



**Uni-President
Enterprises
Corporation**

Outline

- **Overview of Uni-President Group**
- **Uni-President Enterprises Corp.**
- **Uni-President Affiliates**

Overview of Uni-President Group

Group Overview

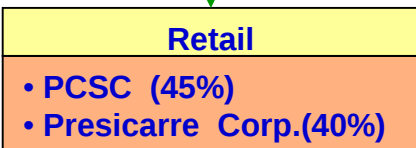
- Founded in 1967, Uni-President is one of Taiwan's largest conglomerates including industries in food manufacturing, distribution, trading, and small focus on finance, electronics, with consolidated revenue US\$7.9bn in 2006.
- Geographic presence in Taiwan, China, Vietnam, Thailand, Indonesia and The Philippines.
- The Group's industries are divided into five subgroups:

Industry	Company
Food Manufacturing	Uni-President Enterprises Corp.
Retail and Distribution	President Chain Store Corp.
Trading	Nan Lien International Corp.
Financials	Various Entities
Investments	President Int'l Development Corp.

Major Entities and Selected Brands



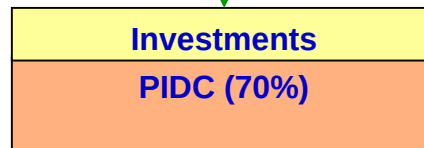
- TTET Union (38%)- Taiwan's largest soybean crushing Co.
- Kuang Chuan (31%)- Dairy products & beverages
- Wei Li (32%)- Taiwan's 2nd Largest instant noodles Co.



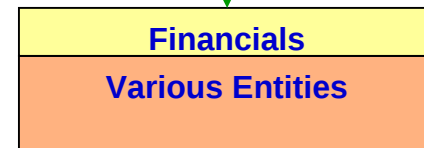
- PCSC operates Taiwan's largest distribution channels with over 4,500 7-Eleven chain stores
- Presicarre Corp. is Taiwan's largest hypermart chain stores with 47 stores, 2006 net revenue US\$1.8bn



- Importer, distributor and agent of consumer products including Anheuser-Busch beer, Maxwell House Coffee and Chupa Chups Lollipops
- 2006 net revenue of US\$84mn



- Investment arm of the Group with investments in LTPS TFT LCD, shopping mall and biotechnology
- 2006 total investment over US\$637mn in 30 entities



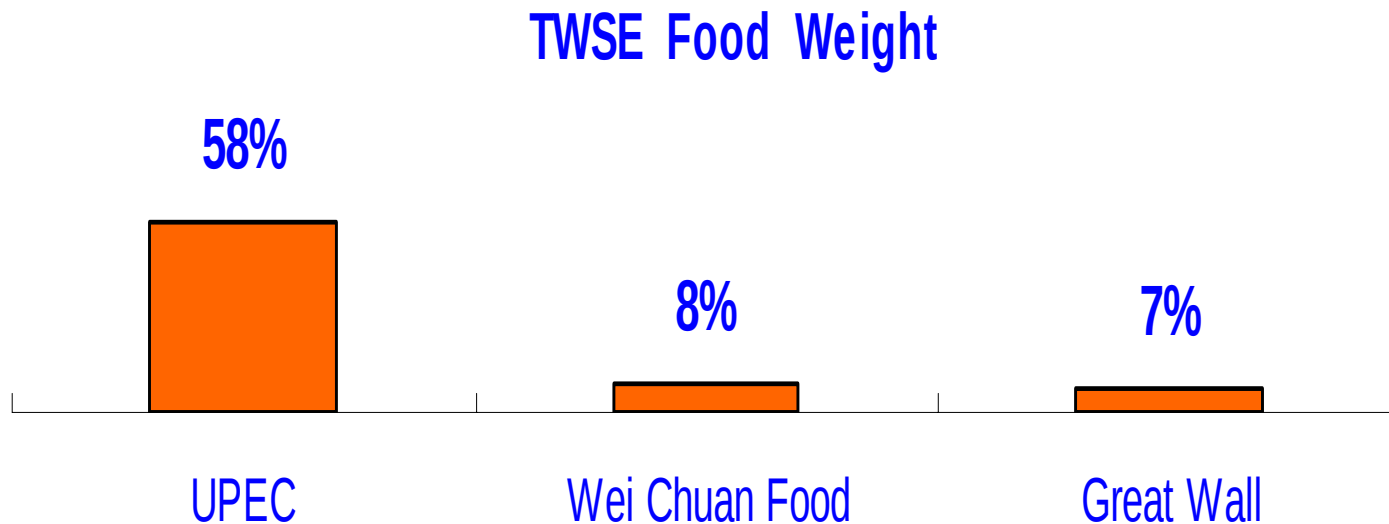
- 29% ownership of President Securities
- 14% ownership of Grand Bills



Overview of Uni-President Enterprises Corp.

Uni-President Enterprises Corp.

- UPEC is Taiwan's largest and one of China's leading food manufacturer, with unconsolidated sales of US\$1.3bn for 2006 and total assets of over US\$2.5bn
- Market capitalization of **US\$3.0bn** *



* Market capitalization and weight based on closing price as of May 10, 2007

Core Food Operation

Category	Range of Business	Sales %	
		2006	2007Q1
Beverages & Dairy Products	Tea, Dairy Products, Coffee, juice and water	40%	34%
Provisions	Feeds, edible oil and flour	35%	40%
Instant Foods	Instant noodles	10%	10%
Other Foods	Frozen foods, meat products, ice cream and seasoning	8%	9%
Health Foods	Health food products and bakery	7%	7%

* Unconsolidated

Taiwan Operation Result*

Unit: US\$ mn	2005	2006		2006Q1	2007Q1	
Sales	1,235	1,314	↑ 6%	296	326	↑ 10%
Gross Margin	22.7%	23.3%	+ 0.63%	22.5%	22.3%	- 0.26%
OP Margin	3.2%	3.7%	+ 0.52%	3.2%	2.3%	- 0.86%
Net Income	64	111	↑ 73%	30	82	↑ 69%
EPS (NTD)	0.62	1.08		0.30	0.79	

2007Q1 Accuray IPO, profit realized US\$61.4mn

* Unconsolidated

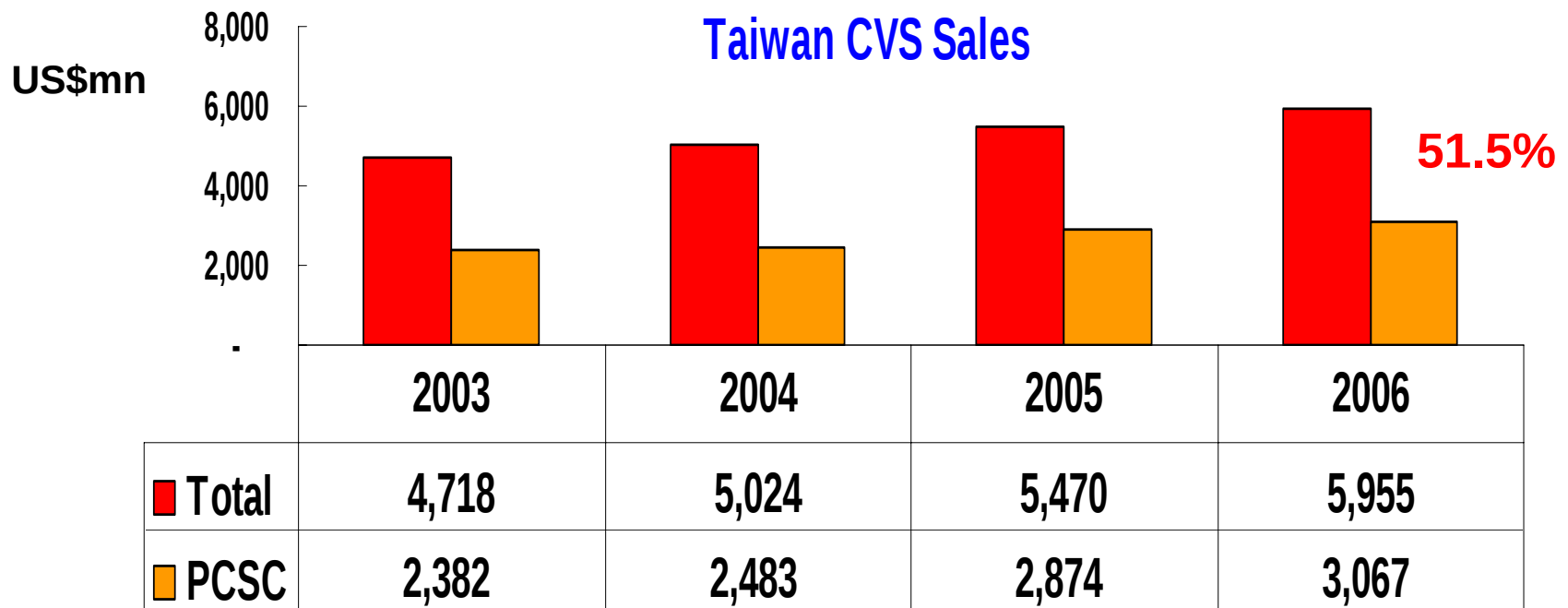
* Exchange rate on Dec 29, 2006: US\$ 1 = NT\$ 32.596

Uni-President Affiliates

President Chain Store Corp.



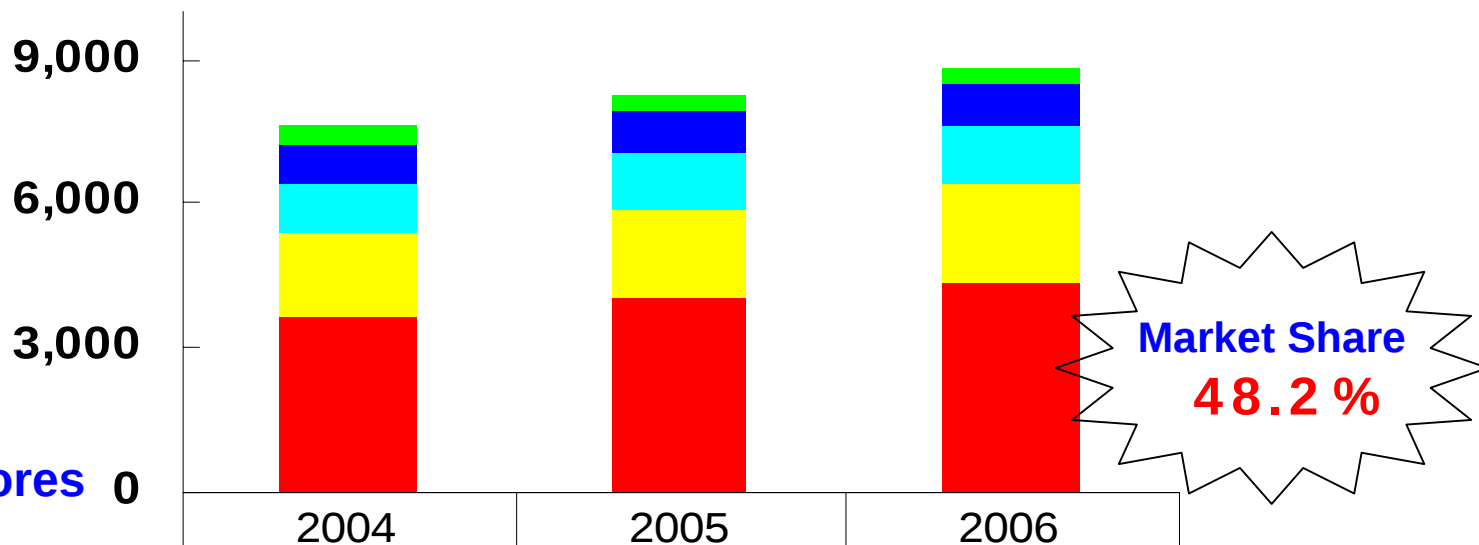
- Leading Retailers in Taiwan
- Operates **7-ELEVEN chain stores**, the leading convenience store in Taiwan





Number of Convenience Stores

2007/4/30 with total 4,539 Stores



Main Chain Stores
in Taiwan

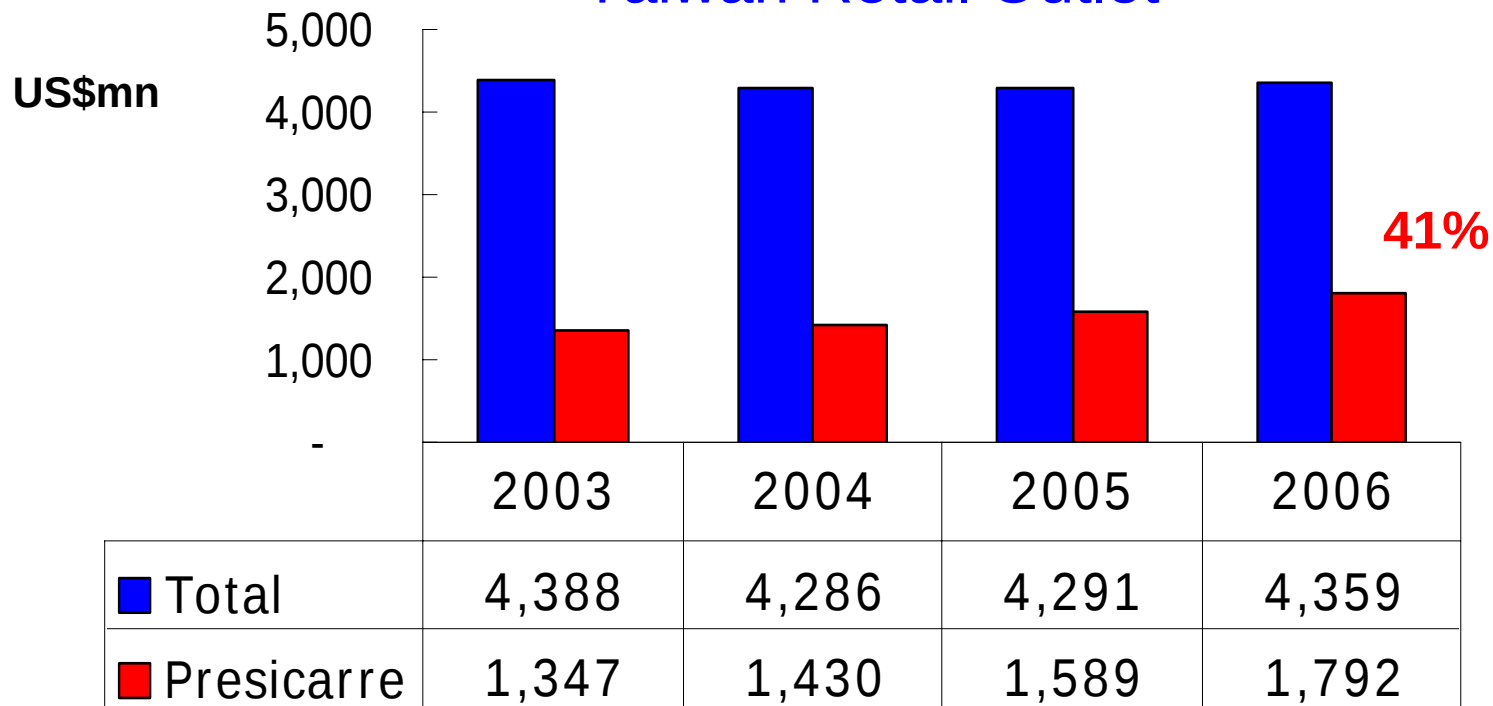
	2004	2005	2006
■ Niko Mart Chain	356	360	300
■ OK Chain	804	873	840
■ Hi-Life Chain	1,060	1,160	1,261
■ Family Mart Chain	1,698	1,851	2,012
■ 7-ELEVEN Chain	3,680	4,037	4,385

Presicarre Corp.



- Leading Hypermart in Taiwan
- 2007 April with 47 Stores

Taiwan Retail Outlet

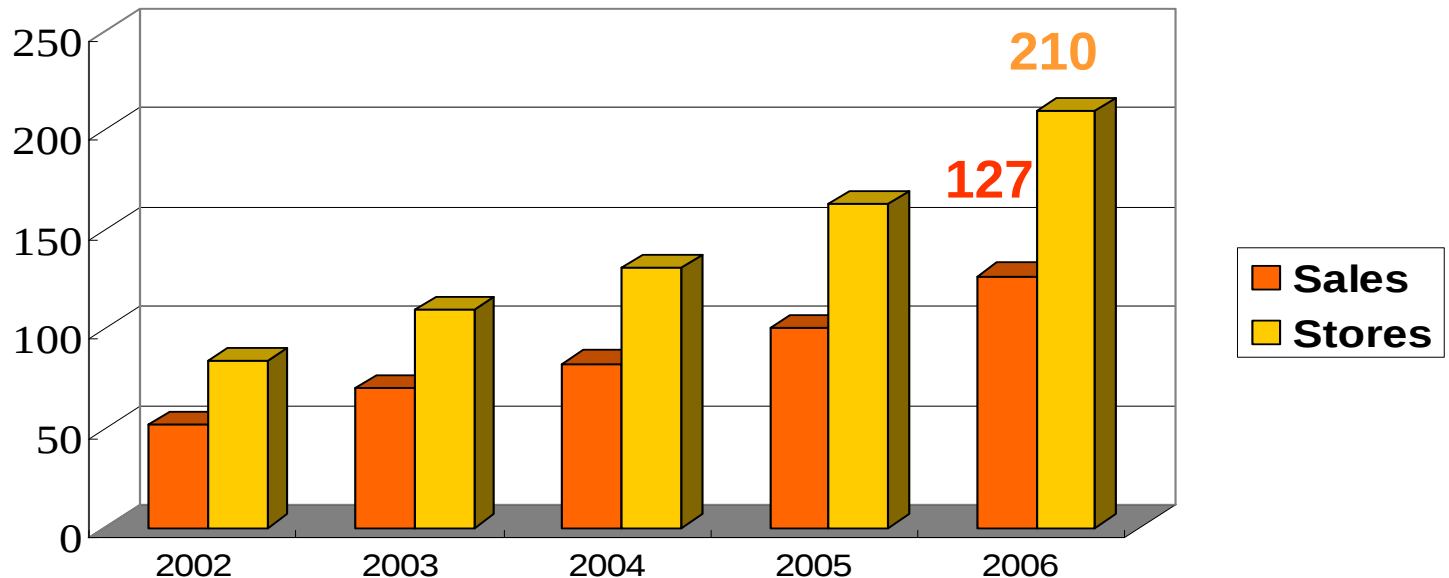




President Drug Store

- Established in 1995, PCSC 100% investment
- Retailer of well-known cosmetics, medicine and sundries
- End of 2006 with 7 stores in China

USD\$mn



President Coffee

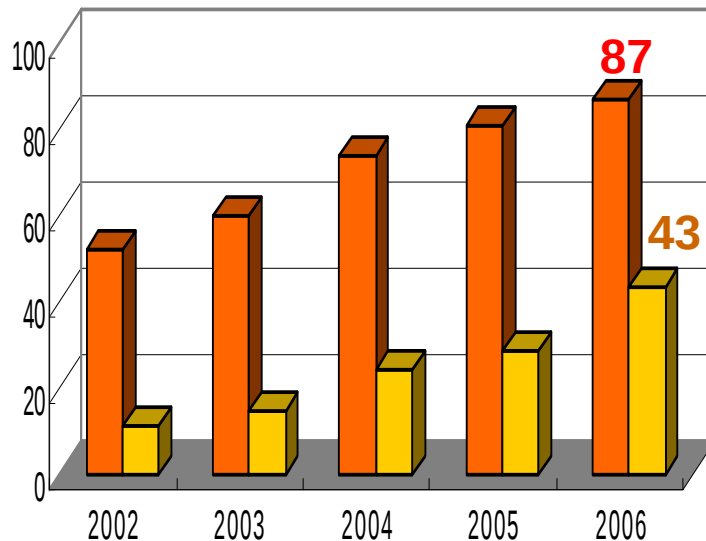


Operates in Taiwan and China: Shanghai, Jiangsu, Chejiang areas

Sales

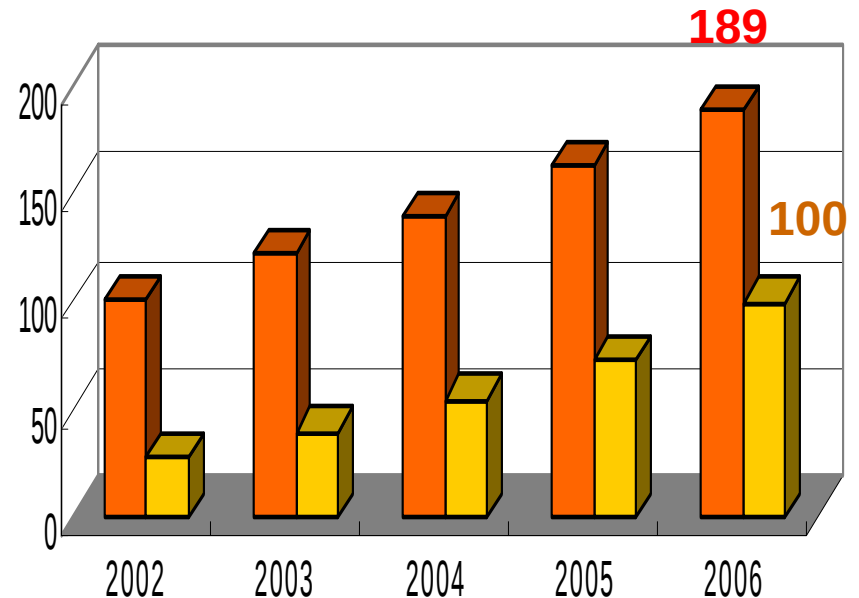
Taiwan / China

USD\$mn



Number of Stores

Taiwan / China



Nanlien International Corp.

Importing & Distributing

- Founded in 1979, Nanlien has built the distribution network around Taiwan and many sales offices in China.
- Well-known marketing and sales capabilities create opportunities to cooperate with international companies :

Category	Company	Brand
Beer	Anheuser-Busch	Budweiser Michelob Classic Dark Busch
Coffee	Kraft Foods	Maxwell House
Candy	Chupa Chups	Chupa Chups Lollipop





統一企業
股份有限公司

大 綱

- 統一集團簡介
- 統一企業營運說明
- 主要關係企業簡介

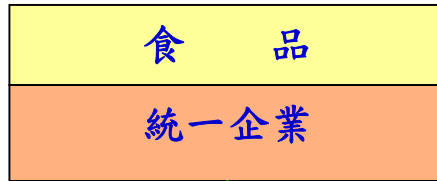
統一集團簡介

集團發展說明

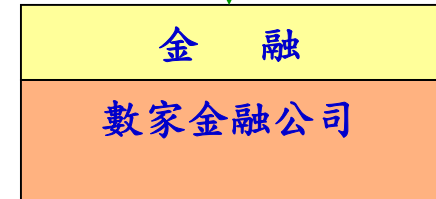
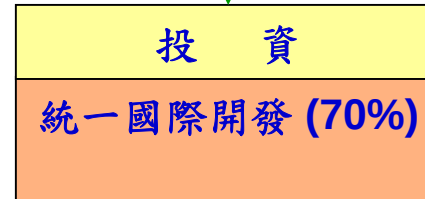
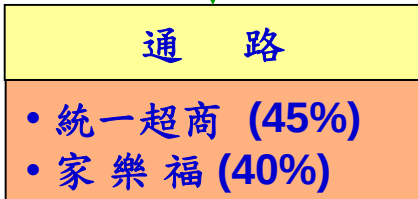
- 統一企業成立於1967年，除食品製造銷售外，亦轉投資於零售、貿易、科技產業，逐漸發展成為台灣主要的集團之一，2006年集團合併營收為US\$7.9bn。
- 以台灣、中國大陸以及東南亞的越南、泰國、印尼以及菲律賓為主要發展市場。
- 近年來將集團區分為5個次集團：

次 集 團	主 導 公 司
食 品	統一企業股份有限公司
流 通	統一超商股份有限公司
貿 易	南聯國際貿易股份有限公司
金 融	數家金融公司
投 資	統一國際開發股份有限公司

集團主要企業及品牌



- 大統益 (38%)- 台灣最大黃豆製油公司
- 光泉 (31%)- 乳品及飲料
- 維力 (31%)- 台灣第二大速食麵公司



- 統一超商為台灣最大之零售通路，經營超過 4,500家 7-Eleven 便利商店
- 家樂福為台灣最大之量販連鎖，擁有 47 家分店，2006 年的營收為 US\$1.8bn

- 進口及代理經銷商民生消費商品，包括 Anheuser-Busch 啤酒，Maxwell House 咖啡 and Chupa Chups 棒棒糖
- 2006年營收為 US\$84mn

- 統一集團之轉投資工具，主要投資如：LTPS TFT LCD、購物商場、生物科技
- 2006年共投資30個標的，總投資金額超過 US\$637mn

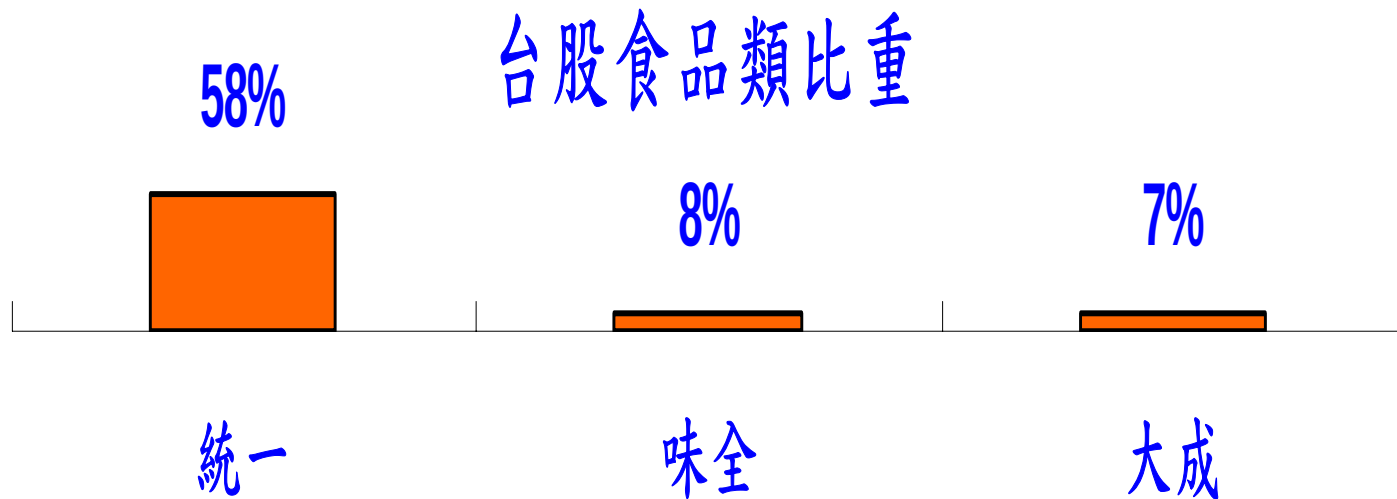
- 持股29% 統一綜合證券
- 持股14% 萬通票券



統一企業營運說明

統一企業股份有限公司

- 統一企業是台灣最大及中國大陸領先的食品公司之一，2006年非合併的營收為 US\$1.3bn，總資產超過 US\$2.5bn
- 市值 **US\$3.2bn ***



* 市值以2007.5.10之收盤價計算

主要銷售商品

類 別	產 品 品 項	營 收 %	
		2006	2007Q1
飲料及乳品	茶	40%	34%
	乳品		
	咖啡、果汁、水等		
食 糧	飼料、食用油、麵粉	35%	40%
速 食 麵	速食麵	10%	10%
其 他	冷凍食品、肉品、調味品、冰品	8%	9%
保 健 食 品	健康食品、麵包	7%	7%

* 非合併報表

營運表現*

Unit: US\$ mn	2005	2006		2006Q1	2007Q1	
營收	1,235	1,314	↑ 6%	296	326	↑ 10%
毛利率	22.7%	23.3%	+ 0.63%	22.5%	22.3%	- 0.26%
營益率	3.2%	3.7%	+ 0.52%	3.2%	2.3%	- 0.86%
淨利	64	111	↑ 73%	30	82	↑ 69%
每股盈餘 (NTD)	0.62	1.08		0.30	0.79	

2007年Q1處分Accuray公司，獲利 US\$61.4mn

*非合併報表

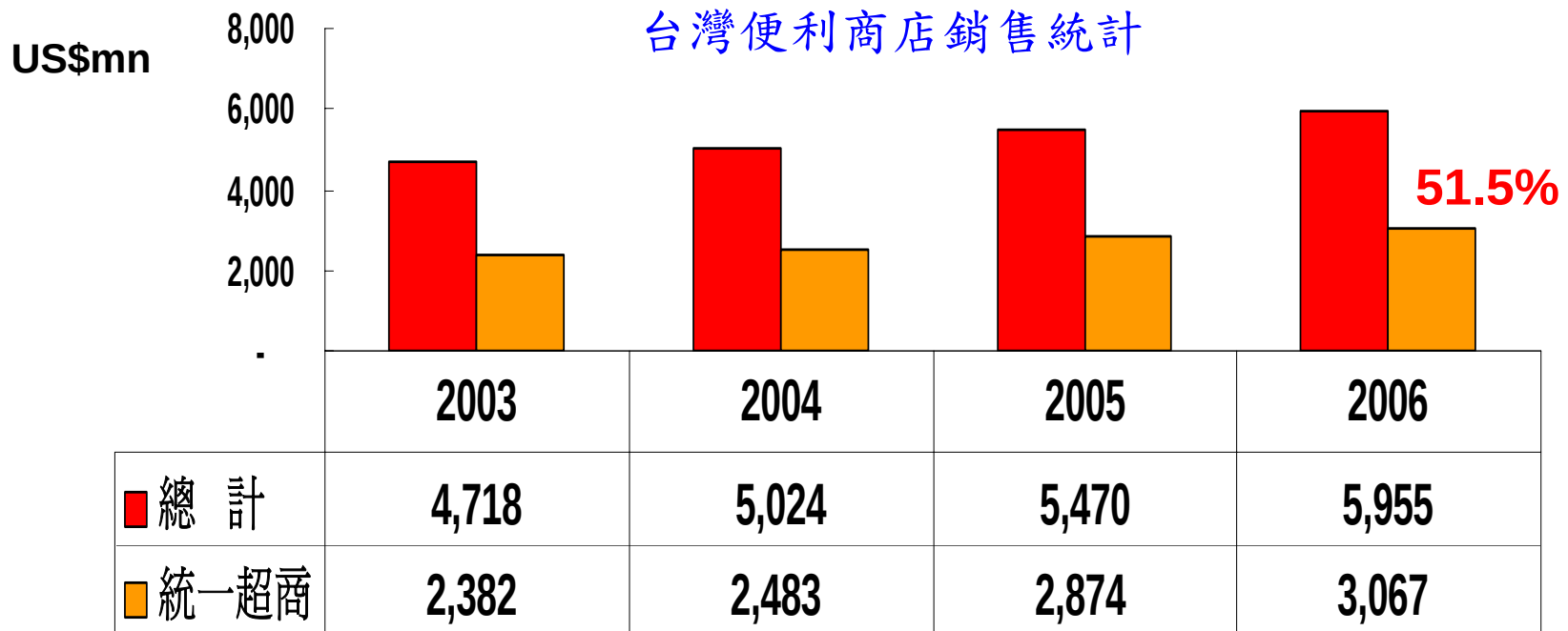
*台幣兌美金匯率2006.12.29為NT\$32.596

主要關係企業簡介

統一超商



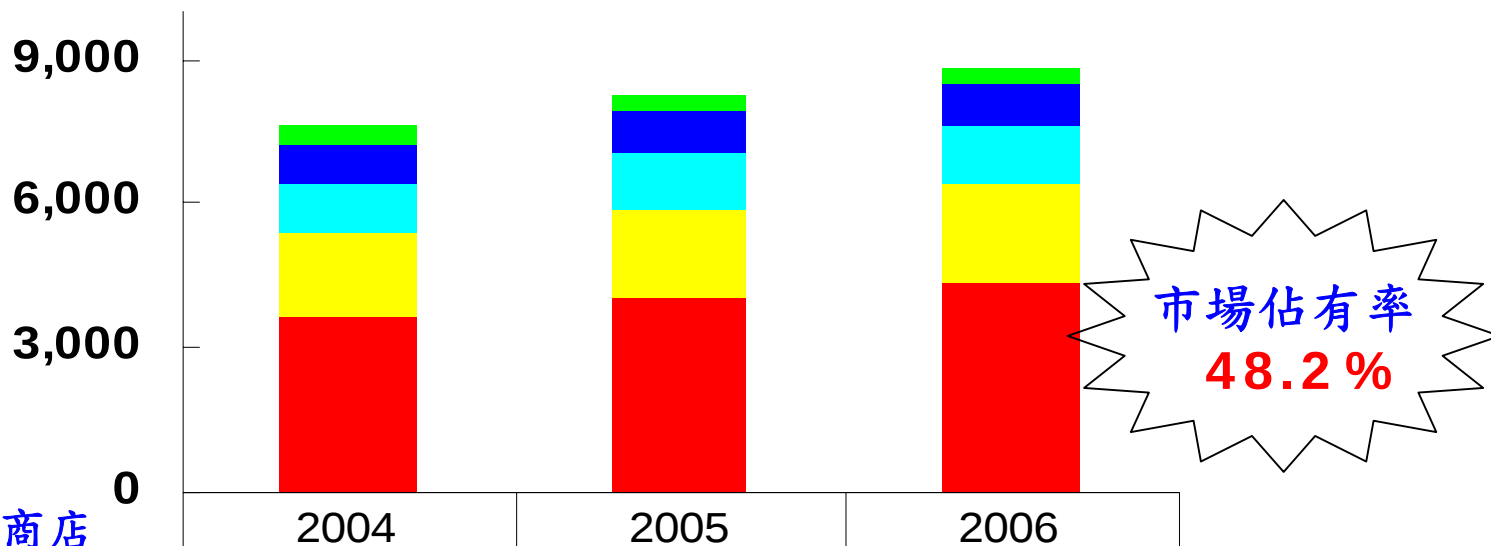
- 台灣最大零售通路
- 獲7-ELEVEN永久授權經營，是台灣最大之連鎖便利商店





便利商店店數統計

統一超商2007年4月底共 4,539 家店



台灣主要之便利商店

	2004	2005	2006
■ Niko Mart Chain	356	360	300
■ OK Chain	804	873	840
■ Hi-Life Chain	1,060	1,160	1,261
■ Family Mart Chain	1,698	1,851	2,012
■ 7-ELEVEN Chain	3,680	4,037	4,385

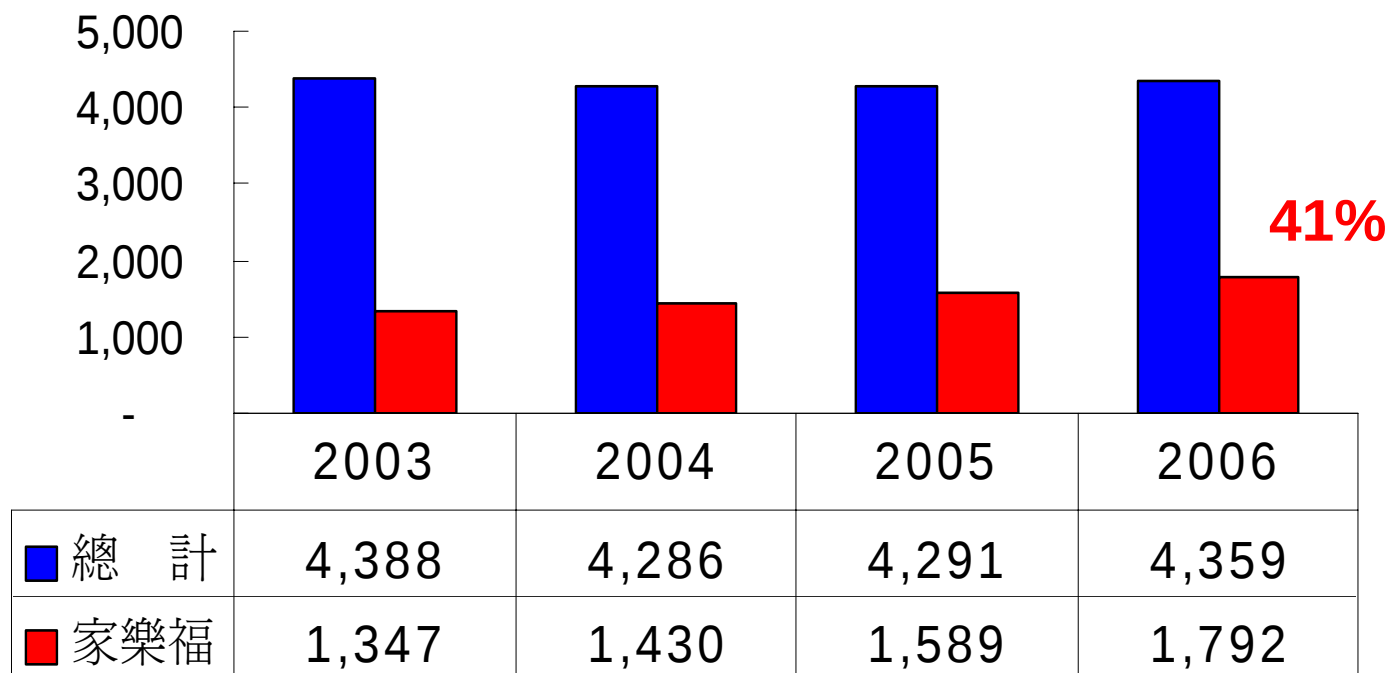
家樂福



- 台灣最大之量販連鎖通路
- 2007 年4月共展店 47家

US\$mn

台灣量販業銷售統計

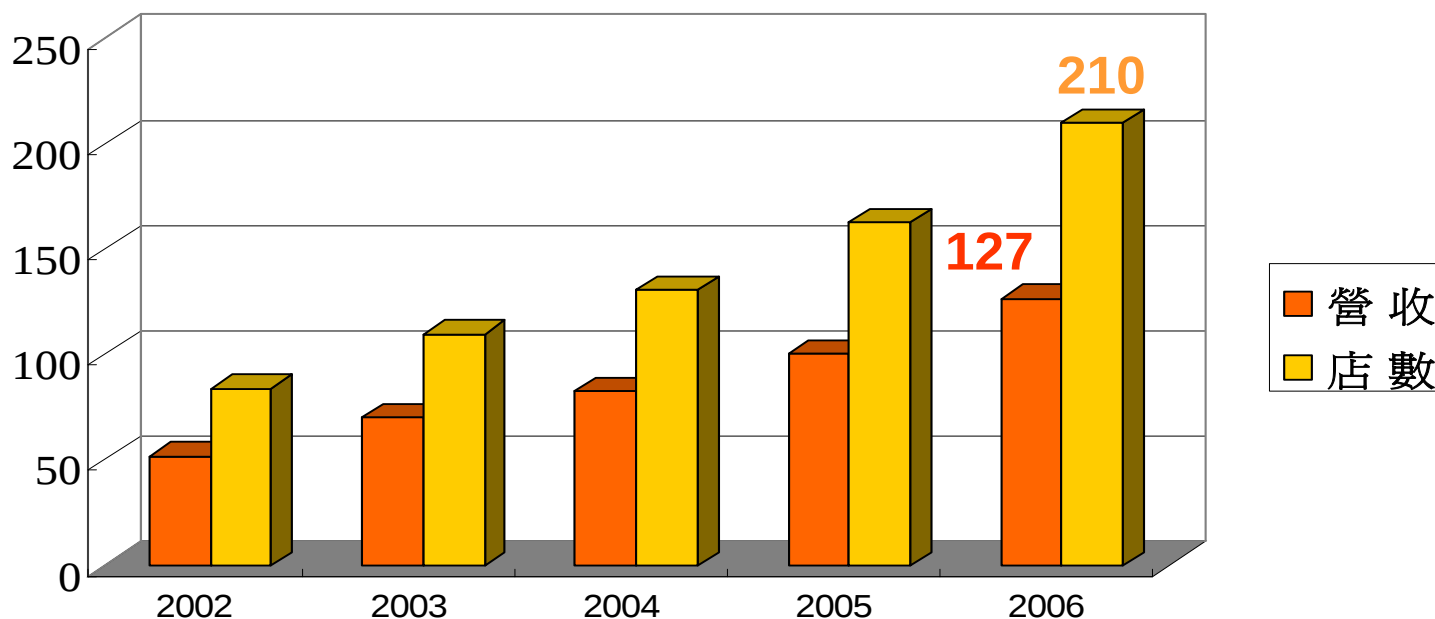




康是美藥妝

- 成立於1995年, 統一超商100%持股
- 經銷各大廠牌化妝品、藥品及一般日常生活百貨
- 截至2006年12月底中國大陸共 7 家店

USD\$mn





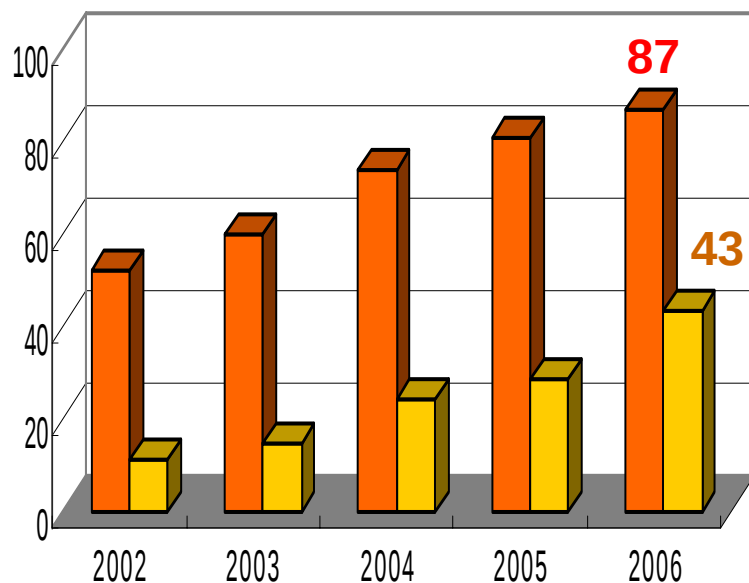
統一星巴克咖啡

與美國Starbucks合作，經營台灣及中國大陸：上海、江蘇、浙江地區

營 收

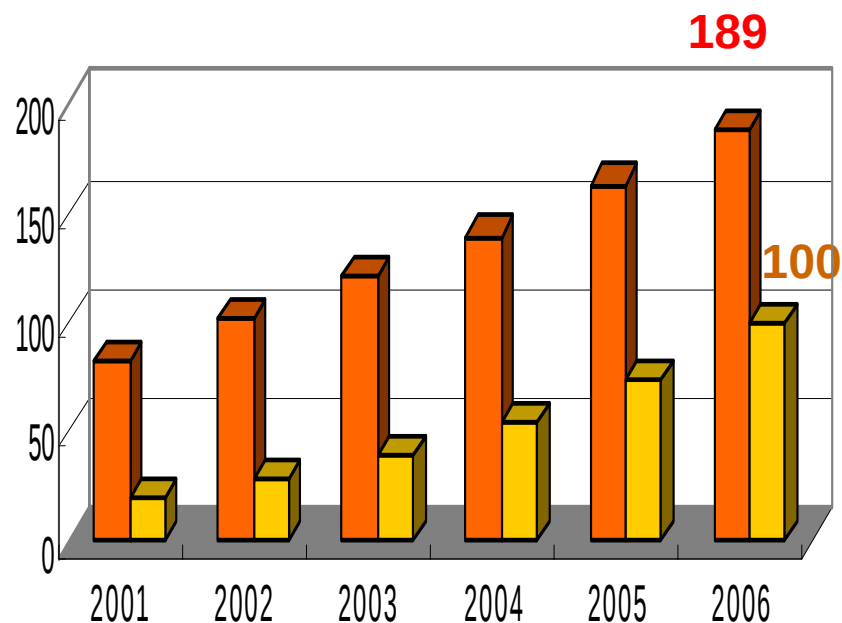
台灣 / 中國大陸

USD\$mn



店 數

台灣 / 中國大陸



南聯國際貿易股份有限公司

進口及經銷

- 創立於1979年，南聯公司在台灣設立了完善的經銷網路，並且開始在中國大陸設立銷售據點
- 良好的行銷及經銷能力，使南聯公司與國際大廠有豐富的合作經驗：

類 別	公 司	品 牌
啤 酒	Anheuser-Busch	Budweiser Michelob Classic Dark Busch
咖 啡	Kraft Foods	Maxwell House
糖 果	Chupa Chups	Chupa Chups Lollipop

