統一企業公司

UNI-PRESIDENT ENTERPRISES CORP.

Ticker:1216 TT

Uni-President 10Q1 & 09Q4 Presentation

Agenda

1. Uni-President Overview

2. Taiwan F&B Business (UPEC 1216TT)

3. CVS & Retail Business (PCSC 2912TT)

4. China F&B Business (UPCH 220HK)

5. Southeast Asia F&B Business

1. Uni-President Overview

The Highlight of Uni-President Group

Largest F&B Company in Taiwan

·Market Cap US$4.35bn, QFII ratio41.4%, total assets US$8.5bn, and revenue US$8.8bn.

·Vertical integration from manufacturing, distribution to retailing.

Top 3 F&B Company in China

·**No. 2** position in Tea & Juice business & One of the leading position in Instant Noodle

Largest CVS& Hypermarket Retailers in Taiwan

·**"7-11"** Convenience Store Chains & **"Carrefour"** Hypermarket Chains in Taiwan

Focusing F&B and Retail Businesses in Asia

· Continue divesting the non-core businesses.

* Market cap & QFII based on the closing price $NT36.55 (US$1=NT$31.359) as of Apr 26, 2010

* * Total assets and revenue were consolidated-based in 2009.

The Structure of Uni-President Group

Food & Beverage
Uni-President Enterprises Corp
(UPEC 1216 TT)

- Taiwan (UPEC 1216TT)
- Uni-President China Holdings Ltd.(UPCH 220HK)(UPEC holds 73.5%)
- South-eastern Asia Holdings (Vietnam, Thailand, Indonesia, and Philippines) (UPEC holds 100%)

Distribution & Retail
- President Chain Stores Corp. (PCSC 2912TT) (UPEC holds 45.4%)
- Presicarre Corp. (UP Group holds 40%)

Trading
Nan Lien International Corp.
(UPEC holds 100%)

Investments
President International Development Corp (PIDC).
(UPEC holds 68.03%)

Financials
President Securities (2855 TT)
(UPEC holds 27.23%; UP Group holds 32.63%)

- PCSC is the retail arm with the comprehensive exposure in Taiwan and China, including
- 7-Eleven,Starbucks, Cosmed ,Mister Donuts, Cold Stone,and etc.
- Presicarre Corp. is Taiwan's largest hyp chains.

- Importer, distributor and agent of consumer products including Anheuser-Busch (Budweiser)beer, Maxwell House Coffee and Chupa Chups Lollipops

- Investment arm of the Group in LTPS TFT LCD,shopping mall, and biotechnology businesses

F&B Categories of UP Group

"All weather, all age" F&B products strategy.

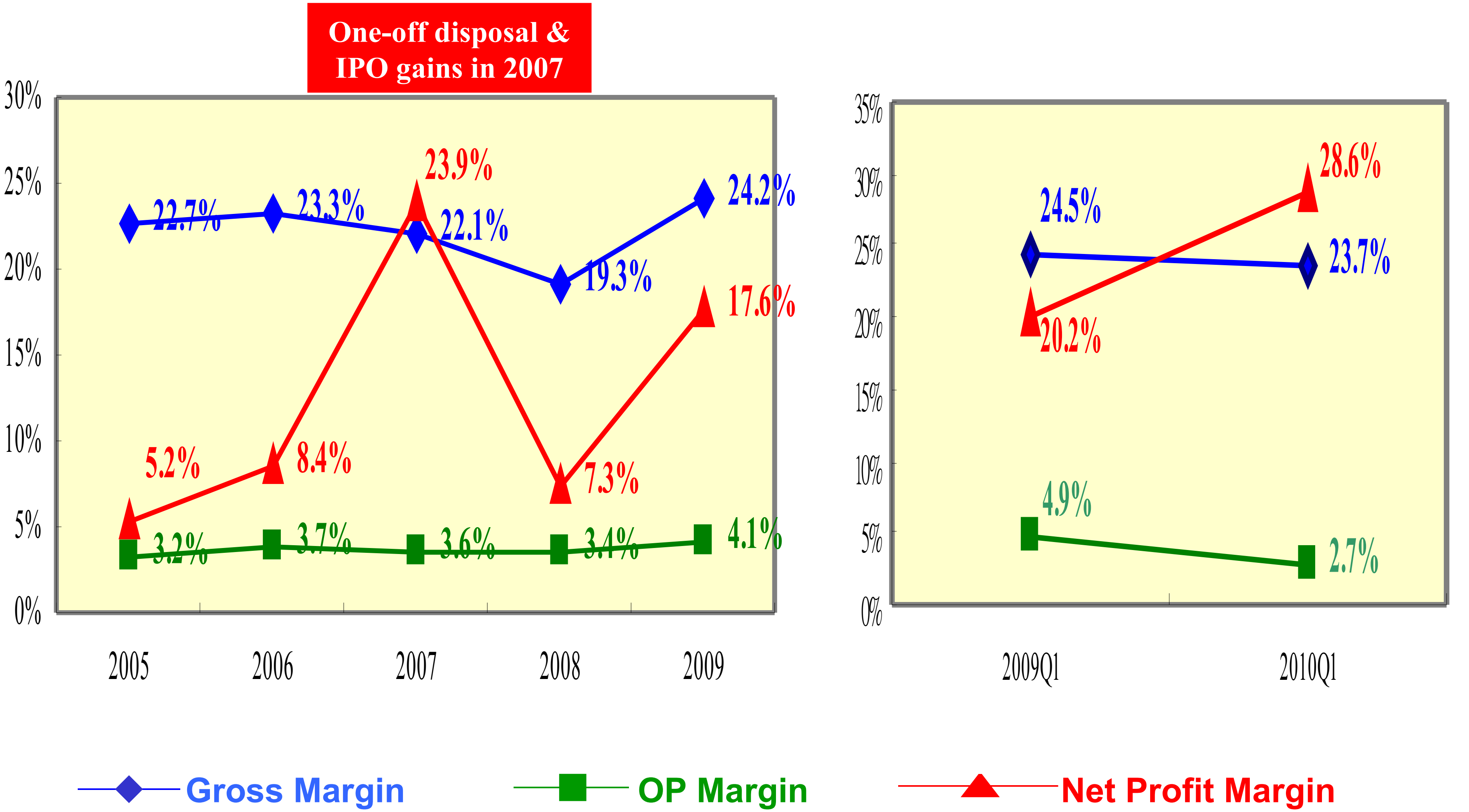
	Categories	Main Products	Taiwan	China	Southeast Asia
Provision	Foodstuff	Soybean、corn、organic fertilizer	✓	✓	
	Animal Feeds	Feeds for hogs、 chickens、ducks、geese,cattle、dogs and cats.	✓	✓	✓
	Aquatic Business	Aquatic feeds	✓	✓	✓
	Edible Oil	Cooking oil for commercial and family use	✓	✓	✓
	Flour	Flour、wheat bran	✓	✓	✓
Instant Food	Food	Instant noodles、noodles	✓	✓	✓
Dairy&Beverage	Beverage	Juice、bottled water、coffee、sports drinks、chinese traditional drinks	✓	✓	✓
	Tea Beverage	RTD Tea	✓	✓	✓
	Dairy Products	Fresh milk、flavored milk、yogurt drink、soya milk、desserts	✓	✓	
General Food	Meat Products	Processed meat products	✓	✓	
	Sauce&Seasoning	Soy sauce and seasonings	✓	✓	
	Frozen Prepared Foods	Frozen dumplings、buns、hotpot dishes、fish&meat balls, etc	✓		
	Ice Cream	Ice cream bars、cones、snack, etc.	✓		
Health Food	Health Food	Chicken essence、grains and oatmeal powder、and health food	✓		
	Bread	Toast、bread、cake、frozen paste, etc	✓	✓	

2. Taiwan F&B Business (UPEC 1216TT)

UPEC Key Financials

TWD$mn	Y 2008 Amount	Y 2008 %	Y 2009 Amount	Y 2009 %	2009 Q1 Amount	2009 Q1 %	2010 Q1 Amount	2010 Q1 %
Revenue (Consolidated)	299,722		290,196		70,526			
Revenue (Parent)	49,445	100.0	44,784	100.0	10,232	100.0	10,792	100.0
Gross Profit	9,520	19.3	10,827	24.2	2,511	24.5	2,554	23.7
OP Profit	1,701	3.4	1,837	4.1	505	4.9	291	2.7
Net Income	3,601	7.3	7,861	17.6	2,070	20.2	3,091	28.6
EPS(after tax)	0.92		2.02		0.53		0.79	
ROE	6.00%		12.95%					
Total Payout Ratio:	96%		89%					
Cash dividend/share	0.44		0.80					
Stock dividend/share	0.44		1.00					

Taiwan F&B Business Margin Analysis



統一企業公司 UNI-PRESIDENT ENTERPRISES CORP.

Other F&B Investments in Taiwan

Kuang Chuan

光泉

- UPEC owns 31.25% stakes (first acquired in 2004)
- Taiwan's **Top 3** dairy company with **28%** market share * in fresh and flavored milk.
- Operates Taiwan's **3rd** largest convenience store chain under "Hi-Life" brand.

Wei Li Food (1244 TT)

健康・美味・活力的每一天 維力食品 WEI LIH FOOD

- UPEC owns 33.3% stakes (first acquired in 2007)
- Taiwan's **2nd** largest instant noodles company with **22%** market share *.

TTET Union (1232 TT)

- UPEC owns 38% stakes.
- Taiwan's largest soybean crushing manufacturer
- UPEC's OEM partner for edible oil products

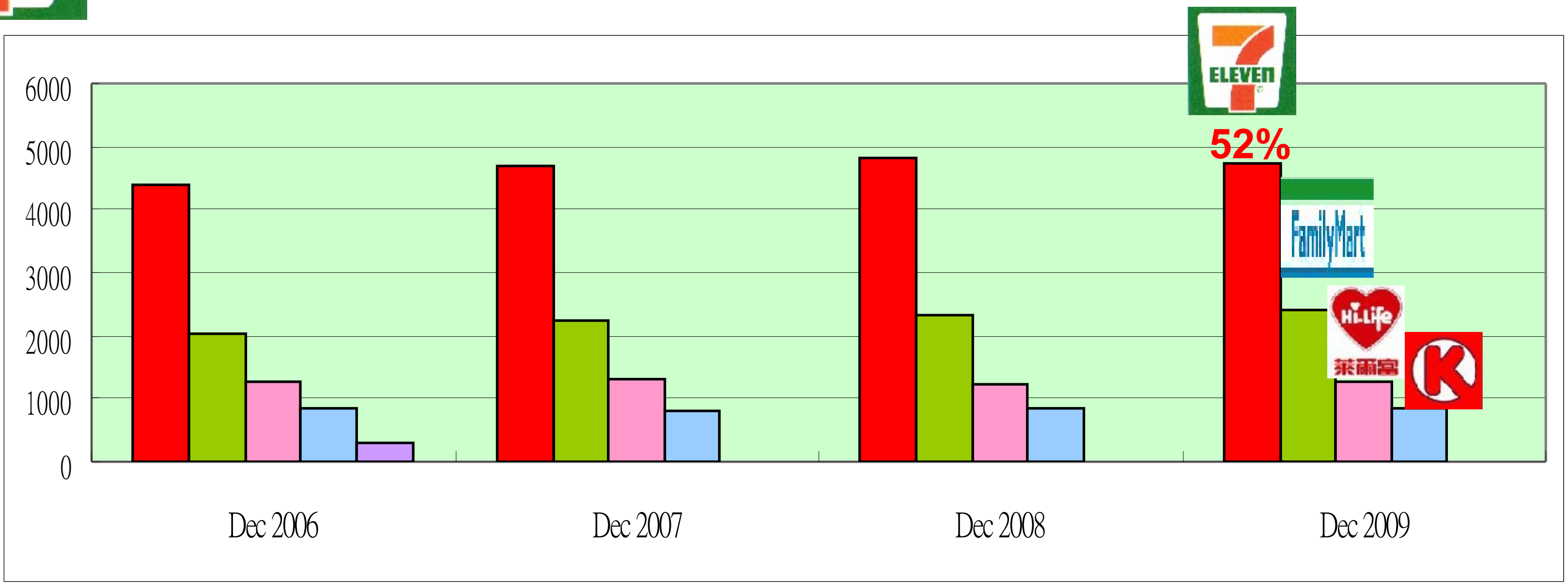
* Source of the Market Share: AC Nielsen as of end Mar,2010

3. CVS & Retail Business (PCSC 2912TT)

7-11 (PCSC)'s Market Share in Taiwan

President Chain Store Corp. (PCSC 2912TT)

Number of Convenience Stores in Taiwan



	Dec 2006	Dec 2007	Dec 2008	Dec 2009
7-ELEVEN Chain	4,385	4,705	4,800	4,750
Family Mart Chain	2,012	2,228	2,324	2,394
Hi-Life Chain	1,261	1,296	1,244	1,252
OK Chain	840	818	826	829
Niko Mart Chain	300	Exited the market		

UNI-PRESIDENT ENTERPRISES CORP.

PCSC's Major Retail Scopes in Taiwan

PCSC (2912TT)

Convenience Store

7-ELEVEN
PCSC holds 100%
# of stores: 4,735

Drugstore

Cosmed Taiwan
PCSC holds 100%
# of stores: 314

Merchandise Stores

MUJI
PCSC holds 41%
UPEC holds 10%
# of stores: 17

Department Store

Hankyu
PCSC holds 70%
UPEC holds30%
# of store: 1

Shopping Mall

Dream Mall
PCSC holds 19%
UPEC holds 40.5%
PIDC holds 40.5%
# of store: 1

Restaurants

Starbucks Taiwan
PCSC holds 30%
UPEC holds 20%
# of stores: 225

Cold Stone Creamery
PCSC holds 100%
# of stores: 20

Afternoon Tea
PCSC holds 51%
# of stores: 11

Mister Donut
PCSC holds 50%
# of stores: 40

Distribution& Logistics

Retail Support International
UP Group holds 45%

Uni-President Cold-Chain
UP Group holds 80%

Wisdom Distribution
UP Group holds 100%

TAKKYUBIN
PCSC holds 70%
UPEC holds 20%

Online Retailer

Rakuten
PCSC holds 49%

Books.com.tw
PCSC holds 50.03%

Unimall
PCSC holds 100%

* Store No. is as of end Mar, 2010

PCSC's Major Retail Scopes Overseas

PCSC (2912TT)

China

Convenience Store

Shanghai 7-ELEVEN

PCSC holds 100%
# of stores: 20

Drugstore

Shenzhen Cosmed

PCSC holds 65%
# of stores: 5

Supermarket

Shandong Uni-Mart

PCSC holds 55%
# of stores: 125

Hypermarket

Sichuan Uni-Mart

PCSC holds 100%
# of stores: 4

Restaurants

Shanghai Starbucks

PCSC holds: 30%
UPEC holds: 20%
# of stores: 177

Cold Stone Creamery

PCSC holds 100%
# of stores: 40

Shanghai Afternoon Tea

PCSC holds 51%
# of stores: 3

Shanghai Mister Donut

PCSC holds 50%
# of stores: 7

Southeast Asia

Convenience Store

Philippine 7-ELEVEN

PCSC holds 56.59%
# of stores: 470

Supermarket

Vietnam Uni-Mart

PCSC holds 51%
# of stores: 1

* Store No. is as of end Mar, 2010

PCSC Key Financials

TWD$mn	Y 2008 Amount	Y 2008 %	Y 2009 Amount	Y 2009 %	2009 Q1 Amount	2009 Q1 %	2010 Q1 Amount	2010 Q1 %
Revenue (PCSC Consolidated)	145,899		148,278		35,616			
Revenue (PCSC Parent)	102,191	100.0	101,756	100.0	24,141	100.0	26,891	100.0
Gross Profit	32,735	32.0	32,966	32.4	7,543	31.2	8,236	30.6
Operating Profit	4,607	4.5	4,893	4.8	868	3.6	1,258	4.7
Net Income	3,520	3.4	4,059	4.0	771	3.2	1,606	6.0

	Y 2008	Y 2009	2009 Q1	2010 Q1
EPS(after tax)	3.85	3.90	0.74	1.55
ROE	21.53%	22.95%		
Total Payout Ratio	88%	92%		
Cash dividend/share	2.04	3.60		
Stock dividend/share	1.36	0.00		

4. China F&B Business (UPCH 220HK)

F&B Business in China

Uni-President China Holdings Ltd. (UPCH 220 HK)

(UPEC holds 73.5%)

- Commenced China F&B operations in **1992.**
- Listed on HKSE since **Dec 17th, 2007**
- Current market cap US$2.26bn*.
- Strong market position : No.2 in RTD Tea & Diluted Juice
- Distribution to 31 provinces across China.

- **Advertising banners at the stadium of NBA Houston Rockets**

- **Sole official instant noodles sponsor of Beijing 2008 Olympics**

* Market cap based on closing price $4.88HKD as of Apr 26, 2010, US$1=HK$7.7629

UPCH 2009 Results Highlight

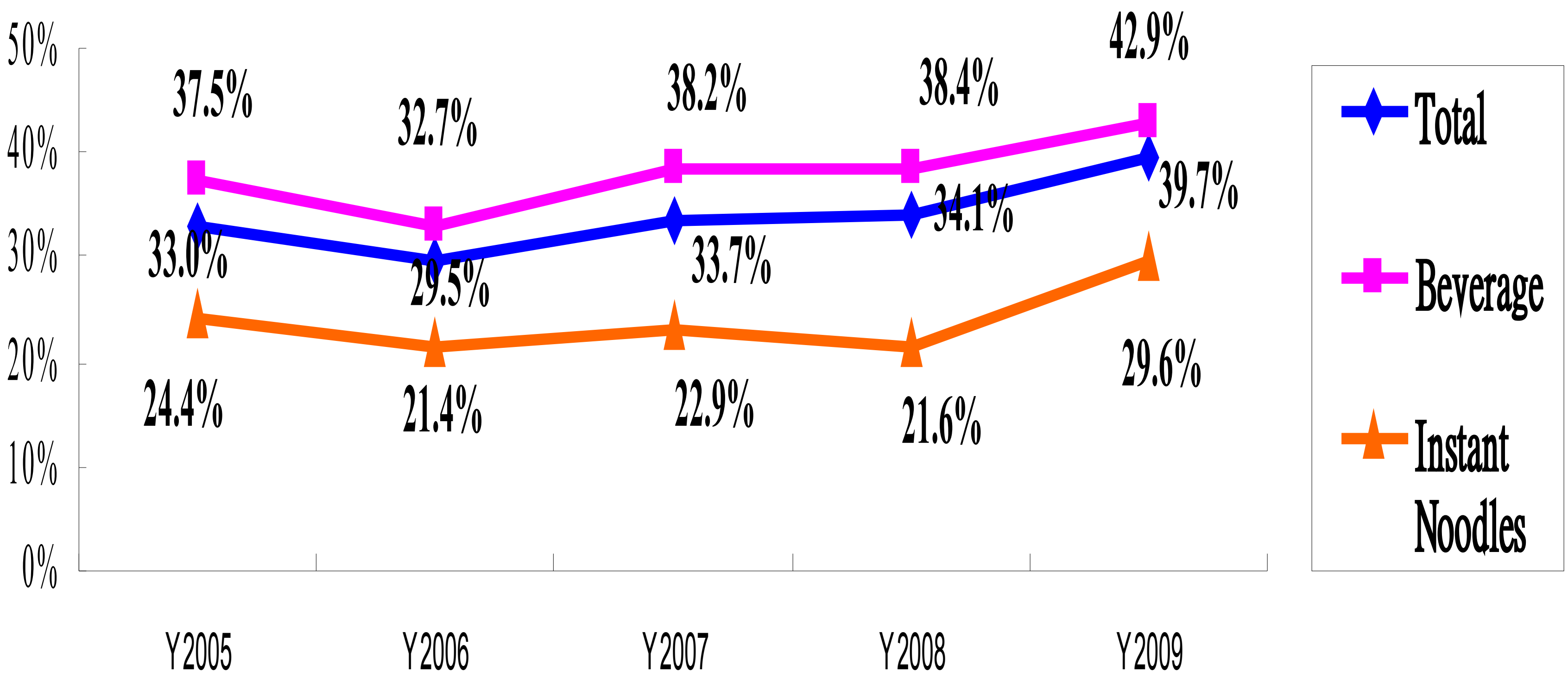
RMB in mn	Y2009	Y2008	Change
Revenue	9,109	9,242	-1.4%
Gross Profit	3,617	3,156	14.6%
Gross Margin	39.7%	34.1%	+5.6 ppt
Operating Profit-Reported	767	520	47.6%
Operating Margin-Reported	8.4%	5.6%	+2.8ppt
Operating Profit-Recurring	767	620	23.7%
Operating Margin- Recurring	8.4%	6.7%	+1.7ppt
Net Profit-Reported	705	344	105.0%
EPS (cents) - Reported	19.58	9.56	+10.02
Net Margin-Reported	7.7%	3.7%	+4.0ppt
Net Profit-Recurring	705	596	18.3%
Net Margin-Recurring	7.7%	6.4%	+1.3ppt

Recurring basis:

Excluded in 2008: Zhong Gu sugar contracts default RMB 100million & FX loss RMB152million

UPCH Margin Analysis

Gross Margin Breakdown by Products ：



UPCH Capex, Net Cash, and Dividend

Capex :

*2009 Actual: RMB579mn

*2010 Target: RMB1.2bn (Including : Beverage production bases expansion in 11 new regions with RMB1bn)

Net Cash Position RMB1.7bns as at Dec 31,2009:

* Cash&cash equivalents:RMB3.4bn

* Total liabilities: RMB1.7B

Proposed Dividend for 2009 :

RMB/ cents	Y2009	Y2008
	Proposed	Actual
Final dividend per share	5.875	2.866
Special dividend per share	3.917	1.910
Total dividend per share	9.792	4.776
Total dividend amount	352M	172M
Payout ratio	30%+20%	30%+20%

Strategic Alliances & Partnerships in China

Company	Stake	Remark	Area of cooperation
Jinmailang JV	50%	"Nissin Hualong Food (Jinmailang brand)" is 2nd largest instant noodle manufacturer in China.	Jinmailang is UPCH's OEM partner in manufacturing bottled water. The JV is in China beverages segment.
Andre Juice (8259 HK)	15%	One of the largest apple juice concentrate suppliers in China	Raw material supply
Wondersun Dairy	9%	Leading milk powder brand in China	Exposure to dairy market

5. Southeast Asia F&B Business

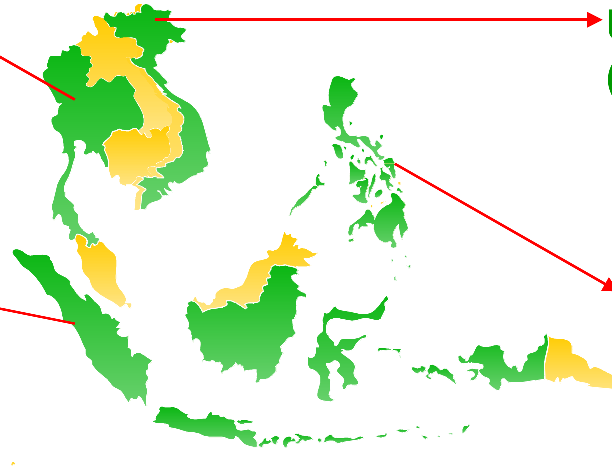
F&B Business in Southeast Asia

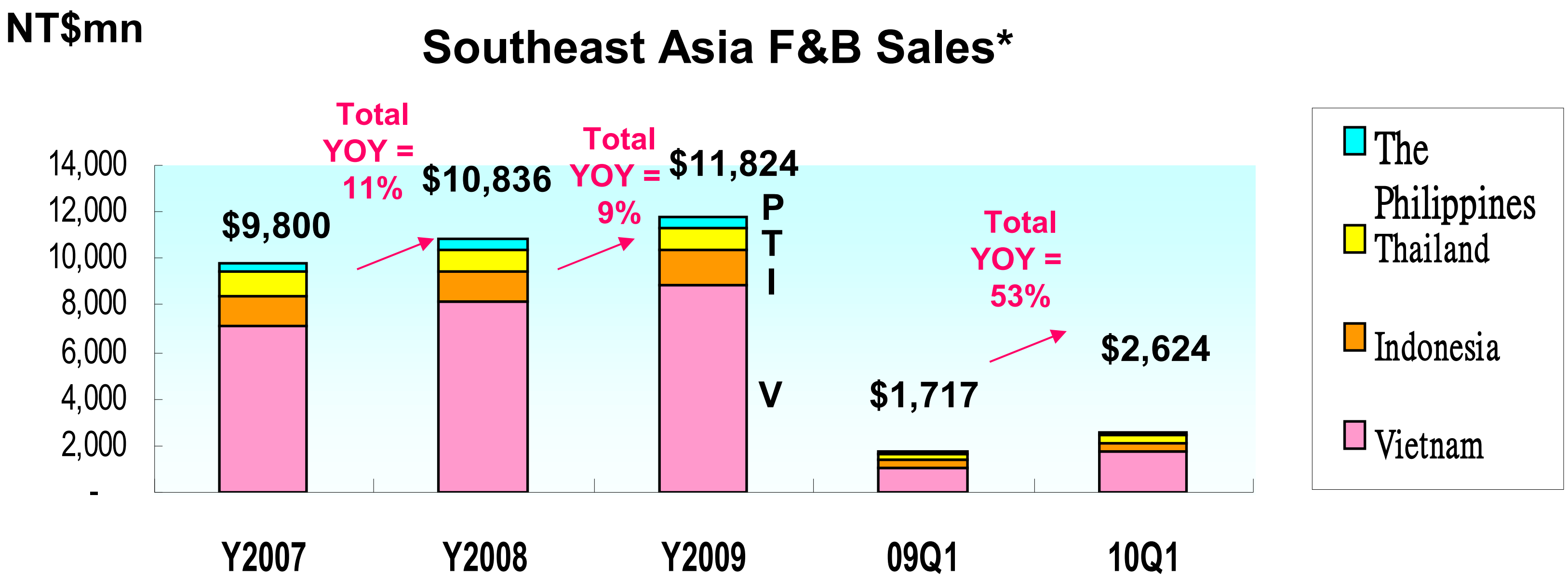
Uni-President Thailand (owned 100%) Beverages

Uni-President Vietnam (owned 100%)
Aquatic Feeds, Flours
Instant Noodles, Beverages

Uni-President Indonesia (owned 49%)
Instant Noodles,
Beverages

Uni-President Philippines (owned 100%)
Instant Noodles,
Beverages





* By internal report

統一企業公司

UNI-PRESIDENT ENTERPRISES CORP.

股票代碼 :1216

2010Q1 及 2009 年度
財報發表

議　　程

1. 統一集團介紹

2. 統一企業台灣事業(1216TT)

3. 統一超商零售及流通事業(2912TT)

4. 統一集團中國(220HK)

5. 東南亞事業

1. 統一集團介紹

公 司 簡 介

台灣最大食品公司

- 市值 $4.35*，外資持股率 41.4%，總資產 $8.5*，以及年營收 $8.8**（單位：US$bn）
- 整合食品、零售及流通業，在台灣擁有領先地位。

大陸前三大食品廠商之一

- 在即飲茶及稀釋果汁市場排名**第二**。

擁有台灣市場兩大零售通路 :7-11 統一超商及台灣家樂福

聚焦亞洲市場之食品及零售流通事業

- 透過知名品牌及廣大通路發展食品事業
- 持續處分非核心事業.

* 市值以 Apr 26, 10 收盤價 $NT36.55 計算，匯率 US$1=NT$31.359

** 總資產及年營收資料擷取自 2009 年合併報表。

集團主要企業及品牌

食品飲料
統一企業
(UPEC 1216 TT)

- 台灣
- 中國大陸 （統一中控 220HK）（73.5%）
- 東南亞控股 （越南、泰國、印尼及菲律賓）（100%）

零售通路	貿易	投資	金融
• 統一超商 • (PCSC 2912TT) (45.4%) • 家福 (40%)	南聯國際貿易 (100%)	統一國際開發 (PIDC) (68.03%)	統一證券 (2855 TT) (母公司持有 27.23% 、 集團持有 32.63%)

- 統一集團之零售通路工具，主要投資如：星巴克、康是美、統一多拿滋等
- 家樂福為台灣最大之量販連鎖

- 進口及代理經銷商民生消費商品，包括百威啤酒、麥斯威爾咖啡、 Chupa Chups 棒棒糖等

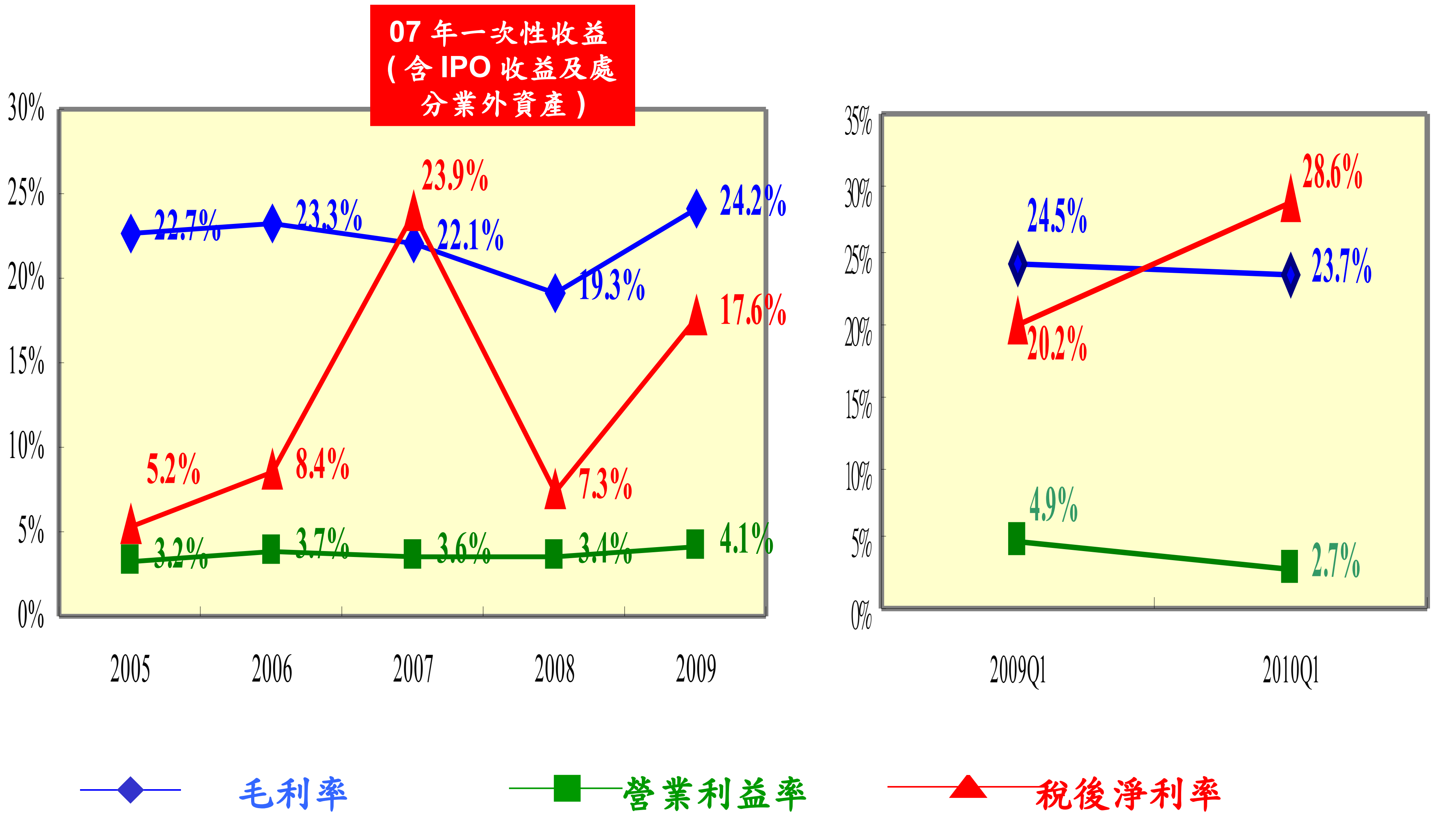
- 統一集團之轉投資工具，主要投資如：LTPS TFT LCD、 購物商場、生物科技等

2. 統一企業台灣事業 (1216TT)

統一企業財務摘要

台幣$百萬	Y 2008 金額	%	Y 2009 金額	%	2009 Q1 金額	%	2010 Q1 金額	%
集團合併營收	299,722		290,196		70,526			
母公司營收	49,445	100.0	44,784	100.0	10,232	100.0	10,792	100.0
毛利額	9,520	19.3	10,827	24.2	2,511	24.5	2,554	23.7
營業利益	1,701	3.4	1,837	4.1	505	4.9	291	2.7
稅後淨利	3,601	7.3	7,861	17.6	2,070	20.2	3,091	28.6
稅後每股盈餘	0.92		2.02		0.53		0.79	
股東權益報酬率	6.00%		12.95%					
股利發放率：	96%		89%					
每股現金股利	0.44		0.80					
每股股票股利	0.44		1.00					

台灣食品事業：毛利率分析



台 灣 重 要 食 品 轉 投 資

Kuang Chuan

- 統一企業持股光泉 31.25% 股權 (於 2004 年首次取得股權)
- 台灣**前三大**乳品公司，於鮮乳及調味乳的市佔率約 28% *
- 營運台灣**第三大**便利商店連鎖 – 萊爾富

Wei Li Food
(1244TT)

- 統一企業於 2007 年取得 32% 股權 ；截至 2009 年 3 月共持有 33.3% 股權
- 台灣**第二大**速食麵公司，市佔率約 22% *

TTET Union
(大統益 1232TT)

- 統一企業持股 38%
- 台灣**最大**之黃豆製油公司
- 長期替統一企業代工統一品牌之食用油

* 資料來源 : AC Nielsen 2010 年 3 月

3. 統一超商零售及流通事業(2912TT)

統一超商零售事業

統一超商．(2912TT)

(統一企業持有
45.4%)

- **歷史：** 1980 於台灣開設第一間 7-Eleven 便利超商 & 1997 於台灣證交所上市
。
- **市場評價：** 市值 US$2.48bn*， 外資持股比率 37.61%。
- **地域性分布：** 台灣，中國及海外(菲律賓、越南)。
- **中國零售事業：**

－ 第一個進軍中國零售市場之事業：於 2000 年開始經營於上海之星巴克。

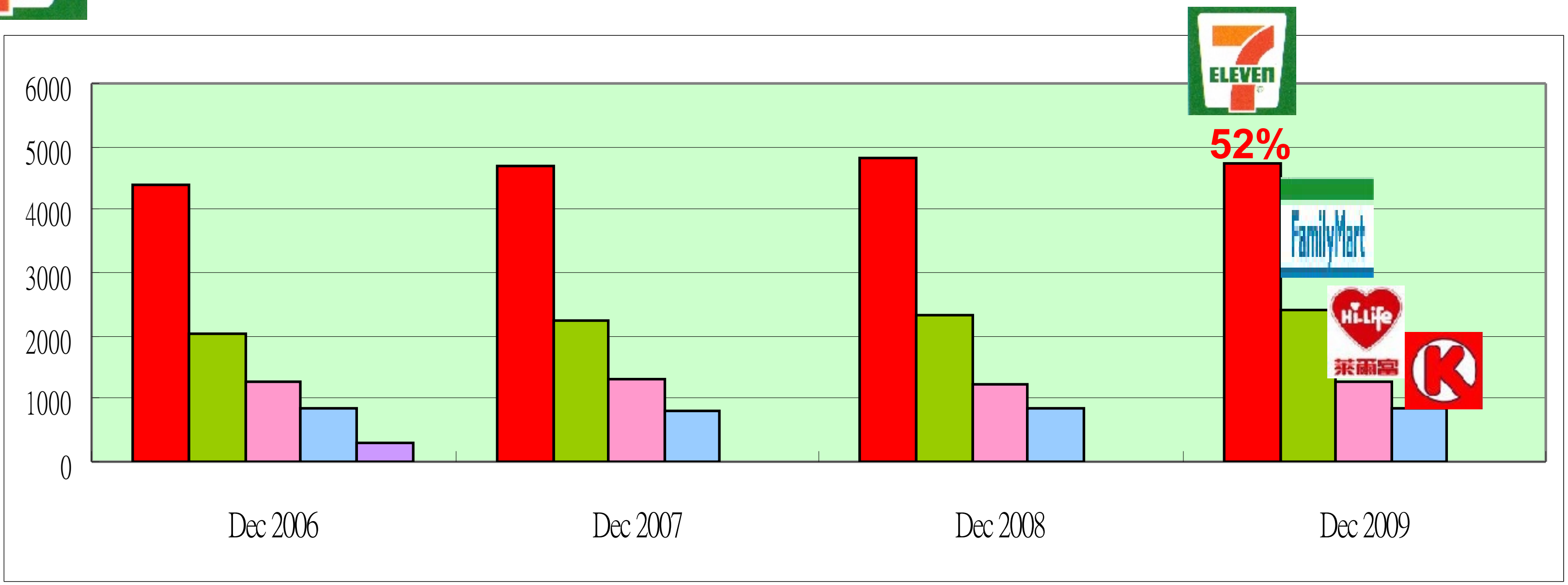
－ 於 May 29th, 2008 取得開設上海 7-Eleven 超商之授權； 於 09 年 4 月首次開設 4 間店；截至 10 年 3 月底於上海開設 20 間 7-Eleven 。

* 市值及外資持股率是根據 Apr 26, 2010 之收盤價 $NT84.9 (US$1=NT$31.359)

7-11 (PCSC)'s Market Share in Taiwan

統一超商.(2912TT)

以台灣市場之超商店數之市佔率



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Family Mart Chain	2,012	2,228	2,324	2,394
Hi-Life Chain	1,261	1,296	1,244	1,252
OK Chain	840	818	826	829
Niko Mart Chain	300	Exited the market		

台灣流通事業版圖

統一超商 (2912TT)

便利超商

台灣 7-ELEVEN
PCSC holds 100%
# of stores: 4,735

藥妝店

台灣康是美
PCSC holds 100%
# of stores: 314

生活用品店

台灣無印良品
PCSC holds 41%
UPEC holds 10%
# of stores: 17

百貨公司

阪急百貨
PCSC holds 70%
UPEC holds30%
# of stores: 1

購物中心

夢時代
PCSC holds 19%
UPEC holds 40.5%
PIDC holds 40.5%
# of stores: 1

餐飲

台灣星巴克
PCSC holds 30%
UPEC holds 20%
# of stores: 225

台灣 Cold Stone
PCSC holds 100%
# of stores: 20

台灣 Afternoon Tea
PCSC holds 51%
# of stores: 11

台灣 Mister Donut
PCSC holds 50%
# of stores: 40

物流

捷盟國際
UP Group holds 45%

統昶
UP Group holds 80%

大智通
UP Group holds 100%

統一速達
PCSC holds 70%
UPEC holds 20%

網路零售

樂天拍賣
PCSC holds 49%

博客來網路書店
PCSC holds 50.03%

統一購物便
PCSC holds 100%

* Store No. is as of Mar 31th 2010

海外流通事業版圖

統一超商 (2912TT)

中國市場

便利超商

上海 7-ELEVEN

PCSC holds 100%
# of stores: 20

藥妝店

深圳康是美

PCSC holds 65%
# of stores: 5

超市

山東 Uni-Mart

PCSC holds 55%
# of stores: 125

量販超市

四川 Uni-Mart

PCSC holds 100%
# of stores: 4

餐飲

上海星巴克

PCSC holds: 30%
UPEC holds: 20%
# of stores: 177

上海 Cold Stone

PCSC holds 100%
# of stores: 40

上海 Afternoon Tea

PCSC holds 51%
# of stores: 3

上海 Mister Donut

PCSC holds 50%
# of stores: 7

東南亞市場

便利超商

菲律賓 7-ELEVEN

PCSC holds 56.59%
# of stores: 470

超市

越南 Uni-Mart

PCSC holds 51%
# of stores: 1

* Store No. is as of Mar 31th 2010

統一企業公司
UNI-PRESIDENT ENTERPRISES CORP.

統一超商財務摘要

台幣 $ 百萬	Y 2008 金額	Y 2008 %	Y 2009 金額	Y 2009 %	2009 Q1 金額	2009 Q1 %	2010 Q1 金額	2010 Q1 %
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營業利益	4,607	4.5	4,893	4.8	868	3.6	1,258	4.7
稅後淨利	3,520	3.4	4,059	4.0	771	3.2	1,606	6.0
稅後每股盈餘	3.85		3.90		0.74		1.55	
股東權益報酬率	21.53%		22.95%					
股利發放率	88%		92%					
每股現金股利	2.04		3.60					
每股股票股利	1.36		0.00					

4. 統一集團中國（220HK）及東南亞事業

統一於中國之營運

統一中控．(220 HK)（統一企業持有 73.5%）

◆ 中國前三大飲料及方便麵公司 （於 1992 年進入中國市場）

◆Dec 17th, 2007 於香港證交所掛牌上市

◆ 目前市值 US$2.26bn*.

◆ 三大事業體及領先之市佔率：

－ 稀釋果汁 No.2 ； 即飲茶 No.2

◆ 分布全國性之生產基地及通路系統

• 於 NBA 火箭隊主球場之廣告標語

• 2008 年北京奧運之獨家方便麵贊助商

* 市值 $4.88HKD 為 Apr 26, 2010 當日收盤價，US$1=HK$7.7629

統一中控 09 年度之財務摘要

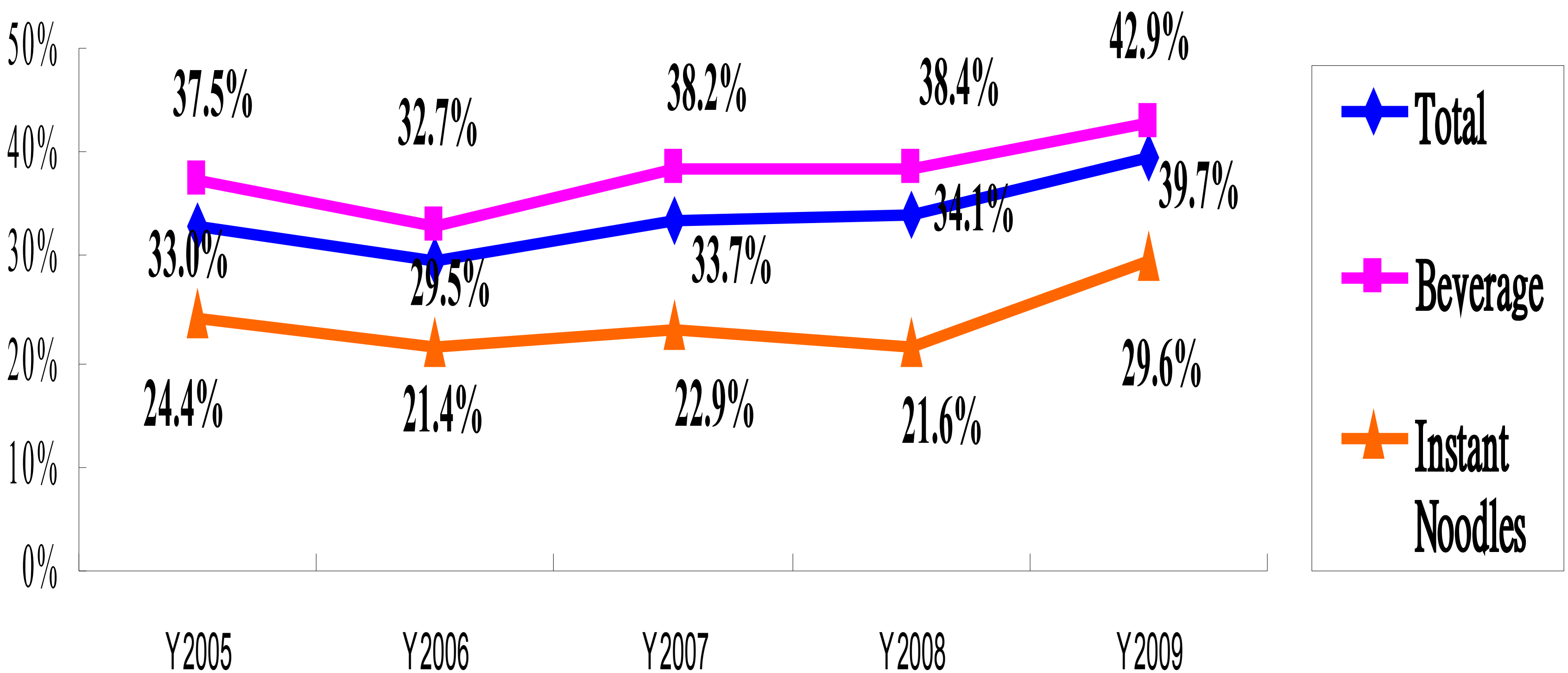
單位:人民幣百萬	Y2009	Y2008	Change
營收	9,109	9,242	-1.4%
毛利金額	3,617	3,156	14.6%
毛利率	39.7%	34.1%	+5.6 ppt
營業利益-Reported	767	520	47.6%
營業利益比率-Reported	8.4%	5.6%	+2.8ppt
營業利益-Recurring	767	620	23.7%
營業利益比率- Recurring	8.4%	6.7%	+1.7ppt
稅後淨利-Reported	705	344	105.0%
每股盈餘 (cents) - Reported	19.58	9.56	+10.02
淨利率-Reported	7.7%	3.7%	+4.0ppt
稅後淨利-Recurring	705	596	18.3%
淨利率-Recurring	7.7%	6.4%	+1.3ppt

Recurring basis:

不包括 2008: 中谷糖業貨款 人民幣 1 億元 & 外匯損失 人民幣 1.52 億元

統一於中國之營運毛利分析

產品別之毛利率：



統一中控之資本支出、淨現金部位、及股利

□ 資本支出 ：

*2009 實際支出： 人民幣 5.79 億元

*2010 預計支出： 人民幣 12 億元(包括：在中國 11 個新的地區擴展飲料生產基地約人民幣 10 億元)

□ 截至 09 年底之淨現金部位：人民幣 17 億元

* 現金及約當現金：人民幣 34 億元

* 總負債： 人民幣 17 億元

□ 分配 09 年度之股利提案 ：

RMB/ cents	Y2009	Y2008
	提案	實際
每股期末股利	5.875	2.866
每股特別股利	3.917	1.910
每股股利合計	9.792	4.776
總股利金額	3.52億元	1.72億元
股利發放比率	30%+20%	30%+20%

統一於中國之策略聯盟

策略聯盟公司	持股率	聯盟公司背景介紹	與統一合作之領域
今麥郎 JV	50%	日清華龍食品（“今麥郎”品牌）為中國之第二大方便麵公司）.	今麥郎為統一於中國瓶裝水產品之代工廠商．與統一之 JV 合作領域於中國之飲料市場．
安德利果汁 (8259 HK)	15%	中國最大之果汁濃縮原料供應商之一	濃縮果汁之供應商
完達山乳業	9%	中國之領導奶粉品牌	藉由進入中國乳製品市場

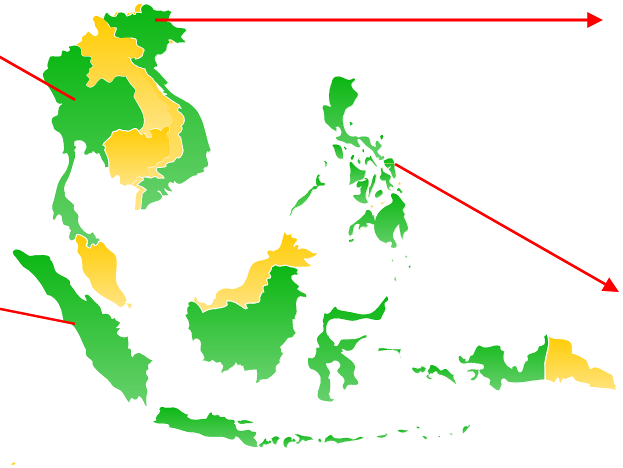
統一於東南亞之事業體

泰國統一 (100% 持有)

飲料

越南統一 (100% 持有)

水產飼料，速食麵， 飲料



印尼統一 (49% 持有)

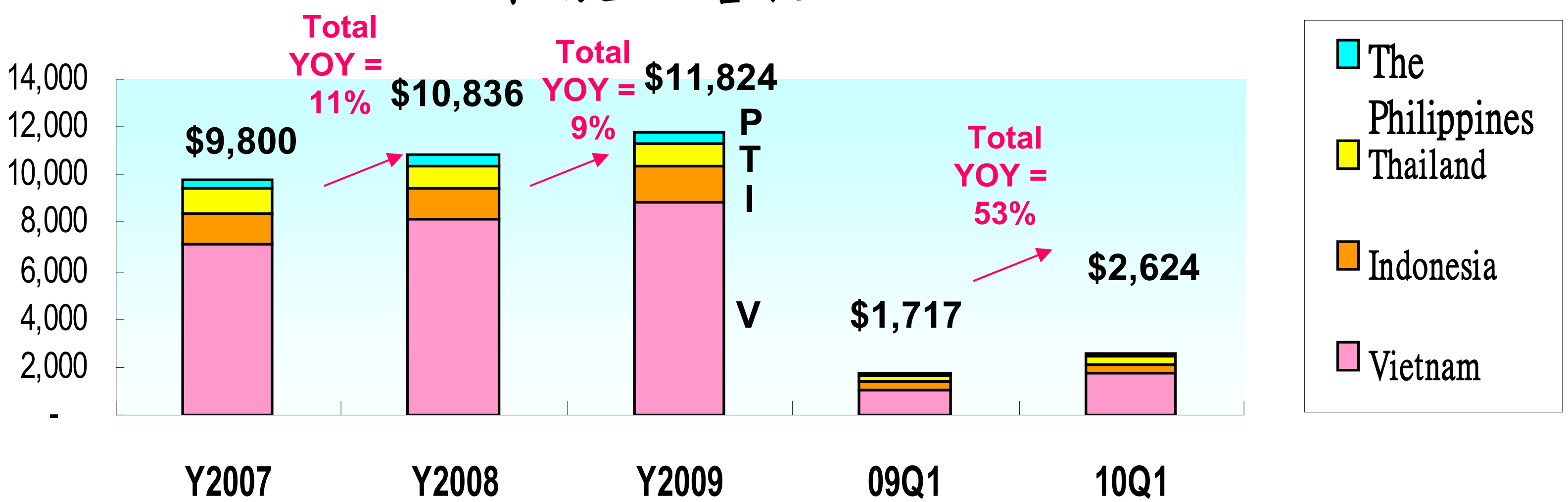
速食麵，飲料

菲律賓統一 (100% 持有)

速食麵

NT$mn

東南亞之營收 *



* By internal report