



# 中国食品有限公司 China Foods Limited

## 2024 Interim Results Presentation

August 2024

# DISCLAIMER

- The information contained in this presentation is intended solely for your personal reference. Such information is subject to change without notice, its accuracy is not guaranteed and it may not contain all material information concerning China Foods Limited (the "Company"). They may not be distributed, reproduced or re-distributed or passed on, directly or indirectly, to any person, in whole or in part, for any purpose. By participating in this presentation, you agree to be bound by the forgoing restrictions. Any failure to comply with these restrictions may constitute a violation of applicable laws and regulations.
- The information contained in this presentation does not constitute or form part of any offer for sale or subscription of or solicitation or invitation of any offer to buy or subscribe for any securities nor shall it or any part of it form the basis for or be relied on in connection with any contract or commitment whatsoever.
- This presentation may contain forward-looking statements. Prospective investors are cautioned that actual results may differ materially from those set forth in any forward-looking statements herein.
- The information contained in these slides herein has not been independently verified. No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of any information or opinion contained herein. The information contained in these slides should be considered in the context of the circumstances prevailing at the time and has not been, and will not be, updated to reflect material developments which may occur after the date of the presentation. None of the Company, or any of their respective directors, officers, employees, agents or advisers shall be in any way responsible for the contents hereof, or shall be liable for any loss arising from use of the information contained in these slides herein or otherwise arising in connection therewith.



# Agenda

■ 1H2024 Innovation Business

■ 1H2024 Financial Highlights

■ Q&A



# Innovation Business Review

## Yuexiang Club

Revenue

**+6.3%**

VS.1H2023

Gross profit  
margin

**+2.3%**

VS.1H2023

## Smart retail

Revenue

**+33%**

VS.1H2023

No. of vending  
machines

**+24%**

Jun 2024vs Dec 2023



# Agenda

■ 1H2024 Innovation Business

■ 1H2024 Financial Highlights

■ Q&A



# 1H2024 Financial Highlights

RMB million	1H2024	1H2023	+/-
Revenue	11,335	12,456	-9.0%
GP	3,918	4,418	-11.3%
GP ratio	34.6%	35.5%	-0.9ppt
Adjusted EBIT	1,271.9	1,237.7	+2.8%
Adjusted EBIT margin	11.2%	9.9%	+1.3ppt
Adjusted EBITDA	1,682.5	1,662.8	+1.2%
Adjusted EBITDA margin	14.8%	13.4%	+1.4ppt





# Sparkling

## Revenue

GR % vs. PY

● -8%







# Juice

## Revenue

GR % vs. PY



-14%







# Packaged water



## Revenue

GR % vs. PY

-32%

## High Potential Products



## New Products





RTD Coffee

Revenue

GR % vs. PY



+ 12%

## High Potential Products



Cold Brew Black  
Coffee/Latte

Latte Americano

## New Product





猎兽

Energy Drinks

Revenue  
GR % vs. PY

+ 37%



New Brand



New Product



Passion Fruit Guava

# Agenda

■ 1H2024 Innovation Business

■ 1H2024 Financial Highlights

■ Q&A



# Q&A





Coca-Cola



中粮  
COFCO

谢谢