



Vinda International Holdings Limited

(Incorporated in the Cayman Islands with limited liability)

(Stock code: 3331)

Q1 2022 Results

*Healthy Lifestyle
Starts with Vinda*



Our Vision

To become Asia's first choice for hygiene products and services

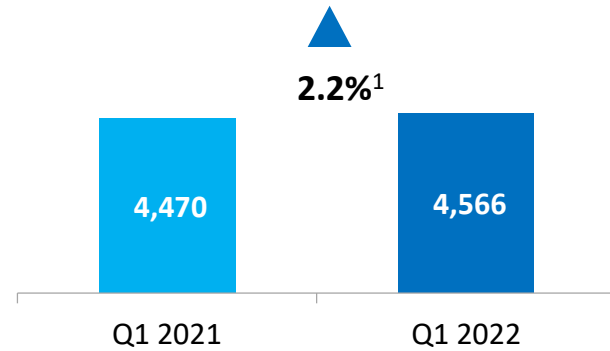


Financial Highlights

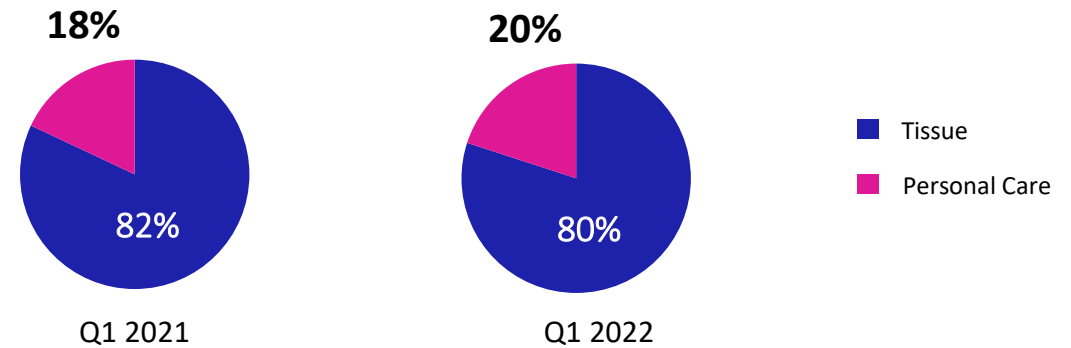
(HK\$M)	Q1 2021	Q4 2021	Q1 2022	YOY
Revenue	4,470	5,485	4,566	+2.2%
<i>Growth at constant exchange rate</i>	<i>+23.5%</i>	<i>+4.6%</i>	<i>+0.1%</i>	
Gross profit	1,737	1,765	1,512	-12.9%
<i>Gross margin</i>	<i>38.9%</i>	<i>32.2%</i>	<i>33.1%</i>	<i>-5.8ppts</i>
Operating profit	703	479	446	-36.5%
<i>Operating margin</i>	<i>15.7%</i>	<i>8.7%</i>	<i>9.8%</i>	<i>-5.9ppts</i>
EBITDA	1,009	799	780	-22.7%
<i>EBITDA margin</i>	<i>22.6%</i>	<i>14.6%</i>	<i>17.1%</i>	<i>-5.5ppts</i>
Net profit	553	405	344	-37.8%
<i>Net margin</i>	<i>12.4%</i>	<i>7.4%</i>	<i>7.5%</i>	<i>-4.9ppts</i>

Group Revenue

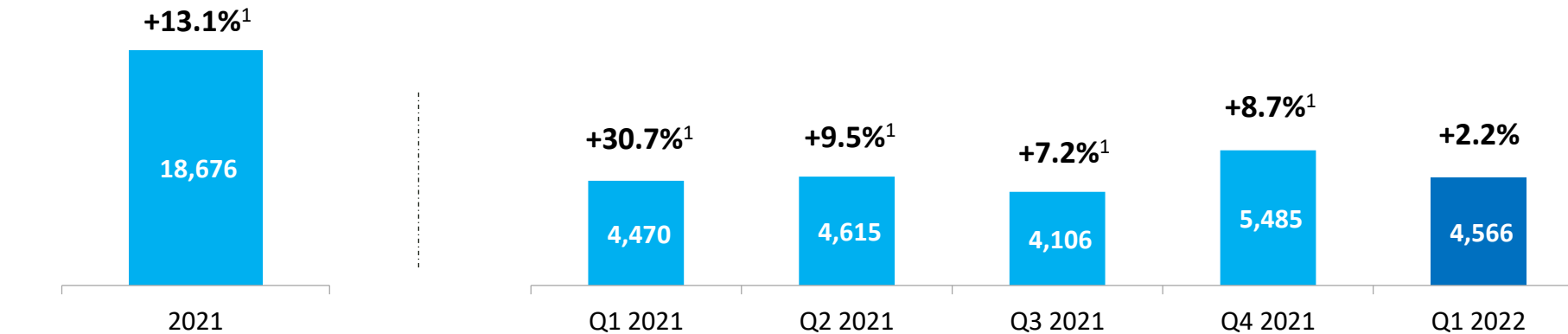
Total Revenue (HK\$M)



Segment Mix

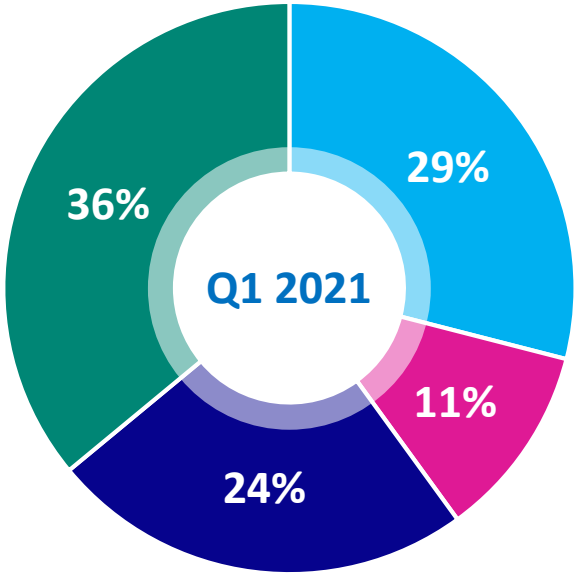


Revenue (HK\$M) & Growth Rate (%)

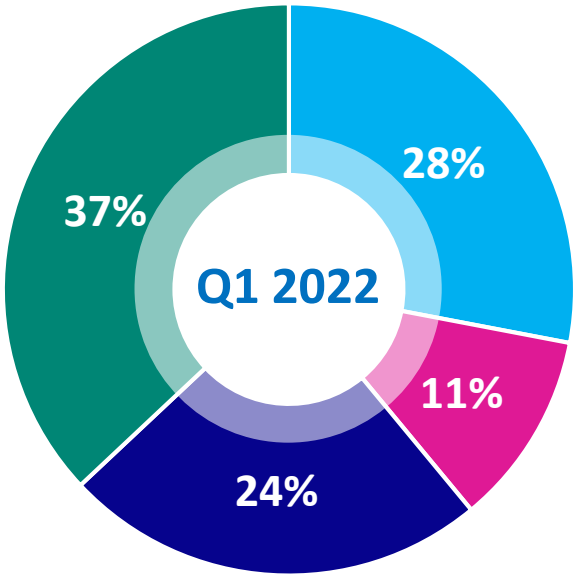


¹ Organic growth: +0.1% (Q1 2022), +7.0% (FY 2021), +23.5% (Q1 2021), +1.0% (Q2 2021), +2.0% (Q3 2021), +4.6% (Q4 2021)

Group Revenue by Channels



■ E-Commerce
■ Key accounts
■ B2B



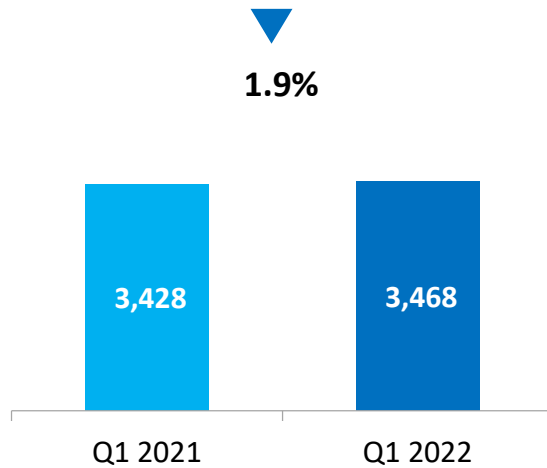
■ Traditional channels
■ B2B



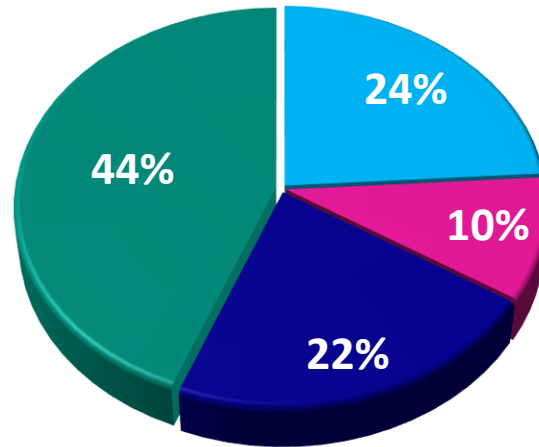
Mainland China Revenue and Channel Mix

Total Revenue (HK\$M)

Growth at constant exchange rate

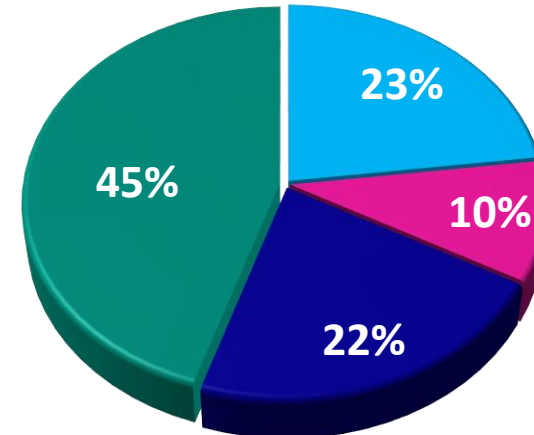


Q1 2021

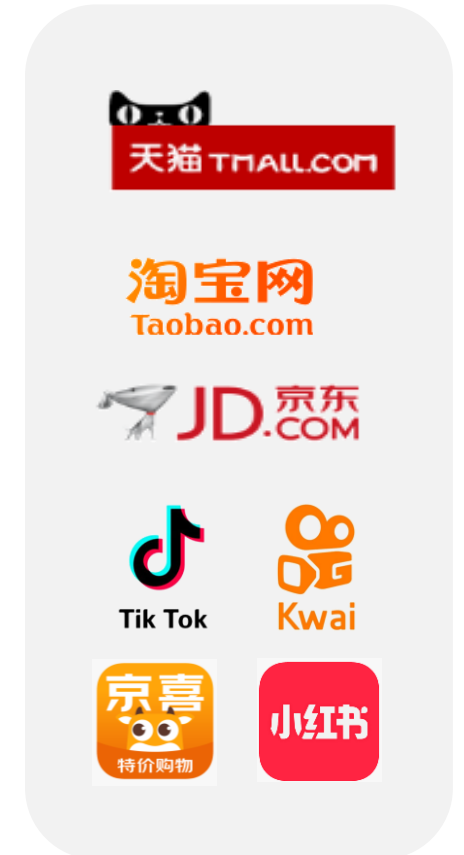


- E-Commerce
- Traditional channels
- Key accounts
- B2B

Q1 2022

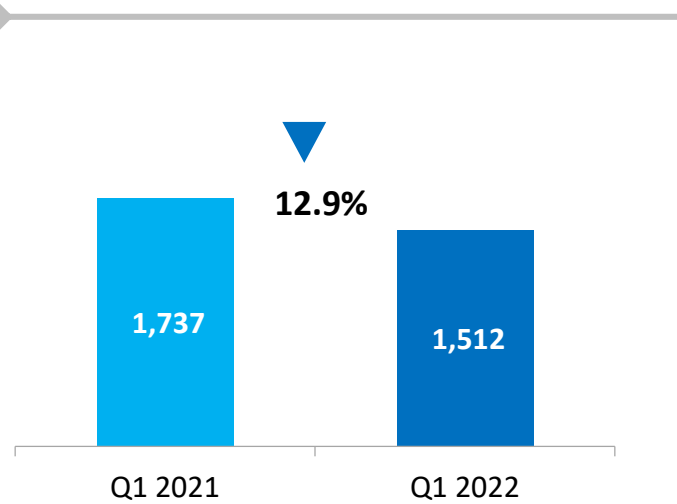


- Traditional channels
- B2B

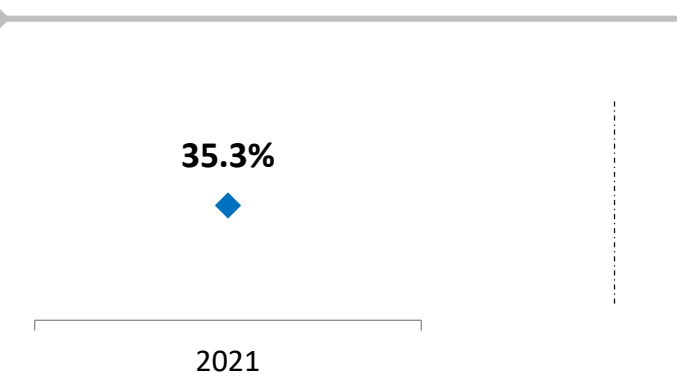


Gross Profit

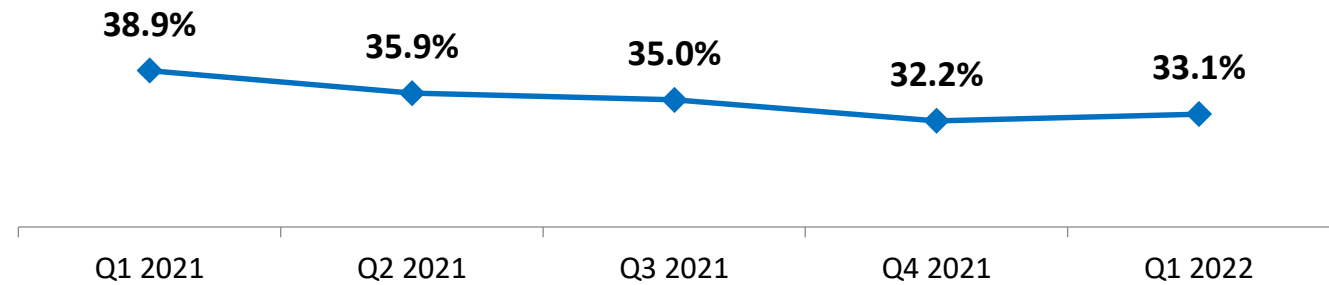
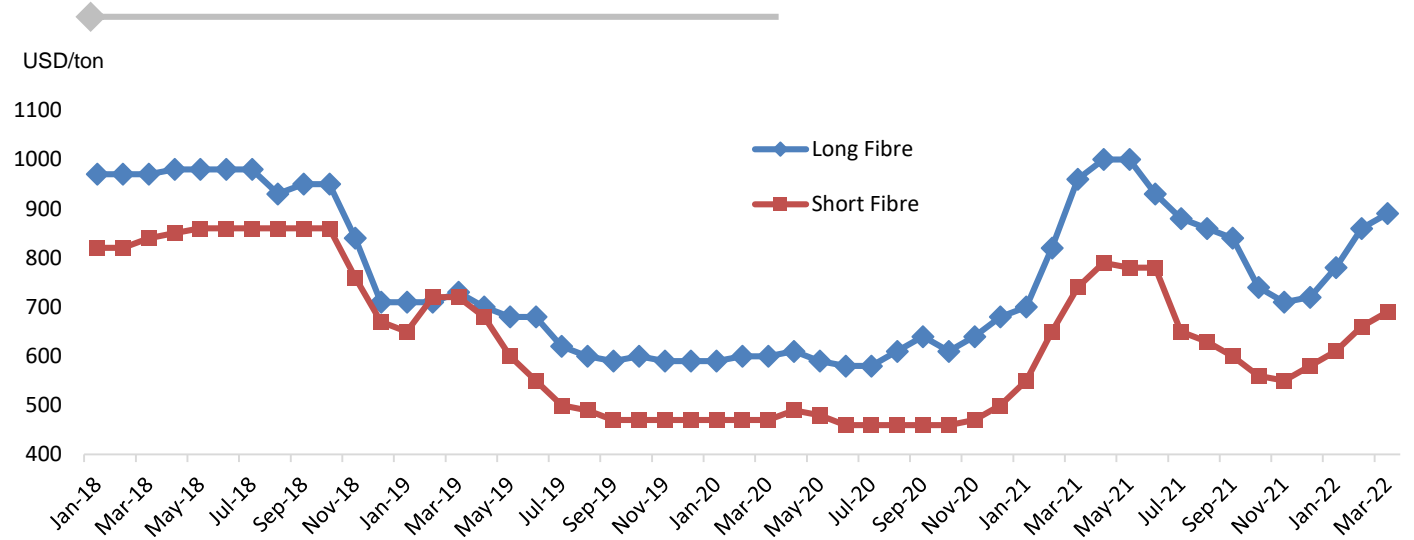
Gross Profit (HK\$M)



Gross Profit Margin (%)

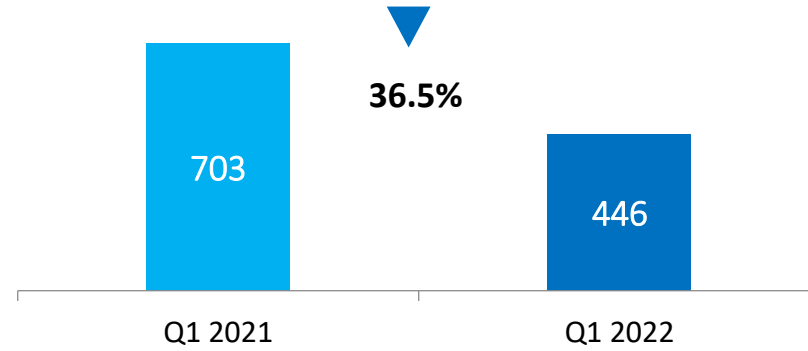


Pulp Price Movement

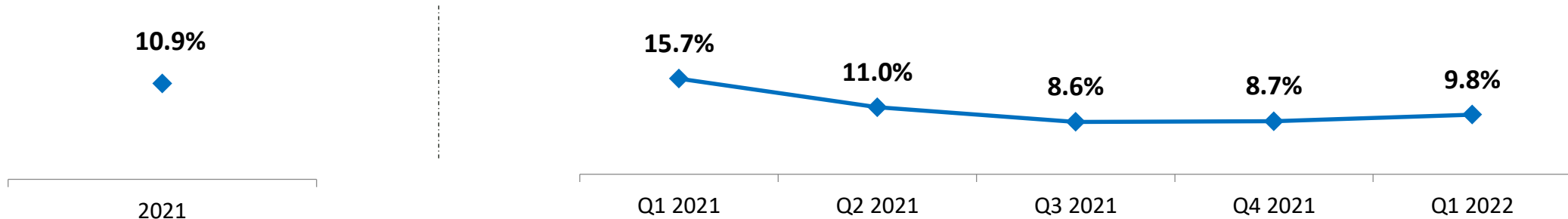


Operating Profit

Operating Profit (HK\$M)

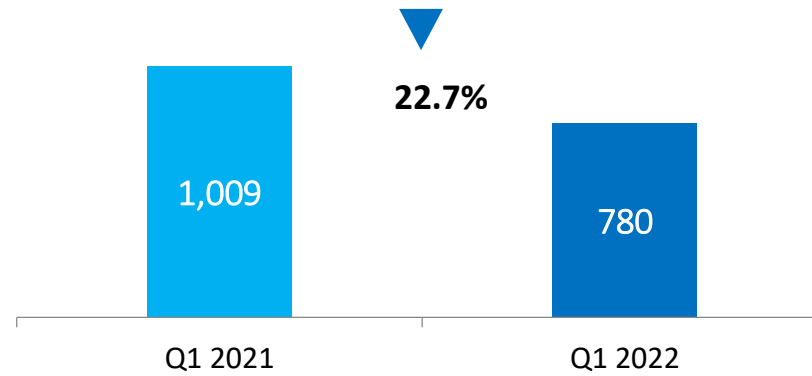


Operating Margin (%)

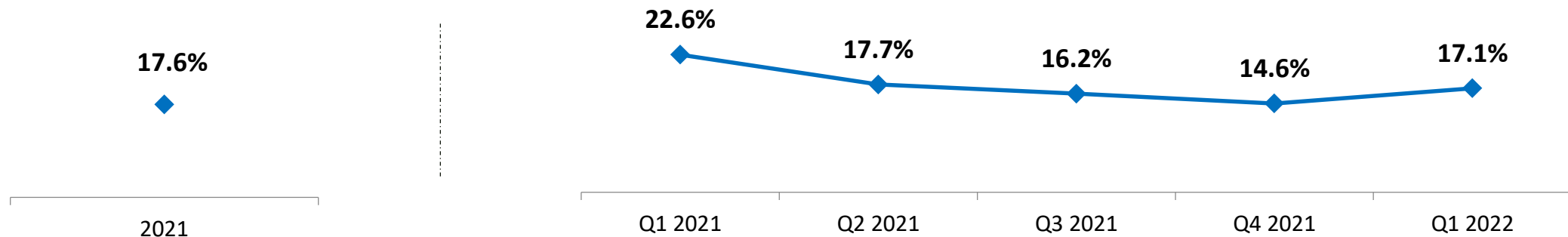


EBITDA

EBITDA (HK\$M)



EBITDA Margin (%)



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