

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)



2018年第三季度业绩 投资者推介

Healthy Lifestyle
Starts with Vinda



财务摘要

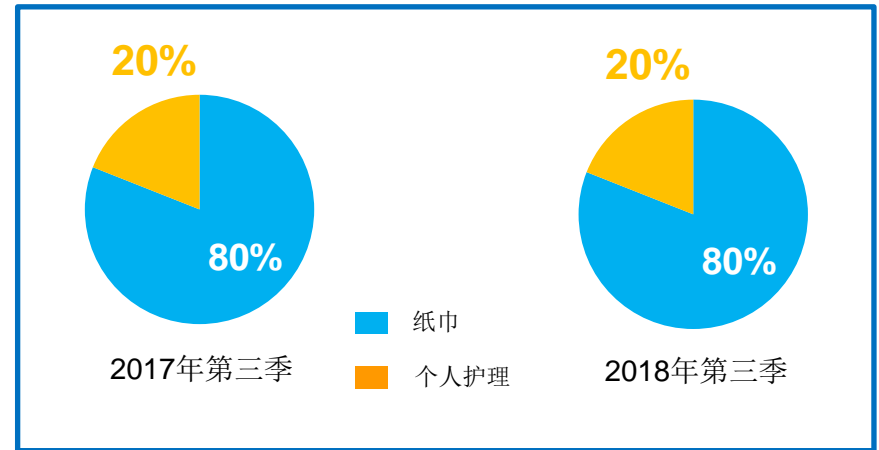
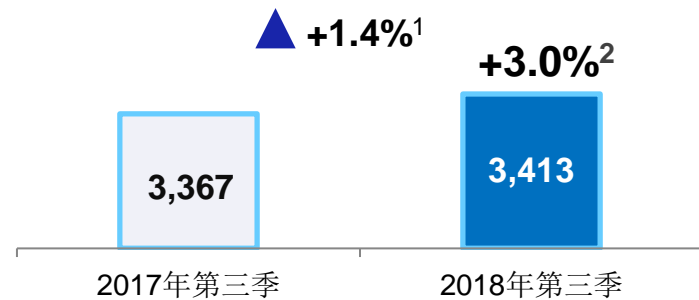
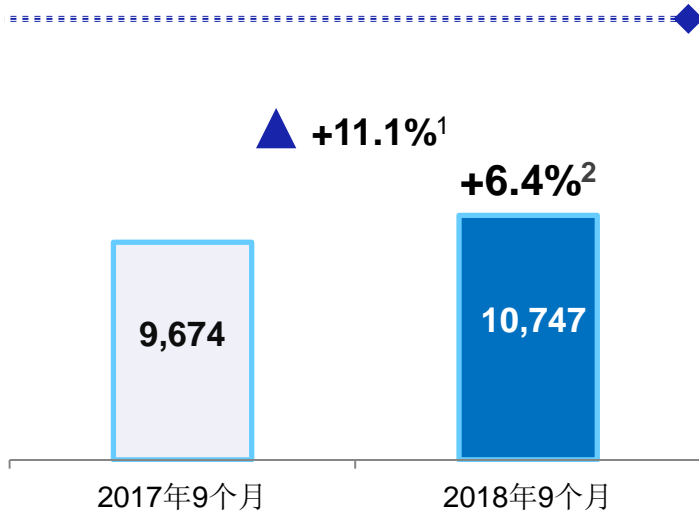


(百万港元)	2018年 9个月	2017年 9个月	按年 同比	2018年 第三季	2017年 第三季	按年 同比
收益	10,747	9,674	+11.1%	3,413	3,367	+1.4%
<i>按固定汇率换算之增长</i>			<i>+6.4%</i>			<i>+3.0%</i>
毛利	3,102	2,935	+5.7%	924	1,009	-8.4%
<i>毛利率</i>	<i>28.9%</i>	<i>30.3%</i>	<i>-1.4pps</i>	<i>27.1%</i>	<i>30.0%</i>	<i>-2.9pps</i>
经营溢利	769	759	+1.2%	125	250	-50.0%
<i>经营溢利率</i>	<i>7.2%</i>	<i>7.8%</i>	<i>-0.6pps</i>	<i>3.7%</i>	<i>7.4%</i>	<i>-3.7pps</i>
息税折旧摊销前利润	1,470	1,353	+8.6%	353	460	-23.3%
<i>息税折旧摊销前利润率</i>	<i>13.7%</i>	<i>14.0%</i>	<i>-0.3pps</i>	<i>10.3%</i>	<i>13.7%</i>	<i>-3.4pps</i>

(百万港元)	2018年 9个月	2017年 9个月	2018年 第三季	2017年 第三季
外汇收益/ (损失)(来自经营项目)	(58)	3	(46)	14
外汇收益/ (损失)(来自融资项目)	(7)	(20)	3	(9)
外汇收益/ (损失)总额	(65)	(17)	(43)	5

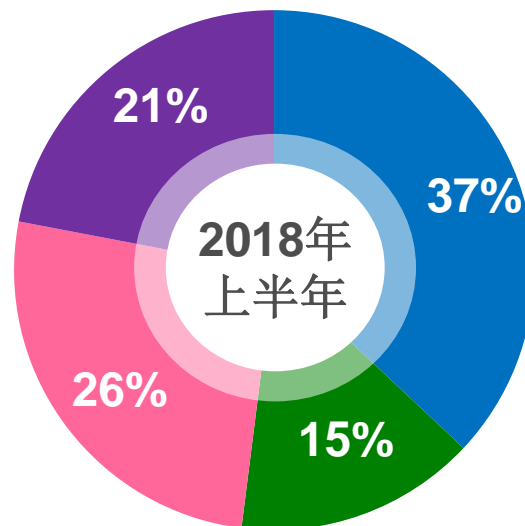
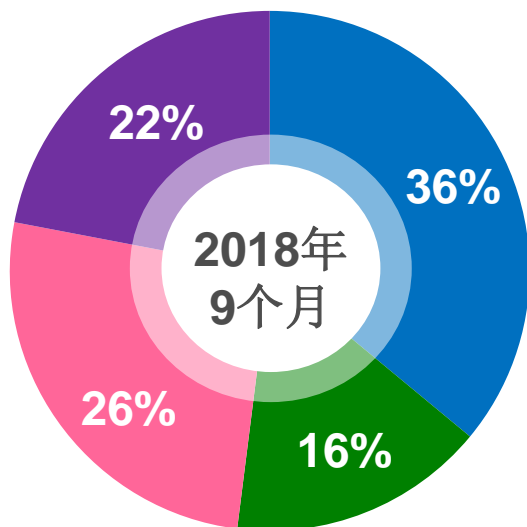
收益

收益 (百万港元)



- **2018年第三季期间:**
 - 销量及收益按月改善
 - 九月份录得最高营业额

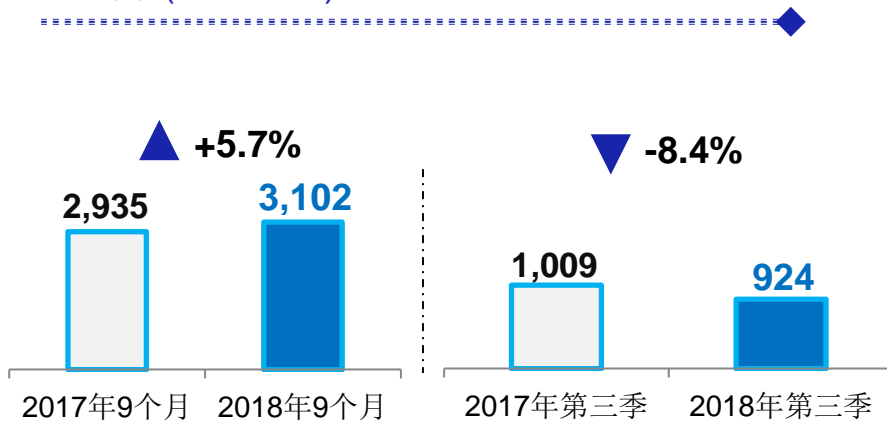
收益（按销售渠道划分）



- 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

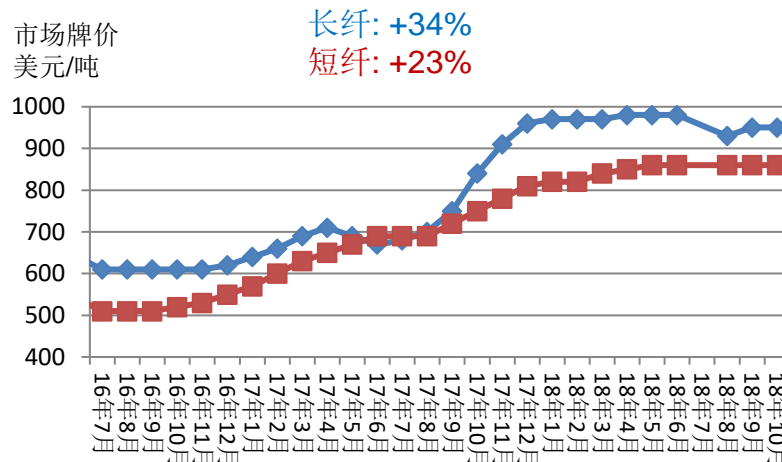
毛利

毛利 (百万港元)

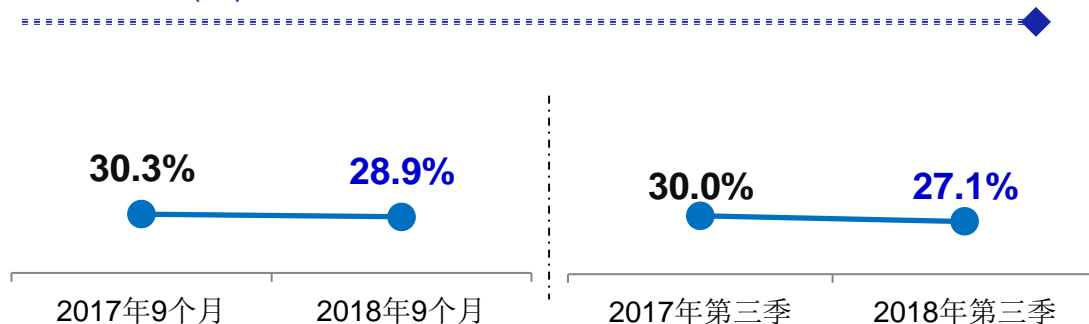


木浆价格大幅上升

18年第三季均价vs 17年第三季均价

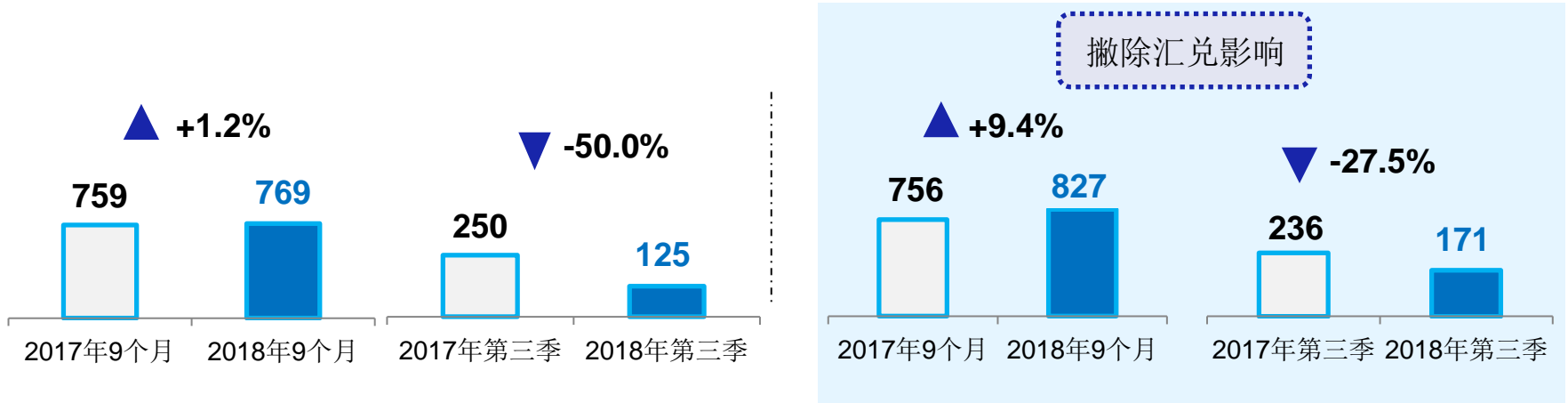


毛利率 (%)

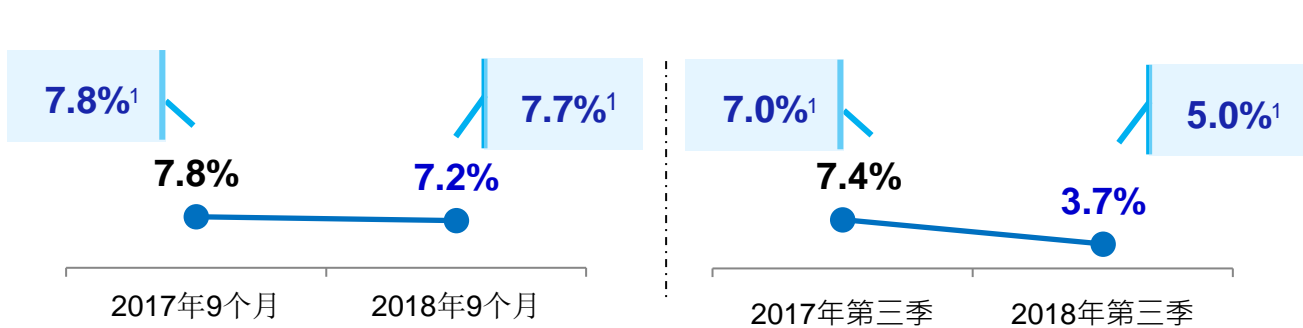


经营溢利

经营溢利 (百万港元)



经营溢利率 (%)



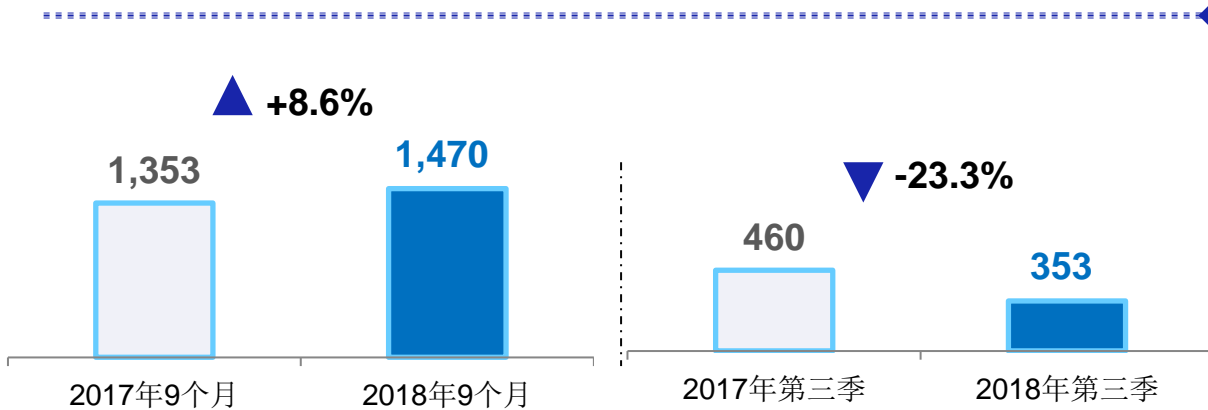
2018年第三季销售及行政费用同比下降:

- 以绝对币值计算
- 占销售比例

¹ 撇除应付经营项目的汇兑影响

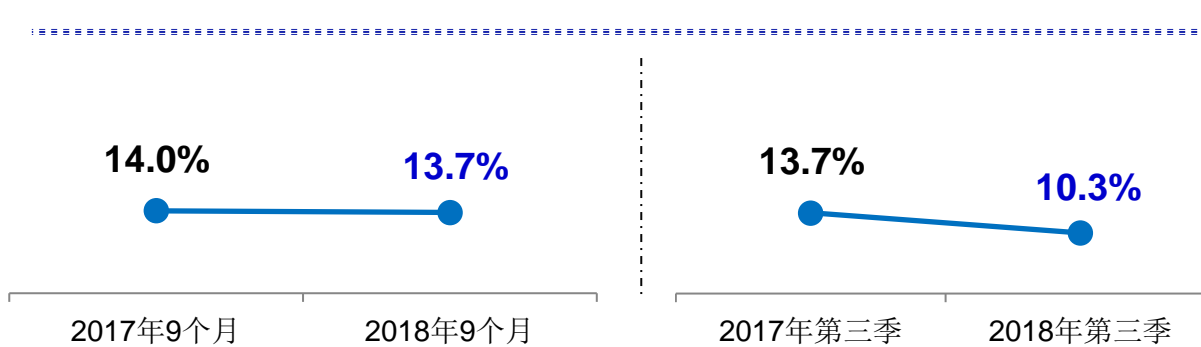
息税折旧摊销前利润

息税折旧摊销前利润 (百万港元)



- 与上半年相比，营运资金改善
- 第三季经营现金流按月改善

息税折旧摊销前利润率 (%)



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