

维达国际控股有限公司

(于开曼群岛注册成立的有限公司)

(股份代号: 3331)



2017年第三季度业绩 投资者推介

Healthy Lifestyle
Starts with Vinda



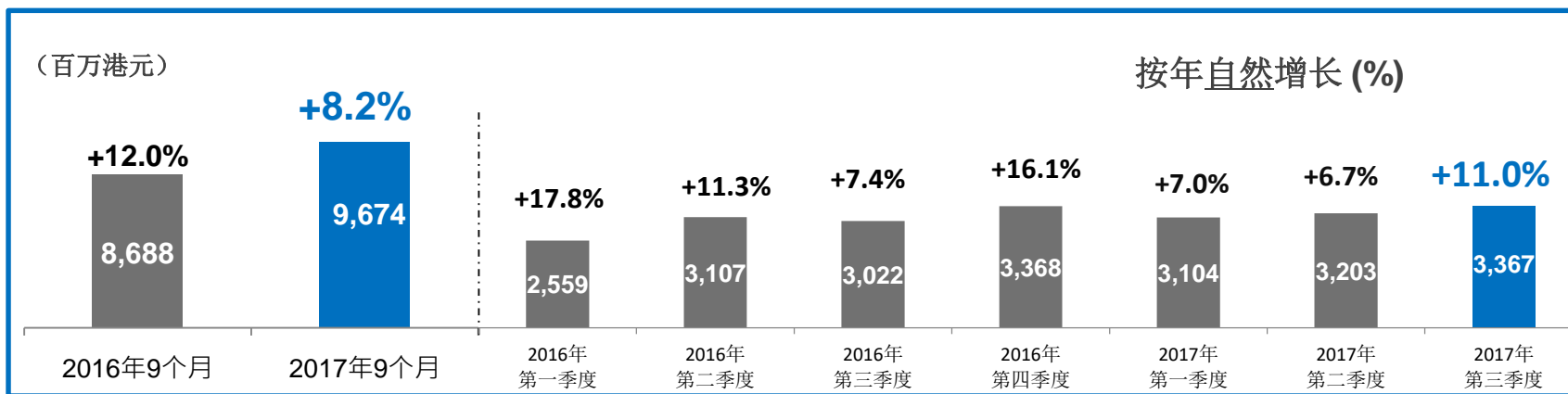
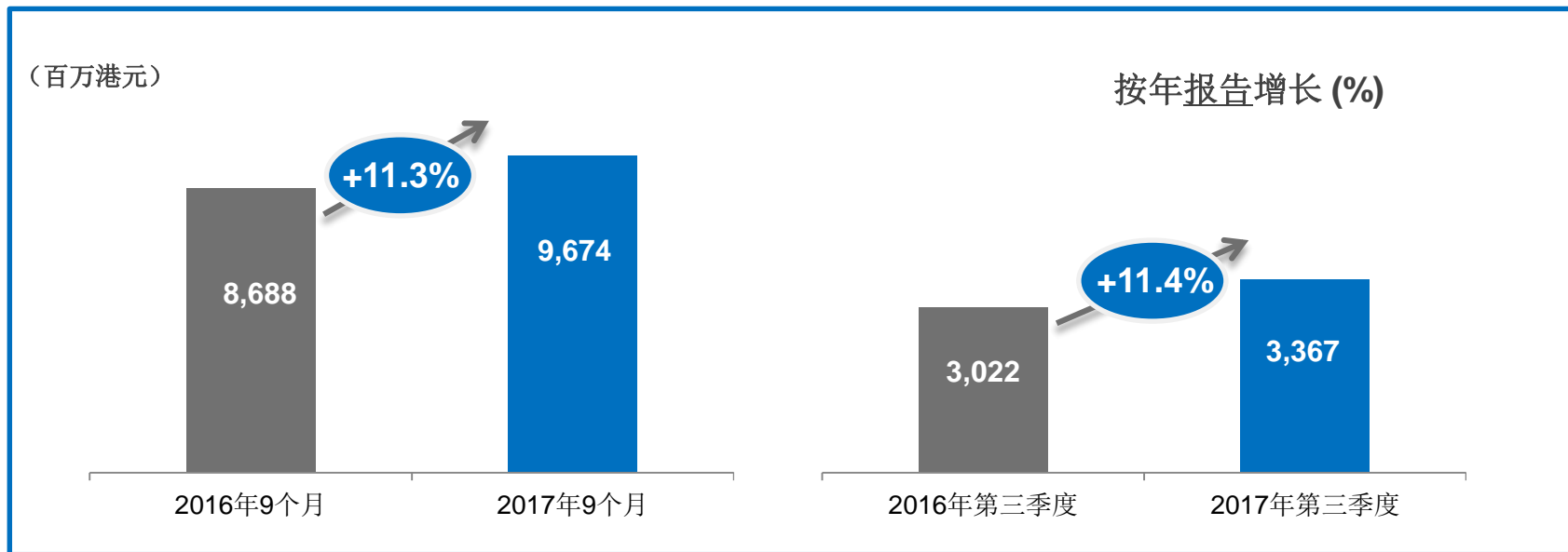
财务摘要



(百万港元)	2017年 9个月	2016年 9个月	按年 同比	2017年 第三季度	2016年 第三季度	按年 同比
收益	9,674	8,688	+11.3%	3,367	3,022	+11.4%
<i>自然增长</i>	<i>8.2%</i>	<i>12.0%</i>		<i>11.0%</i>	<i>7.4%</i>	
毛利	2,935	2,726	+7.7%	1,009	954	+5.8%
<i>毛利率</i>	<i>30.3%</i>	<i>31.4%</i>	<i>-1.1pps</i>	<i>30.0%</i>	<i>31.6%</i>	<i>-1.6pps</i>
经营溢利	759	746	+1.8%	250	231	+8.2%
<i>经营溢利率</i>	<i>7.8%</i>	<i>8.6%</i>	<i>-0.8pps</i>	<i>7.4%</i>	<i>7.7%</i>	<i>-0.3pps</i>
息税折旧摊销前利润	1,353	1,239	+9.2%	460	409	+12.5%
<i>息税折旧摊销前利润率</i>	<i>14.0%</i>	<i>14.3%</i>	<i>-0.3pps</i>	<i>13.7%</i>	<i>13.5%</i>	<i>+0.2pps</i>

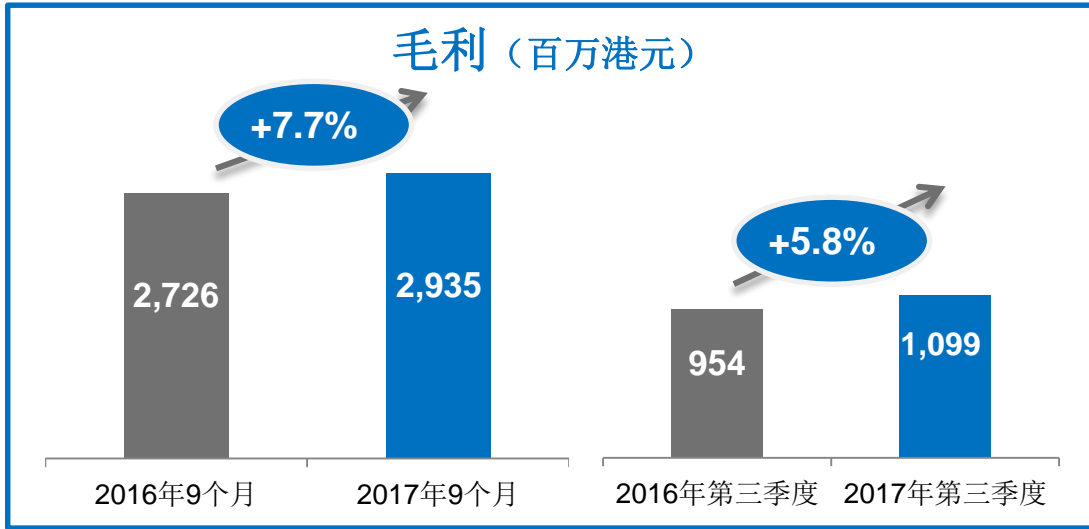
(百万港元)	2017年 9个月	2016年 9个月	2017年 第三季度	2016年 第三季度
外汇收益/ (损失) 总额	(17)	(18)	5	(4)

收益

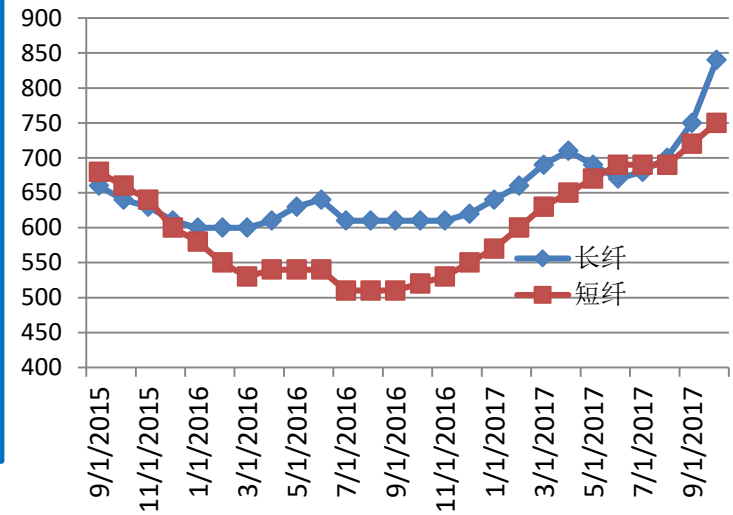


毛利

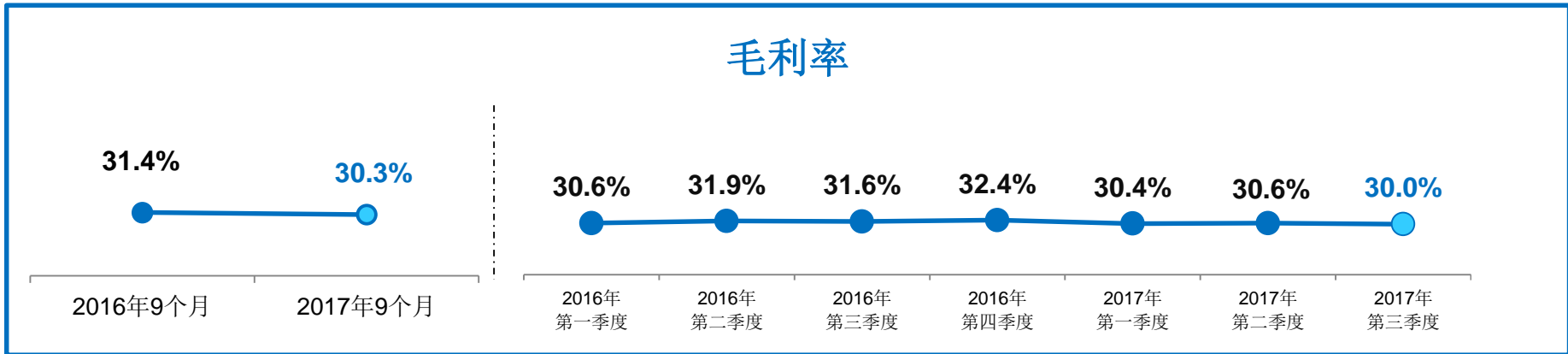
毛利 (百万港元)



市场木浆价格 (美元/吨)

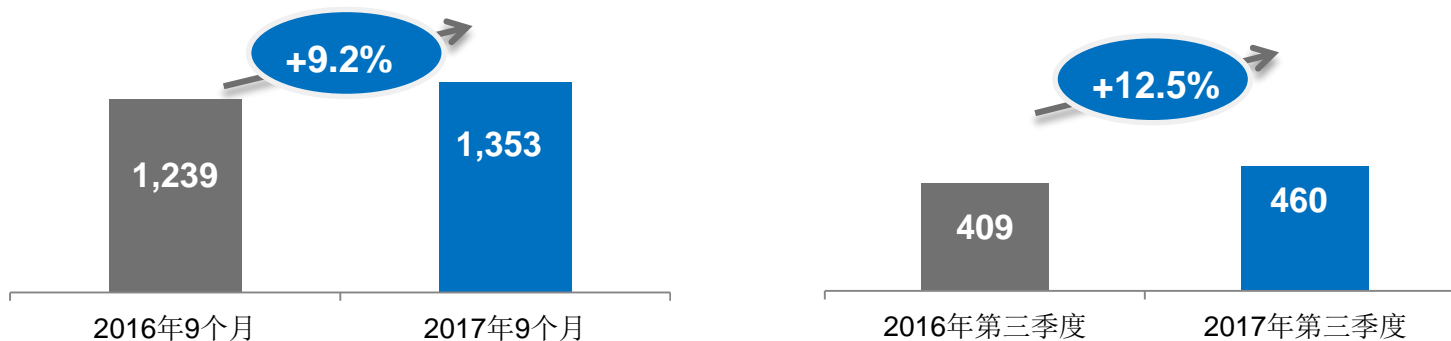


毛利率

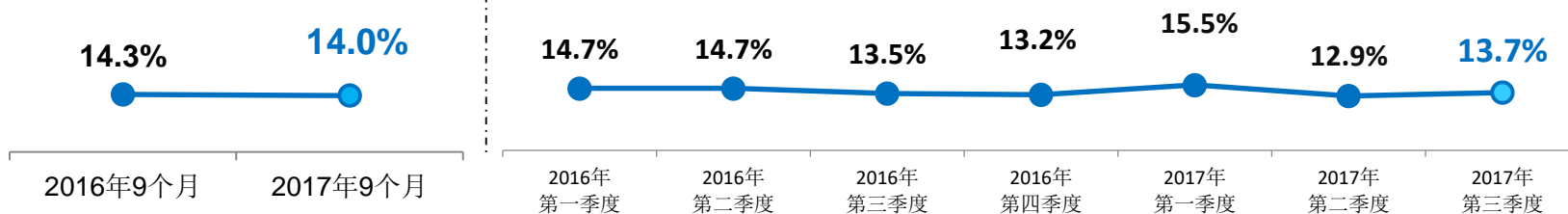


息税折旧摊销前利润

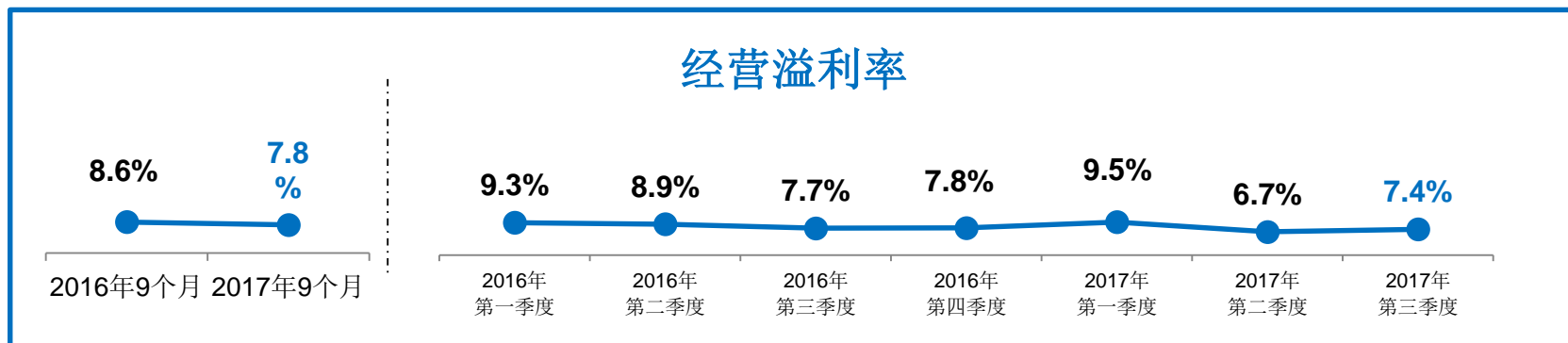
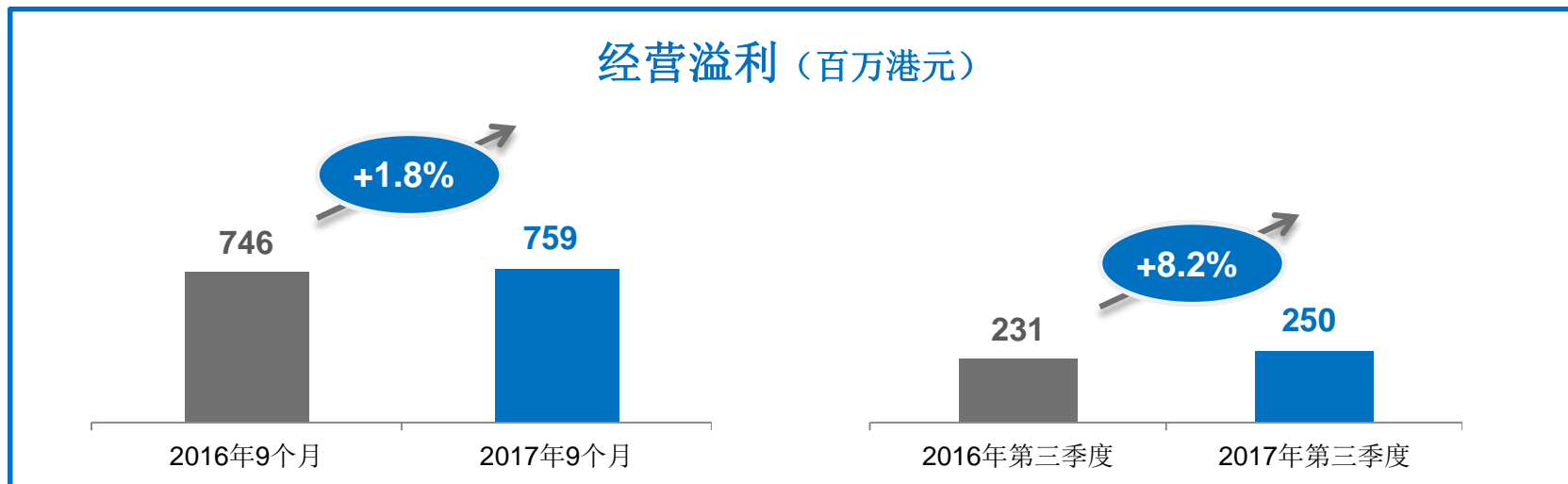
息税折旧摊销前利润 (百万港元)



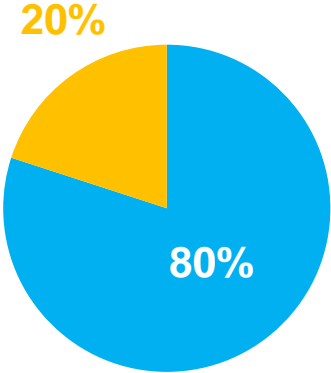
息税折旧摊销前利润率



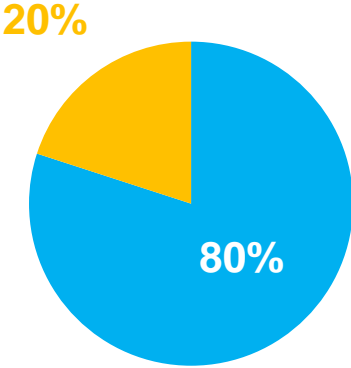
经营溢利



收益（按业务划分）

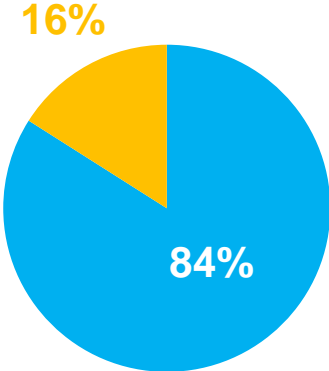


2017年9个月

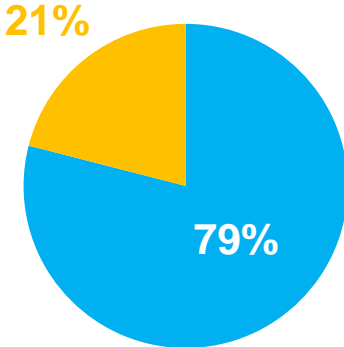


2017年第三季度

■ 纸巾
■ 个人护理

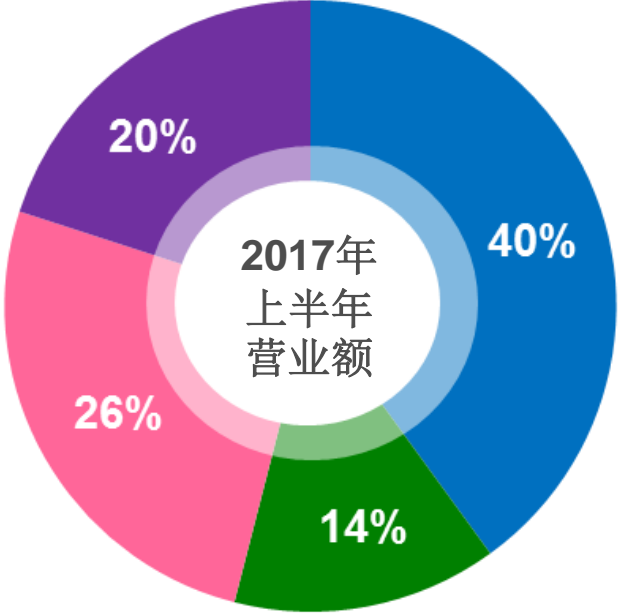
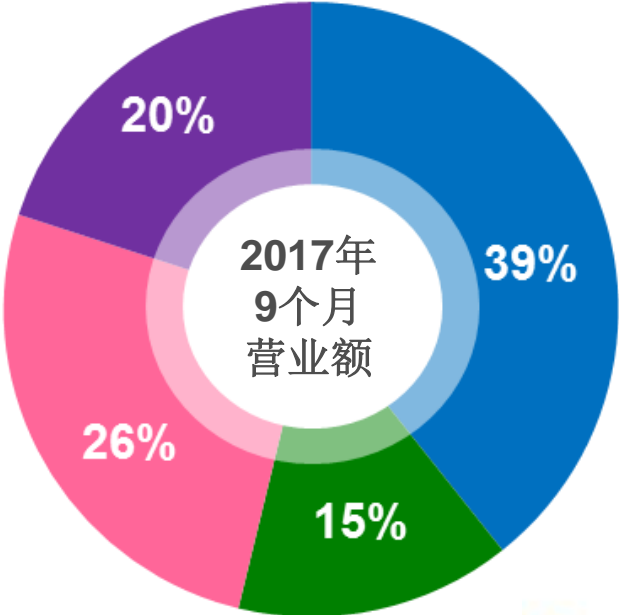


2016年9个月



2016年第三季度

收益（按销售渠道划分）



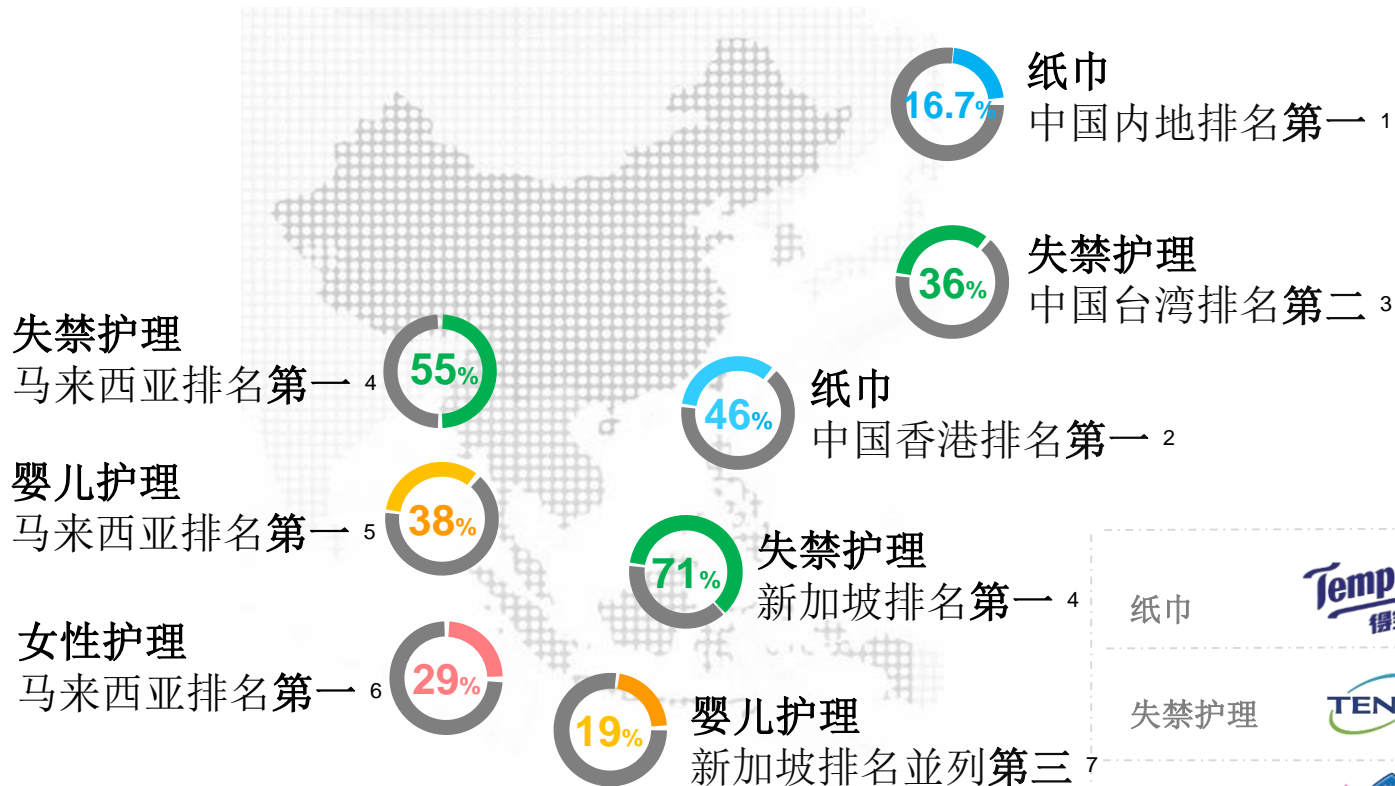
- 传统渠道 (即分销商)
- B2B (即企业客户)
- 现代渠道 (即大卖场、超市)
- 电子商务

附录



领先的市场地位

各区域市场份额



注：
 1. 凯度, 以2017年1月至9月之销售份额计算
 2. 尼尔森, 2017年9月之移动年度总计销售
 3. 尼尔森, 2017年9月之移动年度总计销量份额
 4. 内部估算, 2016年之销售份额
 5. 凯度, 年初至2017年9月之销售份额
 6. 凯度, 年初至2017年9月之销售份额
 7. 尼尔森, 2017年9月之销量份额

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谢谢

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Starts with Vinda

