



統一企業公司

UNI-PRESIDENT ENTERPRISES CORP.

Ticker:1216 TT

April 2012



# Agenda

**1. Uni-President (UPEC 1216TT) Key Financials**

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

**3. Southeast Asia Business**

## **1. Uni-President (UPEC 1216TT) Key Financials**

# UPEC Key Financials

NT\$m	Y2008		Y2009		Y2010		Y2011		
	Amount	% of sales	Amount	% of sales	Amount	% of sales	Amount	% of sales	YoY
Revenue (Consolidated)	299,722		290,196		343,420		388,028		13.0%
Revenue (Parents)	49,445	100.0%	44,784	100.0%	48,962	100.0%	51,830	100.0%	5.9%
Gross Profit	9,655	19.5%	10,827	24.2%	11,376	23.2%	12,007	23.2%	5.5%
Operating Profit	1,836	3.7%	1,837	4.1%	1,758	3.6%	1,866	3.6%	6.1%
Net Income	3,601	7.3%	7,861	17.6%	10,929	22.3%	9,448	18.2%	-13.6%
EPS (after tax)	0.96		2.02		2.55		2.08		-18.4%
ROE	6.0%		12.95%		16.27%		13.18%		
Total Payout Ratio:	92%		89%		78%		82%		
Cash dividend/share	0.44		0.80		1.40		1.00		
Stock dividend/share	0.44		1.00		0.60		0.70		

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

## UPCH Historical Key Financials

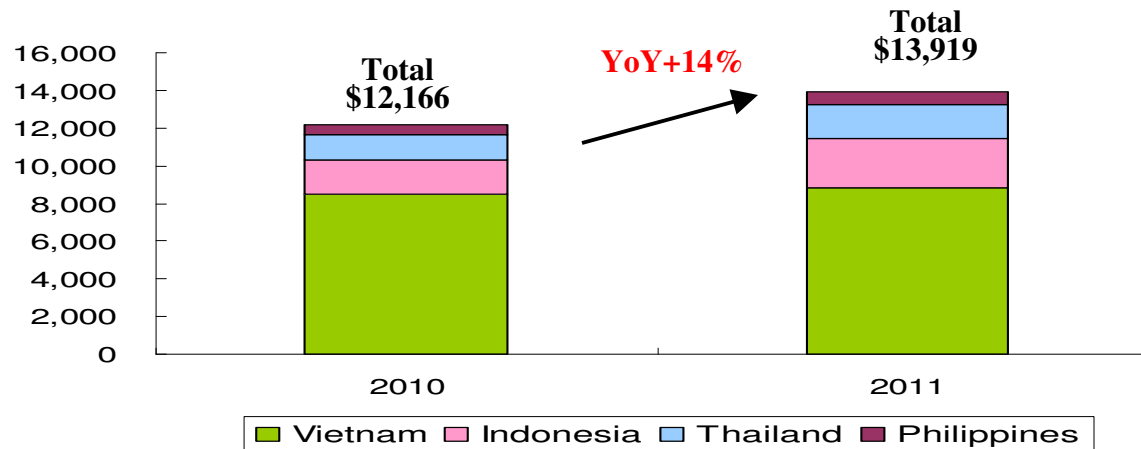
RMBm	Y2008		Y2009		Y2010		Y2011		
	Amount	% of sales	Amount	% of sales	Amount	% of sales	Amount	% of sales	YoY
Revenue	9,242	100.0%	9,109	100.0%	12,591	100.0%	16,932	100.0%	34.5%
Gross Profit	3,156	34.1%	3,617	39.7%	4,043	32.1%	4,943	29.2%	22.3%
Operating Profit	520	5.6%	767	8.4%	558	4.4%	261	1.5%	-53.2%
Pre-tax Profit	442	4.8%	896	9.8%	682	5.4%	396	2.3%	-41.9%
Net Profit	344	3.7%	705	7.7%	519	4.1%	312	1.8%	-39.9%
Reported EPS (cents)	9.56		19.58		14.42		8.67		
Final dividend/share(cents)	2.866		5.875		4.326		2.600		
Special dividend/share (cents)	1.910		3.917		0		0		
Total dividend payout ratio	30%+20%		30%+20%		30%		30%		

### **3. Southeast Asia Business**

# Business in Southeast Asia

NT\$m

## Southeast Asia Sales



### Uni-President Vietnam (owned 100%)

**Aquatic Feeds, Flours,  
Instant Noodles, Beverage**

- ◆ Market share of shrimp feeds: 35% ( No.1)
- ◆ Export the feeds to Malaysia 、 Singapore and India

### Uni-President Indonesia (owned 49%)

**Beverage 、 Instant Noodles**

- ◆ Market share of “Nu” Green Tea: 60.1% in 2011 (No.1) and 2011 sales increased by 25.5% YoY.
- ◆ The spicy flavor instant noodle is one of the leading position.
- ◆ Continue to expand beverage business

### Uni-President Thailand (owned 100%)

**Beverage**

- ◆ Focus on RTD Juice 、 RTD Vegetable & Fruit Juice, and RTD Tea.
- ◆ Market share of “Unif 100% Vegetable & Fruit Juice: 65.7% (No.1) and 2011 sales increased by 18.8% YoY.

### Uni-President Philippines (owned 100%)

**Instant Noodles**

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