

TWSE stock code:1216

2023 Q3 RESULTS

14 November, 2023



DISCLAIMER

The information contained in this presentation is intended solely for your personal reference. Such information is subject to change without notice and no representation or warranty express or implied is made as to, and no reliance, should be placed on, the fairness, accuracy, completeness or correctness of the information contained in this presentation. This presentation does not intend to provide, and you may not rely on this presentation as providing, a complete or comprehensive analysis of the Company's financial or trading position or prospects. None of the Company nor any of its respective affiliates, advisors or representatives shall have any liability (in negligence or otherwise) whatsoever for any loss or damage howsoever arising from any use of this presentation or its contents or otherwise arising in connection with this presentation.

This presentation contains projections and forward-looking statements that may reflect the Company's current views with respect to future events and financial performance. Readers are cautioned not to place undue reliance on these forward-looking statements which are subject to various risks and uncertainties and no assurance can be given that actual results will be consistent with these forward-looking statements. The Company undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

This presentation does not constitute an offer or invitation to purchase or subscribe for any securities or financial instruments or the provision of any investment advice, and no part of it shall form the basis of or be relied upon in connection with any contract, commitment or investment decision in relation thereto, nor does this presentation constitute a recommendation regarding the securities or financial instruments of the Company.



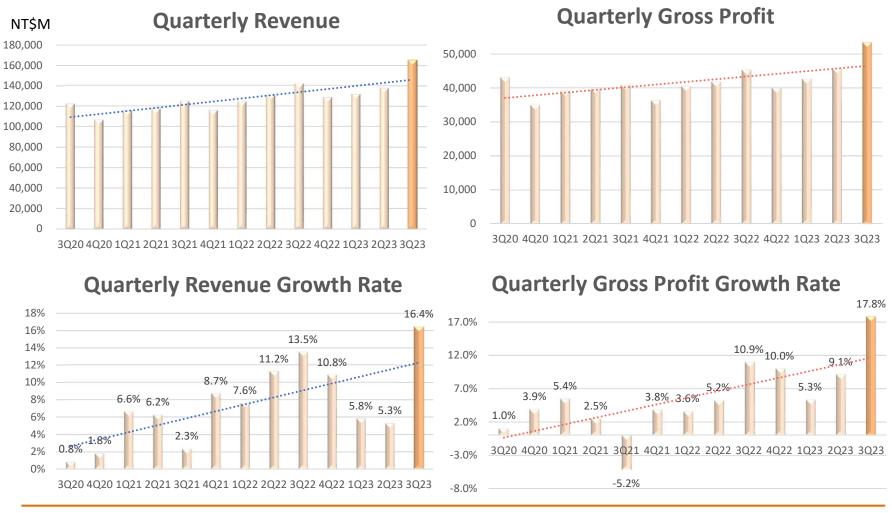
Results Highlight (Consolidated)

(In NTD Millions)	2023 9M	2022 9M	YoY
Revenue	433,848	396,497	9.42%
Gross Profit	141,692	127,678	10.98%
Operating Profit	24,119	24,074	0.19%
Share of profit under equity method	2,009	2,163	-7.15%
Profit Before Tax	42,200	29,532	42.89%
Profit After Tax (attribute to owners of the parent)	16,774	14,613	14.79%
EPS (in NTD)	2.95	2.57	14.87%
Gross Margin	32.66%	32.20%	+0.46ppt.
Operating Margin	5.56%	6.07%	-0.51ppt.
Pretax Margin	9.73%	7.45%	+2.28ppt.



Q3 Consolidated Operational Performance

- Revenue and Gross Profit hit record highs
- Revenue has grown positively for 13 consecutive quarters



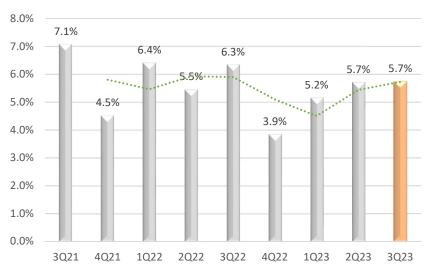
Q3 Financial Overview

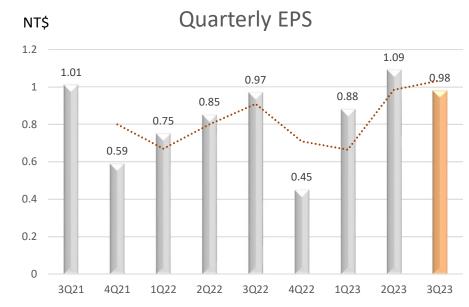
Revenue YoY Growth 16.42% GPM YoY Growth 0.37%

OP YoY Growth 5.37% EPS
YoY Growth

1.03%

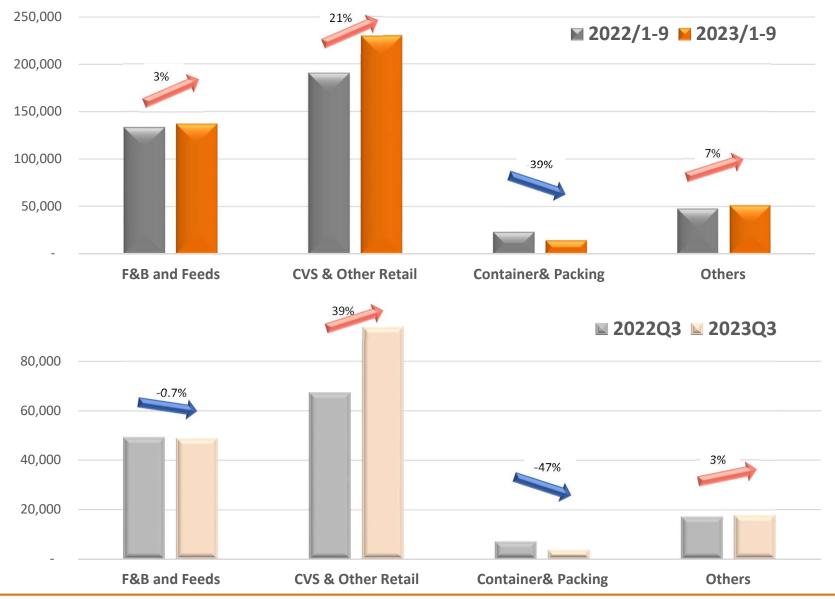
Quarterly Operating Margin







Segment Revenue (Consolidated)





Segment Income (Consolidated)



Balance Sheets & Financial Highlights

Selected Items (Consolidated) (In NTD Millions)	2023/9/30		2022/9/30	
	Amount	%	Amount	%
Cash and cash equivalents	104,436	16%	94,299	17%
Financial assets – current*	25,467	4%	22,635	4%
Total Asset	664,934	100%	544,184	100%
Borrowings**	152,359	23%	121,835	22%
Total Equity	196,652	30%	187,239	34%
ROE	13.74%		12.15%	
Current Ratio	91.81%		107.16%	
Interesting-Bearing Liabilities to Equity Ratio	77.48%		65.07%	
Net Interesting-Bearing Liabilities to Equity Ratio	24.37%		24.37% 14.71%	

^{*} Including Financial assets at fair value through profit or loss & Financial assets at amortized cost



^{**}Excluding lease liabilities

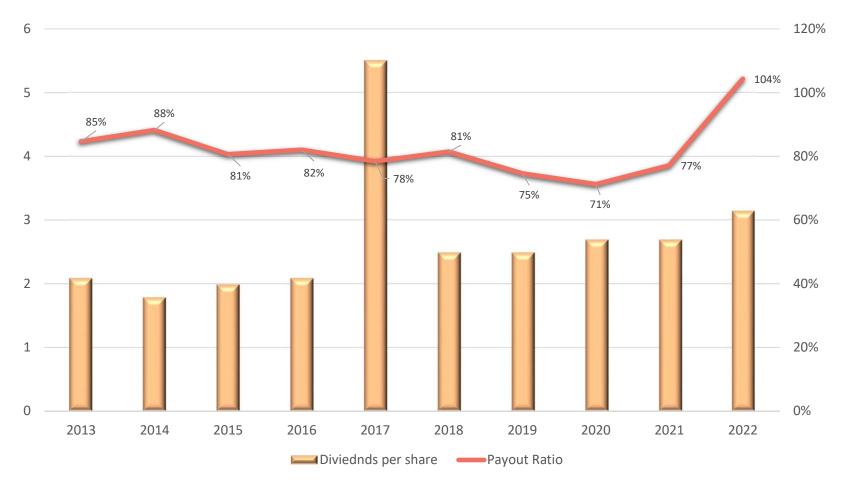
Cash Flows (Consolidated)

(In NTD Millions)	2023 9M	2022 9M
Beginning balance	96,986	80,838
Net Cash flows from (used in) Operating activities	56,720	44,183
Net Cash flows from (used in) Investing activities	(56,457)	(21,193)
Capital Expenditure*	(17,950)	(18,047)
Cash paid for business combination	(23,696)	_
Net Cash flows from (used in) Financing activities	(760)	(12,751)
Cash Dividends	(17,898)	(15,341)
Ending balance	104,436	94,299

^{*}Capital expenditures includes the acquisition and disposal of PP&E (including interests payment), the increase and disposal of intangible assets, and the prepayment of equipment (including interests payments)



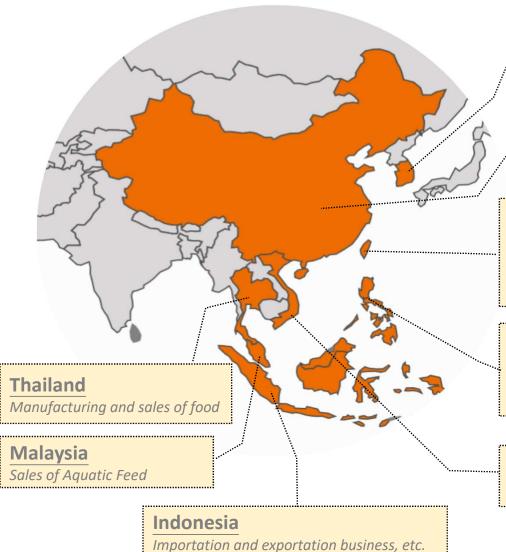
Stable Dividends



Distributed dividends for 40 consecutive years with a total cumulative payout of NT\$79.3 in stock & cash dividends.



Building an Asian Distribution Platform of Life Brands



South Korea

Woongjin Foods: *Manufacturing and sales of food, etc.*

China

UPC(220HK): *Manufacturing and sales of food* **CVS 7-11**(Shanghai & Zhejiang): *over 300 stores*

Taiwan (Headquarters)

UPEC(1216TWSE): Manufacturing and sales of food and feed, etc.

PCSC(2912TWSE): over 6,700 stores

The Philippines

Uni-President (Philippines) Corp.: Manufacturing

and sales of food

CVS 7-11(SEVN PM): *over 3,500 stores*

Vietnam

Manufacturing and sales of food, feed and flour

(Note: Only F&B and feed / retail listed)





ESG Roadmap

Uphold the business philosophy of working hard and be innovative to promote sustainable development.

2018~2021

~2017

- Established CSR committee
- Established Food Safety committee
- Prepared CSR reports
- Inaugurated Food Safety Building
- Selected as a constituent of FTSE4Good Emerging Index
- Risk management team to formulate from market operation, food safety, environmental and climate change risk, occupational safety, information security and finance.
- Introduced ISO 14064 1:2018 for GHG inventory and Scope 1,2,3 GHG emission data.

2022~

- Set GHG emissions reduction targets:
- ①Short-term: Lower the GHG emission intensity of Scope 1 and Scope 2 by 1.5% per year
- ②Mid-to Long- term: Cut GHG Scope 1 and Scope 2 emissions by 38% below 2005 levels by 2030
- Approved to add ESG criteria as the KPI appraisal for CEO
- Renewable Energy: Completed the biogas power generation in Xinshih general plant and solar power generation in Taichung general plant.



2022 Key Achievements –

Commitment to Environmental Sustainability

Green Procurement FSC Packaging SSAP Soybean RSPO Palm Oil



Environmental Management

Scope 1 & 2 GHG emission intensity

2%

Water consumption intensity

9%

Waste intensity



Air pollution emission intensity



Renewable Energy

Solar

Wind

Biogas

A grand total of **96,383 kWh** was produced

Note: The above % is YoY decrease / increase in 2022



Awards and ESG Recognitions













Ranked in the top 6-20% in Taiwan Corporate Governance Evaluations System



Environmental Protection Administration of the Executive Yuan.-Private Enterprise Green Procurement Excellence Award



2023 TCSA

"Top 100 Sustainability Model Award"

- "Corporate Sustainability Report Award"
- Silver



- 2022 Industrial Development Administration, MOEA - Top 25 Global Brands in Taiwan
- A total of 18 products were selected as elderly-friendly products and 23 products attained the Heath Food Certification Label
- A total of 21 products have passed the A.A. certification
- 10 products won the Superior Taste Award (ITI)
- 2 products won a Gold Awards at the Moscow International Salon of Inventions and Innovative Technologies (Archimedes)
- 1 product won the Taiwan Biotechnology Great Award



2023 National Occupational Safety and Health Award — Top honor, Enterprise Benchmark Award







The Major Structure of Uni-President Group

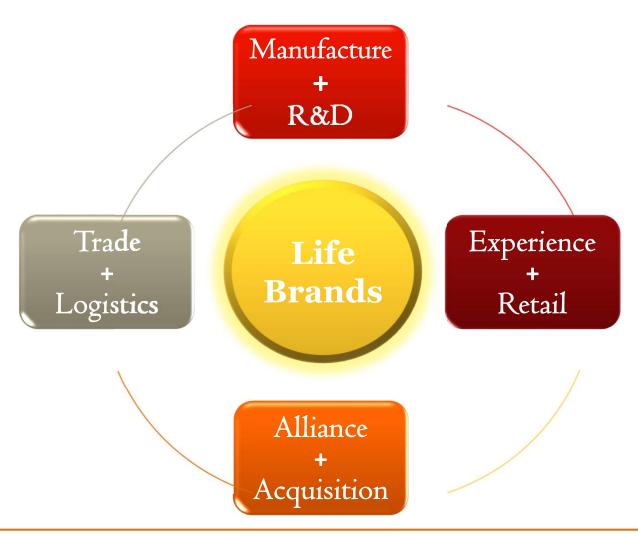
Uni-President (1216TT) Retail & **Others** Container & Leisure F&B Logistics Packaging **Business** Uni-President China **PCSC** President President Fair (220 HK) (2912TT) International Development Group holds 72.65% Group holds 45.80% **Development** (Dream Mall) Ton-Yi Industrial (PIDC) **Woongjin Foods Uni-Wonder** Group holds 100% (9907TT) Group holds 76.70% Group holds 79.32% (Taiwan Starbucks) Group holds 47.22% Group holds 100% TTET (1232 TT) **President Drugstore** Scinopharm Group holds 46.14% **Uni-President** (Cosmed) (1789TT) **Department Store** PCSC holds 100% Group holds 46.54% **Uni-President** (Uni-UStyle) (Vietnam) Presicare (Carrefour) Group holds 100% Group holds 100% **President Securities** Group holds 100% (2855TT) Group holds 34.37% **Uni-President** President **President Transnet** (Thailand) (Takkyubin Taiwan) **Packaging Uni-President** Group holds 100% Group holds 90% **Prince Housing &** Group holds 50.58% Development **Development** (Taipei BOT) **Uni-President** Phillippine 7-11 (2511TT) Group holds 70% (Philippines) (SEVN PM) Group holds 13.38% Group holds 100% PCSC holds 55.32%

^{*} The above structure only includes Uni-President's major subsidiaries & holding% is as of 2023/9/30.



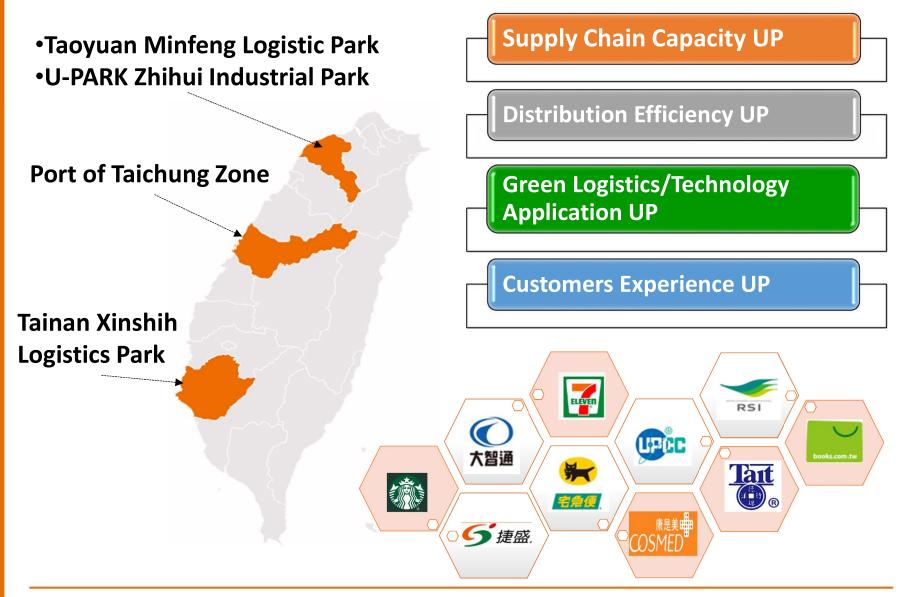
Core Strategy

Applying the "one core and four pillars" strategic management model to "maximize the corporate value".





Construction of Logistics Centers





Annual Results Highlight (Consolidated)

(In NTD Millions)	2022	2021	YoY
Revenue	524,832	473,502	10.84%
Gross Profit	167,650	156,106	7.40%
Operating Profit	29,017	28,392	2.20%
Profit Before Tax	35,342	36,268	-2.55%
Profit After Tax (attribute to owners of the parent)	17,168	19,879	-13.64%
EPS (in NTD)	3.02	3.50	-0.48
Cash Dividend/per share*	3.15	2.70	0.45
Gross Margin	31.94%	32.97%	-1.03 ppts
Operating Margin	5.53%	6.00%	-0.47 ppts
Pretax Margin	6.73%	7.66%	-0.93 ppts

