



森美（集團）控股有限公司
Summi (Group) Holdings Limited
00756.HK

Summary

- Interim revenue of RMB316 million and Interim net profit of RMB47 million, up by 7.9% and up by 3% respectively over the same period in FY16/17.
- CCTV Discovery Channel 《TIME IMAGE》 - 《Orange with heart and sincerity》 filmed at the orchard of Summi Group in Chongqing and interviewed Dr. Sin Ke, Chairman and Chief Executive Officer of Summi Group
- Summi sponsored Lunar New Year Movie 《A Beautiful Moment》
- “Summi” 100% fresh orange juice penetrated into Shanghai Metro
- “Summi” 100% fresh orange juice becomes available in Hema Supermarket
- Tianyi (Summi) changed its name as straight to its brand as “Summi (Group) Holdings Limited”



Summi Investors Relations Quarterly Newsletter

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1st Edition

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About 70 analysts and investors attended the 2017/18 Interim Results Presentation held by Summi on 28 February 2018.



Financial Review

For the six months ended 31 December 2017:

- Revenue increased to RMB316 million, up by 7.9% over the same period of FY16/17
- Gross margin reached 36.6%; sales revenue from orange pulp increased by approximately 42.5% year-on-year ("YOY")
- Profit before tax was RMB46 million, up by 2.1% over the same period of FY16/17

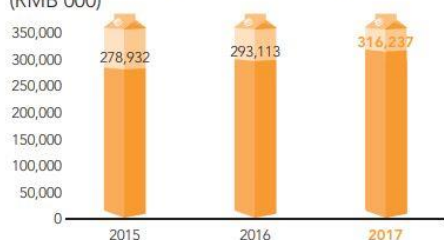
REVENUE BREAKDOWN

FOR THE SIX MONTHS ENDED 31 DECEMBER
(Approximate percentage)



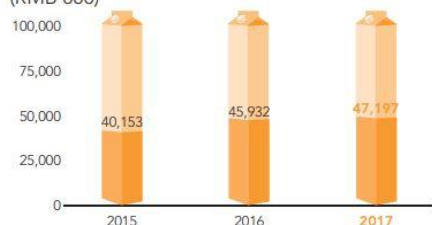
REVENUE

FOR THE SIX MONTHS ENDED 31 DECEMBER
(RMB'000)



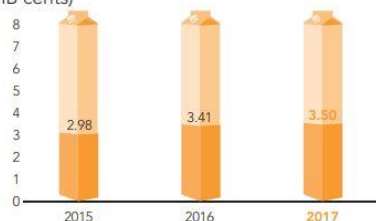
NET PROFIT

FOR THE SIX MONTHS ENDED 31 DECEMBER
(RMB'000)



BASIC EPS

FOR THE SIX MONTHS ENDED 31 DECEMBER
(RMB cents)



(Unaudited)	For the six months ended 31 December		
(RMB '000)	2017	2016	YOY changes
FCOJ and related products*			
Segment revenue	153,691	137,983	11.38%
Segment results	63,881	44,743	42.77%
Summi fresh orange juice			
Segment revenue	76,381	76,765	-0.5%
Segment results	(19,179)	(9,075)	1.11%
Plantation and sale of agricultural produce			
Segment revenue	86,165	78,365	9.95%
Segment results	41,867	29,889	40%

RMB '000	2017/18 Interim	2016/17 Interim	YOY changes
Revenue	316,237	293,113	↑7.9%
Gross profit	115,650	114,496	↑1.0%
Changes in fair value of biological assets	46,949	33,091	↑41.87%
Operating expenses	(90,886)	(95,708)	↓5.03%
Profit from operations	75,392	63,883	↑18.01%
Finance costs	(28,662)	(18,117)	↑58.20%
Income tax credit	467	166	↑181.3%
Profit for the period attributable to owners of the Company	47,197	45,932	↑2.75%
Basic EPS (RMB cents)	3.50	3.41	↑2.6%

	For the six months ended 31 December 2017	For the six months ended 31 December 2016
Return on investments	2.71%	2.73%
Return on assets	1.66%	1.70%
Current ratio	2.1	2.8
Quick ratio	2	2.7
Gearing ratio	50.9%	54.1%

CCTV Discovery Channel 《TIME IMAGE》 - 《Orange with heart and sincerity》 filmed at the orchard of Summi Group in Chongqing and interviewed Dr. Sin Ke, Chairman and Chief Executive Officer of Summi Group

Summi Group was invited to participate in the production of 《Orange with heart and sincerity》 and the Chairman and Chief Executive Officer, Dr. Sin Ke, was interviewed in the programme, indicating that Summi Group's business meets the development path of the country. Known as "King of Orange Juice", Dr. Sin Ke's effort in supporting peasants and producing healthy food with consciousness had been recognised.

《TIME IMAGE》 is affiliated with CCTV's science and education programme production centre. Through location shooting, it portrays the development paths of the Chinese government, enterprises, and individuals who always remember their original aspirations, explore innovation and have the ability to accomplish important missions.

CCTV Discovery Channel documentary 《Orange with heart and sincerity》 can now be watched in 7 video websites including [TencentVideo](http://TencentVideo.com), SOHU.com, YOUKU.com, iqiyi.com, [PPTV](http://PPTV.com), tudou.com and 56.com



Summi sponsored the Lunar New Year movie 《A Beautiful Moment》

Summi 100% fresh orange juice was shown several times in the movie 《A Beautiful Moment》. Summi also organised a lottery event with movie tickets as prize in full support of the new year movie. 《A Beautiful Moment》, with Carina Lau and Simon Yam playing the leading roles, was screened during lunar new year. Chairman and Chief Executive Officer of Summi Group, Dr. Sin Ke, was invited to attend the movie premiere to celebrate 2018 lunar new year with the celebrities.



"Summi" 100% fresh orange juice penetrated into Shanghai Metro

Summi successfully penetrated into major metro stations in Shanghai, selling its high-end "Summi" 100% fresh orange juice through smart vending machines. Since June 2017, Summi Group has been promoting "Summi" 100% fresh orange juice through smart vending machines installed in certain hospitals and maternal and child health centres in the PRC. In addition to Shanghai metro stations, the Group will step up its efforts to further install smart vending machines in metro stations, high-speed rail stations, airports and hospitals in other major cities in the PRC such as Shenzhen, Guangzhou and Chongqing, and expects "Summi" 100% fresh orange juice can further increase brand influence through the above pipelines.

"Summi" 100% fresh orange juice counters open in Hema fresh-food supermarkets

"Summi" 100% fresh orange juice is now available at Hema fresh-food supermarkets. Fresh-food focused Hema is Alibaba's new retail model re-engineered for offline supermarkets. Consumers can enjoy off-line shopping experience, or simply place orders using the Hema app. This helps the Company further develop O2O business, while increasing its brand influence.

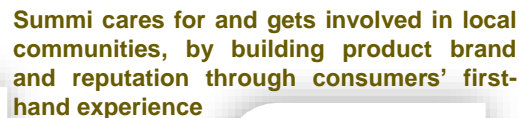
Tianyi (Summi) changed its name to Summi (Group) Holdings Limited

The Board is pleased to announce that the name of the Company has been changed from "Tianyi (Summi) Holdings Limited 天溢 (森美) 控股有限公司" to "Summi (Group) Holdings Limited 森美 (集團) 控股有限公司". The stock short names for trading in the shares on the Stock Exchange will be changed from "TIANYI SUMMI" to "SUMMI" in English and from "天溢森美" to "森美控股" in Chinese with effect from 9:00 a.m. on 29 January 2018. The stock code of the Company remains unchanged as "0756".

Tianyi Summi (currently known as "Summi Group") was awarded the "Development Potential Award"

Jointly organized by renowned radio broadcast channel Metro Finance in Hong Kong and renowned financial information portal CNFOL.com in the PRC, the "Greater China Private Enterprise Investment Value Awards 2017" was given in recognition of private enterprises' core competitiveness and development potential. Tianyi Summi was awarded the "Development Potential Award", which was an endorsement to the Company's strategies, and a demonstration of professional investors' recognition of the Company's adherence to the right course of nature in production of healthy beverage.

Summi has been carrying out promotional activities at schools. In March, Summi sponsored a food festival of an international school in Fujian Province.



“Summi Zero Distance”, alleviating poverty among farmers

Summi Zero Distance facilitates the promotion of poverty alleviation among farmers

Consumers upload/reload an amount of RMB3,500
- 10% will be given as subsidies to farmers

Also become a member of Summi, enjoy exclusive fresh fruits and orange juice as well as the naming of an orange tree



Representative of Summi orchard gave daily goods to farmers



Active Promotion, Care for Community, Brand Building

