統一企業(股)公司
UNI-PRESIDENT ENTERPRISES CORP.

Security Code: 1216 TT

2017 年業績發佈會

2018.3.29

UPCH

UPEC

cake 統一蛋糕屋

晨光

茶裏王 回甘 就像現泡 單細胞生茶萃取技術

純喫茶

瑞穗鮮乳 FRESH MILK

來一客

Dr.Milker

PCSC

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合併報表損益摘要

單位：新台幣十億元

Items	2017Y			2016Y	
	金額	%	成長率	金額	%
營業收入	399.86	100.0%	-3.27%	413.36	100.0%
營業毛利	132.74	33.2%	-3.57%	137.65	33.3%
營業利益	22.36	5.6%	6.02%	21.09	5.1%
稅前淨利	76.49	19.1%	150.79%	30.50	7.4%
本期淨利	59.97	15.0%	153.25%	23.68	5.7%
本期淨利--歸屬於母公司業主	39.84	10.0%	174.19%	14.53	3.5%
基本每股盈餘(元)	7.01			2.56	

合併報表部門資訊

單位：新台幣十億元

2017Y 部門別	食品 及食糧	便利商店 及流通	包裝 容器	其他	合計	調整 及沖銷	總計
主要個體	統一企業/ 統一中控/ 統一東南亞 子公司等	統一超商/ 統一生活/ 統一速達/ 博客來/ 菲7-11等	統一實業/ 統奕包裝 等	台灣神隆/ 捷盟/統昶/ 統一國際/ 統一開發 等			
部門收入	130.24	196.21	22.11	51.30	399.86	0.00	399.86
同比成長率	**-9.5%**	**2.1%**	**-0.2%**	**-7.1%**	**-3.3%**		**-3.3%**
部門損益	7.51	9.08	1.45	2.64	20.68	1.68	22.36
利潤率	5.8%	4.6%	6.6%	5.1%	5.2%		5.6%
同比成長率	**7.0%**	**-4.0%**	**-34.7%**	**144.4%**	**4.6%**		**6.0%**

* 部門收入係指外部客戶收入

合併報表現金流量簡表

單位：新台幣十億元

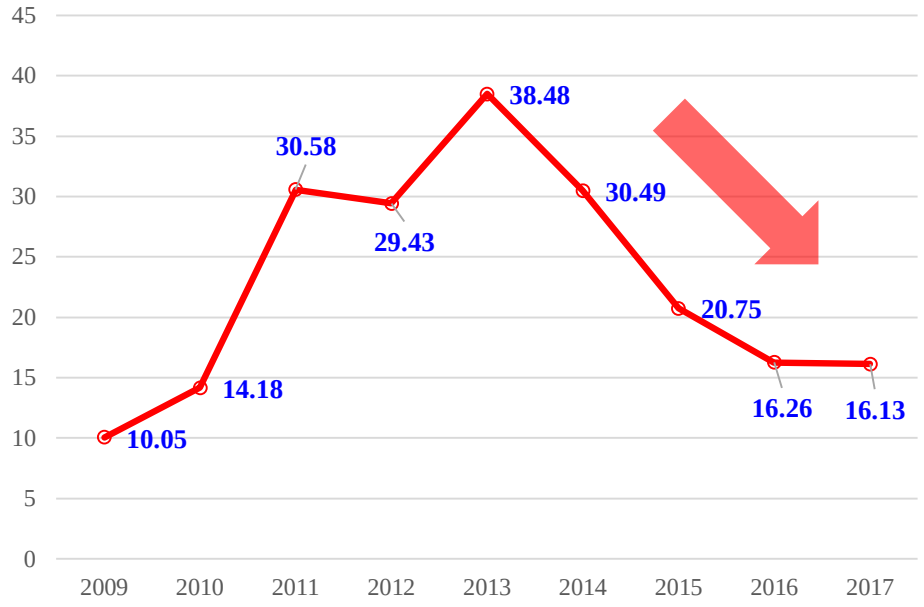
項目	2017Y	2016Y
期初現金	**56.33**	**45.03**
營運活動之淨現金流入	46.46	55.53
投資活動之淨現金流出	(9.13)	(10.57)
*資本支出	(16.13)	(16.26)
處分資產/股權淨收入	5.78	10.64
籌資活動之淨現金流入(流出)	(40.84)	(32.31)
期末現金	**54.70**	**56.33**

*** 資本支出包含購置或出售不動產、廠房及設備現金及利息支付、無形資產增加、預付設備款及支付利息、長期預付租金增加**

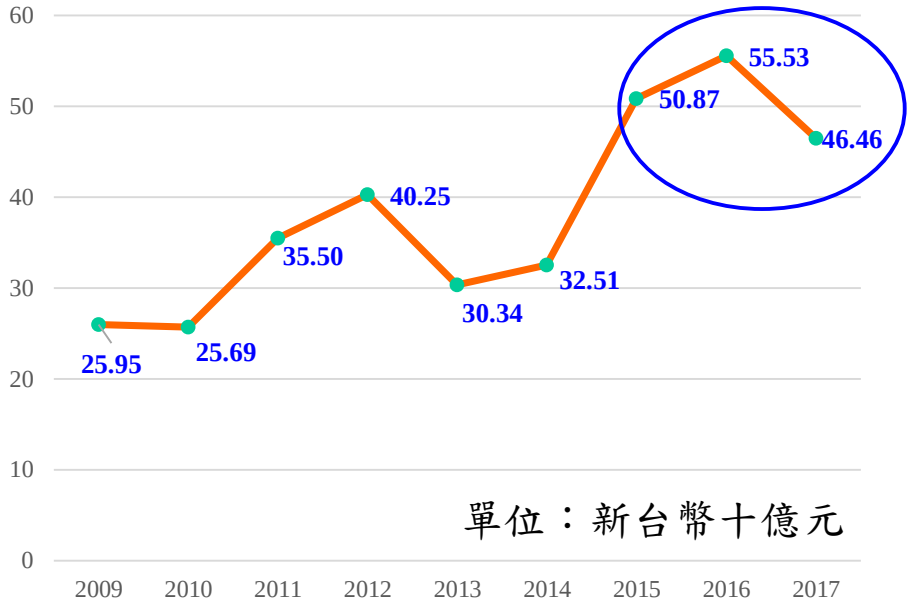
合併報表現金流量重要項目

* 歷史資本支出 與 營運活動之淨現流

Historical capex



Operating cash flow



*** 2014-2017年數字之準則為2013年版IFRS**

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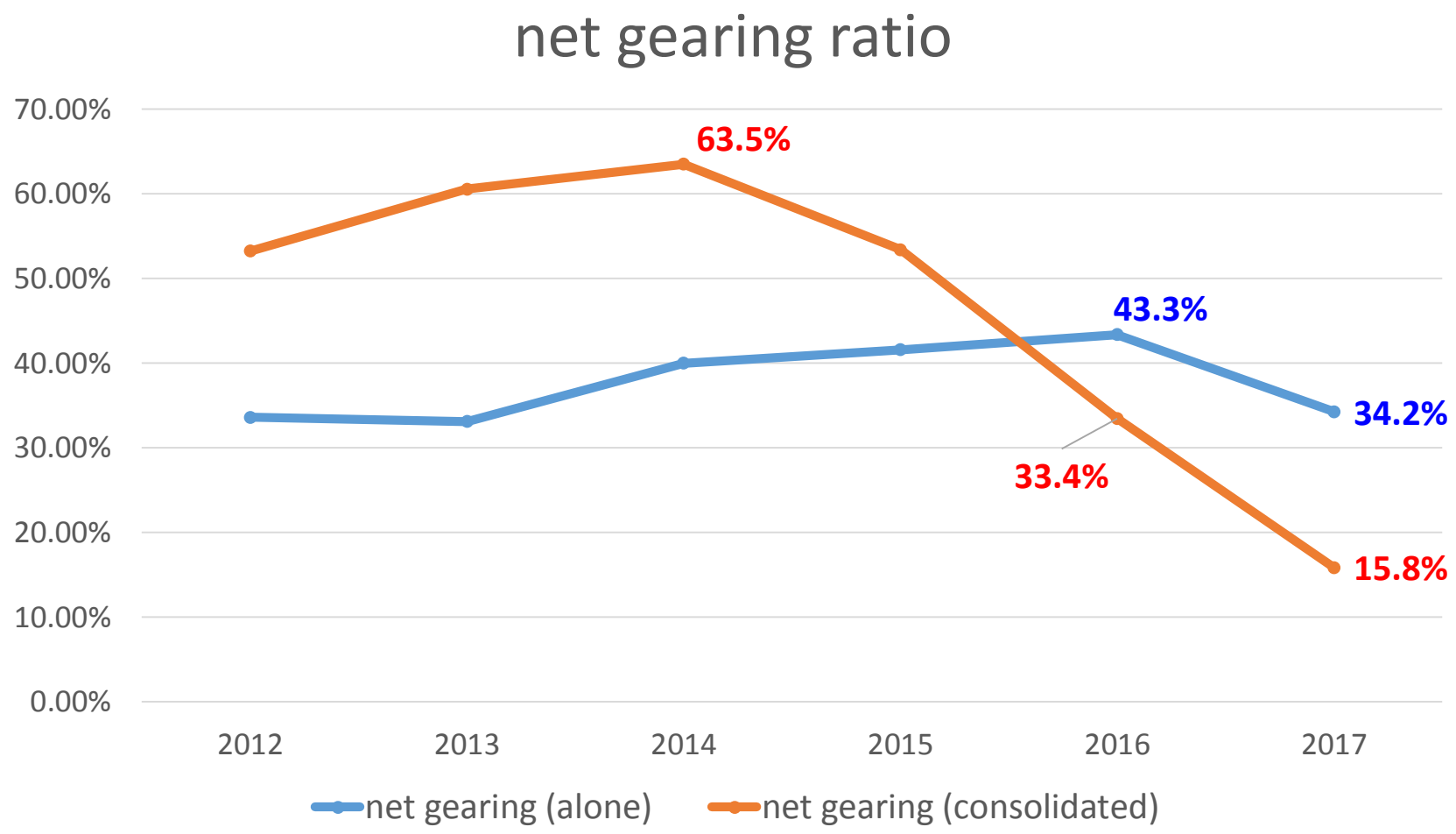
合併報表主要財務指標



- 2014-2017年數字之準則為2013年版IFRS
- 淨金融負債淨值比 = (總金融負債-現金及約當現金)/總淨值

統一企業之主要獲利貢獻來源(母公司基礎)

項目 (單位：新台幣佰萬元)	2017Y		2016Y		成長率
	金額	佔淨利比	金額	佔淨利比	
營業利益	1,057	3%	2,016	14%	-48%
權益法認列之投資收益	37,245	93%	12,595	87%	196%
主要之投資收益貢獻來源：					
1.統一超商(2912TT) (45.4% 持股)	14,108	35%	4,488	31%	214.36%
2.凱友投資 (100% 持股)	13,536	34%	959	7%	1311.48%
3.開曼統一 (100% 持股)	4,510	11%	3,737	26%	20.68%
4.統一證券 (28.31% 持股)	741	2%	233	2%	218.16%
5.統一國際開發 (69.37% 持股)	609	2%	335	2%	81.88%
6.南聯國際貿易 (100% 持股)	426	1%	422	3%	1.09%
7. 統一數網 (100% 持股)	417	1%	284	2%	46.97%
8. 家福 (20.5% 持股)	356	1%	304	2%	16.88%
9.光泉牧場 (31.25% 持股)	316	1%	348	2%	-9.08%
10.大統益 (38.50% 持股)	313	1%	337	2%	-6.97%
11.統一實業 (9907TT) (45.55% 持股)	279	1%	492	3%	-43.29%
稅後淨利	39,845	100%	14,527	100%	174.29%

統一於台灣之市佔率

	2017Y	2016Y
速食麵:		
統一 (No.1)	**42.62%**	**44.28%**
A公司	22.72%	21.83%
B公司	17.18%	18.48%
C公司	7.54%	5.14%
D公司	3.30%	3.52%

	2017Y	2016Y
即飲茶:		
統一 (No.1)	41.10%	44.60%
A公司	10.30%	9.50%
B公司	7.00%	7.70%
C公司	4.20%	3.80%
D公司	3.50%	3.30%
罐裝水:		
統一 (No.1)	18.00%	**19.10%**
A公司	14.40%	15.80%
B公司	12.50%	12.10%
即飲果汁:		
A公司	15.80%	13.80%
B公司	14.80%	16.20%
C公司	11.90%	13.70%
統一(No.4)	10.30%	11.30%
即飲咖啡:		
A公司	31.40%	32.00%
統一 (No.2)	19.70%	21.40%
B公司	19.30%	18.20%
C公司	8.20%	9.20%

	2017Y	2016Y
優酪乳:		
統一 (No.1)	72.91%	68.75%
A公司	9.42%	9.07%
B公司	7.69%	8.71%
調味乳:		
統一(No.1)	44.70%	48.20%
A公司	27.30%	24.90%
B公司	5.40%	4.70%
豆漿:		
統一(No.1)	43.20%	42.90%
A公司	25.80%	26.70%
B公司	25.60%	23.50%
鮮乳:		
統一 (No.1)	34.50%	33.90%
B公司	22.70%	24.60%
A公司	20.70%	22.60%

Source:Nielsen