



# 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**

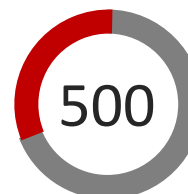
# Today's China Foods



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



Established on  
April 14<sup>th</sup>,  
2000



By two Fortune  
500 companies  
COFCO 65%

The Coca-Cola Company 35%



Provides ~19,000  
employments

**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**

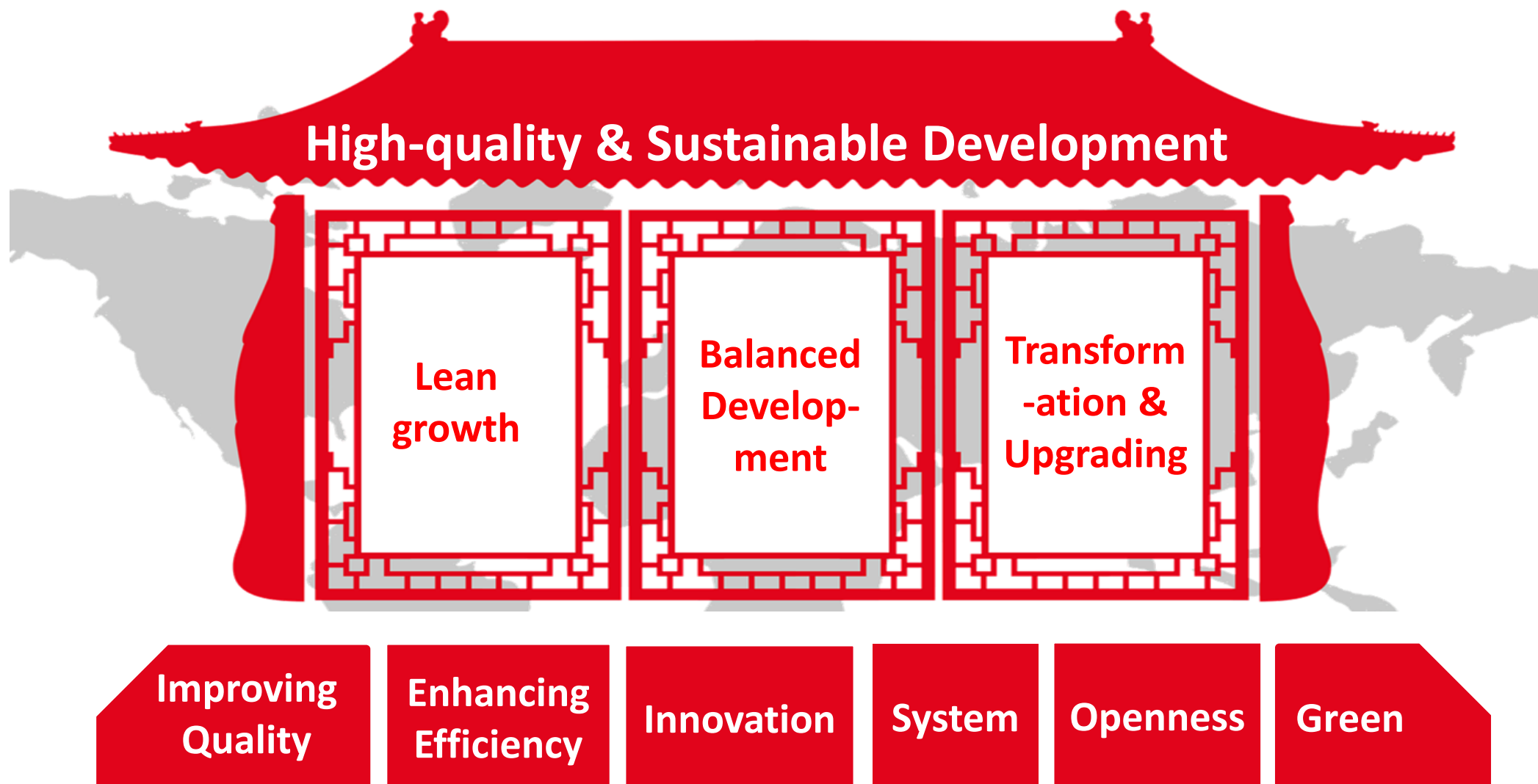


Customer Serviced

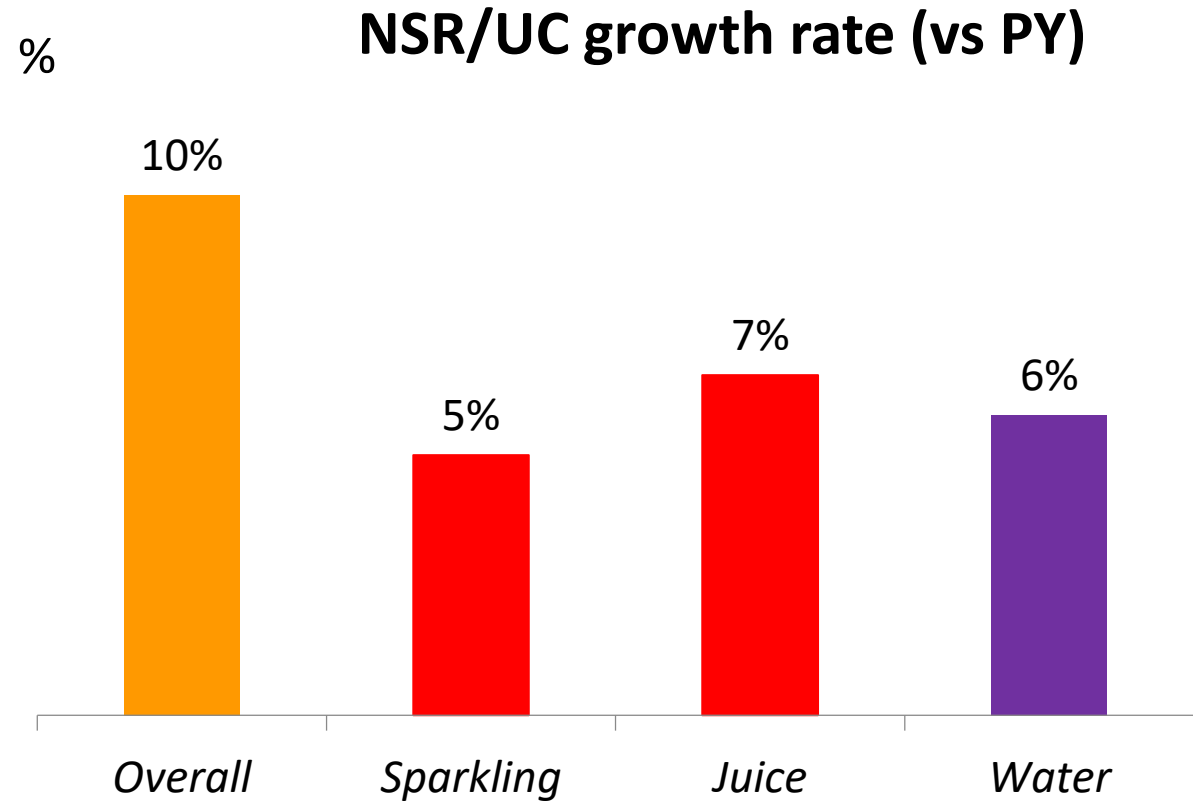
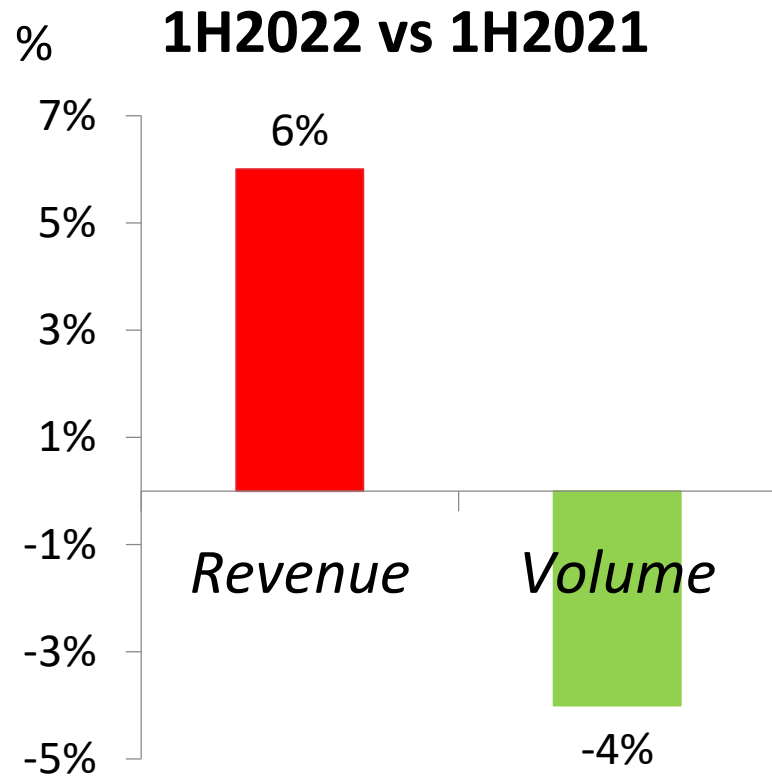
**≈ 2.4M**

**+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

+ 12%

## Revenue

GR % vs. PY

+ 21%

## Expand Choice



## New Products





# Packaged water



## Volume

GR % vs. PY



- 16%

## Revenue

GR % vs. PY



- 10%

## High Potential Products



## New Products



**COSTA**<sup>®</sup>  
COFFEE

**GEORGIA**<sup>®</sup>  
始于1975  
乔雅

RTD Coffee

## Revenue

GR % vs. PY

● + 11%

## Volume

GR % vs. PY

● + 16%

Coca-Cola

中粮  
COFCO

## High Potential Products



Cold Brew Black  
Coffee/ Latte



Latte



Americano



Caramel Latte



嗨!茶



RTD Tea

## Volume

GR % vs. PY

+ 12%

## Revenue

GR % vs. PY

+ 109%

## New Product



## High Potential Products





# Agenda



## 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



■ 1H2022 Business Performance

■ 1H2022 Financial Highlights

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【美汁源】品牌代言人  
鹿晗



# 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