



中国食品有限公司 China Foods Limited

FY2022 Results Presentation

March 2023

2023 市场化 国际化 防风险 高质量

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Agenda



 **FY2022 Business Performance**

 **FY2022 Financial Highlights**

 **FY2022 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

-2%

Vs PY



Revenue

+ 6%

Vs PY

Profit for the year



+ 12.6%

Vs PY



Sales Rep

≈ 10K



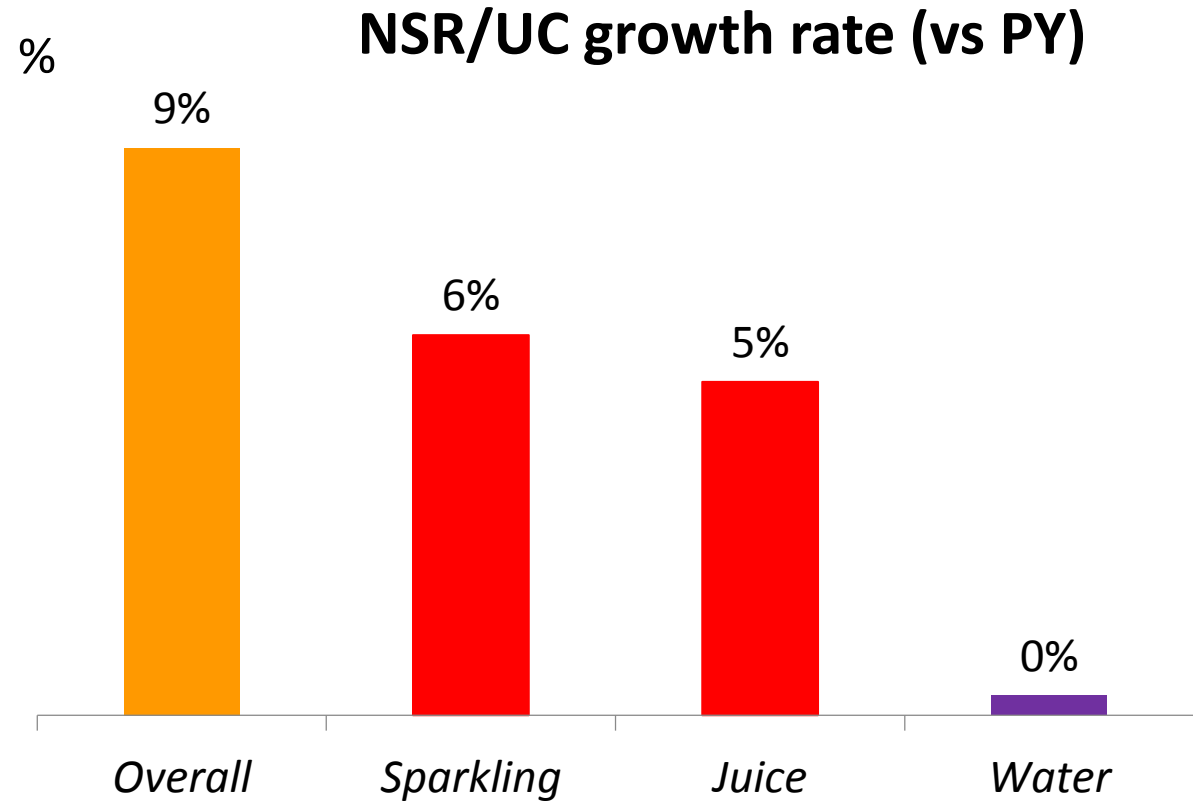
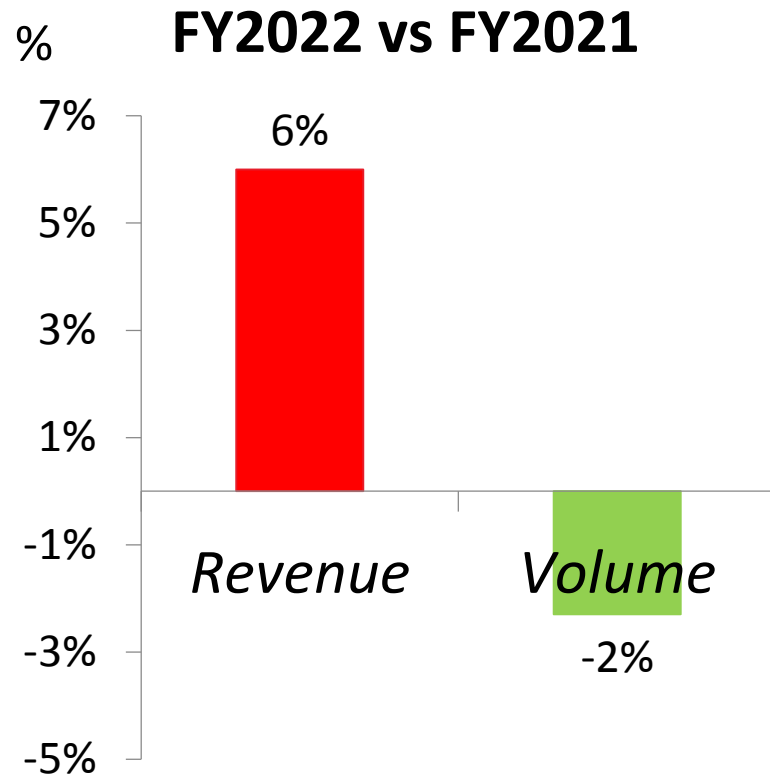
Customer Serviced

≈ 2.6M

+23%

2023 市场化 国际化 防风险 高质量

FY2022 Business Results Review



Agenda

FY2022 Business Performance

FY2022 Financial Highlights

FY2023 Outlook



Coca-Cola



星河漫步 限时登陆

FY2022 Financial Highlights



RMB million	2022	2021	+/-
Revenue	20,967	19,784	+6%
GP	7,498	7,061	+6%
GP ratio	35.8%	35.7%	+0.1ppt
Adjusted EBIT	1,588.0	1,397.9	+13.6%
Adjusted EBIT margin	7.6%	7.1%	+0.5ppt
Adjusted EBITDA	2,301.6	1,998.1	+15.2%
Adjusted EBITDA margin	11.0%	10.1%	+0.9ppt

2023 市场化 国际化 防风险 高质量

Sparkling

Volume

GR % vs. PY

● No change

Revenue

GR % vs. PY

● + 5%



Expand Choice

New Products





Juice



Volume

GR % vs. PY

+ 13%

Revenue

GR % vs. PY

+ 19%

Expand Choice



New Products





Packaged water



Volume

GR % vs. PY



- 11%

Revenue

GR % vs. PY



- 11%

High Potential Products



New Products



COSTA
COFFEE

GEORGIA
始于1975
乔雅

RTD Coffee

Revenue

GR % vs. PY

+ 12%

Volume

GR % vs. PY

+ 16%

New Products



High Potential Products



Cold Brew Black
Coffee/ Latte



Latte



Americano



Caramel Latte



嗨!茶



RTD Tea

Volume

GR % vs. PY

+ 2%

Revenue

GR % vs. PY

+ 74%

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



【美汁源】品牌代言人
鹿晗

■ **FY2022 Business Performance**

■ **FY2022 Financial Highlights**

■ **2023 Outlook**

New Products Launched in March



2023 *Coca-Cola* |  **中粮**
COFCO
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Thank You