

Vinda International Holdings Limited

(Incorporated in the Cayman Islands with limited liability)

(Stock code: 3331)



2017Q3 Results Investor Presentation

Healthy Lifestyle
Starts with Vinda



Financial Highlights

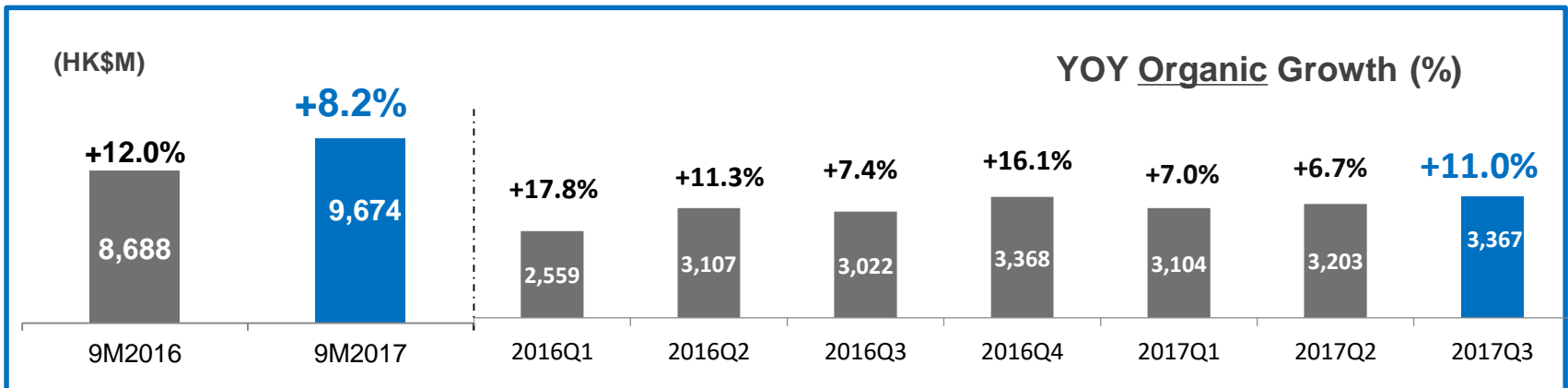
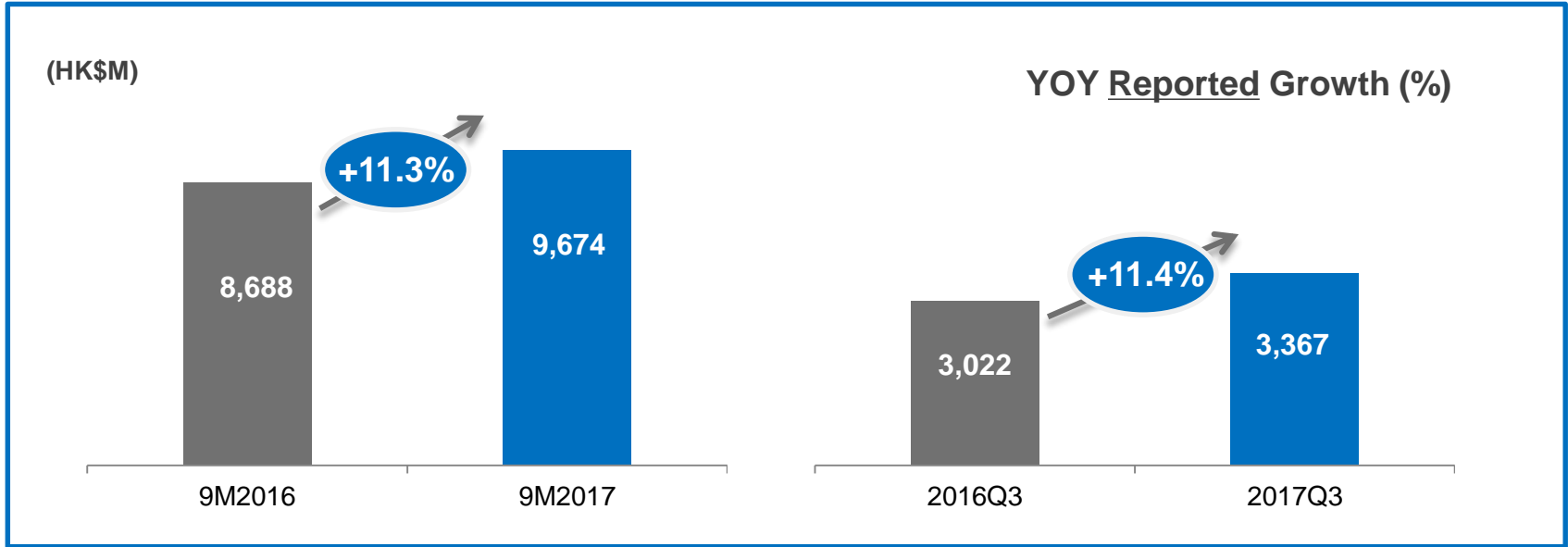


(HK\$M)	9M2017	9M2016	YOY	3Q2017	3Q2016	YOY
Revenue	9,674	8,688	+11.3%	3,367	3,022	+11.4%
<i>Organic growth</i>	<i>8.2%</i>	<i>12.0%</i>		<i>11.0%</i>	<i>7.4%</i>	
Gross profit	2,935	2,726	+7.7%	1,009	954	+5.8%
<i>Gross margin</i>	<i>30.3%</i>	<i>31.4%</i>	<i>-1.1pps</i>	<i>30.0%</i>	<i>31.6%</i>	<i>-1.6pps</i>
Operating profit	759	746	+1.8%	250	231	+8.2%
<i>Operating margin</i>	<i>7.8%</i>	<i>8.6%</i>	<i>-0.8pps</i>	<i>7.4%</i>	<i>7.7%</i>	<i>-0.3pps</i>
EBITDA	1,353	1,239	+9.2%	460	409	+12.5%
<i>EBITDA margin</i>	<i>14.0%</i>	<i>14.3%</i>	<i>-0.3pps</i>	<i>13.7%</i>	<i>13.5%</i>	<i>+0.2pps</i>

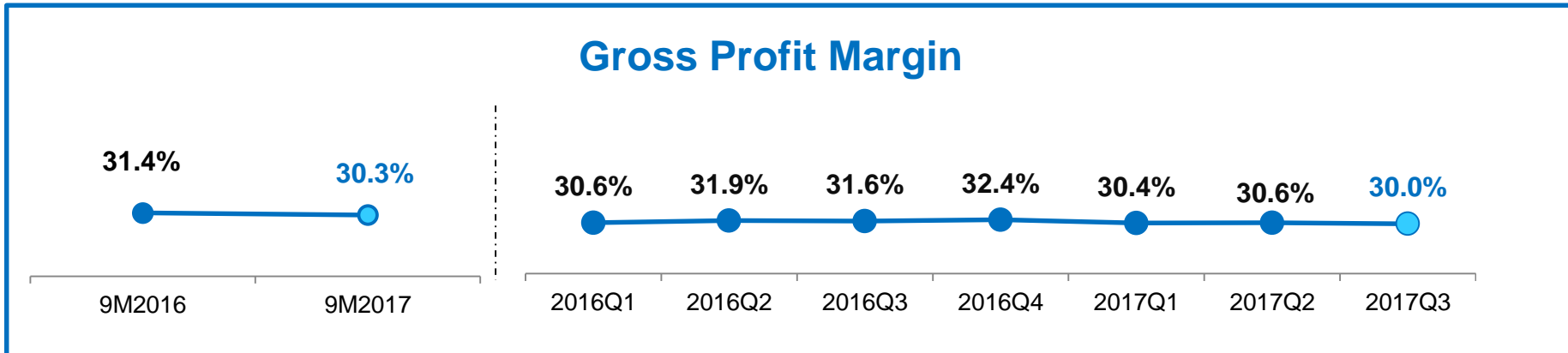
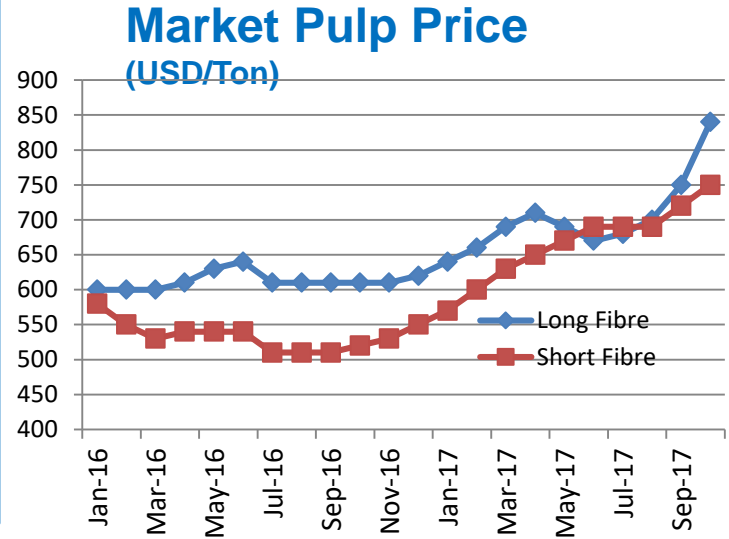
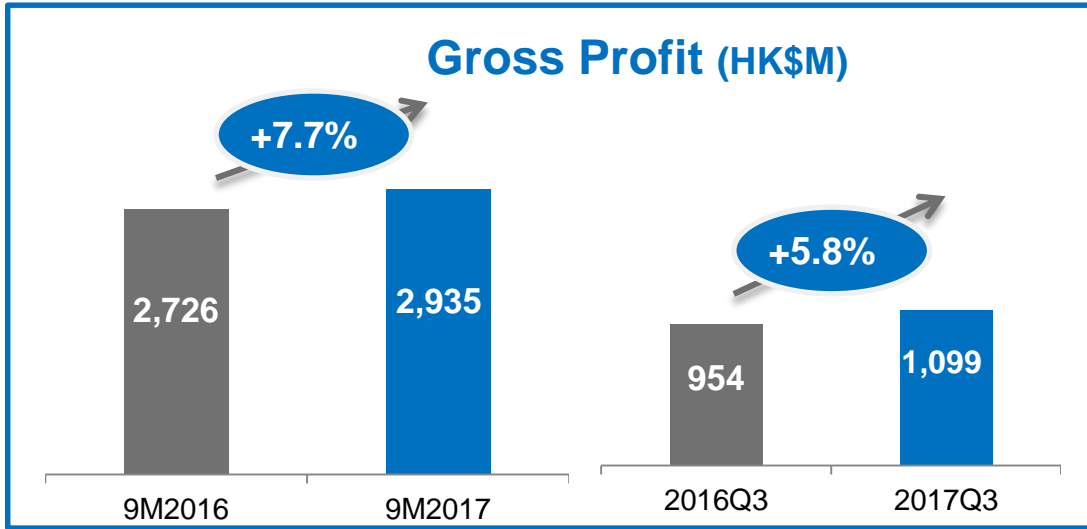
(HK\$M)	9M2017	9M2016
Total foreign exchange gain/ (loss)	(17)	(18)

3Q2017	3Q2016
5	(4)

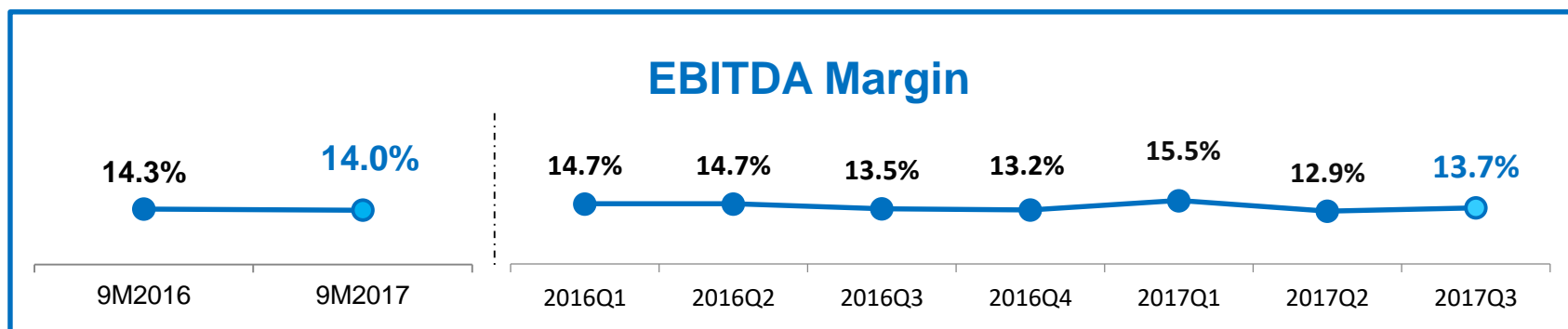
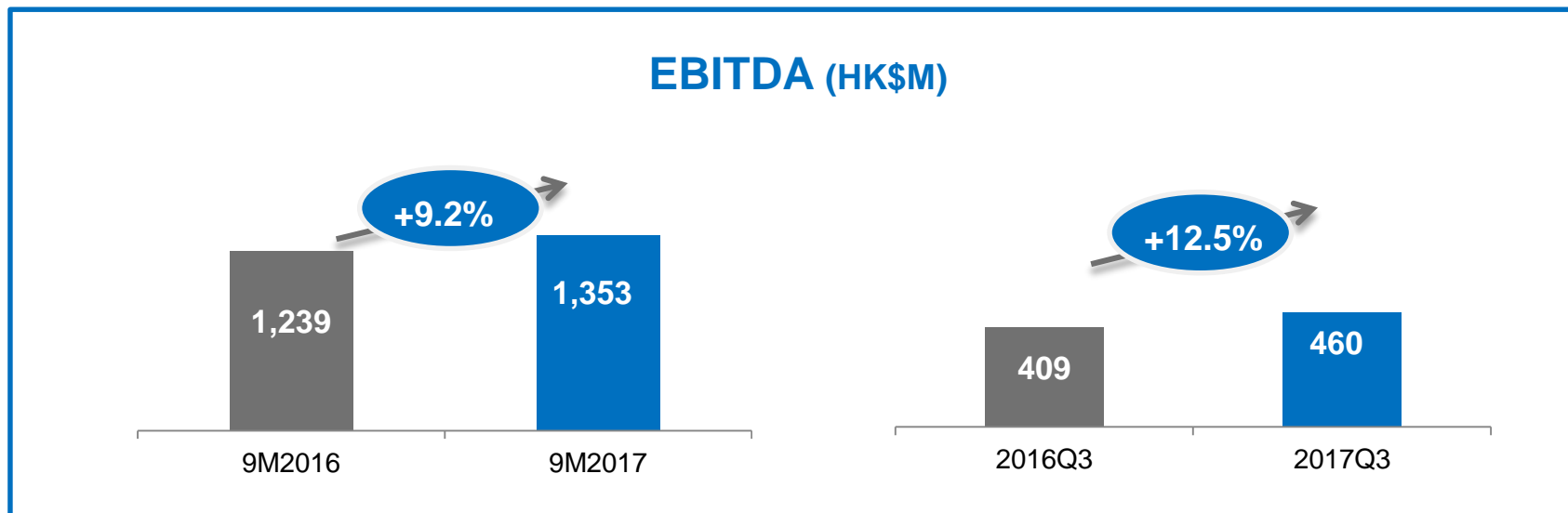
Revenue



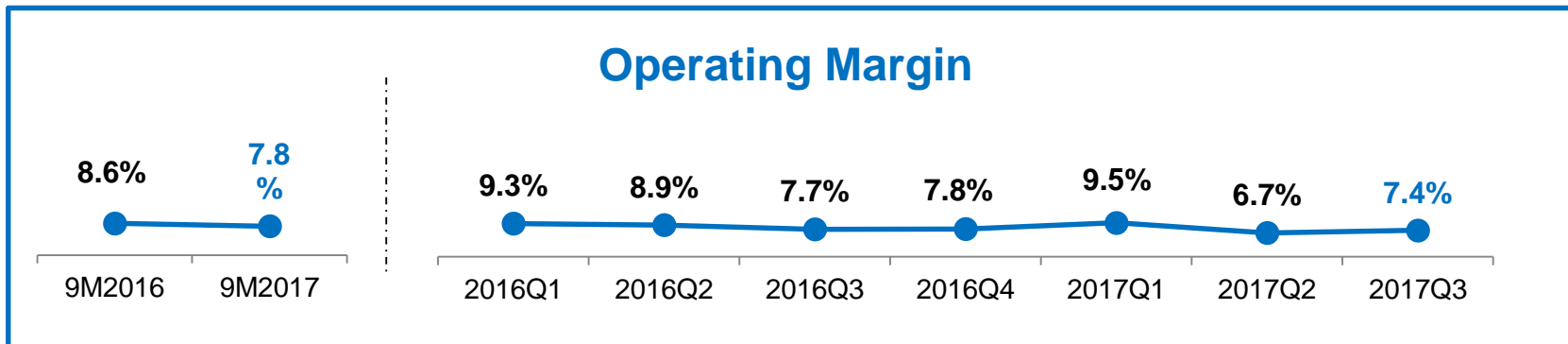
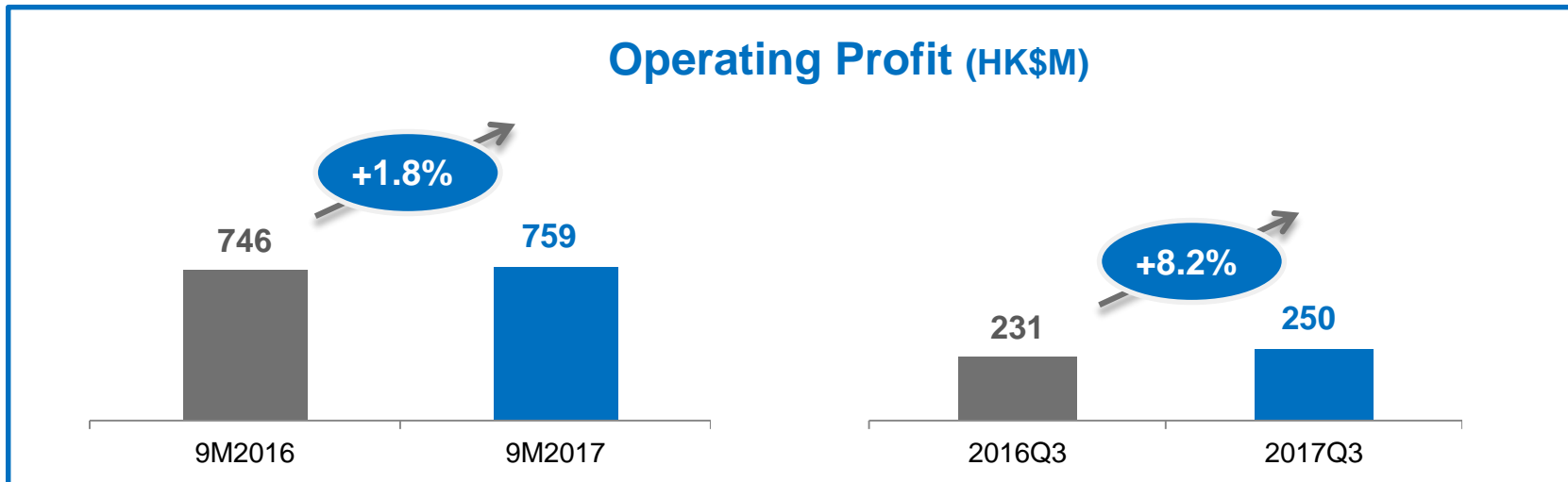
Gross Profit



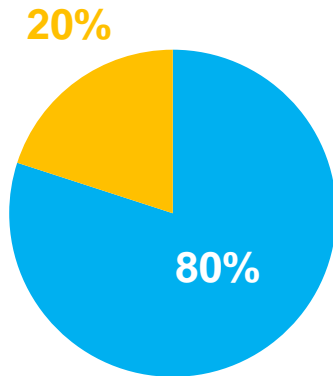
EBITDA



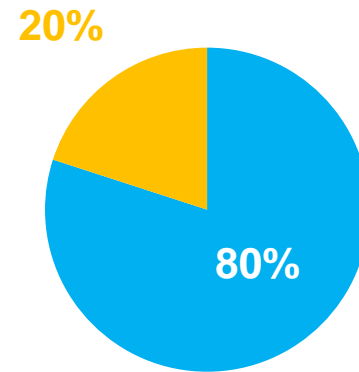
Operating Profit



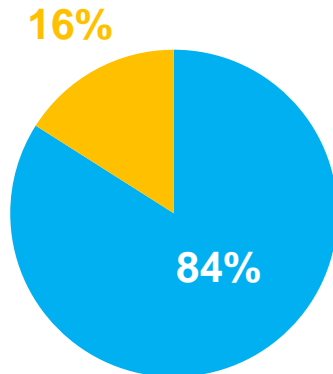
Revenue by Business Segment



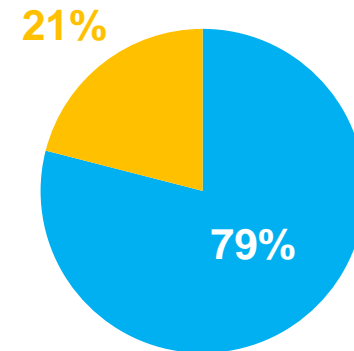
9M2017



2017Q3



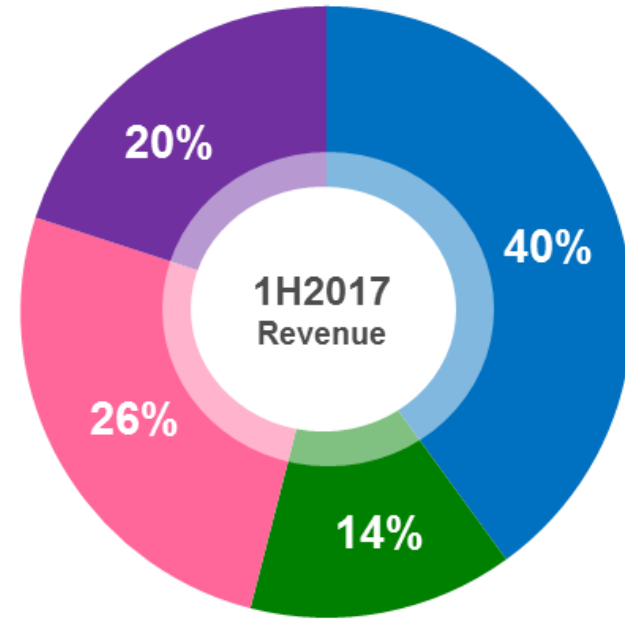
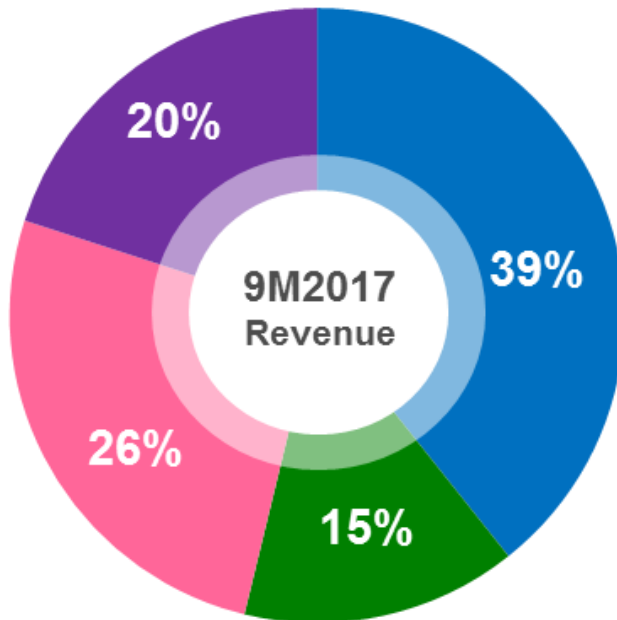
9M2016



2016Q3

■ Tissue
■ Personal Care

Revenue by Channel



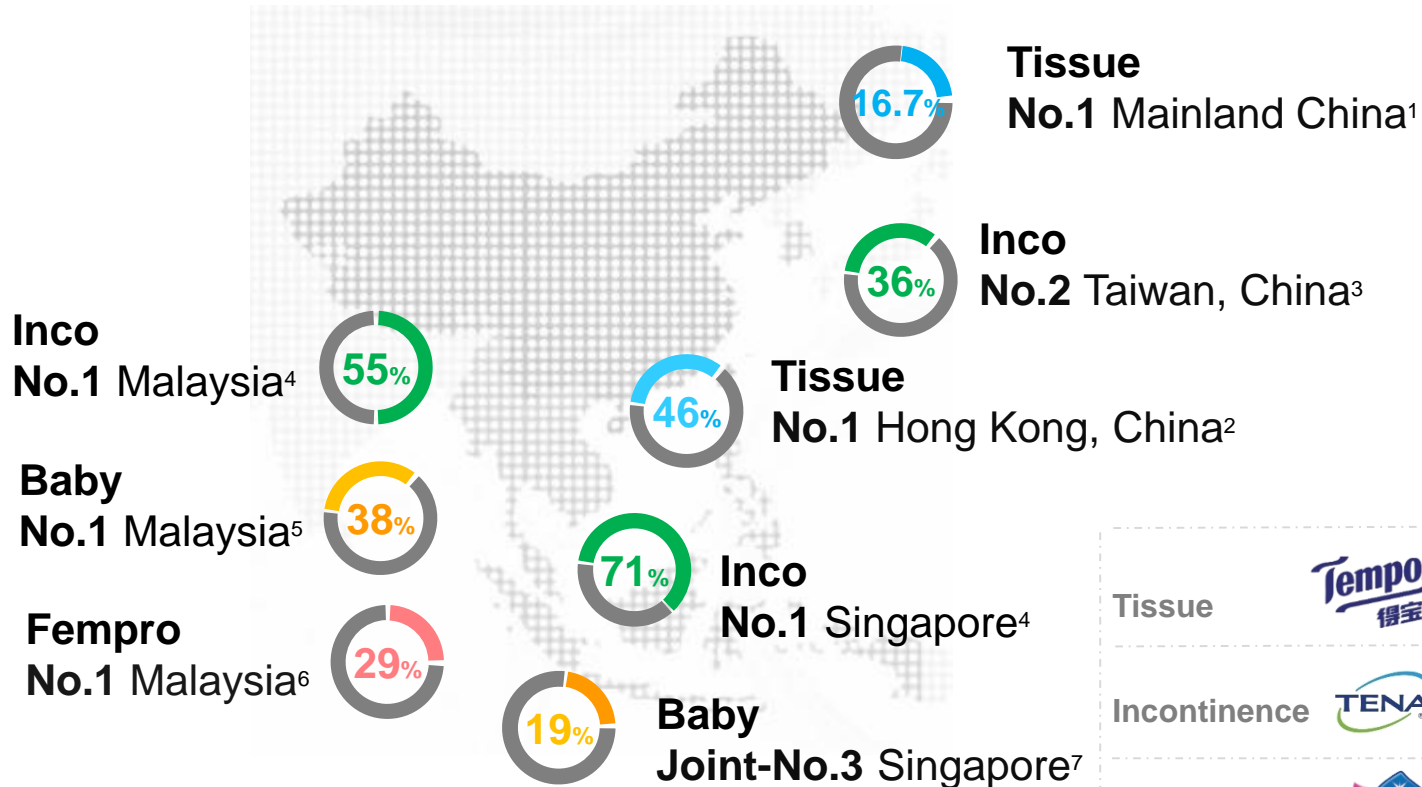
- Traditional channels (i.e. Distributors)
- B2B (i.e. Corporate clients)
- Key accounts (i.e. Hypermarkets, Supermarkets)
- E-Commerce

A photograph of a woman and a young child blowing a dandelion seed together. The woman is on the left, wearing a light-colored, textured knit hat and a light-colored top. The child is on the right, wearing a green and white long-sleeved shirt. They are both looking towards the right, blowing on a dandelion seed head. The background is a soft-focus outdoor scene with warm, golden light, suggesting a sunset or sunrise. The image is framed by a decorative blue and orange wave graphic at the bottom.

Appendix

Leading Market Positions

Market share by region



Note:
 1. Kantar Worldpanel, value share for the period 1-9, 2017
 2. Nielsen, MAT value Sep 2017
 3. Nielsen, volume share MAT Sep 2017
 4. Internal estimates, value share 2016
 5. Kantar Worldpanel, value share YTD Sep 2017
 6. Kantar Worldpanel, value share YTD Sep 2017
 7. Nielsen, volume share YTD Sep 2017

Disclaimer

Information contained in our presentation is intended solely for your personal reference and is strictly confidential. Such information is subject to change without notice, its accuracy is not guaranteed and it may not contain all material information concerning the company and/or its business. We make no representation or warranty, express or implied, regarding, and assumes no responsibility or liability for, the fairness, accuracy, correctness or completeness of, or any errors or omissions in, any information or opinions contained herein.

In addition, the information contains projections and forward-looking statements that reflect the Company's current views with respect to future events and financial performance. These views are based on current assumptions which are subject to various risks and which may change over time. No assurance can be given that future events will occur, that projections will be achieved, or that the company's assumptions are correct. Actual results may differ materially from those projected. It is not the intention to provide, and you may not rely on this presentation as providing, a complete or comprehensive analysis of the Company's financial or trading position or prospects.

This presentation does not constitute an offer or invitation to purchase or subscribe for any shares and no part of it shall form the basis of or be relied upon in connection with any contract, commitment or investment decision in relation thereto.



Thank You

*Healthy Lifestyle
Starts with Vinda*

