



統一企業公司

UNI-PRESIDENT ENTERPRISES CORP.

Ticker:1216 TT

January, 2011



Agenda

1. Uni-President Overview

3

2. Taiwan F&B Business

6

3. CVS & Retail Business

9

4. China F&B Business

16

5. Southeast Asia F&B Business

22

1. Uni-President overview

The Structure of Uni-President Group

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

F&B

Uni-President China (UPCH) (220 HK)

UPEC holds 73.5%

Southeast Asia Holdings
(Vietnam · Indonesia · Thailand · Philippines)

UPEC holds 100%

TTET Union (1232TT)

UPEC holds 30 %
UP Group holds 37.64%

Wei Li Food



UPEC holds 33.3%
Taiwan To.2 Noodle Company

Kuang Chuan



UPEC holds 31.25%
Taiwan To.3 Dairy Company

Distribution & Retail

President Chain Stores (PCSC) (2912TT)



UPEC holds 45.4%

Starbucks (Taiwan & Shanghai)



PCSC holds 30%
UPEC holds 20%

Presicarre Corp.

UPEC holds 20.5%
PCSC holds 19.5%



Nan Lien International

UPEC holds 100%

Others

Ton-Yi Industrial (9907TT)

UPEC holds 45.55%

President International Development (PIDC)

UPEC holds 68.03%

Scinopharm (1789TT)

UPEC holds 39.24%
UP Group holds 50.56%

President Securities (2855TT)

UPEC holds 27.26%;
UP Group holds 32.66%

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

The Highlight of Uni-President Group

Largest F&B Company in Taiwan

- Market Cap US\$5.98bn, QFII ratio 45.33%, 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

Ranked as Top.2 Admired Taiwan Company by WSJ

- Source: The Wall Street Journal's Asia 200 survey in 2010

* Market cap & QFII based on the closing price \$NT42 (US\$1=NT\$30.101) as of Jan 6, 2011

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

2. Taiwan F&B Business

UPEC Key Financials

NT\$m	2009.1-9M		2010.1-9M		
	Amount	% of sales	Amount	% of sales	YoY
Revenue (Consolidated)	224,452		261,101		16.3%
Revenue (Parents)	33,970	100.00%	36,810	100.00%	8.4%
Gross Profit	8,483	24.97%	8,794	23.89%	3.7%
Operating Profit	1,412	4.16%	1,383	3.76%	-2.1%
Net Income	7,220	21.25%	9,913	26.93%	37.3%
EPS (after tax)	1.68		2.31		37.5%

UPEC Historical Key Financials

NT\$m	Y2006		Y2007		Y2008		Y2009	
	Amount	% of sales	Amount	% of sales	Amount	% of sales	Amount	% of sales
Revenue (Consolidated)	257,667		288,592		299,722		290,196	
Revenue (Parents)	42,845	100.00%	46,026	100.00%	49,445	100.00%	44,784	100.00%
Gross Profit	9,971	23.27%	10,165	22.09%	9,520	19.25%	10,827	24.18%
Operating Profit	1,588	3.71%	1,659	3.60%	1,701	3.44%	1,837	4.10%
Net Income	3,607	8.42%	11,017	23.94%	3,601	7.28%	7,861	17.55%
EPS (after tax)	1.01		2.95		0.92		2.02	
ROE	8.0%		20.1%		6.0%		12.95%	
Total Payout Ratio:	119%		85%		96%		89%	
Cash dividend/ share	0.6		2.0		0.44		0.80	
Stock dividend/ share	0.6		0.5		0.44		1.00	

3. CVS & Retail business

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\$4.47bn* , QFII ratio 43.74%.
- **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 ; 44 stores opened as of end Sep, 2010.

* Market cap & QFII Ratio based on closing price \$NT129.5 as of Jan 6, 2011, US\$1=NT\$30.101

PCSC Key Financials

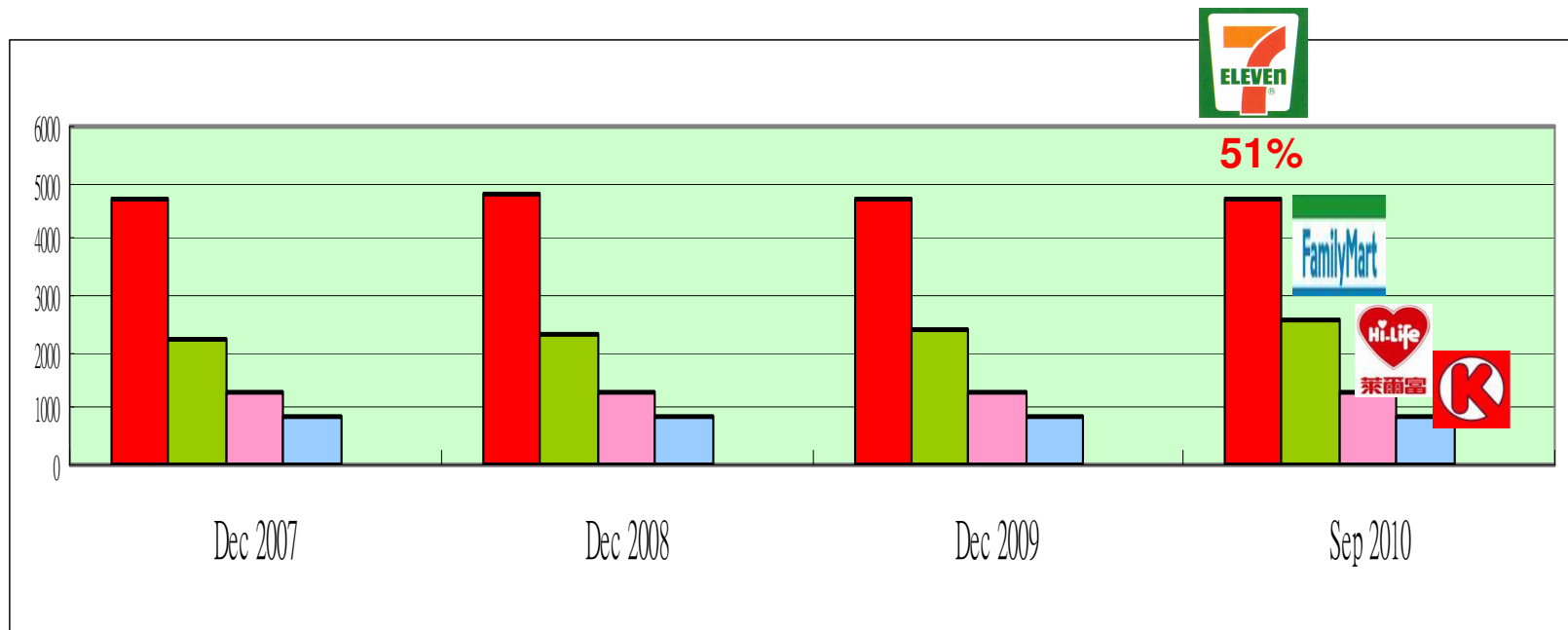
NT\$m	2009.1-9M		2010.1-9M		
	Amount	% of sales	Amount	% of sales	YoY
Revenue (Consolidated)	110,800		124,831		12.7%
Revenue (Parents)	75,853	100.0%	85,487	100.0%	12.7%
Gross Profit	24,550	32.4%	26,738	31.3%	8.9%
Operating Profit	3,554	4.7%	4,130	4.8%	16.2%
Net Income	3,405	4.5%	4,926	5.8%	44.7%
EPS (after tax)	3.28		4.74		44.5%

PCSC Historical Key Financials

NT\$m	Y2006		Y2007		Y2008		Y2009	
	Amount	% of sales	Amount	% of sales	Amount	% of sales	Amount	% of sales
Revenue (Consolidated)	132,945		141,982		145,899		148,278	
Revenue (Parents)	99,980	100.00%	102,364	100.00%	102,191	100.00%	101,756	100.00%
Gross Profit	30,243	30.25%	31,744	31.01%	32,735	32.03%	32,966	32.40%
Operating Profit	4,514	4.51%	4,854	4.74%	4,607	4.51%	4,893	4.81%
Net Income	3,822	3.82%	3,622	3.54%	3,520	3.44%	4,059	3.99%
EPS (after tax)	4.18		3.96		3.85		3.90	
ROE	24.53%		22.47%		21.53%		22.95%	
Total Payout Ratio:	84%		81%		88%		92%	
Cash dividend/ share	3.50		3.20		2.04		3.60	
Stock dividend/ share	0.00		0.00		1.36		0.00	

PCSC's Market Share in Taiwan

Number of Convenience Stores in Taiwan



	Dec 2007	Dec 2008	Dec 2009	Sep 2010
 7-ELEVEN Chain	4,705	4,800	4,750	4,729
 Family Mart Chain	2,228	2,324	2,394	2,535
 Hi-Life Chain	1,296	1,244	1,252	1,250
 OK Chain	818	826	829	844

PCSC's Major Retail Scopes in Taiwan

Convenience Store

7-ELEVEN



PCSC holds 100%
of stores: 4,729

Drugstore

Cosmed Taiwan



PCSC holds 100%
of stores: 320

Merchandise Stores

MUJI



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

Department Store

Hankyu



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

Shopping Mall

Dream Mall

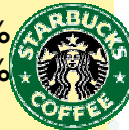


PCSC holds 19%
UPEC holds 40.5%
PIDC holds 40.5%
of store: 1

PCSC

Restaurants

Starbucks Taiwan



PCSC holds 30%
UPEC holds 20%
of stores: 227

Cold Stone Creamery



PCSC holds 100%
of stores: 24

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%



7Net
PCSC holds 100%

* Store No. is as of end Sep, 2010

PCSC's Major Retail Scopes Overseas

China

Convenience Store

Shanghai 7-ELEVEN

PCSC holds 100%
of stores: 44



Drugstore

Shenzhen Cosmed

PCSC holds 65%
of stores: 6



Supermarket

Shandong Uni-Mart

PCSC holds 55%
of stores: 138



Hypermarket

Sichuan Uni-Mart

PCSC holds 100%
of stores: 4



Restaurants

Shanghai Starbucks

PCSC holds: 30%
UPEC holds: 20%
of stores: 188



Cold Stone Creamery

PCSC holds 100%
of stores: 43



Shanghai Afternoon Tea

PCSC holds 51%
of stores: 4



Afternoon Tea

Shanghai Mister Donut

PCSC holds 50%
of stores: 10



Southeast Asia

Convenience Store

Philippine 7-ELEVEN

PCSC holds 56.59%
of stores: 520



Supermarket

Vietnam Uni-Mart

PCSC holds 51%
of stores: 1



4. China F&B Business

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\$2.06bn*.
- 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 \$4.46HKD as of Jan 6, 2011, US\$1=HK\$7.7743

UPCH Key Financials

USD in thousands	2010. 1-9M	2009. 1-9M	YoY
Reported Net Profit	71,701	94,537	-24.16%

RMB in thousands	2010. 1-6M	2009. 1-6M	YoY
Reported Net Profit	298,335	426,845	-30.11%

USD in thousands	2010. 1-3M	2009. 1-3M	YoY
Reported Net Profit	19,235	34,229	-43.80%

□ Cash Position as at June 30, 2010:

- Cash&cash equivalents: RMB2.5bn & Other current financial assets: RMB1.1bn

□ Dividend Policy

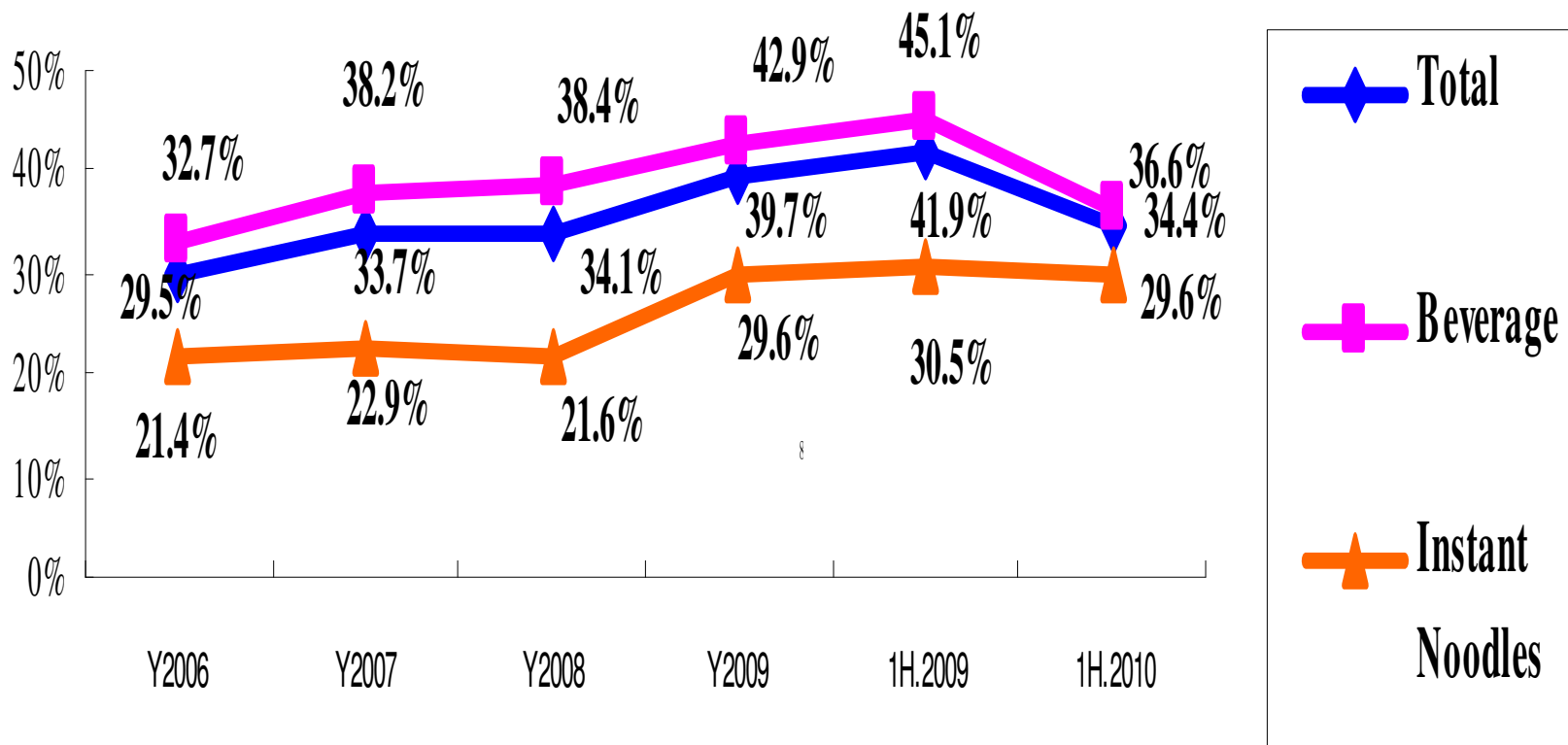
RMB/ cents	Y2009	Y2008
	Actual	Actual
Final dividend per share	5.875	2.866
Special dividend per share	3.917	1.910
Total dividend per share	9.792	4.776
Total dividend amount	352M	172M
Payout ratio	30%+20%	30%+20%

UPCH Historical Key Financials

RMBm	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 :



Strategic Alliances & Partnerships in China

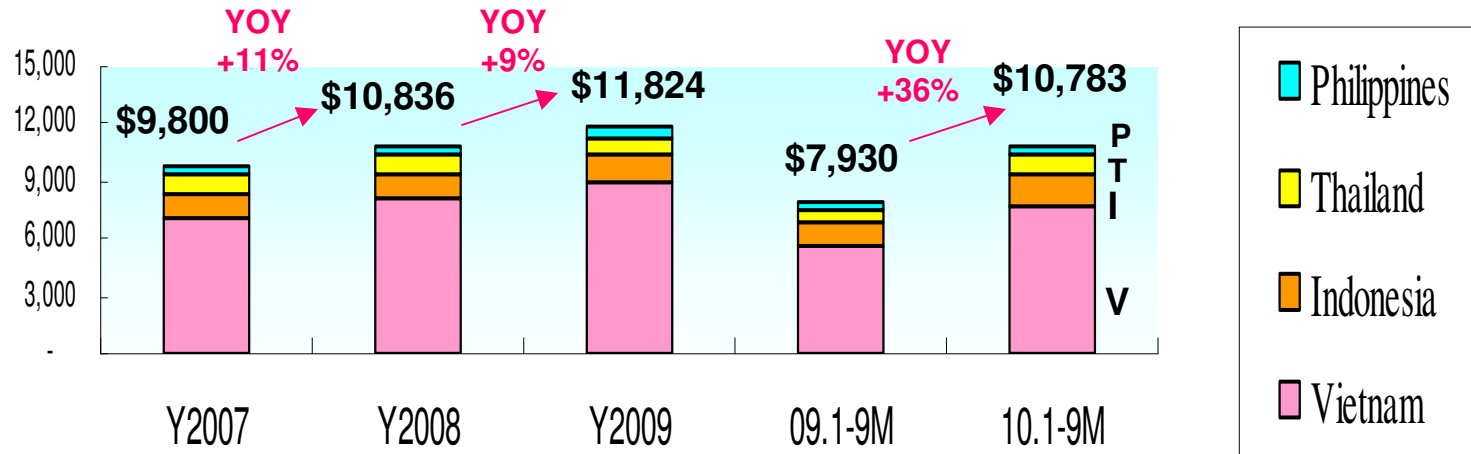
Company	Stake	Remark	Area of cooperation
 Jinmailang JV	50%	“Nissin Hualong Food (Jinmailang brand)” is 2nd largest instant noodle manufacturer in China.	Jinmailang is UPCH’s OEM partner in manufacturing bottled water. The JV is in China beverages segment.
 Andre Juice (8259 HK)	15%	One of the largest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

Ticker:1216 TT

2011年1月



議 程

1. 統一集團簡介

3

2. 統一企業台灣事業(1216TT)

6

3. 統一超商流通零售事業(2912TT)

9

4. 統一中國控股(220HK))

16

5. 統一東南亞事業

22

1. 統一集團簡介

統一集團之組織架構表

台灣食品飲料：統一企業 (UPEC) (1216 TT)

食品飲料

統一中國控股
(UPCH) (220 HK)

統一企業持有 73.5%

統一東南亞控股
(越南、印尼、
泰國、菲律賓)

統一企業持有 100%

大統益 (1232TT)



統一企業持有 30 %
統一集團共持有 37.64%

維力食品



統一企業持有 33.3%
台灣第二大速食麵公司

光泉牧場



統一企業持有 31.25%
台灣第三大乳製品公司

流通與零售

統一超商(PCSC)
(2912TT)



統一企業持有 45.4%

星巴克(台灣
& 上海)



統一超商持有 30%
統一企業持有 20%

台灣家福



統一企業持有 20.5%
統一超商持有 19.5%

南聯國際貿易

統一企業持有 100%

其他

統一實業
(9907TT)

統一企業持有 45.55%

統一國際開發
(PIDC)

統一企業持有 68.03%

台灣神隆
(1789TT)

統一企業持有 39.24%
統一集團共持有 50.56%

統一證券
(2855TT)

統一企業持有 27.26%;
統一集團共持有 32.66%

* 以上架構表只包括統一集團之主要關係企業。

集團簡介

台灣最大食品公司

- 市值 \$5.98*，外資持股率45.33%，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

獲選華爾街日報“Top. 2 Admired Taiwan Company”

- 資料來源: The Wall Street Journal's Asia 200 survey in 2010

* 市值以 Jan 6, 2011 收盤價\$NT42計算，匯率US\$1=NT\$30.101

** 總資產及年營收資料擷取自2009年合併報表。

2. 統一企業台灣事業(1216TT)

統一企業2010年前三季財務摘要

台幣百萬	2009.1-9月		2010.1-9月		
	金額	佔營收比	金額	佔營收比	YoY
營業收入 (合併)	224,452		261,101		16.3%
營業收入 (母公司)	33,970	100.00%	36,810	100.00%	8.4%
毛利額	8,483	24.97%	8,794	23.89%	3.7%
營業利益	1,412	4.16%	1,383	3.76%	-2.1%
稅後淨利	7,220	21.25%	9,913	26.93%	37.3%
稅後每股盈餘	1.68		2.31		37.5%

統一企業歷史財務摘要

台幣百萬	Y2006		Y2007		Y2008		Y2009	
	金額	佔營收比	金額	佔營收比	金額	佔營收比	金額	佔營收比
營業收入 (合併)	257,667		288,592		299,722		290,196	
營業收入 (母公司)	42,845	100.00%	46,026	100.00%	49,445	100.00%	44,784	100.00%
毛利額	9,971	23.27%	10,165	22.09%	9,520	19.25%	10,827	24.18%
營業利益	1,588	3.71%	1,659	3.60%	1,701	3.44%	1,837	4.10%
稅後淨利	3,607	8.42%	11,017	23.94%	3,601	7.28%	7,861	17.55%
稅後每股盈餘	1.01		2.95		0.92		2.02	
股東權益報酬率	8.0%		20.1%		6.0%		12.95%	
總股利發放率：	119%		85%		96%		89%	
每股現金股利	0.6		2.0		0.44		0.80	
每股股票股利	0.6		0.5		0.44		1.00	

3.統一超商零售流通事業(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\$4.47bn*，外資持股比率 43.74%。
- **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2010年9月底於上海開設44間7-Eleven。

* 市值及外資持股率是根據 Jan 6, 2011 之收盤價 \$NT129.5 (US\$1=NT\$30.101)

統一超商2010年前三季財務摘要

台幣百萬	2009.1-9月		2010.1-9月		
	金額	佔營收比	金額	佔營收比	YoY
營業收入(合併)	110,800		124,831		12.7%
營業收入(母公司)	75,853	100.0%	85,487	100.0%	12.7%
毛利額	24,550	32.4%	26,738	31.3%	8.9%
營業利益	3,554	4.7%	4,130	4.8%	16.2%
稅後淨利	3,405	4.5%	4,926	5.8%	44.7%
稅後每股盈餘	3.28		4.74		44.5%

統一超商歷史財務摘要

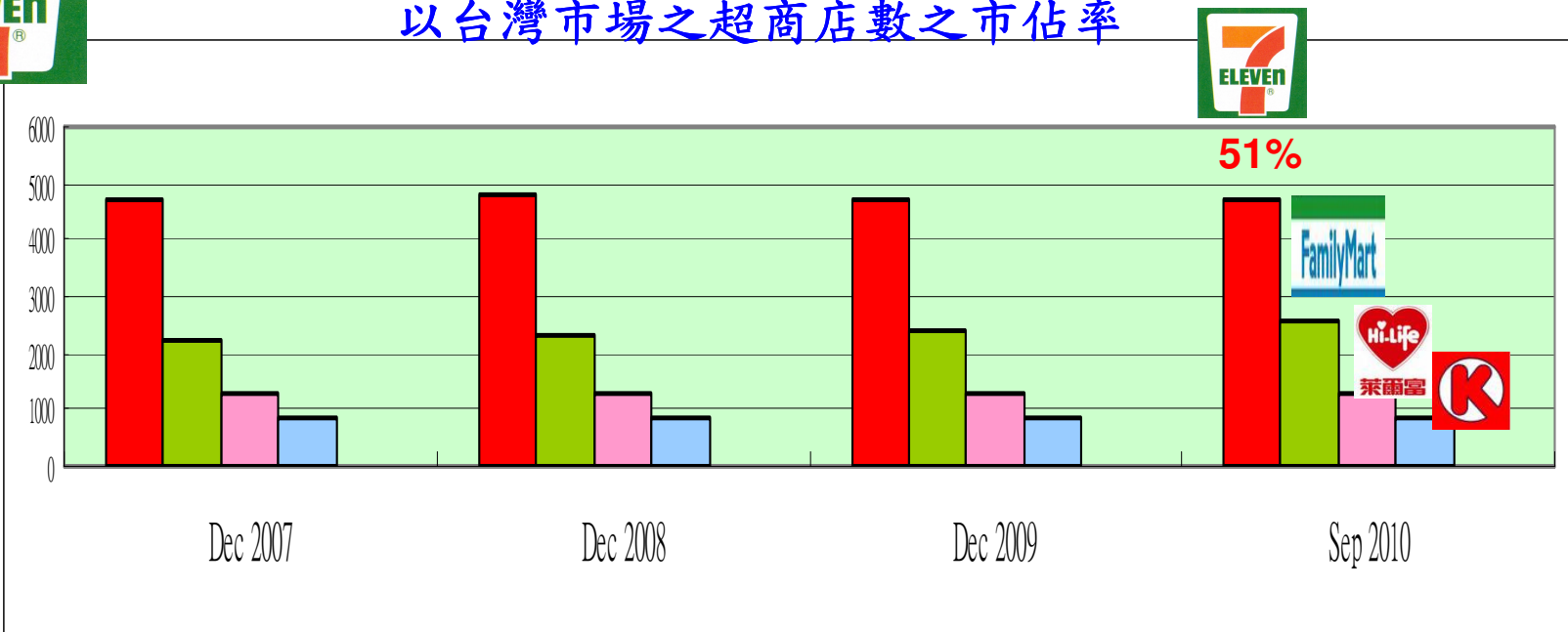
台幣百萬	Y2006		Y2007		Y2008		Y2009	
	金額	佔營收比	金額	佔營收比	金額	佔營收比	金額	佔營收比
營業收入 (合併)	132,945		141,982		145,899		148,278	
營業收入 (母公司)	99,980	100.00%	102,364	100.00%	102,191	100.00%	101,756	100.00%
毛利額	30,243	30.25%	31,744	31.01%	32,735	32.03%	32,966	32.40%
營業利益	4,514	4.51%	4,854	4.74%	4,607	4.51%	4,893	4.81%
稅後淨利	3,822	3.82%	3,622	3.54%	3,520	3.44%	4,059	3.99%
稅後每股盈餘	4.18		3.96		3.85		3.90	
股東權益報酬率	24.53%		22.47%		21.53%		22.95%	
總股利發放率：	84%		81%		88%		92%	
每股現金股利	3.50		3.20		2.04		3.60	
每股股票股利	0.00		0.00		1.36		0.00	

台灣7-11之市佔率



統一超商. (2912TT)

以台灣市場之超商店數之市佔率



	Dec 2007	Dec 2008	Dec 2009	Sep 2010
 7-ELEVEN Chain	4,705	4,800	4,750	4,729
 Family Mart Chain	2,228	2,324	2,394	2,535
 Hi-Life Chain	1,296	1,244	1,252	1,250
 OK Chain	818	826	829	844

台灣流通事業版圖

便利超商

台灣7-ELEVEN



PCSC holds 100%
of stores: 4,729

藥妝店

台灣康是美



PCSC holds 100%
of stores: 320

生活用品店

台灣無印良品



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

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: 227

台灣

Cold Stone



PCSC holds 100%
of stores: 24

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%

* 店數為截至2010年9月底

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: 44



藥妝店

深圳康是美

PCSC holds 65%
of stores: 6



超市

山東Uni-Mart

PCSC holds 55%
of stores: 138



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: 188



上海Cold Stone

PCSC holds 100%
of stores: 43



上海 Afternoon Tea

PCSC holds 51%
of stores: 4



Afternoon Tea

上海 Mister Donut

PCSC holds 50%
of stores: 10



東南亞市場

便利超商

菲律賓 7-ELEVEN

PCSC holds 56.59%
of stores: 520



超市

越南 Uni-Mart

PCSC holds 51%
of stores: 1



* 店數為截至2010年9月底

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\$2.06bn*.
- ◆ 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\$4.46 HKD 為 Jan 6, 2011當日收盤價, US\$1=HK\$7.7743

統一中控2010年前三季之稅後淨利

美金千元	2010. 1-9月	2009. 1-9月	YoY
稅後淨利	71,701	94,537	-24.16%

人民幣千元	2010. 1-6月	2009. 1-6月	YoY
稅後淨利	298,335	426,845	-30.11%

美金千元	2010. 1-3月	2009. 1-3月	YoY
稅後淨利	19,235	34,229	-43.80%

□ 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：

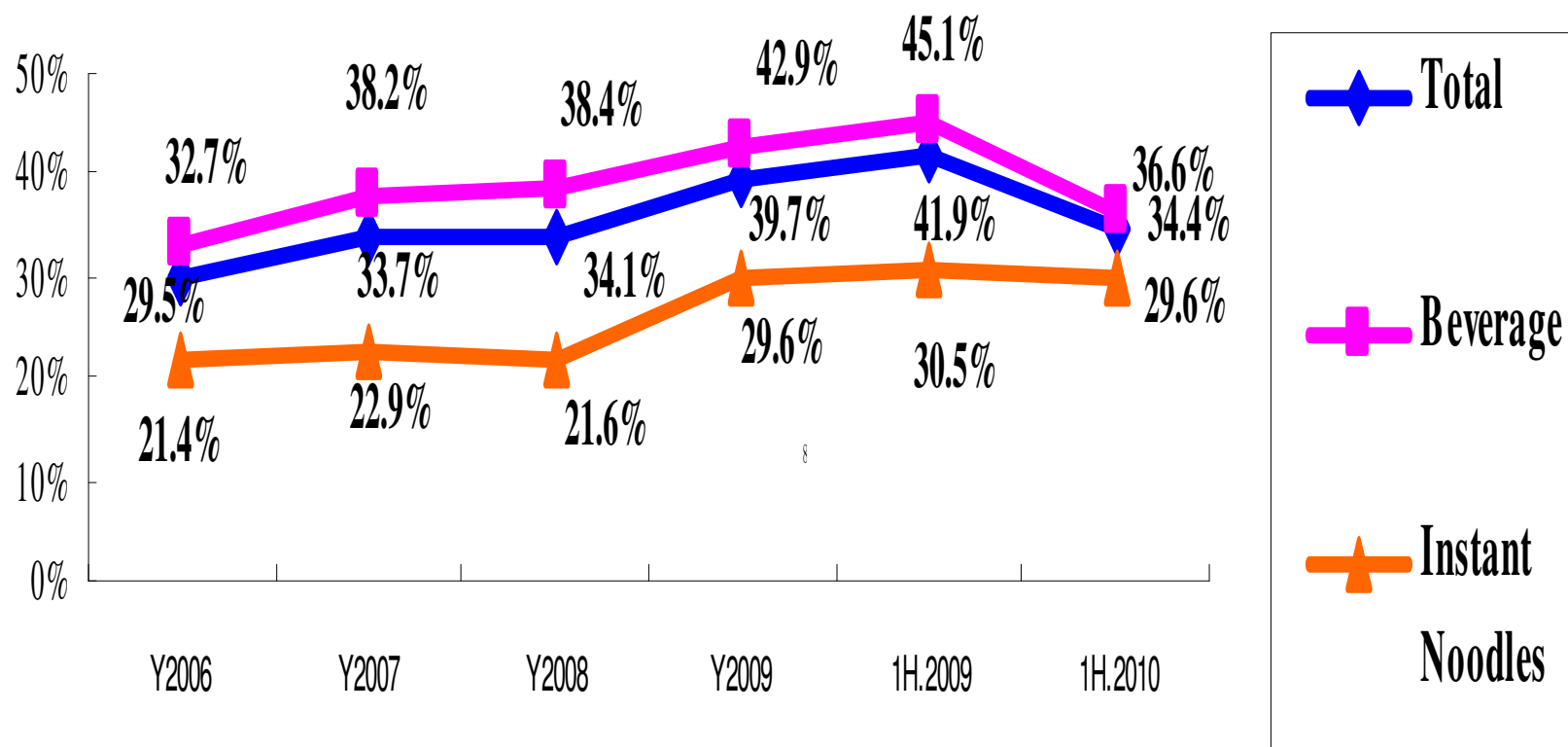
RMB/ cents	Y2009	Y2008
	實際	實際
每股期末股利	5.875	2.866
每股特別股利	3.917	1.910
每股股利合計	9.792	4.776
總股利金額	3.52億元	1.72億元
股利發放比率	30%+20%	30%+20%

統一中控歷史財務摘要

人民幣百萬	Y2008		Y2009			1H.2009		1H.2010		
	金額	佔營收比	金額	佔營收比	YoY	金額	佔營收比	金額	佔營收比	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%
稅前利益	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%
稅後每股盈餘 (reported) (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

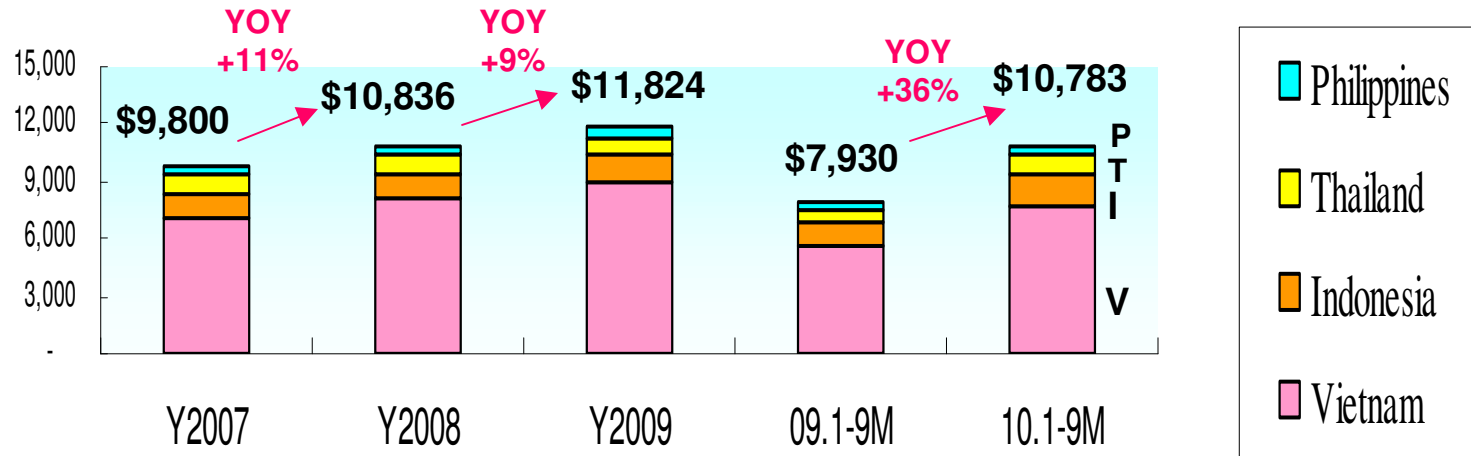
藉由進入中國乳製品市場

5. 統一東南亞事業

F&B Business in Southeast Asia

台幣百萬

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