

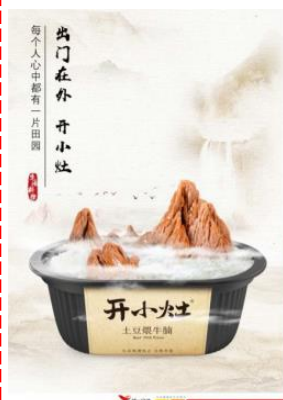


統一企業(股)公司  
UNI-PRESIDENT ENTERPRISES CORP.

Security Code: 1216 TT

## 2020 Interim 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

統一麵



### PCSC



# Disclaimers

The information contained in this presentation is intended solely for your personal reference. Such information is subject to change without notice and no representation or warranty express or implied is made as to, and no reliance, should be placed on, the fairness, accuracy, completeness or correctness of the information contained in this presentation. This presentation does not intend to provide, and you may not rely on this presentation as providing, a complete or comprehensive analysis of the Company's financial or trading position or prospects. None of the Company nor any of its respective affiliates, advisors or representatives shall have any liability (in negligence or otherwise) whatsoever for any loss or damage howsoever arising from any use of this presentation or its contents or otherwise arising in connection with this presentation.

This presentation contains projections and forward-looking statements that may reflect the Company's current views with respect to future events and financial performance. Readers are cautioned not to place undue reliance on these forward-looking statements which are subject to various risks and uncertainties and no assurance can be given that actual results will be consistent with these forward-looking statements. The Company undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

This presentation does not constitute an offer or invitation to purchase or subscribe for any securities or financial instruments or the provision of any investment advice, and no part of it shall form the basis of or be relied upon in connection with any contract, commitment or investment decision in relation thereto, nor does this presentation constitute a recommendation regarding the securities or financial instruments of the Company.

# Agenda

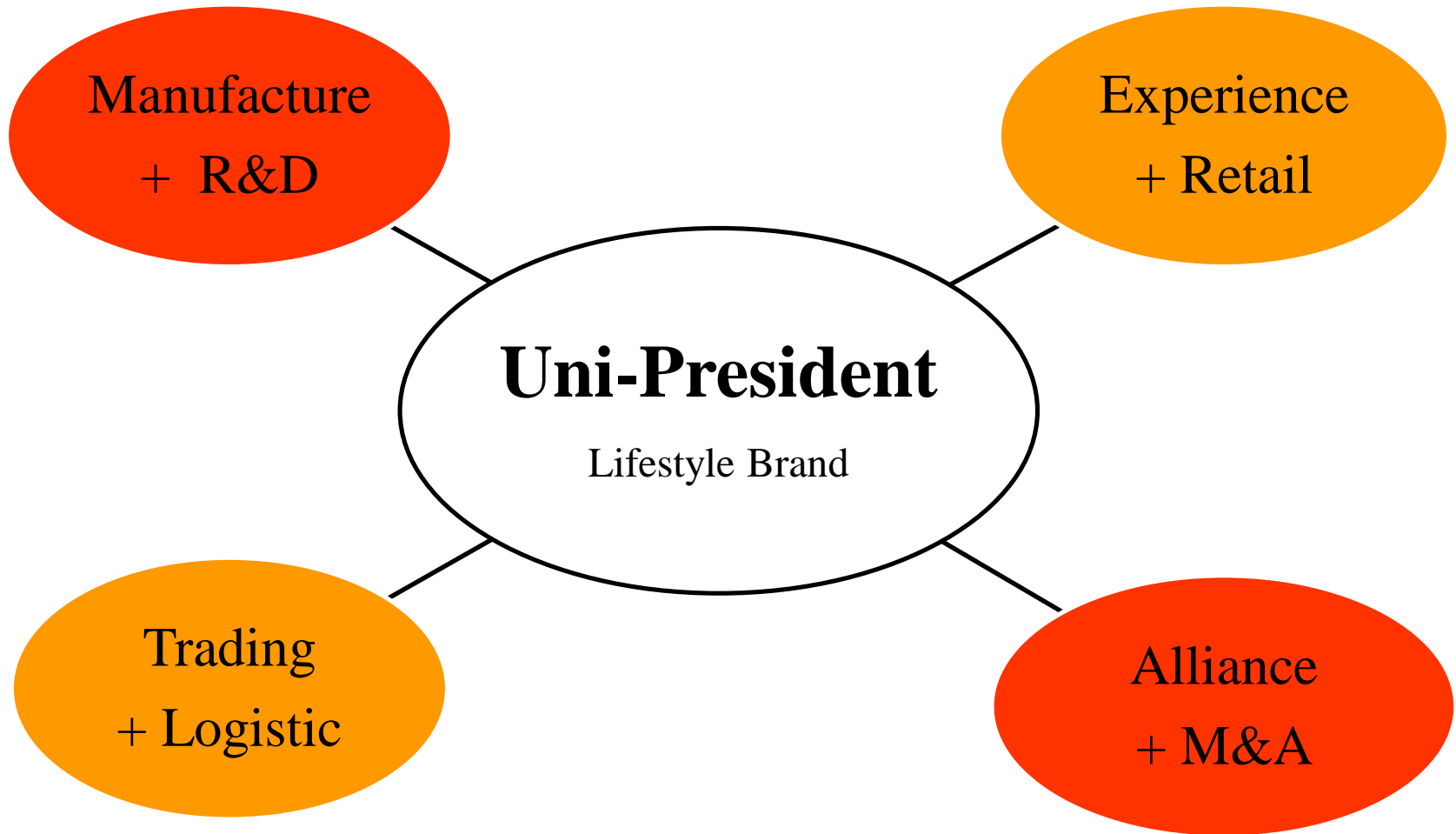
**1. Uni-President (1216TT) Group Overview**

**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)**  
UPEC holds 70.49%

**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 28.31%

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



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

開創健康快樂的明天

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

Unit : NTD in Millions

Consolidated	1H20			1H19		2019Y		2018Y	
	Amount	%	YoY	Amount	%	Amount	%	Amount	%
Revenue	218,738	100.00%	-1.59%	222,272	100.00%	447,978	100.00%	431,446	100.00%
Gross Profit	75,916	34.71%	-2.16%	77,590	34.91%	153,963	34.37%	145,285	33.67%
Operating Profit	15,690	7.17%	-7.60%	16,981	7.64%	29,628	6.61%	26,986	6.25%
Pre Tax Income	19,767	9.04%	-5.17%	20,845	9.38%	36,397	8.12%	35,308	8.18%
Net Income	15,552	7.11%	-5.16%	16,398	7.38%	28,484	6.36%	26,945	6.25%
*Net Income	10,836	4.95%	-1.90%	11,046	4.97%	19,007	4.24%	17,442	4.04%
*EPS (after tax)	1.91			1.94		3.35		3.07	

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

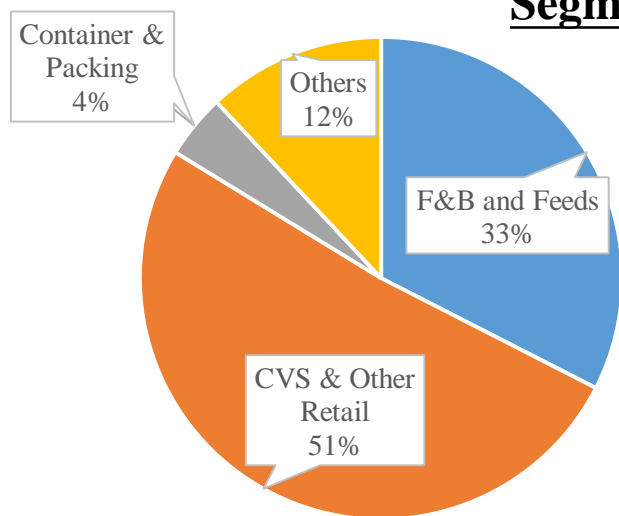
# Segment Information of Uni-President (Consolidated)

Unit : NTD in Millions

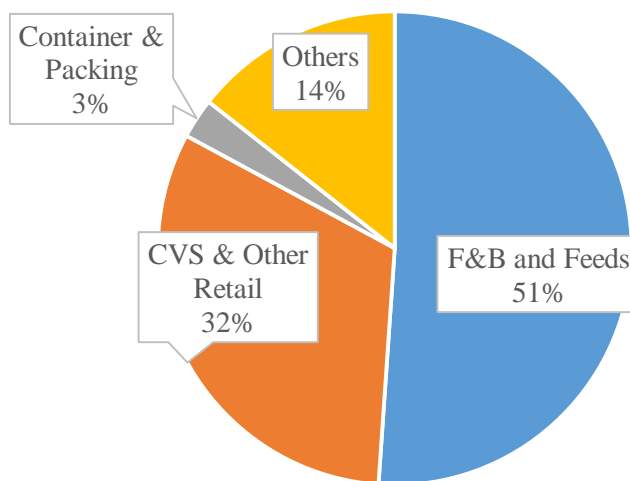
2020.1-6M Segment Results	F&B and Feeds	CVS & Other Retail	Container & Packing	Others	Total	Adj.	Consolidated
Segment revenue **	71,144	112,019	9,415	26,159	218,738	-	218,738
YoY	-1.87%	-0.28%	-14.75%	-0.88%	-1.59%		-1.59%
Segment income	7,656	4,762	410	2,155	14,983	707	15,690
Segment margin	10.76%	4.25%	4.36%	8.24%	6.85%		7.17%
YoY	-4.81%	-12.62%	-49.83%	1.26%	-8.85%		-7.60%

\*\* Revenue from external customers

Segment Revenue



Segment Income



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

Unit : NTD in Billions

Items	1H20	1H19
<b>Beginning Balance</b>	<b>74.71</b>	<b>80.06</b>
<b>Net Cash provided by operating activities</b>	27.03	24.08
<b>Net cash (used in) investing activities</b>	(12.11)	(14.81)
*Capital Expenditure	(7.40)	(7.21)
Proceeds from disposal of assets / investments	0.60	1.54
<b>Net cash (used in) provided by financing activities</b>	(3.17)	(13.33)
<b>Ending Balance</b>	<b>84.77</b>	<b>76.25</b>

\* Capital expenditures includes the 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)	2020.6.30		2019.6.30	
	Amount	%	Amount	%
Total Asset	487.51	100.00%	470.56	100.00%
Total Liabilities	322.77	66.21%	301.93	64.16%
Total Stockholders' Equity	164.74	33.79%	168.63	35.84%
Current Ratio	94.03%		103.38%	
Interest-Bearing Liabilities to Equity Ratio	60.46%		57.53%	
Net Interest-Bearing Liabilities to Equity Ratio	9.01%		12.31%	

## **2. CVS & Retail Business (PCSC 2912TT)**

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

Unit : NTD in Millions

Consolidated	1H20			1H19		2019Y		2018Y	
	Amount	%	YoY	Amount	%	Amount	%	Amount	%
Revenue	124,542	100.00%	-0.39%	125,033	100.00%	256,059	100.00%	244,888	100.00%
Gross Profit	42,569	34.18%	-0.85%	42,934	34.34%	87,848	34.31%	84,077	34.33%
Operating Profit	5,773	4.64%	-12.00%	6,560	5.25%	13,050	5.10%	12,835	5.24%
Net Income	5,590	4.49%	-10.27%	6,230	4.98%	12,112	4.73%	11,744	4.80%
*Net Income	5,092	4.09%	-7.39%	5,498	4.40%	10,543	4.12%	10,206	4.17%
*EPS (after tax)	4.90			5.29		10.14		9.82	

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

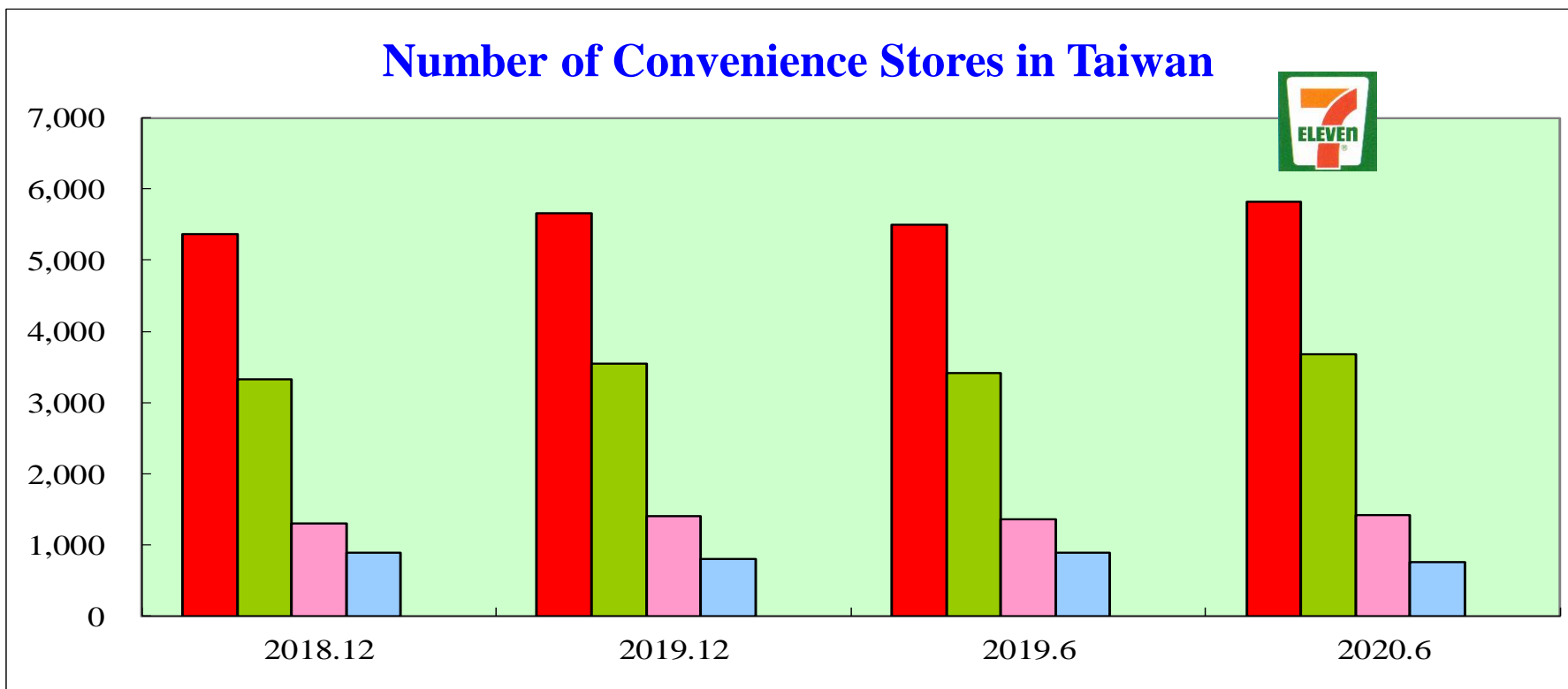
# PCSC (2912TT) Consolidated Revenue by Segments

Unit : NTD in Millions

Revenue by Segments	1H20	% of Rev.	YoY	1H19	% of Rev.
1.Convenience Store	80,353	64.52%	4.05%	77,224	61.76%
2.Retail Business (including filling stations)	33,742	27.09%	-8.58%	36,907	29.52%
3.PCSC's other operating segments (including restaurant and China retail)	9,399	7.55%	-4.54%	9,847	7.88%
4.Logistics Business	1,049	0.84%	-0.62%	1,055	0.84%
<b>Total Revenue</b>	<b>124,542</b>	<b>100.00%</b>	<b>-0.39%</b>	<b>125,033</b>	<b>100.00%</b>

# PCSC's Market Share in Taiwan

## Number of Convenience Stores in Taiwan



	2018.12	2019.12	2019.6	2020.6
<span style="color: red;">■</span> 7-ELEVEN	5,369	5,655	5,505	5,828
<span style="color: green;">■</span> A公司	3,324	3,548	3,417	3,673
<span style="color: pink;">■</span> B公司	1,306	1,405	1,353	1,414
<span style="color: blue;">■</span> C公司	885	794	883	750

Data source: PCSC

# PCSC's Major Retail Scopes in Taiwan

## PCSC (2912TT)

### Convenience Store

#### Taiwan 7-ELEVEN



PCSC holds 100%  
# of stores: 5,828

### Drugstore

#### Cosmed Taiwan



PCSC holds 100%  
# of stores: 384

### 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: 486

#### Cold Stone Creamery



PCSC holds 100%  
# of stores: 33

#### Mister Donut



PCSC holds 50%  
# of stores: 72

#### 21 Century



PCSC holds 100%  
# of stores: 31

### 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%



Ibon Mart  
PCSC holds 100%

\* Store No. is as of end June 2020

# PCSC's Major Retail Scopes Overseas

## China

### Convenience Store

#### Shanghai 7-ELEVEN

PCSC holds 100%  
# of stores: 121



#### Zhejiang 7-ELEVEN

PCSC holds 100%  
# of stores: 43



### Supermarket

#### Shandong Uni-Mart

PCSC holds 55%  
# of stores: 203



## Southeast Asia

### Convenience Store

#### Philippine 7-ELEVEN (SEVN PM)

PCSC holds 52.22%  
# of stores: 2,930



\* Store No. is as of end June 2020

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

# F&B Business in China

Uni-President China Holdings Ltd. (UPCH 220 HK) (UPEC holds 70.5%)

- Commenced China F&B operations in 1992
- Listed on HKSE since Dec 17<sup>th</sup>, 2007
- Current market cap US\$4.68bn\*
- Distribution to 31 provinces across China



\* Market cap based on closing price HK\$8.40 as of July 31, 2020, US\$1=HK\$7.75



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

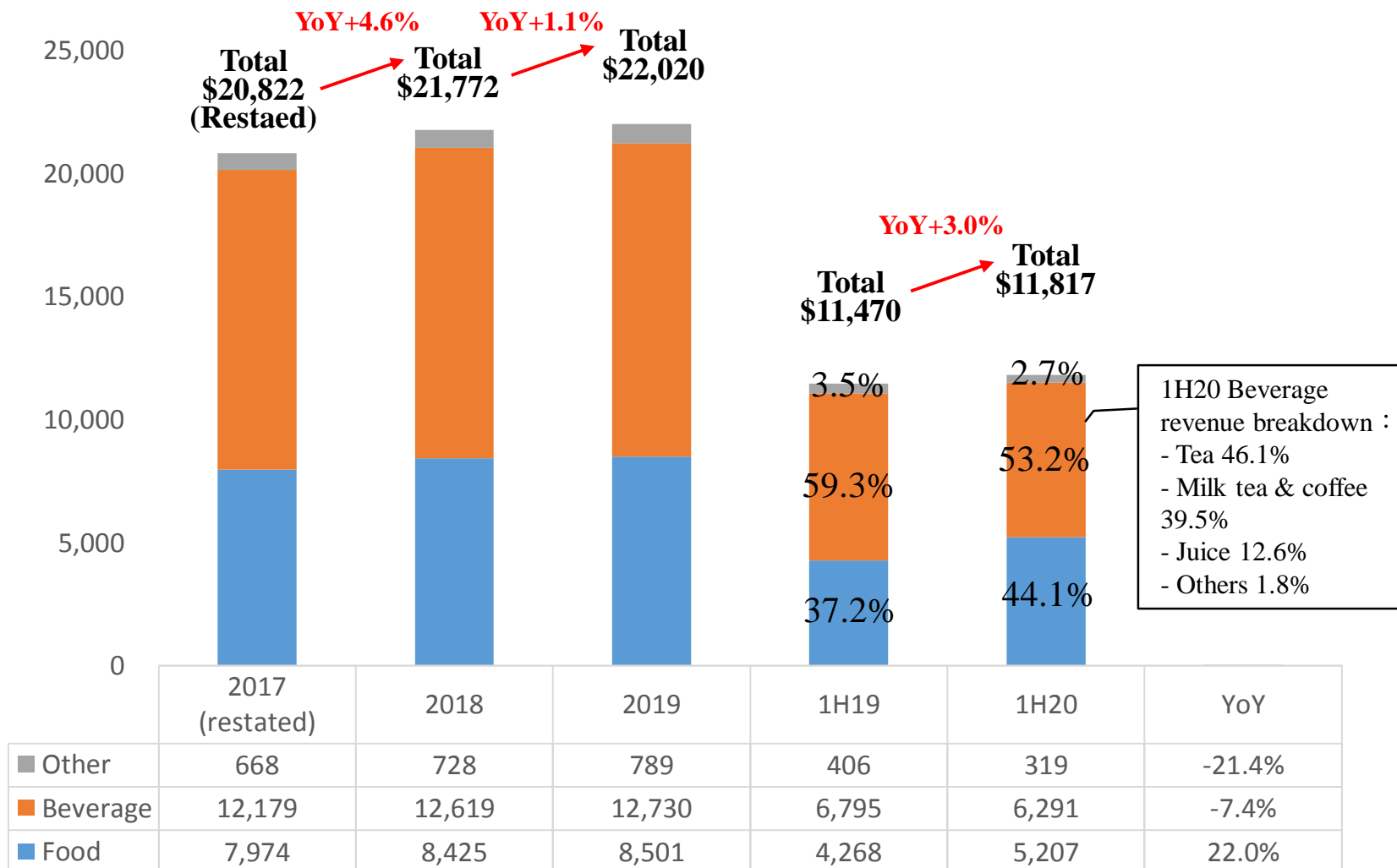
Unit : RMB in Millions

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