

Planting Goodness Every Day

Full Year Results FY 2021/22
29 June 2022



Disclaimer

In addition to historical information, this presentation contains forward-looking statements with respect to the results of the operations and business of Vitasoy. These forward-looking statements represent Vitasoy's expectations or beliefs concerning future events and involve known and unknown risks and uncertainties that could cause actual results, performance or events to differ materially from those expressed or implied in such statements.

Vitasoy International Holdings Limited

FINANCIAL REVIEW

Ian Ng
Group CFO

PROFIT WARNING (ISSUED ON 12 MAY 2022)

- Loss attributable to shareholders expected to range between HK\$151m and HK\$172m compared to profit of HK\$548m in the previous year
- Mainly due to significant reduction in sales in Mainland China during the peak summer months, reduction in government COVID 19 relief and non-recurring expenses and impairment
- The Company has strong sale recovery since 2H in Mainland China and revenue growth in major operating units



FINANCIAL PERFORMANCE – FULL YEAR

HKD' million	FY21/22	YoY	Net of FX impact
Revenue	6,501	-14%	-17%
Gross profit	3,071	-22%	-25%
GP%	47.2%	-5.4ppt	-5.3ppt
EBITDA	340	-73%	-74%
(Loss) to shareholders	(159)	n/a	n/a

FINANCIAL PERFORMANCE – 2H21/22

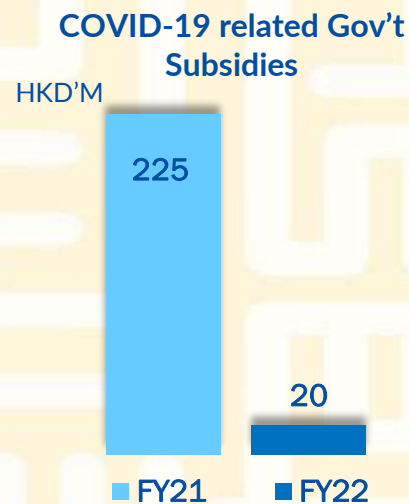
HKD' million	2H 21/22	YoY	Net of FX impact
Revenue	2,897	-7%	-7%
Gross profit	1,344	-13%	-13%
GP%	46%	-3ppt	-3ppt
EBITDA	20	-84%	-80%
(Loss) to shareholders	(192)	-55%	-27%

FINANCIAL PERFORMANCE – TOPLINE RECOVERY IN 2H

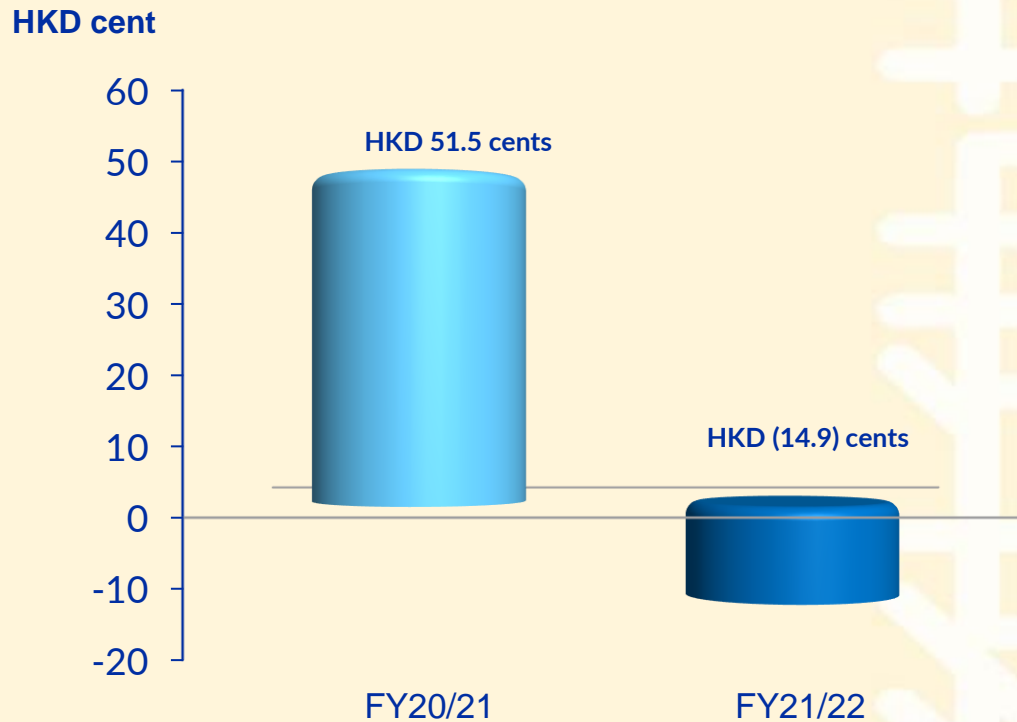
HKD' million	1H 21/22	YoY	2H 21/22	YoY
Revenue	3,604	-18%	2,897	-7%
Gross profit	1,727	-28%	1,344	-13%
GP%	48%	-7ppt	46%	-3ppt
EBITDA	320	-72%	20	-84%
Profit/ (Loss) to shareholders	33	-95%	(192)	-55%
Adjusted Net Profit/(Loss) ex subsidies	29	-95%	(207)	+1%

FINANCIAL PERFORMANCE EXCLUDING GOVERNMENT SUBSIDIES

HKD' million	Full Year	YoY	Ex Gov't subsidies	YoY
Gross profit	3,071	-22%	3,068	-22%
Operating (Loss)	(213)	n/a	(233)	n/a
(Loss) to shareholders	(159)	n/a	(178)	n/a

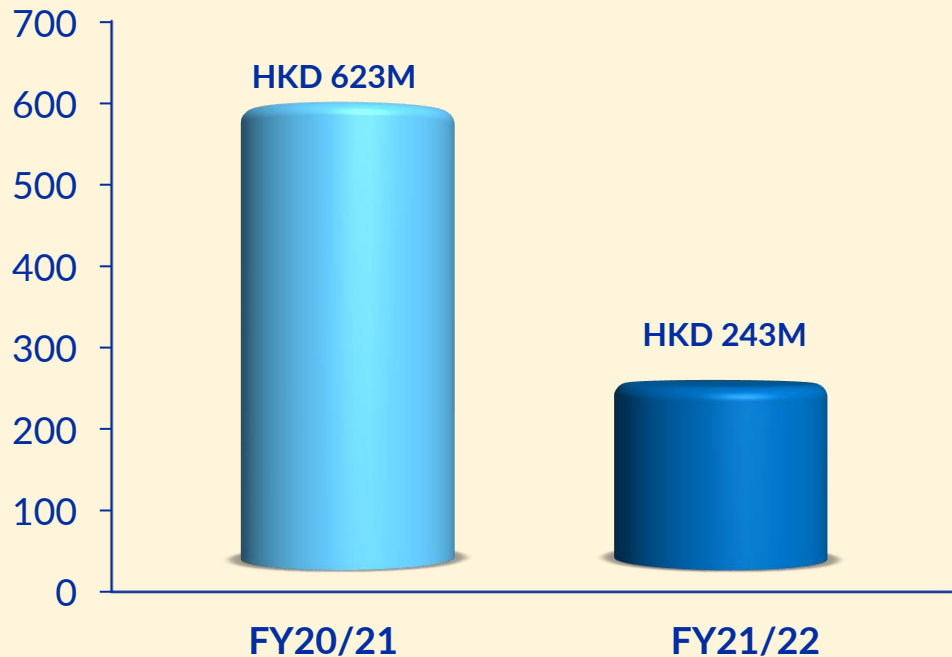


BASIC EARNINGS/(LOSS) PER SHARE



CAPITAL EXPENDITURE

HKD million

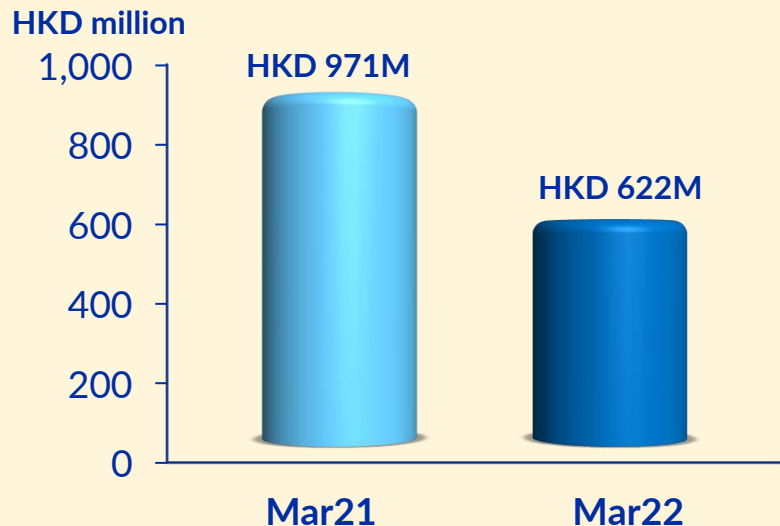


-61%

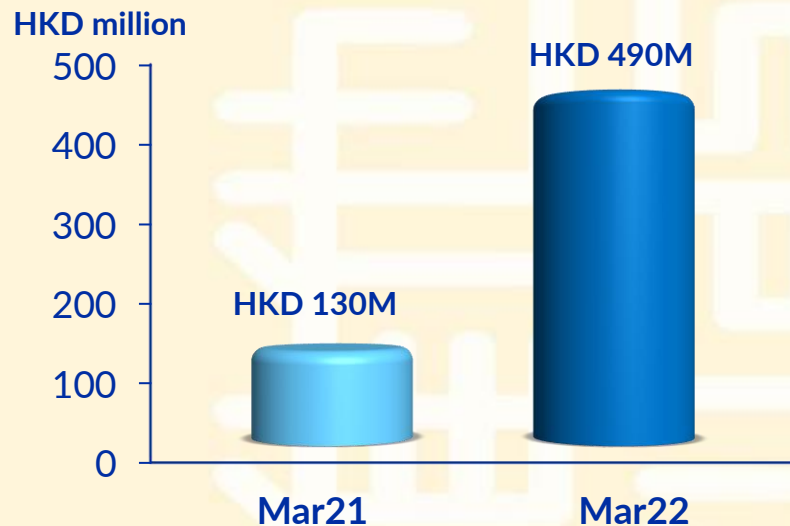
The reduction mainly due to the completion of the new factory in Dongguan

FINANCIAL POSITION

Cash



Bank Borrowings



KEY RATIOS

March 2021

March 2022

GEARING

14%



26%

ROCE

34%



9%

TOTAL DIVIDEND

32.8¢/share



Nil

BUSINESS REVIEW & OUTLOOK

Roberto Guidetti
Group CEO

A CHALLENGING YEAR – MAINLAND CHINA RECOVERING FAST

- Full Year Revenues -14%, Operating Loss was (HK\$213M) in line with Profit Warning
- Mainland China performance markedly improved its decline rate in 2nd Half
- Brand portfolio availability, activation and marketing all restored and on going
- All other markets continue to grow topline sales
- Continued acceleration in ESG performance
- We continue our focus on Mainland China recovery to restore total Group growth



WE WILL RESUME GROWTH IN FY 2022/23

- New Omicron wave severely impacted Mainland China recovery in April and May
- Mainland China recovering with strong programs from June onwards
- Execution improving and expansion accelerating of core platforms
- On – trend innovation adding extra fuel on both Vitasoy and Vita
- Confident about other markets' sustained performance
- Growth trajectory supported by plant-based movement goes mainstream
- Continuing our progress in ESG in accordance with our framework

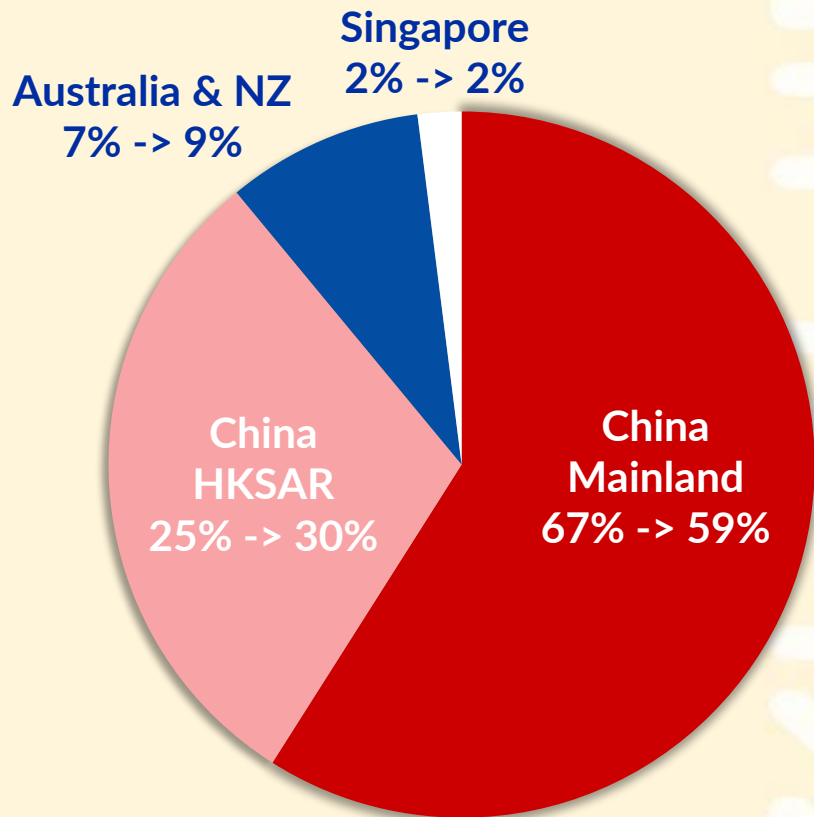
PERFORMANCE BY MARKET – FY21/22

	China Total	China Mainland	China HK SAR	Australia & NZ	Singapore
Revenue					
HKD	-16%	-23%	+4%	+15%	+3%
Local Currency		-28%		+12%	+2%
Operating Profit/(Loss)					
HKD	-117%	Loss	-44%	+14%	Loss
Local Currency				+12%	

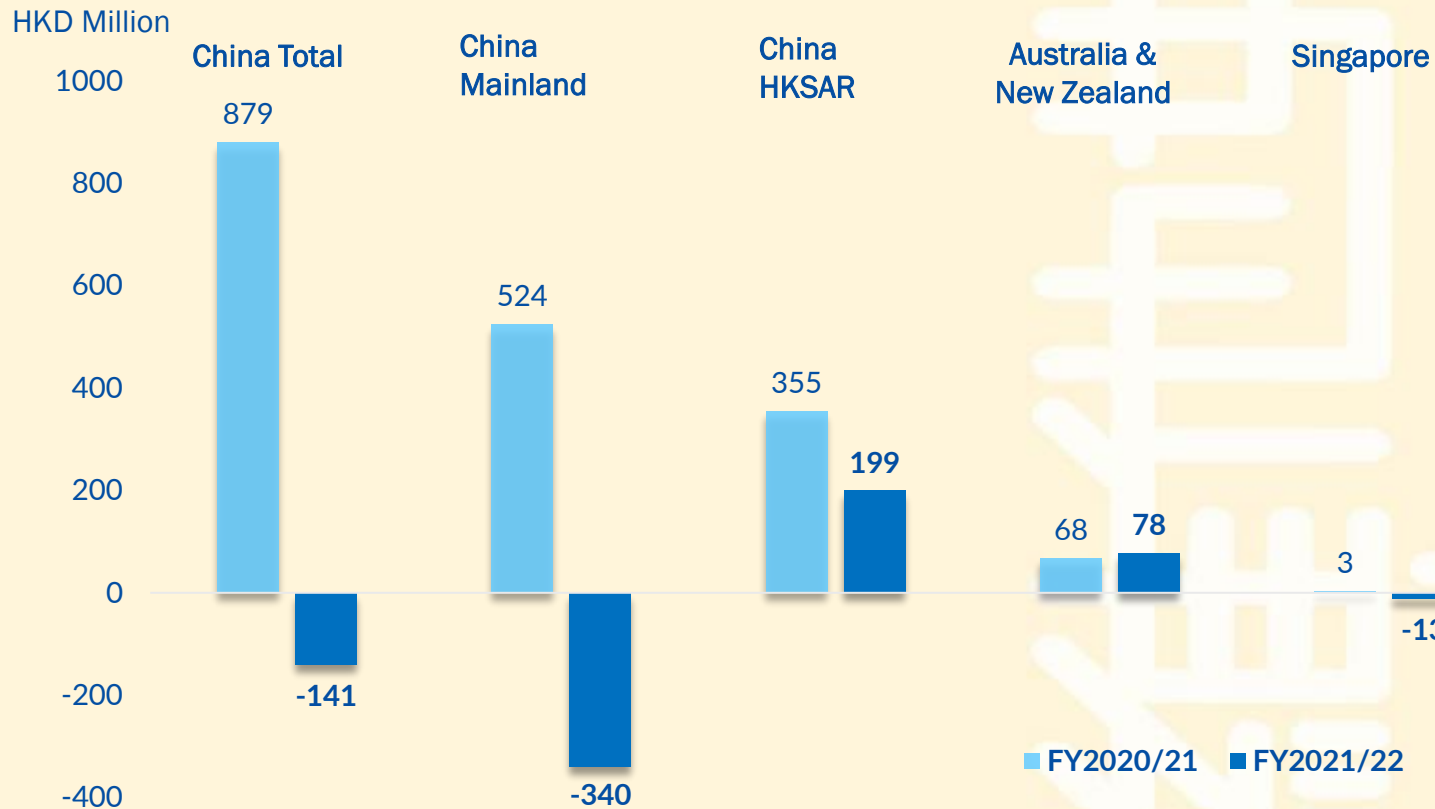
PERFORMANCE BY MARKET – 2H21/22

	China Total	China Mainland	China HK SAR	Australia & NZ	Singapore
Revenue					
HKD	-8%	-14%	+4%	+5%	+3%
Local Currency		-15%		+8%	+4%
Operating Profit/(Loss)					
HKD	Loss	Loss	-45%	+13%	Loss
Local Currency				+33%	

REVENUE BY MARKET – FY



OPERATING PROFIT/(LOSS) BY MARKET – FY





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Vitasoy
The Soy Experts

CHINA TOTAL

REVENUE: HK\$ 5,772M ↓ 16%

OP LOSS: HK\$ (141M)

CHINA MAINLAND

REVENUE: HK\$ 3,838M ↓ 23%

OP LOSS: HK\$ (340M)



CHINA HK SAR

REVENUE: HK\$1,934M ↑ 4%

OP: HK\$199M ↓ 44%



CHINA MAINLAND

REVENUE: HK\$ 3,838M ↓23% (RMB↓ 28%)
O(L): HK\$(340M)

- Clear strong topline recovery
- Recovery consistent across brands channels and brands
- Shoppers' engagement restored, together with advertising and in store activation
- Strong Results on Double 11



维他奶 vitasoy

终极战报

京东

11.11当天 京东饮料类目

TOP1

11.11当天 京东植物奶赛道

TOP1

GOING FORWARD

EXECUTION

- New marketing campaigns on both VITASOY and VITA
- Reset our in store standards and trained model to drive off-take



EXPANSION

- Accelerate geographical availability
- Broadened portfolio for expansion



INNOVATION

Exciting new products to sustain core categories growth

VITA - OAT



VITA SPARKLING NEW SKUS



CHINA HK SAR

REVENUE: HK\$1,934 ↑ 4%

OP:HK\$199 ↓ 44% (↓ 13% ex. Subsidies)



- Out of Home driving growth as pandemic subsided
- Grew Vitasoy market position while sustained Vita Tea leadership
- Successfully expanded into Fresh and Sparkling Tea category



HKSAR UNIT PERFORMANCE EXCLUDING GOVERNMENT SUBSIDIES

HK\$ million	FY21/22	FY20/21	YoY
Operating Profit	199	355	-44%
Government subsidies	(17)	(145)	-88%
Adjusted Operating Profit	182	210	-13%

GOING FORWARD

- Drive faster growth during Covid's post - pandemic
- New campaigns on both VITASOY and VITA TEA
- Synchronized innovation with Mainland China on both VITASOY and VITA TEA



It's not just
plant milk,
it's planet milk.



Vitasoy®



AUSTRALIA & NEW ZEALAND

REVENUE: HK\$607 ↑ 15% (AU\$ ↑ 12%)
OP: HK\$ 78M ↑ 14% (AU\$ ↑ 12%)

- Strong growth across all segments
- Oat milk providing extra growth, achieved segment leadership
- Positive feedback on new “Let’s grow a better world” campaign





SINGAPORE

REVENUE: HK\$ 122M ↑ 3% (S\$ ↑ 2%)

O(L): HK\$(14M)

- Local business and export recovery
- Repositioned Tofu business behind higher nutrition formulae and new packaging options
- New Vitasoy Plant +, now delivering growth in fresh plant milk segment



Vitasoy
The Soy Experts

So delicious,
so good for you!



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Vitasoy
The Soy Experts

VITASOY ENHANCING PRESENCE AND SHARE

- Strengthen equity building via new advertising campaign
- Prolonged lockdown affecting business (Delta, Omicron, Alert Level 3)
- Continued in-home consumption drive as well as entry into bigger RTD milk (fresh) segment, through launch of Vitasoy Plus Milky Vanilla



Sustainability & ESG

Full Year Results FY 2021/22
June 29, 2022



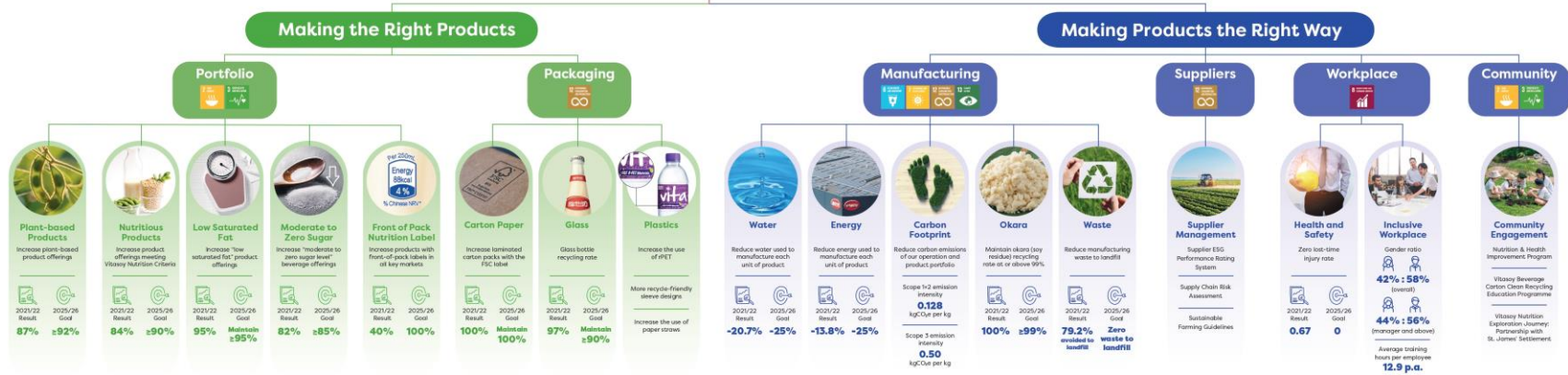
OUR 8TH SUSTAINABILITY REPORT



OUR SUSTAINABILITY FRAMEWORK



VITASOY SUSTAINABILITY FRAMEWORK



*Refer to Sustainability Report for full details.



SUSTAINABILITY FRAMEWORK – NEW 2025/26 TARGETS

Making the Right Products		
Product Portfolio	2021/22 Results	2025/26 Target
Plant-based foods and beverages <small>*include tofu and yoghurt</small>	87%	≥92%
Products (foods and beverages) meeting Vitasoy Nutrition Criteria <small>*Vitasoy Nutrition Criteria represents the nutrition standards we use to evaluate the nutritional value of our products</small>	84%	≥90%
Products (foods and beverages) meeting low saturated fat target	95%	Maintain ≥95%
Sugar: Moderate-zero sugar beverages	82%	≥85%
Products with front-of-pack label in all key markets	40%	100%
Packaging	2021/22 Results	2025/26 Target
FSC-certified paper for carton pack	100%	Maintain 100%
Glass bottle recycling rate	97%	Maintain ≥90%

Making Products the Right Way		
Manufacturing	2021/22 Results	2025/26 Target
Reduce water used to manufacture each unit of product (vs 2013/14 base: 5.076kg per 1kg)	-20.7%	-25%
Reduce energy used to manufacture each unit of product (vs 2013/14 base: 0.396kWh per 1kg) <small>* Energy = fuel + electricity</small>	-13.8%	-25%
Okara recycling rate	100%	≥99%
Reduction of Manufacturing Waste to Landfill	79.2% avoided to landfill	Zero waste to landfill
Workplace	2021/22 Results	2025/26 Target
Zero lost time injury rate	0.67	0

CLIMATE CHANGE RISK ASSESSMENT

- Adopted the Task Force on Climate-related Financial Disclosures (TCFD) Recommendations since the 19/20 report
- Completed climate change scenario analysis and scope 3 emission inventory and external reporting
- Refined our disclosure to deepen our alignment with the TCFD recommendations



PROGRESS IN ESG RATINGS

	2018	2019	2020	2021	
 <p>Dow Jones Sustainability Indices In Collaboration with RobecoSAM</p>		69 th (percentile)	85 th (percentile)	86 th (percentile)	<p>Top 15% Global DJSI Asia Pacific Index – Food Industry</p>
 <p>Hang Seng Corporate Sustainability Index Series</p>	61.3 / 100	64.8/100	72.8/100	73.4/100	<p>Highest scores in the F&B sector</p>
 <p>SUSTAINALYTICS</p>	60 / 100	65/100	25.5 (New risk score system)	24.4 (Lower ESG risks)	<p>15th out of 344 Global Packaged Food Companies</p>
 <p>CDP DRIVING SUSTAINABLE ECONOMIES</p>		D	C (Climate, Water) D (Forest)	B (Water) C (Climate, Forest)	
 <p>MSCI</p>		BBB	A	A	

IN SUMMARY - WE WILL RESUME GROWTH IN FY 2022/23

- The New Omicron wave has severely impacted Mainland China recovery in April and May
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Questions

