

Hong Kong Exchanges and Clearing Limited and The Stock Exchange of Hong Kong Limited take no responsibility for the contents of this announcement, make no representation as to its accuracy or completeness and expressly disclaim any liability whatsoever for any loss howsoever arising from or in reliance upon the whole or any part of the contents of this announcement.



WANT WANT CHINA HOLDINGS LIMITED

中國旺旺控股有限公司

(Incorporated in the Cayman Islands with limited liability)

(Stock code: 0151)

PRESENTATION ON 2023 INTERIM RESULTS

A presentation in relation to the results of Want Want China Holdings Limited and its subsidiaries for the six months ended 30 September 2023 is appended to this announcement.

By order of the Board
Want Want China Holdings Limited
LAI Hong Yee
Director

Hong Kong, 28 November 2023

As at the date of this announcement, the executive directors of the Company are Mr. TSAI Eng-Meng, Mr. TSAI Shao-Chung, Mr. TSAI Wang-Chia, Mr. HUANG Yung-Sung, Mr. CHU Chi-Wen, Mr. TSAI Ming-Hui and Ms. LAI Hong Yee; the non-executive directors are Mr. MAKI Haruo and Mr. CHENG Wen-Hsien; and the independent non-executive directors are Dr. PEI Kerwei, Mr. HSIEH Tien-Jen, Mr. LEE Kwok Ming, Mr. PAN Chih-Chiang and Mrs. KONG HO Pui King, Stella.



中國旺旺

控股有限公司

WANT WANT CHINA
Holdings Limited

Interim Results

Six months ended September 30 2023

November 28 2023



DISCLAIMER

The information contained in this presentation is intended solely for your personal reference. Such information is subject to change without notice and no representation or warranty express or implied is made as to, and no reliance, should be placed on, the fairness, accuracy, completeness or correctness of the information contained in this presentation. This presentation does not intend 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. None of the Company nor any of its respective affiliates, advisors or representatives shall have any liability (in negligence or otherwise) whatsoever for any loss or damage howsoever arising from any use of this presentation or its contents or otherwise arising in connection with this presentation.

This presentation contains projections and forward looking statements that may reflect the Company's current views with respect to future events and financial performance. Readers are cautioned not to place undue reliance on these forward-looking statements which are subject to various risks and uncertainties and no assurance can be given that actual results will be consistent with these forward-looking statements. The Company undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

This presentation does not constitute an offer or invitation to purchase or subscribe for any securities or financial instruments or the provision of any investment advice, 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, nor does this presentation constitute a recommendation regarding the securities or financial instruments of the Company.

NOTE

Unless otherwise stated, this presentation provides the financial information from 1st April 2023 to 30th September 2023 (abbr. 1H FY23), and the comparative financial information from 1st April 2022 to 30th September 2022 (abbr. 1H FY22).

Readers are reminded to read and construe this presentation in conjunction with the announcement of the Company dated 28th November 2023 in relation to its interim results for the six months ended 30th September 2023.



Financial Highlights

RMBmn
(unless otherwise stated)

	1H FY22	1H FY23	YOY
Revenue	10,833	11,275	↑ 4.1%
Gross Margin	42.8%	45.2%	↑ 240bps
Operating Profit	2,072 19.1%	2,476 22.0%	↑ 19.5% ↑ 290bps
Profit Attributable to Equity Holders of the Company	1,596 14.7%	1,732 15.4%	↑ 8.5% ↑ 70bps

- ✓ Dairy products and beverages segment ↑ mid-to-high single digit
- ✓ Core brand rice crackers and candies reached new 1H revenue record highs
- ✓ Diversification of emerging channels; overseas market ↑ high-teen

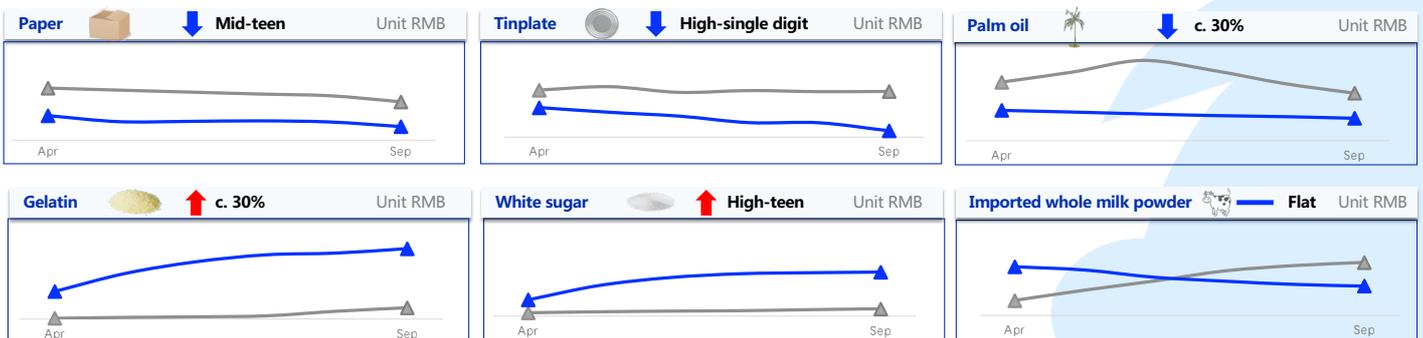
✓ Benefiting from improvement in gross margin and cost efficiency

✓ Income tax rate 27.0%

Unit Cost Trend



1H FY23 ▲ 1H FY22 ▲



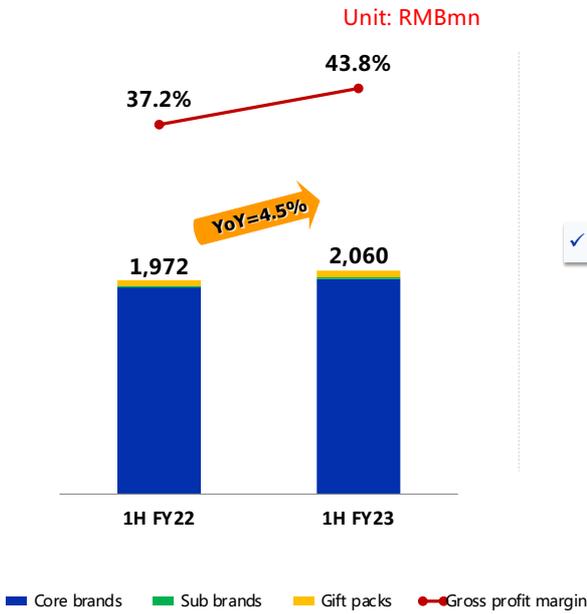
✓ Gross margin steadily improved



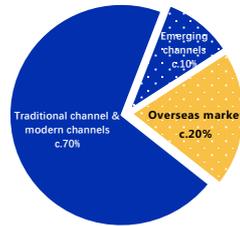


Rice Crackers Segment

Revenue breakdown and gross margin

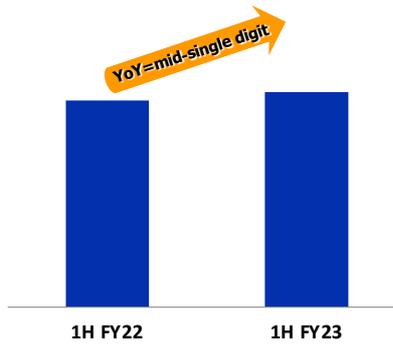


1H FY23 revenue contribution of rice crackers segment



Overseas market, emerging channels ↑ double-digit

Revenue of core-brand rice crackers

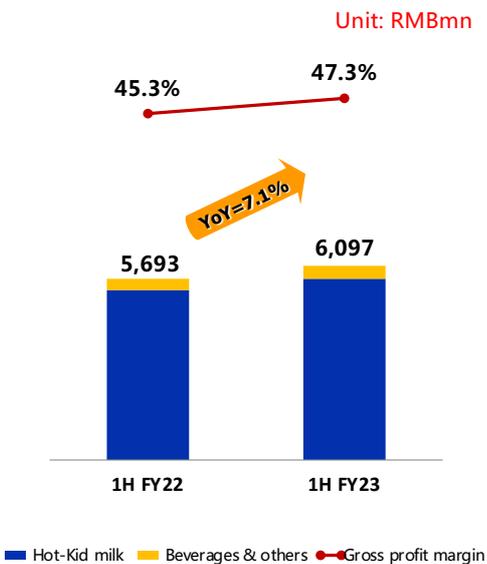


Revenue of core brands reached new 1H revenue record high

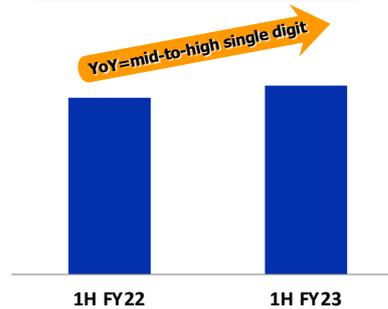


Dairy Products and Beverages Segment

Revenue breakdown and gross margin



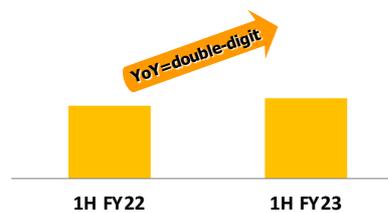
Revenue of Hot-Kid Milk



Canned milk ↑ c. 20%



Revenue of beverages & others



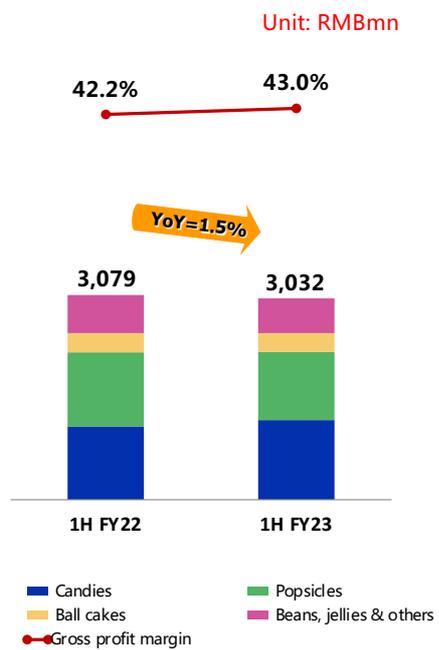
PET-bottled yogurt drink double ↑



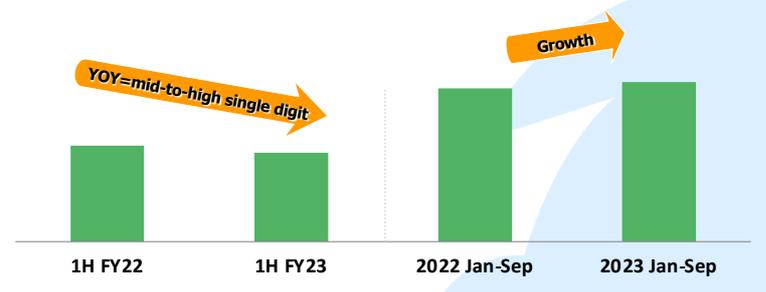


Snack Foods Segment

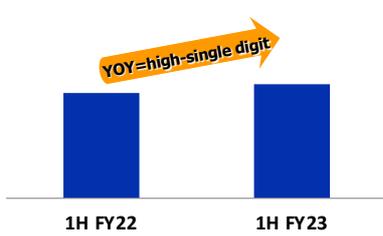
Revenue breakdown and gross margin



Revenue of popsicles



Revenue of candies

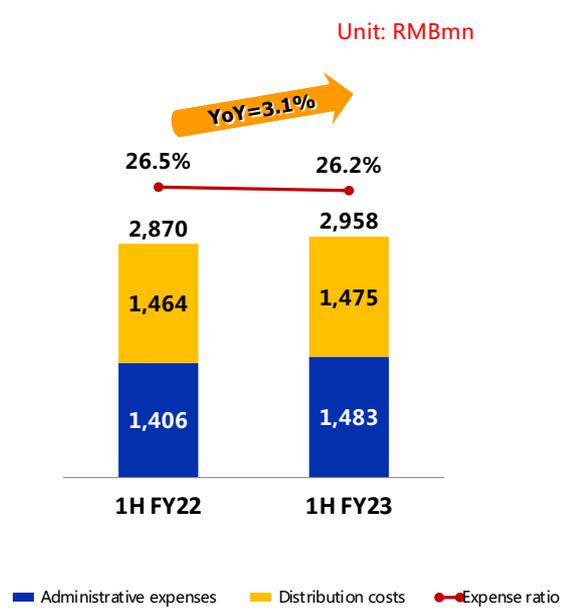


Revenue of candies achieved new record high in first half of financial years

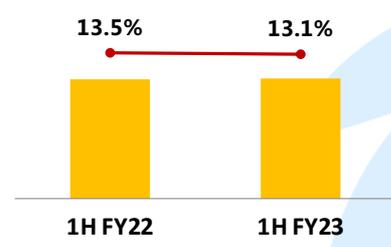


Operating Expenses

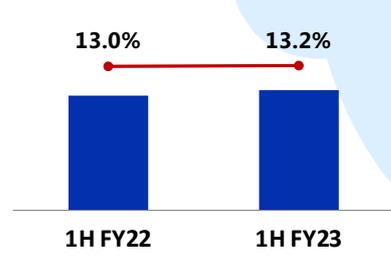
Operating expenses breakdown



Distribution costs and as % of revenue



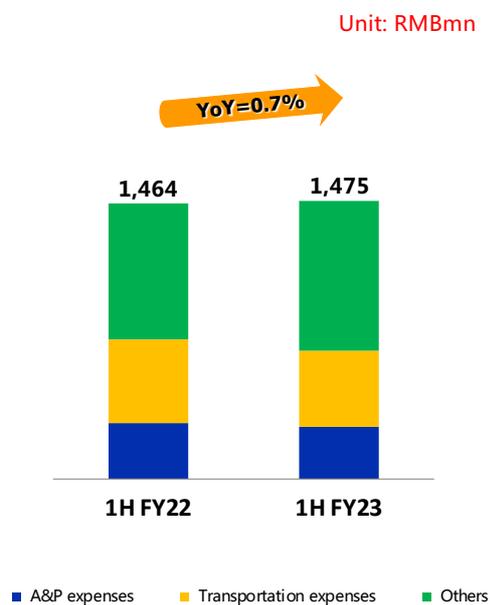
Administrative expenses and as % of revenue



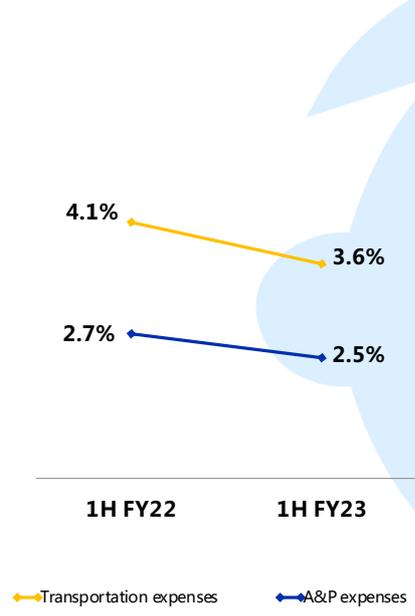


Distribution Costs

✓ Distribution costs breakdown



✓ Distribution costs as % of revenue



Working Capital

✓ Turnover days

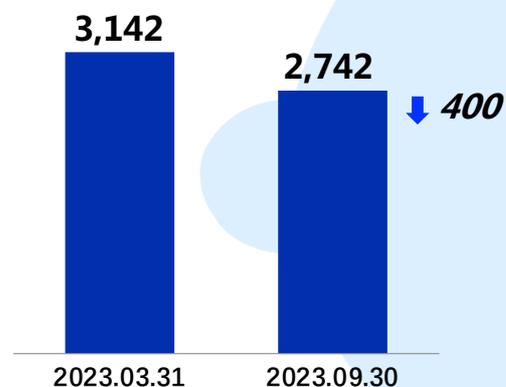
Unit: Days

Item	2023.03.31	2023.09.30
Inventory	90	86*
Trade receivables	15	14
Trade payables	(29)	(30)
Cash conversion cycle	76	70

↓ 6 days

✓ Inventory

Unit: RMBmn



* The inventory turnover days decreased by 4 days from the beginning of the period, mainly due to the elimination of uncertainties of the pandemic and reduction of its inventory level of raw materials by the Group accordingly



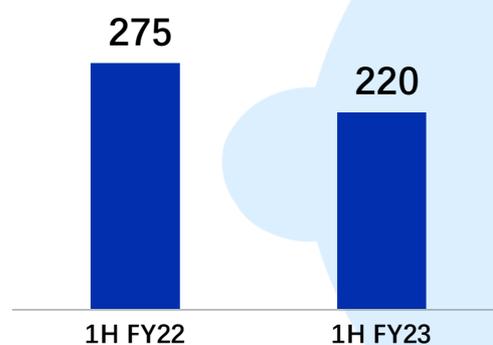
Cash and Borrowings

Unit: RMBmn

Item	2023.03.31	2023.09.30	Change
Cash & bank balances + long-term bank deposits	13,660	15,744	↑ 2,084
Total borrowings	5,342	7,630	↑ 2,288
<i>USD denominated borrowings</i>	4,704	502	↓ 4,202
<i>as % of total borrowings</i>	88%	7%	
<i>RMB denominated borrowings</i>	529	6,465	↑ 5,936
<i>as % of total borrowings</i>	10%	85%	
Net cash	8,318	8,114	↓ 204

CAPEX

Unit: RMBmn



中國旺旺

控股有限公司

WANT WANT CHINA
Holdings Limited

Marketing Highlights

1H FY23



Dairy Products and Beverages Segment



Dairy products and beverages revenue ↑ 7.1%



Canned milk ↑ c. 20%

Distinctive marketing and vibrant displays

Enhancing penetration into catering channels



PET-bottled yogurt drink double ↑

Relaunch of Hot-Kid milk cans of 56 ethnic groups and different occupations



Lively marketing for Labor Day, Children's Day, back-to-school, and exams



Rice Crackers Segment



Rice crackers revenue ↑ 4.5%

Core-brand rice crackers revenue ↑ mid-single digit, reached new record high

Overseas market rice crackers revenue ↑ double-digit

Smart vending machines offer a greater variety of rice crackers

新机型隆重推出



New rice crackers launched in the last 5 years contributed mid-single digit to the revenue of rice crackers segment





Channel Diversification



Traditional channels resumed ↑

- ✓ Dairy products and beverages segment ↑ **high-single digit**
- ✓ Growth in the bulk market, driven by strategic collaboration with snack store systems



Modern channels ↑

- ✓ Significant growth in new products and convenience store channels
- ✓ Large pack rice crackers, PET-bottled Hot-Kid milk catering to the consumer demand for household consumption.



Diversification of emerging channels

- ✓ Vending machine upgrades, content e-commerce and OEM channels growing at a significant rate
- ✓ Rice crackers segment, snack foods segments ↑ **double-digit**



Overseas market ↑ **high-teen**

- ✓ Significant growth in American and Asian regions
- ✓ Rapid growth in the revenue of candies segment
- ✓ Vietnam plant begun to undertake overseas orders, 5 overseas subsidiaries continue to explore local markets

Prospect



ESG and sustainability effort

- ✓ Enhancing production management, advancing green technology research and development



Continued brand diversification and product differentiation strategy



Enhancing consumer interaction through creative and innovative digital marketing



Exploring various emerging channels



Q & A

Contact us:
investor@want-want.com