



統一企業(股)公司
UNI-PRESIDENT ENTERPRISES CORP.

Security Code: 1216 TT
2021 Q3 Results

UPCH



UPEC



PCSC



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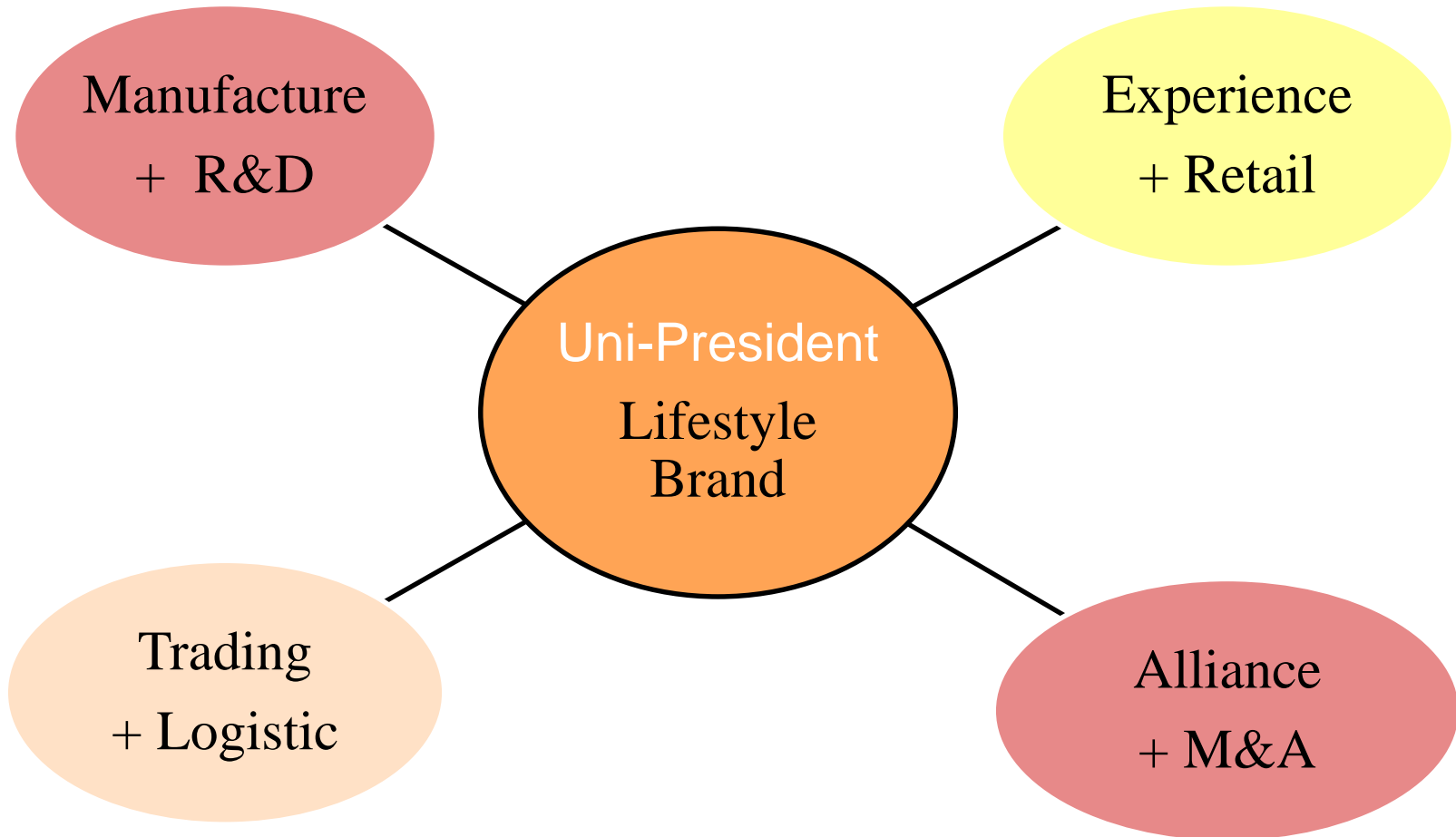
1. Uni-President (1216TT) Group Overview

2. CVS & Retail Business (PCSC 2912TT)

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

1. Uni-President (1216TT) Group Overview

The Core of Uni-President Group



The Major Structure of Uni-President Group



F&B Business in Taiwan Market: Uni-President (UPEC) (1216 TT)

F&B

Uni-President China (UPCH) (220 HK)
UP Group holds 71.35%

Southeast Asia Holdings
(Vietnam、Thailand、Philippines)
UPEC holds 100%

TTET Union (1232TT)

UPEC holds 38.50%
UP Group holds 46.14%



Wei Lih Food
UPEC holds 33.30%
Taiwan To.2 Noodle Company



Kuang Chuan Dairy

UPEC holds 31.25%
Taiwan To.3 Dairy Company



Retail & Logistics

President Chain Stores (PCSC) (2912TT)
UPEC holds 45.40%



Uni-Wonder Corp. (Taiwan Starbucks)
UPEC holds 40%
PCSC holds 60%



Presicarre (Taiwan Carrefour)

UPEC holds 20.50%
PCSC holds 19.50%



President Transnet Corp. (Takkyubin Taiwan)
UPEC holds 20%
PCSC holds 70%



Phillipine 7-11 (SEVN PM)



PCSC holds 54.88%

Container & Packaging

Ton-Yi Industrial (9907TT)



UPEC holds 45.55%
UP Group holds 47.49%

Leisure Business

President Fair Development (Dream Mall)

UPEC holds 40.50%
UP Group holds 100%

Uni-President Development (Taipei BOT)

UPEC holds 30%
UP Group holds 70%

Others

President International Development (PIDC)

UPEC holds 69.37%

Scinopharm (1789TT)



UPEC holds 37.94%
UP Group holds 47.96%

President Securities (2855TT)

UPEC holds 28.68%

* The above structure only includes Uni-President's major subsidiaries

Value of the listed companies of Uni-President Group



Unit: In Millions

Stock Code	The listed company	Currency	Market Value (As of 2021.10.29)
1216TT	Uni-President		378,422
2912 TT	President Chain Store		292,134
9907 TT	Ton Yi Industrial		20,529
1232 TT	TTET Union		25,276
2511 TT	Prince Housing	NTD	21,509
1789 TT	Scinopharm		19,610
2855 TT	President Securities		32,975
5902 TT	Tait		2,429
220 HK	Uni-President China	HKD	28,680
SEVN PM	Philippine Seven	PESO	68,834
Total		NTD	933,347

Key P&L Items of Uni-President (Consolidated)



Unit : NTD in Millions

Consolidated	21.1-9M			20.1-9M		2020Y		2019Y	
	Amount	%	YoY	Amount	%	Amount	%	Amount	%
Revenue	357,718	100.00%	4.96%	340,812	100.00%	447,320	100.00%	447,978	100.00%
Gross Profit	119,762	33.48%	0.61%	119,033	34.93%	154,030	34.43%	153,963	34.37%
Operating Profit	23,151	6.47%	-9.60%	25,610	7.51%	29,784	6.66%	29,628	6.61%
Pre Tax Income	29,303	8.19%	-9.67%	32,440	9.52%	38,438	8.59%	36,397	8.12%
Net Income	23,536	6.58%	-8.53%	25,732	7.55%	30,801	6.89%	28,484	6.36%
*Net Income	16,501	4.61%	-8.33%	17,999	5.28%	21,542	4.82%	19,007	4.24%
*EPS (after tax)	2.90			3.17		3.79		3.35	

*The figure is attributable to owners of the parent.

Performance by Business Segment of Uni-President (Consolidated)

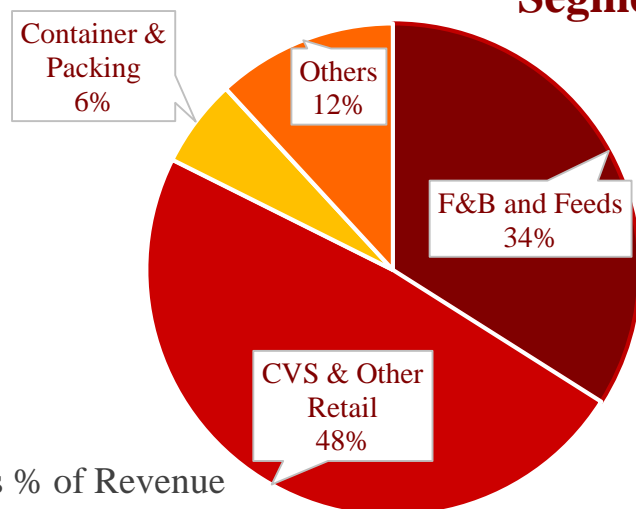


Unit : NTD in Millions

2021.1-9M Segment Results	F&B and Feeds	CVS & Other Retail	Container & Packing	Others	Total	Adj.	Consolidated
Segment revenue **	121,531	173,133	20,666	42,388	357,718	-	357,718
YoY	8.88%	0.23%	36.29%	2.66%	4.96%		4.96%
Segment income	10,952	6,622	1,793	2,666	22,032	1,119	23,151
Segment margin	9.01%	3.82%	8.68%	6.29%	6.16%		6.47%
YoY	-11.19%	-13.61%	52.27%	-21.29%	-10.30%		-9.60%

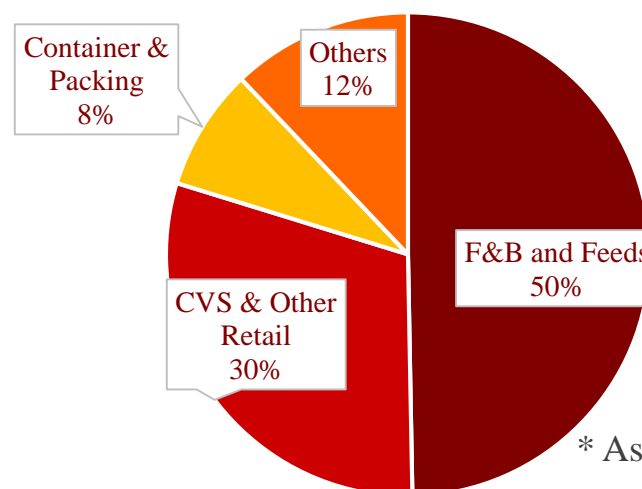
** Revenue from external customers

Segment Revenue



* As % of Revenue

Segment Income



* As % of Income

Key Cash Flow Items of Uni-President (Consolidated)



Unit : NTD in Billions

Items	2021.1-9M	2020.1-9M
Beginning Balance	81.98	74.71
Net cash flows from operating activities	34.26	50.34
Net cash flows (used in) investing activities	(16.64)	(16.49)
*Capital Expenditure	(12.22)	(10.92)
Net cash flows (used in) financing activities	(17.35)	(26.12)
Ending Balance	81.07	81.38

** 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)*

Corporate Social Responsibility (CSR) of Uni-President



**Corporate Sustainability
Report Award
~Bronze~**

**Taiwan Companies
Sustainability Performance
Award**

TCSA (Taiwan Corporate Sustainability Awards)

**Ranked as Top 5% Performance of
Taiwan Corporate Governance
Evaluation :**

Taiwan Stock Exchange & Taipei Exchange



統一企業

榮獲2020年第十三屆TCSA

**台灣永續企業績優獎
台灣企業永續報告-銅獎**

2. CVS & Retail Business (PCSC 2912TT)

Key P&L Items of PCSC (Consolidated)



Unit : NTD in Millions

Consolidated	21.1-9M			20.1-9M		2020Y		2019Y	
	Amount	%	YoY	Amount	%	Amount	%	Amount	%
Revenue	194,091	100.00%	0.91%	192,346	100.00%	258,495	100.00%	256,059	100.00%
Gross Profit	64,942	33.46%	-1.34%	65,825	34.22%	88,081	34.07%	87,848	34.31%
Operating Profit	7,664	3.95%	-17.37%	9,276	4.82%	12,145	4.70%	13,050	5.10%
Net Income	7,262	3.74%	-17.20%	8,770	4.56%	11,340	4.39%	12,112	4.73%
*Net Income	6,540	3.37%	-17.90%	7,965	4.14%	10,238	3.96%	10,543	4.12%
*EPS (after tax)	6.29			7.66		9.85		10.14	

*The figure is attributable to owners of the parent.

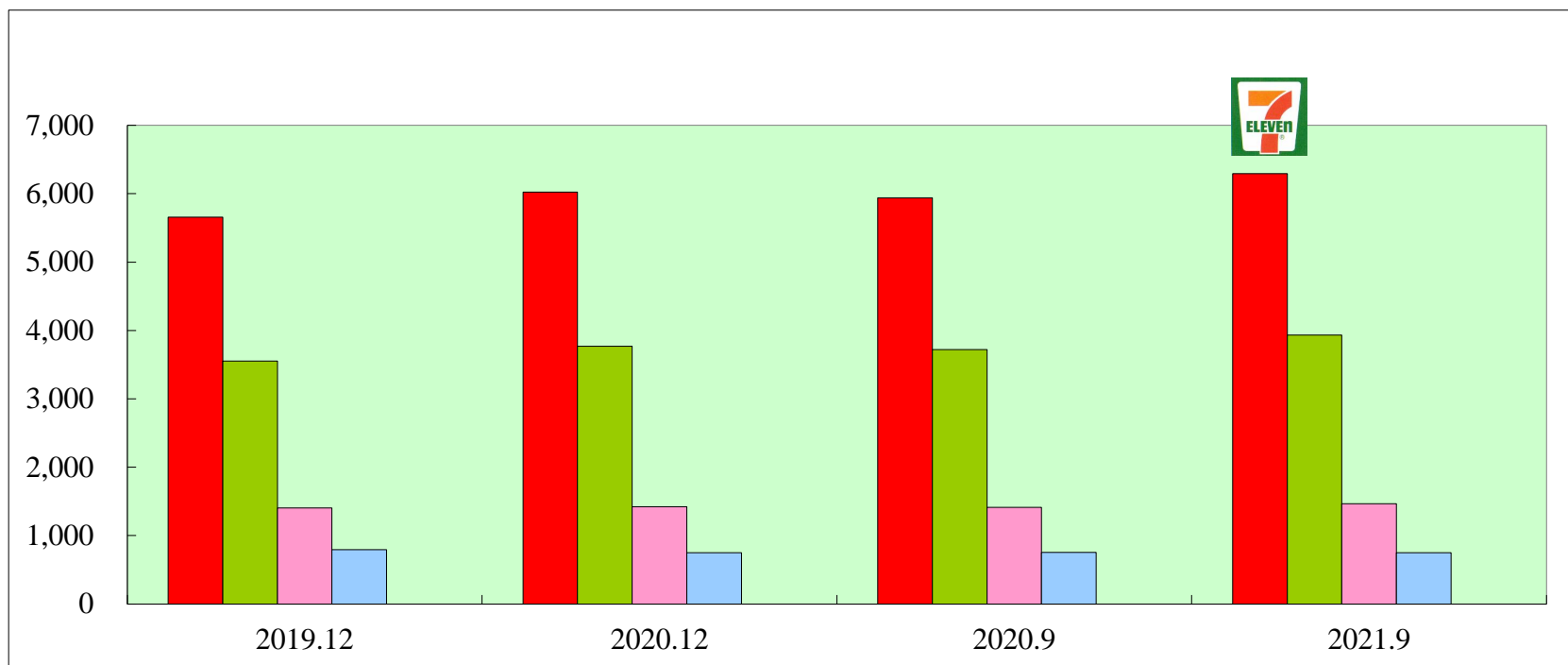
PCSC Consolidated Revenue by Segment



Unit : NTD in Millions

Revenue by Segments	21.1-9M	% of Rev.	YoY	20.1-9M	% of Rev.
1.Convenience Store	124,093	63.94%	-0.59%	124,836	64.90%
2.Retail Business	53,552	27.59%	4.68%	51,159	26.60%
3.PCSC's Other Operating Segments (including restaurant and China retail)	14,883	7.67%	0.77%	14,769	7.68%
4.Logistics Business	1,563	0.81%	-1.21%	1,582	0.82%
Total Revenue	194,091	100.00%	0.91%	192,346	100.00%

Number of Convenience Stores in Taiwan Market



	2019.12	2020.12	2020.9	2021.9
■ 7-ELEVEN	5,655	6,024	5,938	6,295
■ A company	3,553	3,769	3,719	3,934
■ B company	1,405	1,420	1,413	1,464
■ C company	794	749	752	751

Data source: PCSC

PCSC's Major Retail Businesses



PCSC (2912TT): Taiwan Market

Convenience Store

Taiwan 7-ELEVEN



PCSC holds 100%
of stores: 6,295

Drugstore

Cosmed Taiwan



PCSC holds 100%
of stores: 389

Department Store

Uni-Ustyle



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

Shopping Mall

Dream Mall



PCSC holds 19.0%
UPEC holds 40.5%
PIDC holds 40.5%
of store: 1

Restaurants

Uni -Wonder Corp. (Taiwan Starbucks)



PCSC holds 60%
UPEC holds 40%
of stores: 521

Cold Stone Creamery



PCSC holds 100%
of stores: 36

Mister Donut



PCSC holds 50%
of stores: 81

21 Century



PCSC holds 100%
of stores: 35

Distribution & Logistics

Retail Support International



UP Group holds 65%

Uni-President Cold-Chain



UP Group holds 100%

Wisdom Distribution



UP Group holds 100%

President Transnet Corp. (Taiwan Takkyubin)



PCSC holds 70%
UPEC holds 20%

Online Retailer



Books.com.tw
PCSC holds 50.03%

7-Eleven線上購物中心
shop.7-11.com.tw

PCSC holds 100%

* Store No. is as of end Sep 2021

PCSC's Major Retail Businesses



PCSC (2912TT)

China Market

Philippine Market

Convenience Store

Shanghai 7-ELEVEN

PCSC holds 100%
of stores: 146



Zhejiang 7-ELEVEN

PCSC holds 100%
of stores: 54



Convenience Store

Philippine 7-ELEVEN (SEVN PM)

PCSC holds 54.88%
of stores: 3,019



Supermarket

Shandong Uni-Mart

PCSC holds 55%
of stores: 205



* Store No. is as of end Sep 2021

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

UPCH (220HK) Key Financials

RMB in thousands	2021.1-3M	2020.1-3M	YoY
Reported Net Profit	377,588	423,913	-10.93%

RMB in thousands	2021.1-6M	2020.1-6M	YoY
Reported Net Profit	847,261	1,065,109	-20.45%

RMB in thousands	2021.1-9M	2020.1-9M	YoY
Reported Net Profit	1,488,757	1,683,293	-11.56%

** Profit for the period, attributable to equity holders of the Company*

Key P&L Items of UPOCH (220HK)

Unit : RMB in Millions

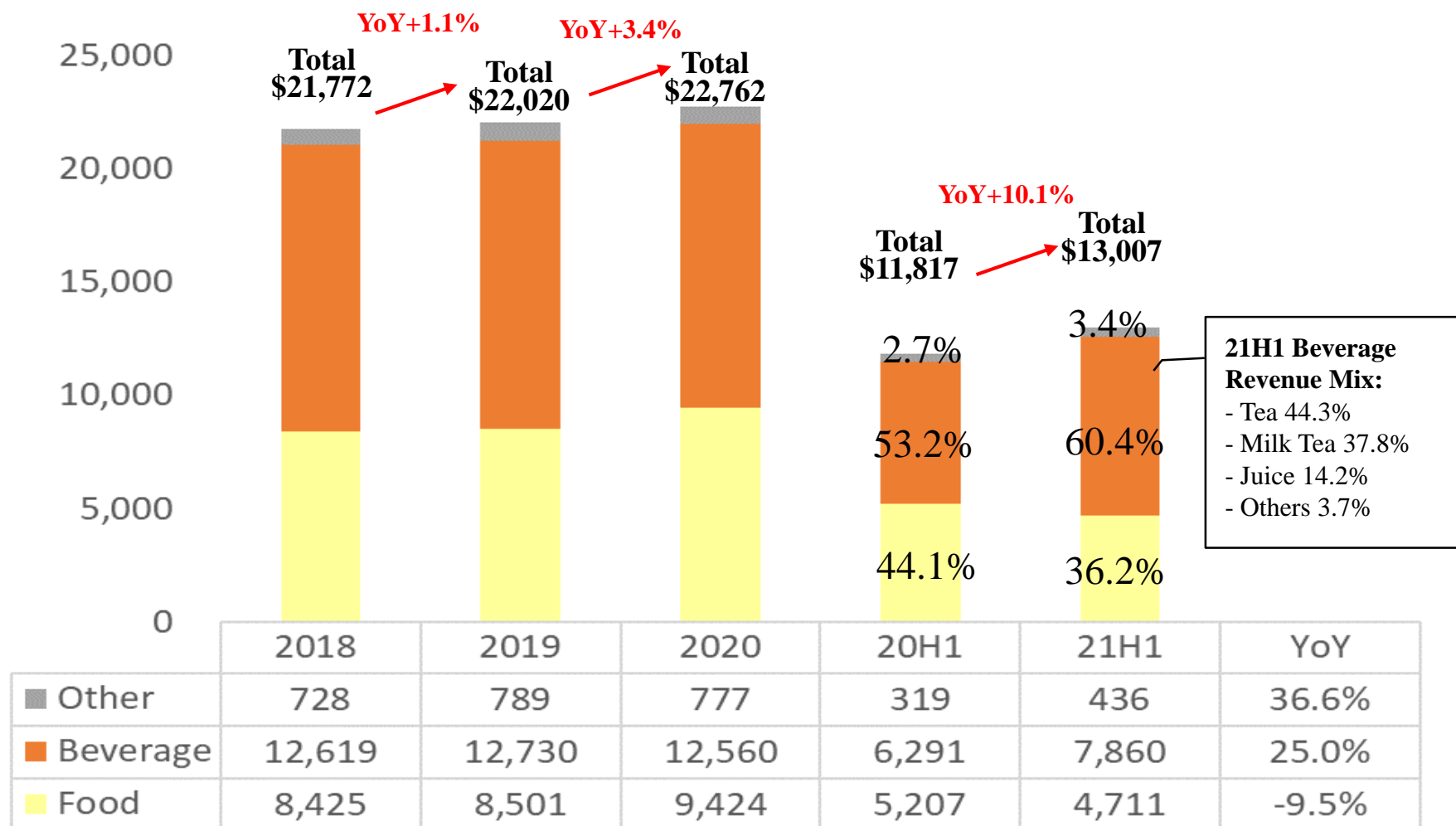
	21H1			20H1		2020Y		2019Y	
	Amount	% of Rev.	YoY	Amount	% of Rev.	Amount	% of Rev.	Amount	% of Rev.
Revenue	13,007	100.00%	10.07%	11,817	100.00%	22,762	100.00%	22,020	100.00%
Gross Profit	4,533	34.85%	7.26%	4,226	35.76%	8,066	35.44%	7,918	35.96%
Operaitng Profit	1,058	8.13%	-23.88%	1,389	11.76%	2,108	9.26%	1,806	8.20%
Pre Tax Profit	1,181	9.08%	-20.96%	1,495	12.65%	2,326	10.22%	1,971	8.95%
* Net Profit	847	6.51%	-20.45%	1,065	9.01%	1,626	7.14%	1,366	6.20%
* EPS(cents)	19.62			24.66		37.64		31.63	

Cash Dividend Payout Ratio	100%	100%
Cash Dividend/ Share(cents)	37.64	31.63

* The figure is attributable to the equity holders of the company.

UPCH (220HK) Revenue by Segment

Unit : RMB in Millions



UPCH (220HK) Margin & Expenses Breakdown

Segment Gross Margin

	21H1	20H1
Company	34.8%	35.8%
Food *	26.6%	32.0%
Beverages	40.9%	39.8%

Expenses As % of revenue

	21H1	20H1
Company	28.0%	26.1%
Selling&Marketing	24.1%	22.2%
Administration	3.9%	3.9%

Segment Operating Margin**

	21H1	20H1
Company	8.1%	11.8%
Food *	-1.5%	8.6%
Beverages	15.3%	17.4%

* Food segment include self-heating rice meals “Kai Xiao Zao (開小灶)”

**Segment profit does not include unallocated profit/ (loss)

Financial Highlight of UPOCH (220HK)

(RMB mn)	21H1		2020	
	Amount	%	Amount	%
Cash*	7,563	35%	7,690	35%
Total Borrowings**	1,666	8%	487	2%
Total Assets	21,526	100%	22,104	100%
Total Equity	13,112	61%	13,887	63%
(Total Borrowings** - Cash*)/Equity	-45.0%		-51.9%	
Current Ratio	76.5%		80.4%	
Trade Receivable Turnover Days	9		9	
Inventories Turnover Days	37		45	
Trade Payable Turnover Days	40		44	

* Including cash and bank balances, long-term time deposits, and financial assets at fair value through profit or loss ** Excluding lease liabilities