

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

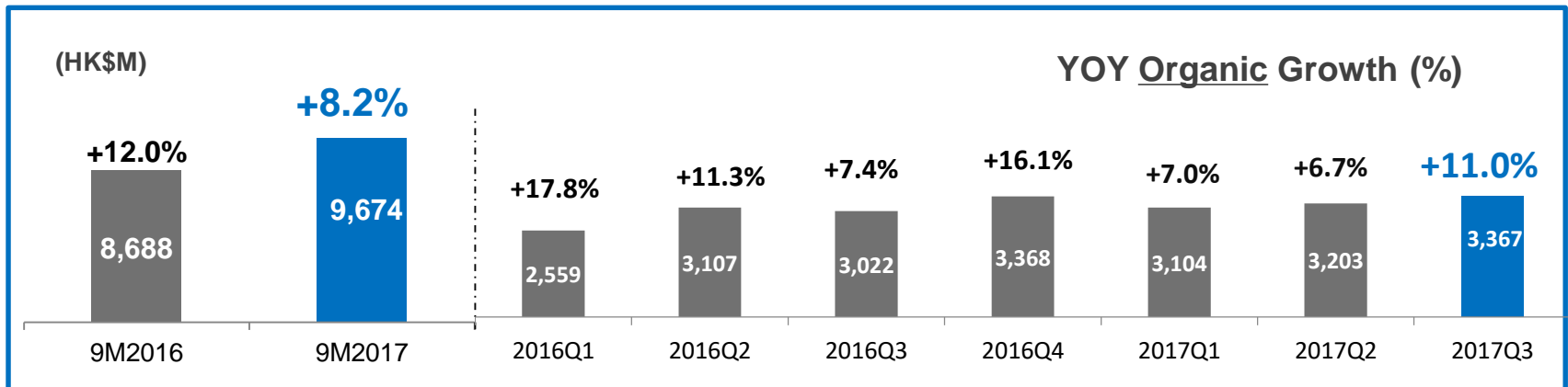
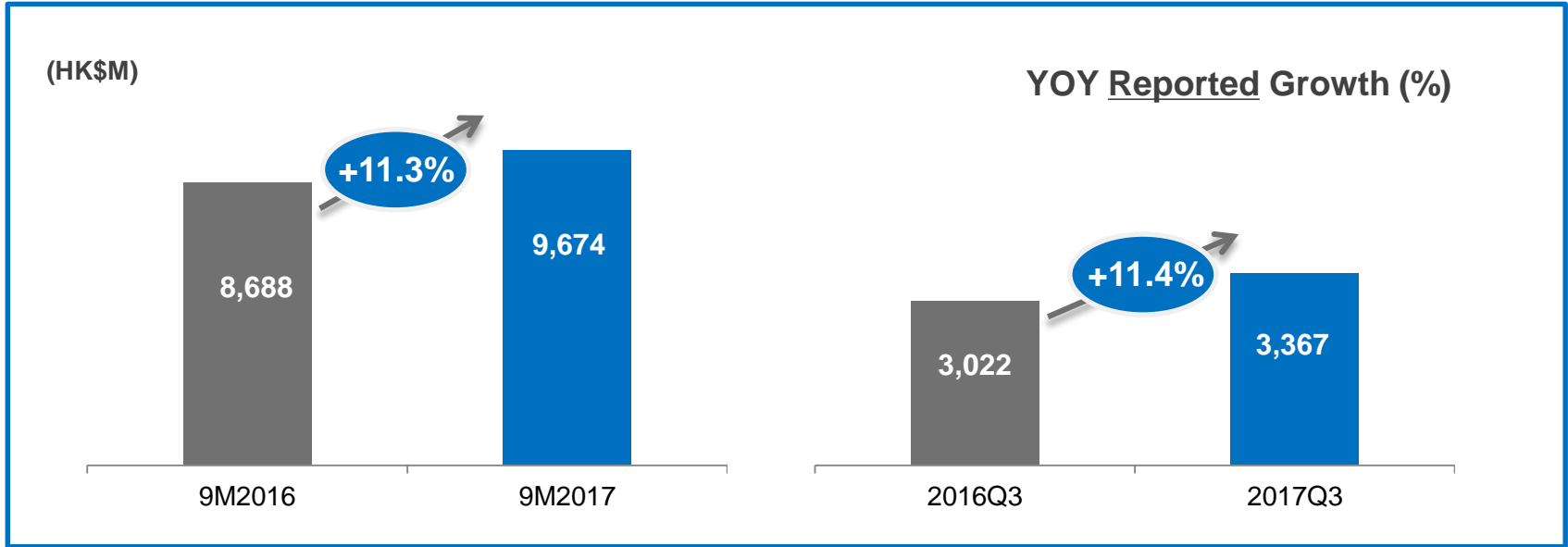


(HK\$M)	9M2017	9M2016	YOY	3Q2017	3Q2016	YOY
Revenue	9,674	8,688	+11.3%	3,367	3,022	+11.4%
<i>Organic growth</i>	<i>8.2%</i>	<i>12.0%</i>		<i>11.0%</i>	<i>7.4%</i>	
Gross profit	2,935	2,726	+7.7%	1,009	954	+5.8%
<i>Gross margin</i>	<i>30.3%</i>	<i>31.4%</i>	<i>-1.1pps</i>	<i>30.0%</i>	<i>31.6%</i>	<i>-1.6pps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

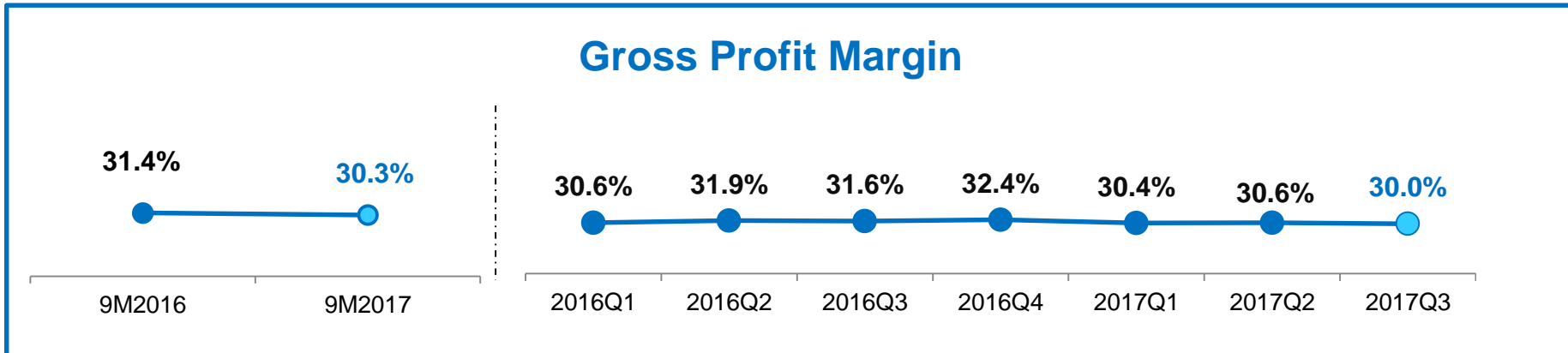
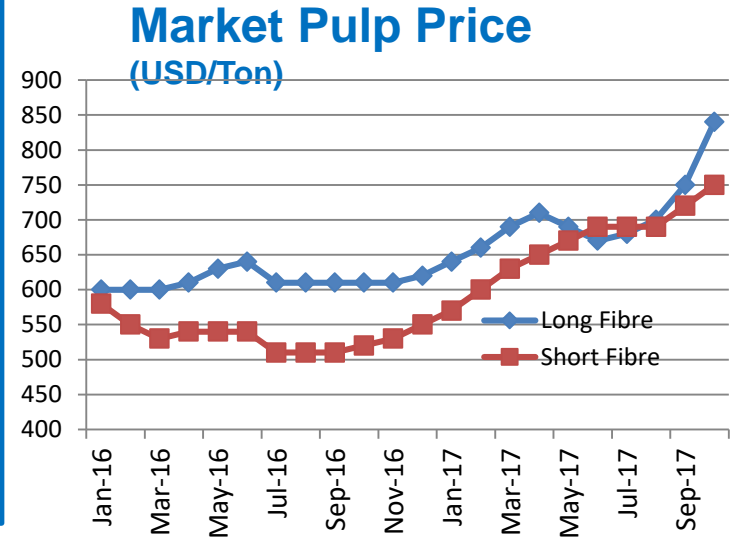
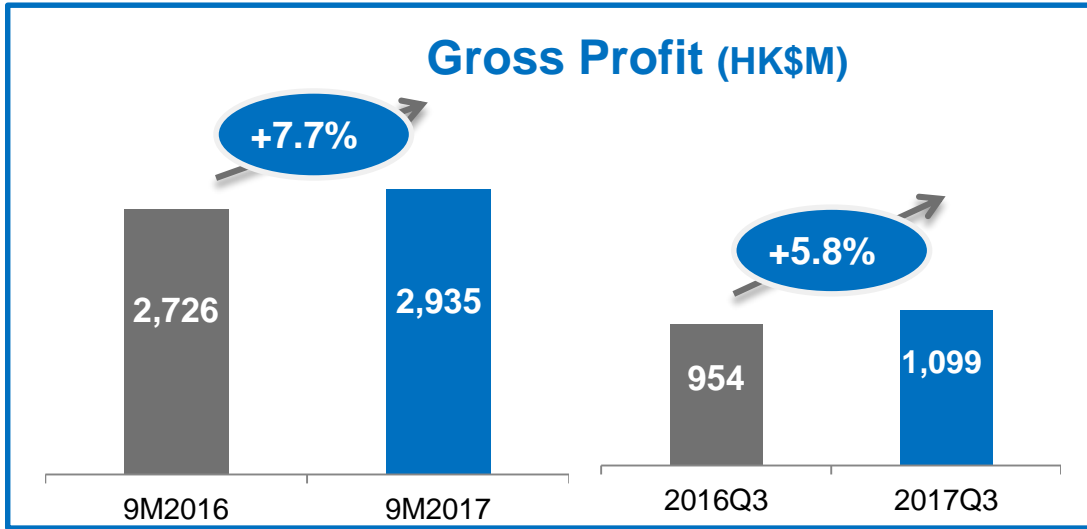
(HK\$M)	9M2017	9M2016
Total foreign exchange gain/ (loss)	(17)	(18)

3Q2017	3Q2016
5	(4)

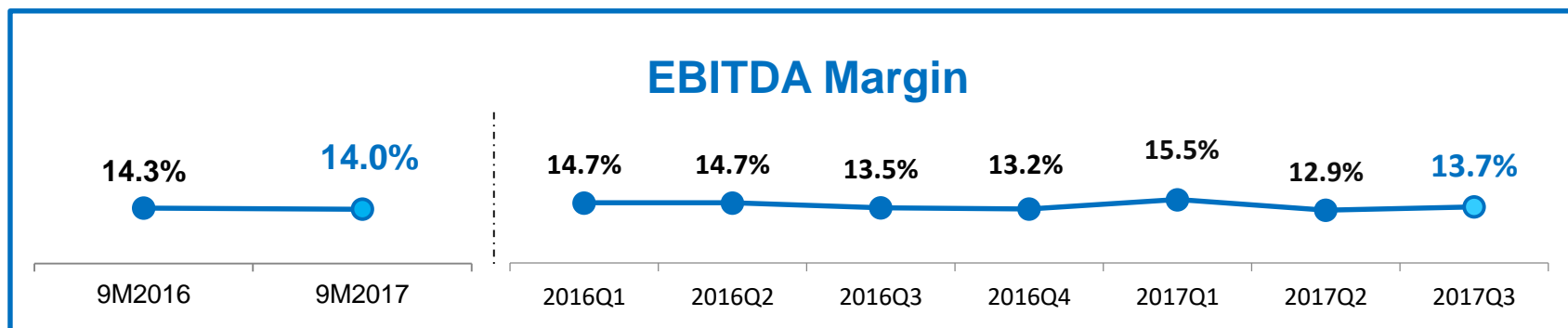
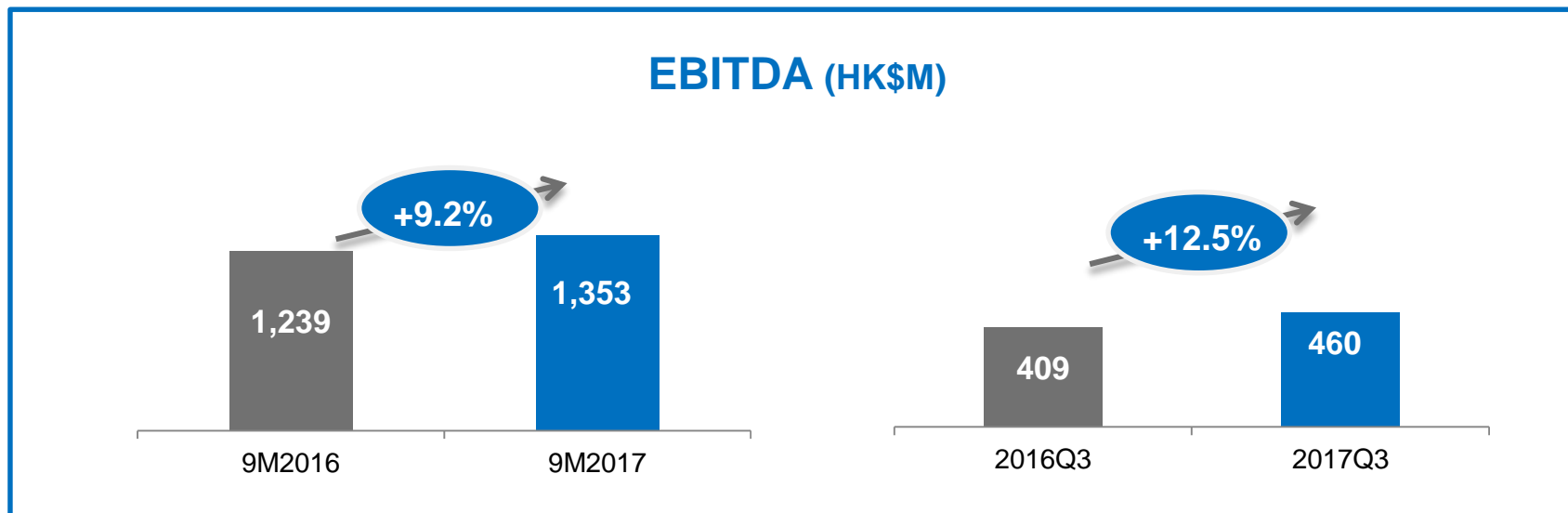
Revenue



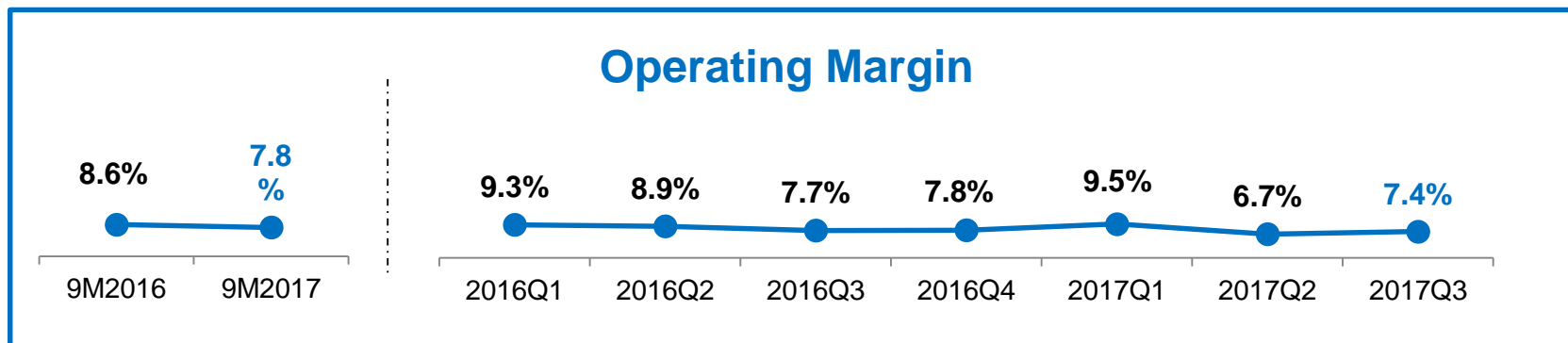
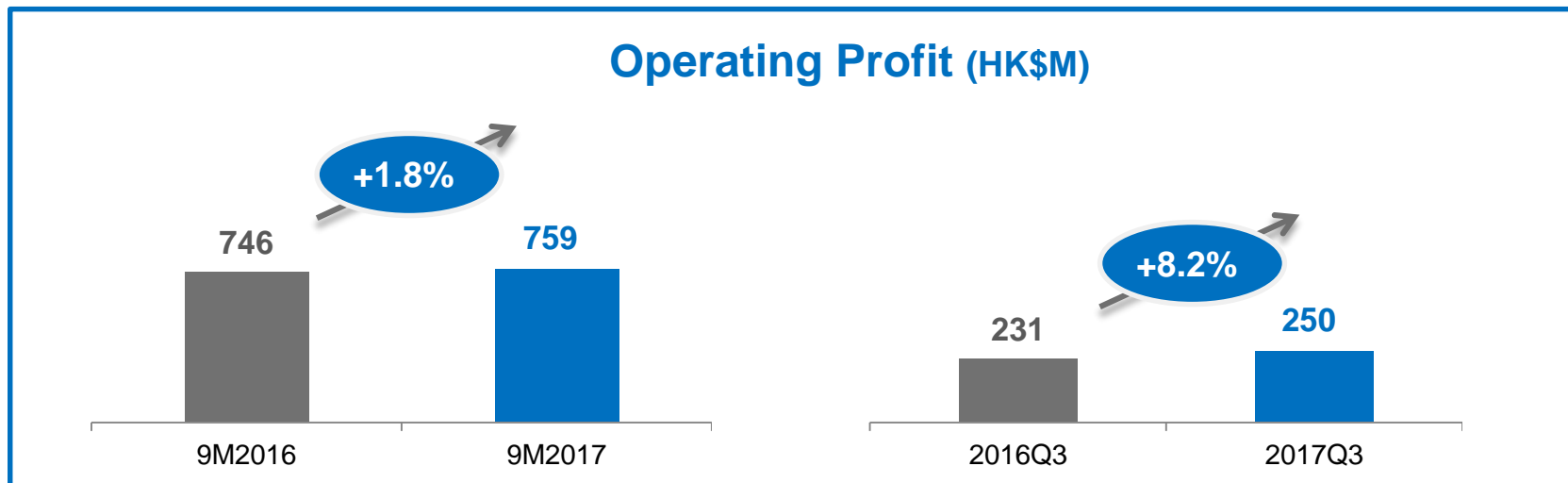
Gross Profit



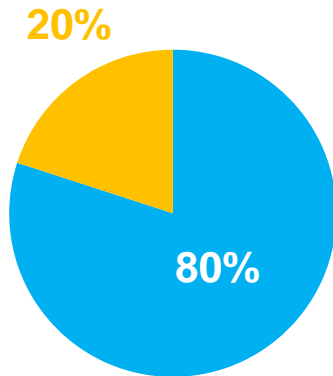
EBITDA



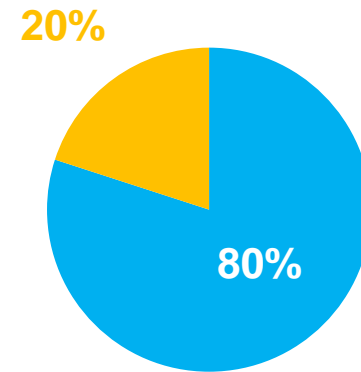
Operating Profit



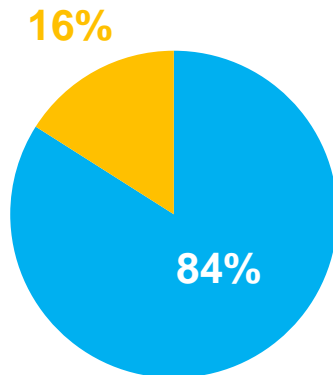
Revenue by Business Segment



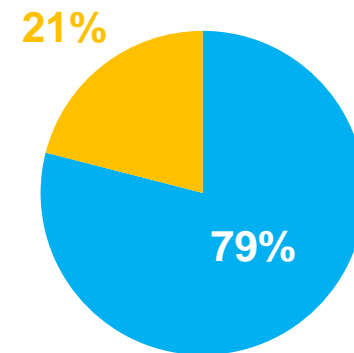
9M2017



2017Q3



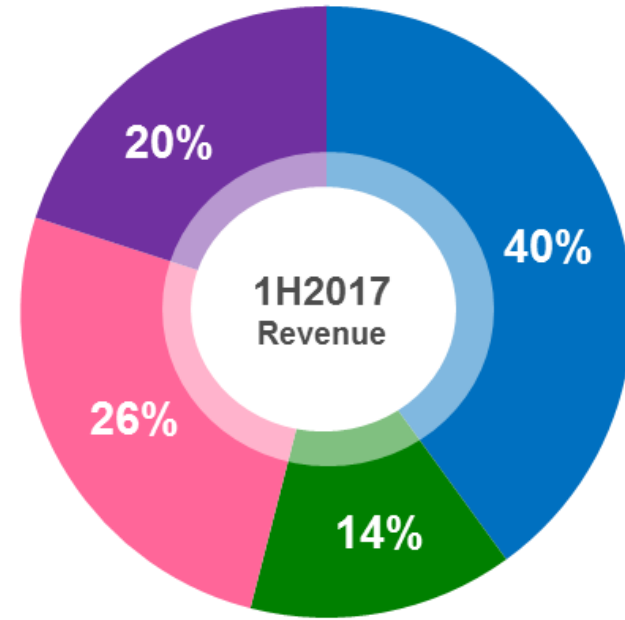
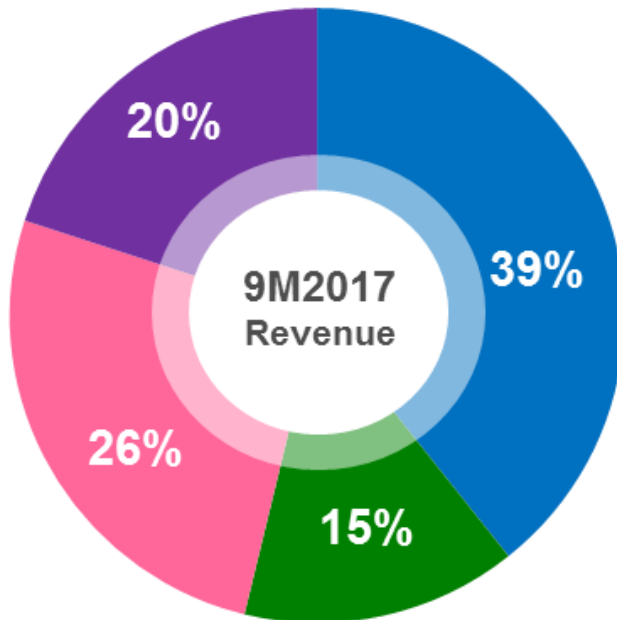
9M2016



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

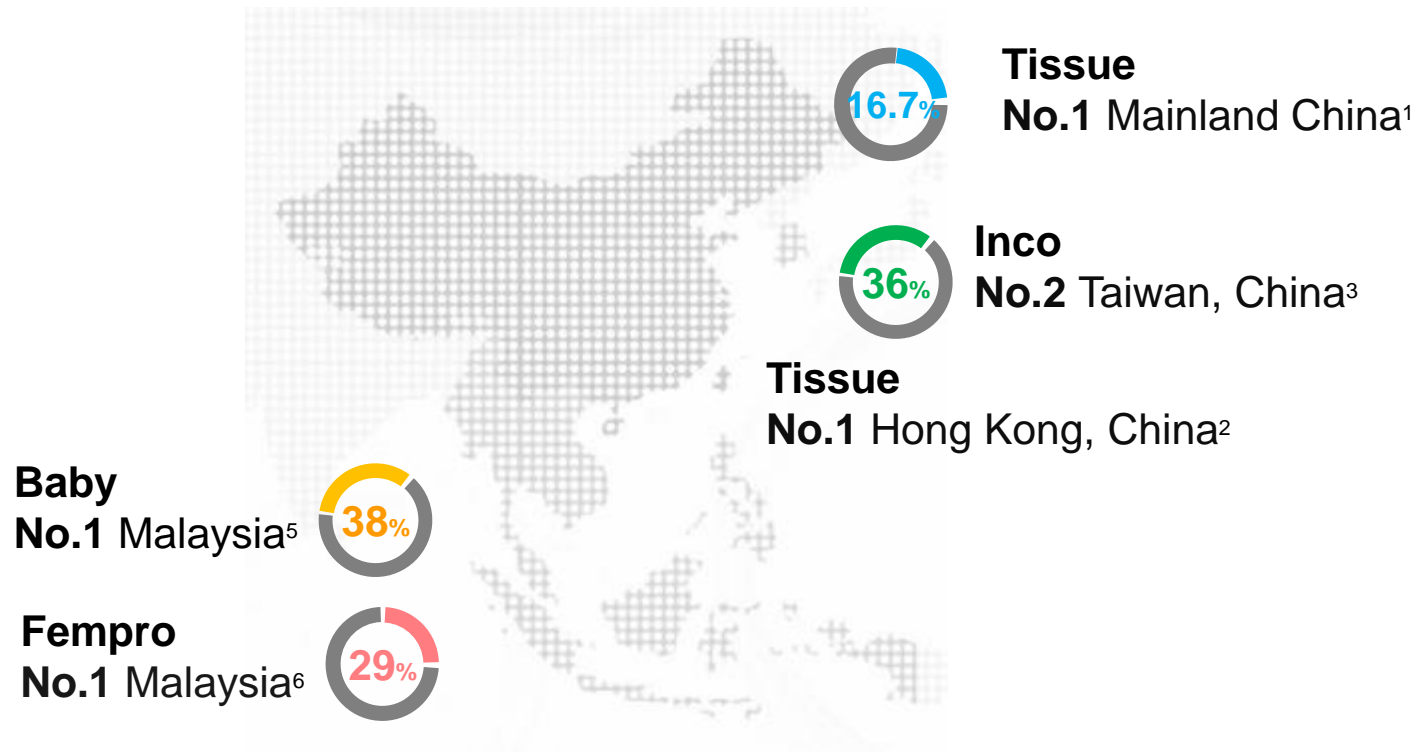


Appendix



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,

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Thank You

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Starts with Vinda*

