



中国食品有限公司
China Foods Limited
FY2024 Results Presentation

March 2025

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Agenda

■ **FY2024 Innovation Business**

■ **FY2024 Financial Highlights**

■ **Q&A**



Innovation Business Review

Smart Retail

Revenue

+45.7%

VS.2023

No. of vending machines

+44%

VS.2023



Innovation Business Review

Yuexiang Club

Revenue

+16%
VS.2023

No. of members

+9%
VS.2023



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FY2024 Financial Highlights

RMB million	2024	2023	+/-
Revenue	21,492	21,446	+0.2%
GP	8,121	7,544	+7.6%
GP ratio	37.8%	35.2%	+2.6ppt
Adjusted EBIT	1,865.9	1,757.4	+6.2%
Adjusted EBIT margin	8.7%	8.2%	+0.5ppt
Adjusted EBITDA	2,722.4	2,607.1	+4.4%
Adjusted EBITDA margin	12.7%	12.2%	+0.5ppt





Sparkling

Revenue

GR % vs. PY

● +2.5%





Juice

Revenue

GR % vs. PY

● -7.5%



冰露

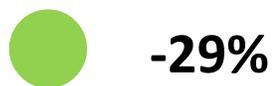
纯悦

悦活
Lohas

Packaged water

Revenue

GR % vs. PY



High Potential Products



New Products



RTD Coffee

Revenue
GR % vs. PY

 -2%

High Potential Products



Cold Brew Black
Coffee/Latte

Latte Americano

New Product





Energy Drinks

猎兽

Revenue

GR % vs. PY

+ 38%

New Brand



New Product



Passion Fruit Guava



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Q&A



