



中粮
COFCO

China Foods Limited 中国食品有限公司

FY2025 Results Presentation

March 2026

2026 重塑你我 鼎胜未来

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Agenda

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**FY2025 Financial
Highlights**

02

**FY2025 Business
Review**

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Strategic Outlook

04

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FY2025 Financial Highlights

2025: Steady Growth in Performance, Profit Hits a New Record High



22.07B

Revenue

Steady Growth +2.7% YOY



1.98B

YoY Profit Growth

A New Record High +6% YOY




+2.8%


Sales Volume Growth


Driven by Core Products


Business Overview & Strategic Positioning

Market Coverage

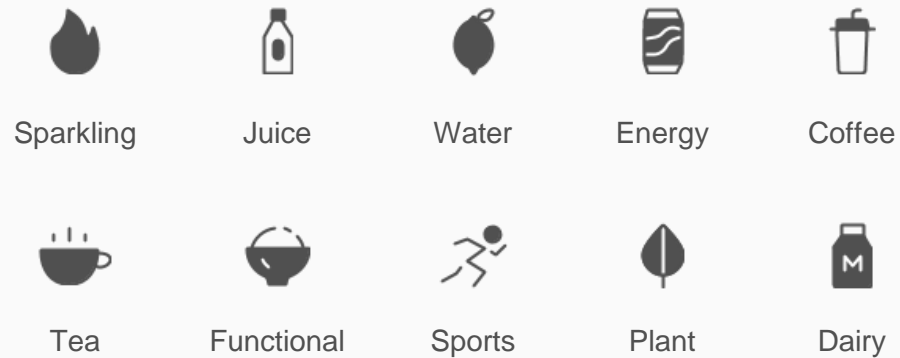
 **19 Provinces**
Regional Presence

 **10 Categories**
Product Diversity

 **25 Brands**
Strong Portfolio

 **400+ Cities**
Wide Reach

Product Portfolio



'Reshape' Strategic Initiatives

-  1. Product
-  2. Channel
-  3. Value Chain
-  4. Supply
-  5. Org. Structure
-  6. Culture
-  7. Belief

Six Core Business Principles



Our Vision

To become a world-class food and beverage group

Business Review - COFCO Coca-Cola

Sparkling: Consolidating Market Leadership, Leading the Sugar-Free Trend



ASP (Avg. Selling Price)

+1.8% vs. PY

Pricing strategy steadily improved driving revenue growth, reflecting our strong market position.



Total Revenue

+1.9%



No Sugar Series

+9.4%



Can Products

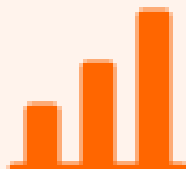
+4.7%



COKE
Brand Growth

+6.3%

Juice: Reinventing Classic IP, Stimulating Category Vitality



Revenue Performance

GR % vs. PY -3.4%

Affected by short-term market pressure
but stabilized by new launches



Minute Maid
& Qoo



Second Brand: Qoo

Huge success after relaunch



+150 Million Revenue

Incremental contribution



Peach

Second flavour expansion

Packaged Water: Strategic Adjustment Drives Double-digit Growth



Overall Revenue Growth

+4.3%

GR % vs. PY (Gross Revenue)
Star Performer Category



Ice dew & Chun Yue
(Mainstream)

Revenue **+13%**

Volume **+27%**

Strong Volume Surge



Lohas
(Premium)

Revenue **+17%**

Volume **+21%**

Energy Drinks: Core Brand Erupts, Multi-brand Synergy



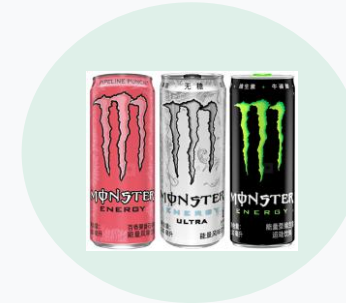
Total Revenue Growth

GR % vs. PY +28%



ASP Growth

GR % vs. PY +3.3%



Monster Energy (Core Driver)

Revenue +40%

Volume +44%

Two brands work synergistically to achieve full coverage of the 'high-end + mass' market

Business Review - COFCO Zhishang (Smart Retail)



+92%

YOY

Revenue from non Coca-Cola products



+49%

YOY

No. of vending machines



+1,062

YOY

Total SKU

Business Review - Yuexiang Club (New Retail)



Yuexiang Club
New Retail Membership System



+441%

Non Coca-Cola Product Sales
YoY Growth
Diversified product strategy effective



+36%

Member Base Growth
YoY Growth
Increased user stickiness & loyalty

Digital Transformation & Supply Chain Excellence



Smart Factory

- Shaanxi Smart Factory Operation
- Automation & IT Integration
- Real-time Monitoring & Efficiency



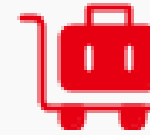
Full-Chain Digitalization

- Smart Marketing Strategy
- Smart Supply Chain Optimization
- Smart Operations Management



Data Assetization

- 1st Food SOE to achieve assetization
- COFCO Liang pin Club launched
- Full-channel member integration



Supply Chain Integration

- Focus on Beijing-Tianjin-Hebei
- Procurement Synergy & Logistics
- Cost Management Optimization

Digital Vision: Restructuring processes with digital/AI, enhancing intelligent decision-making, and creating a digital intelligence benchmark for the industry.

2026 Strategic Outlook



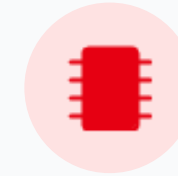
Diversified Growth

Core Beverage
Platform Business
Health Food



Multi-dimensional Innovation

Product Innovation
Channel Innovation
Model Innovation



Digital Intelligence

AI Technology
Smart Decision
Ecosystem



Health Trend

Sugar-Free/Functional Drinks



Policy Support

'15th Five-Year Plan'



Market Size

Q & A

Investors and media friends are welcome to ask questions. We will answer them one by one regarding our performance and future strategic planning.

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谢谢