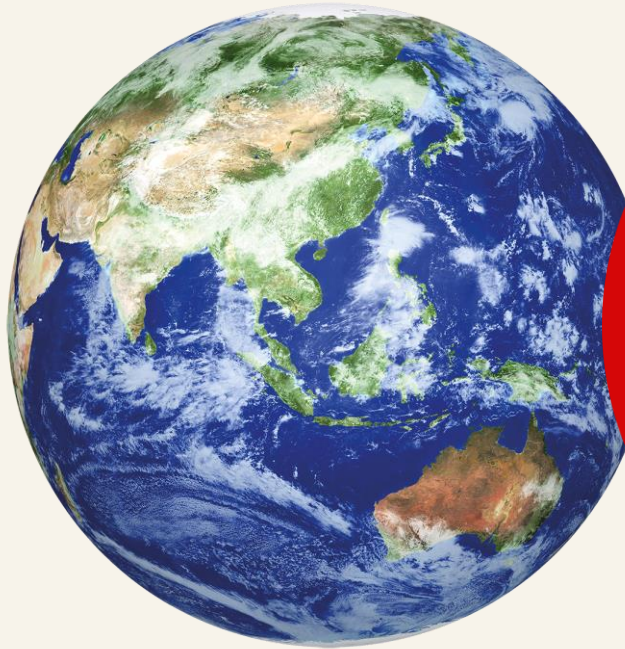


Planting Goodness Everyday



FINANCIAL REVIEW

Ian Ng
Group CFO

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

POSITIVE PROFIT ALERT (ISSUED ON 26 OCTOBER 2022)

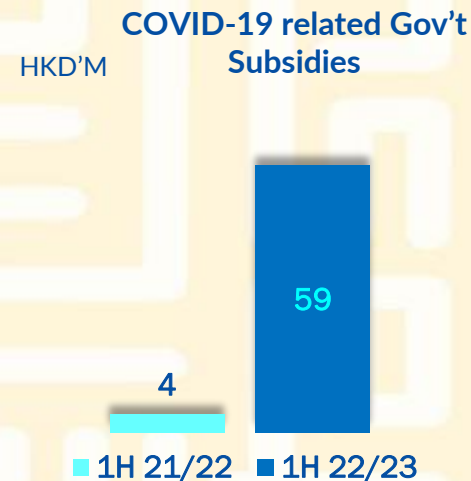
- Profit attributable to shareholders expected to range between HK\$140m and HK\$150m compared to profit of HK\$33m in the Prior Period
- Mainly due to significant increase in net profit from the Group's Mainland China business.
- Received HK\$59m COVID-19 related government subsidies in the Current Period, compared to HK\$4m in the Prior Period

FINANCIAL PERFORMANCE

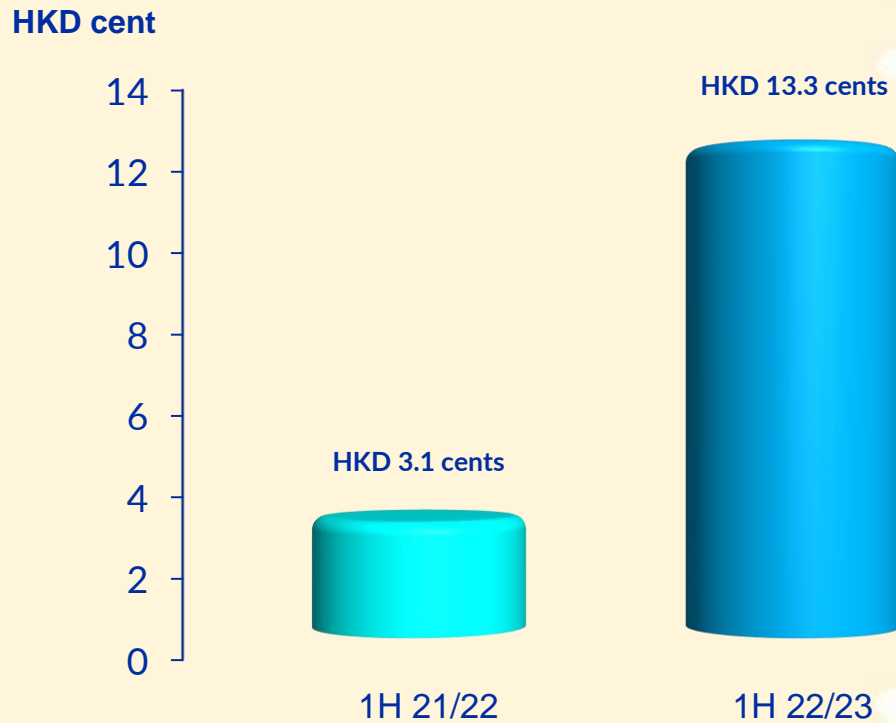
HKD' million	1H 2022/23	YoY	Net of FX impact
Revenue	3,642	+1%	+4%
Gross profit	1,738	+1%	+4%
GP%	47.7%	-0.2ppt	-0.3ppt
EBITDA	473	+48%	+50%
Profit to shareholders	142	+332%	+291%

FINANCIAL PERFORMANCE EXCLUDING GOVERNMENT SUBSIDIES

HKD' million	1H 2022/23	YoY	Ex Gov't subsidies	YoY
Gross profit	1,738	+0.6%	1,729	+0.2%
Operating Profit	212	+399%	153	+297%
Profit to shareholders	142	+332%	83	+187%



BASIC EARNINGS PER SHARE

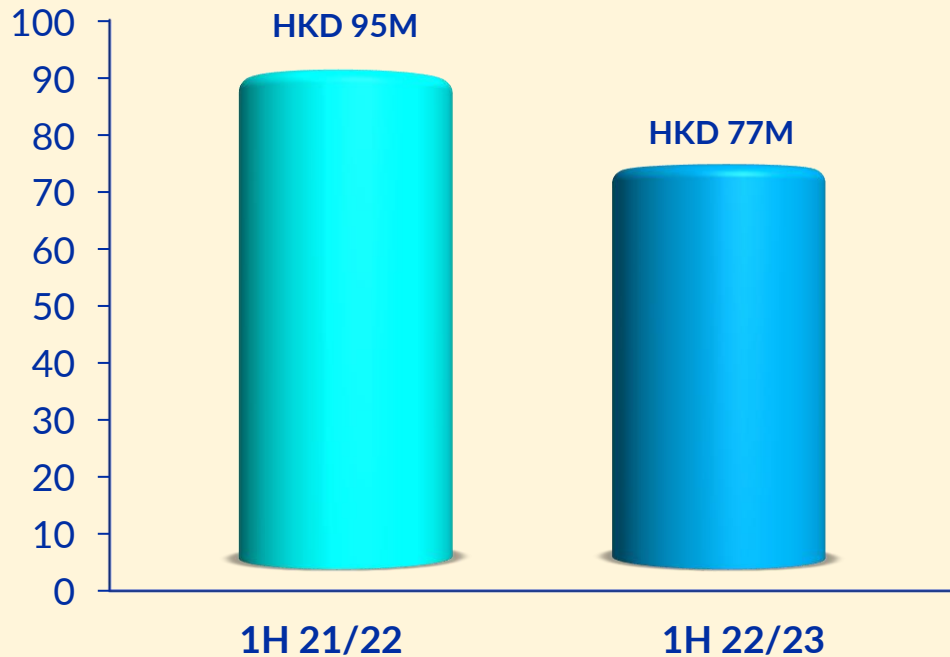


DIVIDEND

HK1.3 cents
per share

CAPITAL EXPENDITURE

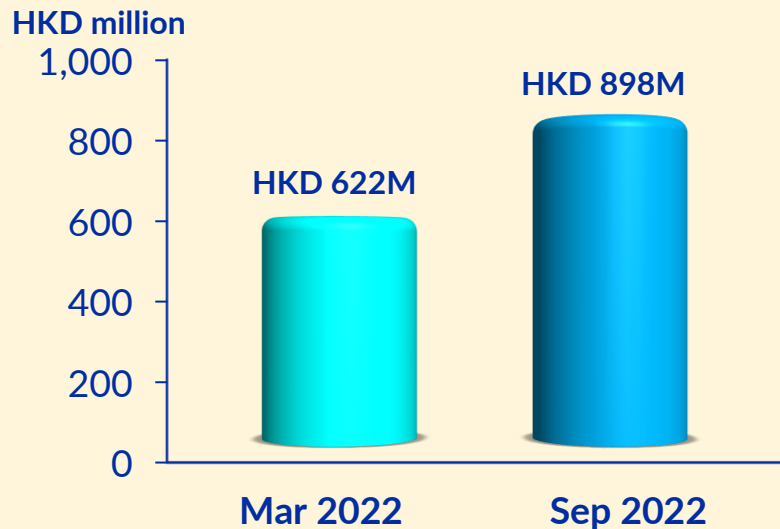
HKD million



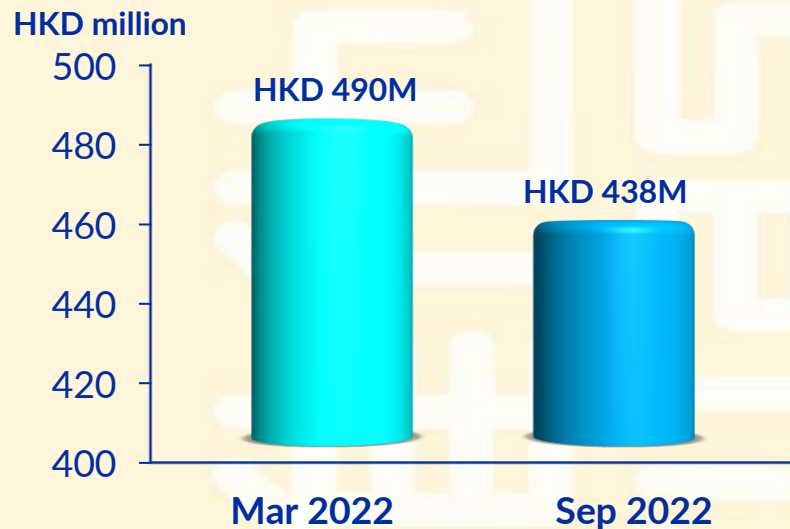
-19%

FINANCIAL POSITION

Cash



Bank Borrowings



GEARING RATIO

26%

March, 2022



26%

September, 2022

ROCE

8%



13%

September, 2021

September, 2022

BUSINESS REVIEW & OUTLOOK

Roberto Guidetti
Group CEO

GROWTH & PROFITABILITY IN 1ST HALF 2022/23

- Group revenues +1% in HKD and + 4% on constant currency basis
- Operating Profit at 6% of Revenue. Profit Attributable to Shareholders growth at +332%
- Broad based growth
- Mainland China revenues -1% (+4% in RMB), with profits at HK\$139M
- All other markets up, except Singapore who is evolving its business model
- Core portfolio performing, complemented by on-trend innovation
- Continuing to strengthen organizational talent and processes



OUTLOOK FOR THE BALANCE FY 2022/23

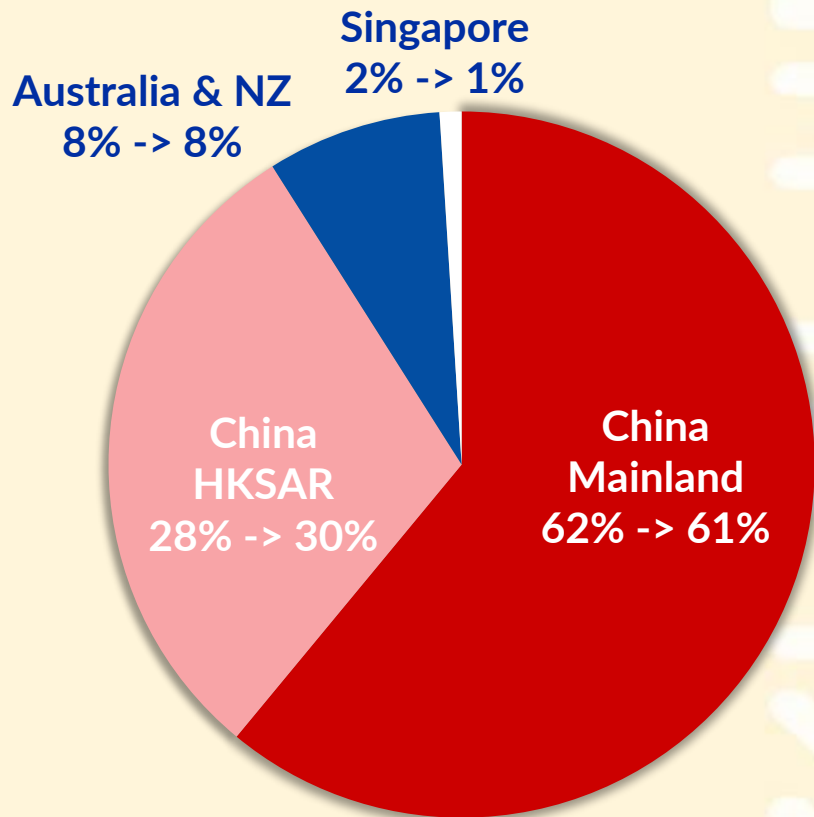
- Sustain revenue growth in second half
- Secure profitability on yearly basis
- Mainland China now growing steadily and profitably vs. same period last year
- In-store execution and geographical expansion gradually improving
- On - trend innovation adding extra scale on both Vitasoy and Vita
- Hong Kong SAR, Australia and Philippines continue to grow
- Singapore to continue scaling up beverages in the context of tofu commoditization
- Confident in our long term growth trajectory as plant-based movement goes mainstream



GROWTH BY GEOGRAPHY – FY2022/23 1st HALF

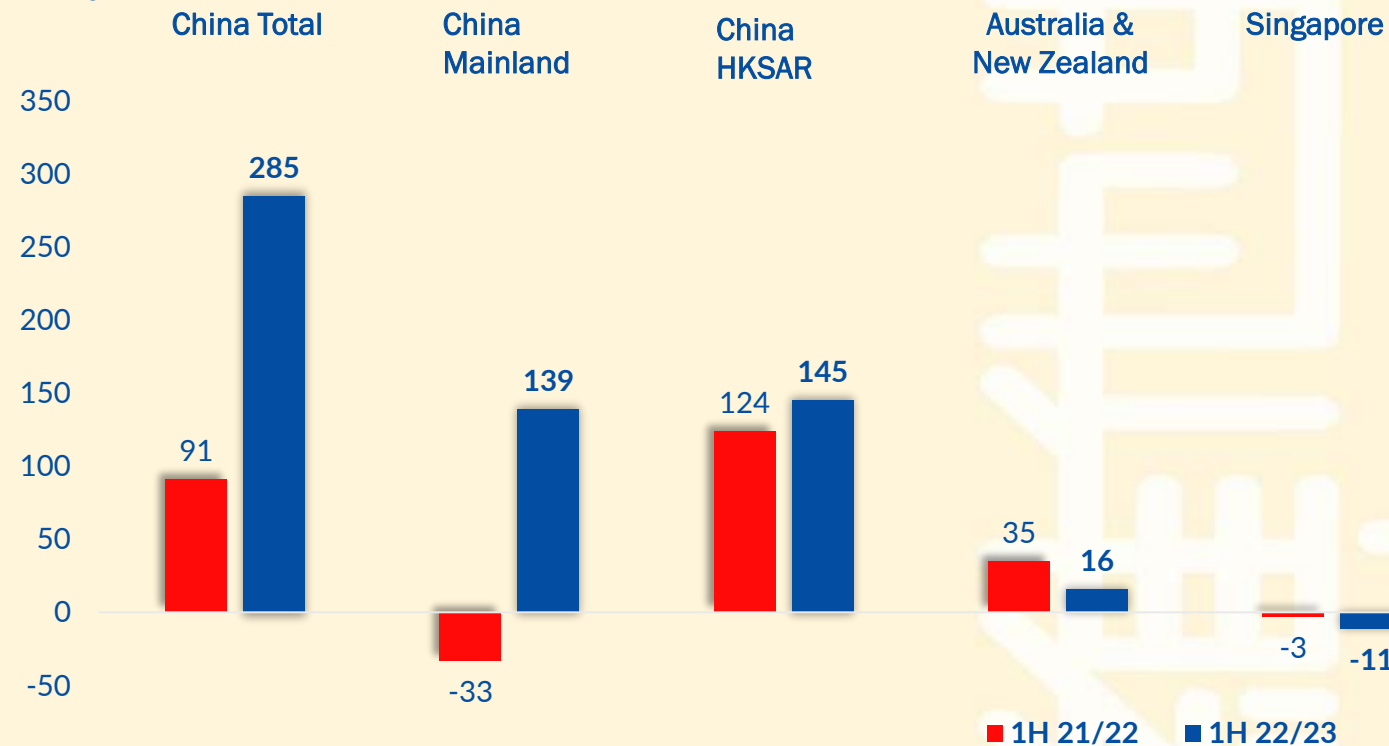
	China Total	China Mainland	China HK SAR	Australia & NZ	Singapore
Revenue					
HKD	+1%	-1%	+6%	Stable	-18%
Local Currency		+4%		+8%	-16%
Operating Profit					
HKD	+211%	n/a	+17%	-53%	-216%
Local Currency		n/a		-50%	-225%

REVENUE BY GEOGRAPHY - FY2022/23 1st HALF YEAR



OPERATING PROFIT BY GEOGRAPHY – 1H FY22/23

HKD Million



CHINA



CHINA TOTAL

REVENUE: HK\$ 3,289M ↑1%

OP : HK\$ 285M ↑211%

CHINA MAINLAND

REVENUE: HK\$ 2,216M ↓1% (RMB
↑4%)

OP : HK\$ 139M n/a



CHINA HK SAR

REVENUE: HK\$1,073M ↑ 6%

OP: HK\$145M ↑17%



CHINA - MAINLAND

REVENUE: HK\$ 2,216M ↓1% (RMB↑4%)

OP: HK\$139M n/a

- Profitable growth across both brands Vitasoy and Vita
- Continuous focus on executing and tracking our new picture of success for continuous productivity improvement
- Multiple co-promotion with food across key occasions



GOING FORWARD

- Sustain focus on execution
- Drive core portfolio, complemented by successful innovations on Oat Milk and Sparkling Tea
- Accelerate geographical availability of both core and trending new items



CHINA, HK SAR

REVENUE: HK\$1,073M ↑6%

OP: HK\$145M ↑17% (↓25% ex. Subsidies)

- Driven growth via equity campaigns and activations
- Accelerated Vitasoy leading position in plant milk via new Vitasoy Fresh Plant+ and expansion of Vitasoy Calci-Plus line via Protein + variant launch
- Additional growth via Vita Fresh Tea



AUSTRALIA & NEW ZEALAND



<p>Org Coconut Yog Van Bean 70 per 100g</p> <p>01 84 822919 00116</p>	<p>Vitasoy Greek Soy Yogurt Plain 450g \$1.29 per 100g</p> <p>5⁸⁰ ea</p> <p>01 02343 230434 02343</p>	<p>Vitasoy Greek Soy Yogurt Vanilla 450g \$1.29 per 100g</p> <p>5⁸⁰ ea</p> <p>01 02350 229911 02350</p>	<p>urt Plain 140g 2⁷⁰ ea</p> <p>01 02305</p>	<p>Vitasoy Greek Soy Yogurt Vanilla 140g \$1.93 per 100g</p> <p>2⁷⁰</p> <p>01 02336 230622 02336</p>	<p>Vitasoy Greek Soy Yogurt Strberry 140g \$1.93 per 100g</p> <p>2⁷⁰</p> <p>01 02312 230157 02312</p>	<p>Vitasoy Greek Soy Yogurt M/p 140g \$1.93 per 100g</p> <p>2⁷⁰</p> <p>01 02329 232038 02329</p>
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AUSTRALIA & NEW ZEALAND

REVENUE: HK\$302M (AU\$↑8%)
OP: HK\$16M ↓53% (AU\$ ↓50%)

- A strong first half with broad based growth across all segments
- Oat milk providing extra growth, sustaining segment leadership
- Continued positive feedback on the “Let’s grow a better world” campaign



INNOVATION – VITASOY YOGURT

- Launches Greek Style Soy Yogurt
- Plain & Fruit varieties
- Encouraging shoppers' feedback. Strong Nutritionist & Dietitian endorsement.



SINGAPORE



維他奶



Vitasoy
The Soy Experts

SINGAPORE

REVENUE: HK\$51M ↓18% (S\$↓16%)

O(L): HK\$(11M) ↓216% (S\$↓225%)

- Tofu category commoditizing behind ever lower pricing
- Reset of business model, to strip down costs on tofu operation and accelerate scale up of local beverages
- Vitasoy Plant + growing in chilled segment



PHILIPPINES

SO DELICIOUS
SO GOOD
FOR YOU!



ASC Ref No. V142N111921VS

維他奶



Vitasoy
The Soy Experts

VITASOY SCALING UP IN THE PHILIPPINES

- Vitasoy sales accelerating, driven by the single-serve business / improved mobility
- Sustained in-home consumption drive, improving associations to key drinking moments
- Expanded the plant milk business thru the launches of ALMOND and OAT milk formats



ASC Ref No. V144N111921VS

PURPOSE DRIVEN GROWTH

Vitasoy International Holdings Ltd.
維他奶國際集團有限公司

NEW CORPORATE WEBSITE COMING SOON ON DEC 1

For investors

We're here to advance the world's transformation towards a sustainable future, through the amazing power of plants.

scroll ↓



IN SUMMARY OUR OUTLOOK

- Sustain revenue growth in second half
- Secure profitability on yearly basis
- Mainland China now growing steadily and profitably vs. same period last year
- In-store execution and geographical expansion gradually improving
- On - trend innovation adding extra scale on both Vitasoy and Vita
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Questions & Answers

