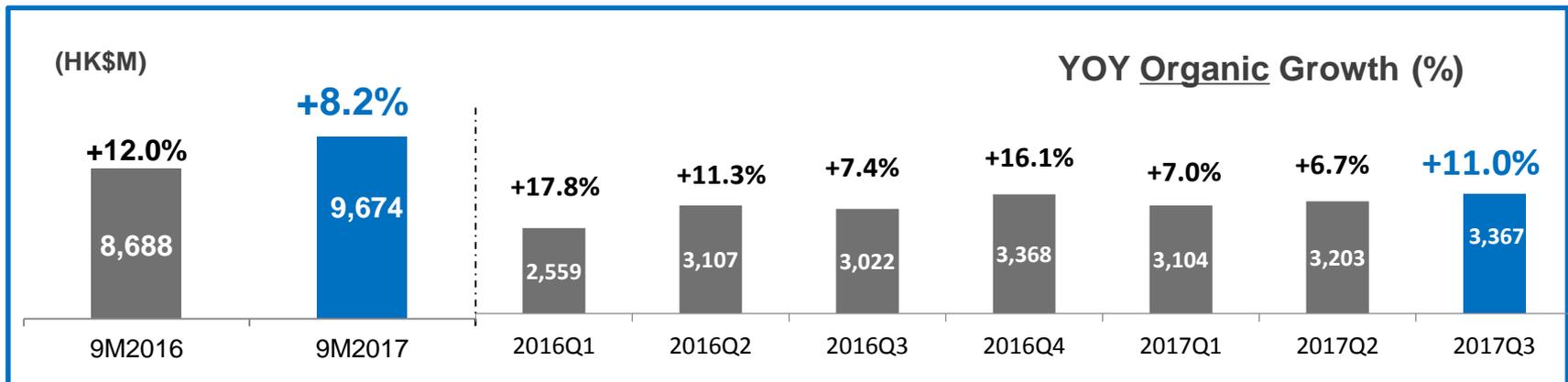
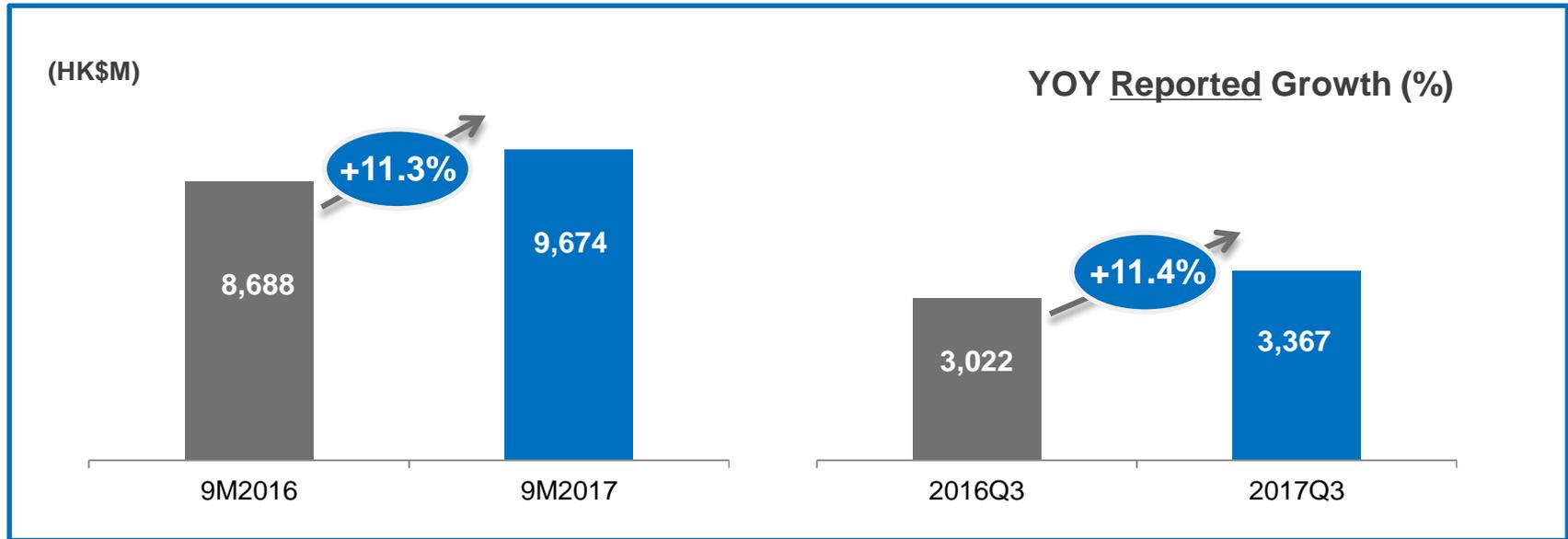


# Financial Highlights

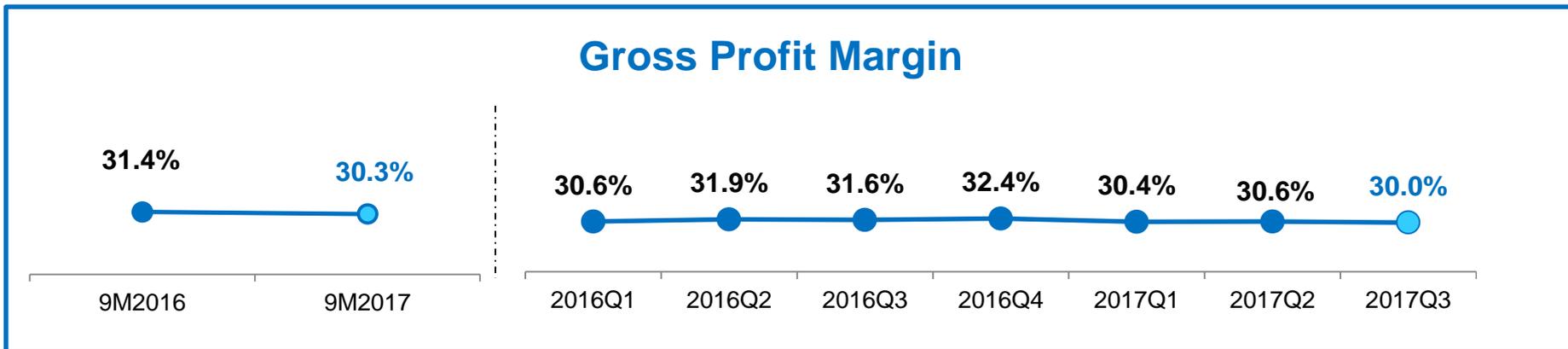
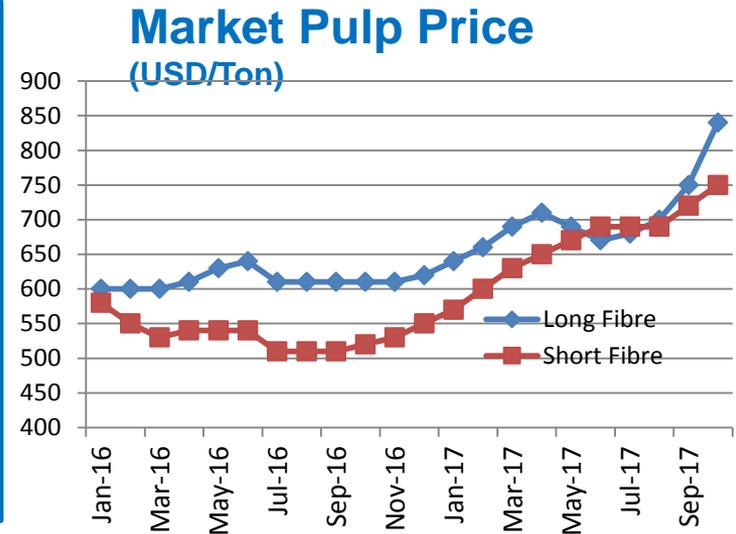
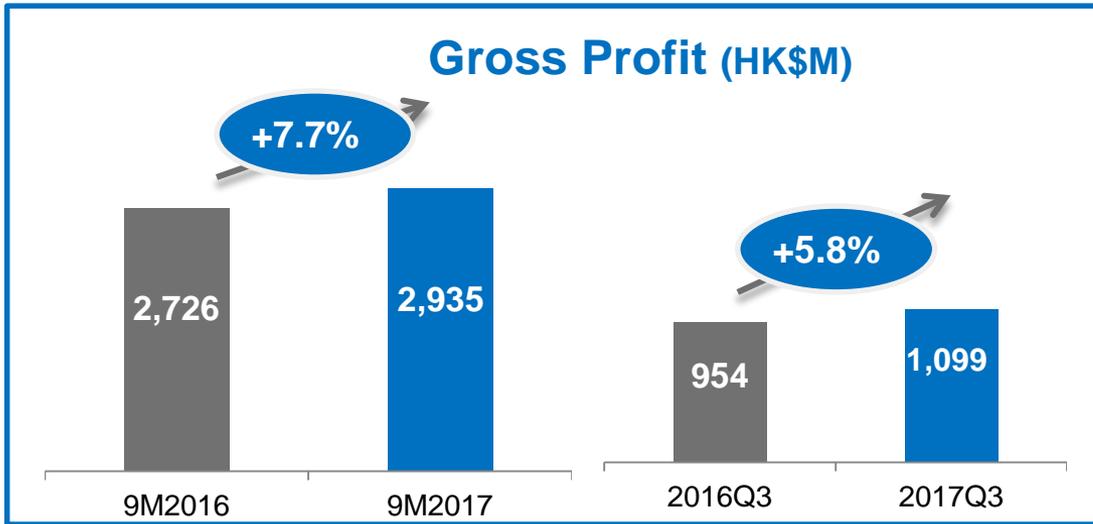
(HK\$M)	9M2017	9M2016	YOY	3Q2017	3Q2016	YOY
Revenue	<b>9,674</b>	8,688	+11.3%	<b>3,367</b>	3,022	+11.4%
<i>Organic growth</i>	<i>8.2%</i>	<i>12.0%</i>		<i>11.0%</i>	<i>7.4%</i>	
Gross profit	<b>2,935</b>	2,726	+7.7%	<b>1,009</b>	954	+5.8%
<i>Gross margin</i>	<i>30.3%</i>	<i>31.4%</i>	<i>-1.1pps</i>	<i>30.0%</i>	<i>31.6%</i>	<i>-1.6pps</i>
Operating profit	<b>759</b>	746	+1.8%	<b>250</b>	231	+8.2%
<i>Operating margin</i>	<i>7.8%</i>	<i>8.6%</i>	<i>-0.8pps</i>	<i>7.4%</i>	<i>7.7%</i>	<i>-0.3pps</i>
EBITDA	<b>1,353</b>	1,239	+9.2%	<b>460</b>	409	+12.5%
<i>EBITDA margin</i>	<i>14.0%</i>	<i>14.3%</i>	<i>-0.3pps</i>	<i>13.7%</i>	<i>13.5%</i>	<i>+0.2pps</i>

(HK\$M)	9M2017	9M2016	3Q2017	3Q2016
Total foreign exchange gain/ (loss)	(17)	(18)	5	(4)

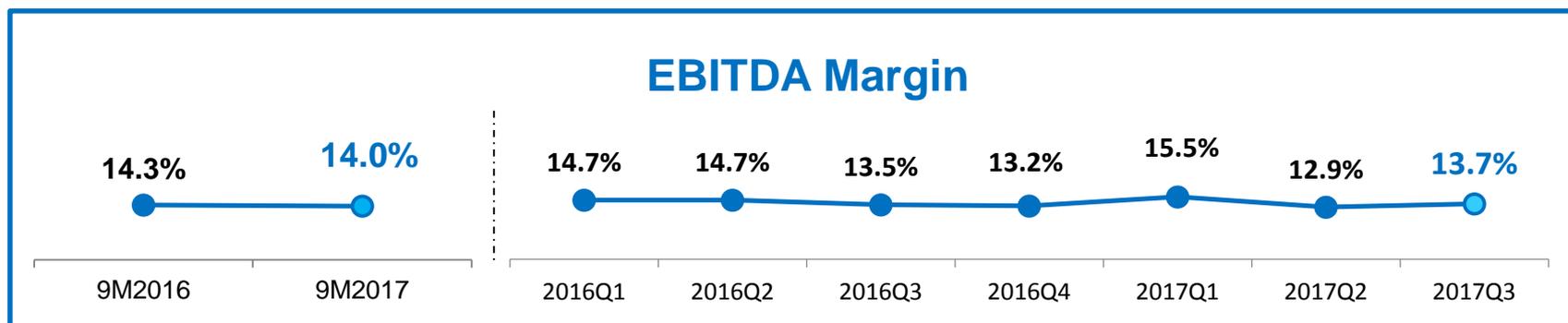
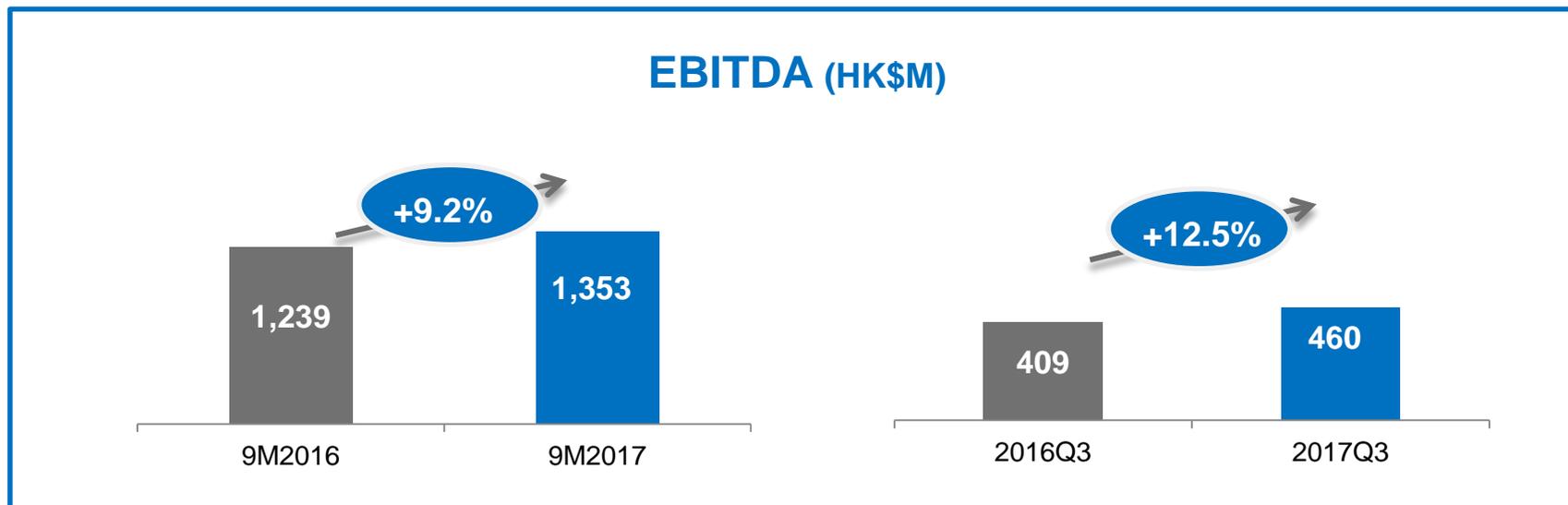
# Revenue



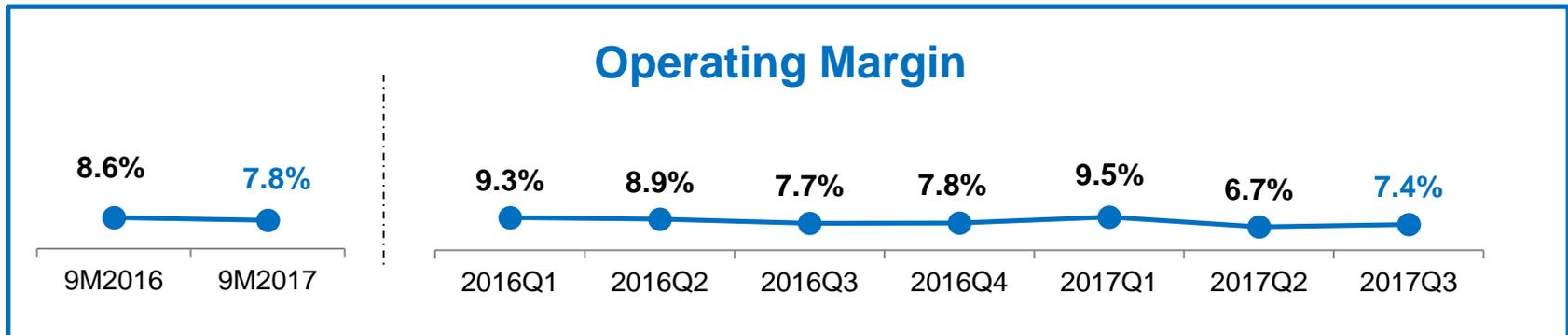
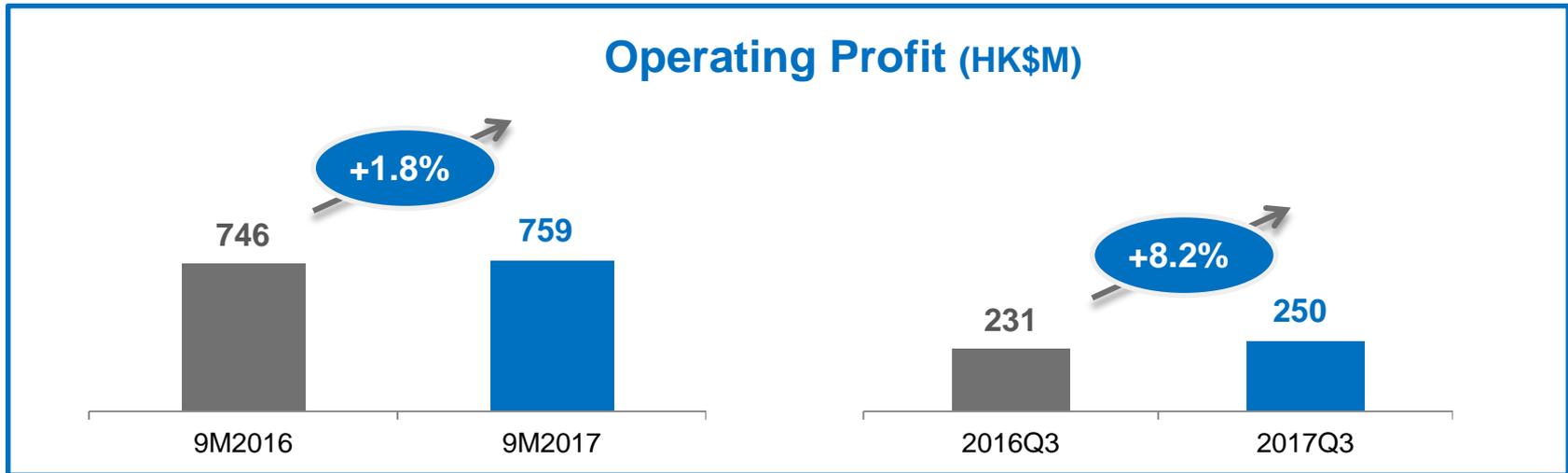
# Gross Profit



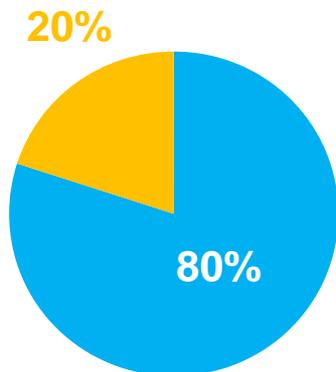
# EBITDA



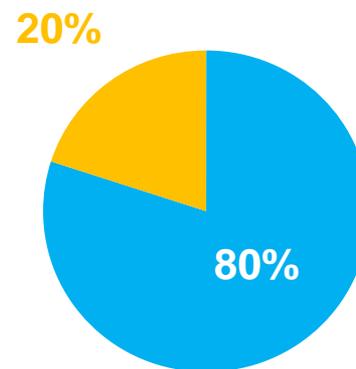
# Operating Profit



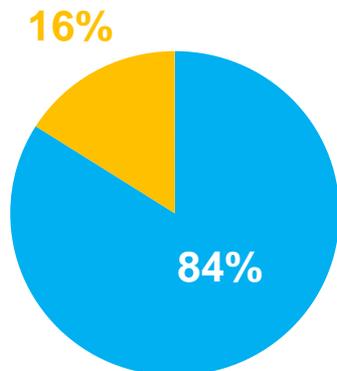
# Revenue by Business Segment



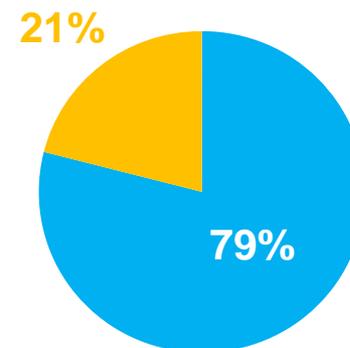
9M2017



2017Q3



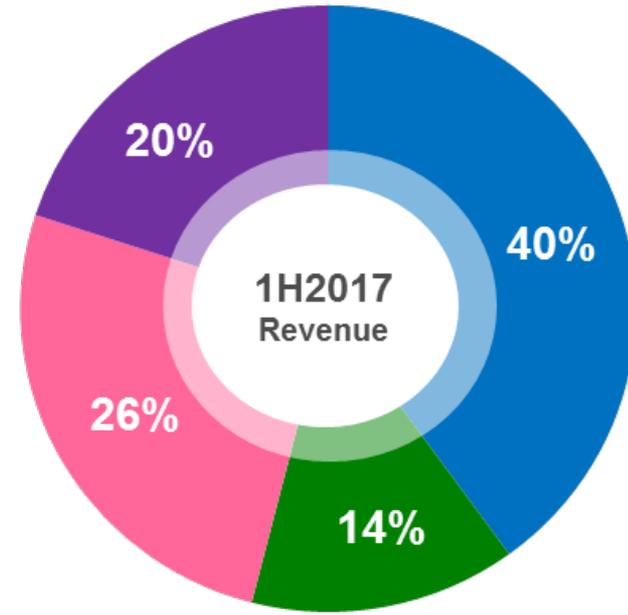
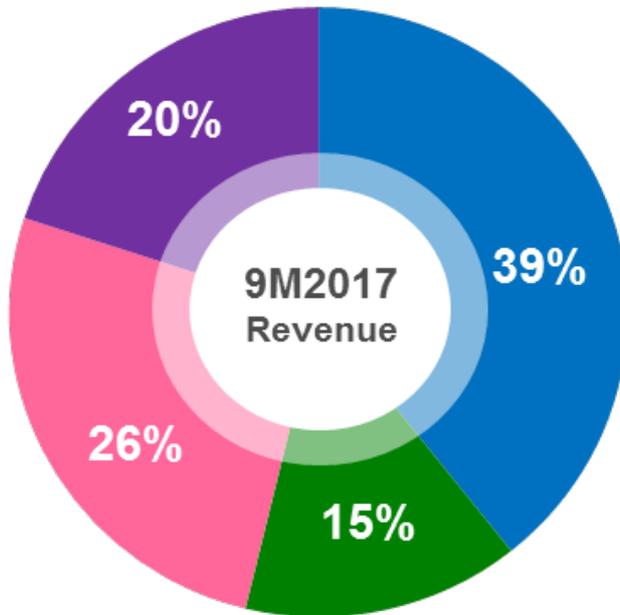
9M2016



2016Q3

■ Tissue  
■ Personal Care

# Revenue by Channel



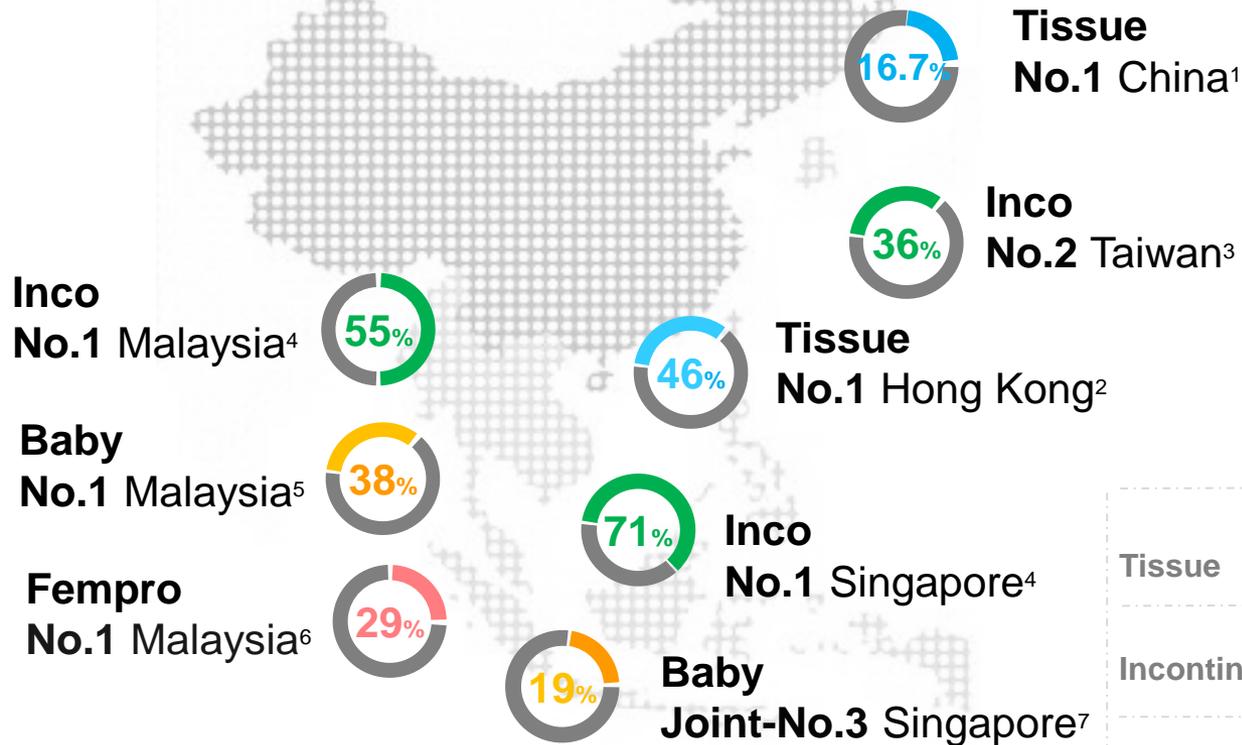
- Traditional channels (i.e. Distributors)
- B2B (i.e. Corporate clients)
- Key accounts (i.e. Hypermarkets, Supermarkets)
- E-Commerce

The background of the slide is a photograph of a woman and a young child in profile, blowing on a dandelion seed head. The woman is wearing a light-colored, textured knit hat. The child is wearing a green and white shirt. The scene is set outdoors with a warm, golden light, likely from the setting or rising sun, creating a bokeh effect in the background. The image is framed by a decorative blue and orange wave graphic at the bottom.

# Appendix

# Leading Market Positions

## Market share by region



Note:

1. Kantar Worldpanel, value share for the period 1-9, 2017
2. Nielsen, MAT value Sep 2017
3. Nielsen, volume share MAT Sep 2017
4. Internal estimates, value share 2016
5. Kantar Worldpanel, value share YTD Sep 2017
6. Kantar Worldpanel, value share YTD Sep 2017
7. Nielsen, volume share YTD Sep 2017

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**Thank You**

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Starts with Vinda*

