



統一企業公司

UNI-PRESIDENT ENTERPRISES CORP.

Ticker:1216 TT

Uni-President 2011Q3 Results



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

20

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 37.71%
UP Group holds 48.15%

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\$5.97bn, QFII ratio 45.21%, total assets US\$9.0bn, and revenue US\$10.9bn.
- Vertical integration from manufacturing, distribution to retailing.

Top 3 F&B Company in China

- **Top. 2** position in Tea and Instant Noodles & **Top 3** position in Juice

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 \$NT41.85 (US\$1=NT\$30.063) as of Oct27, 2011

* * Total assets and revenue were consolidated-based in 2010 (US\$1=NT\$31.52).

2. Taiwan F&B Business

UPEC Key Financials

| NT\$m | Y2009 | | Y2010 | | | 2010.1-9M | | 2011.1-9M | | |
|------------------------|---------|------------|---------|------------|-------|-----------|------------|-----------|------------|---------|
| | Amount | % of sales | Amount | % of sales | YoY | Amount | % of sales | Amount | % of sales | YoY |
| Revenue (Consolidated) | 290,196 | | 343,420 | | 18.3% | 261,101 | | | | -100.0% |
| Revenue (Parents) | 44,784 | 100.0% | 48,962 | 100.0% | 9.3% | 36,810 | 100.0% | 39,898 | 100.0% | 8.4% |
| Gross Profit | 10,827 | 24.2% | 11,376 | 23.2% | 5.1% | 8,794 | 23.9% | 9,291 | 23.3% | 5.7% |
| Operating Profit | 1,837 | 4.1% | 1,758 | 3.6% | -4.3% | 1,383 | 3.8% | 1,636 | 4.1% | 18.3% |
| Net Income | 7,861 | 17.6% | 10,929 | 22.3% | 39.0% | 9,913 | 26.9% | 7,740 | 19.4% | -21.9% |
| EPS (after tax) | 1.83 | | 2.55 | | 39.3% | 2.18 | | 1.70 | 0.0% | -22.0% |
| ROE | 12.95% | | 16.27% | | | | | | | |
| Total Payout Ratio: | 98% | | 78% | | | | | | | |
| Cash dividend/share | 0.80 | | 1.40 | | | | | | | |
| Stock dividend/share | 1.00 | | 0.60 | | | | | | | |

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\$5.95bn* , QFII ratio 43.81%.
- **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 ; 60 stores opened as of end March, 2011.

* Market cap & QFII Ratio based on closing price \$NT172.0 as of Oct27, 2011, US\$1=NT\$30.063

PCSC Key Financials

| NT\$m | Y2009 | | Y2010 | | | 2010.1-9M | | 2011.1-9M | | |
|------------------------|---------|------------|---------|------------|-------|-----------|------------|-----------|------------|-------|
| | Amount | % of sales | Amount | % of sales | YoY | Amount | % of sales | Amount | % of sales | YoY |
| Revenue (Consolidated) | 148,278 | | 169,917 | | 14.6% | 124,831 | | | | |
| Revenue (Parents) | 101,756 | 100.0% | 114,664 | 100.0% | 12.7% | 85,487 | 100.0% | 90,732 | 100.0% | 6.1% |
| Gross Profit | 32,966 | 32.4% | 35,923 | 31.3% | 9.0% | 26,738 | 31.3% | 28,478 | 31.4% | 6.5% |
| Operating Profit | 4,893 | 4.8% | 5,527 | 4.8% | 13.0% | 4,130 | 4.8% | 4,563 | 5.0% | 10.5% |
| Net Income | 4,059 | 4.0% | 5,726 | 5.0% | 41.1% | 4,926 | 5.8% | 5,456 | 6.0% | 10.8% |
| EPS (after tax) | 3.90 | | 5.51 | | 41.3% | 4.74 | | 5.25 | | 10.8% |

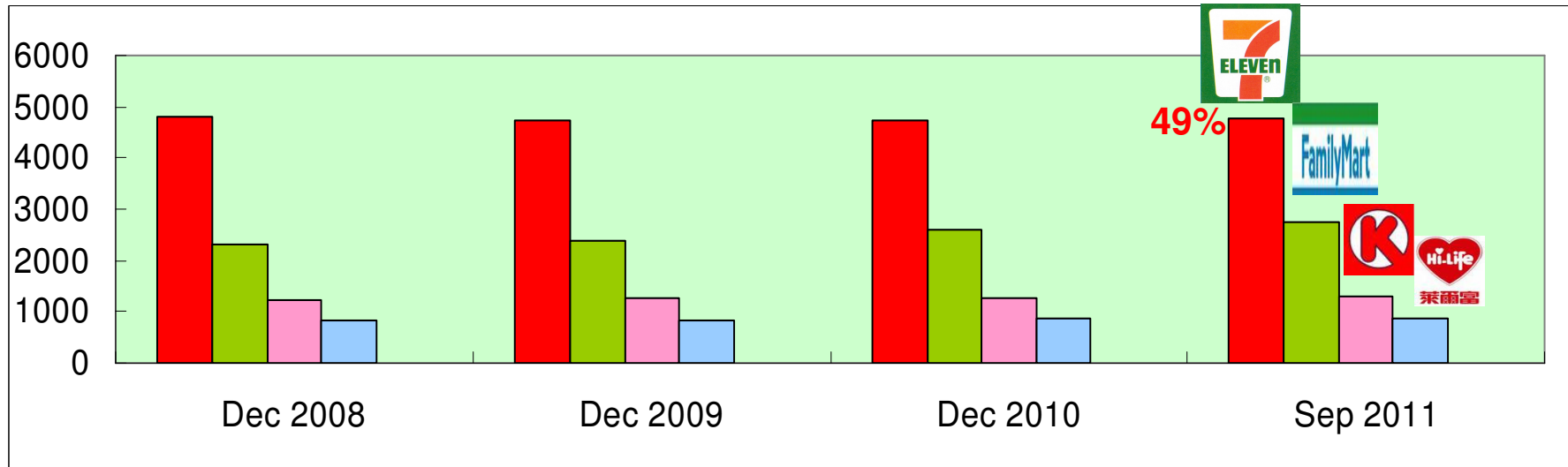
* Dividend policy in 2010: Cash payout ratio 89% (cash dividend/per share=NT\$4.9)

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 2008 | Dec 2009 | Dec 2010 | Sep 2011 |
|--|----------|----------|----------|----------|
| ■ 7-ELEVEN Chain | 4,800 | 4,750 | 4,750 | 4,780 |
| ■ Family Mart Chain | 2,324 | 2,394 | 2,593 | 2,764 |
| ■ Hi-Life Chain | 1,244 | 1,252 | 1,254 | 1,289 |
| ■ OK Chain | 826 | 829 | 850 | 859 |

PCSC's Major Retail Scopes in Taiwan

Convenience Store

7-ELEVEN



PCSC holds 100%
of stores: 4,780

Drugstore

Cosmed Taiwan



PCSC holds 100%
of stores: 347

Merchandise Stores

MUJI



PCSC holds 51%
of stores: 22

Department Store

Hankyu



PCSC holds 70%
UPEC holds 30%
of store: 2

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: 248

Cold Stone Creamery



PCSC holds 100%
of stores: 31

Afternoon Tea



PCSC holds 51%
of stores: 9

Mister Donut



PCSC holds 50%
of stores: 49

Distribution & Logistics

Retail Support International



UP Group holds 65%

Uni-President Cold-Chain



UP Group holds 100%

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, 2011

PCSC's Major Retail Scopes Overseas

China

Convenience Store

Shanghai 7-ELEVEN

PCSC holds 100 %
of stores: 82



Restaurants

Shanghai Starbucks

PCSC holds: 30 %
UPEC holds: 20 %
of stores: 220



Drugstore

Shenzhen Cosmed

PCSC holds 65 %
of stores: 7



Cold Stone Creamery

PCSC holds 100 %
of stores: 47



Supermarket

Shandong Uni-Mart

PCSC holds 55 %
of stores: 162



Shanghai Afternoon Tea

PCSC holds 51 %
of stores: 3



Hypermarket

Sichuan Uni-Mart

PCSC holds 40 %
of stores: 5



Shanghai Mister Donut

PCSC holds 50 %
of stores: 16



Southeast Asia

Convenience Store

Philippine 7-ELEVEN

PCSC holds 56.59 %
of stores: 632



Supermarket

Vietnam Uni-Mart

PCSC holds 51 %
of stores: 1



* Store No. is as of end Sep, 2011

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\$2.23bn*.
- Strong market position : Top.2 in RTD Tea & Instant Noodles ; Top.3 in Diluted Juice.
- 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 \$4.82HKD as of Oct27, 2011, US\$1=HK\$7.7713

UPCH Key Financials

| USD in thousands | 2011.1-9M | 2010.1-9M | YoY |
|----------------------------|------------------|------------------|------------|
| Reported Net Profit | 46,840 | 71,701 | -34.67% |




| RMB in thousands | 2011.1-6M | 2010.1-6M | YoY |
|----------------------------|------------------|------------------|------------|
| Reported Net Profit | 176,577 | 298,335 | -40.81% |

| USD in thousands | 2011.1-3M | 2010.1-3M | YoY |
|----------------------------|------------------|------------------|------------|
| Reported Net Profit | 10,229 | 19,235 | -46.82% |

UPCH Historical 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

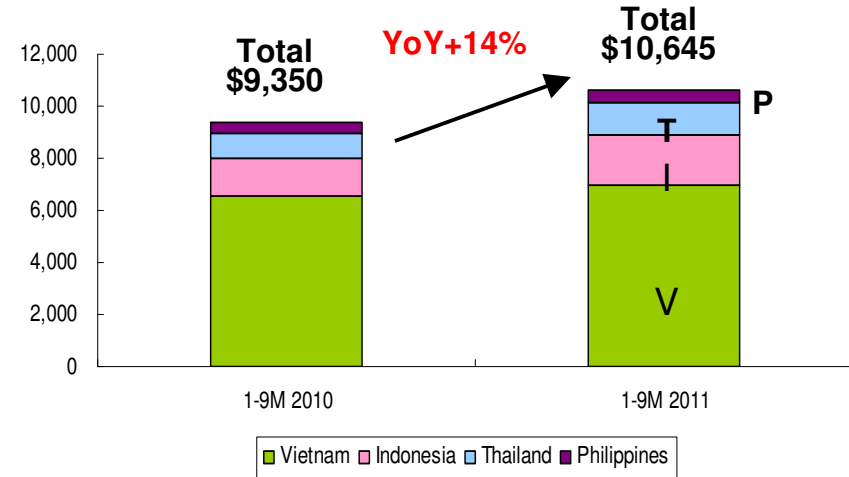
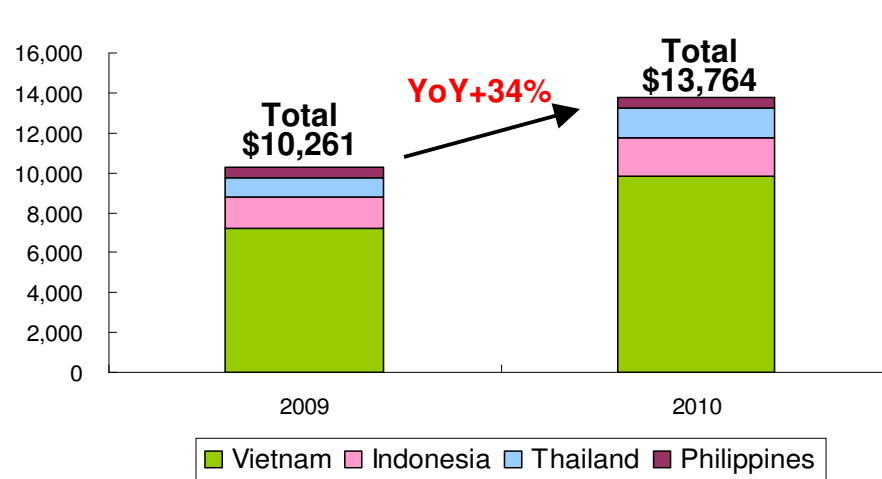
| Company | Stake | Remark | Area of cooperation |
|---|------------|---|--|
|  Jinmailang JV | 50% | “Nissin Hualong Food (Jinmailang brand)” is 2nd largest instant noodle manufacturer in China. | Jinmailang is UPCH’s OEM partner in manufacturing bottled water. The JV is in China beverages segment. |
|  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 |

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 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