

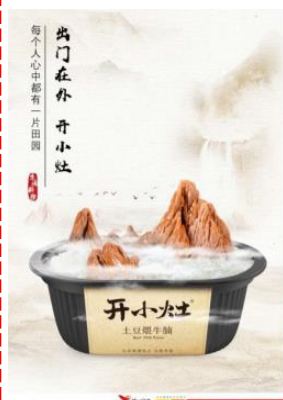


統一企業(股)公司
UNI-PRESIDENT ENTERPRISES CORP.

Security Code: 1216 TT

2020.1-9M Results

UPCH



UPEC



統一蛋糕屋

AB 優酪乳

麥香

茶裏王

回甘 就像現泡
單細胞生茶萃取技術

純喫茶



瑞穗鮮乳
FRESH MILK

來一客

滿漢大餐



PCSC



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Agenda

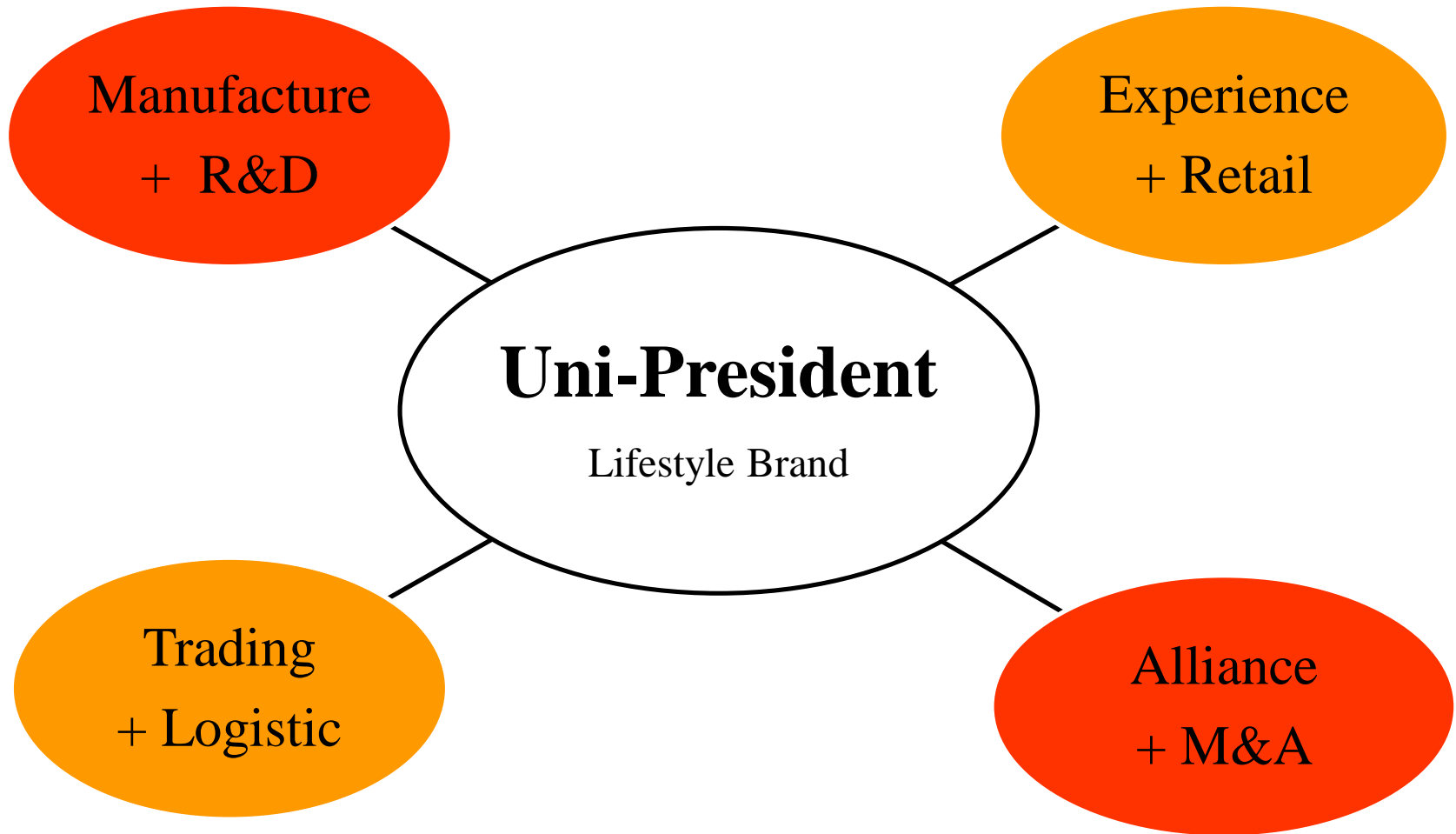
1. Uni-President (1216TT) Group Overview

2. CVS & Retail Business (PCSC 2912TT)

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

1. Uni-President(1216TT) Group Overview

The Highlight of Uni-President Group



The Major Structure of Uni-President Group

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



F&B

Uni-President China (UPCH) (220 HK)
UP Group holds 71.04%

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%



President Drugstore (Cosmed)
PCSC holds 100%



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



Phillipine 7-11 (SEVN PM)
PCSC holds 52.22%



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



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UNI-PRESIDENT ENTERPRISES CORP.

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

Unit : NTD in Millions

Consolidated	2020.1-9M			2019.1-9M		2019Y		2018Y	
	Amount	%	YoY	Amount	%	Amount	%	Amount	%
Revenue	340,812	100.00%	-0.74%	343,354	100.00%	447,978	100.00%	431,446	100.00%
Gross Profit	119,033	34.93%	-1.03%	120,278	35.03%	153,963	34.37%	145,285	33.67%
Operating Profit	25,610	7.51%	0.22%	25,555	7.44%	29,628	6.61%	26,986	6.25%
Pre Tax Income	32,440	9.52%	5.30%	30,807	8.97%	36,397	8.12%	35,308	8.18%
Net Income	25,732	7.55%	7.02%	24,044	7.00%	28,484	6.36%	26,945	6.25%
*Net Income	17,999	5.28%	11.15%	16,193	4.72%	19,007	4.24%	17,442	4.04%
*EPS (after tax)	3.17			2.85		3.35		3.07	

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

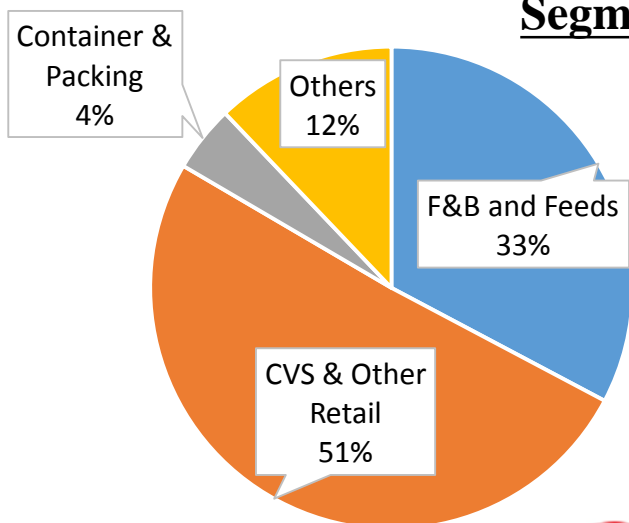
Segment Information of Uni-President (Consolidated)

Unit : NTD in Millions

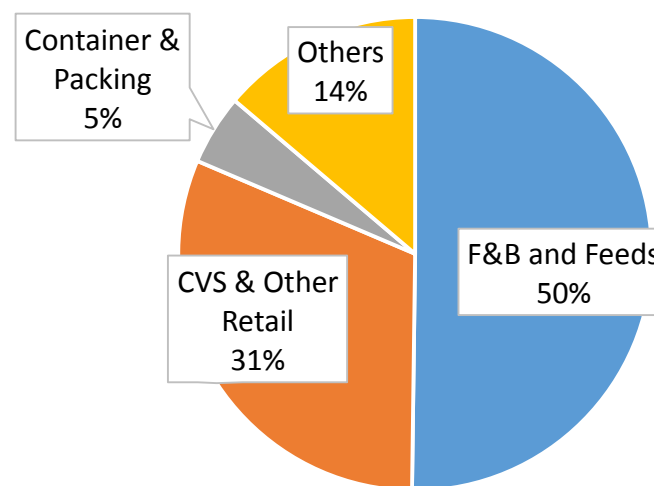
2020.1-9M Segment Results	F&B and Feeds	CVS & Other Retail	Container & Packing	Others	Total	Adj.	Consolidated
Segment revenue **	111,621	172,739	15,163	41,289	340,812	-	340,812
YoY	-2.32%	0.78%	-9.50%	0.91%	-0.74%		-0.74%
Segment income	12,332	7,665	1,178	3,387	24,561	1,049	25,610
Segment margin	11.05%	4.44%	7.77%	8.20%	7.21%		7.51%
YoY	2.49%	-7.22%	-0.94%	8.12%	-0.22%		0.22%

** Revenue from external customers

Segment Revenue



Segment Income



Uni-President (1216TT) Key Cash Flow Items (Consolidated)

Unit : NTD in Billions

Items	2020.1-9M	2019.1-9M
Beginning Balance	74.71	80.06
Net Cash provided by operating activities	50.34	48.67
Net cash (used in) investing activities	(16.49)	(22.15)
*Capital Expenditure	(11.47)	(12.22)
Net cash (used in) provided by financing activities	(26.12)	(28.65)
Ending Balance	81.38	78.97

* Capital expenditures includes the acquisition and disposal of PP&E (including interests payment), the increase of intangible assets, the prepayment of equipment (including interests payments), and the long-term prepaid rent (the land-use right)

Key Balance Sheet Items & Indices of Uni-President (Consolidated)

Item (NTD in Billions)	2020.9.30		2019.9.30	
	Amount	%	Amount	%
Total Asset	491.36	100.00%	471.25	100.00%
Total Liabilities	315.83	64.28%	299.60	63.58%
Total Stockholders' Equity	175.53	35.72%	171.65	36.42%
Current Ratio	98.98%		106.91%	
Interesting-Bearing Liabilities to Equity Ratio	58.27%		61.48%	
Net Interesting-Bearing Liabilities to Equity Ratio	11.91%		15.48%	

2. CVS & Retail Business (PCSC 2912TT)

Key P&L Items of PCSC (2912TT) (Consolidated)

Unit : NTD in Millions

Consolidated	2020.1-9M			2019.1-9M		2019Y		2018Y	
	Amount	%	YoY	Amount	%	Amount	%	Amount	%
Revenue	192,346	100.00%	0.64%	191,122	100.00%	256,059	100.00%	244,888	100.00%
Gross Profit	65,825	34.22%	0.14%	65,731	34.39%	87,848	34.31%	84,077	34.33%
Operating Profit	9,276	4.82%	-6.93%	9,966	5.21%	13,050	5.10%	12,835	5.24%
Net Income	8,770	4.56%	-6.32%	9,362	4.90%	12,112	4.73%	11,744	4.80%
*Net Income	7,965	4.14%	-3.68%	8,270	4.33%	10,543	4.12%	10,206	4.17%
*EPS (after tax)	7.66			7.95		10.14		9.82	

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

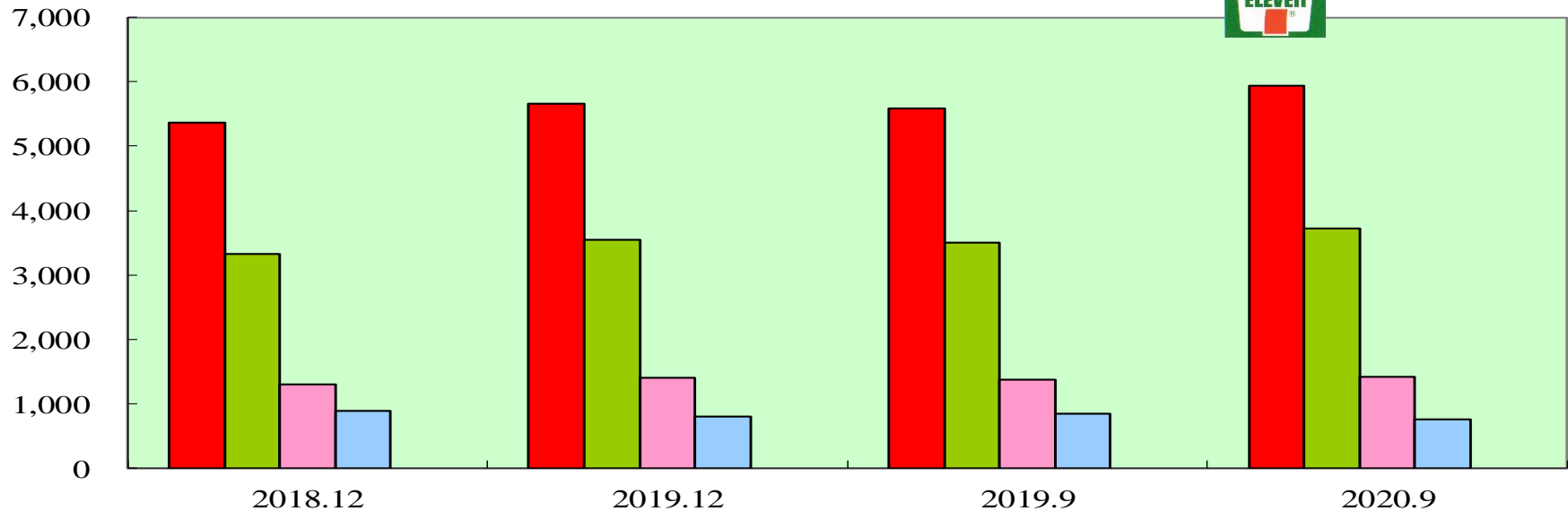
PCSC (2912TT) Consolidated Revenue by Segments

Unit : NTD in Millions

Revenue by Segments	2020.1-9M	% of Rev.	YoY	2019.1-9M	% of Rev.
1.Convenience Store	124,836	64.90%	5.64%	118,175	61.83%
2.Retail Business (including filling stations)	51,159	26.60%	-8.65%	56,006	29.30%
3.PCSC's other operating segments (including restaurant and China retail)	14,769	7.68%	-3.91%	15,370	8.04%
4.Logistics Business	1,582	0.82%	0.72%	1,571	0.82%
Total Revenue	192,346	100.00%	0.64%	191,122	100.00%

PCSC's Market Share in Taiwan

Number of Convenience Stores in Taiwan



	2018.12	2019.12	2019.9	2020.9
7-ELEVEN	5,369	5,655	5,579	5,938
A公司	3,324	3,553	3,502	3,719
B公司	1,306	1,405	1,366	1,413
C公司	885	794	845	752

Data source: PCSC

PCSC's Major Retail Scopes in Taiwan

PCSC (2912TT)

Convenience Store

Taiwan 7-ELEVEN



PCSC holds 100%
of stores: 5,938

Drugstore

Cosmed Taiwan



PCSC holds 100%
of stores: 381

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: 499

Cold Stone Creamery



PCSC holds 100%
of stores: 34

Mister Donut



PCSC holds 50%
of stores: 75

21 Century



PCSC holds 100%
of stores: 32

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%

* Store No. is as of end Sep 2020

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PCSC's Major Retail Scopes Overseas

China

Convenience Store

Shanghai 7-ELEVEN

PCSC holds 100%
of stores: 129



Zhejiang 7-ELEVEN

PCSC holds 100%
of stores: 46



Supermarket

Shandong Uni-Mart

PCSC holds 55%
of stores: 204



Southeast Asia

Convenience Store

Philippine 7-ELEVEN (SEVN PM)

PCSC holds 52.22%
of stores: 2,960



* Store No. is as of end Sep 2020

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

UPCH (220HK) Key Financials

RMB in thousands	2020.1-9M	2019.1-9M	YoY
Reported Net Profit	1,683,293	1,422,394	18.34%

RMB in thousands	2020.1-6M	2019.1-6M	YoY
Reported Net Profit	1,065,109	997,474	6.78%

RMB in thousands	2020.1-3M	2019.1-3M	YoY
Reported Net Profit	423,913	380,479	11.42%



Historical Key P&L Items of UPCH (220HK) (Consolidated)

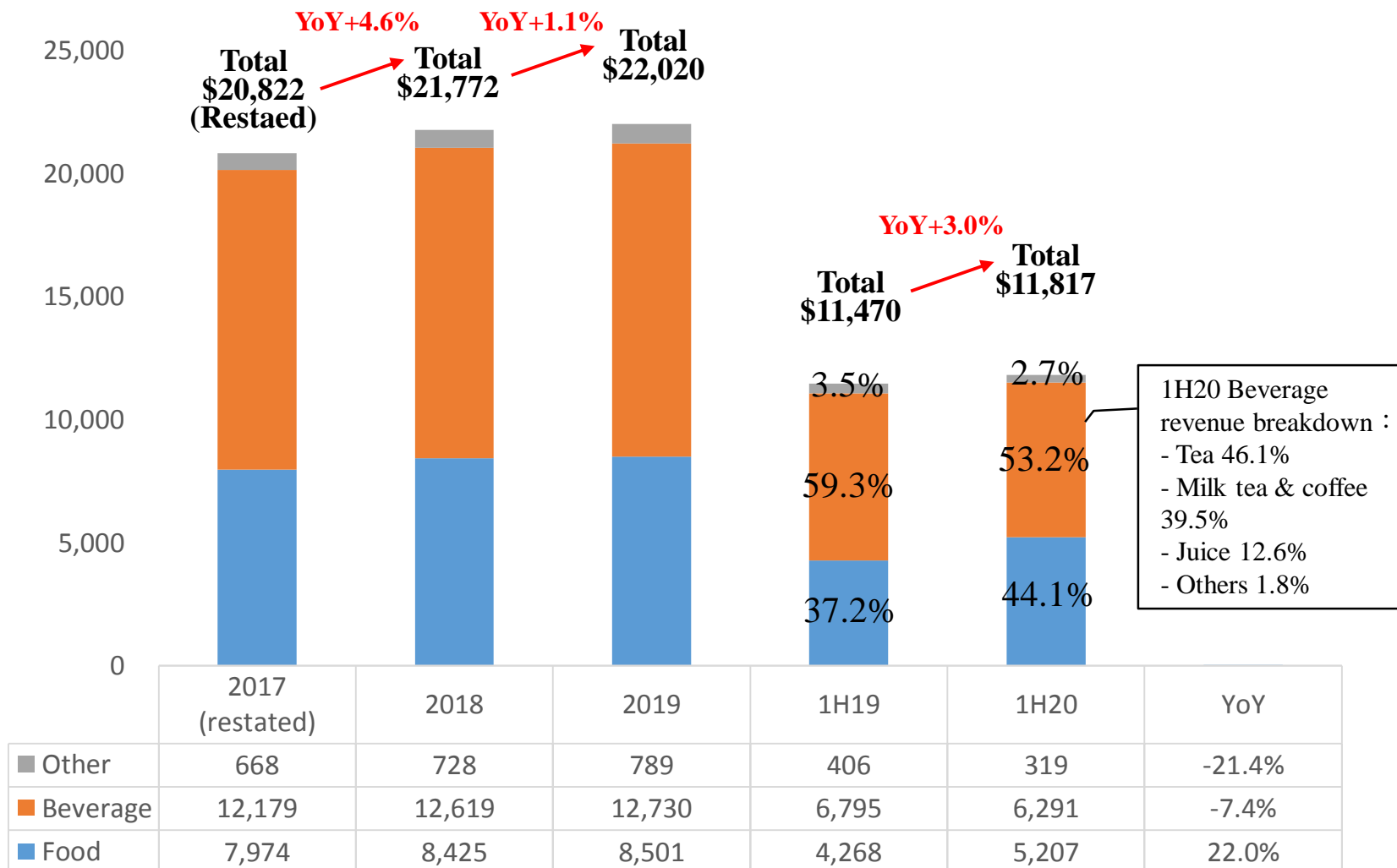
Unit : RMB in Millions

Consolidated	1H20			1H19		2019Y		2018Y	
	Amount	% of Rev.	YoY	Amount	% of Rev.	Amount	% of Rev.	Amount	% of Rev.
Revenue	11,817	100.00%	3.03%	11,470	100.00%	22,020	100.00%	21,772	100.00%
Gross Profit	4,226	35.76%	0.73%	4,195	36.58%	7,918	35.96%	7,289	33.48%
Operaitng Profit	1,389	11.76%	6.43%	1,305	11.38%	1,806	8.20%	1,332	6.12%
Pre Tax Profit	1,495	12.65%	7.37%	1,392	12.14%	1,971	8.95%	1,540	7.07%
* Net Profit	1,065	9.01%	6.78%	997	8.70%	1,366	6.20%	1,030	4.73%
* EPS(cents)	24.66			23.09		31.63		23.84	
Total Payout Ratio						100%		100%	
Cash dividend/share(cents)						31.63		23.84	

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

UPCH (220HK) Sales Break-down by Products

Unit : RMB in millions



UPCH (220HK) Margin & Expenses Breakdown

Gross Margin As % of revenue

	1H20	1H19
Company	35.8%	36.6%
Instant Noodle	32.0%	32.2%
Beverage	39.8%	40.7%

Expenses As % of revenue

	1H20	1H19
Company	26.1%	26.3%
Selling&Marketing	22.2%	22.1%
Administration	3.9%	4.2%

Operating Margin* As % of revenue

	1H20	1H19
Instant Noodle	8.6%	8.1%
Beverage	17.1%	15.5%

* Segment profit does not include unallocated profit/ (loss) which are mostly headquarter expenses