



中国食品有限公司 China Foods Limited

2023 Interim Results Presentation

August 2023

2023 市场化 国际化 防风险 高质量

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Agenda



草莓味
全新上市

草莓味
可口可乐

1H2023 Business Performance

1H2023 Financial Highlights

Q&A

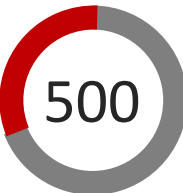
Today's China Foods



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
+5.5%
Vs PY



Revenue
+ 4.7%
Vs PY



Profit for the period
+ 15.6%
Vs PY



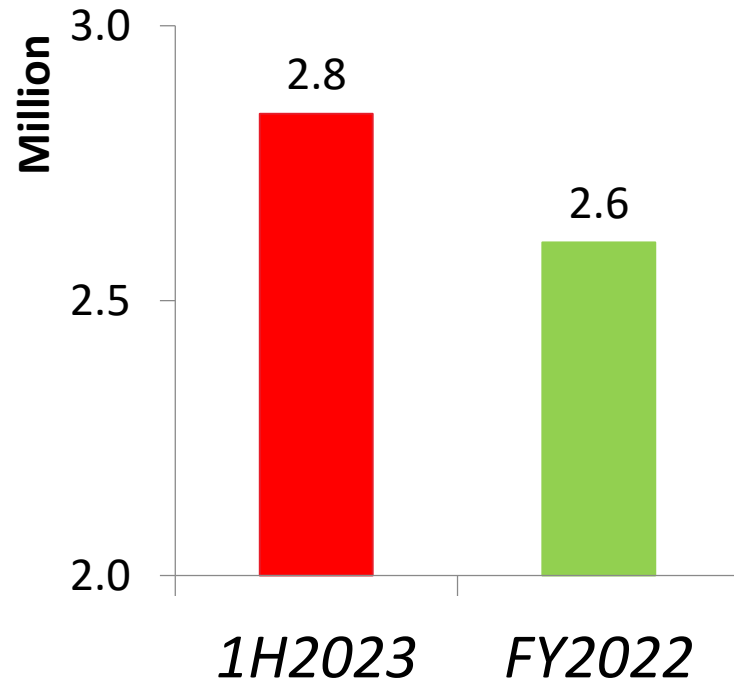
Sales Rep
≈ 10K



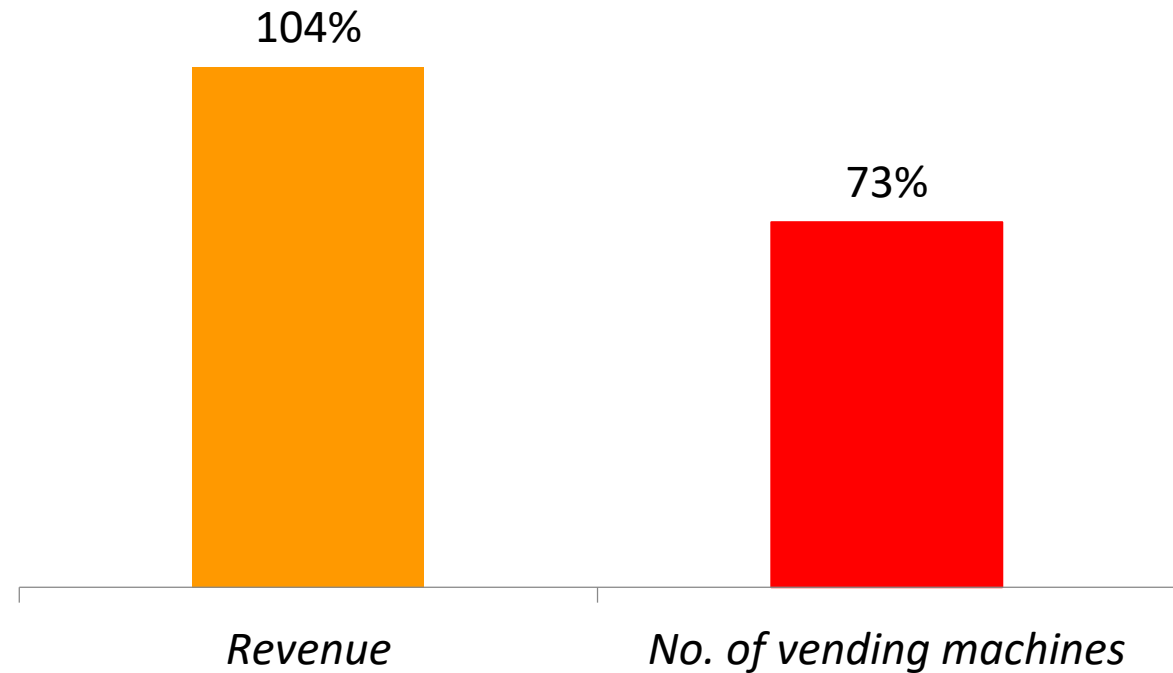
Customer Serviced
≈ 2.8M

1H2023 Business Results Review

No. of customers



Smart retail (1H2023vs 1H2022)



Agenda

■ 1H2023 Business Performance

■ 1H2023 Financial Highlights

■ Q&A



1H2023 Financial Highlights

RMB million	1H2023	1H2022	+/-
Revenue	12,456	11,894	+4.7%
GP	4,418	4,311	+2.5%
GP ratio	35.5%	36.2%	-0.7ppt
Adjusted EBIT	1,329.3	1,156.0	+15.0%
Adjusted EBIT margin	10.7%	9.7%	+1.0ppt
Adjusted EBITDA	1,662.8	1,487.4	+11.8%
Adjusted EBITDA margin	13.4%	12.5%	+0.9ppt



Sparkling

Volume

GR % vs. PY



Revenue

GR % vs. PY



Expand Choice



New Products





Juice



Volume

GR % vs. PY

+ 23%

Revenue

GR % vs. PY

+ 18%

Expand Choice



New Products





Packaged water



Volume

GR % vs. PY



+3%

Revenue

GR % vs. PY



+8%

High Potential Products



New Products



New Product



High Potential Products



Cold Brew Black
Coffee/Latte



Latte Americano



Caramel
Latte



Oat coffee



嗨!茶



High Potential Products

New Product

RTD Tea



Agenda



■ **1H2023 Business Performance**

■ **1H2023 Financial Highlights**

■ **Q&A**



Q&A

2023 *Coca-Cola* |  **中粮**
COFCO
市场化 国际化 防风险 高质量

Thank You