



中国食品有限公司 China Foods Limited

FY2021 Results Presentation

March 2022

2021 市场化 国际化 防风险 高质量

DISCLAIMER



- The information contained in this presentation is intended solely for your personal reference. Such information is subject to change without notice, its accuracy is not guaranteed and it may not contain all material information concerning China Foods Limited (the "Company"). They may not be distributed, reproduced or re-distributed or passed on, directly or indirectly, to any person, in whole or in part, for any purpose. By participating in this presentation, you agree to be bound by the forgoing restrictions. Any failure to comply with these restrictions may constitute a violation of applicable laws and regulations.
- The information contained in this presentation does not constitute or form part of any offer for sale or subscription of or solicitation or invitation of any offer to buy or subscribe for any securities nor shall it or any part of it form the basis for or be relied on in connection with any contract or commitment whatsoever.
- This presentation may contain forward-looking statements. Prospective investors are cautioned that actual results may differ materially from those set forth in any forward-looking statements herein.
- The information contained in these slides herein has not been independently verified. No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of any information or opinion contained herein. The information contained in these slides should be considered in the context of the circumstances prevailing at the time and has not been, and will not be, updated to reflect material developments which may occur after the date of the presentation. None of the Company, or any of their respective directors, officers, employees, agents or advisers shall be in any way responsible for the contents hereof, or shall be liable for any loss arising from use of the information contained in these slides herein or otherwise arising in connection therewith.

Agenda

■ **FY2021 Business Performance**

■ **FY2021 Financial Highlights**

■ **2022 Outlook**

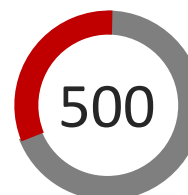
Today's China Foods



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



Established on
April 14th,
2000



By two Fortune
500 companies
COFCO 65%

The Coca-Cola Company 35%



Provides ~19,000
employments

19 bottling plants

19 provincial markets

81% land of China

≈50% population of Mainland

China



Volume

+13%

Vs PY



Revenue

+ 15%

Vs PY



Profit for the year

+ 13%

Vs PY



Sales Rep

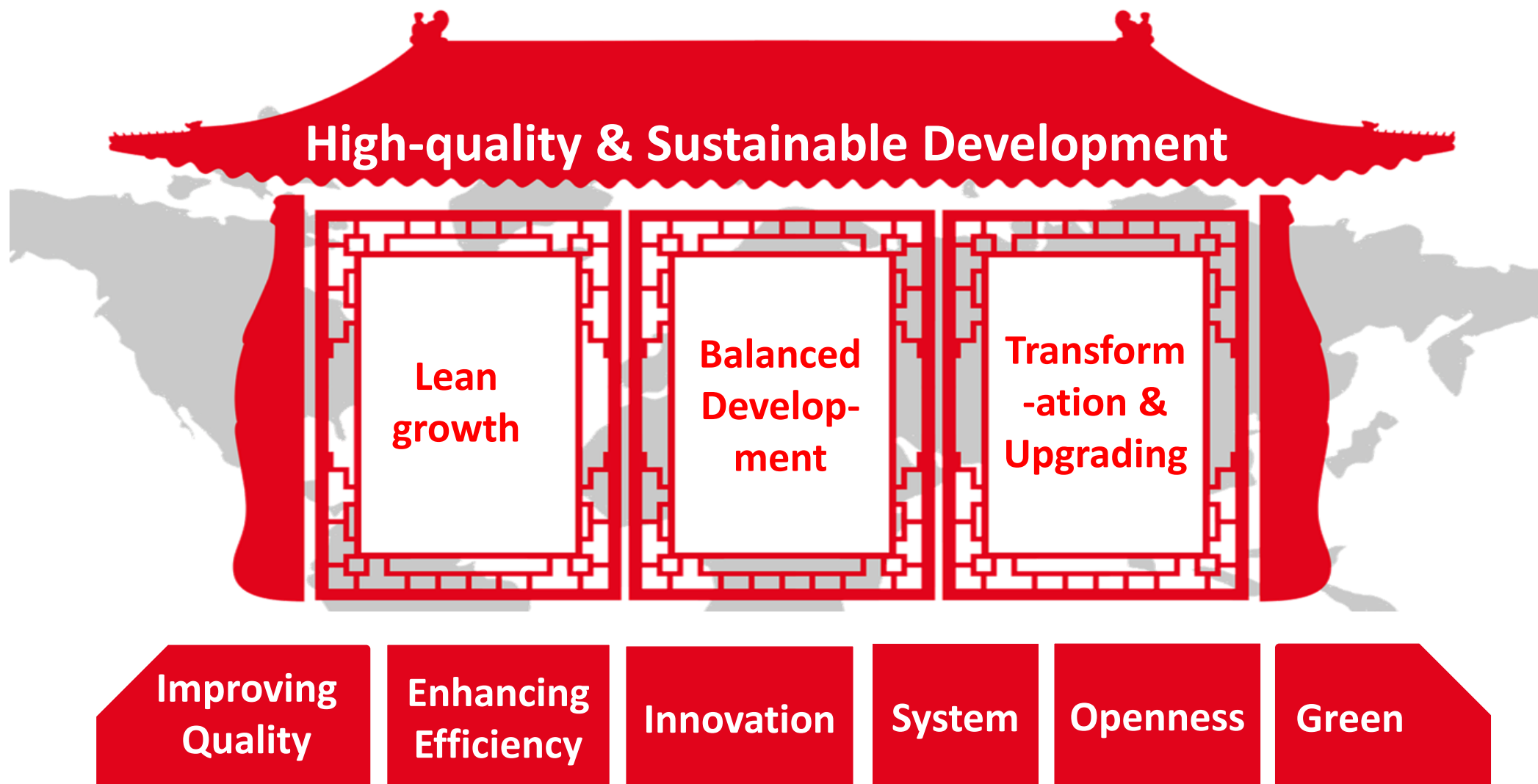
≈ 10K



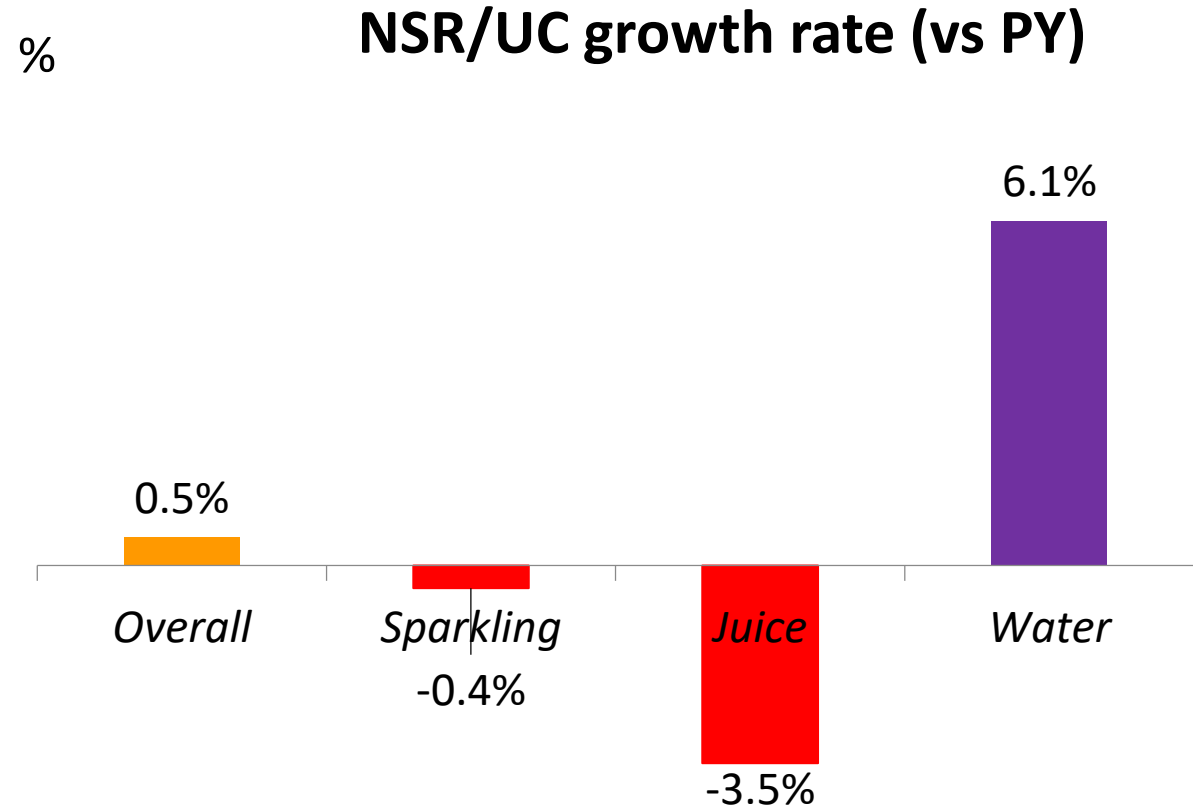
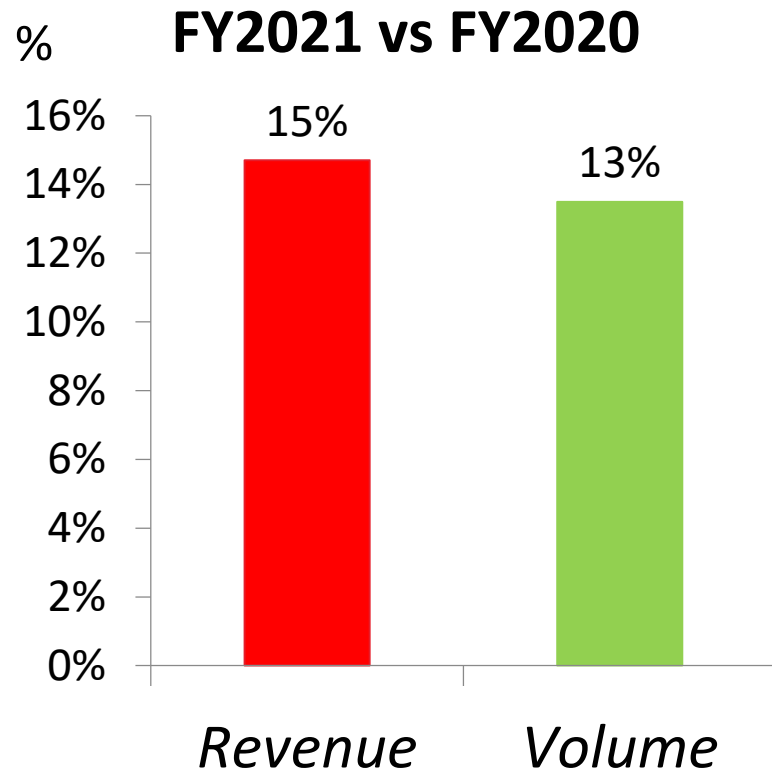
Customer Serviced

> 2M

2022 Strategic Framework



FY2021 Business Results Review



Agenda

 **FY2021 Business Performance**

 **FY2021 Financial Highlights**

 **2022 Outlook**

FY2021 Financial Highlights



RMB million	FY2021	FY2020	+/-
Revenue	19,784	17,249	+14.7%
GP	7,061	6,826	+3.4%
GP ratio	35.7%	39.6%	-3.9ppt
Adjusted EBIT	1,397.9	1,242.7	+12.5%
Adjusted EBIT margin	7.1%	7.2%	-0.1ppt
Adjusted EBITDA	1,990.7	1,789.3	+11.3%
Adjusted EBITDA margin	10.1%	10.4%	-0.3ppt



Sparkling

Volume

GR % vs. PY

+ 15%

Revenue

GR % vs. PY

+ 13%

Expand Choice



New Products



AH!HA!
Peach + Oolong/
Grapefruit + Sea
salt



Juice



Volume

GR % vs. PY



+ 25%

Revenue

GR % vs. PY



+ 23%

Expand Choice



New Products



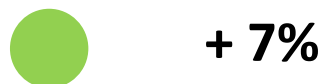


Packaged water



Volume

GR % vs. PY



Revenue

GR % vs. PY



High Potential Products



New Products



COSTA[®]
COFFEE

GEORGIA[®]
始于1975
乔雅

RTD Coffee

Revenue

GR % vs. PY

● + 229%

Volume

GR % vs. PY

● + 252%

New Products



Cold Brew Black
Coffee/ Latte

High Potential Products



Latte



Americano



Caramel Latte

柠檬道®



New Category



Sparkling wine



Signature
lemon



Honey
lemon



Salty
lemon

Agenda

■ **FY2021 Business Performance**

■ **FY2021 Financial Highlights**

■ **2022 Outlook**

New Products Launched in February/March



AH!HA!
Strawberry
White chocolate



Minute Maid
Sparkling



Chun Yue
Fruit Water -
Pineapple

Sprite lemon
mint sugar-
free



Coca-Cola
Starlight



Costa
Milk Tea



2021 *Coca-Cola* |  **中粮**
COFCO
市场化 国际化 防风险 高质量

Thank You