

A hand holding a glass Coca-Cola bottle against a vibrant red background. The hand is wearing a red and white striped wristband. The bottle is condensation-covered and has the classic Coca-Cola label. The background is a bright, slightly blurred red fabric or wall. The text is overlaid on the upper half of the image.

FY2020 Results Presentation

China Foods Limited (HK.0506)

Mar 2021

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Agenda

■ **FY2020 Business Performance**

■ **FY2020 Financial Highlights**

■ **2021 Outlook**

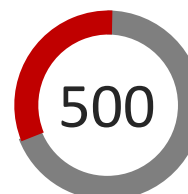


Today's China Foods

COFCO Coca-Cola Beverages Limited, a subsidiary of China Foods Limited.



Established on
April 14th,
2000



By two Fortune
500 companies
COFCO 65%



Provides ~19,000
employments

The Coca-Cola Company 35%

19 bottling plants

19 provincial markets

81% land of China

50% population of Mainland China



Volume
- 2.9%
Vs PY



Revenue
+ 0.4%
Vs PY



Profit for the year
+ 23%
Vs PY



Sales Rep
Over **10K**



Customer Serviced
Almost **1.6M**

To be a total beverage company

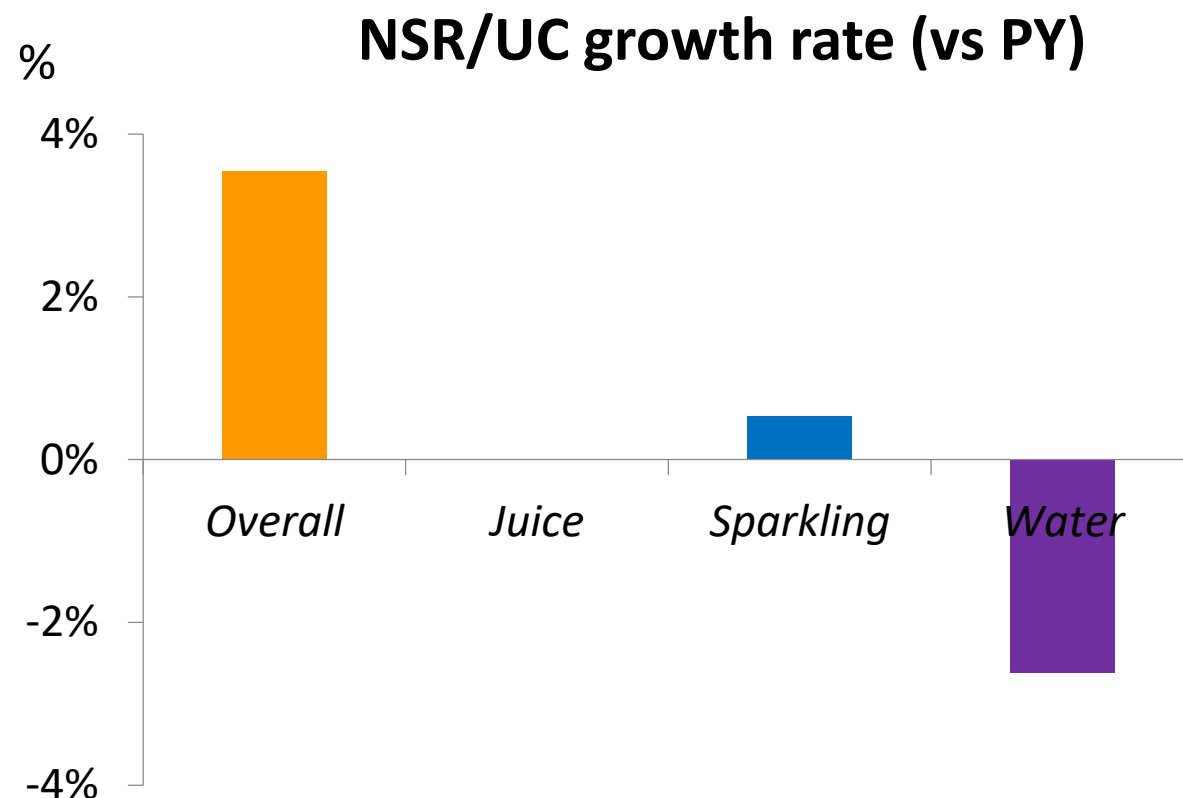
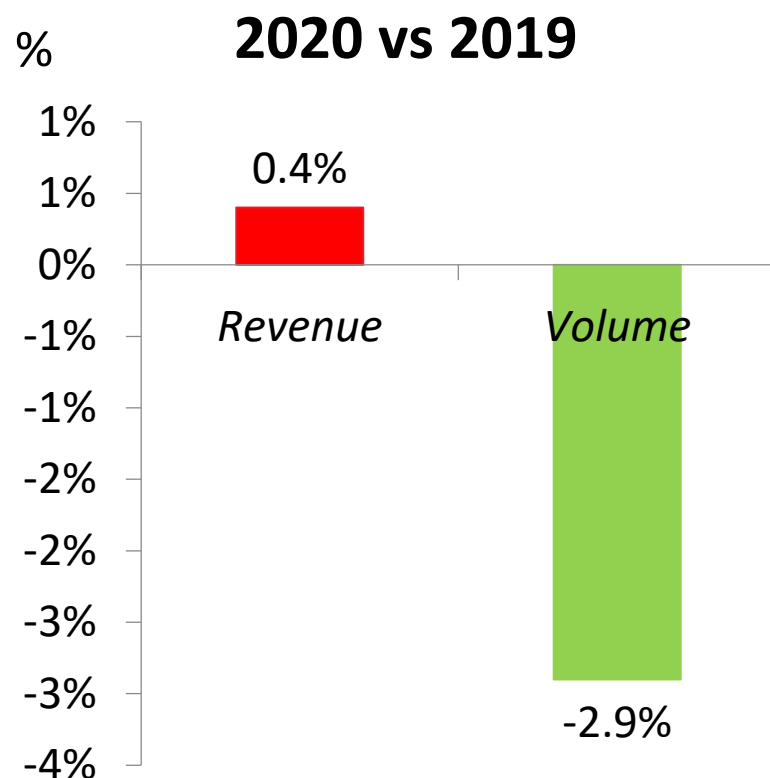
- Rich Portfolio in brands and products: **10** categories, **20** brands



2020 Strategic Framework



2020 Business Results Review – Revenue



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2020 Financial Highlights

RMB million	2020	2019	+/-
Revenue	17,249	17,172	+0.5%
GP	6,825.6	6,274.0	+8.8%
GP ratio	39.6%	36.5%	+3.1ppt
Adjusted EBIT	1,242.7	1,025.2	+21.2%
Adjusted EBIT margin	7.2%	6.0%	+1.2ppt
Adjusted EBITDA	1,817.6	1,544.9	+17.6%
Adjusted EBITDA margin	10.5%	9.0%	+1.5ppt



Sparkling

Volume

GR % vs. PY

+ 3%

Revenue

GR % vs. PY

+ 4%

Value Share

20 DEC. vs. PY

- 0.1%

Expand Choice



New Products



Fanta
Jasmine & Peach/
Chocolate & Banana



Schweppes
Peach & Bitter Lemon



Smart Litchi



Juice

Volume

GR % vs. PY

● - 11%

Revenue

GR % vs. PY

● - 11%

Value Share

20 DEC. vs. PY

● + 0.8%



Expand Choice



New Products



Peach

Hawthorn

Coconut



Packaged water

Volume

GR % vs. PY

● - 12%

Revenue

GR % vs. PY

● - 14%

Value Share

20 DEC. vs. PY

● No change

Household consumption opportunities



New Brand & Products



Fruit Water
Peach & Lemon



Energy Drinks

Volume

GR % vs. PY

+ 2%

Revenue

GR % vs. PY

+ 5%

Focus on key channels



New Product



Dragon Tea (lemon)



Dragon Gold (Classic)





COSTA
COFFEE 嗜!茶

Other Categories'
Development

RTD Coffee

Revenue

GR % vs. PY

● + 136%

RTD Tea

Revenue

GR % vs. PY

● + 94%

New Products



Latte



Americano



Caramel Latte



New Package



New Products



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14th Five-year Plan

High-quality & Sustainable Development

Lean
growth

Balanced
Develop-
ment

Transform
-ation &
Upgrading

Improve
Quality

Enhance
Efficiency

Innovation

System

Openness

Look into the future, transformation and upgrading

- In 2021, China Foods will actively grasp the historical opportunity of consumption upgrading and deepening reform, via optimize the growth momentum, transform the development mode, enhance the competitive advantages, implement the five new development concepts of 'Improve quality, enhance efficiency, innovation, system and openness', deeply implement the three strategies of 'lean growth, balanced development, transformation and upgrading', to achieve high-quality and sustainable development goal.

New Products Launched by Q1 2021

Light Sparkling (SS PET/ Sleek Can)



Chunyue Soda Water



2021
高质量 国际化 防风险

Thanks!