



TWSE stock code:1216

# 2023 Q3 RESULTS

14 November, 2023

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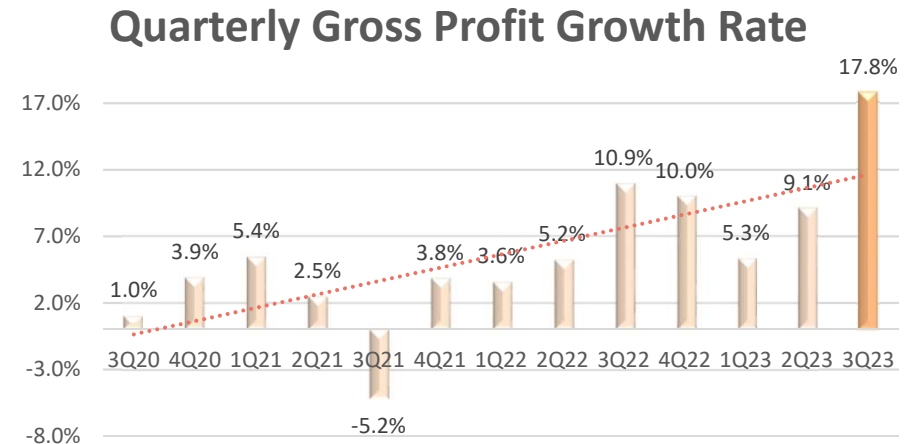
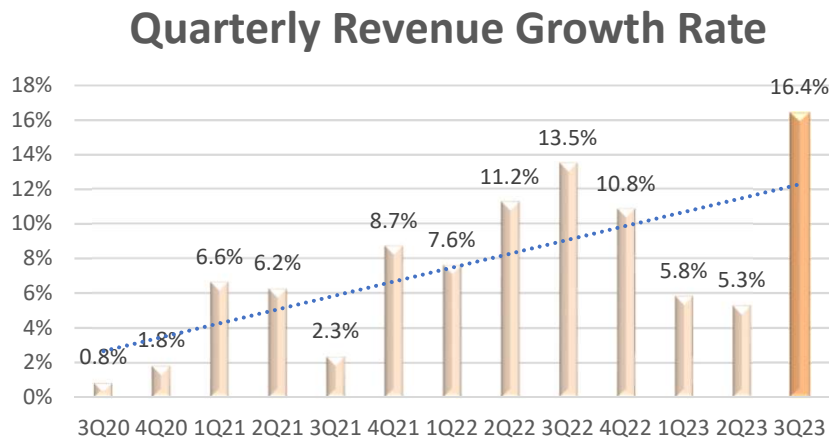
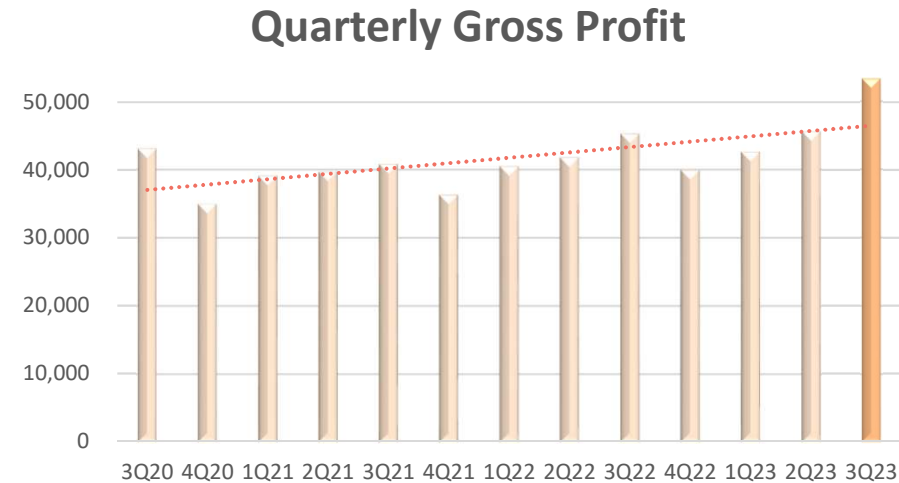
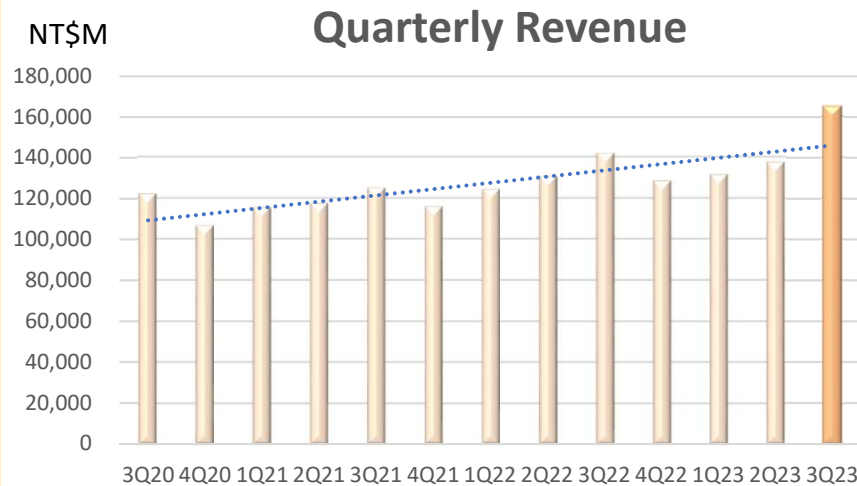
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# Results Highlight (Consolidated)

<i>(In NTD Millions)</i>	<b>2023 9M</b>	<b>2022 9M</b>	<b>YoY</b>
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%
<b><i>Gross Margin</i></b>	<b>32.66%</b>	<b>32.20%</b>	<b>+0.46ppt.</b>
<b><i>Operating Margin</i></b>	<b>5.56%</b>	<b>6.07%</b>	<b>-0.51ppt.</b>
<b><i>Pretax Margin</i></b>	<b>9.73%</b>	<b>7.45%</b>	<b>+2.28ppt.</b>

# Q3 Consolidated Operational Performance

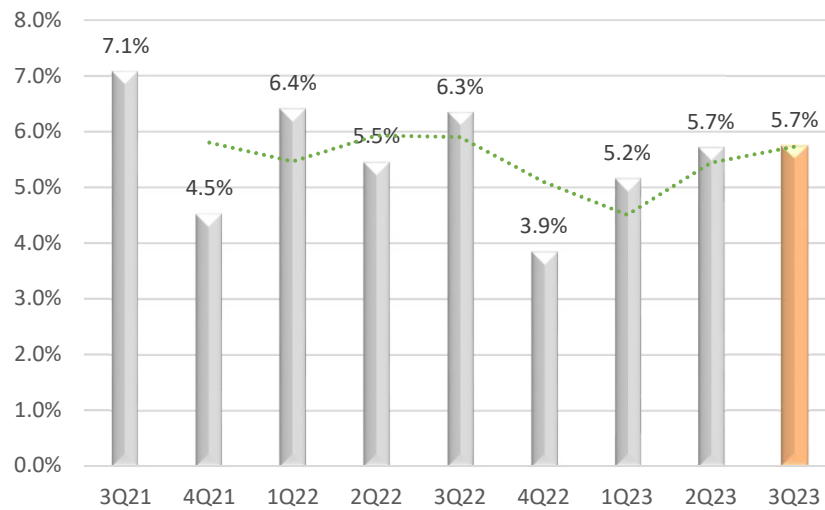
- Revenue and Gross Profit hit record highs
- Revenue has grown positively for 13 consecutive quarters



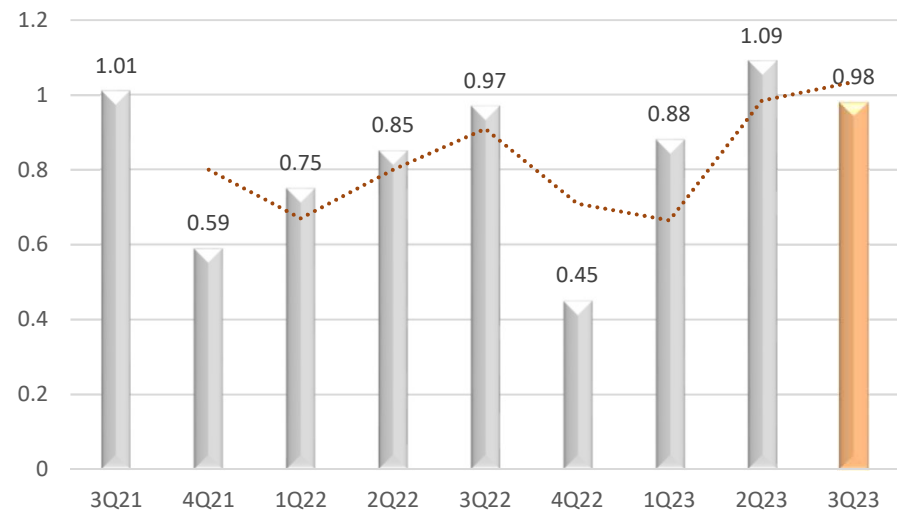
# Q3 Financial Overview



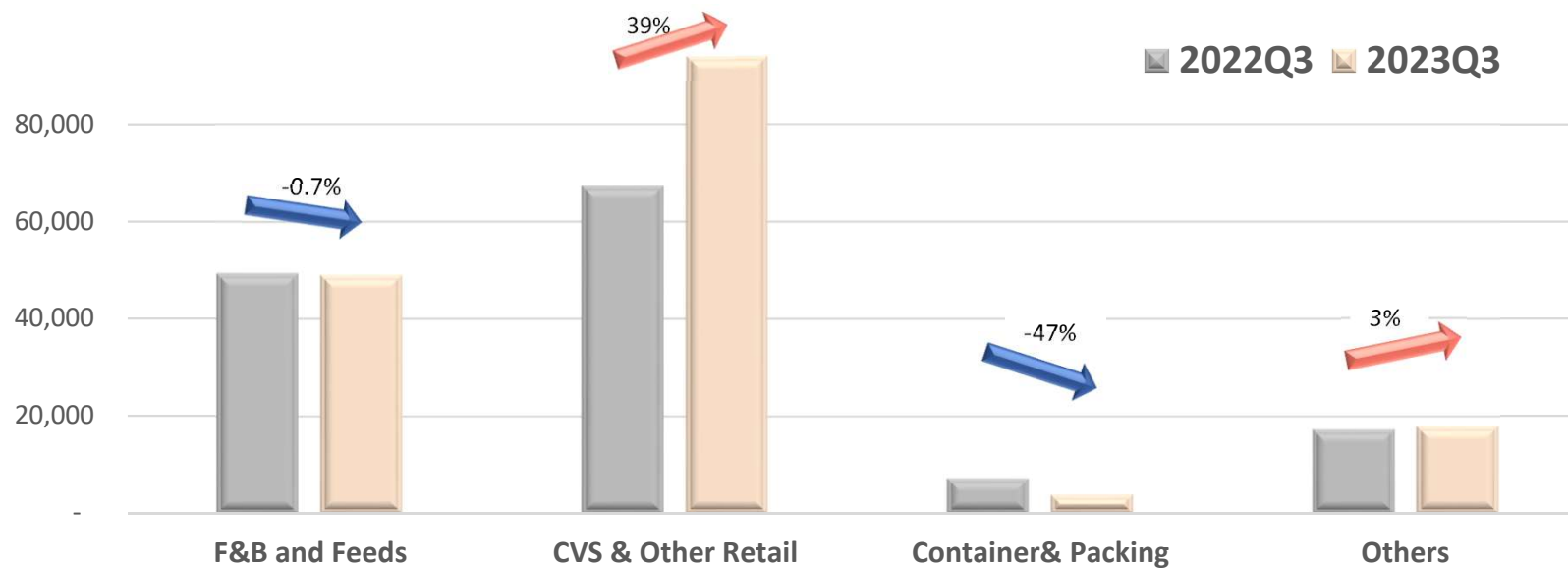
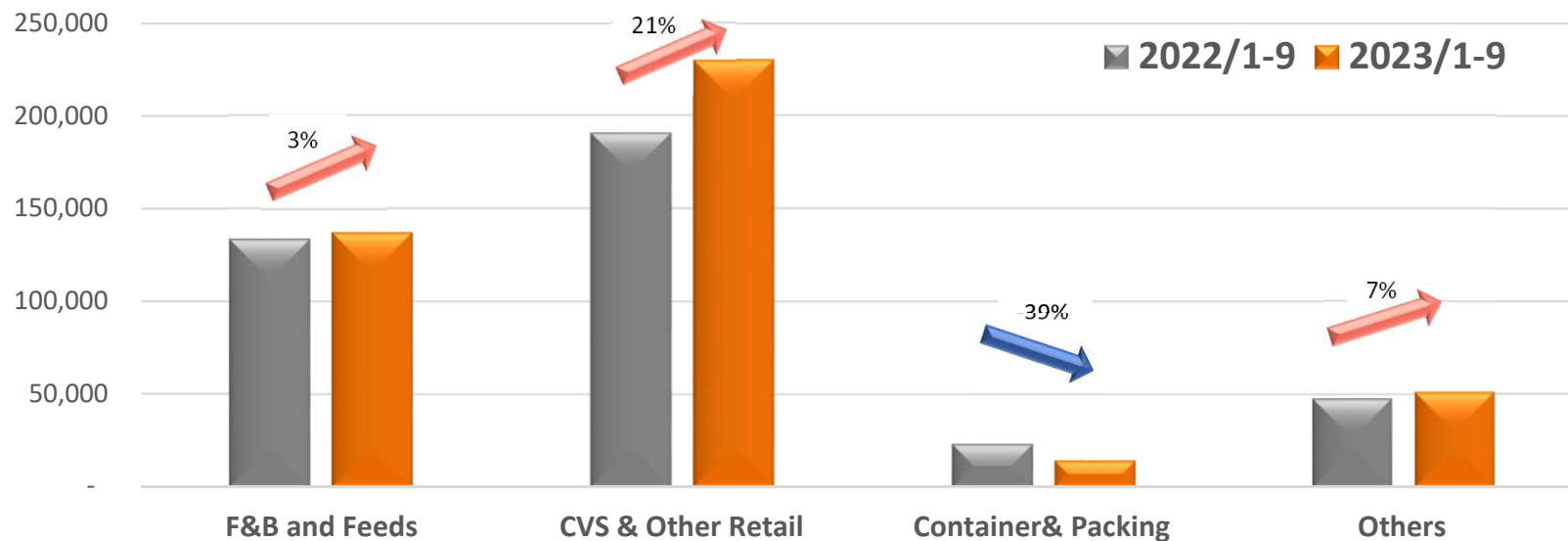
Quarterly Operating Margin



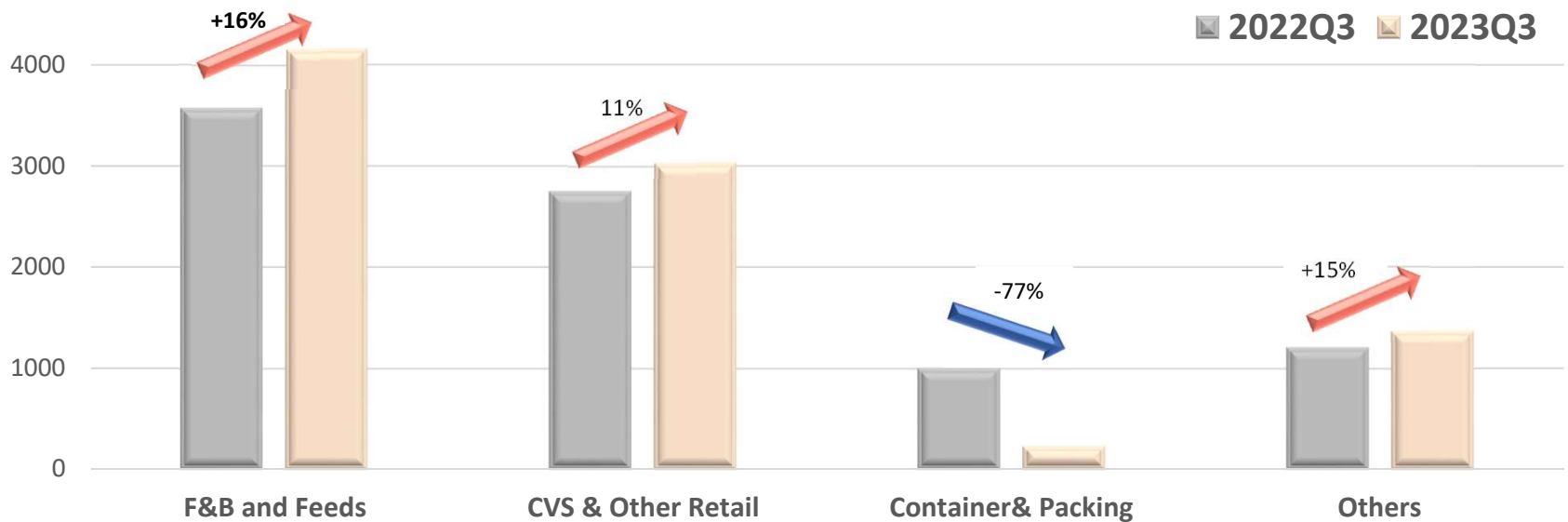
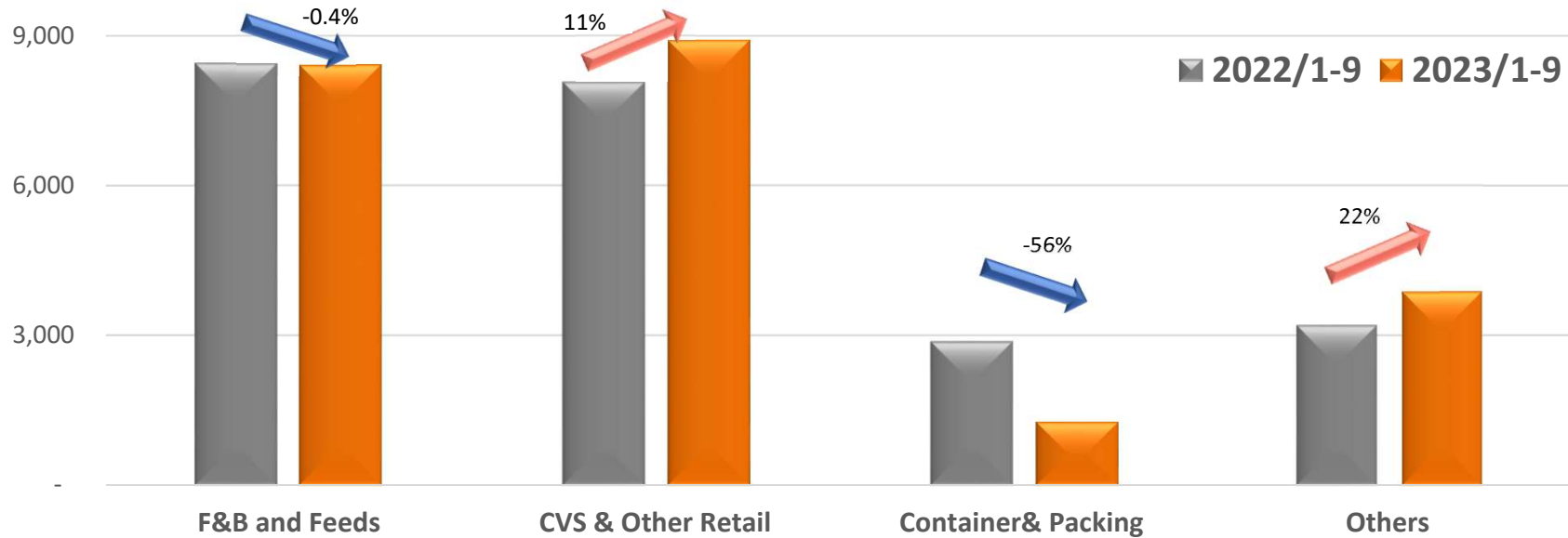
Quarterly EPS



# Segment Revenue (Consolidated)



# Segment Income (Consolidated)



# Balance Sheets & Financial Highlights

<i>Selected Items (Consolidated) (In NTD Millions )</i>	<b>2023/9/30</b>		<b>2022/9/30</b>	
	<i>Amount</i>	<i>%</i>	<i>Amount</i>	<i>%</i>
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%
<b>ROE</b>	<b>13.74%</b>		<b>12.15%</b>	
<b>Current Ratio</b>	<b>91.81%</b>		<b>107.16%</b>	
<b>Interesting-Bearing Liabilities to Equity Ratio</b>	<b>77.48%</b>		<b>65.07%</b>	
<b>Net Interesting-Bearing Liabilities to Equity Ratio</b>	<b>24.37%</b>		<b>14.71%</b>	

\* Including Financial assets at fair value through profit or loss & Financial assets at amortized cost

\*\*Excluding lease liabilities

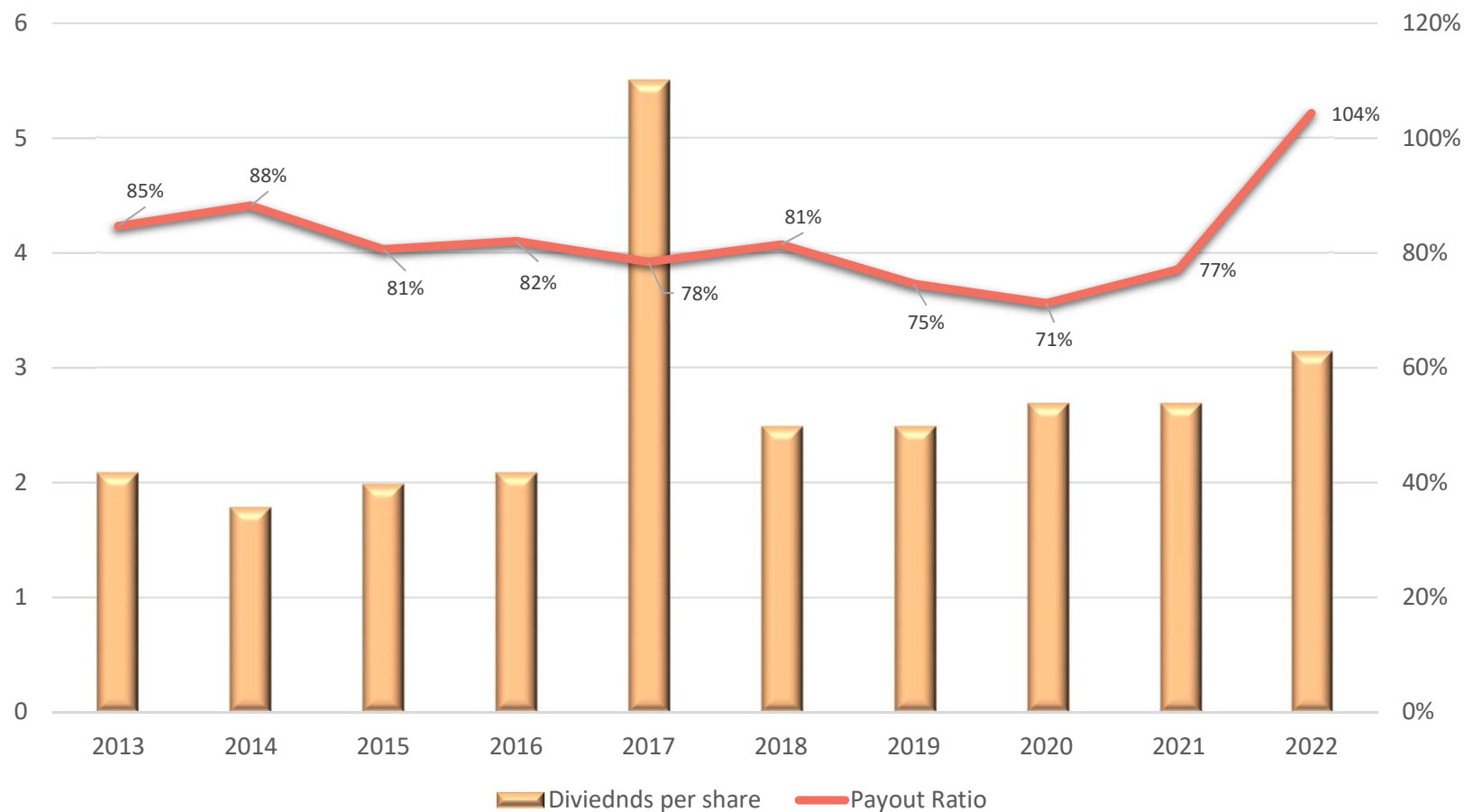


# Cash Flows (Consolidated)

<i>(In NTD Millions)</i>	<b>2023 9M</b>	<b>2022 9M</b>
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)
<b><i>Capital Expenditure*</i></b>	(17,950)	(18,047)
<b><i>Cash paid for business combination</i></b>	(23,696)	-
Net Cash flows from (used in) Financing activities	(760)	(12,751)
<b><i>Cash Dividends</i></b>	(17,898)	(15,341)
Ending balance	<b>104,436</b>	<b>94,299</b>

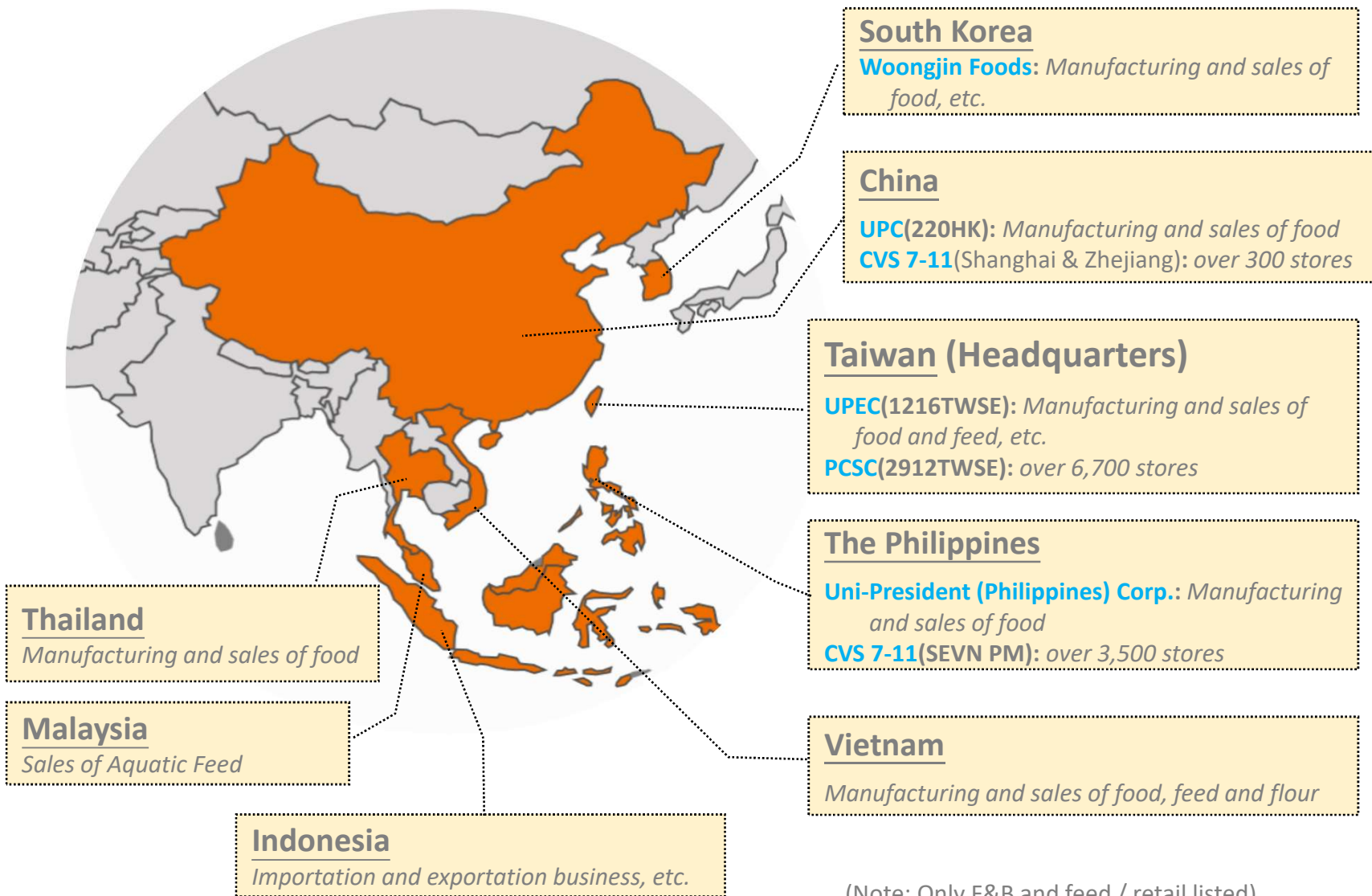
\*Capital expenditures includes the acquisition and disposal of PP&E (including interests payment), the increase and disposal of intangible assets, and the prepayment of equipment (including interests payments)

# Stable Dividends



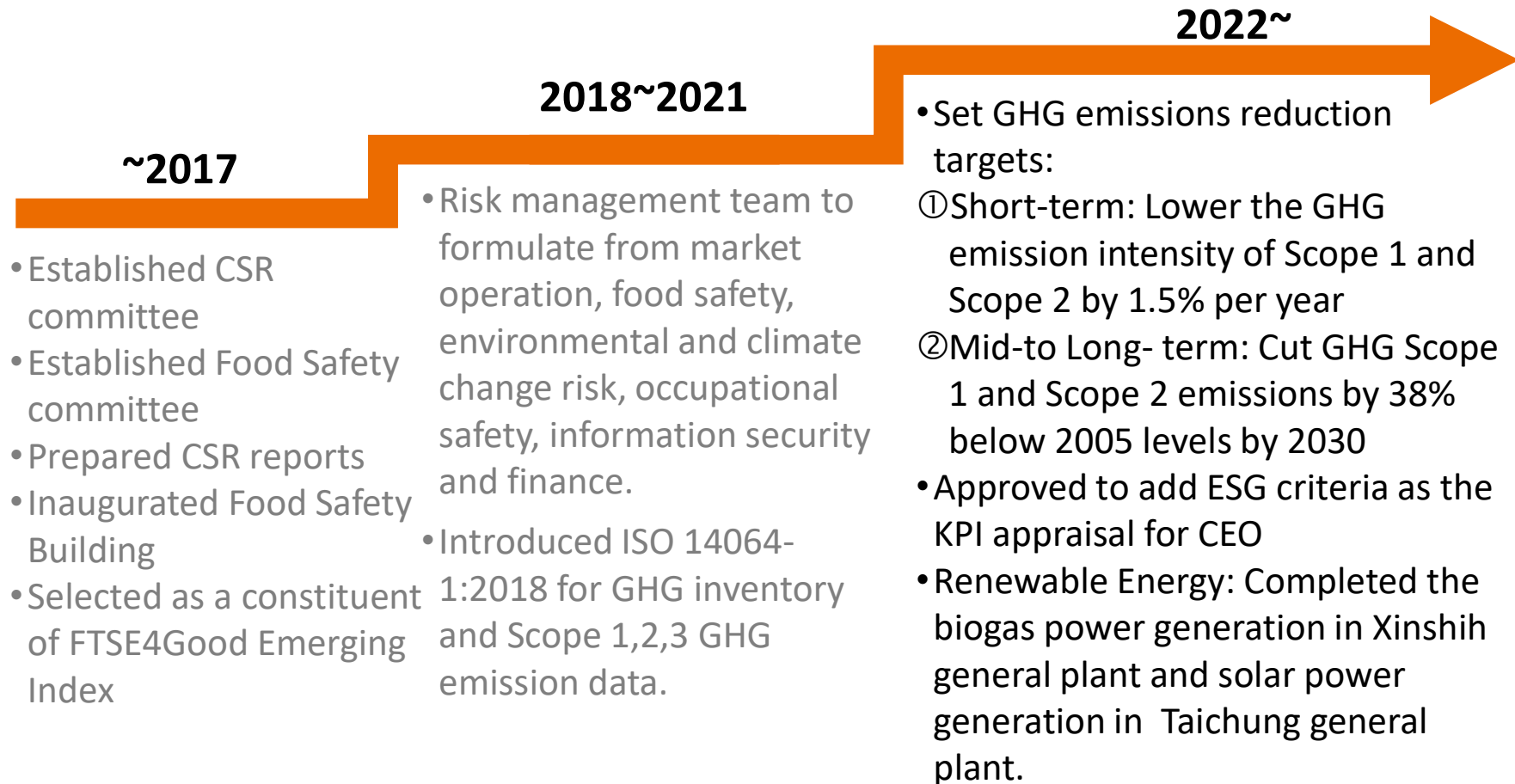
Distributed dividends for 40 consecutive years with a total cumulative payout of NT\$79.3 in stock & cash dividends.

# Building an Asian Distribution Platform of Life Brands

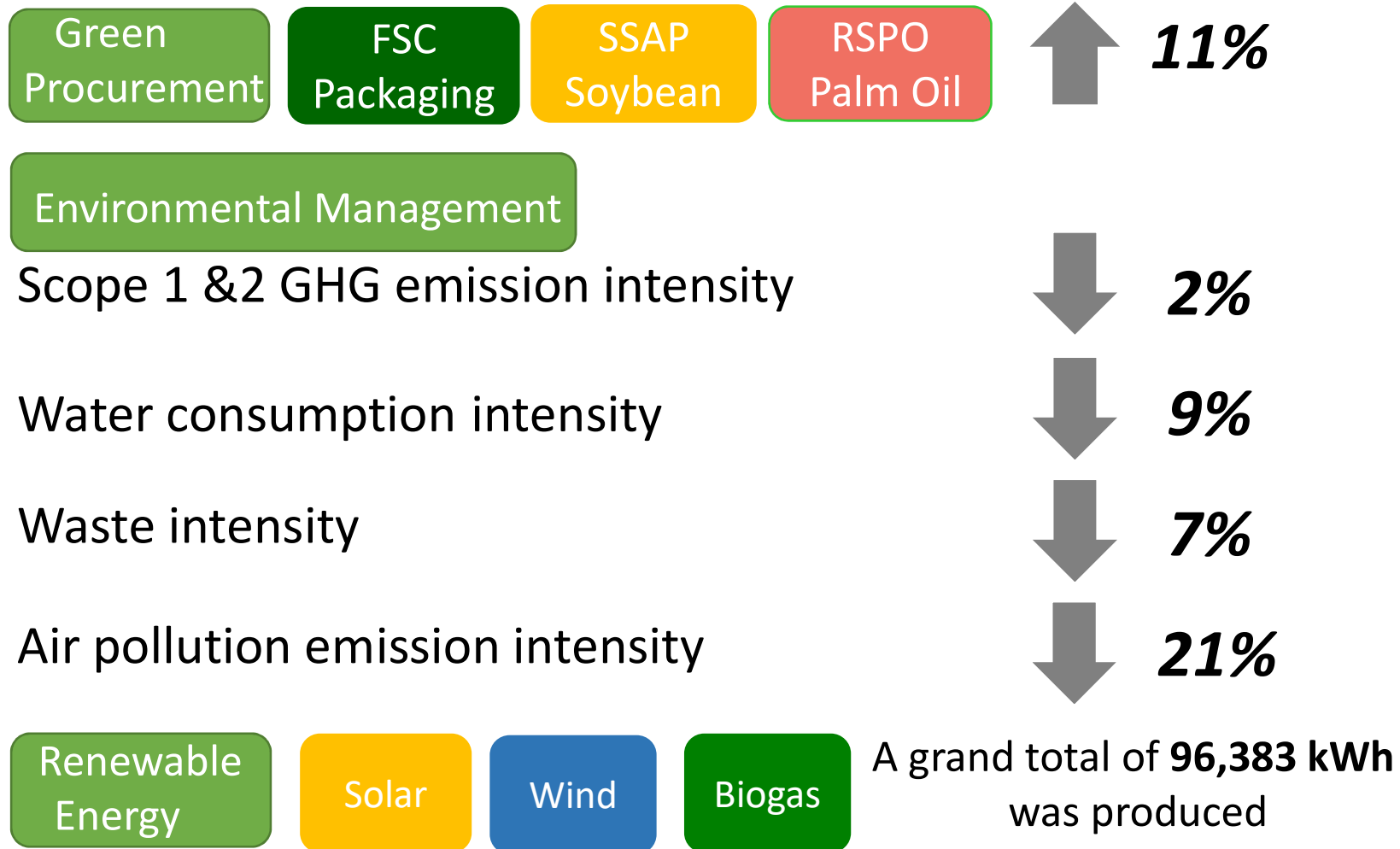


# ESG Roadmap

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



# 2022 Key Achievements – Commitment to Environmental Sustainability



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

# Awards and ESG Recognitions



**FTSE4Good  
Emerging  
Index**



**Taiwan  
ESG  
Index**



**Taiwan  
CG 100  
Index**



**Taiwan High  
Compensation  
100 Index**



**Taiwan  
EMP 99  
Index**



**CG  
Evaluation**

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



**Green  
Procurement**

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



**TCSA  
Award**

2023 TCSA  
“Top 100 Sustainability Model Award”  
“Corporate Sustainability Report Award”  
- Silver



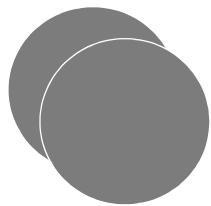
**Brand**

- 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 Health 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



**Occupational  
Safety and  
Health**

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

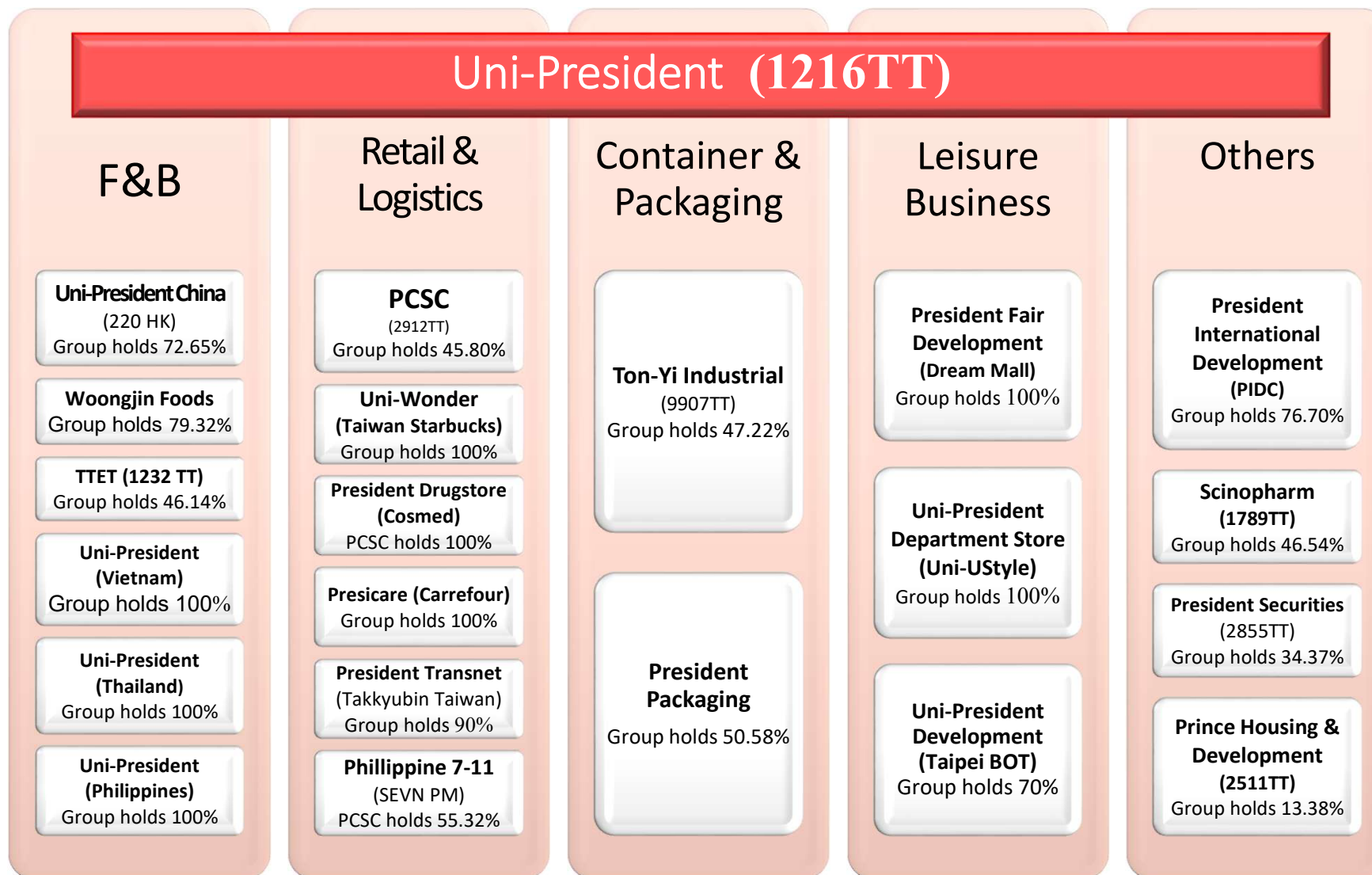


# Appendix

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# The Major Structure of Uni-President Group

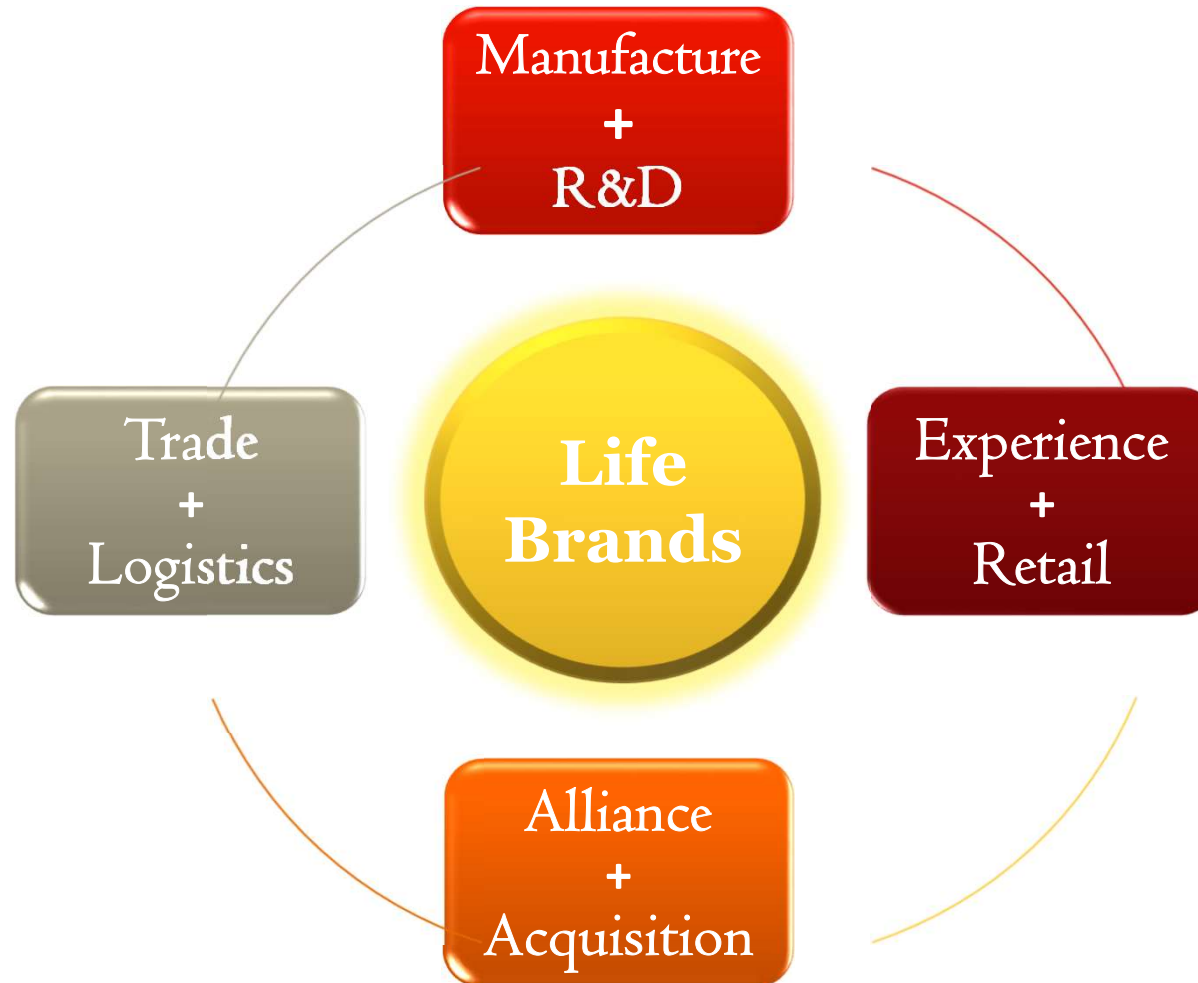


\* The above structure only includes Uni-President's major subsidiaries & holding% is as of 2023/9/30.



# Core Strategy

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

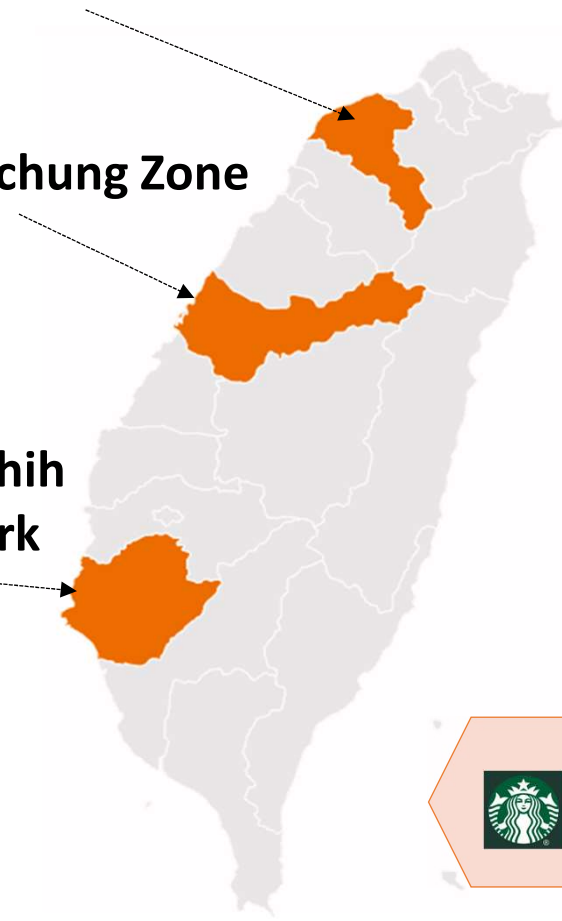


# Construction of Logistics Centers

- Taoyuan Minfeng Logistic Park
- U-PARK Zhihui Industrial Park

Port of Taichung Zone

Tainan Xinshih Logistics Park



Supply Chain Capacity UP

Distribution Efficiency UP

Green Logistics/Technology Application UP

Customers Experience UP



# Annual Results Highlight (Consolidated)

<i>(In NTD Millions)</i>	<b>2022</b>	<b>2021</b>	<b>YoY</b>
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
<b><i>Cash Dividend/per share*</i></b>	<b>3.15</b>	<b>2.70</b>	<b>0.45</b>
<b><i>Gross Margin</i></b>	<b>31.94%</b>	<b>32.97%</b>	<b>-1.03 ppts</b>
<b><i>Operating Margin</i></b>	<b>5.53%</b>	<b>6.00%</b>	<b>-0.47 ppts</b>
<b><i>Pretax Margin</i></b>	<b>6.73%</b>	<b>7.66%</b>	<b>-0.93 ppts</b>