



# 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**

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# 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 14<sup>th</sup>, 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

+13%

Vs PY



Revenue

+15%

Vs PY



Profit for the year

+13%

Vs PY



Sales Rep

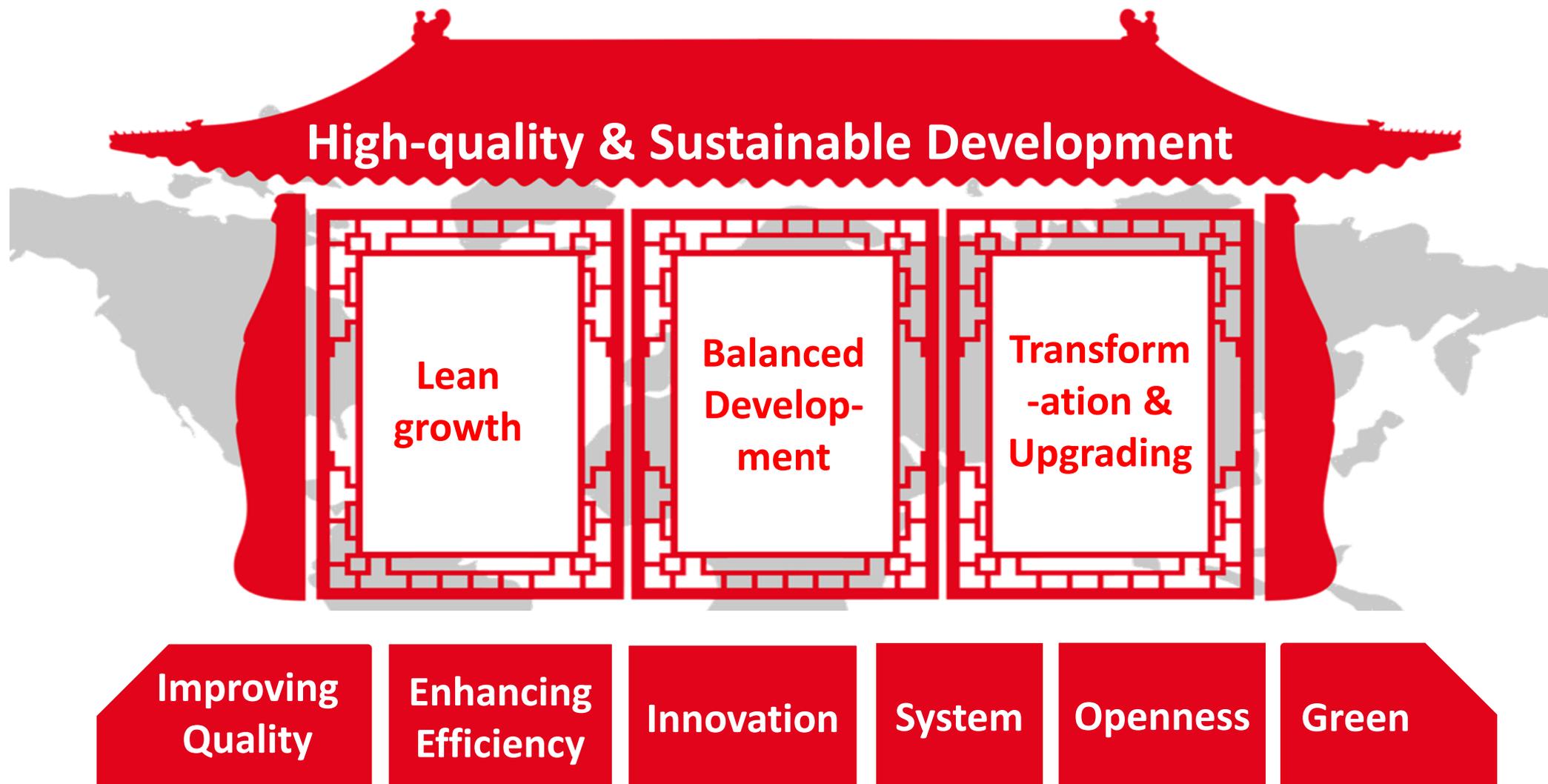
≈ 10K



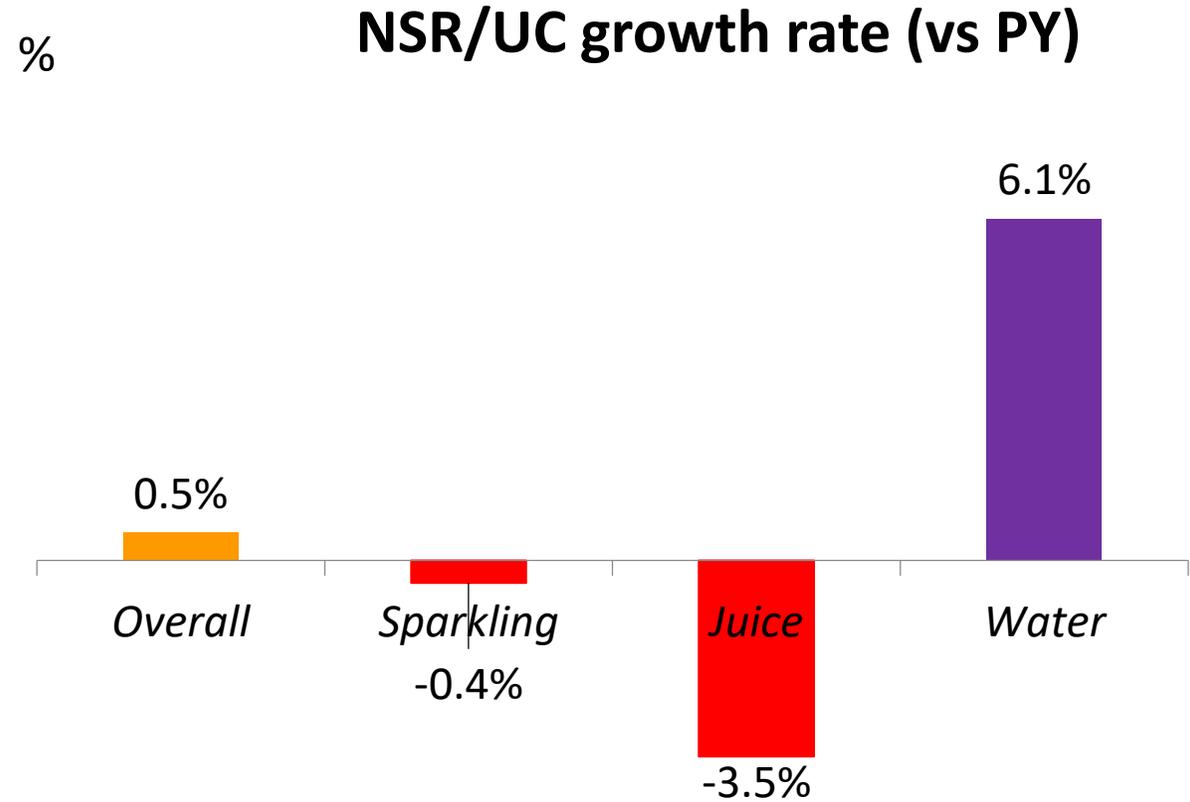
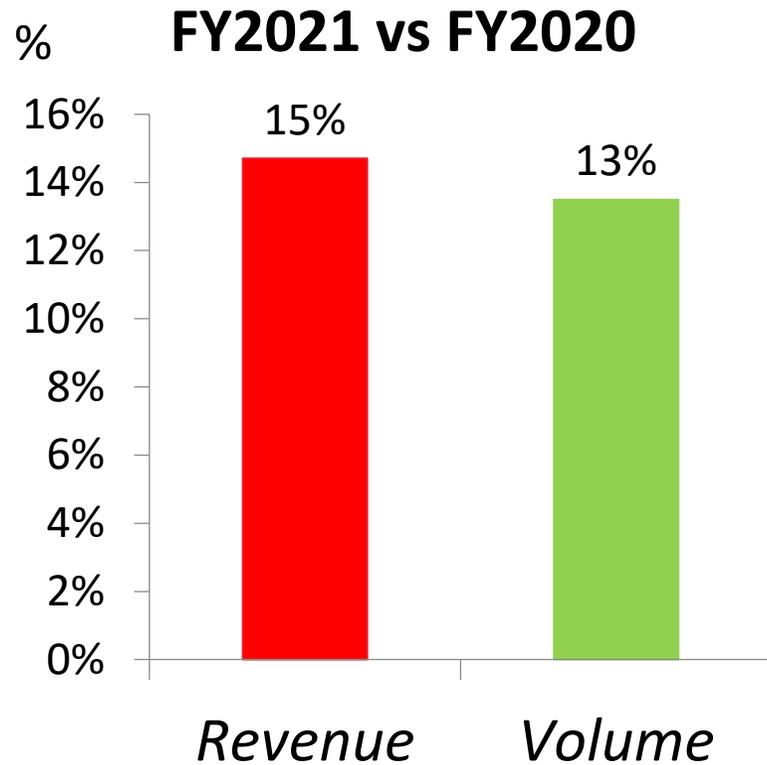
Customer Serviced

> 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

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■ **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