



統一企業公司

UNI-PRESIDENT ENTERPRISES CORP.

Ticker:1216 TT

2010 First Half Result



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\$5.35bn, QFII ratio 44.35%, total assets US\$8.5bn, and revenue US\$8.8bn.
- Vertical integration from manufacturing, distribution to retailing.

Top 3 F&B Company in China

- **Top. 2** position in Tea & **Top 3** position in Juice and 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

* Market cap & QFII based on the closing price \$NT39.6 (US\$1=NT\$31.752) as of Sep 20, 2010

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

The Structure of Uni-President Group

Uni-President Enterprises Corp. (UPEC 1216TT)

Food & Beverage

- ◆ **Taiwan** : Uni-President Enterprises Corp. (UPEC) (1216TT)
- ◆ **China**: Uni-President China Holdings (UPCH) (220HK) (UPEC holds 73.49%)
- ◆ **Southeast Asia**: Uni-President Southeast Asia Holdings (UPEC holds 100%): Vietnam/Indonesia/Thailand/Philippines



UNI-PRESIDENT CHINA HOLDINGS LTD.
統一企業中國控股有限公司
(Stock code : 220)

Distribution & Retail

- ◆ President Chain Stores Corp. (PCSC) (2912TT) (UPEC holds 45.4%)
- ◆ Presicare Corp. (UPEC holds 20.5% ; PCSC holds 19.5%)



Others

- ◆ President International Development Corp (PIDC) (UPEC holds 68.03%)
- ◆ Ton Yi Industrial (9907TT) (UPEC holds 45.55%)
- ◆ Nan Lien International Corp. (UPEC holds 100%)
- ◆ President Securities (2855TT) (UPEC holds 27.23% ; UP Group holds 32.63%)
- ◆ Others

PIDC 統一國際開發



F&B Categories of UP Group

“All weather, all age” F&B products strategy.

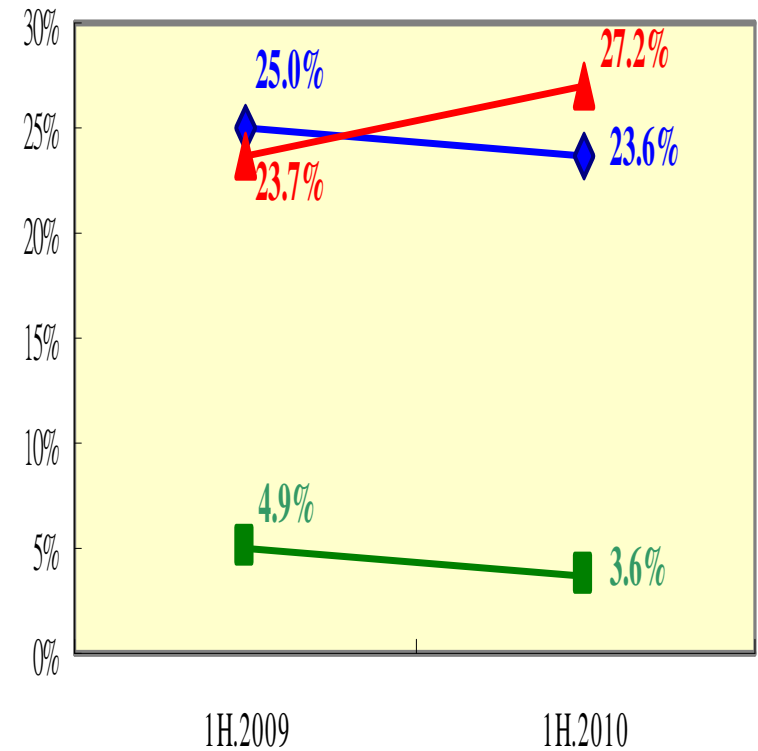
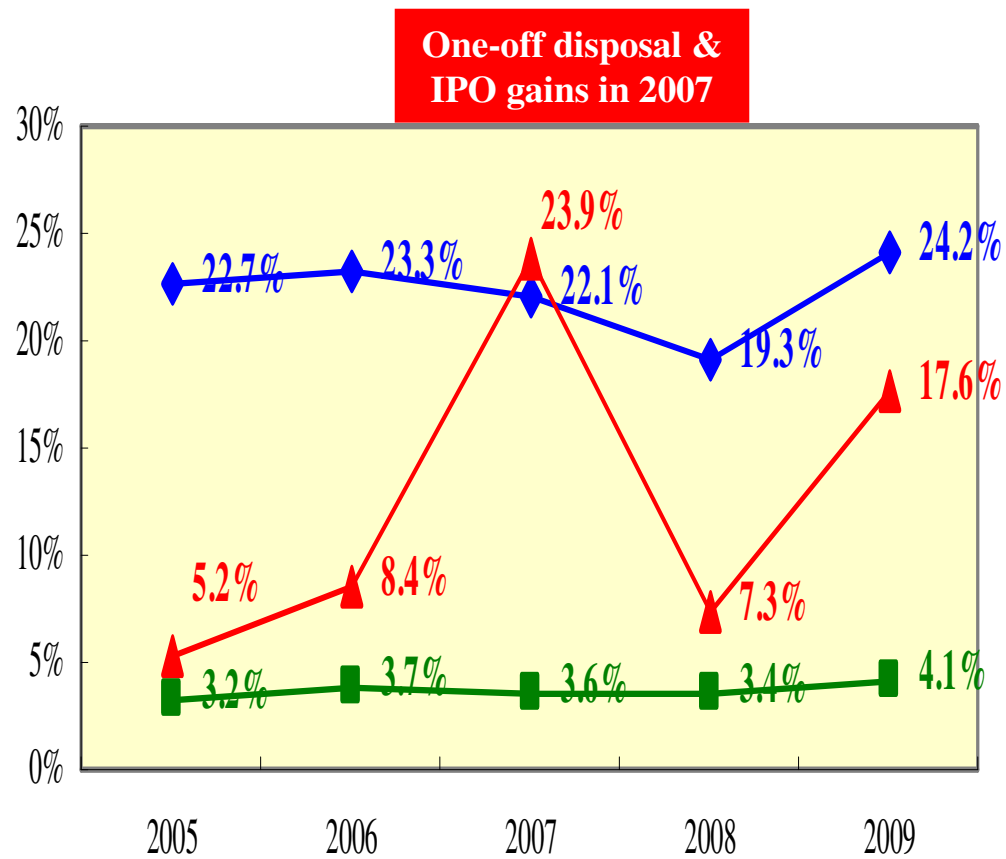
	Categories	Main Products	Taiwan	China	Southeast Asia
Provision	Foodstuff	Soybean 、 corn 、 organic fertilizer	✓	✓	
	Animal Feeds	Feeds for hogs 、 chickens 、 ducks 、 geese,cattle 、 dogs and cats.	✓	✓	✓
	Aquatic Business	Aquatic feeds	✓	✓	✓
	Edible Oil	Cooking oil for commercial and family use	✓	✓	✓
	Flour	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	Y2008		Y2009			1H.2009		1H.2010		
	Amount	% of sales	Amount	% of sales	YoY	Amount	% of sales	Amount	% of sales	YoY
Revenue (Consolidated)	299,722		290,196		-3.2%	142,232		161,085		13.3%
Revenue (Parents)	49,445	100.0%	44,784	100.0%	-9.4%	21,499	100.0%	22,889	100.0%	6.5%
Gross Profit	9,520	19.3%	10,827	24.2%	13.7%	5,369	25.0%	5,396	23.6%	0.5%
Operating Profit	1,701	3.4%	1,837	4.1%	8.0%	1,054	4.9%	825	3.6%	-21.7%
Net Income	3,601	7.3%	7,861	17.6%	118.3%	5,102	23.7%	6,216	27.2%	21.8%
EPS (after tax)	0.92		2.02		119.6%	1.19		1.45		21.8%
ROE	6.0%		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



—◆— Gross Margin

—■— OP Margin

—▲— Net Profit Margin

Other F&B Investments in Taiwan

Kuang Chuan



- UPEC owns 31.25% stakes (first acquired in 2004)
- Taiwan's **Top 3** dairy company with **23%** market share * in fresh and flavored milk.
- Operates Taiwan's **3rd** largest convenience store chain under "Hi-Life" brand.

Wei Li Food (1244 TT)



- UPEC owns 33.3% stakes (first acquired in 2007)
- Taiwan's **2nd** largest instant noodles company with **21%** 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 June, 2010 (YTD)

3. CVS & Retail Business (PCSC 2912TT)

CVS & Retail Businesses



President Chain Store Corp. (PCSC 2912TT)

- **History:** Opened the first 7-11 in Taiwan in 1980 & Listed on TWSE since 1997.
- **Valuation:** Market cap US\$4.16bn* , QFII ratio 43.42%.
- **Geographic Scope:** Taiwan 、 China 、 Southeast Asia (Philippine 、 Vietnam).
- **China Retail Businesses:**
 - First entered China retail market through shanghai starbucks in Year 2000.
 - In May 2008, be granted “7-Eleven” franchise license in Shanghai ; 37 stores opened as of end July, 2010.

* Market cap & QFII Ratio based on closing price \$NT127 as of Sep 20, 2010, US\$1=NT\$31.752

PCSC Key Financials

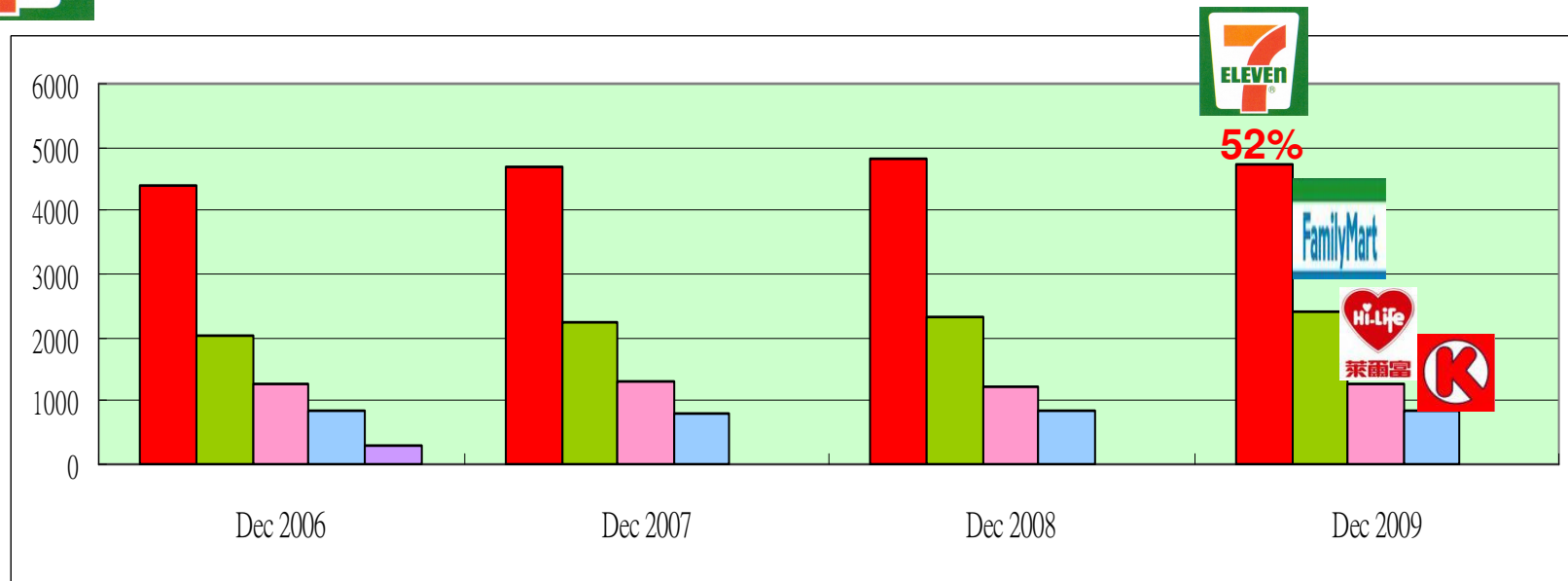
TWD\$mn	Y2008		Y2009			1H.2009		1H.2010		
	Amount	% of sales	Amount	% of sales	YoY	Amount	% of sales	Amount	% of sales	YoY
Revenue (Consolidated)	145,899		148,278		1.6%	72,711		80,635		10.9%
Revenue (Parents)	102,191	100.0%	101,756	100.0%	-0.4%	49,921	100.0%	54,967	100.0%	10.1%
Gross Profit	32,735	32.0%	32,966	32.4%	0.7%	15,879	31.8%	17,139	31.2%	7.9%
Operating Profit	4,607	4.5%	4,893	4.8%	6.2%	2,158	4.3%	2,586	4.7%	19.8%
Net Income	3,520	3.4%	4,059	4.0%	15.3%	1,950	3.9%	3,176	5.8%	62.9%
EPS (after tax)	3.85		3.90		1.3%	1.88		3.06		62.8%
ROE	21.53%		22.95%							
Total Payout Ratio	88%		92%							
Cash dividend/ share	2.04		3.60							
Stock dividend/ share	1.36		0.00							

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		

PCSC's Major Retail Scopes in Taiwan

PCSC (2912TT)

Convenience Store

7-ELEVEN



PCSC holds 100%
of stores: 4,722

Drugstore

Cosmed Taiwan



PCSC holds 100%
of stores: 315

Merchandise Stores

MUJI



PCSC holds 41%
UPEC holds 10%
of stores: 18

Department Store

Hankyu



PCSC holds 70%
UPEC holds 30%
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: 229

Cold Stone Creamery



PCSC holds 100%
of stores: 23

Afternoon Tea



PCSC holds 51%
of stores: 11

Mister Donut



PCSC holds 50%
of stores: 41

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%



7 NET
PCSC holds 100%

* Store No. is as of end June, 2010

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PCSC's Major Retail Scopes Overseas

PCSC (2912TT)

China

Convenience Store

Shanghai 7-ELEVEN

PCSC holds 100%
of stores: 33



Drugstore

Shenzhen Cosmed

PCSC holds 65%
of stores: 5



Supermarket

Shandong Uni-Mart

PCSC holds 55%
of stores: 133



Hypermarket

Sichuan Uni-Mart

PCSC holds 100%
of stores: 4



Restaurants

Shanghai Starbucks

PCSC holds: 30%
UPEC holds: 20%
of stores: 180



Cold Stone Creamery

PCSC holds 100%
of stores: 42



Shanghai Afternoon Tea

PCSC holds 51%
of stores: 4



Afternoon Tea

Shanghai Mister Donut

PCSC holds 50%
of stores: 9



Southeast Asia

Convenience Store

Philippine 7-ELEVEN

PCSC holds 56.59%
of stores: 493



Supermarket

Vietnam Uni-Mart

PCSC holds 51%
of stores: 1



* Store No. is as of end June, 2010

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\$2.62bn*.
- Strong market position : Top.2 in RTD Tea ; Top.3 in Diluted Juice & Instant Noodles.
- Distribution to 31 provinces across China.

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

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



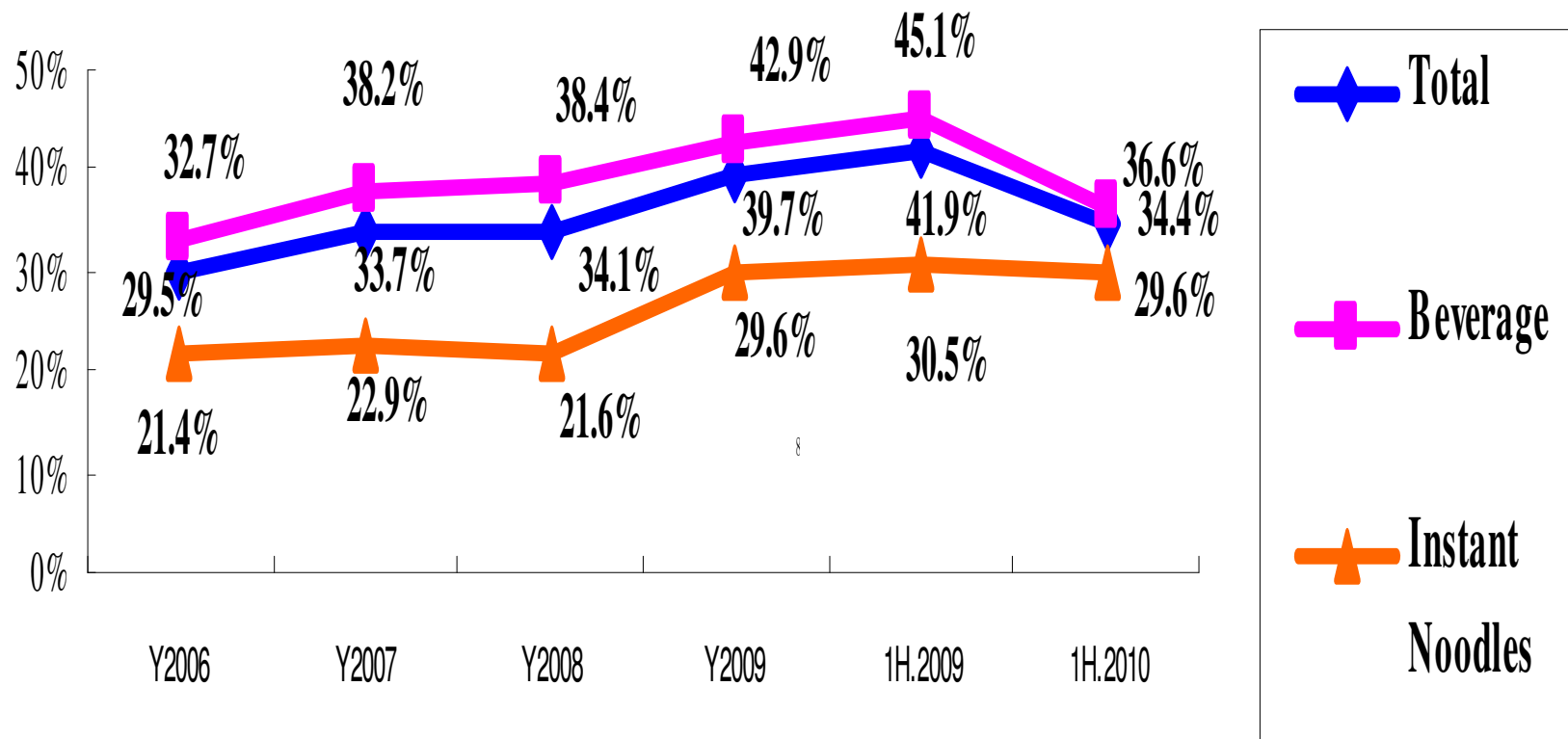
* Market cap based on closing price \$5.65HKD as of Sep 20, 2010, US\$1=HK\$7.7637

UPCH Key Financials

RMB\$m	Y2008		Y2009			1H.2009		1H.2010		
	Amount	% of sales	Amount	% of sales	YoY	Amount	% of sales	Amount	% of sales	YoY
Revenue	9,242	100.0%	9,109	100.0%	-1.4%	4,512	100.0%	6,164	100.0%	36.6%
Gross Profit	3,156	34.1%	3,617	39.7%	14.6%	1,890	41.9%	2,123	34.4%	12.3%
Operating Profit-Reported	520	5.6%	767	8.4%	47.5%	454	10.1%	343	5.6%	-24.4%
Operating Profit-Recurring	620	6.7%	767	8.4%	23.7%	454	10.1%	343	5.6%	-24.4%
Pre-tax Profit	442	4.8%	896	9.8%	102.8%	531	11.8%	398	6.5%	-25.0%
Net Profit - Reported	344	3.7%	705	7.7%	104.9%	427	9.5%	298	4.8%	-30.2%
Net Profit - Recurring	596	6.4%	705	7.7%	18.3%	427	9.5%	298	4.8%	-30.2%
Reported EPS (cents)	9.56		19.58		104.8%	11.86		8.29		-30.1%
ROE	6.29%		11.56%		83.78%					

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)

□ Cash Position as at June 30,2010:

* Cash&cash equivalents:RMB2.5bn

* Other current financial assets: RMB1.1bn (represents investments in un-listed interest bearing financial products issued by commercial banks in China. The maturity periods are three to six months).

□ Dividend Policy :

RMB/ cents	Y2009	Y2008
	Actual	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

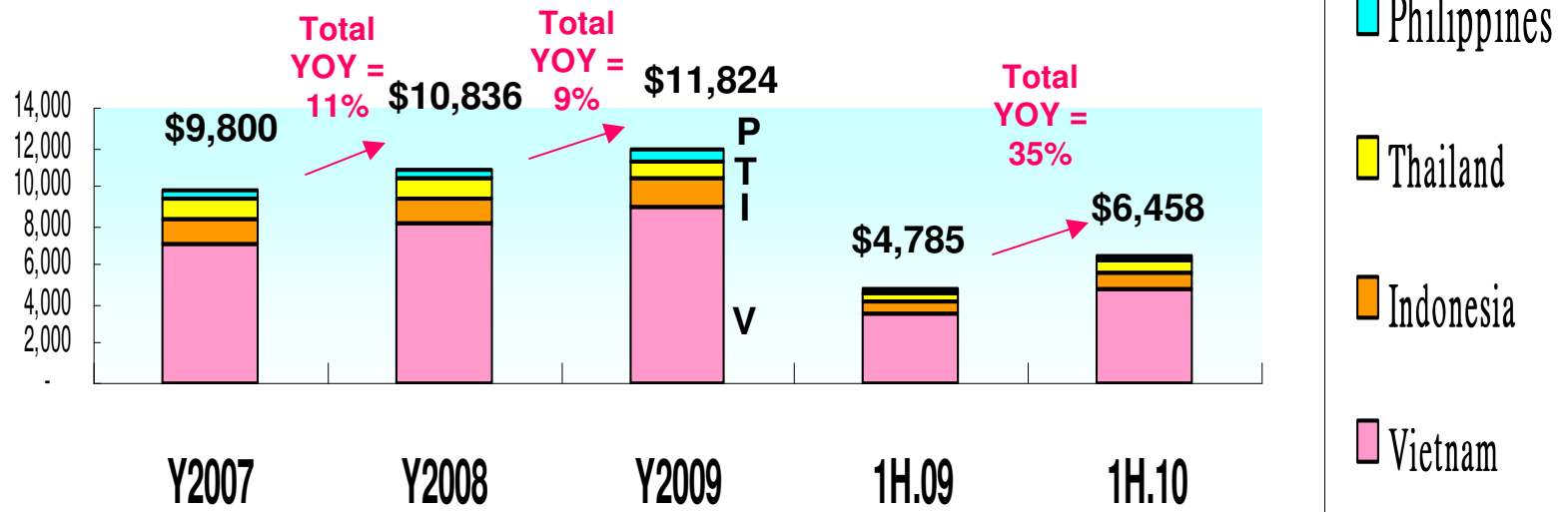
Company	Stake	Remark	Area of cooperation
 Jinmailang JV	50%	“Nissin Hualong Food (Jinmailang brand)” is 2nd largest instant noodle manufacturer in China.	Jinmailang is UPCH’s OEM partner in manufacturing bottled water. The JV is in China beverages segment.
 Andre Juice (8259 HK)	15%	One of the largest 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

NT\$m

Southeast Asia F&B Sales



Uni-President Vietnam (owned 100%)

Aquatic Feeds, Flours, Instant Noodles, Beverage

- ◆ Aquatic feeds: No.1 market position
- ◆ Largest profit contributor to Uni-President Southeast Holdings.
- ◆ Export the feeds to Malaysia 、Singapore and India

Uni-President Indonesia (owned 49%)

Beverage 、Instant Noodles

- ◆ RTD green tea is ranked No.1 market position.
- ◆ The spicy flavor instant noodle is the leading position.
- ◆ Continue to expand beverage business

Uni-President Thailand (owned 100%)

Beverage

- ◆ Focus on Juice 、Vegetable & Fruit Juice.
- ◆ “Unif 100% Vegetable & Fruit Juice” is ranked No.1 market position.

Uni-President Philippines (owned 100%)

Instant Noodles

- ◆ Closer cooperation with 7-11 Philippines
- ◆ Import Uni-President beverage products to explore Philippines market opportunities



統一企業公司
UNI-PRESIDENT ENTERPRISES CORP.

股票代碼:1216

2010上半年度 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. 統一中國控股(220HK)

5. 統一東南亞之事業

1. 統一集團介紹

公 司 簡 介

台灣最大食品公司

- 市值 \$5.35*，外資持股率44.35%，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

- 為中國前二大之即飲茶；前三大之稀釋果汁及方便麵品牌。

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 Sep 20, 2010 收盤價\$NT39.6計算，匯率US\$1=NT\$31.752

** 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

統一企業 (UPEC 1216TT)

食品 & 飲料

- ◆ 台灣: 統一企業 (UPEC) (1216TT)
- ◆ 中國: 統一中控 (UPCH) (220HK)
(UPEC holds 73.49%)
- ◆ 東南亞: 統一東南亞控股 (UPEC holds 100%):
Vietnam/Indonesia/Thailand/Philippines



UNI-PRESIDENT CHINA HOLDINGS LTD.
統一企業中國控股有限公司
(Stock code : 220)

流通 & 零售

- ◆ 統一超商 (PCSC) (2912TT) (UPEC holds 45.4%)
- ◆ 台灣家福 (UPEC holds 20.5% ; PCSC holds 19.5%)



其他

- ◆ 統一國際開發 (PIDC) (UPEC holds 68.03%)
- ◆ 統一實業 (9907TT) (UPEC holds 45.55%)
- ◆ 南聯國際貿易 (UPEC holds 100%)
- ◆ 統一證券 (2855TT) (UPEC holds 27.23% ; UP Group holds 32.63%)
- ◆ 其他



PRESIDENT GROUP
NANLIEN INTERNATIONAL CORPORATION



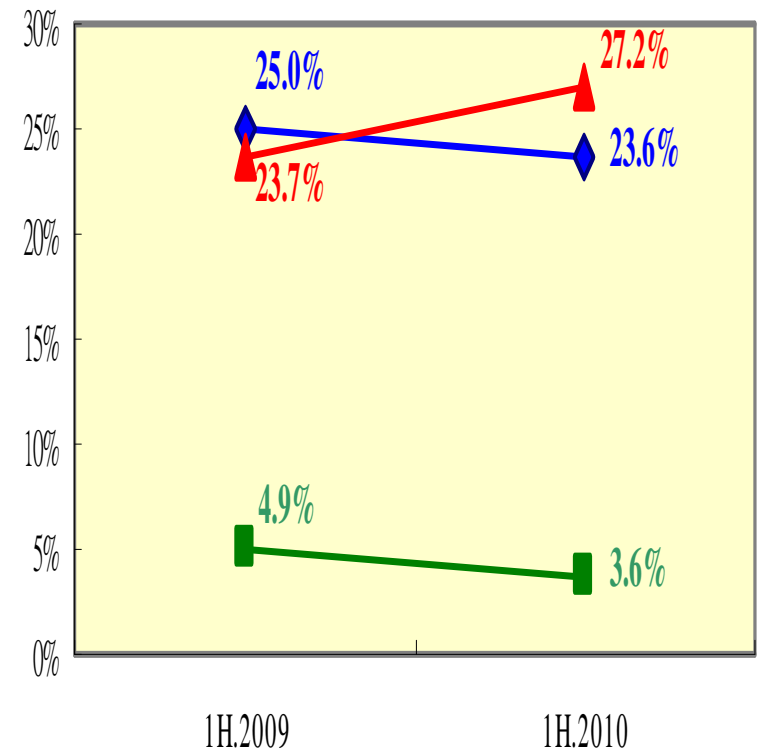
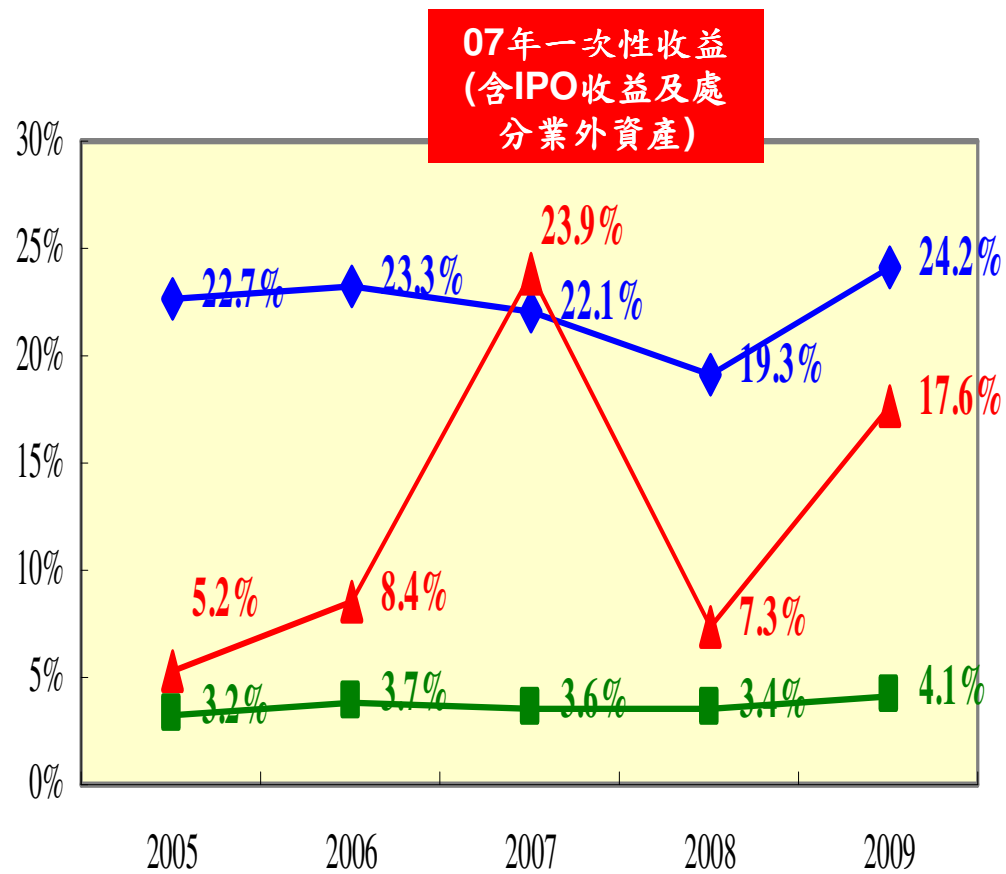
統一綜合證券股份有限公司
PRESIDENT SECURITIES CORPORATION

2. 統一企業台灣事業(1216TT)

統一企業財務摘要

TWD\$mn	Y2008		Y2009			2009上半年度		2010上半年度		
	金額	% of sales	金額	% of sales	YoY	金額	% of sales	金額	% of sales	YoY
合併營收	299,722		290,196		-3.2%	142,232		161,085		13.3%
母公司營收	49,445	100.0%	44,784	100.0%	-9.4%	21,499	100.0%	22,889	100.0%	6.5%
毛利金額	9,520	19.3%	10,827	24.2%	13.7%	5,369	25.0%	5,396	23.6%	0.5%
營業利益	1,701	3.4%	1,837	4.1%	8.0%	1,054	4.9%	825	3.6%	-21.7%
稅後利益	3,601	7.3%	7,861	17.6%	118.3%	5,102	23.7%	6,216	27.2%	21.8%
稅後每股盈餘	0.92		2.02		119.6%	1.19		1.45		21.8%
股東權益報酬率	6.0%		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



毛利率



營業利益率



稅後淨利率

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 23% *
- 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21% *

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6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\$4.16bn*，外資持股比率 43.42%。
- **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7月底於上海開設37間7-Eleven。

* 市值及外資持股率是根據 Sep 20, 2010 之收盤價 \$NT127 (US\$1=NT\$31.752)

統一超商之財務摘要

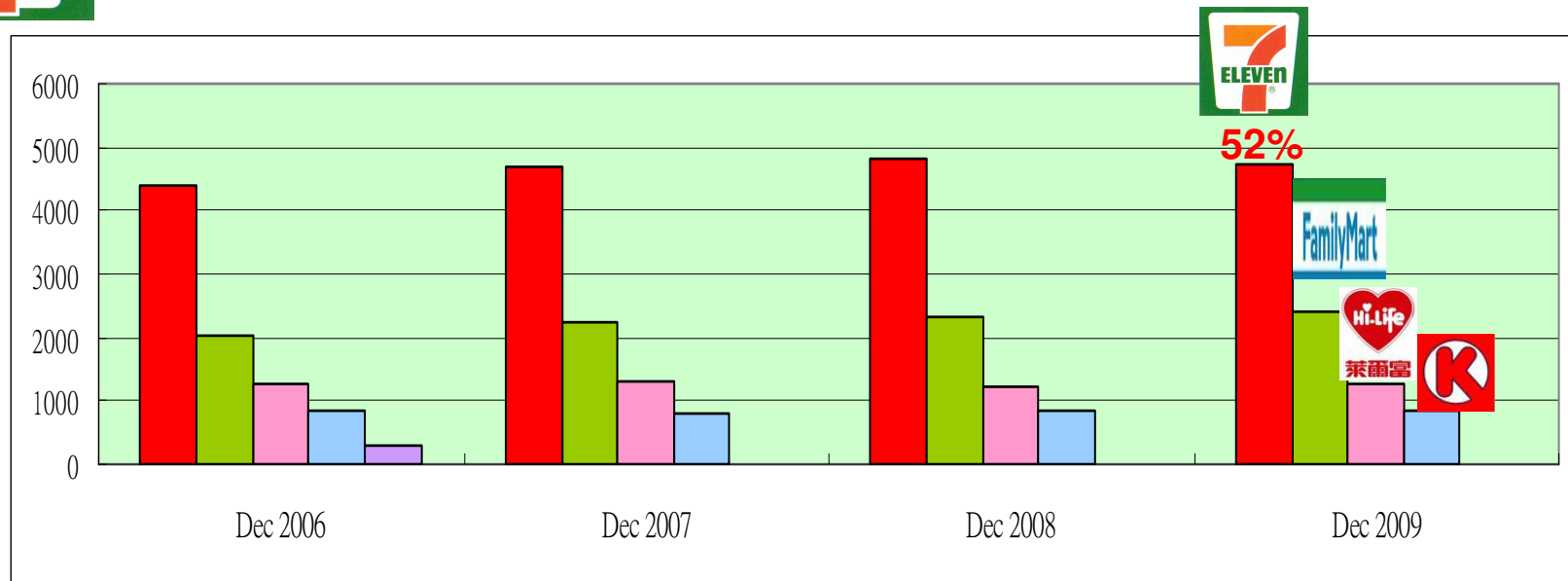
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稅後每股盈餘	3.85		3.90		1.3%	1.88		3.06		62.8%
股東權益報酬率	21.53%		22.95%							
股利發放率	88%		92%							
每股現金股利	2.04		3.60							
每股股票股利	1.36		0.00							

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



	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		

台灣流通事業版圖

便利超商

台灣7-ELEVEN



PCSC holds 100%
of stores: 4,722

藥妝店

台灣康是美



PCSC holds 100%
of stores: 315

生活用品店

台灣無印良品



PCSC holds 41%
UPEC holds 10%
of stores: 18

百貨公司

版急百貨



PCSC holds 70%
UPEC holds 30%
of stores: 1

購物中心

夢時代



PCSC holds 19%
UPEC holds 40.5%
PIDC holds 40.5%
of stores: 1

統一超商 (2912TT)

餐飲

台灣星巴克



PCSC holds 30%
UPEC holds 20%
of stores: 229

台灣

Cold Stone



PCSC holds 100%
of stores: 23

台灣Afternoon Tea



PCSC holds 51%
of stores: 11

台灣 Mister Donut



PCSC holds 50%
of stores: 41

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%



7 NET
PCSC holds 100%

* Store No. is as of June 30th 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: 33



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: 133



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: 180



上海Cold Stone

PCSC holds 100%
of stores: 42



上海 Afternoon Tea

PCSC holds 51%
of stores: 4



Afternoon Tea

上海 Mister Donut

PCSC holds 50%
of stores: 9



東南亞市場

便利超商

菲律賓 7-ELEVEN

PCSC holds 56.59%
of stores: 493



超市

越南 Uni-Mart

PCSC holds 51%
of stores: 1



* Store No. is as of June 30th 2010

4. 統一中國控股 (220HK)

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\$2.62bn*.
- ◆ 三大事業體及領先之市佔率：
 - 為中國前二大之即飲茶；前三大之稀釋果汁及方便麵品牌
- ◆ 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



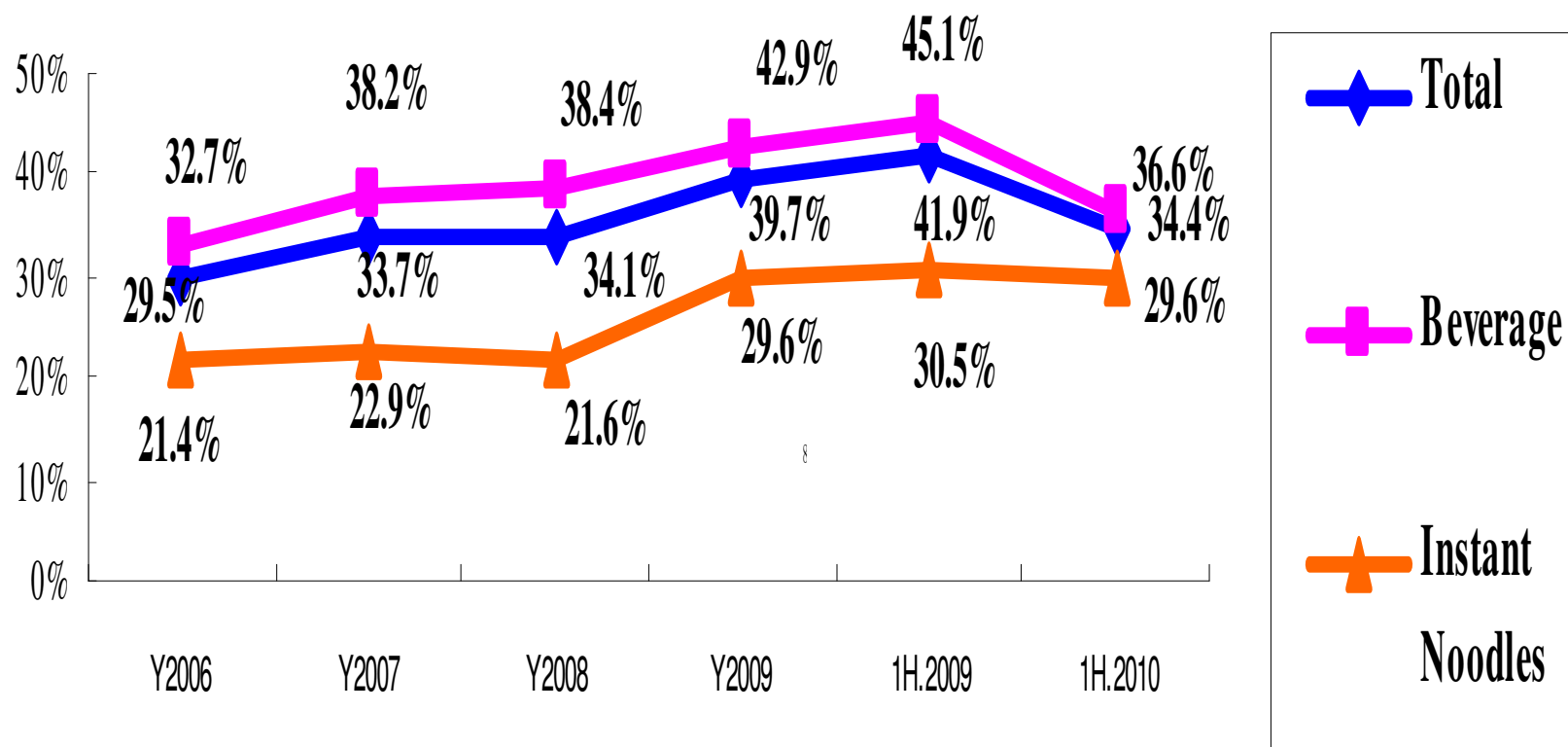
* 市值\$5.65 HKD 為 Sep 20, 2010當日收盤價, US\$1=HK\$7.7637

統一中控之財務摘要

RMB\$mn	Y2008		Y2009			1H.2009		1H.2010		
	金額	% of sales	金額	% of sales	YoY	金額	% of sales	金額	% of sales	YoY
營業收入	9,242	100.0%	9,109	100.0%	-1.4%	4,512	100.0%	6,164	100.0%	36.6%
毛利金額	3,156	34.1%	3,617	39.7%	14.6%	1,890	41.9%	2,123	34.4%	12.3%
營業利益-Reported	520	5.6%	767	8.4%	47.5%	454	10.1%	343	5.6%	-24.4%
營業利益-Recurring	620	6.7%	767	8.4%	23.7%	454	10.1%	343	5.6%	-24.4%
稅前淨利	442	4.8%	896	9.8%	102.8%	531	11.8%	398	6.5%	-25.0%
稅後淨利 - Reported	344	3.7%	705	7.7%	104.9%	427	9.5%	298	4.8%	-30.2%
稅後淨利 - Recurring	596	6.4%	705	7.7%	18.3%	427	9.5%	298	4.8%	-30.2%
Reported EPS (cents)	9.56		19.58		104.8%	11.86		8.29		-30.1%
股東權益報酬率	6.29%		11.56%		83.78%					

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10年6月底之淨現金部位：

* 現金及約當現金：人民幣25億元

* 其他流動金融資產：人民幣11億元(指於中國商業銀行發行之非上市計息金融產品之投資，該等金融商品期限介乎三到六個月)

□ 分配09年度之股利提案：

RMB/ cents	Y2009	Y2008
	實際	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

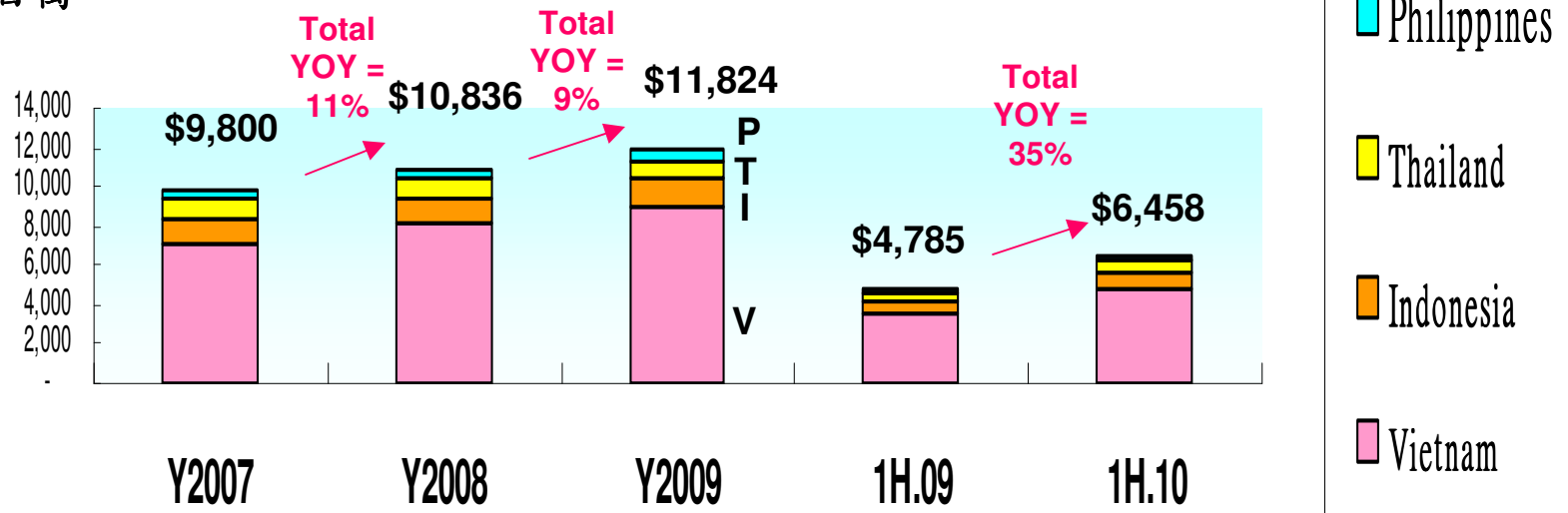
策略聯盟公司	持股率	聯盟公司背景介紹	與統一合作之領域
 今麥郎JV	50%	日清華龍食品（“今麥郎”品牌）為中國之第二大方便麵公司）。	今麥郎為統一於中國瓶裝水產品之代工廠商。與統一之JV合作領域於中國之飲料市場。
 安德利果汁 (8259 HK)	15%	中國最大之果汁濃縮原料供應商之一	濃縮果汁之供應商
 完達山乳業	9%	中國之領導奶粉品牌	藉由進入中國乳製品市場

5. 統一東南亞之事業

統一東南亞之事業

NT\$百萬

Southeast Asia F&B Sales



越南統一 (100%持有)

水產飼料, 麵粉, 速食麵, 飲料

- ◆ 水產飼料市占率第一名
- ◆ 統一越南目前是東南亞業務主要獲利來源
- ◆ 以越南為基地, 外銷飼料至馬來西亞、新加坡及印度

印尼統一 (49%持有)

飲料、速食麵

- ◆ 飲料、綠茶市占率第一
- ◆ 速食麵中重辣口味居市場領導地位
- ◆ 未來發展重心在飲料擴展

泰國統一 (100%持有)

飲料

- ◆ “主打果汁, 蔬果汁
- ◆ “Unif 100%蔬果汁”為蔬果汁排名第一

菲律賓統一 (100%持有)

速食麵

- ◆ 未來加強與菲律賓7-ELEVEN通路合作
- ◆ 未來代理統一產品進入菲律賓