



中国食品有限公司 China Foods Limited

2022 Interim Results Presentation

August 2022

2022 市场化 国际化 防风险 高质量

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Agenda



 **1H2022 Business Performance**

 **1H2022 Financial Highlights**

 **2H2022 Outlook**

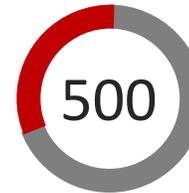
Today's China Foods



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%

20 bottling plants

19 provincial markets

81% land of China

≈50% population of Mainland

China



Volume

-4%

Vs PY



Revenue

+6%

Vs PY



Profit for the period

+18%

Vs PY



Sales Rep

≈ 10K

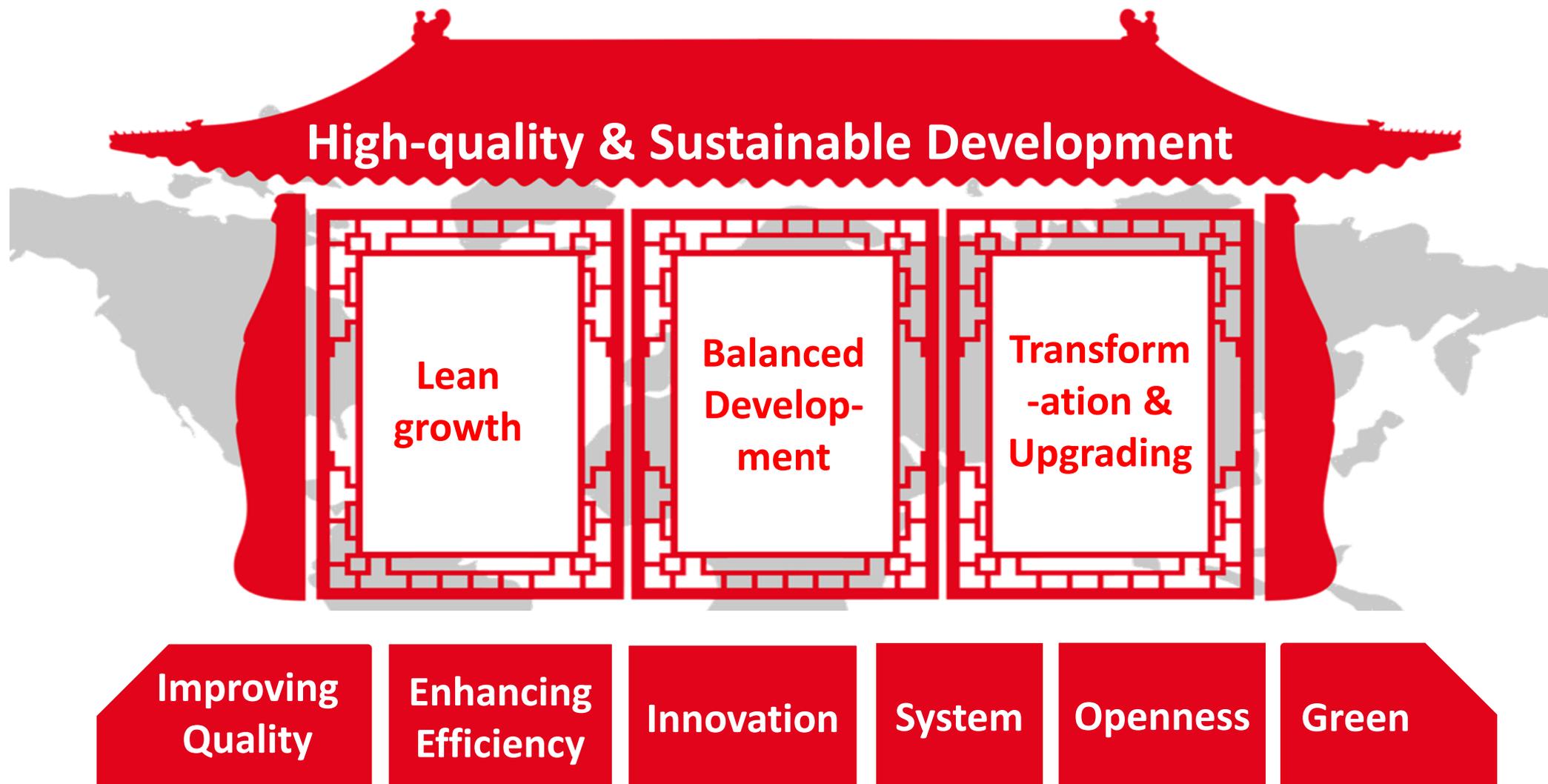


Customer Serviced

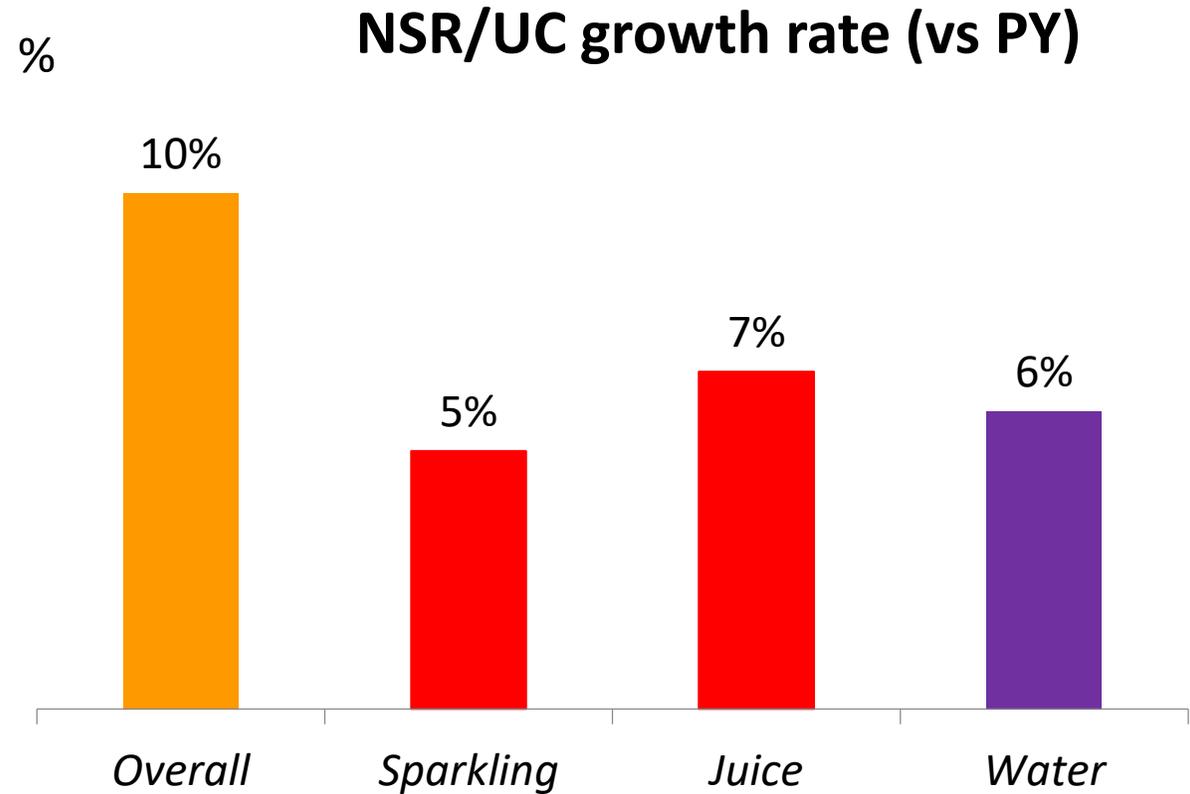
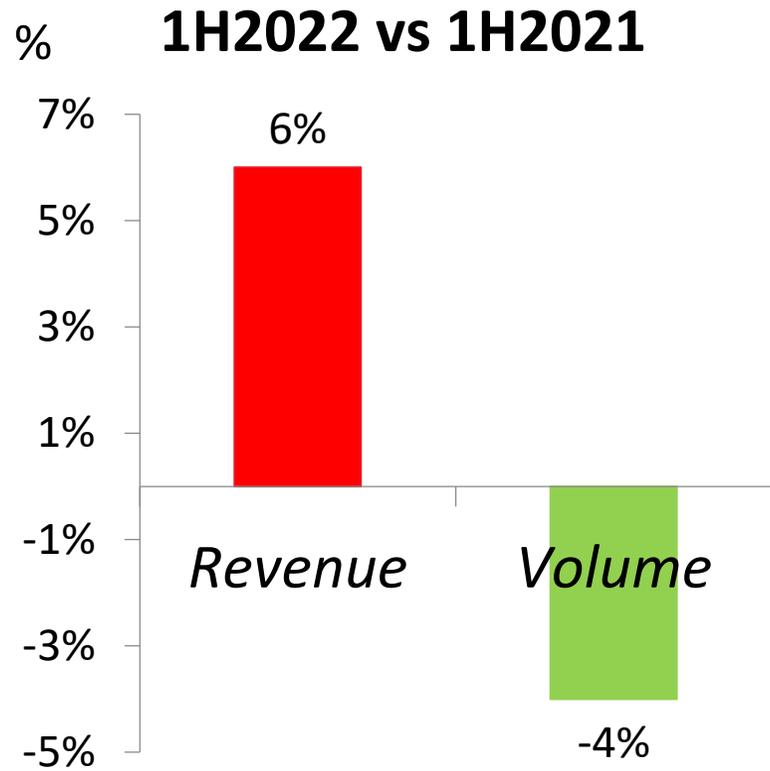
≈ 2.4M

+18%

2022 Strategic Framework



1H2022 Business Results Review



Agenda

- 1H2022 Business Performance
- 1H2022 Financial Highlights
- 2H2022 Outlook



1H2022 Financial Highlights



RMB million	1H2022	1H2021	+/-
Revenue	11,894	11,219	+6%
GP	4,311	4,362	-1%
GP ratio	36.2%	38.9%	-2.7ppt
Adjusted EBIT	1,126.4	934.2	+21%
Adjusted EBIT margin	9.5%	8.3%	+1.2ppt
Adjusted EBITDA	1,460.4	1,171.2	+24%
Adjusted EBITDA margin	12.3%	10.4%	+1.9ppt

Sparkling



Volume

GR % vs. PY

● - 1%

Revenue

GR % vs. PY

● + 5%

Expand Choice

New Products





Juice



Volume

GR % vs. PY



Revenue

GR % vs. PY



Expand Choice

New Products



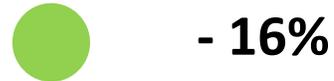


Packaged water



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

+ 11%

Volume

GR % vs. PY

+ 16%

High Potential Products



Cold Brew Black
Coffee/ Latte



Latte



Americano



Caramel Latte



嗜!茶



RTD Tea

Volume

GR % vs. PY

+ 12%

Revenue

GR % vs. PY

+ 109%

New Product



High Potential Products



果汁加气泡 清爽果然到

【美汁源】果汁气泡饮

新品上市

0糖0脂肪



【美汁源】品牌代言人
鹿晗

1H2022 Business Performance

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2H2022 Outlook

New Products Launched in July/August



燕麦拿铁/燕麦摩卡

**Costa
Oat + Coffee**

**Labelless
PET300**



**Minute Maid
Hawthorn juice**

**and more
various multi-
pack...**

2022

Coca-Cola



中粮
COFCO

市场化 国际化 防风险 高质量

Thank You