

Vinda International Holdings Limited

(Incorporated in the Cayman Islands with limited liability)

(Stock code: 3331)



Vinda

a solid & growing regional hygiene company

*Healthy Lifestyle
Starts with Vinda*

Numbers at a Glance

Milestones

Set up in China

1985

Listed in HKEX

2007

Become a regional player

2016

Complementary portfolio

Business segments

4

Key hygiene brands

9

No. of countries

10

Track Record

Turnover (2018)

HK\$14.9B

Turnover CAGR (2007-2018)

21.3%

Scale

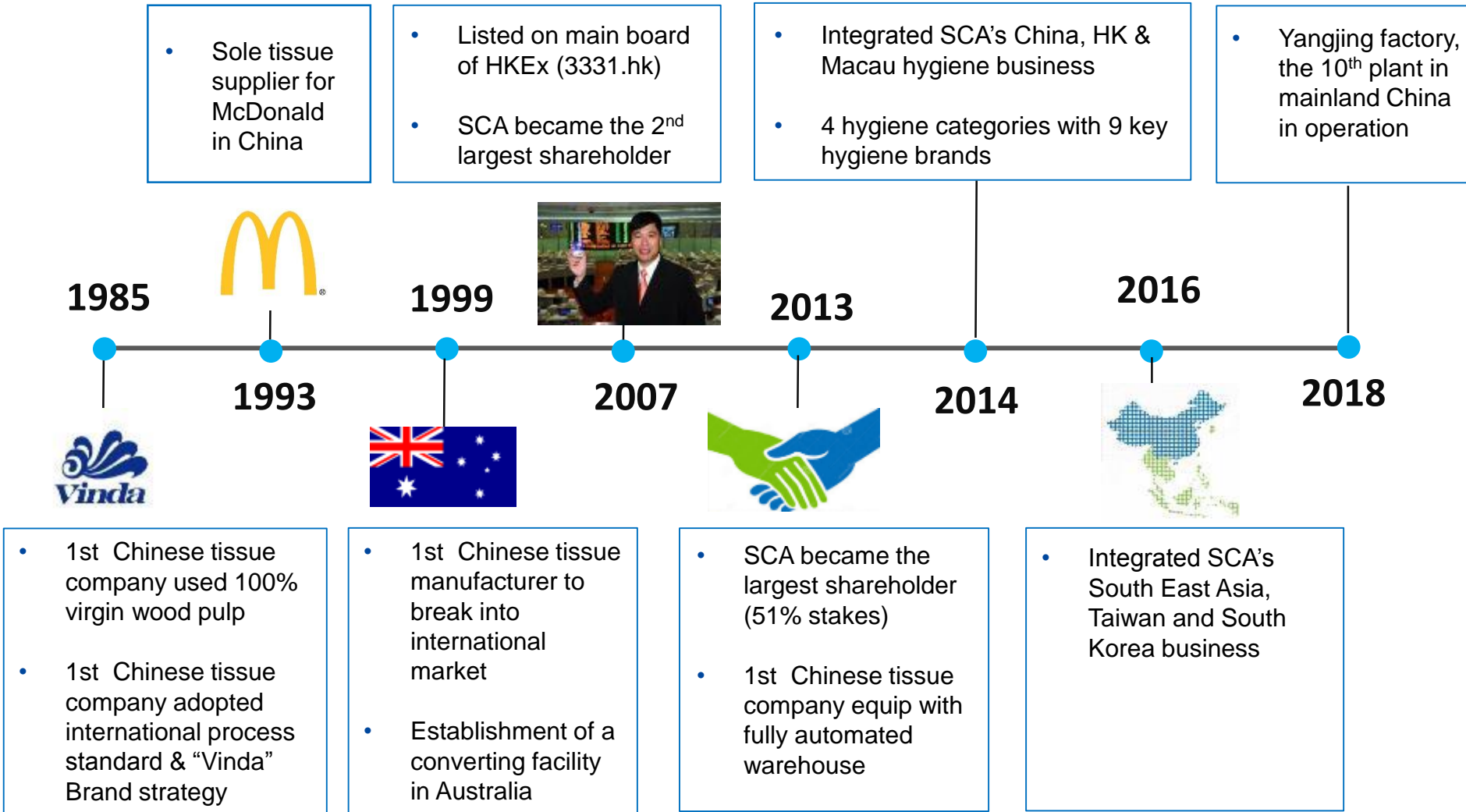
Production bases

14

Employees

>10,000

Our Milestones



What We Believe

Vision



To become Asia' first choice for hygiene products and services

Mission



Provide people with high quality hygiene products and services

Core Principles



Sustainability, Innovation
Professionalism & Integrity

We have a well-composed Board to oversee



Executive Director



LI Chao Wang
(Chairman)



YU Yi Fang
(Vice Chairlady)



Christoph MICHALSKI
(CEO)



Karen LI
(Deputy CEO, President-North Asia, CHO)



DONG Yi Ping
(Chief Technology Officer-mainland China)

Non-executive Director



Jan JOHANSSON
(Vice Chairman)



Magnus GROTH
(President, CEO of Essity)



Fredrik RYSTEDT
(CFO of Essity)

Independent non-executive Director



CHIA Yen On



**LEE Hsiao-yun
Monica**



TSUI King Fai



Huen WONG

We focus on Added-Value SKUs

Consumer
Tissue

AFH

Incontinence

Feminine

Baby

Premium

Mass

Tempo
得宝



TORK
多康



TENA 添宁



Libresse



丽贝乐
Libero



Vinda
维达



Vinda
PROFESSIONAL



TENA
包大人 Dr.P



薇尔 VIA

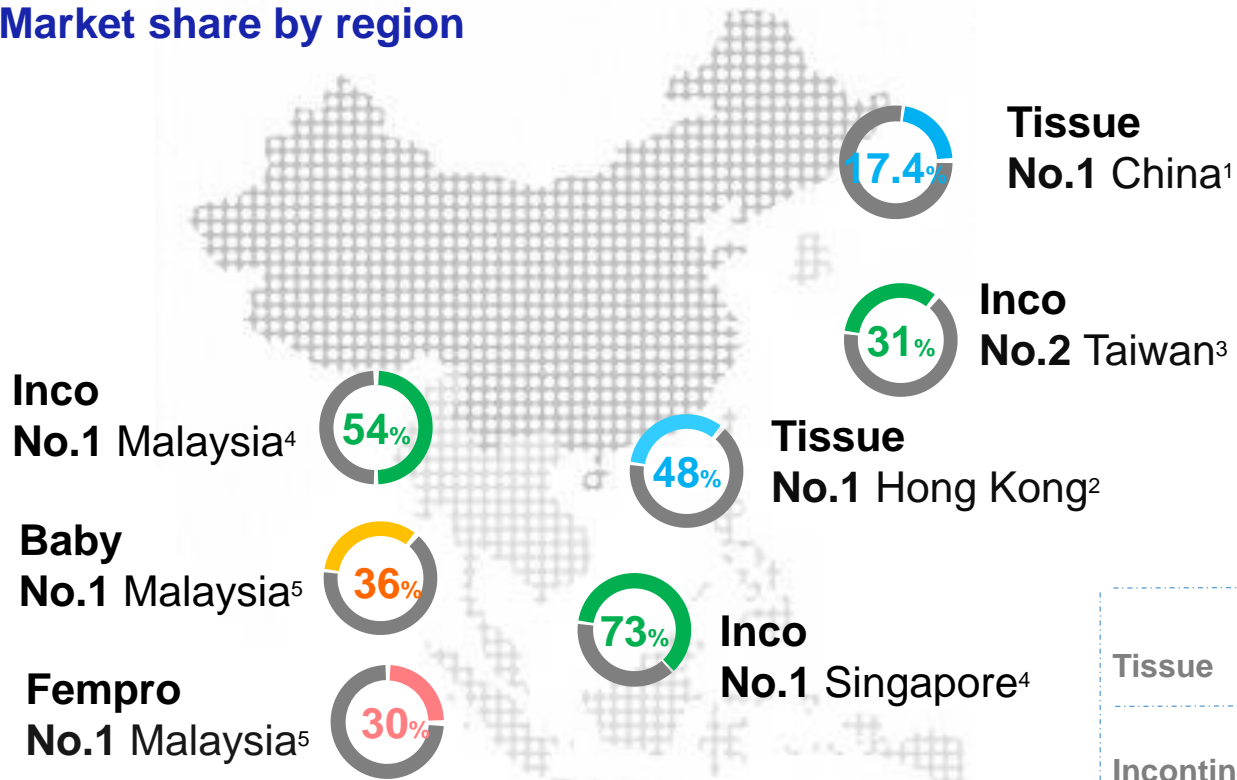


Drypers



We have Leading Market Positions

Market share by region



Note:

1. Nielsen, value share for the full year in 2018
2. Nielsen, value share MAT Nov 2018
3. Nielsen, volume share for the full year in 2018
4. Internal estimates, value share 2018
5. Kantar Worldpanel, value share YTD at 2 Dec 2018

We have a Complementary Portfolio

Segment Revenue

Personal Care

Tissue

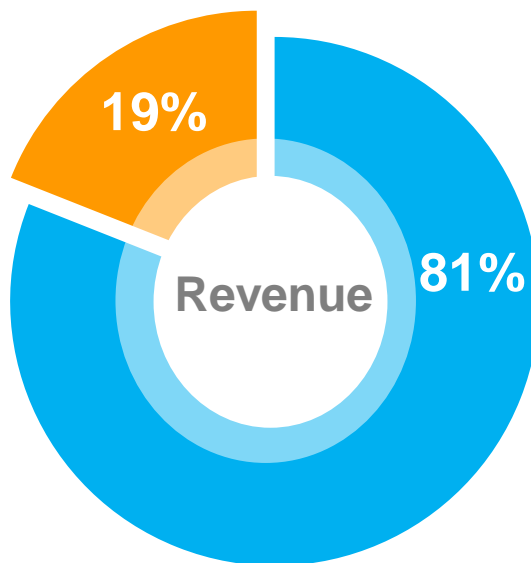
Incontinence



Feminine



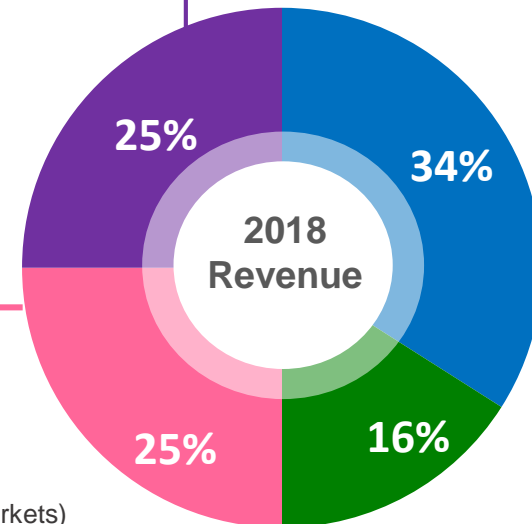
Baby



We have a Balanced Channel Mix



Ranked No.1* online in China

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

We have 14 Factories



Tissue annual designed capacity

1.22 M tons
(2018)



1.25 M tons
(2019)

- +60,000 tons in 19Q2 in Hubei
- -30,000 tons (discontinue operation of an old and high-energy consuming machinery) in Xinhui

Personal care facility

- Expand local production for feminine and incontinence products

We have Strong Support from Essity



License to use
global brands



Support in R&D, IT
services, product
development

We advocate Safe & Green Production

**Quality
Guaranteed**



ISO9001, ISO22000,
ISO14001, OHSAS18001

>99%
Woodpulp certified



All production supply chains
FSC certified

- 20%

Water consumption



Taiwan

- 14.3%
NO₂ emissions



Malaysia

- 13.1%
SO₂ emissions



mainland China

>95%
Water recycle rate



mainland China

We embrace our Code of Conduct

Manner of operation

We fosters partnership in all commercial activities with honesty and integrity



Health and Safety

Health and safety are the first priority of Vinda



Relationship with the Staff

We treat every staff member fairly, impartially and respectfully



Individual Rights

We respect individual rights, and so do our business partners



Nature

We are committed to environmental protection

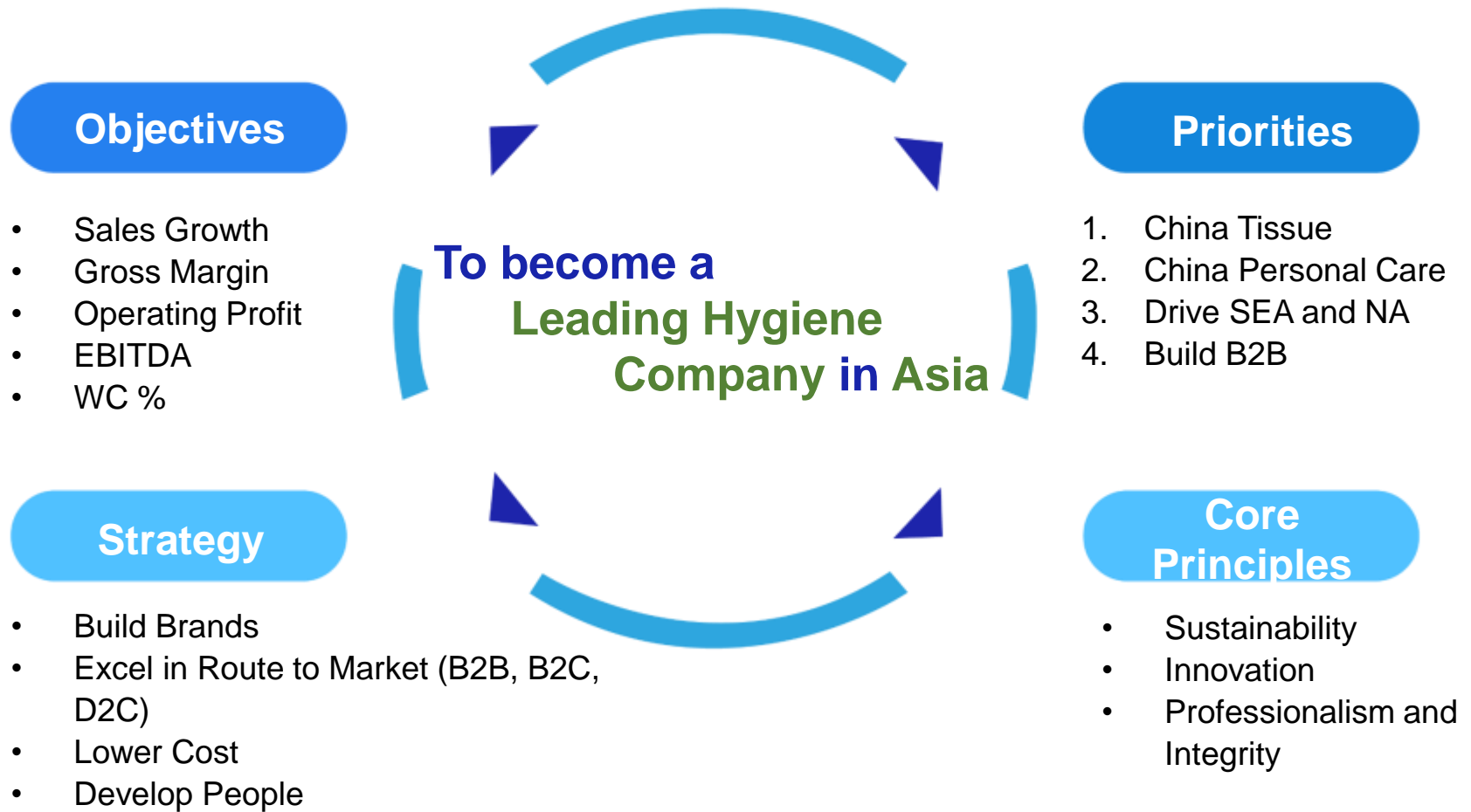


Community

We are committed to becoming a reliable member of the communities where our business is conducted



Strategic Framework



Our Ambition



To become a
**Leading Hygiene
Company in Asia**

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