

# Vinda International Holdings Limited

*(Incorporated in the Cayman Islands with limited liability)*

(Stock code: 3331)



## 2020Q3 Results

Healthy Lifestyle  
Starts with Vinda



# Financial Highlights



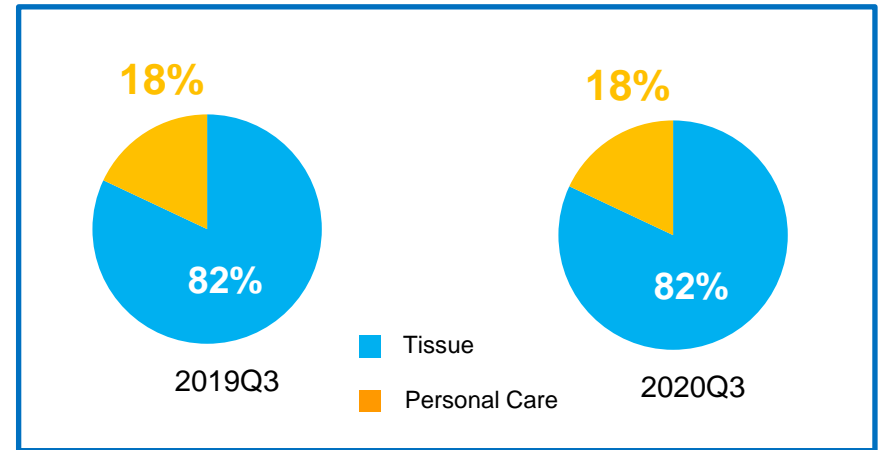
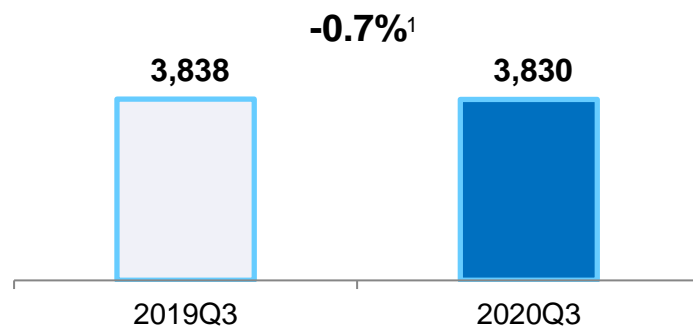
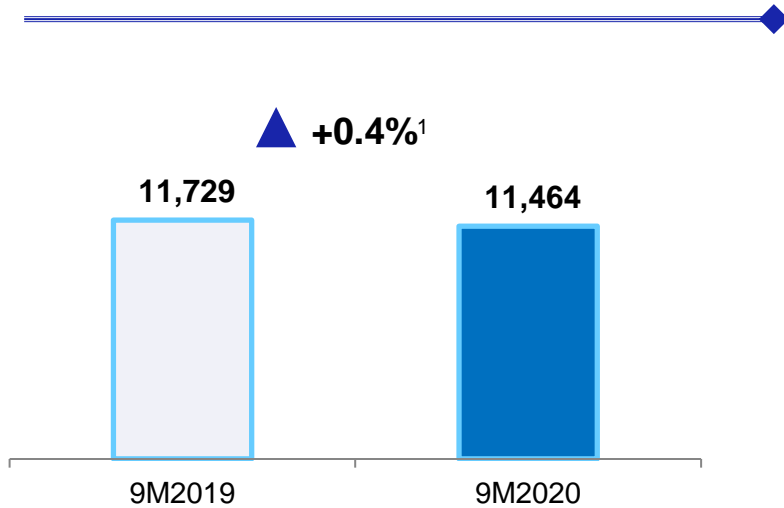
(HK\$M)	9M2020	9M2019	YOY	2020Q3	2019Q3	YOY
Revenue	11,464	11,729	-2.3%	3,830	3,838	-0.2%
<i>Growth at constant exchange rate</i>			<b>+0.4%</b>			<b>-0.7%</b>
Gross profit	4,354	3,420	+27.3%	1,414	1,202	+17.6%
<i>Gross margin</i>	<b>38.0%</b>	<i>29.2%</i>	<b>+8.8ppts</b>	<b>36.9%</b>	<i>31.3%</i>	<b>+5.6ppts</b>
Operating profit	1,802	998	+80.5%	545	368	+48.1%
<i>Operating margin</i>	<b>15.7%</b>	<i>8.5%</i>	<b>+7.2ppts</b>	<b>14.2%</b>	<i>9.6%</i>	<b>+4.6ppts</b>
EBITDA	2,647	1,824	+45.1%	829	645	+28.5%
<i>EBITDA margin</i>	<b>23.1%</b>	<i>15.6%</i>	<b>+7.5ppts</b>	<b>21.7%</b>	<i>16.8%</i>	<b>+4.9ppts</b>

(HK\$M)	9M2020	9M2019
Foreign exchange gain/(loss)(operating)	13	(50)
Foreign exchange gain/(loss)(financial)	3	2
Total foreign exchange gain/ (loss)	<b>16</b>	<b>(48)</b>

2020Q3	2019Q3
26	(37)
1	(1)
<b>27</b>	<b>(38)</b>

# Revenue

Revenue (HK\$M)

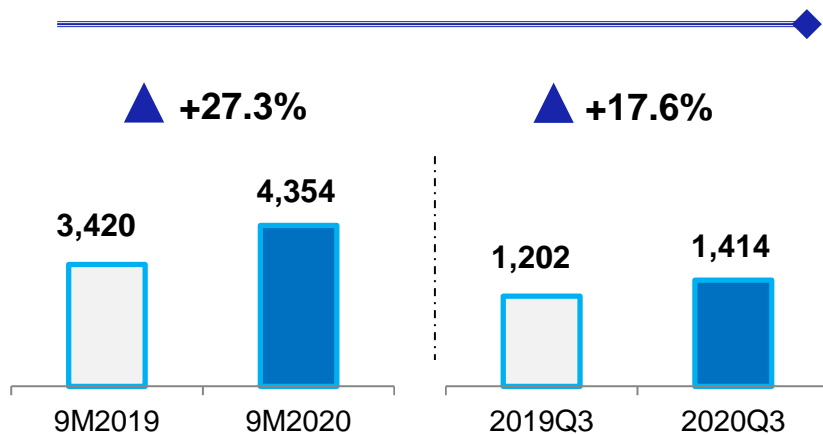


- Strong growth of feminine care
- Continuous portfolio enhancement
- Maintained leading positions in major e-commerce platforms with strong growth

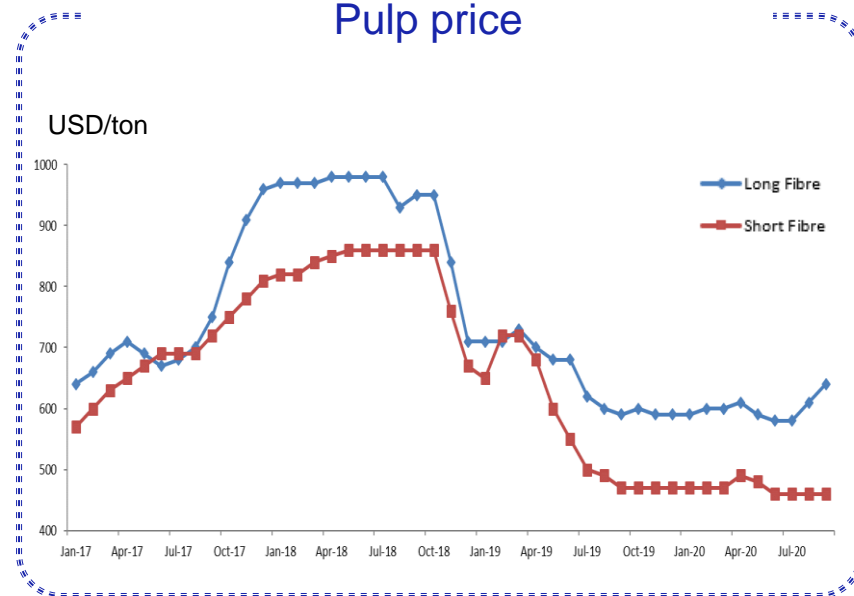
<sup>1</sup> YoY growth at constant exchange rate

# Gross Profit

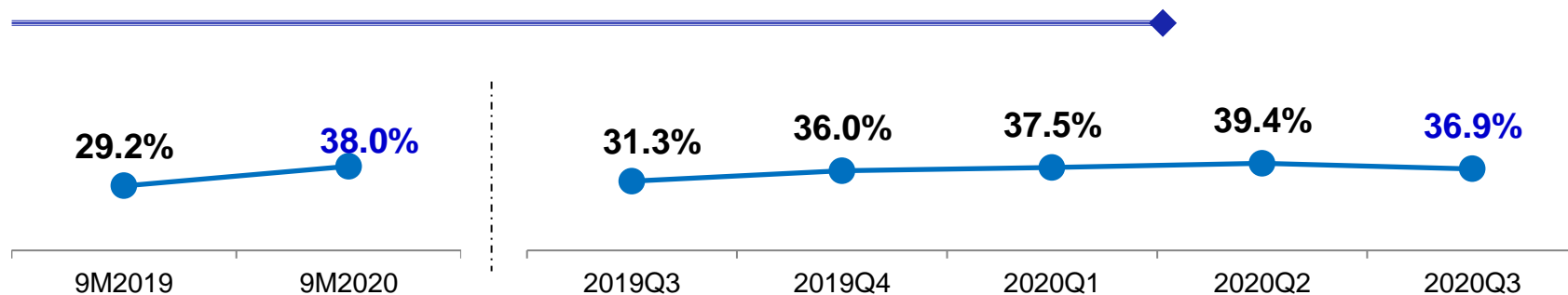
## Gross Profit (HK\$M)



## Pulp price

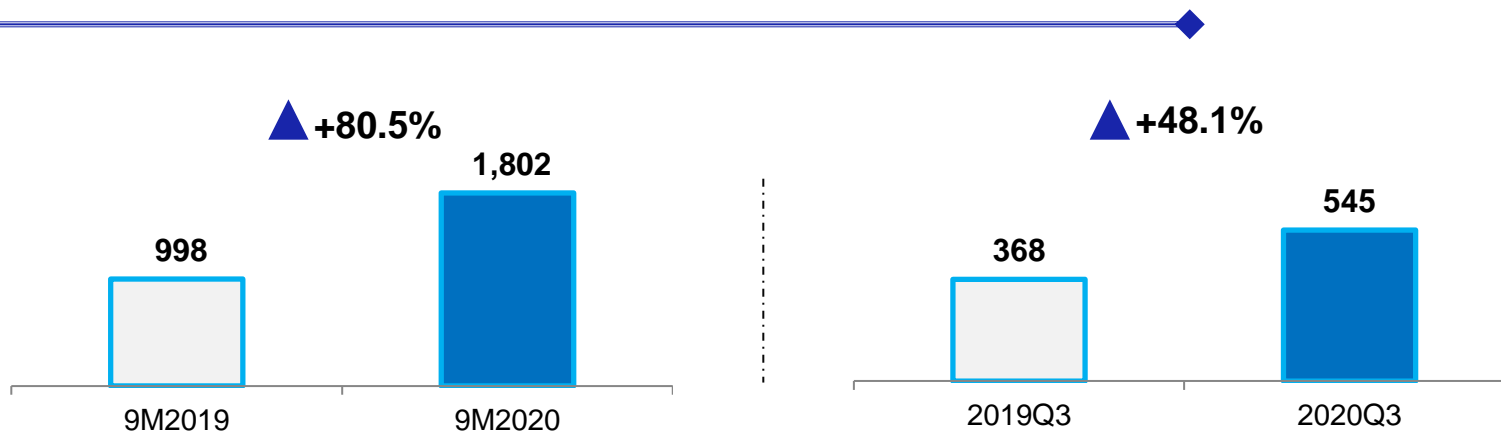


## Gross Margin (%)

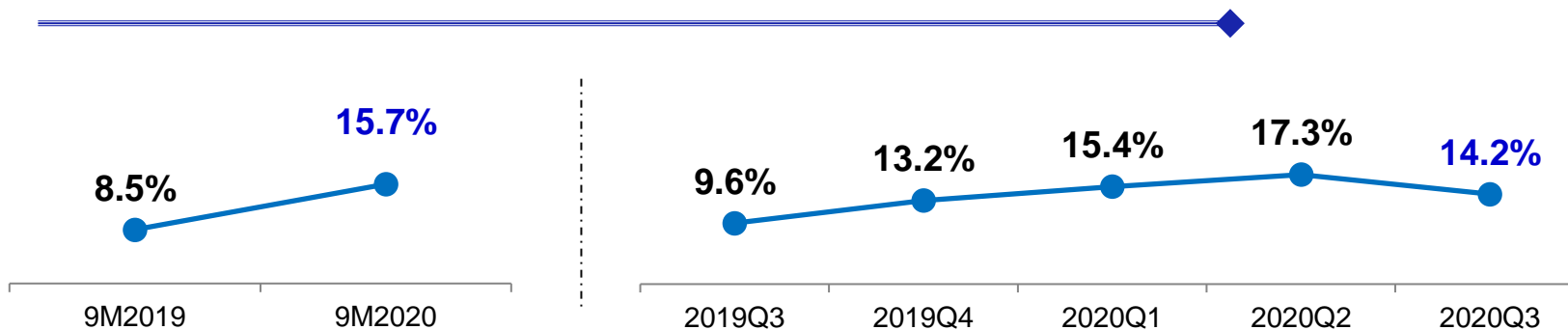


# Operating Profit

## Operating Profit (HK\$M)

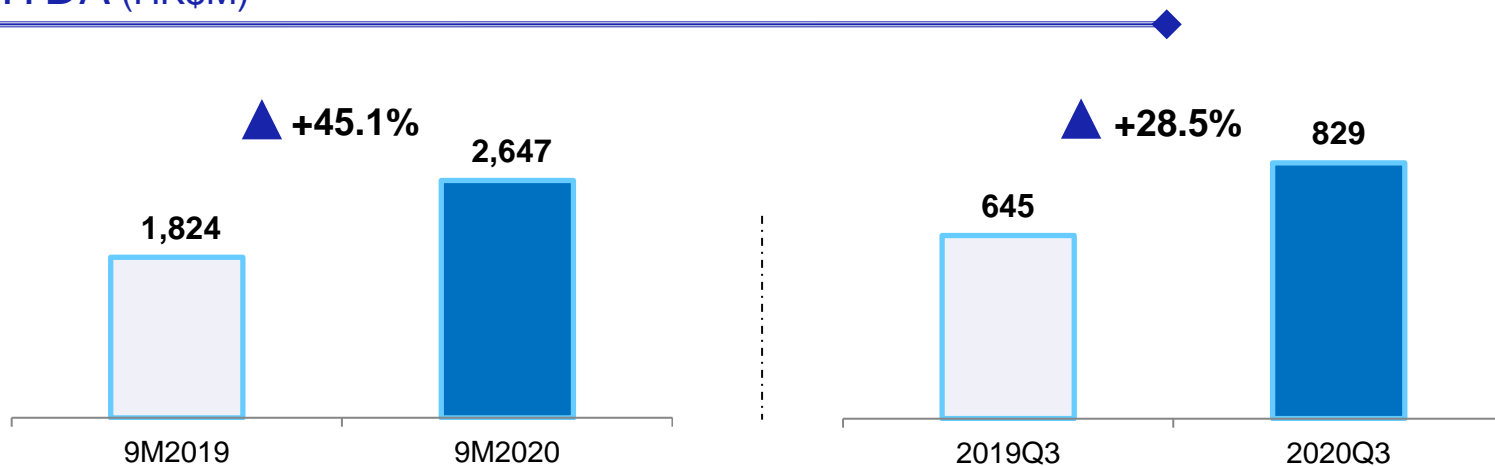


## Operating Margin (%)

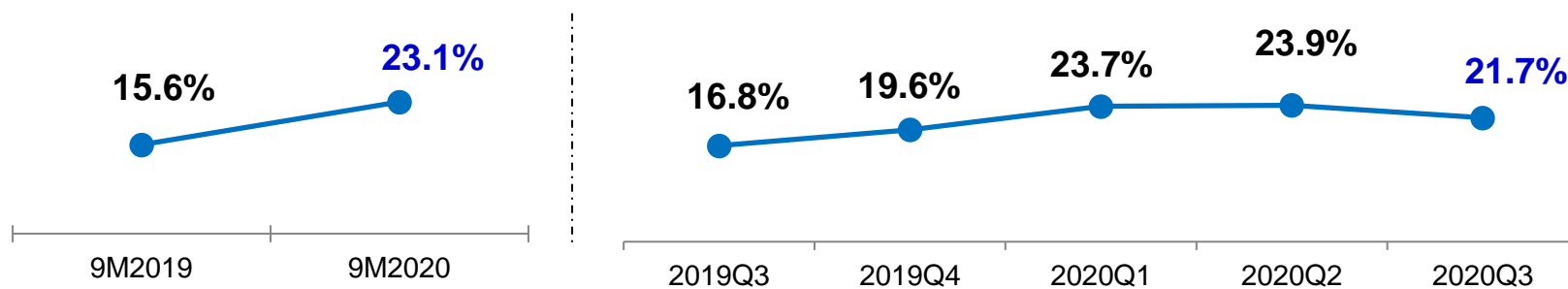


# EBITDA

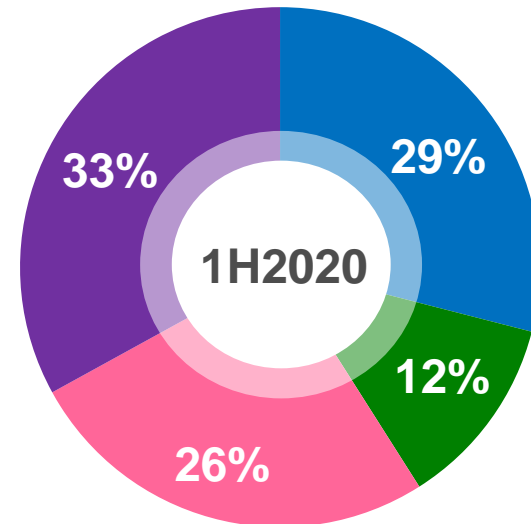
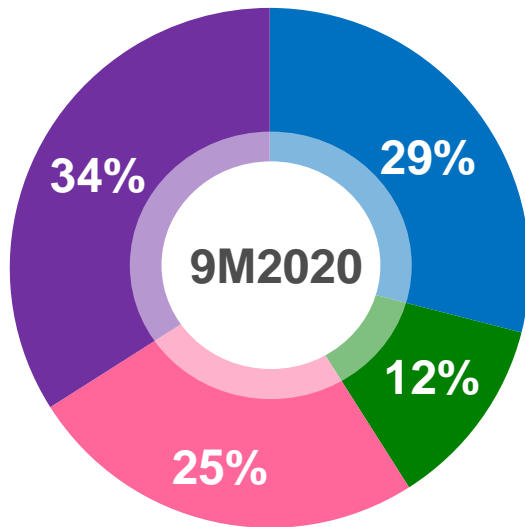
## EBITDA (HK\$M)



## EBITDA Margin (%)



# Revenue by Channel



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

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