

2014/2015
Interim Results
Presentation



Disclaimer

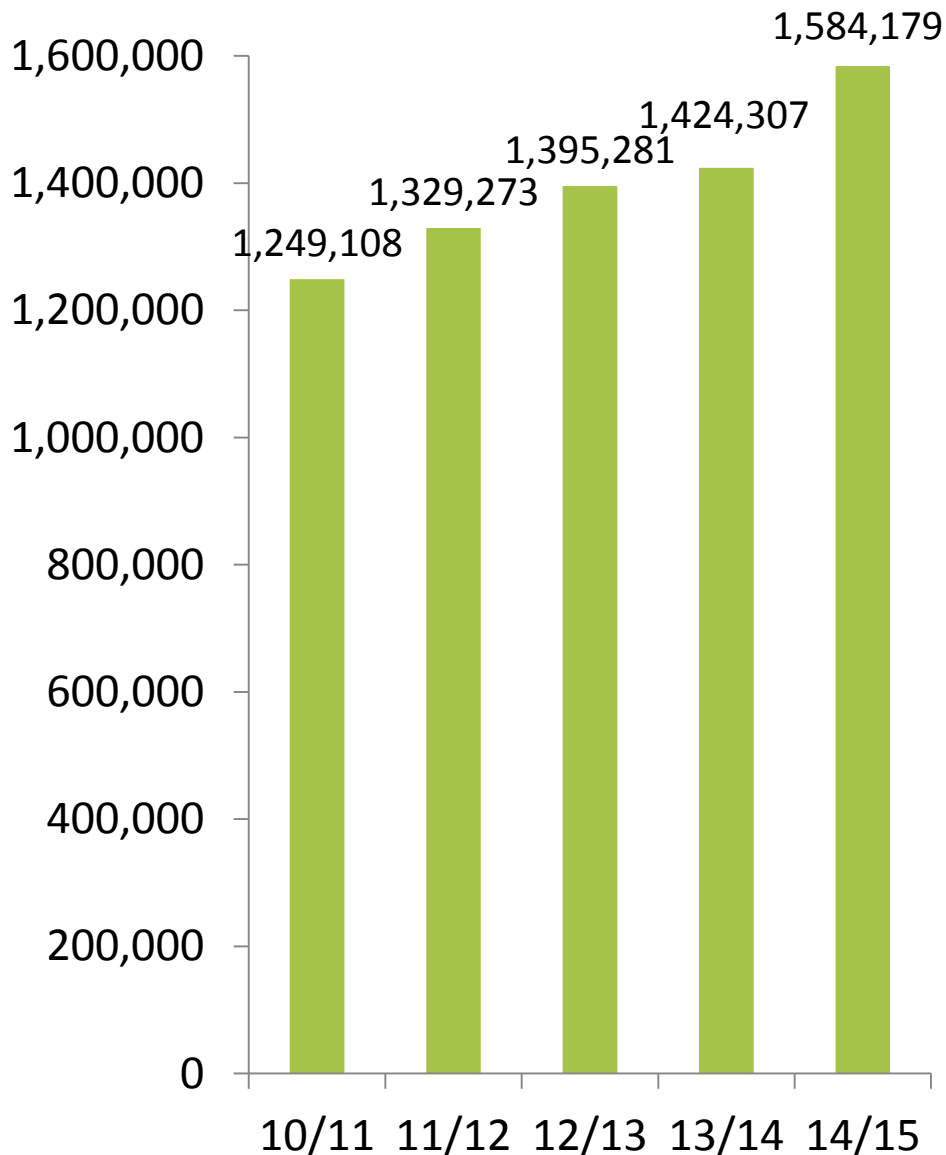
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Interim results highlights

| | 6 mths ended Sept 30 2014 (HKD '000) | 6 mths ended Sept 30 2013 (HKD '000) | Change |
|---|--|--|---------|
| Sales | 2,151,137 | 1,941,939 | +10.8% |
| Gross profit margin | 69.3% | 68.6% | |
| Operating profit | 1,180,574 | 1,042,925 | +13.2% |
| EBITDA margin | 59.4% | 58.6% | |
| EBIT margin | 54.9% | 53.7% | |
| Profit attributable to shareholders | 984,013 | 893,188 | +10.2% |
| Basic EPS (HK cents) | 31.72 | 28.80 | +10.1% |
| Net cash generated from operating activities | 1,109,323 | 849,872 | +30.5% |
| Net cash | 3,607,777 | 2,577,600 | +40.0% |
| Interim dividend per share (HK cents) | 9.52 | 8.68 | +9.7% |
| Interim special dividend per share (HK cents) | 22.20 | 2.88 | +670.8% |
| Dividend payout ratio | 100% | 40% | |

Flavours segment review

(HKD '000) Five-year interim results review



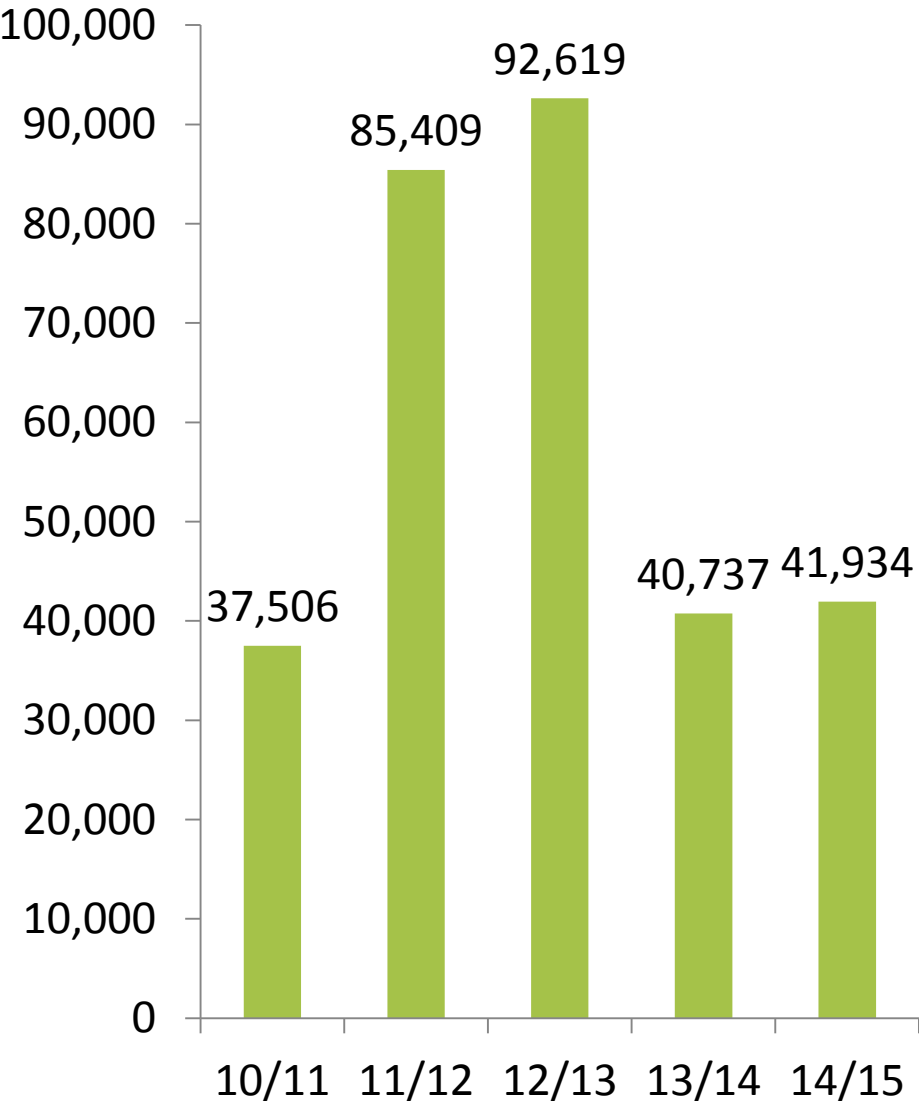
Results analysis:

- **Flavours segment regained double digit growth, mainly due to both of tobacco and F&B businesses recorded favorable results**
- **In terms of tobacco business, China's tobacco industry product structure further improved, which brought positive effects to the business**
- **In terms of F&B business, the Group's "Big Customers, Big Brands" strategy showed results, and demand for overseas business also recovered**

| | 2014/2015 | 2013/2014 |
|-------------|--------------------------|--------------|
| Sales | Up 11.2% to 1.58 billion | 1.42 billion |
| EBIT | Up 9.5% to 963 million | 879 million |
| EBIT margin | 60.8% | 61.7% |

Fragrances segment review

(HKD '000) Five-year interim results review



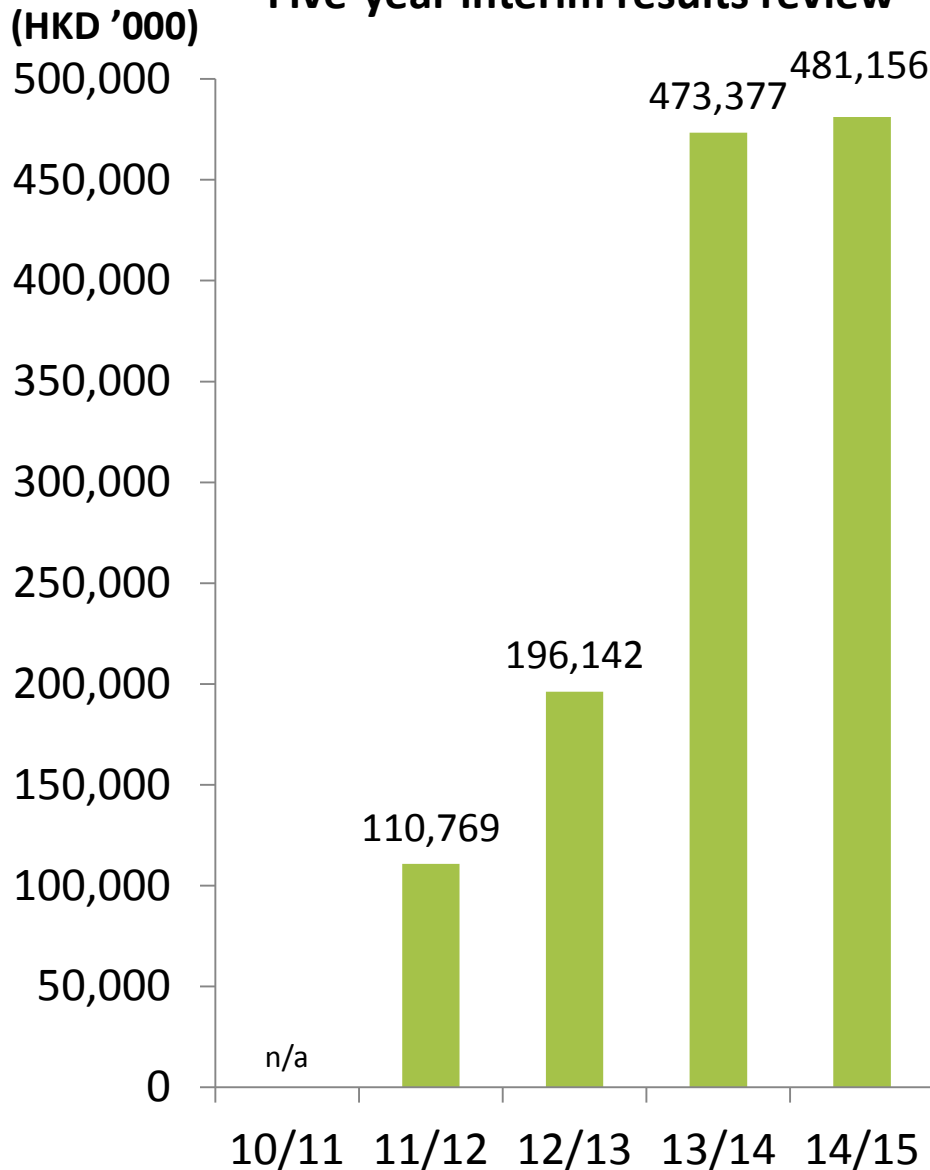
Results analysis:

- Domestic liquid laundry detergent realized rapid growth, the Group stepped up efforts in the R&D and promotion in such field accordingly
- Satisfactory results have been received thus far, the washing business has become Xiamen Amber’s biggest share of business
- Profitability has also been greatly improved due to better product structure and cost control

| | 2014/2015 | 2013/2014 |
|-------------|--------------------------|--------------|
| Sales | Up 2.9% to 41.9 million | 40.7 million |
| EBIT | Up 70.9% to 6.85 million | 4.01 million |
| EBIT margin | 16.3% | 9.8% |

RTL segment review

Five-year interim results review



Results analysis:

- The growth of RTL was slowed, mainly due to more production capacity emerged in the industry thus the situation of undersupply was relieved to a great extent; and as tobacco groups procured a large amount of natural tobacco leaves and RTL in 2013, procurement and usage of RTL was affected to a certain extent due to the higher levels of inventory
- However, as RTL product structure and quality further improved, ASP and profitability were further increased

| | 2014/2015 | 2013/2014 |
|-------------|-------------------------|-------------|
| Sales | Up 1.6% to 481 million | 473 million |
| EBIT | Up 19.9% to 217 million | 181 million |
| EBIT margin | 45.2% | 38.3% |

New materials segment review



After substantial R&D and promotion, cigarette smoke transmission platform and related products first broke through, during the period:

- Sales revenue reached HKD43.9 million, accounted for 2% of total sales revenue
- EBIT margin reached 17.3%

Latest on e-cigarette

天猫 Tmall.com

SPV旗舰店
品牌直销

描述 服务 物流
4.9 ↑ 4.9 ↑ 4.8 ↑

微淘

搜天猫



SPV旗舰店
SPV Flagship Store

微淘主页

收藏店铺

首页 所有宝贝 购买须知 关注我们

无需开关
无需烟弹

套装更多优惠
劲爆价 15支装
¥239

SPV立场提神筒15支装正品超越电子烟整条一次性水烟V6水果薄荷味

活动内容 用户加企鹅群182519724送30元优惠券, 5星+十字好评截图返现20元, 到手价239元
【产品特点】V6水果薄荷味, 诱人的混合水果香味, 清凉的薄荷味, 余味舒适, 清凉甘甜。另有多种口味可选! 【客户认可】全面超越电子烟, 安全卫生, 时尚方便。【活动时间】11月1日到11月30日。

优惠 满100元, 包邮 [更多优惠](#)
促销价 **¥289.00** 年终大促
价格 ¥489.00

运费 上海 至 香港岛 快递: 50.00 国际转运: 13.00元/KG起 什么是国际转运?

月销量 **35** | 累计评价 **12** | 送天猫积分 **144**

颜色分类



数量 件 库存46件

立即购买

加入购物车

服务承诺 按时发货 **T4** 售后无忧 **T3** 极速退款
T1 退货保障卡 七天无理由退换

支付方式

商品详情 **累计评价 127** 月成交记录 **156**件 本店同类商品

与描述相符
4.8
★★★★★

大家都写到

质量不错(16)

发货快(4)

便宜(2)

小贵(2)

全部 追评 (0) 图片 (0)

商品: 淡淡的水果味道, 很喜欢~

服务: 客服态度很好, 很耐心。

11.02

货已收到, 帮朋友代购, 朋友非常满意, 口感不错, 即代替了传统香烟, 又保护了环境, 下次还会继续购买, 每种口味都尝试了。

11.06

东西好精致! 卖家发货也快, 就是抽着出烟量有点少。希望改进一下, 嘿嘿, 以后会常来哒!

11.08

东西收到了, 外形不错, 靓丽、重量稍微有点重、和真香烟比起来、不太习惯。不满意的地方有3点、第一、吸起来的时候、感觉不够重、就是很淡的感觉、出烟量还可以、就是和真烟草吸起来时的阻力欠缺、第二点、重量、也是和真烟比起来、当然了、只是习惯的问题、不算是产品问题、但是、也有改进的空间、第三点、烟嘴封条的胶水、太他么的粘了、撕掉后、全是胶水在烟嘴上、感觉超级不舒服。

10.22

Latest on e-cigarette (con't)



Cola flavour



Red bull flavour



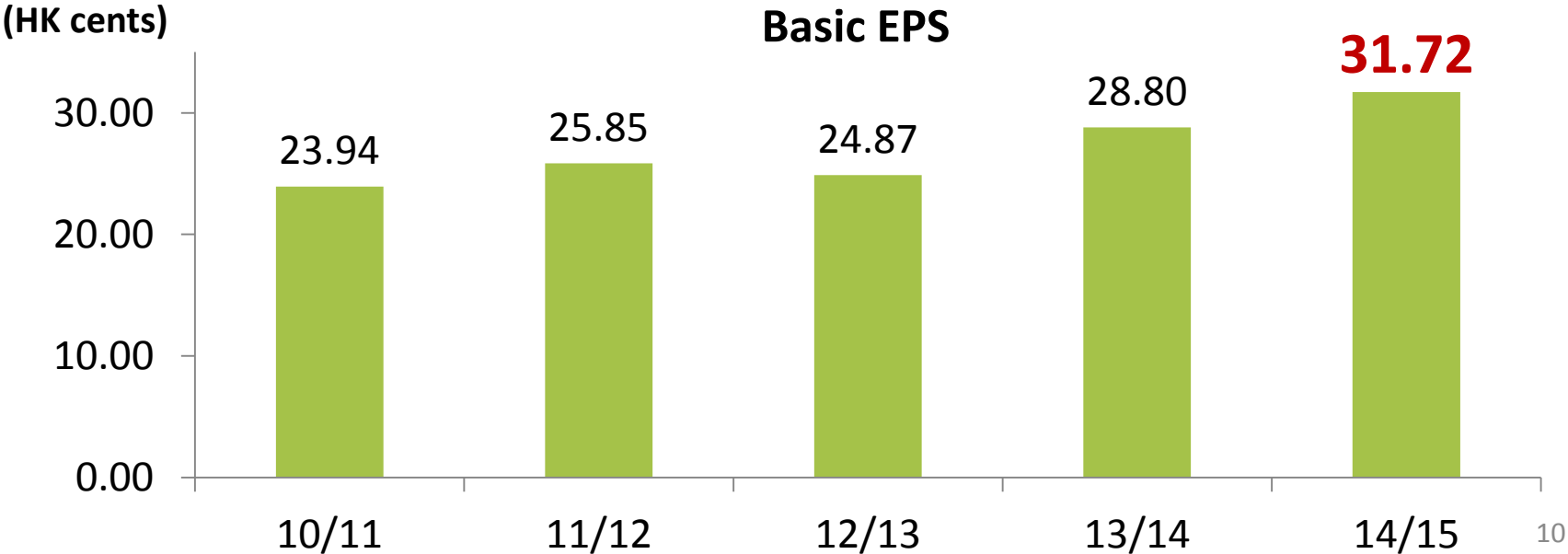
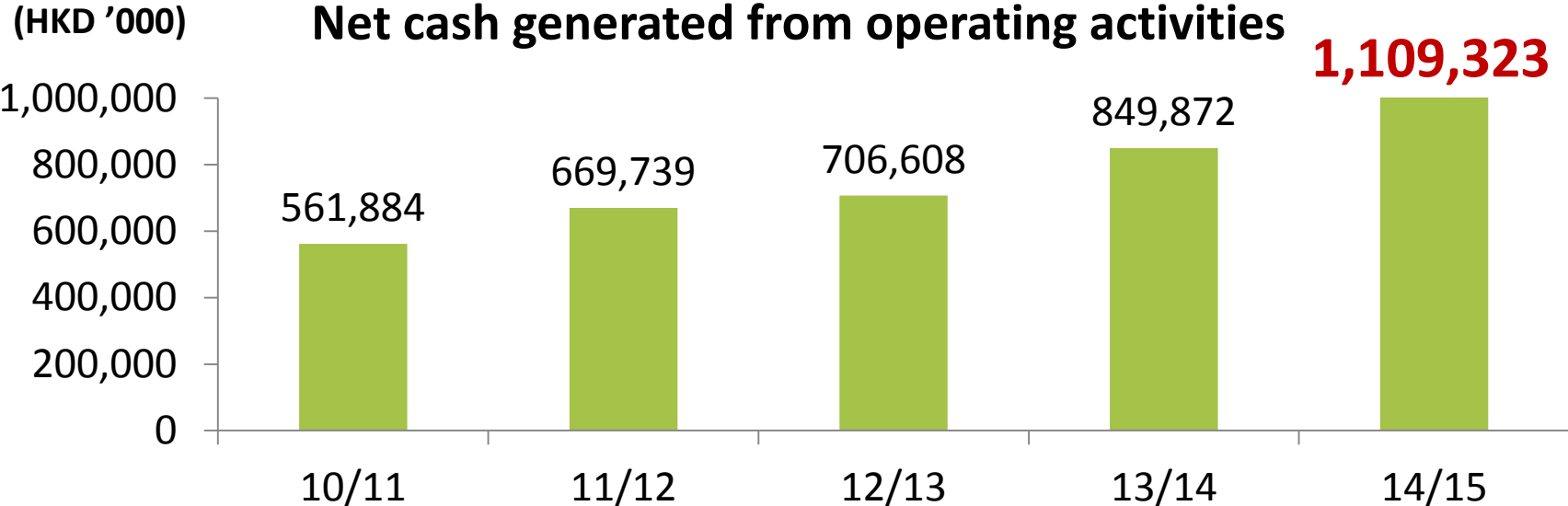
Fruity mint



Coffee

The advertisement features a dark background with a blurred blue and purple light effect. On the left is the Budweiser Storm logo, which includes a stylized 'B' and the text 'Budweiser STORM 百威风暴电音节'. On the right is the SPV logo, a yellow diamond shape with 'SPV' and 'STAND POINT VAPOR' inside, and the text '立场提神筒' below it. A white banner at the bottom contains the text '• 2014 百威风暴电音节 官方指定赞助商 •'.

Sufficient cash flow and profit (interim)



Stable financial position and dividend (interim)

