

fe fe o e j e : c i e C d k e K J k f b o e f fe fe C d k k b j e f
i j g f e j Y c k p f i k fe k e k j f k j e e f l e d e k d b j e f i g i j e k k f e j k f k j l i p f i
f d g c k e j j e o g i j j p j c d j e p c Y c k p n k j f m i f i e p c f j j f n j f m i i j e i f d f i e
i c e l g f e k n f c f i e p g i k f k fe k e k j f k j e e f l e d e k

康師傅控股

TINGYI (CAYMAN ISLANDS) HOLDING CORP.

康師傅控股有限公司

e f i g f i k e k : p d e j c e j n k c d k c Y c k p

j k k k f k j e e f l e d e k D i fe D e D i A l e i f D i fe : e D i f i
J e f i D i l b f K b j e D j K j e : e i o l k m i k f i j f k : f d g e p D i j l
J e : l e D i C K f e f b e D i i f d l l b i e g e e k e f e o l k m i k f i j f k
: f d g e p

! f i e k k f e g l i g f j j f e p

n Y j k h g n n n d j k i b f e f d e
h g n n n i j f d c j k f b k e p

康師傅控股

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Tingyi Holding Corp.

2020 Annual Results

22 March 2021

欢乐饮食 美好生活
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Financial Highlights

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Business Review

Financial Highlights

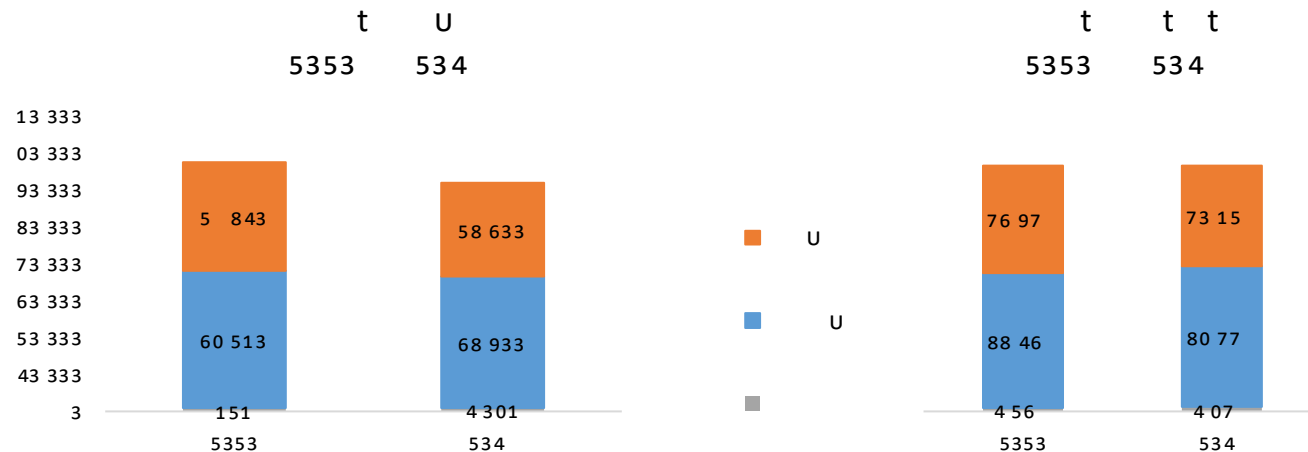
RMB in Million	2020	2019	YOY
Revenue	67,618	61,978	9.10%
Gross Profit	22,432	19,759	13.53%
Gross Margin	33.17%	31.88%	1.29ppt
EBITDA	9,361	8,542	9.59%
Net Profit	4,574	3,718	23.01%
Profit attributable to owners of the Company	4,062	3,331	21.95%
Net Margin	6.01%	5.37%	0.64ppt
EPS (cents)	72.23	59.25	12.98cents
Proposed Final Dividend (US Cents)	5.54	4.24	1.3US cents
Proposed Special Dividend (US cents)	5.54	4.24	1.3US cents

Revenue by Segment

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Business Review

Revenue by Segment



Revenue Change			
RMB in Million	2020	2019	YOY
Instant Noodles	29,510	25,300	16.64%
Beverages	37,280	35,600	4.72%
Others	828	1,078	-23.20%
Total	67,618	61,978	9.10%

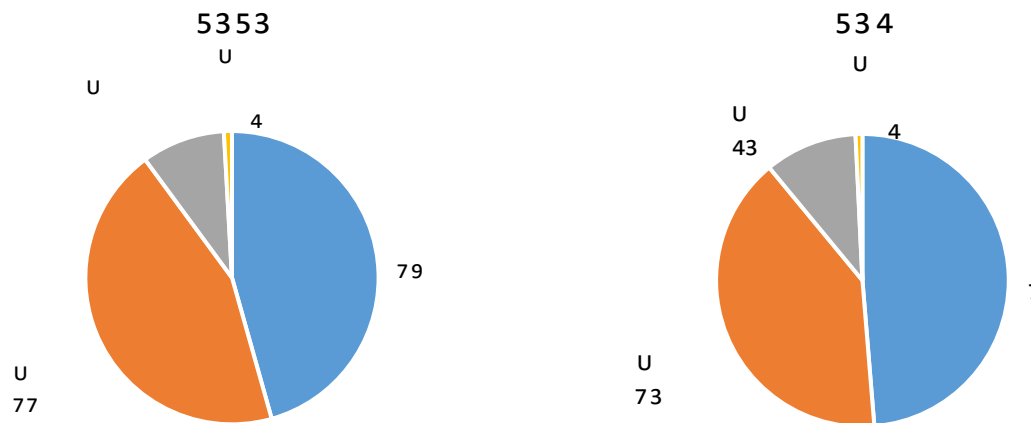
Revenue Structure		
2020	2019	YOY
43.64%	40.82%	2.82ppt
55.13%	57.44%	-2.31ppt
1.23%	1.74%	-0.51ppt
100%	100%	

Instant Noodle Revenue by Product

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Revenue by Product



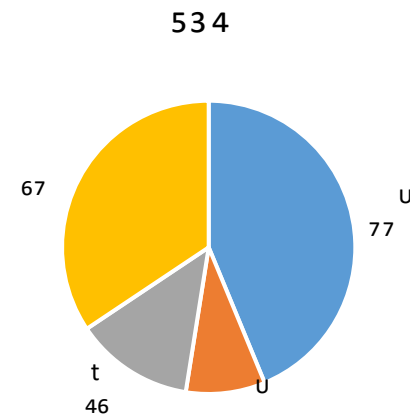
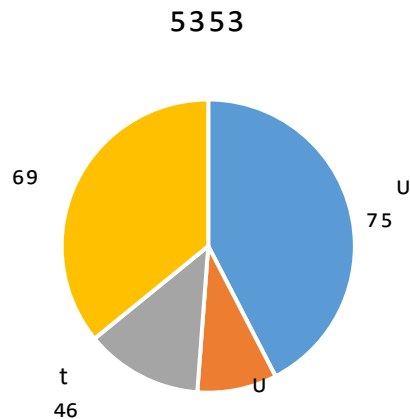
RMB in Million	2020	2019	YOY
Bowl	13,466	12,321	9.29%
High end Packet	13,066	10,198	28.12%
Mid end Packet	2,717	2,590	4.91%
Snack Noodle & Others	261	191	36.25%
Total	29,510	25,300	16.64%

Beverage Revenue by Product

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Revenue by Product



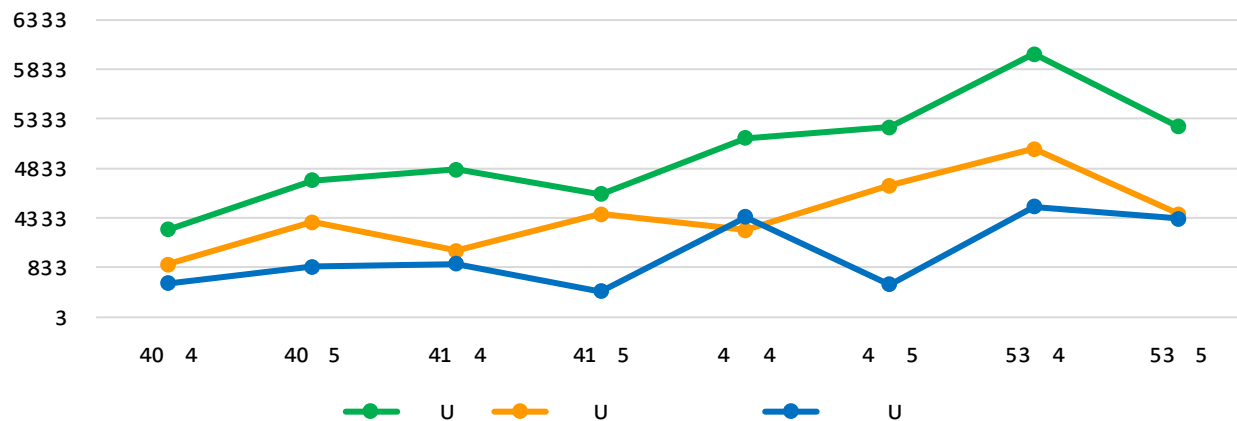
RMB in Million	2020	2019	YOY
Tea	15,811	15,579	1.49%
Water	3,275	3,114	5.17%
Juice	4,821	4,670	3.22%
CSD & Others	13,373	12,237	9.29%
Total	37,280	35,600	4.72%

Net Profit by Segment

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Net Profit



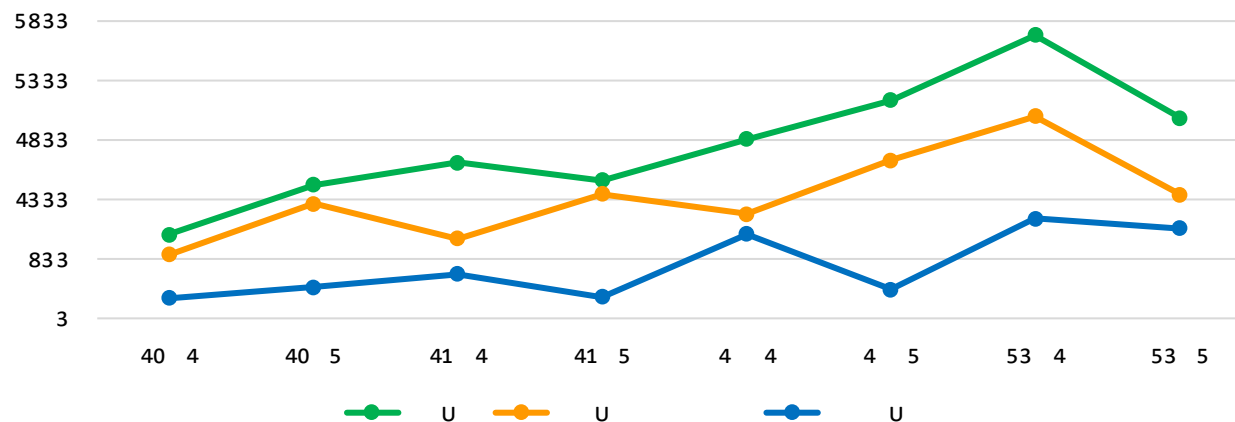
RMB in Million	2020	2019	YOY
Instant Noodles	2,733	2,199	24.29%
Beverages	2,105	1,339	57.24%
Others	-264	180	-247.15%
Total	4,574	3,718	23.01%

Profit Attributable to Owners of the Company

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Profit Attributable to Owners of the Company



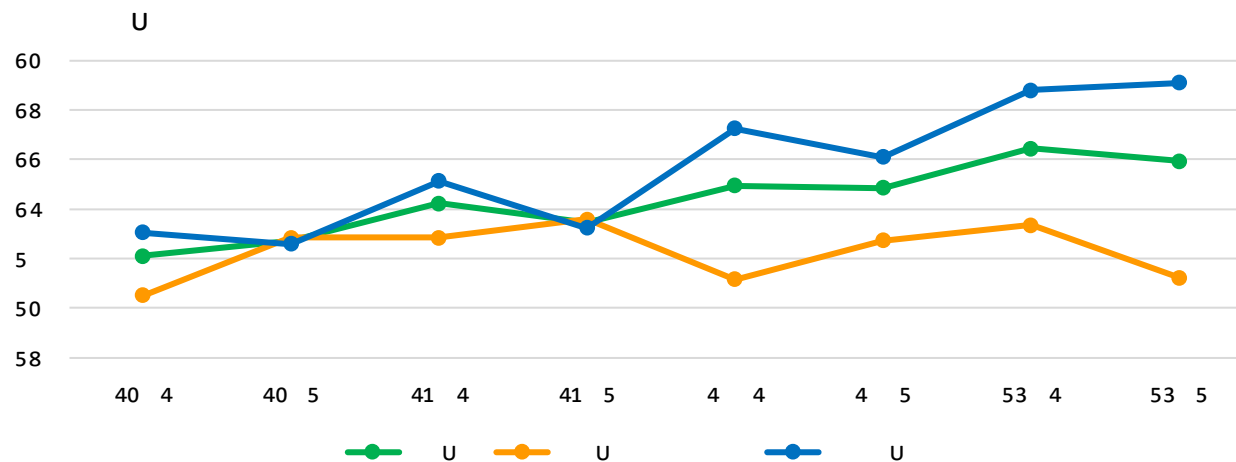
RMB in Million	2020	2019	YOY
Instant Noodles	2,733	2,200	24.25%
Beverages	1,594	946	68.51%
Others	-265	185	-242.99%
Total	4,062	3,331	21.95%

Gross Margin by Segment

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Gross Margin %



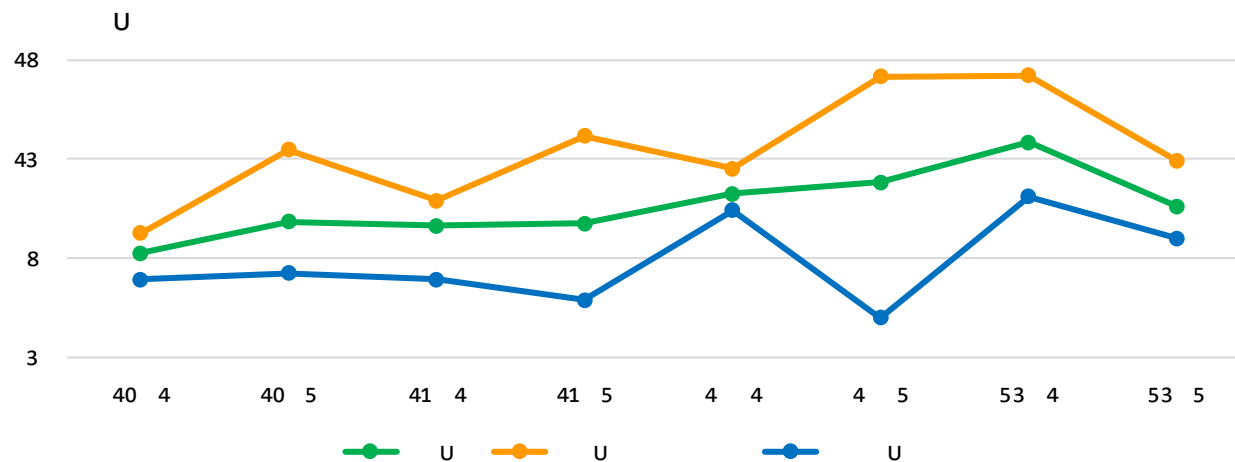
%	2020	2019	YOY
Instant Noodles	29.30	29.01	0.29ppt
Beverages	35.94	33.69	2.25ppt
Others	46.89	39.60	7.29ppt
Total	33.17	31.88	1.29ppt

EBIT Margin

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EBIT Margin %



%	2020	2019	YOY
Instant Noodles	12.09	12.02	0.07ppt
Beverages	6.99	4.78	2.21ppt
Others	5.04	50.17	-45.13ppt
Total	9.19	8.53	0.66ppt

ROA and ROE Up due to Profit Growth

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Business Review

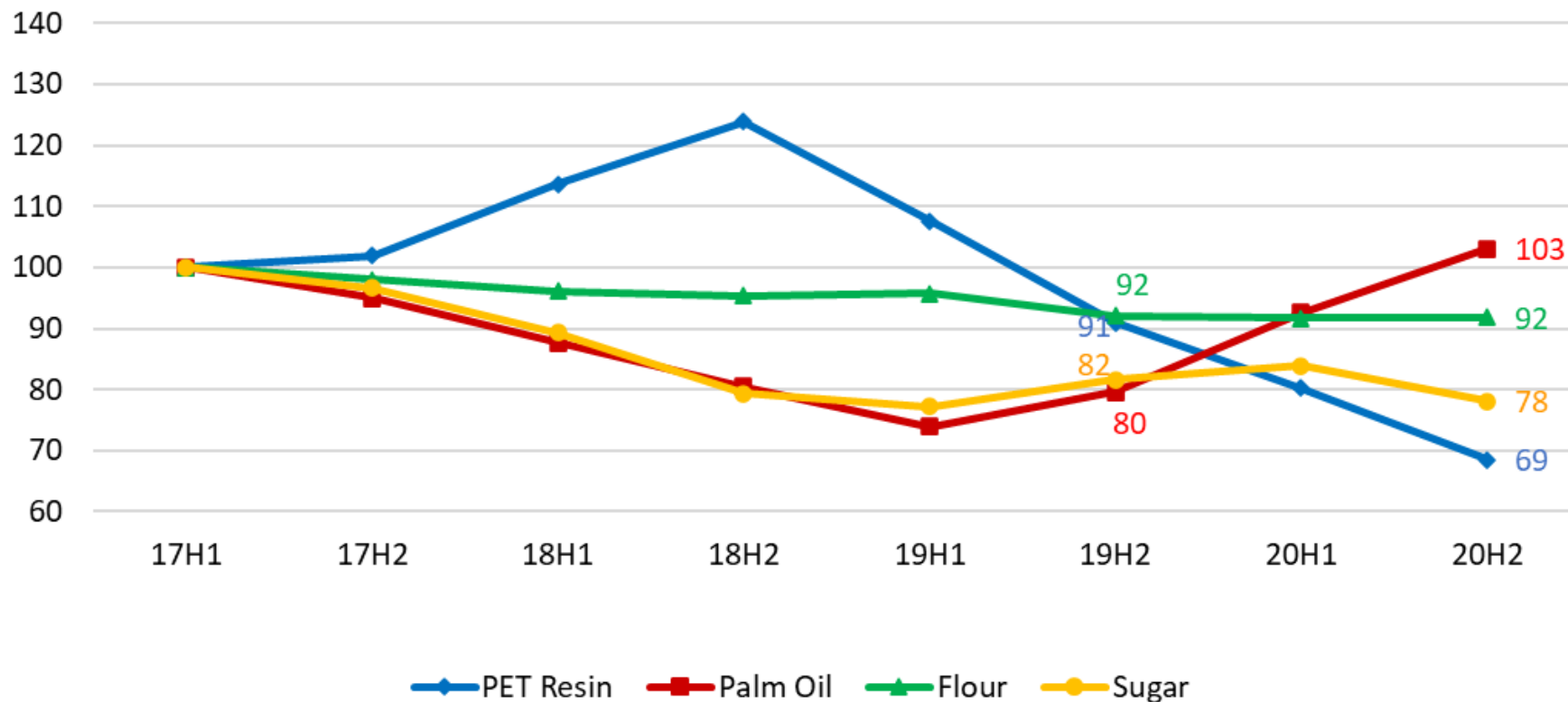
Financial Index

RMB in Million	2020	2019	YOY
ROA	10.40%	9.52%	0.88ppt
ROE	19.97%	16.98%	2.99ppt
Current Ratio	1.06	0.90	0.16
Gearing Ratio	-36.63%	-25.82%	-10.81ppt
A/R Turnover/Days	8.99	9.97	-0.98days
Finished Goods Turnover/Days	17.73	16.61	1.12days

Material Price Index

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1H/17=100



Nation-Wide Distribution Network

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	As at 31/12/2020	As at 31/12/2019
* Sales Office	365	371
Warehouse	236	182
Wholesaler	47,898	36,186
Direct Retailer	210,366	185,789

* Sales Office: The statistics are based on middle-sized sales units located in prefecture-level cities

Production Lines

Instant Noodles	163	165
Beverages	408	425
Others	13	14