

Vinda International Holdings Limited

(Incorporated in the Cayman Islands with limited liability)

(Stock code: 3331)



2020Q3 Results

Healthy Lifestyle
Starts with Vinda



Financial Highlights



(HK\$M)	9M2020	9M2019	YOY
Revenue	11,464	11,729	-2.3%
<i>Growth at constant exchange rate</i>			+0.4%
Gross profit	4,354	3,420	+27.3%
<i>Gross margin</i>	38.0%	29.2%	+8.8ppts
Operating profit	1,802	998	+80.5%
<i>Operating margin</i>	15.7%	8.5%	+7.2ppts
EBITDA	2,647	1,824	+45.1%
<i>EBITDA margin</i>	23.1%	15.6%	+7.5ppts

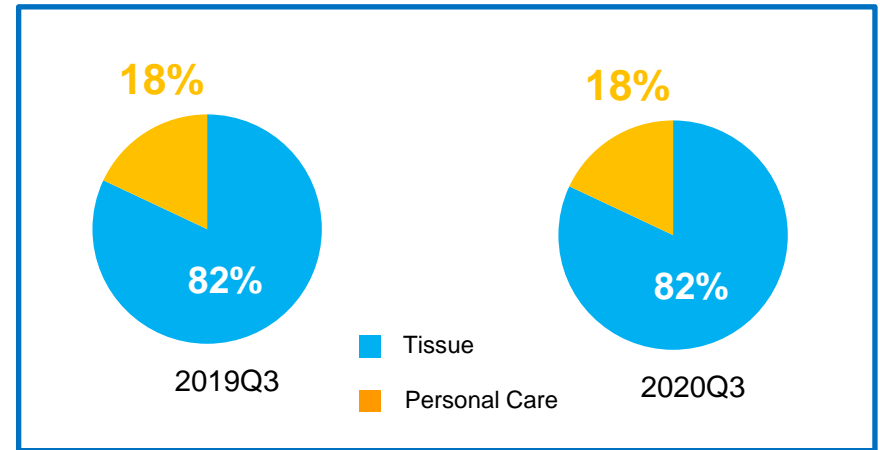
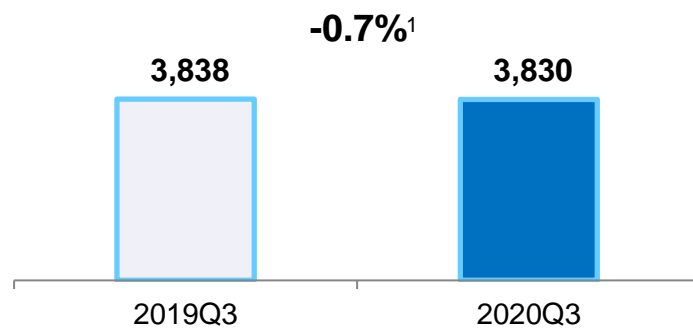
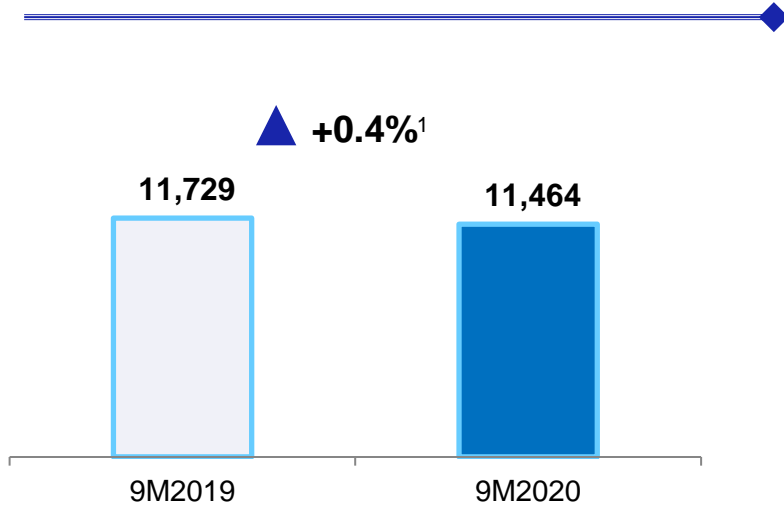
2020Q3	2019Q3	YOY
3,830	3,838	-0.2%
		-0.7%
1,414	1,202	+17.6%
36.9%	31.3%	+5.6ppts
545	368	+48.1%
14.2%	9.6%	+4.6ppts
829	645	+28.5%
21.7%	16.8%	+4.9ppts

(HK\$M)	9M2020	9M2019
Foreign exchange gain/(loss)(operating)	13	(50)
Foreign exchange gain/(loss)(financial)	3	2
Total foreign exchange gain/ (loss)	16	(48)

2020Q3	2019Q3
26	(37)
1	(1)
27	(38)

Revenue

Revenue (HK\$M)

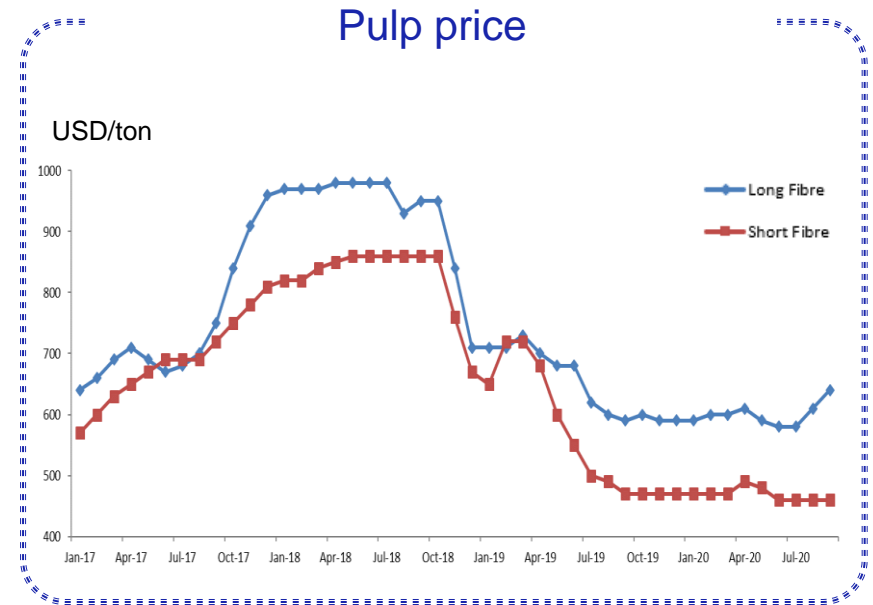
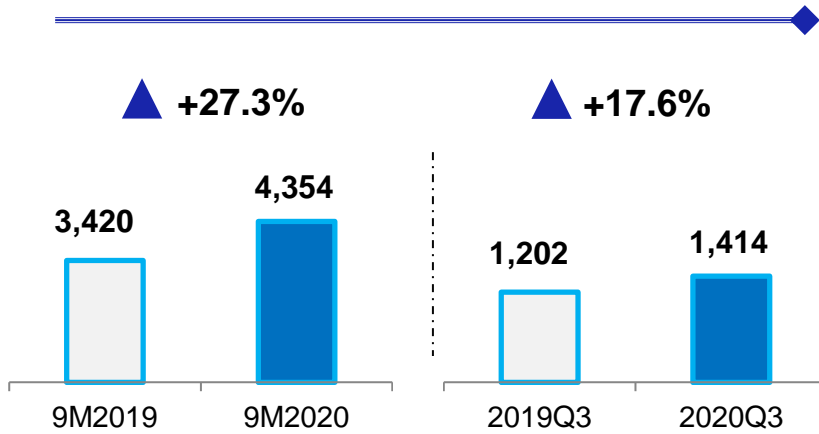


Strong growth of feminine care
Continuous portfolio enhancement
Maintained leading positions in major e-commerce platforms with strong growth

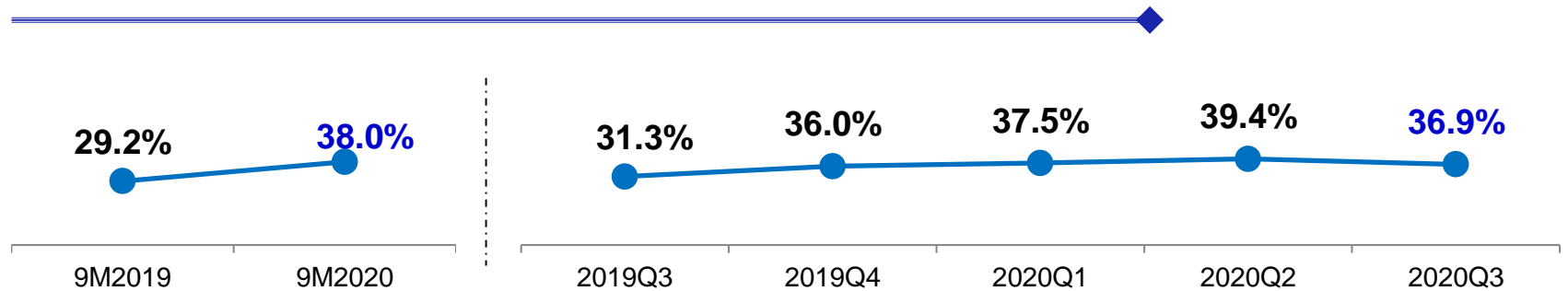
¹ YoY growth at constant exchange rate

Gross Profit

Gross Profit (HK\$M)

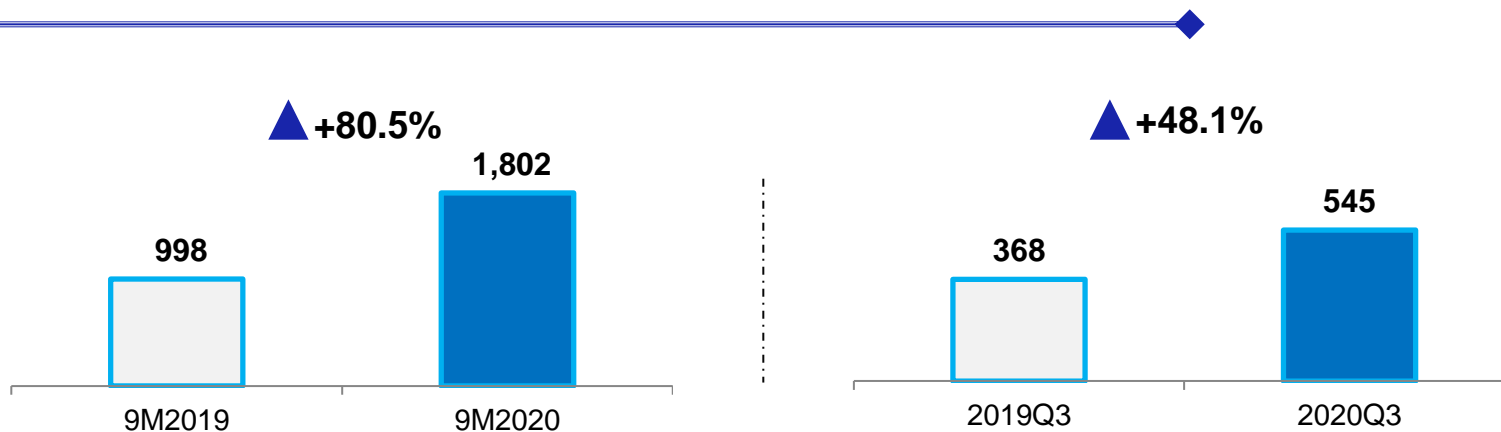


Gross Margin (%)

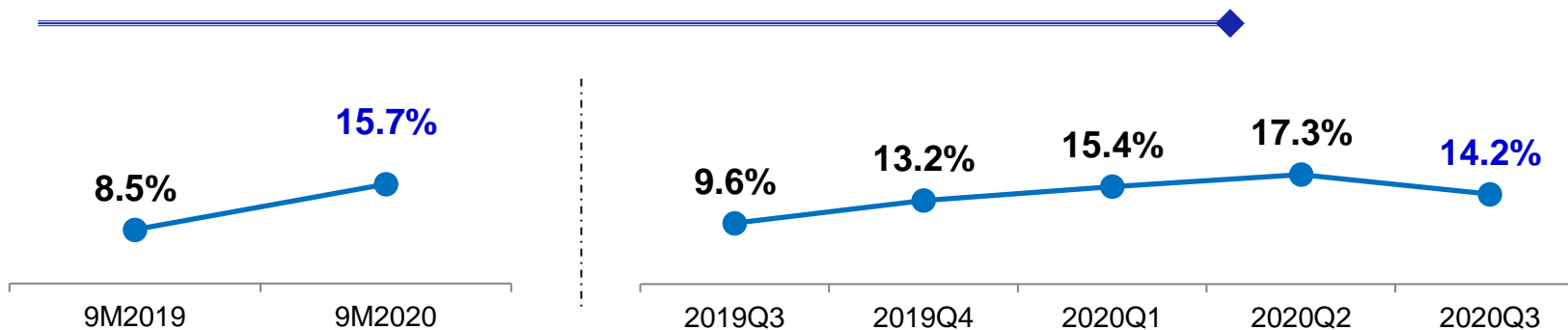


Operating Profit

Operating Profit (HK\$M)

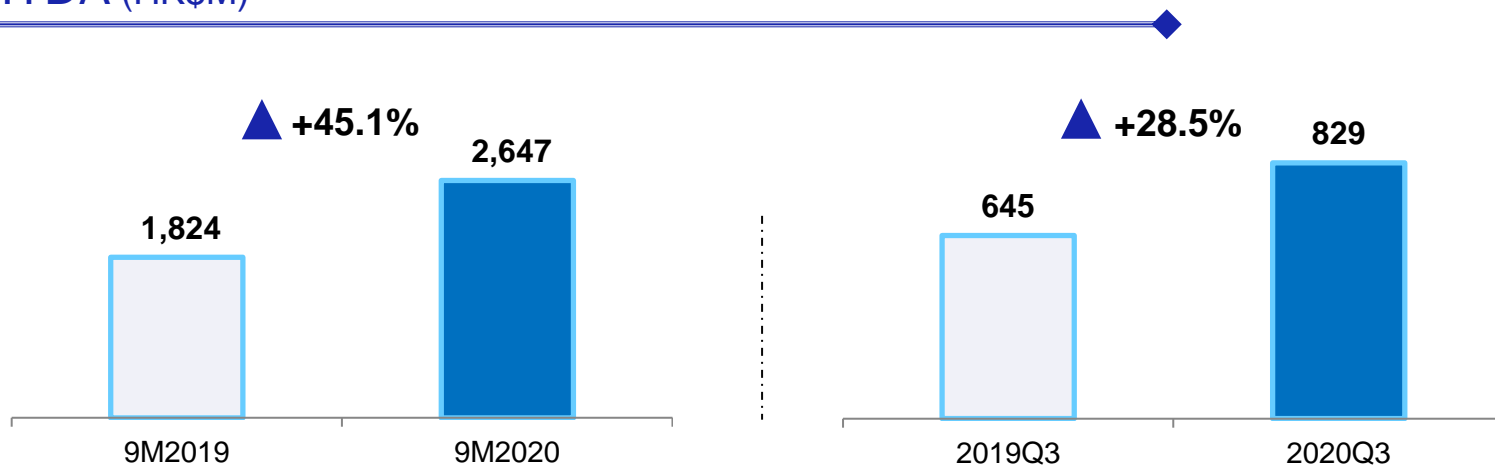


Operating Margin (%)

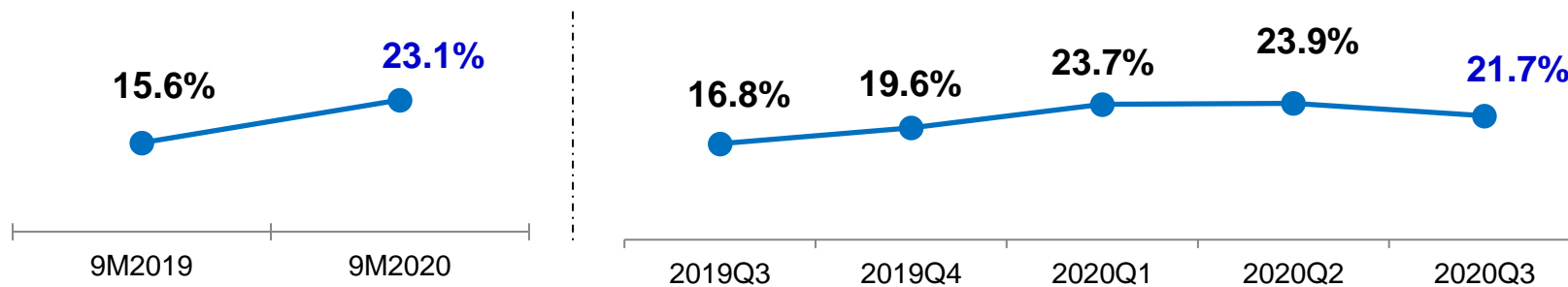


EBITDA

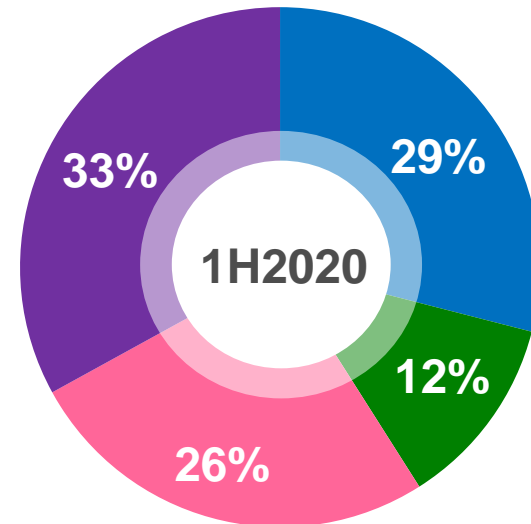
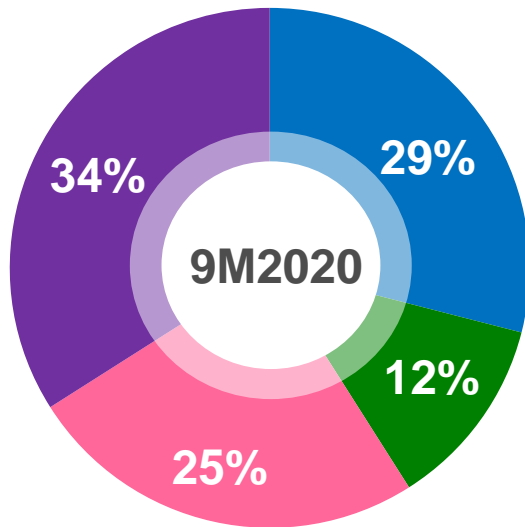
EBITDA (HK\$M)



EBITDA Margin (%)



Revenue by Channel



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

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