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康師傅控股有限公司\*

**TINGYI (CAYMAN ISLANDS) HOLDING CORP.**

(Incorporated in the Cayman Islands with limited liability)

(Stock Code: 0322)

**PRESENTATION ON 2016 INTERIM RESULTS**

A presentation in relation to the results of Tingyi (Cayman Islands) Holding Corp. and its subsidiaries for the Interim Results for the Six Months Ended 30th June 2016 is appended to this announcement.

By order of the Board

**Tingyi (Cayman Islands) Holding Corp.**

**Ip Pui Sum**

Company Secretary

Hong Kong, 29 August 2016

*As at the date of this announcement, Mr. Wei Ing-Chou, Mr. Junichiro Ida, Mr. Wu Chung-Yi, Mr. Nagano Teruo, Mr. Wei Hong-Ming and Mr. Koji Shinohara are executive Directors of the Company. Mr. Hsu Shin-Chun, Mr. Lee Tiong-Hock and Mr. Hiromu Fukada are independent non-executive Directors of the Company.*

\* For identification purposes only

website: <http://www.masterkong.com.cn>  
<http://www.irasia.com/listco/hk/tingyi>

康師傅控股

# Tingyi Holding Corp.

**1H 2016 Results**

**29 August 2016**

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## 2Q 2016 – Sales & Profit

<b>US\$ million</b>	<b>2Q 2016</b>	<b>2Q 2015</b>	<b>Change%</b>
<b>Turnover</b>	<b>2,092</b>	<b>2,549</b>	<b>-17.95</b>
<b>Gross Profit</b>	<b>666</b>	<b>867</b>	<b>-23.16</b>
<b>Gross Margin</b>	<b>31.86%</b>	<b>34.02%</b>	<b>-2.16ppt.</b>
<b>EBITDA</b>	<b>206</b>	<b>350</b>	<b>-41.12</b>
<b>Profit</b>	<b>18</b>	<b>140</b>	<b>-87.07</b>
<b>Profit attributable to owners of the Company</b>	<b>12</b>	<b>91</b>	<b>-87.13</b>
<b>EPS (US cents)</b>	<b>0.21</b>	<b>1.62</b>	<b>-1.41 cents</b>

# 1H 2016 – Sales & Profit

<b>US\$ million</b>	<b>1H 2016</b>	<b>1H 2015</b>	<b>Change%</b>
<b>Turnover</b>	<b>4,191</b>	<b>4,870</b>	<b>-13.94</b>
<b>Gross Profit</b>	<b>1,326</b>	<b>1,602</b>	<b>-17.21</b>
<b>Gross Margin</b>	<b>31.64%</b>	<b>32.89%</b>	<b>-1.25ppt.</b>
<b>EBITDA</b>	<b>488</b>	<b>680</b>	<b>-28.25</b>
<b>Profit</b>	<b>92</b>	<b>273</b>	<b>-66.49</b>
<b>Profit attributable to owners of the Company</b>	<b>70</b>	<b>198</b>	<b>-64.75</b>
<b>EPS (US cents)</b>	<b>1.24</b>	<b>3.53</b>	<b>-2.29 cents</b>

# Turnover by Products

US\$ million	2Q 2016	2Q 2015	Change%
Instant Noodles	700	792	-11.59
Beverages	1,343	1,702	-21.06
Instant Food	27	29	-6.91
Others	22	26	-20.53
<b>Total</b>	<b>2,092</b>	<b>2,549</b>	<b>-17.95</b>

2Q 2015



2Q 2016



# Turnover by Products

US\$ million	1H2016	1H2015	Change%
Instant Noodles	1,542	1,792	-13.95
Beverages	2,535	2,962	-14.40
Instant Food	63	67	-6.08
Others	51	49	3.31
<b>Total</b>	<b>4,191</b>	<b>4,870</b>	<b>-13.94</b>

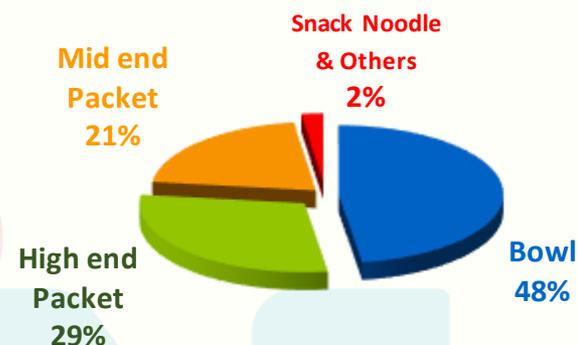
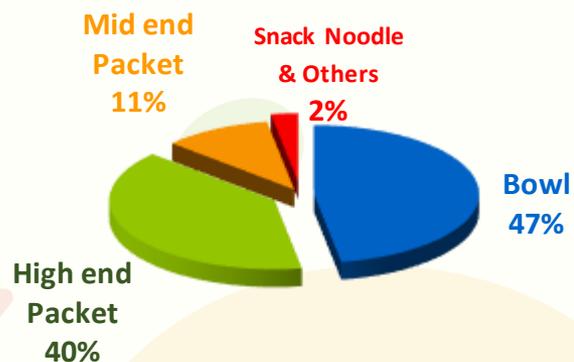


# Instant Noodle Sales by Products

US\$ million	2Q 2016	2Q 2015	Change%
Bowl	334	375	-10.88
High end Packet	205	312	-34.21
Mid end Packet	146	84	73.29
Snack Noodle & Others	15	21	-29.24
<b>Total</b>	<b>700</b>	<b>792</b>	<b>-11.59</b>

2Q 2015

2Q 2016

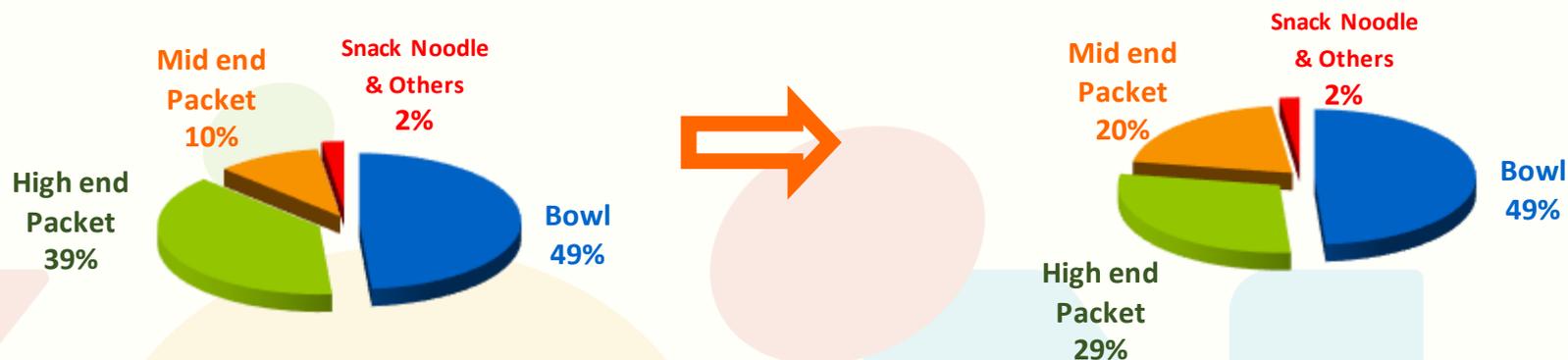


# Instant Noodle Sales by Products

US\$ million	1H 2016	1H 2015	Change%
Bowl	754	874	-13.79
High end Packet	444	690	-35.69
Mid end Packet	313	188	66.92
Snack Noodle & Others	31	40	-21.65
Total	1,542	1,792	-13.95

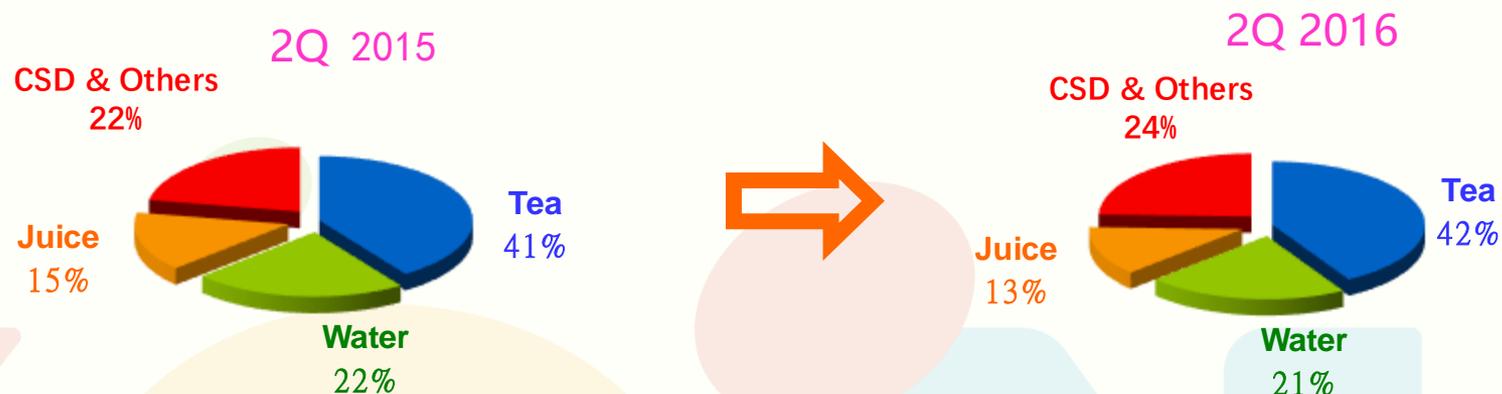
1H 2015

1H 2016



# Beverage Sales by Products

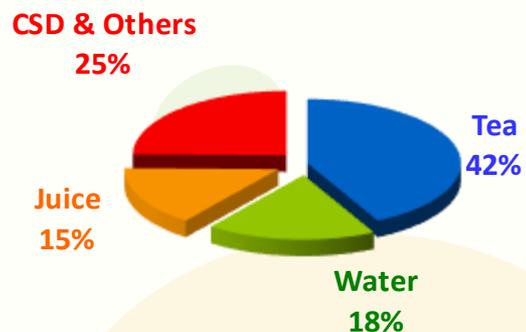
US\$ million	2Q 2016	2Q 2015	Change%
Tea	560	690	-18.93
Water	285	383	-25.43
Juice	169	253	-32.94
Carbonated drinks and Others	329	376	-12.54
<b>Total</b>	<b>1,343</b>	<b>1,702</b>	<b>-21.06</b>



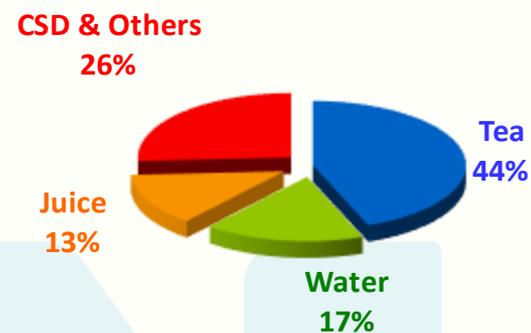
# Beverage Sales by Products

US\$ million	1H 2016	1H 2015	Change%
Tea	1,118	1,257	-10.99
Water	426	528	-19.31
Juice	334	443	-24.73
Carbonated drinks and Others	657	734	-10.49
<b>Total</b>	<b>2,535</b>	<b>2,962</b>	<b>-14.40</b>

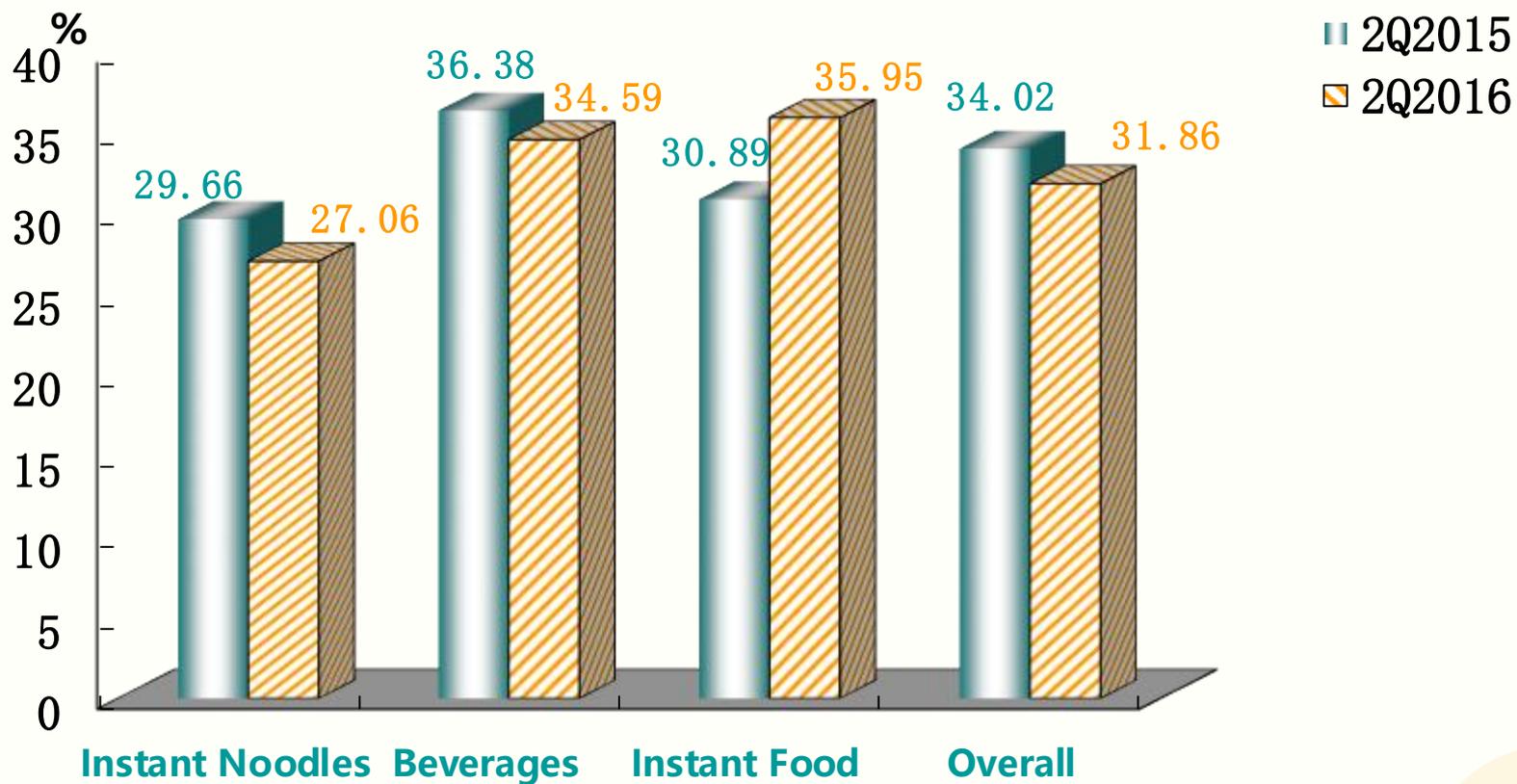
1H 2015



1H 2016



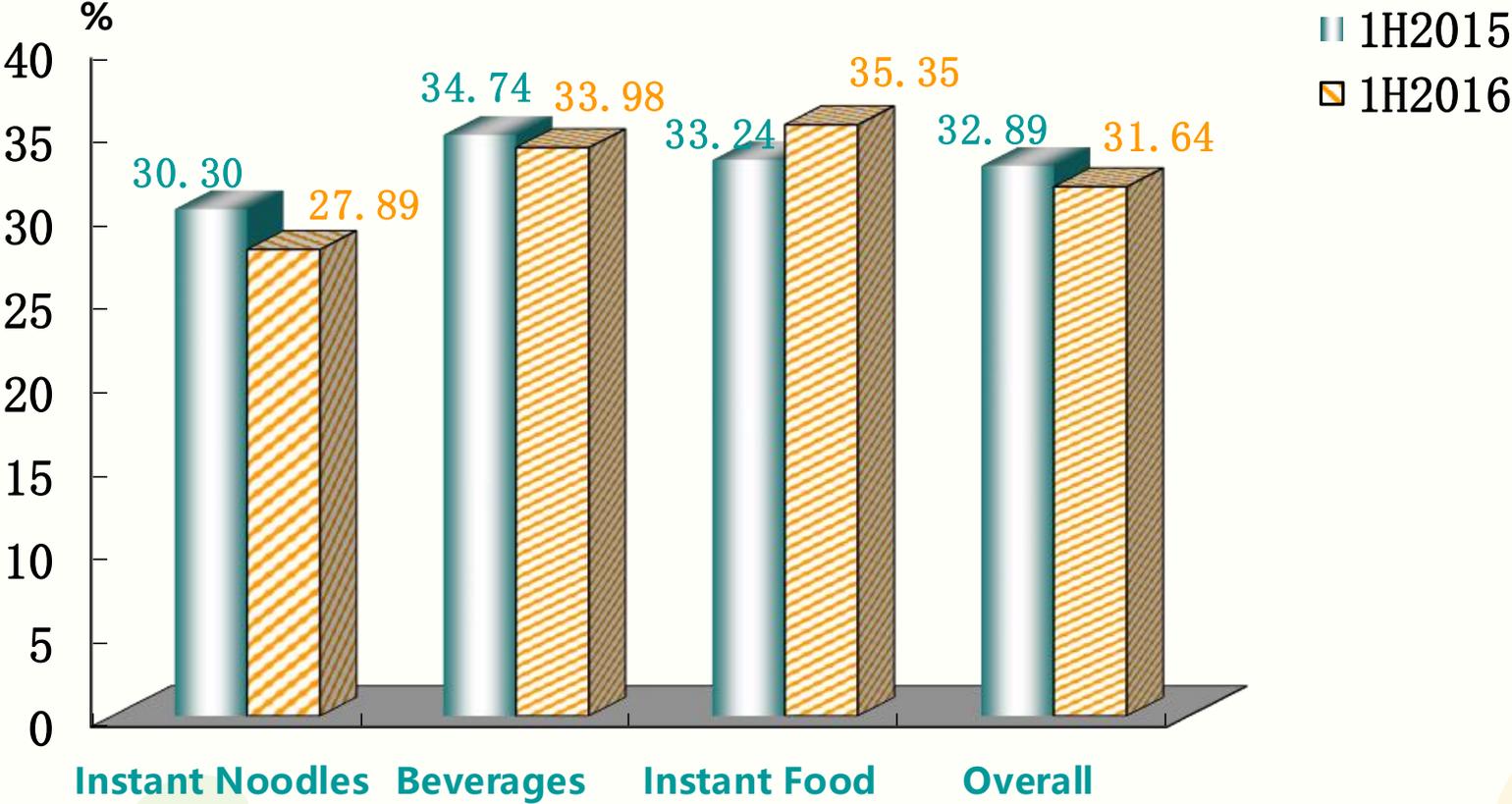
# Gross Margin by Products



Change (ppt.)

-2.60	-1.79	5.06	-2.16
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# Gross Margin by Products



Change (ppt.)

-2.41	-0.76	2.11	-1.25
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## EBIT by Products

<b>US\$'000</b>	<b>2Q 2016</b>	<b>2Q 2015</b>	<b>Change%</b>
<b>Instant Noodles</b>	<b>9,262</b>	<b>73,214</b>	<b>-87.35</b>
<b>Beverages</b>	<b>43,160</b>	<b>140,864</b>	<b>-69.36</b>
<b>Instant Food</b>	<b>-3,278</b>	<b>-5,930</b>	<b>44.72</b>
<b>Others</b>	<b>12,523</b>	<b>3,827</b>	<b>227.23</b>
<b>Group EBIT</b>	<b>61,667</b>	<b>211,975</b>	<b>-70.91</b>

## EBIT by Products

<b>US\$'000</b>	<b>1H 2016</b>	<b>1H 2015</b>	<b>Change%</b>
<b>Instant Noodles</b>	<b>69,996</b>	<b>193,101</b>	<b>-63.75</b>
<b>Beverages</b>	<b>102,906</b>	<b>222,594</b>	<b>-53.77</b>
<b>Instant Food</b>	<b>-6,521</b>	<b>-11,019</b>	<b>40.82</b>
<b>Others</b>	<b>21,114</b>	<b>8,093</b>	<b>160.89</b>
<b>Group EBIT</b>	<b>187,495</b>	<b>412,769</b>	<b>-54.58</b>

# Profit

<b>US\$'000</b>	<b>2Q 2016</b>	<b>2Q 2015</b>	<b>Change%</b>
<b>Instant Noodles</b>	<b>12,166</b>	<b>59,023</b>	<b>-79.39</b>
<b>Beverages</b>	<b>11,589</b>	<b>90,527</b>	<b>-87.20</b>
<b>Instant Food</b>	<b>-3,250</b>	<b>-5,910</b>	<b>45.01</b>
<b>Others</b>	<b>-2,461</b>	<b>-4,125</b>	<b>40.34</b>
<b>Group Profit</b>	<b>18,044</b>	<b>139,515</b>	<b>-87.07</b>

# Profit

<b>US\$'000</b>	<b>1H 2016</b>	<b>1H 2015</b>	<b>Change%</b>
<b>Instant Noodles</b>	<b>60,827</b>	<b>153,211</b>	<b>-60.30</b>
<b>Beverages</b>	<b>39,431</b>	<b>137,053</b>	<b>-71.23</b>
<b>Instant Food</b>	<b>-6,439</b>	<b>-10,955</b>	<b>41.22</b>
<b>Others</b>	<b>-2,229</b>	<b>-6,017</b>	<b>62.95</b>
<b>Group Profit</b>	<b>91,590</b>	<b>273,292</b>	<b>-66.49</b>

# Financial Position

As at 30/06/2016

As at 31/12/2015

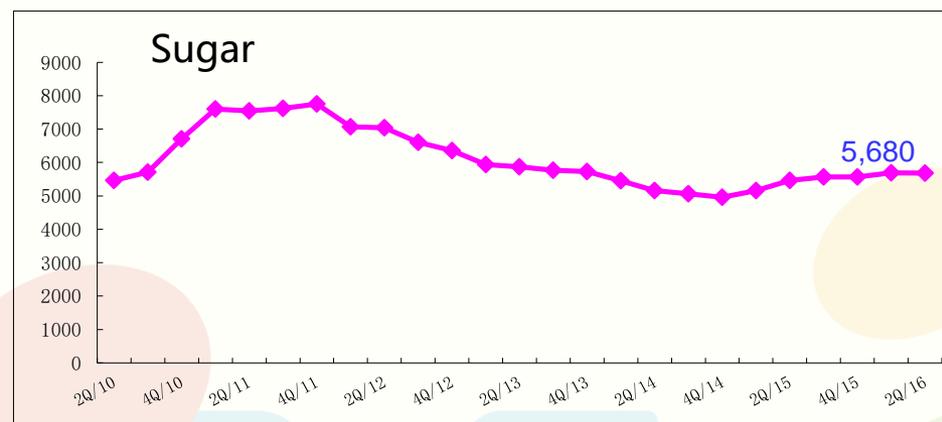
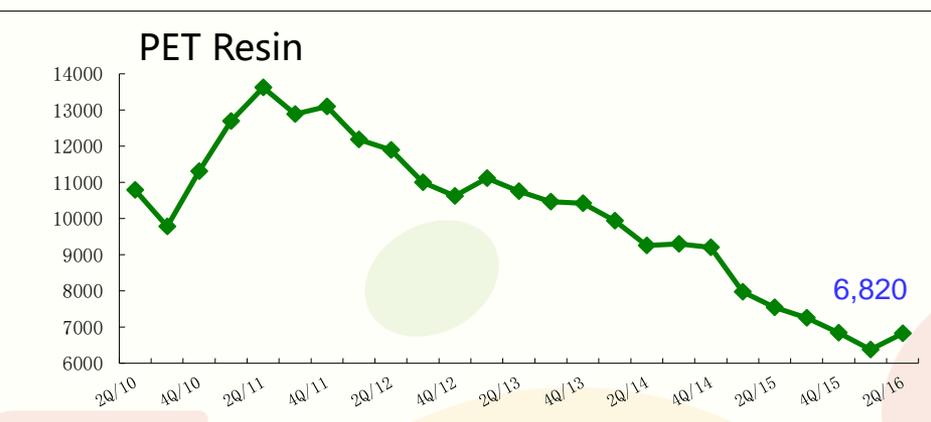
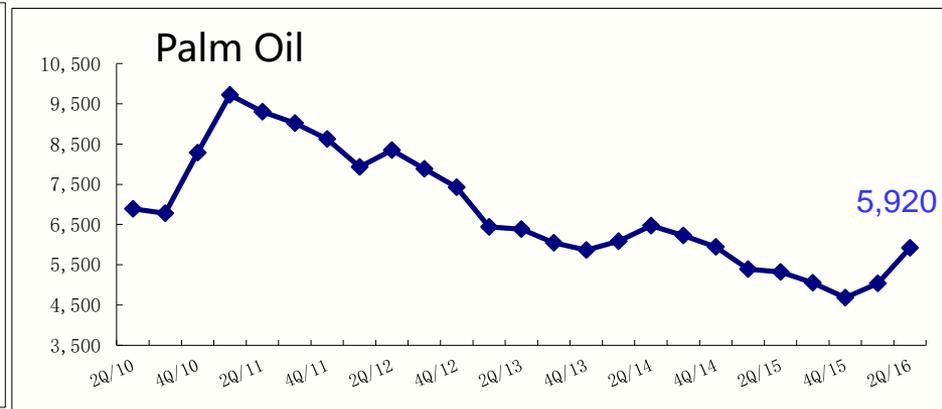
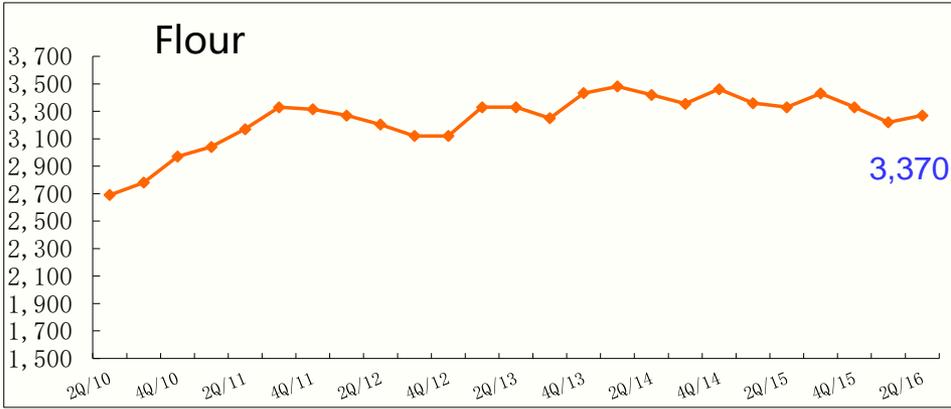
<b>*ROA (Annualized)</b>	<b>4.40%</b>	<b>5.51%</b>
<b>*ROE (Annualized)</b>	<b>4.91%</b>	<b>8.63%</b>
<b>Current Ratio</b>	<b>0.69</b>	<b>0.68</b>
<b>Gearing Ratio</b>	<b>0.34</b>	<b>0.49</b>
<b>A/R Turnover /Days</b>	<b>11.06</b>	<b>9.46</b>
<b>Finished Goods Turnover/Days</b>	<b>10.64</b>	<b>10.87</b>
<b>Cash and cash equivalents</b>	<b>US\$1.483 billion</b>	<b>US\$1.024 billion</b>

\*ROA : EBIT to average total assets

\*ROE : Profit attributable to equity holders of the Company to average net assets

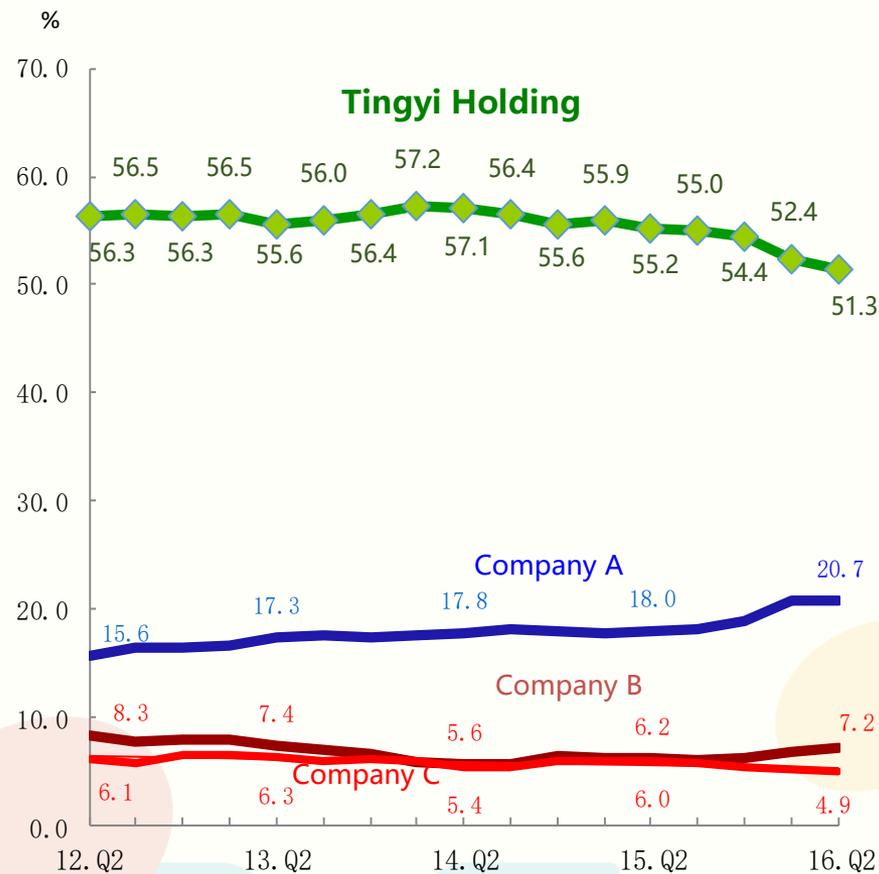
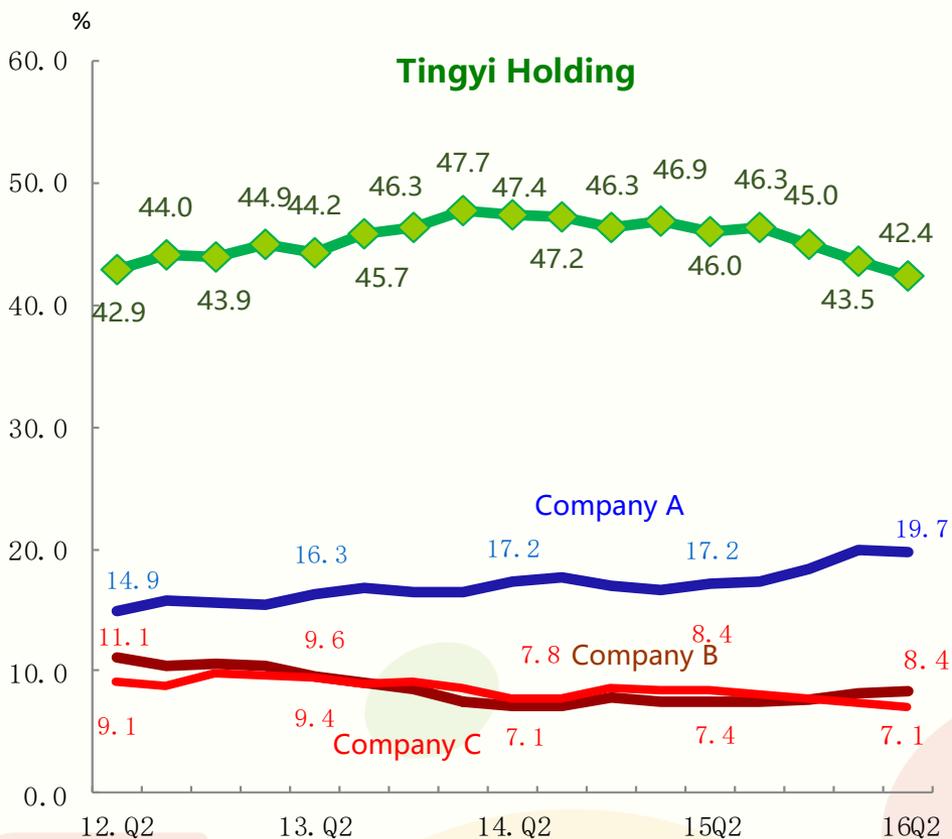
# Material Price

RMB/Ton



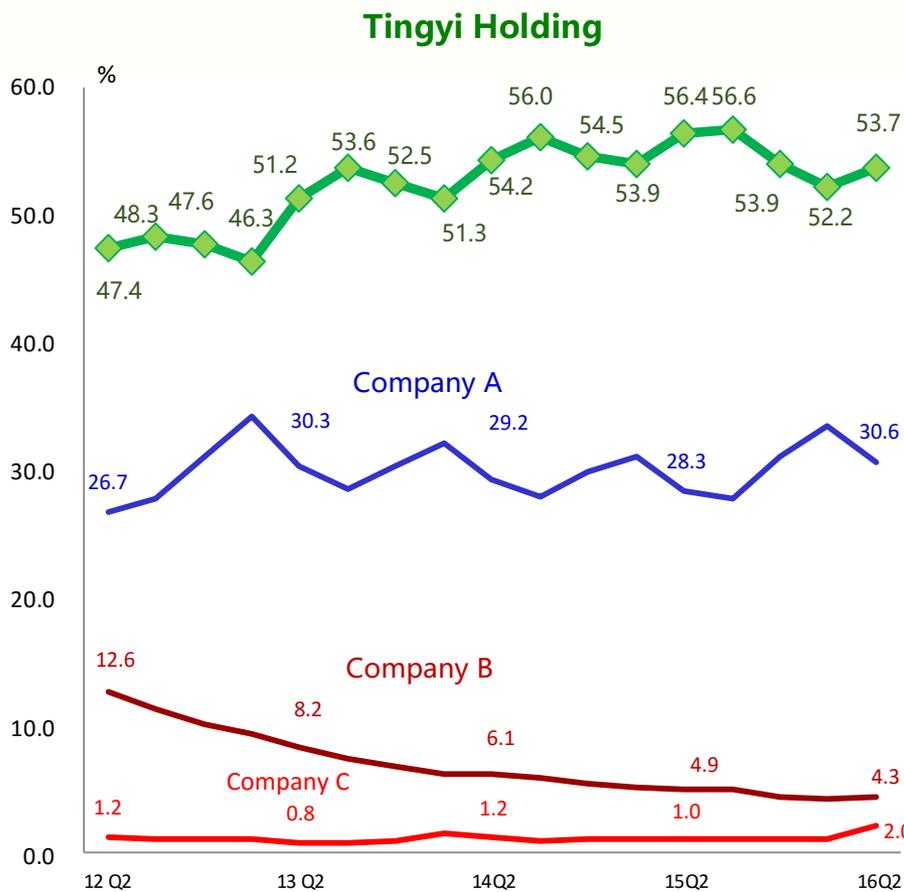
## Instant Noodle Market Share-by Volume

## Instant Noodle Market Share-by Value

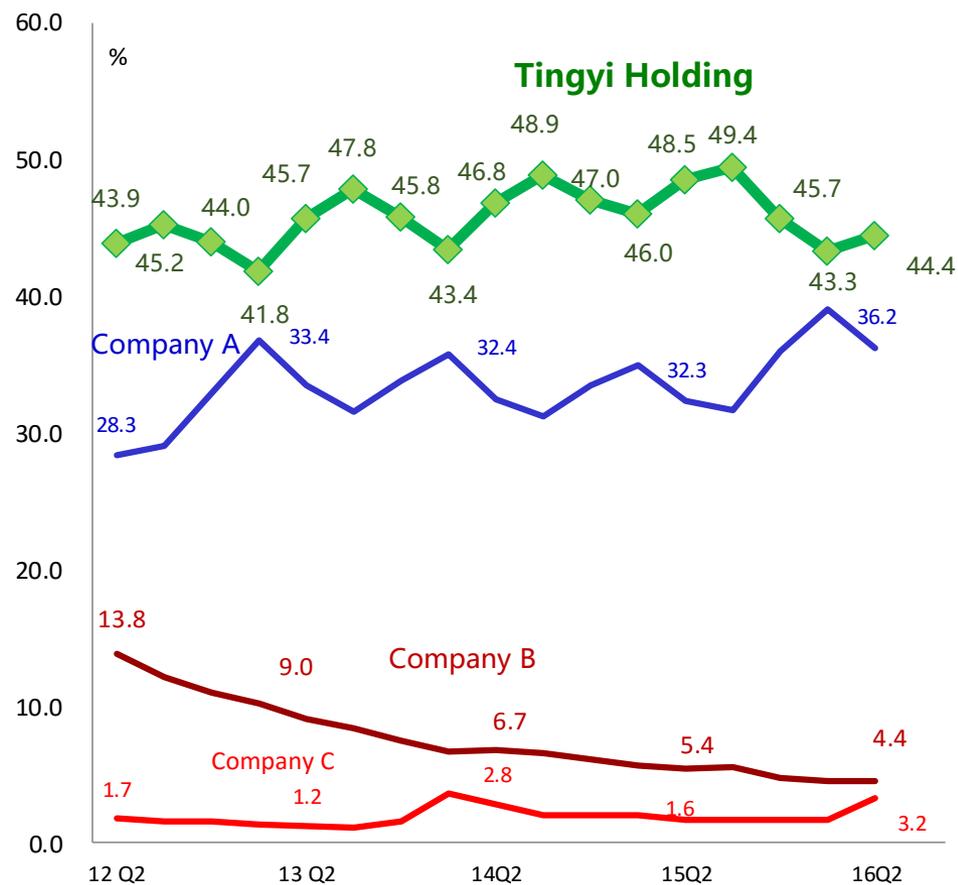


Source: Nielsen

## RTD Tea Market Share-by Volume

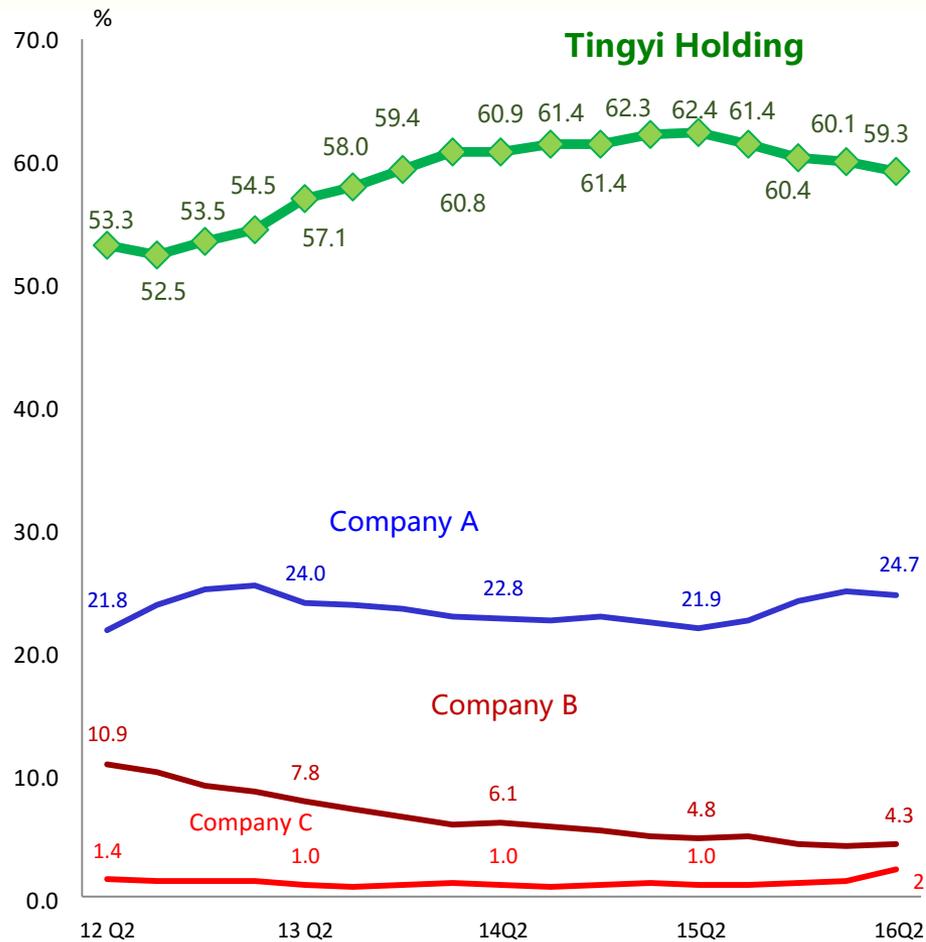


## RTD Tea Market Share-by Value

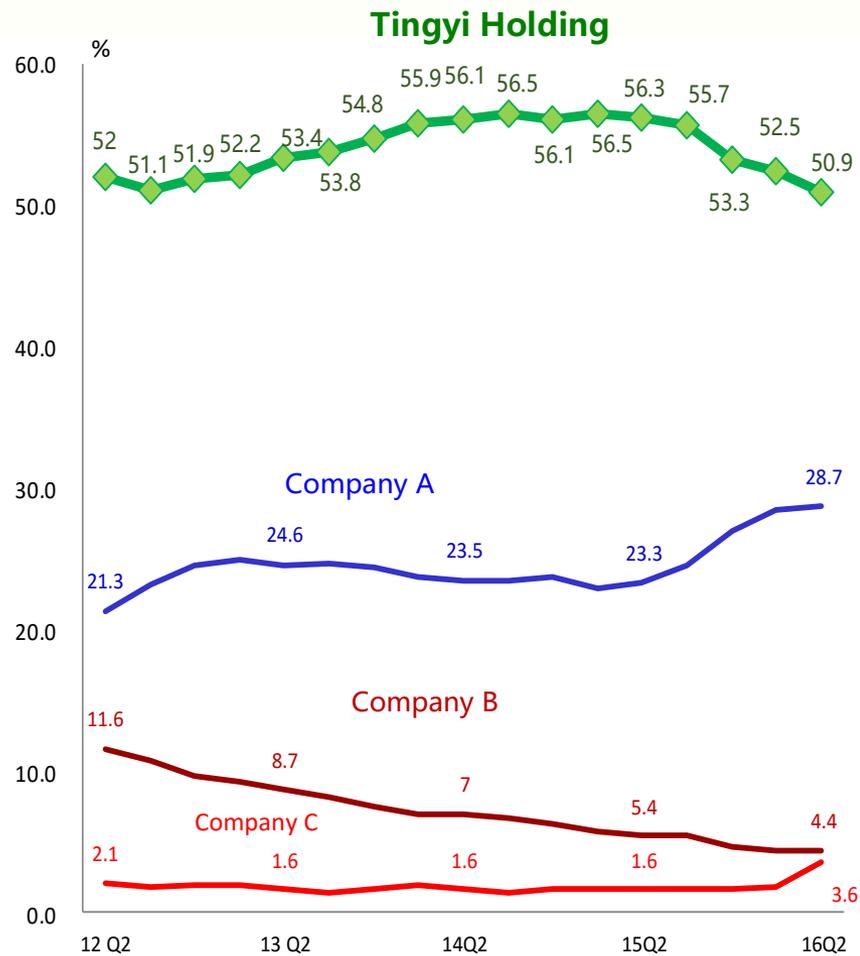


Source: Nielsen

RTD Tea (no milk tea) Market Share-by Volume

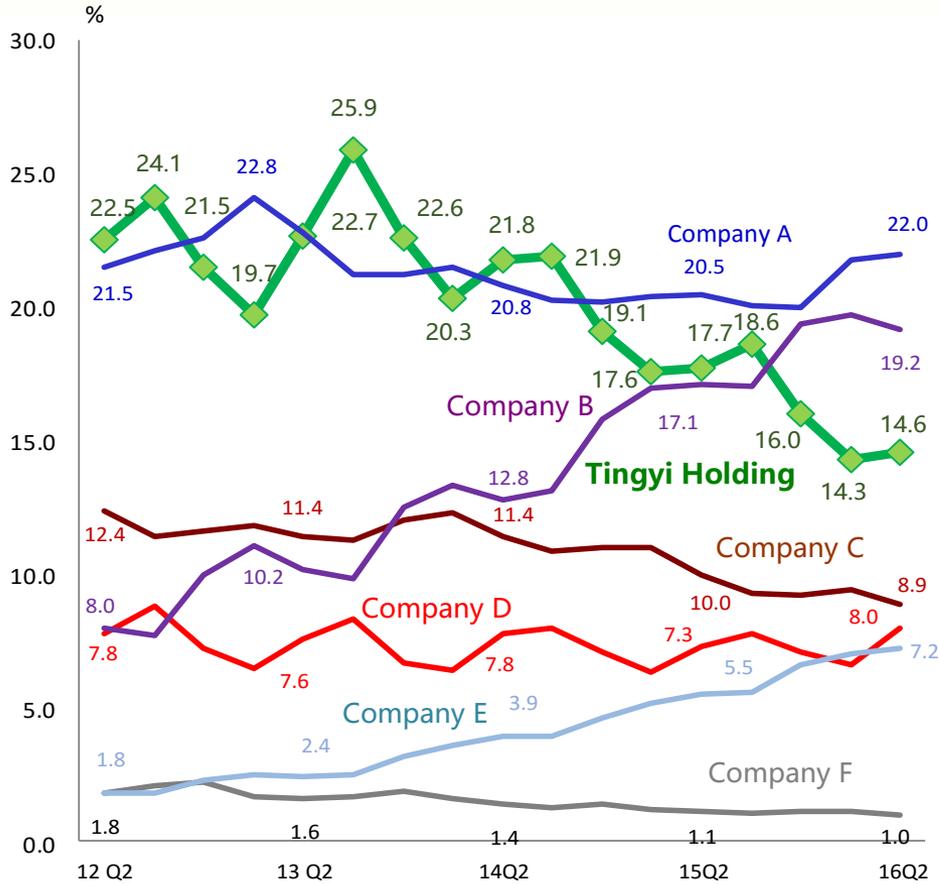


RTD Tea (no milk tea) Market Share-by Value



Source: Nielsen

## Bottle Water Market Share-by Volume



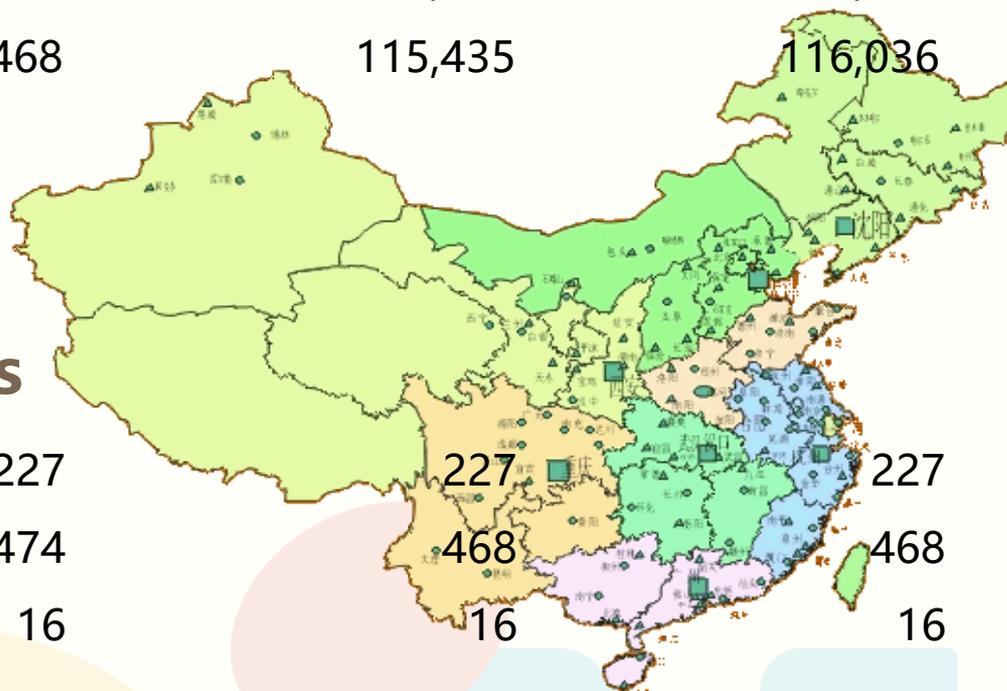
## Diluted Juice Drinks (below 39% juice content) Market Share-by Volume



# A) Nation-Wide Distribution Network

As at 30/06/2016    As at 31/03/2016    As at 31/12/2015

Sales Offices:	600	598	606
Warehouse:	71	71	73
Wholesaler:	31,828	29,985	30,095
Direct Retailer:	116,468	115,435	116,036



# B) Production Lines

Instant Noodles	227	227	227
Beverage	474	468	468
Instant Food	16	16	16