

Vinda International Holdings Limited

(Incorporated in the Cayman Islands with limited liability)

(Stock code: 3331)



Q3 2022 Results

*Healthy Lifestyle
Starts with Vinda*



Our Vision

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



Financial Highlights

(HK\$M)	M9 2021	M9 2022	YOY
Revenue	13,190	14,055	+6.6%
<i>Growth at constant exchange rates</i>	<i>+8.0%</i>	<i>+8.8%</i>	
Gross profit	4,831	4,291	-11.2%
<i>Gross margin</i>	<i>36.6%</i>	<i>30.5%</i>	<i>-6.1 pts</i>
Operating profit	1,565	834	-46.7%
<i>Operating margin</i>	<i>11.9%</i>	<i>5.9%</i>	<i>-6.0 pts</i>
EBITDA	2,492	1,817	-27.1%
<i>EBITDA margin</i>	<i>18.9%</i>	<i>12.9%</i>	<i>-6.0 pts</i>
Net profit	1,233	687	-44.3%
<i>Net margin</i>	<i>9.4%</i>	<i>4.9%</i>	<i>-4.5 pts</i>
Operating profit excl. FX gain/loss	1,566	911	-41.8%
<i>Operating margin excl. FX gain/loss</i>	<i>11.9%</i>	<i>6.5%</i>	<i>-5.4 pts</i>

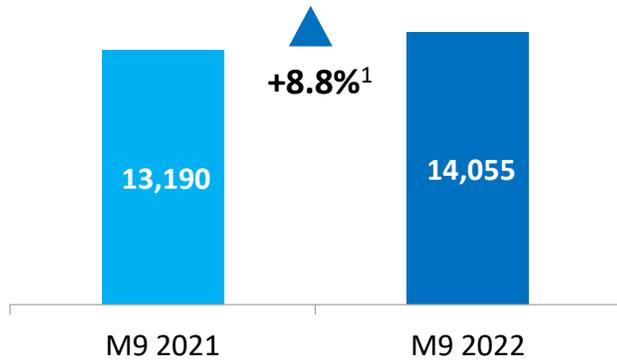
(HK\$M)	M9 2021	M9 2022
FX gain/loss – operating item	-1	-77
FX gain/loss – non-operating item	+0.1	+1

Q3 2021	Q3 2022	YOY
4,106	4,374	+6.5%
<i>+2.0%</i>	<i>+12.9%</i>	
1,437	1,191	-17.1%
<i>35.0%</i>	<i>27.2%</i>	<i>-7.8 pts</i>
354	77	-78.2%
<i>8.6%</i>	<i>1.8%</i>	<i>-6.8 pts</i>
666	399	-40.1%
<i>16.2%</i>	<i>9.1%</i>	<i>-7.1 pts</i>
266	49	-81.5%
<i>6.5%</i>	<i>1.1%</i>	<i>-5.4 pts</i>
361	128	64.4%
<i>8.8%</i>	<i>2.9%</i>	<i>-5.9 pts</i>

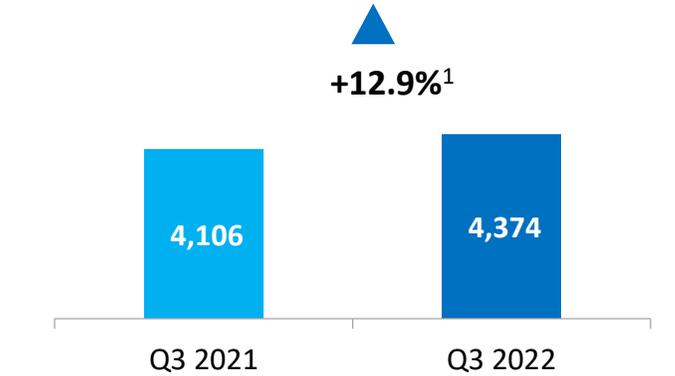
Q3 2021	Q3 2022
-7	-51
-1	-3

Group Revenue

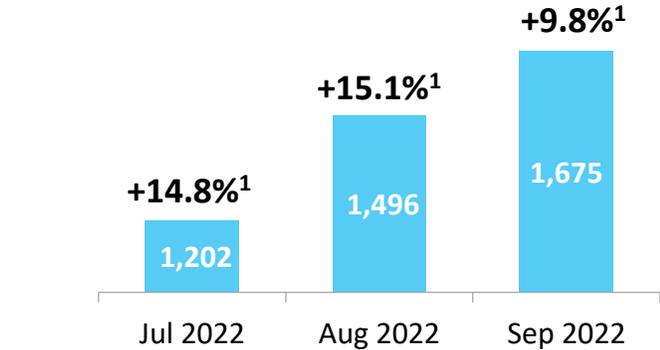
Total Revenue (HK\$M)



Quarterly Revenue (HK\$M)



Q3 Monthly Revenue (HK\$M)

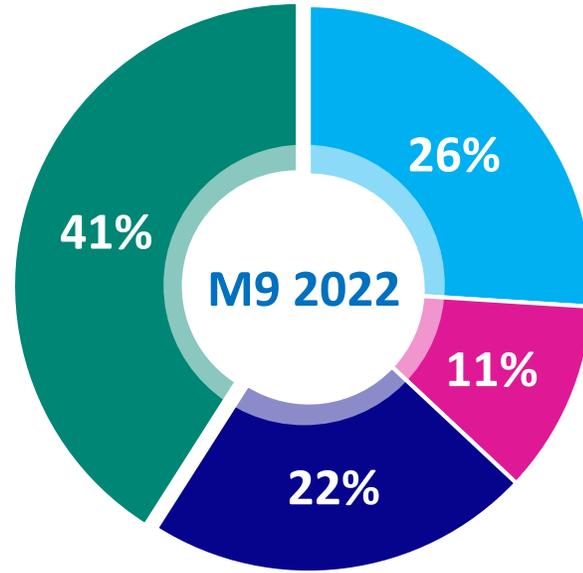
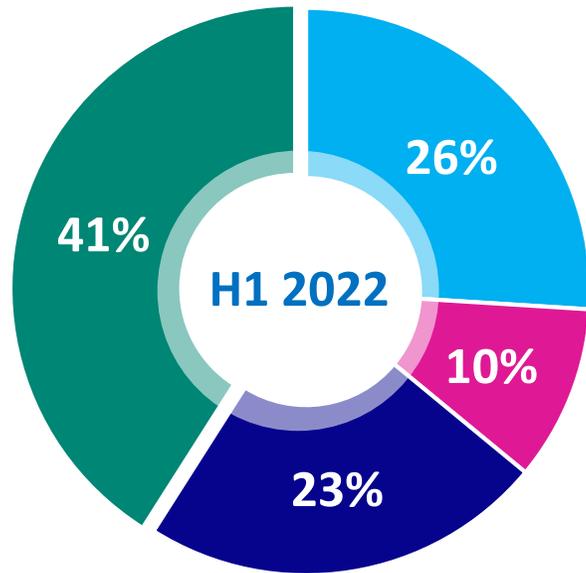


Tissue		Personal Care	
		Incontinence 	
		Feminine 	
		Baby 	

¹ YoY growth at constant exchange

* Growth rate in HKD: +6.6% (M9 2022), +6.5% (Q3 2022)
+10.1% (July 2022), +9.0% (Aug 2022), +2.1% (Sep 2022)

Group Revenue by Channels



- E-commerce
- Traditional distributors
- B2B
- Key accounts

- ▶▶ Achieved positive YOY growth in all channels
- ▶▶ 21.5% YOY organic growth in E-commerce in Q3 2022, and 16.5% in M9 2022



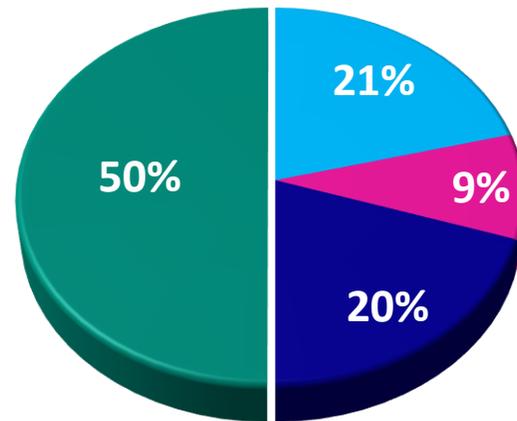
Mainland China Revenue and Channel Mix

Total Revenue (HK\$M)

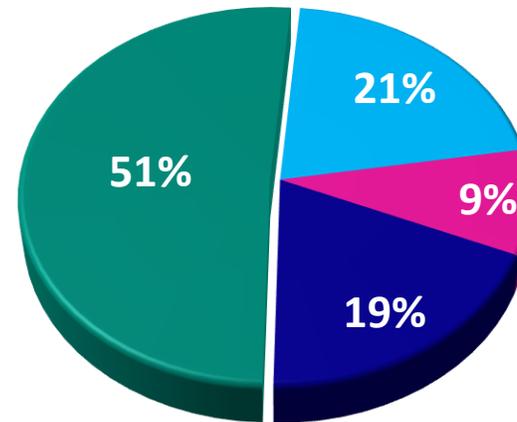
Growth at constant exchange rates



H1 2022

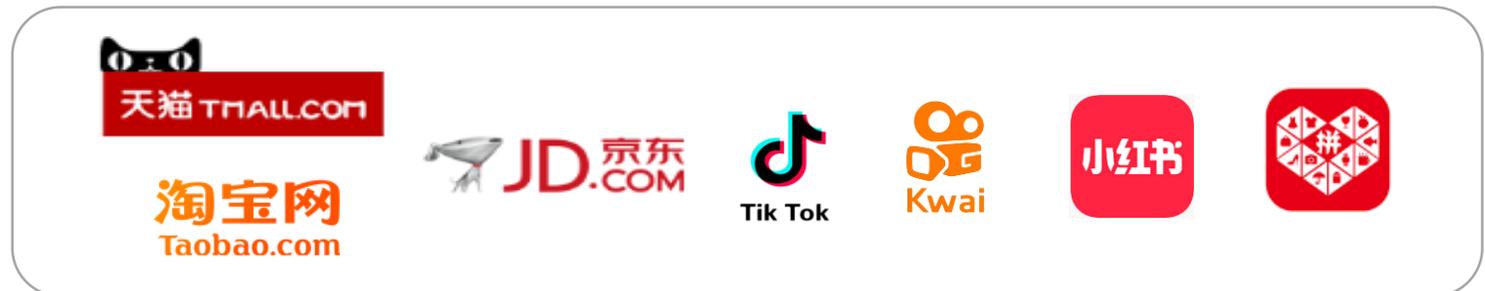


M9 2022



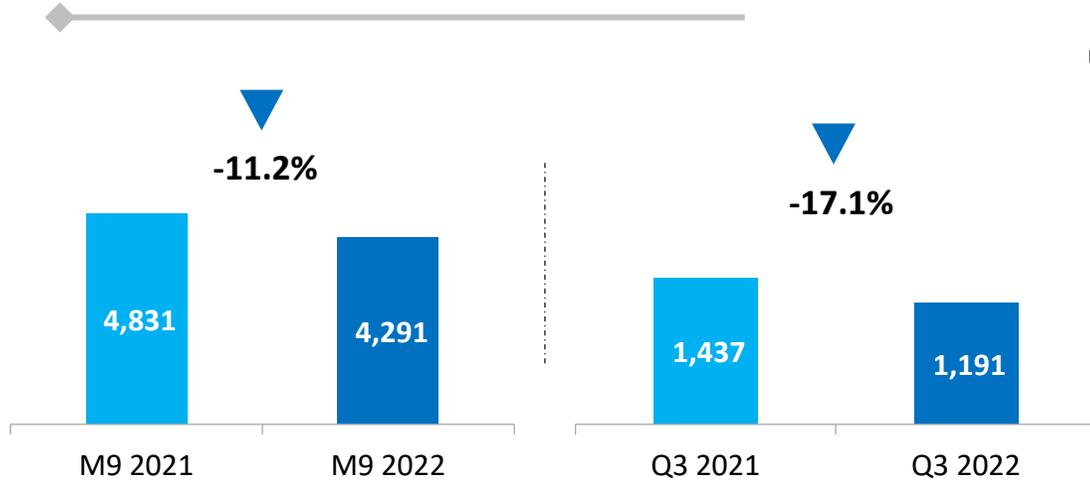
- E-Commerce
- Traditional channels
- B2B
- Key accounts

▶▶ 15.6% YOY organic growth in Q3 2022

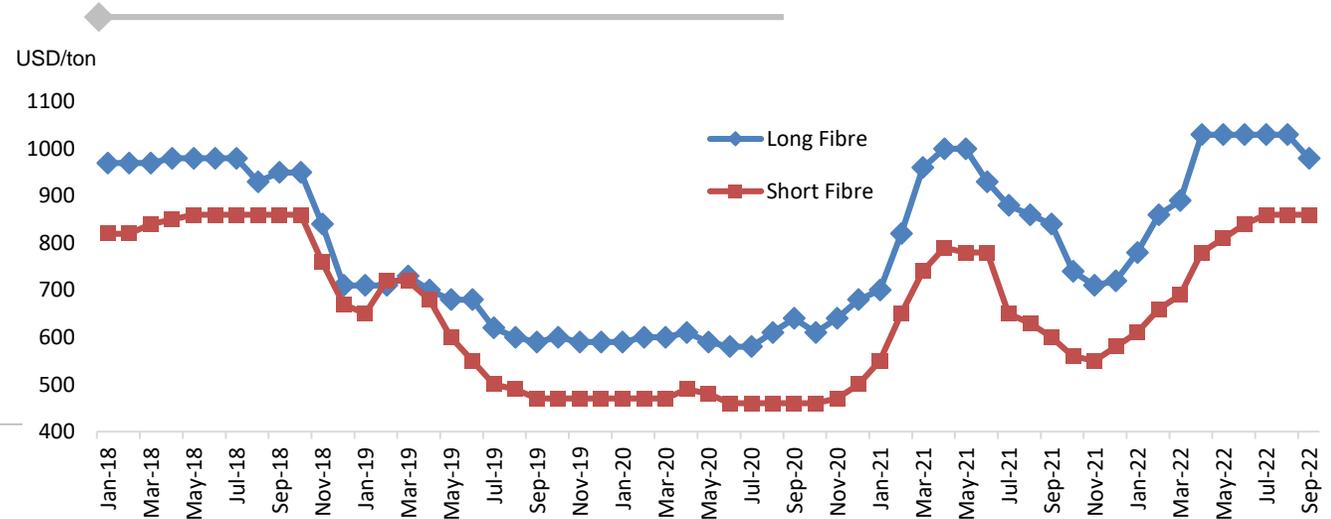


Gross Profit

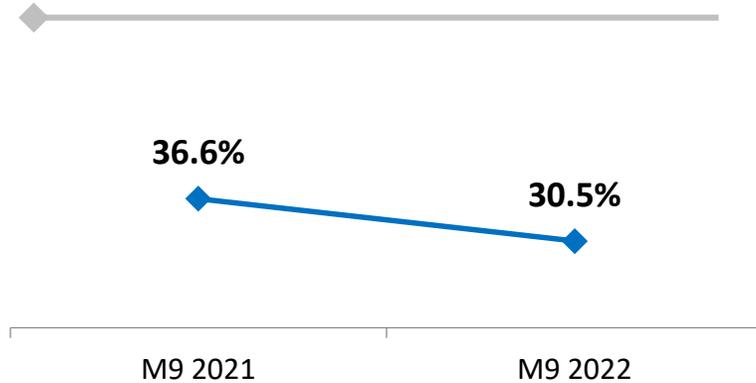
Gross Profit (HK\$M)



Pulp Price Movement

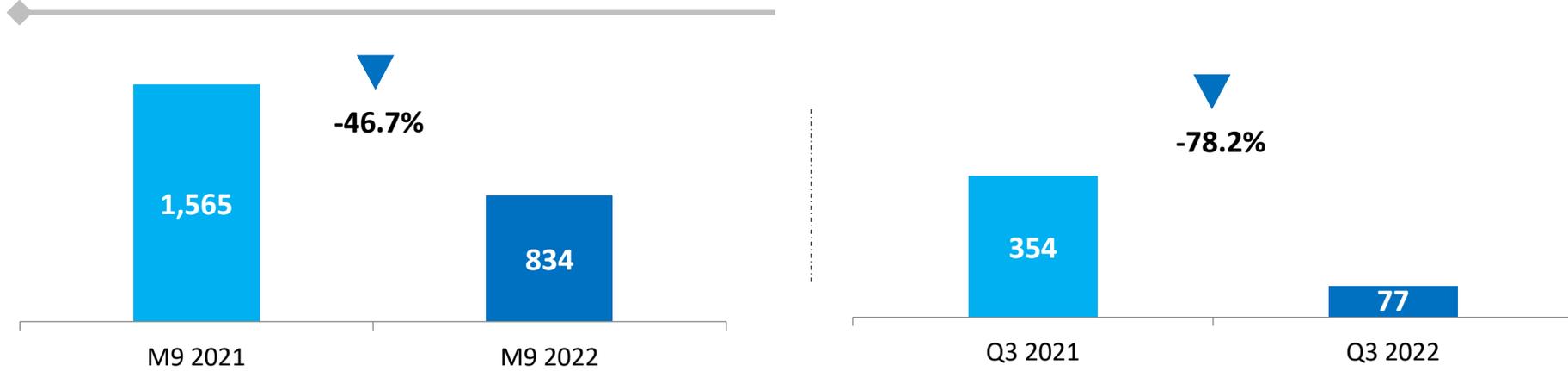


Gross Profit Margin (%)



Operating Profit

Operating Profit (HK\$M)



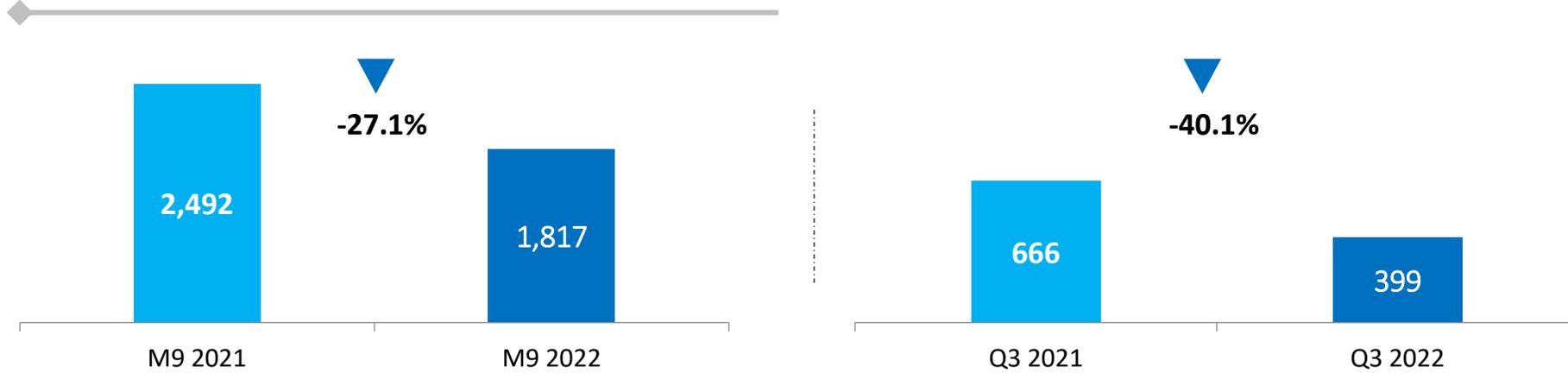
Operating Margin (%)



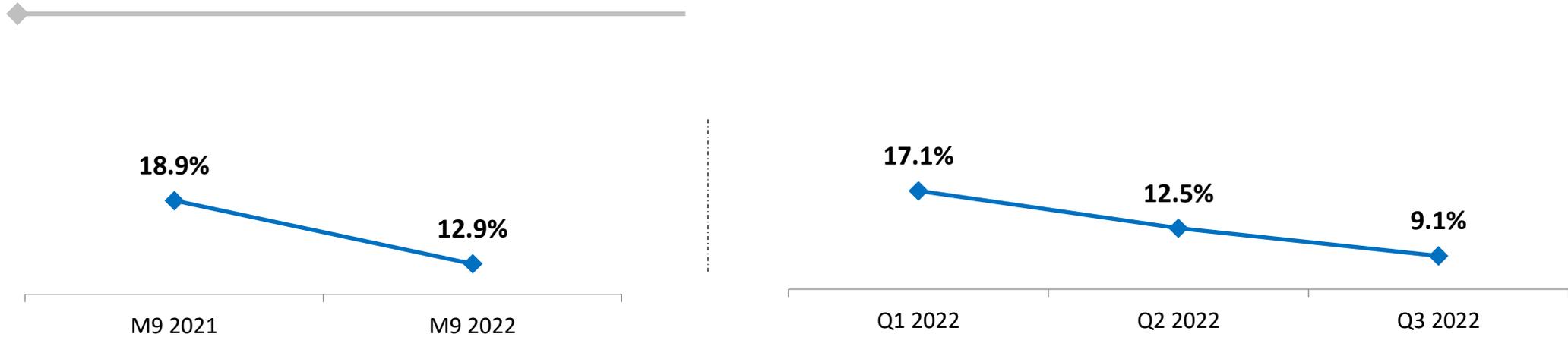
*Operating margin excl. FX gain/loss

EBITDA

EBITDA (HK\$M)



EBITDA Margin (%)



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