



Interim Results FY2023/24  
21 Nov 2023



# FINANCIAL REVIEW

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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.



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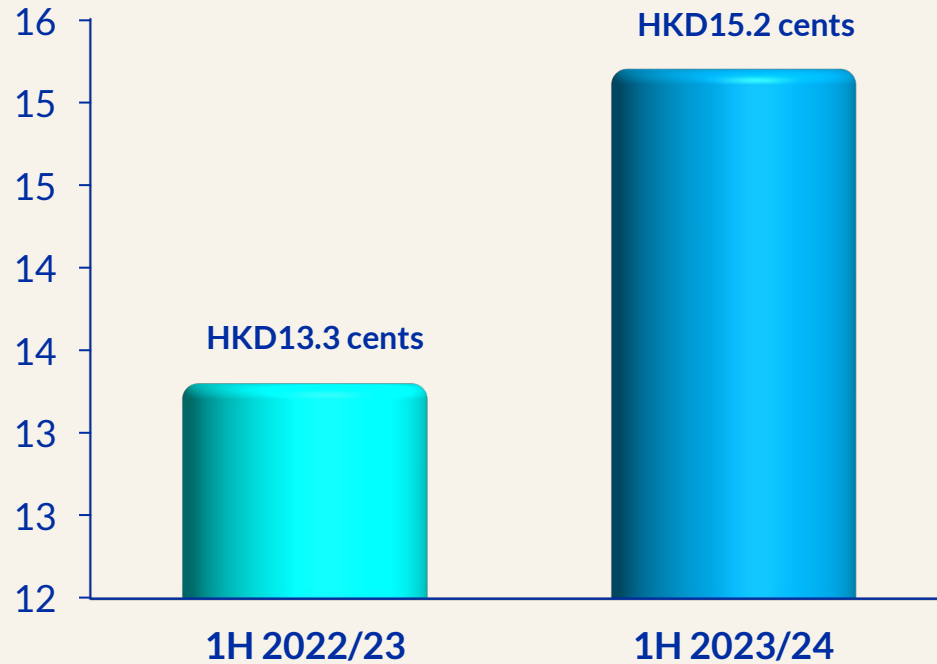
Vitasoy

# FINANCIAL PERFORMANCE

HKD' million	1H 2023/24	YoY	Net of currency impact and COVID-19 related government subsidies
Revenue	3,391	-7%	-3%
Gross profit	1,712	-1%	+3%
GP%	50.5%	+2.8ppt	+2.9ppt
Profit from operations	171	-19%	+15%
EBITDA	422	-11%	+5%
Profit to shareholders	163	+15%	+99%

# BASIC EARNINGS PER SHARE

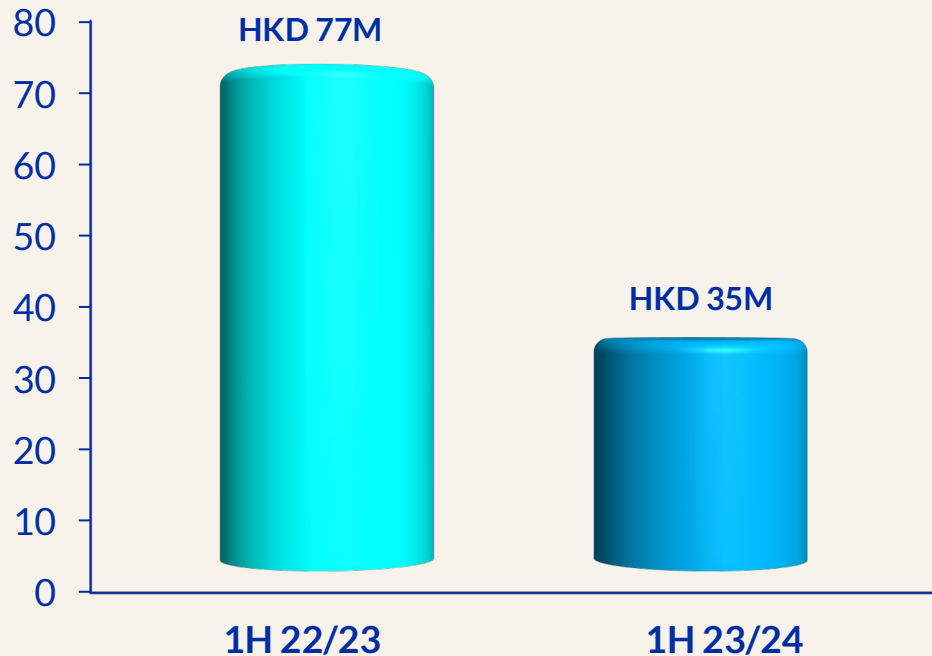
HKD cent



Increased 14%

# CAPITAL EXPENDITURE

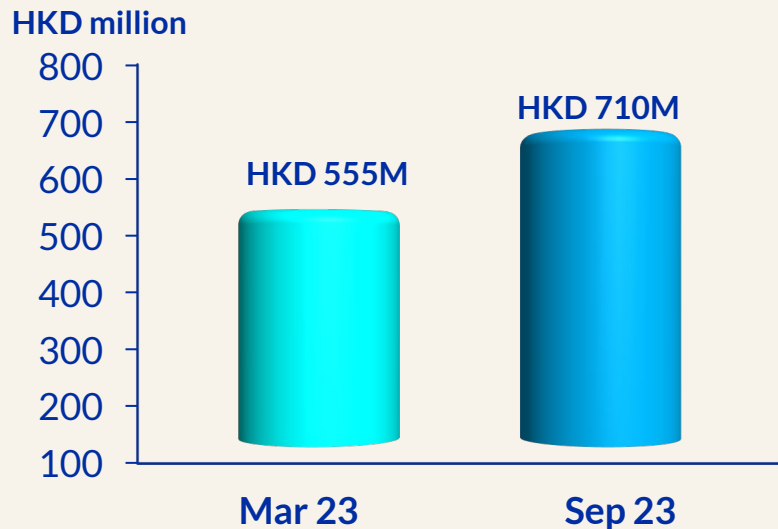
HKD million



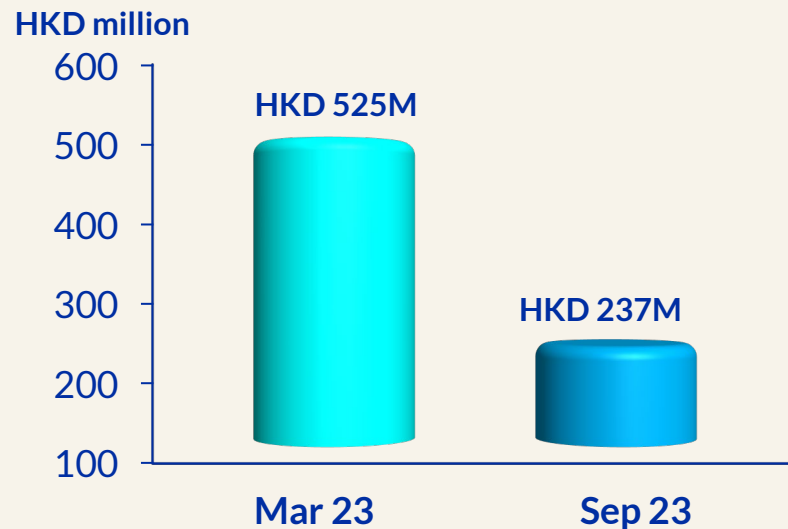
The reduction was mainly due to CAPEX normalization after production line upgrade in previous year

# FINANCIAL POSITION

## Cash



## Bank Borrowings



# KEY RATIOS

	March 2023	September 2023
<b>GEARING</b>	25%	18%
	September 2022	September 2023
<b>ROCE</b>	13%	13%
<b>DIVIDEND</b>	HK1.3¢/share	HK1.4¢/share



# BUSINESS REVIEW & OUTLOOK

**Roberto Guidetti**  
**Group CEO**

# ACCELERATING STRUCTURAL PROFITABILITY

- Net of currency impact and COVID subsidies, OP +15% and Revenues –3%
- This reflects our focus to accelerate target structural profitability achievement
- China improving performance:
  - Mainland China main profit driver, OP at 10% of NSV, +47%\*
  - Hong Kong Operation strong performance
- Australia transit to full ownership, ASEAN growing topline

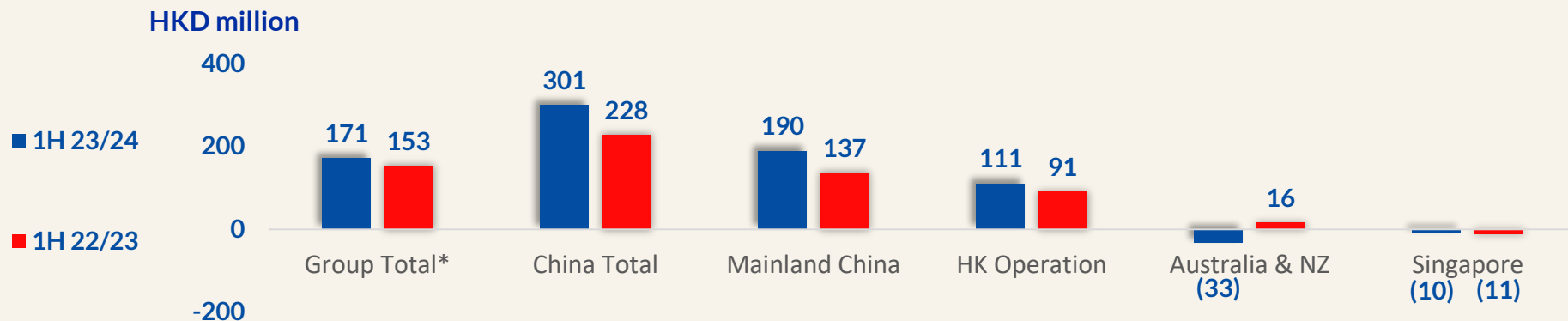
\* Represents variance excluding COVID related government subsidies and currency impact.

# OUTLOOK FOR 2<sup>nd</sup> HALF FY2023/24

- We will aim to achieve two objectives:
  - 1) To increase structural profitability on total Fiscal Year basis
  - 2) To restore revenue growth in 2<sup>nd</sup> half of the Fiscal Year
- Mainland China to increase focus on core products and geographies, whilst reducing costs
- Hong Kong Operation to sustain growth balancing strong core with innovation
- Australia to normalise supply chain and accelerate target cost structure
- ASEAN to sustain topline growth, whilst improving bottom line
- Confident in long-term trajectory but advancing profit vs. revenue growth in short term

# OPERATING PROFIT BY GEOGRAPHY – 1<sup>ST</sup> HALF FY 2023/24

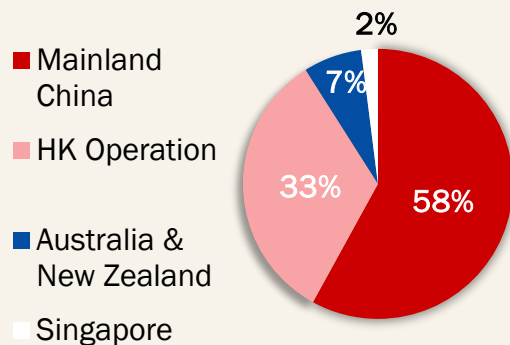
Growth %	Group*	China	Mainland	Hong Kong	Australia	Singapore
	Total	Total	China	Operation	& NZ	
Net of currency	+15%	+37%	+47%	+22%	In Loss	Improved 15%
HKD	+12%	+32%	+39%	+22%	In Loss	Improved 13%



\*Group Total includes corporate and unallocated expenses  
Above figures exclude COVID related government subsidies in 1H 2022/23

# REVENUE BY GEOGRAPHY – 1<sup>ST</sup> HALF FY2023/24

Growth %	Group Total	China Total	Mainland China	Hong Kong Operation	Australia & NZ	Singapore
Net of currency	-3%	-3%	-6%	+4%	-10%	+1%
HKD	-7%	-6%	-11%	+4%	-16%	+4%



	1H 2023/24	1H 2022/23
Mainland China	58%	61%
HK Operation	33%	30%
Australia & NZ	7%	8%
Singapore	2%	1%

CHINA

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Vitasoy

源自黄金种植带  
优质植物蛋白

0胆固醇  
低饱和脂肪

彩虹百搭  
好味道

# CHINA TOTAL

REVENUE: HK\$ 3,083M ↓6% (↓3%\*)

OP : HK\$ 301M ↑5% (↑37%\*)

## MAINLAND CHINA

REVENUE: HK\$ 1,962M ↓11% (↓6%\*)

OP : HK\$ 190M ↑36% (↑47%\*)

## HONG KONG OPERATION

REVENUE: HK\$1,121M ↑4%

OP: HK\$111M ↓24% (↑22%\*)



\*Excluding COVID related government subsidies last interim period and currency impact

# MAINLAND CHINA

REVENUE: HK\$ 1,962M ↓11% (↓6%\*)

OP: HK\$190M ↑36% (↑47%\*)

- Focus on accelerating target structural profitability faster, sales affected by high base in Q2 last year amid price increase in Q3
- Core products under both brands VITASOY and VITA performed solidly
- Encouraging feedback on some of the innovation on VITASOY and VITA Tea



\*Excluding COVID related government subsidies last interim period and currency impact



# GOING FORWARD

- Continue to drive profitability improvement
- Focus on core products and geographies
- Drive selective innovation in strong markets

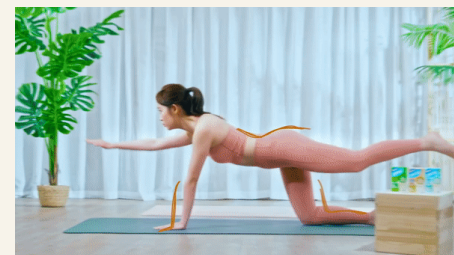


# HONG KONG OPERATION

REVENUE: HK\$1,121M ↑4%

OP: HK\$111 ↓24% ↑22%\*

- Strong momentum from on-the-go consumption behind both core and innovation products
- Core products under both brands VITASOY and VITA performing well whilst new platforms provided additional growth
- Vitaland school business normalised



\*Excluding COVID related government subsidies last interim period

# AUSTRALIA & NEW ZEALAND



# AUSTRALIA & NEW ZEALAND

## REVENUE: HK\$255M ↓16% (↓10%\*)

### O(L): HK\$(33M)

- Revenue affected by temporary manufacturing and logistic issues
- Operating profit affected by high raw material prices, logistic, overhead costs, transition cost and price competitiveness in coffee channel
- Soy and Oat milk sustaining leadership, Yoghurt platform continues to grow



\*Excluding currency impact

# SINGAPORE



# SINGAPORE

REVENUE: HK\$53M ↑4% (↑1%\*)  
O(L): HK\$(10M) IMPROVED 9% (15%\*)

- Continued to optimise local tofu business for profitability
- Implement cost reduction program to support more competitive and new tofu model while continuing to scale up beverages



\*Excluding COVID-19 related subsidies last interim period and currency impact

PHILIPPINES



# VITASOY SCALING UP IN THE PHILIPPINES

- Encouraging growth in both single-serve and multi-serve segments
- New products Milky Almond and Milky Oat driving additional growth
- Gaining market share and brand presence in the plant milk segment





# IN SUMMARY...

- Significant improvement achieved in 1<sup>st</sup> half on driving to target structural profitability
- We will keep this structural profitability focus whilst also restore revenue growth in 2<sup>nd</sup> half
- Mainland China to increase focus on core products and geographies, whilst reducing costs
- Hong Kong Operation to sustain growth balancing strong core with innovation
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Q&A

