

Vinda International Holdings Limited

(Incorporated in the Cayman Islands with limited liability)

(Stock code: 3331)



1Q2021 Results

Healthy Lifestyle
Starts with Vinda



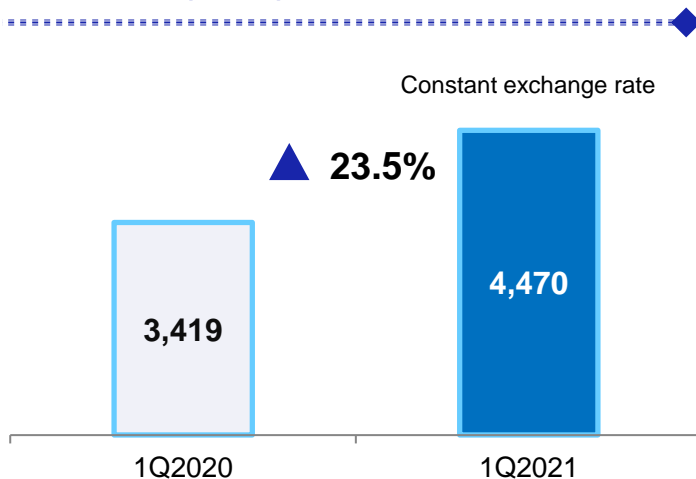
Financial Highlights



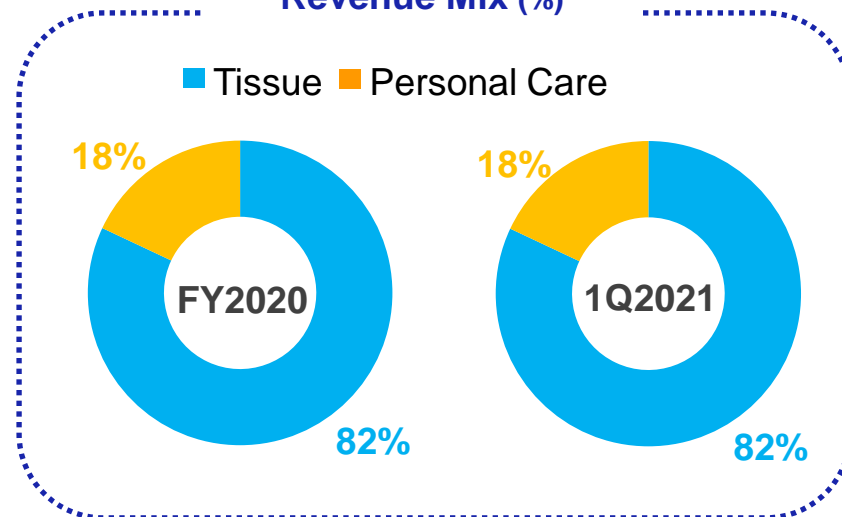
(HK\$M)	1Q2021	1Q2020	YOY
Revenue	4,470	3,419	+30.7%
<i>Constant exchange rate</i>	23.5%	-12.4%	
Gross profit	1,737	1,281	+35.6%
<i>Gross margin</i>	38.9%	37.5%	+1.4ppts
Operating profit	703	527	+33.5%
<i>Operating margin</i>	15.7%	15.4%	+0.3ppt
EBITDA	1,009	811	+24.5%
<i>EBITDA margin</i>	22.6%	23.7%	-1.1ppts
Net profit	553	377	+46.5%
<i>Net margin</i>	12.4%	11.0%	+1.4ppts
(HK\$M)	1Q2021	1Q2020	
Foreign exchange gain/(loss) (operating)	2	(11)	
Foreign exchange gain (financial)	3	1	
Total foreign exchange gain/ (loss)	5	(10)	

Revenue - Group

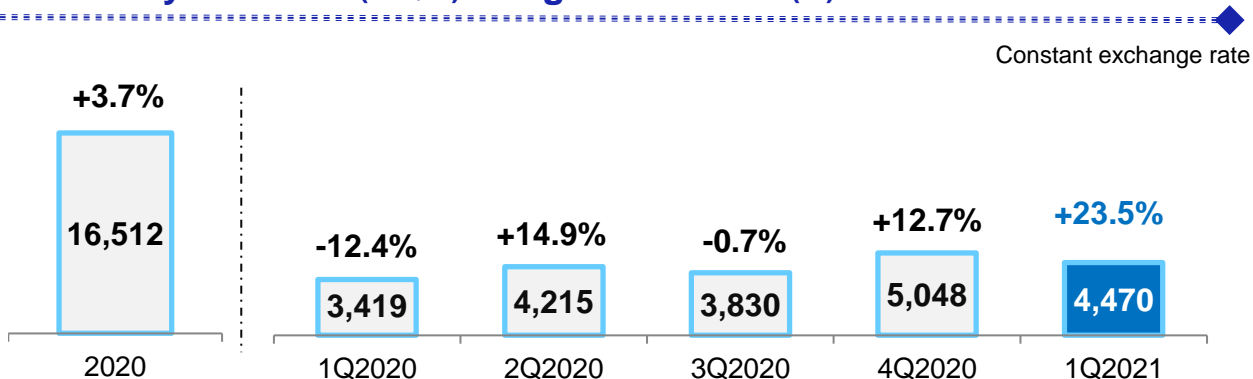
Revenue (HK\$M)



Revenue Mix (%)

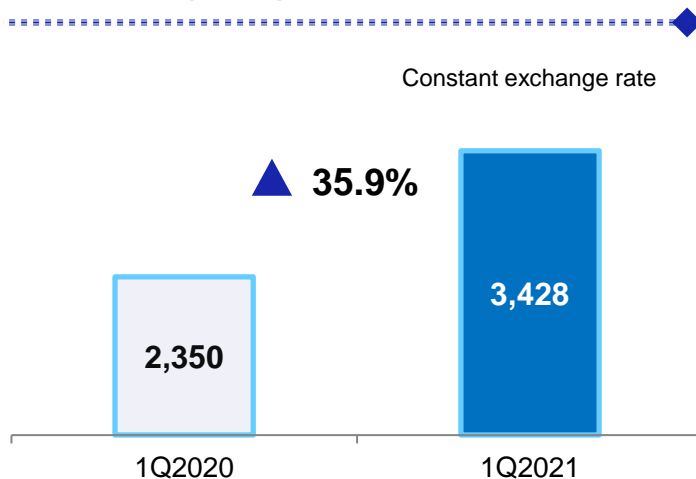


Quarterly Revenue (HK\$M) & Organic Growth (%)

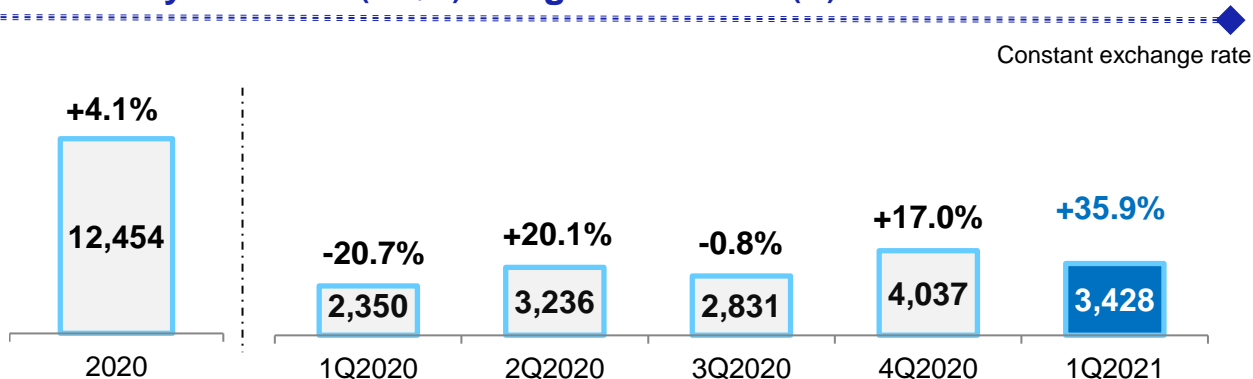


Revenue - Mainland China

Revenue (HK\$M)

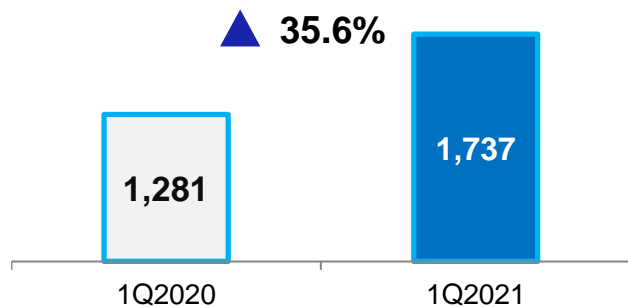


Quarterly Revenue (HK\$M) & Organic Growth (%)

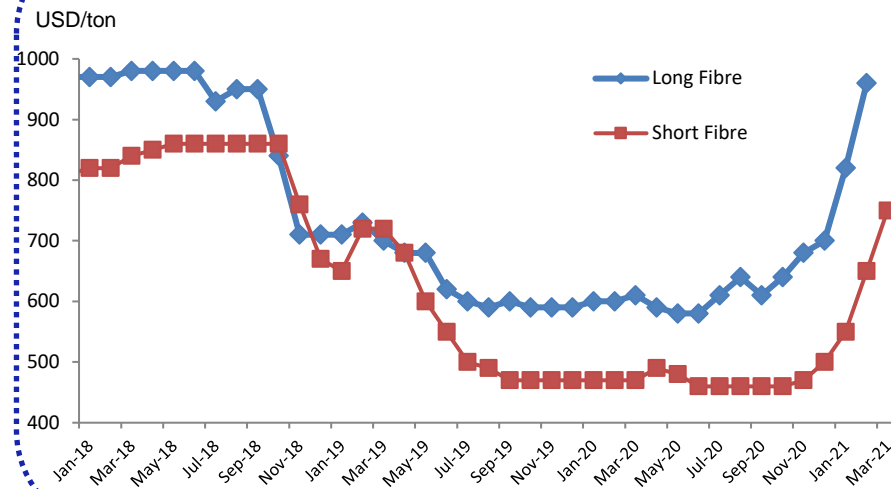


Gross Profit

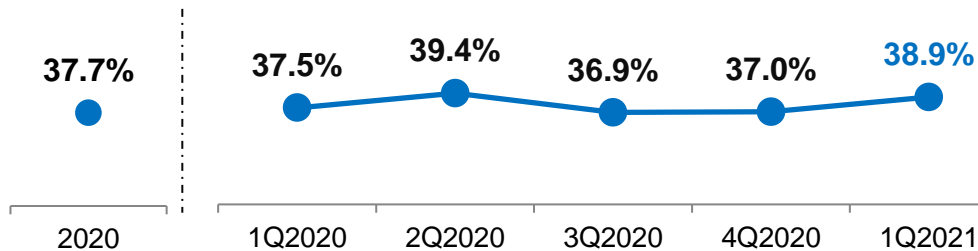
Gross Profit (HK\$M)



Pulp Price Movement



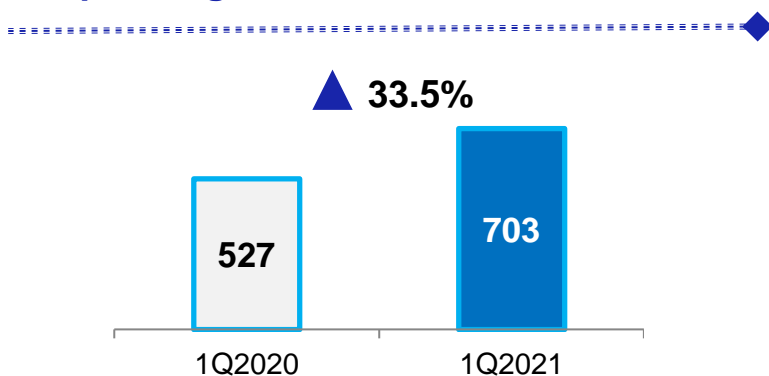
Gross Profit Margin (%)



- Enhanced portfolio mix
- Better cost efficiency
- Disciplined pricing management

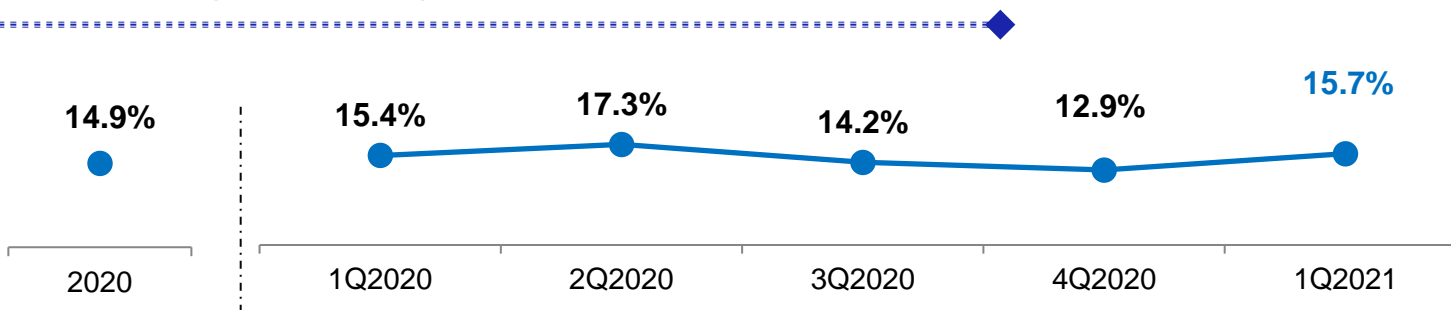
Operating Profit

Operating Profit (HK\$M)



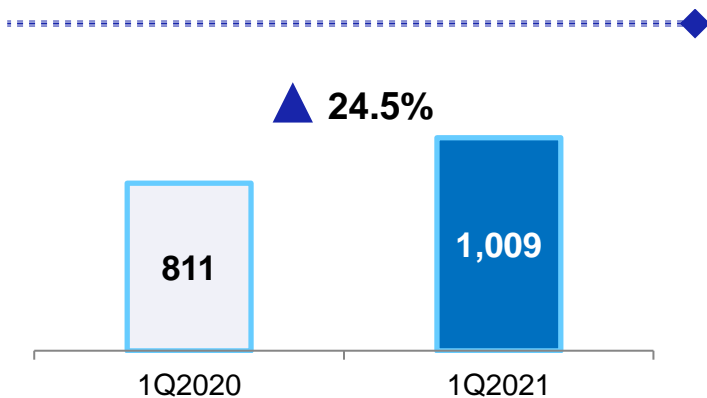
- Stable SG&A
- Continue to invest for brand building with focus on premium products and personal care

Operating Profit Margin (%)

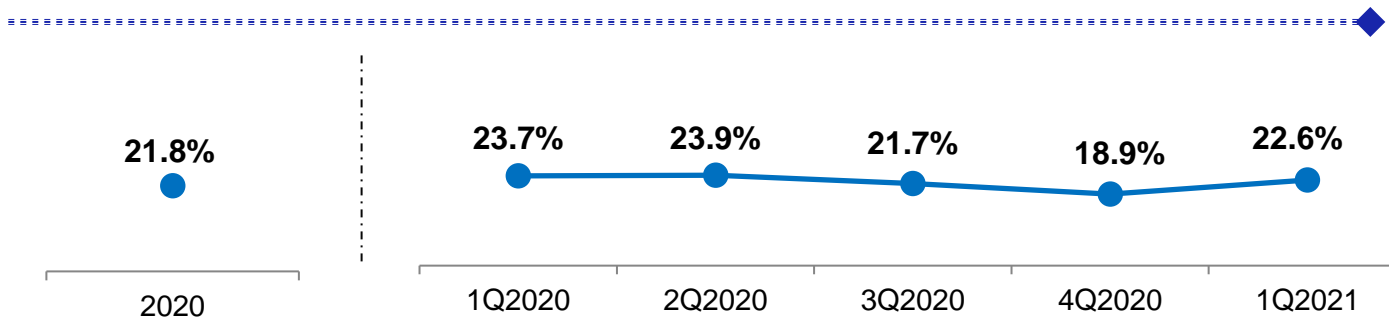


EBITDA

EBITDA (HK\$M)

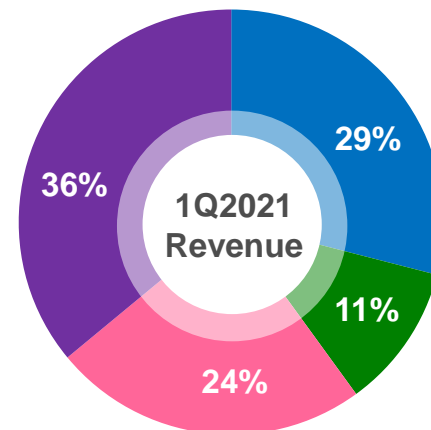
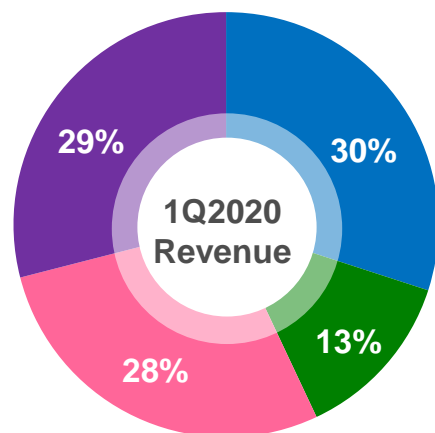


EBITDA Margin (%)

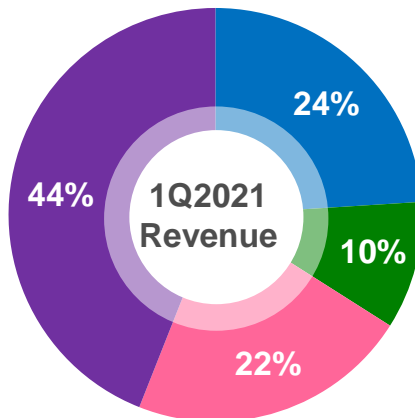
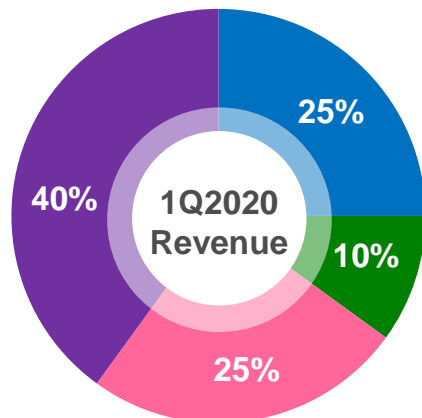


Revenue by Channel

Group



Mainland China



- Traditional channels (i.e. Distributors)
- Professional hygiene
- Key accounts (i.e. Hypermarkets, Supermarkets)
- E-Commerce

Continuous Innovation



Vinda



Tempo



Libresse



INCO



Professional
Hygiene

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