

Vinda International Holdings Limited

(Incorporated in the Cayman Islands with limited liability)

(Stock code: 3331)



Q1 2023 Results

*Healthy Lifestyle
Starts with Vinda*



Our Vision

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

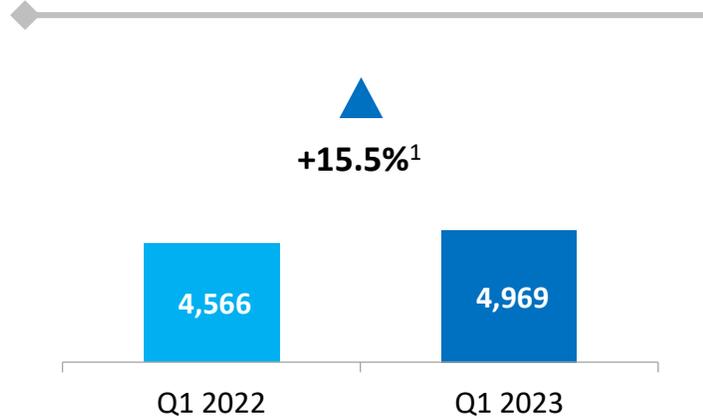


Financial Highlights

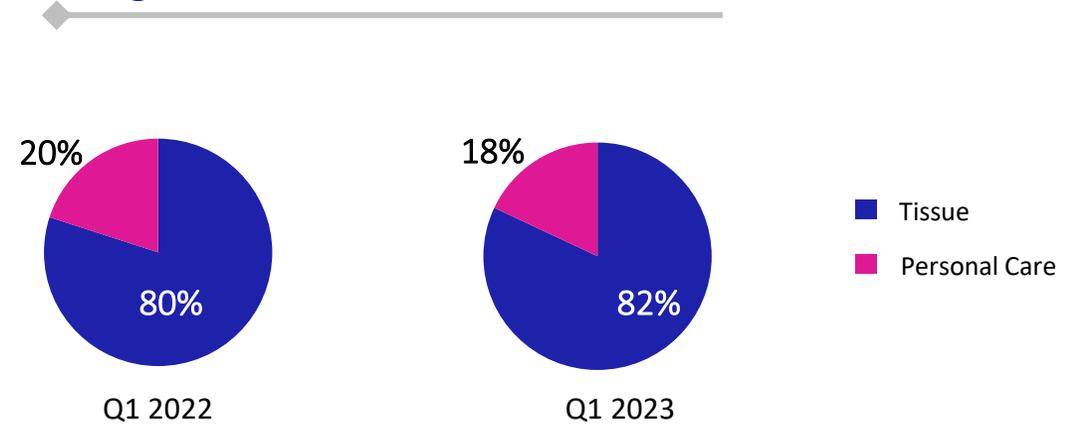
(HK\$M)	Q1 2022	Q4 2022	Q1 2023	YOY
Revenue	4,566	5,363	4,969	+8.8%
<i>Growth at constant exchange rates</i>	<i>+0.1%</i>	<i>+6.4%</i>	<i>+15.5%</i>	
Gross profit	1,512	1,192	1,254	-17.1%
<i>Gross margin</i>	<i>33.1%</i>	<i>22.2%</i>	<i>25.2%</i>	<i>-7.9ppts</i>
Operating profit	446	-28	65	-85.4%
<i>Operating margin</i>	<i>9.8%</i>	<i>-0.5%</i>	<i>1.3%</i>	<i>-8.5ppts</i>
EBITDA	780	286	412	-47.2%
<i>EBITDA margin</i>	<i>17.1%</i>	<i>5.3%</i>	<i>8.3%</i>	<i>-8.8ppts</i>
Net profit	344	19	40	-88.4%
<i>Net margin</i>	<i>7.5%</i>	<i>0.4%</i>	<i>0.8%</i>	<i>-6.7ppts</i>

Group Revenue

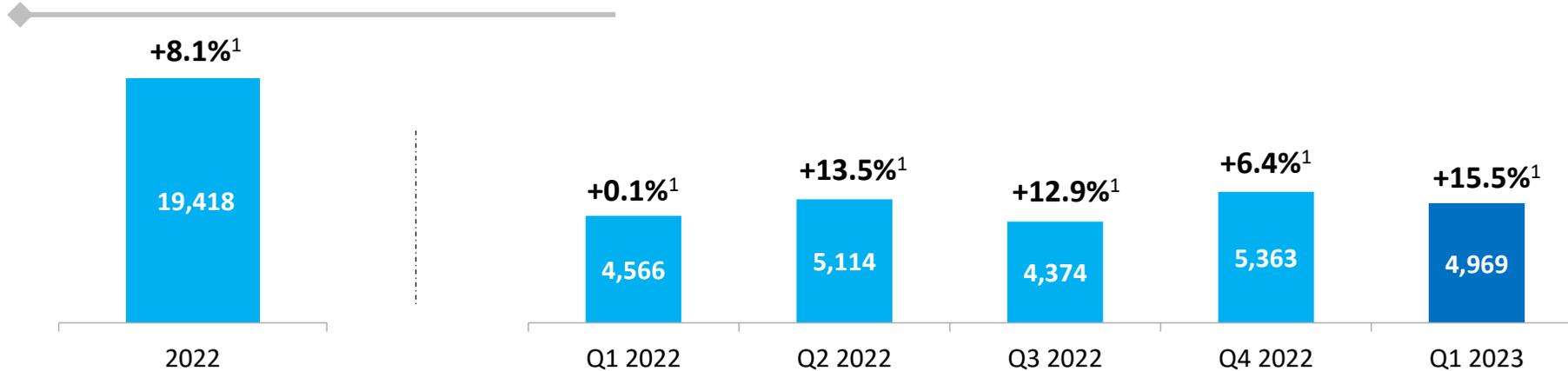
Revenue (HK\$M)



Segment Mix



Revenue (HK\$M) & Growth Rate (%)



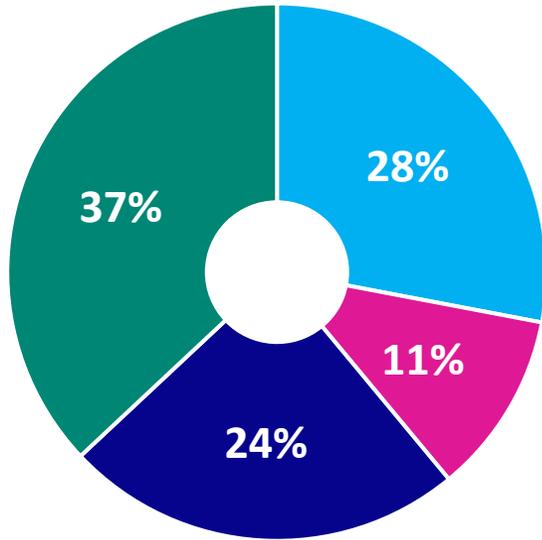
¹ Growth at constant exchange rates

Growth rate in HKD:

+8.8% (Q1 2023), +4.0% (FY 2022), +2.2% (Q1 2022), +10.8% (Q2 2022), +6.5% (Q3 2022), -2.2% (Q4 2022)

Group Revenue by Channels

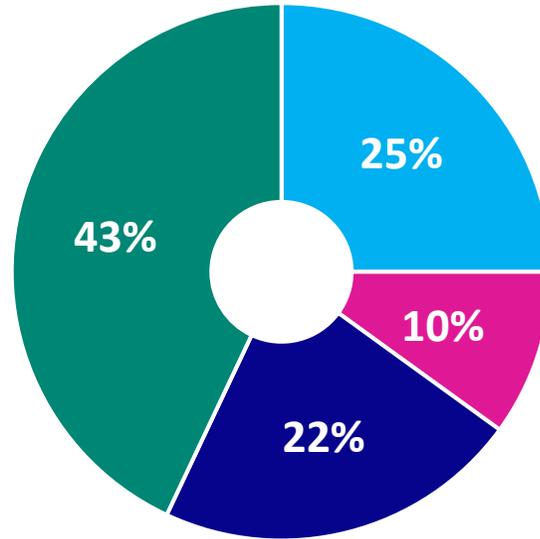
Q1 2022



■ E-Commerce

■ Key accounts

Q1 2023



■ Traditional channels

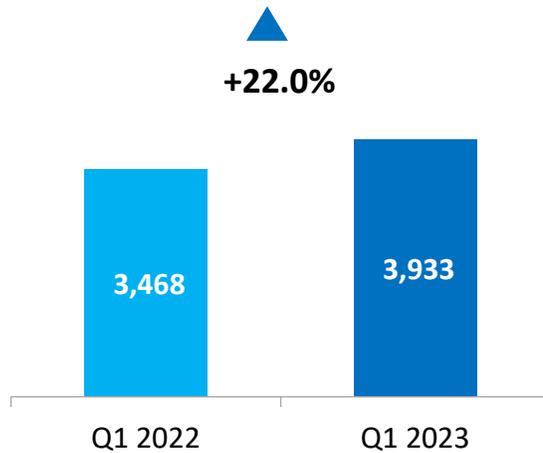
■ B2B



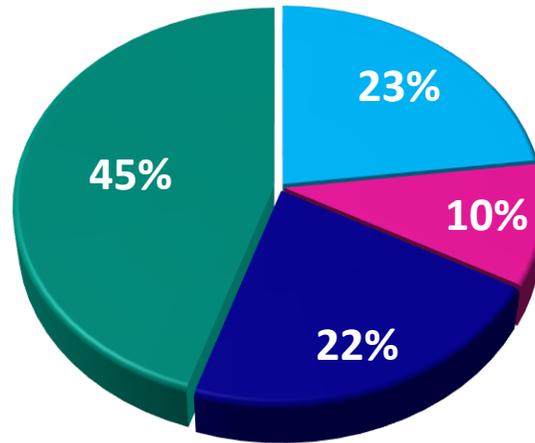
Mainland China Revenue and Channel Mix

Total Revenue (HK\$M)

Growth at constant exchange rates



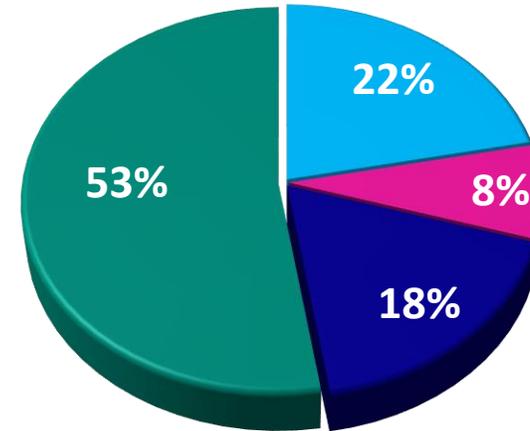
Q1 2022



E-Commerce

Key accounts

Q1 2023



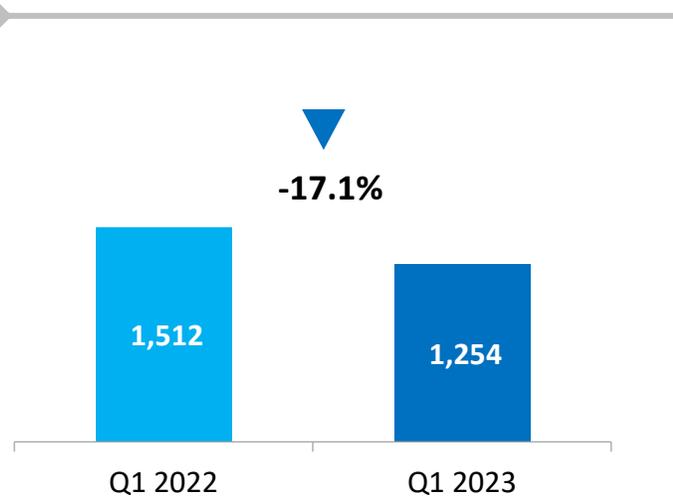
Traditional channels

B2B

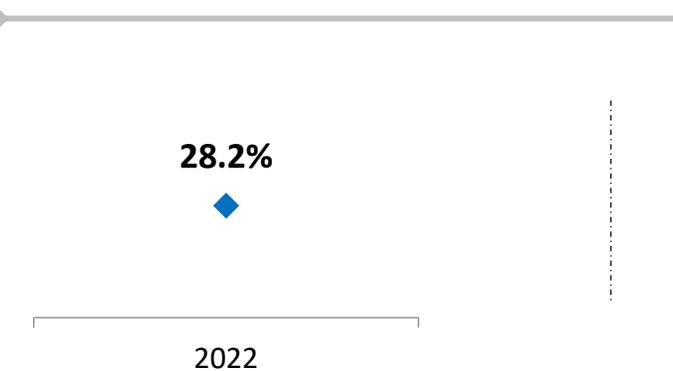


Gross Profit

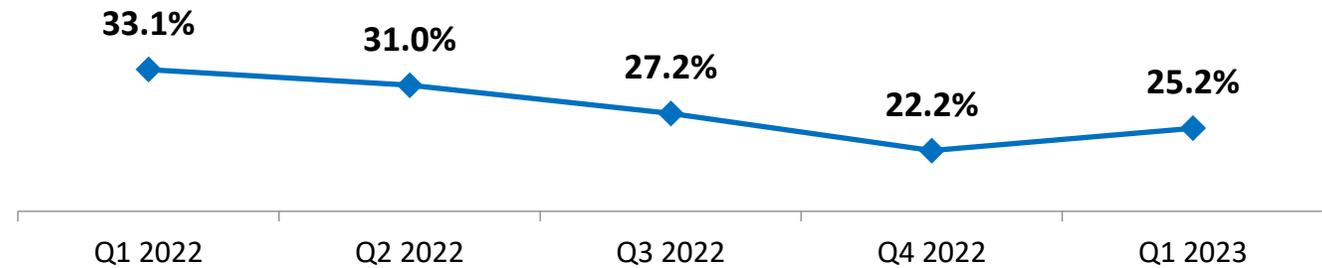
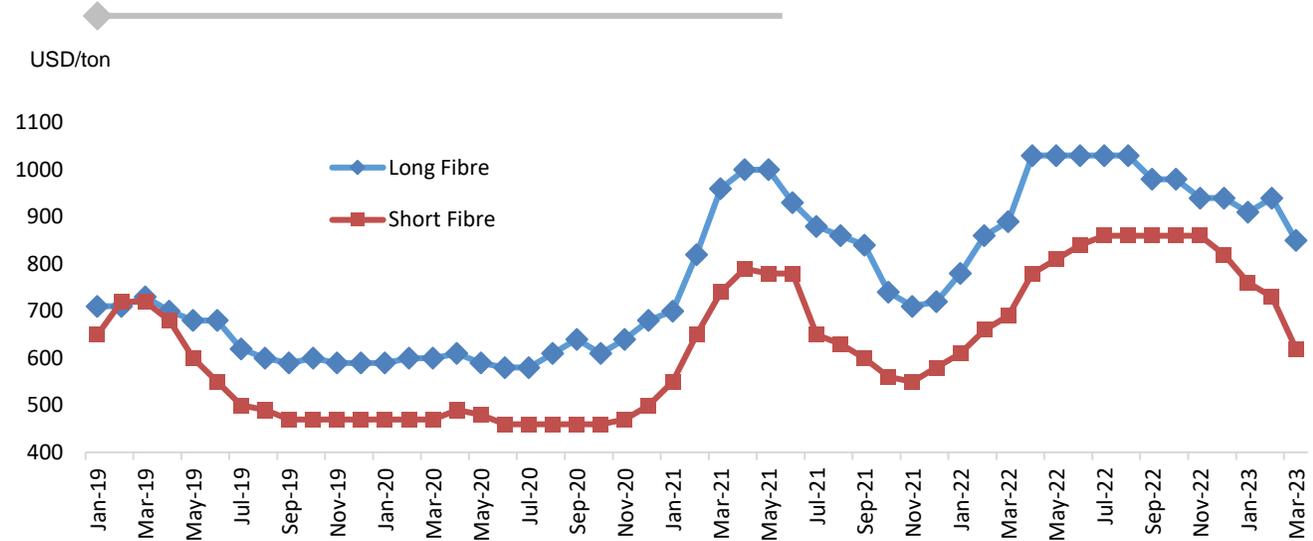
Gross Profit (HK\$M)



Gross Profit Margin (%)

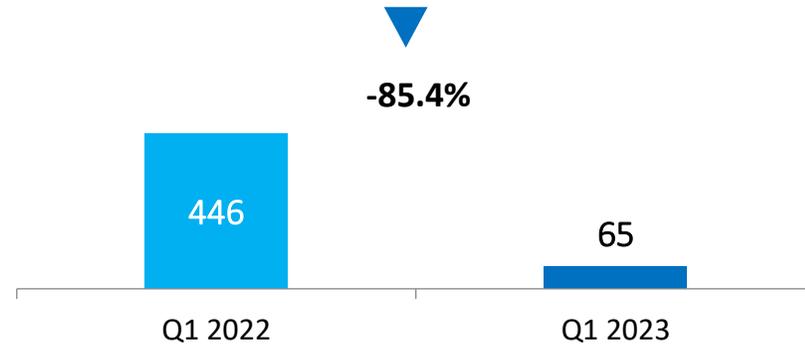


Pulp Price Movement

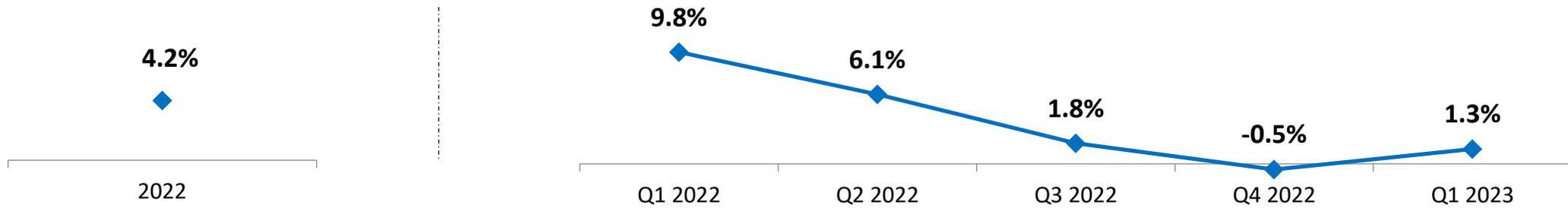


Operating Profit

Operating Profit (HK\$M)

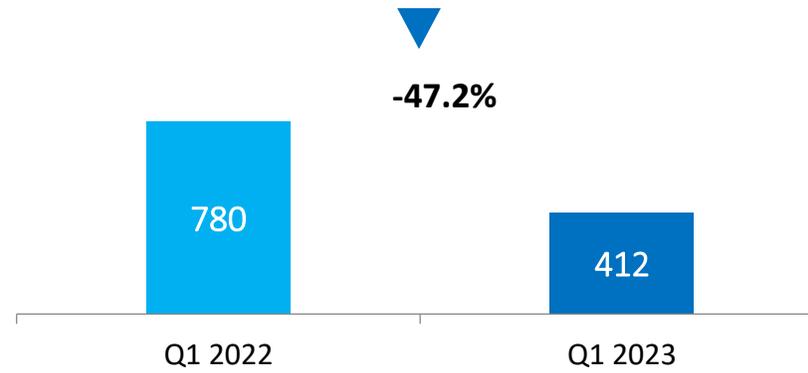


Operating Margin (%)

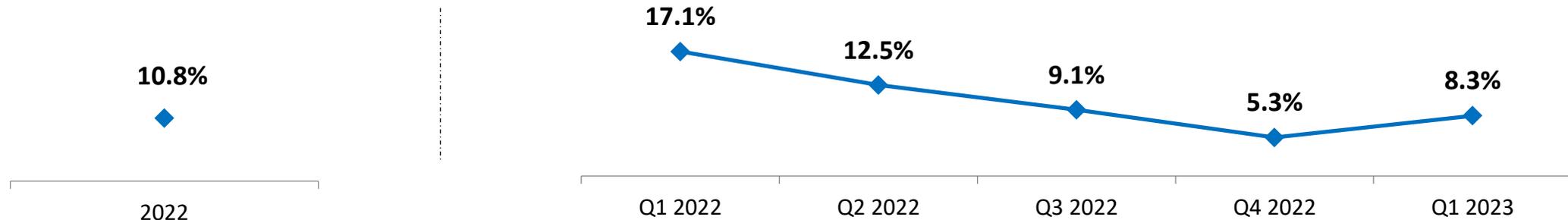


EBITDA

EBITDA (HK\$M)



EBITDA Margin (%)



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