



統一企業公司

UNI-PRESIDENT ENTERPRISES CORP.

Ticker:1216 TT

2011 1H Analyst Meeting

Aug. 31, 2011



來一客
One More Cup

統一麵®

純喫茶



統一AB優酪乳

茶皇

Agenda

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1.Uni-President Key Financials

UPEC Key Financials

NT\$m	Y2009		Y2010			Y2010 1H		Y2011 1H		
	Amount	% of sales	Amount	% of sales	YoY	Amount	% of sales	Amount	% of sales	YoY
Revenue (Consolidated)	290,196		343,420		18.3%	161,085				
Revenue (Parents)	44,784	100.0%	48,962	100.0%	9.3%	22,889	100.0%	25,285	100.0%	10.5%
Gross Profit	10,827	24.2%	11,376	23.2%	5.1%	5,396	23.6%	5,858	23.2%	8.6%
Operating Profit	1,837	4.1%	1,758	3.6%	-4.3%	825	3.6%	1,032	4.1%	25.1%
Net Income	7,861	17.6%	10,929	22.3%	39.0%	6,216	27.2%	4,683	18.5%	-24.7%
EPS (after tax)	1.83		2.55		39.3%	1.37		1.03		-24.8%

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	

2.China F&B Business

UPCH Key Financials

RMBm	Y2009		Y2010		Y2010 1H		Y2011 1H		
	Amount	% of sales	Amount	% of sales	Amount	% of sales	Amount	% of sales	YoY
Revenue	9,109	72.3%	12,591	100.0%	6,164	100.0%	8,799	100.0%	42.8%
Gross Profit	3,617	28.7%	4,043	32.1%	2,123	34.4%	2,481	28.2%	16.9%
Operating Profit	767	6.1%	558	4.4%	343	5.6%	156	1.8%	-54.6%
Pre-tax Profit	896	7.1%	682	5.4%	398	6.5%	227	2.6%	-42.8%
Net Profit	705	5.6%	519	4.1%	298	4.8%	177	2.0%	-40.8%
Reported EPS (cents)	19.58		14.42		8.29		4.91		
ROE	11.56%		7.92%						

Strategic Alliances & Partnerships in China

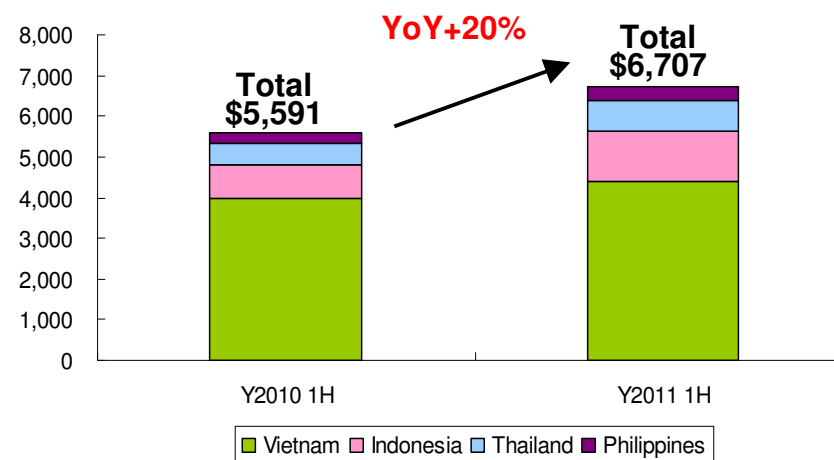
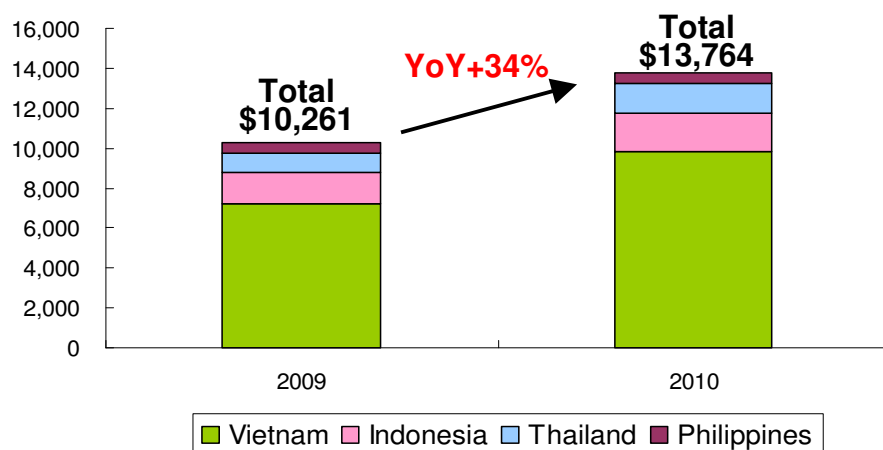
Company	Stake	Remark	Area of cooperation
 Jinmailang JV	50%	“Nissin Hualong Food (Jinmailang brand)” is 2nd largest instant noodle manufacturer in China.	Jinmailang is UPCH’s OEM partner in manufacturing bottled water. The JV is in China beverages segment.
 Andre Juice (2218 HK)	15%	One of the largest apple juice concentrate suppliers in China	Raw material supply
 Wondersun Dairy	9%	Leading milk powder brand in China	Exposure to dairy market

3. Southeast Asia 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 Asia 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 with 58% market share

Uni-President Philippines (owned 100%)

Instant Noodles

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