



統一企業公司

UNI-PRESIDENT ENTERPRISES CORP.

Ticker:1216 TT

2012 First Half Result



Agenda

1. Uni-President Overview

2. Taiwan F&B Business (UPEC 1216TT)

3. CVS & Retail Business (PCSC 2912TT)

4. China F&B Business (UPCH 220HK)

5. Southeast Asia Business

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 37.94%
UP Group holds 48.37%

President Securities (2855TT)

UPEC holds 27.71%;
UP Group holds 33.11%

* 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\$7.94bn, QFII ratio 51.13%, total assets US\$10.59bn, and revenue US\$13.18bn.
- 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

* Market cap & QFII based on the closing price \$NT51.4 (US\$1=NT\$29.402) as of Oct 1, 2012

* * Total assets and revenue were consolidated-based in 2011.

2. Taiwan F&B Business (UPEC 1216 TT)

UPEC Key Financials

NT\$m	Y2010		Y2011		2011.1-6M		2012.1-6M		
	Amount	% of sales	Amount	% of sales	Amount	% of sales	Amount	% of sales	YoY
Revenue (Consolidated)	343,420		388,028		186,343		208,408		11.8%
Revenue (Parents)	48,962	100.0%	51,830	100.0%	25,285	100.0%	22,932	100.0%	-9.3%
Gross Profit	11,376	23.2%	12,007	23.2%	5,858	23.2%	6,349	27.7%	8.4%
Operating Profit	1,758	3.6%	1,866	3.6%	1,032	4.1%	1,028	4.5%	-0.4%
Net Income	10,929	22.3%	9,448	18.2%	4,683	18.5%	6,233	27.2%	33.1%
EPS (after tax)	2.55		2.08		0.96		1.28		33.3%
ROE	16.27%		13.18%						
Total Payout Ratio:	78%		82%						
Cash dividend/share	1.40		1.00						
Stock dividend/share	0.60		0.70						

3. CVS & Retail Business (PCSC 2912TT)

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\$5.53bn* , QFII ratio 40.46%.
- **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 ; 100 stores opened as of end June, 2012.

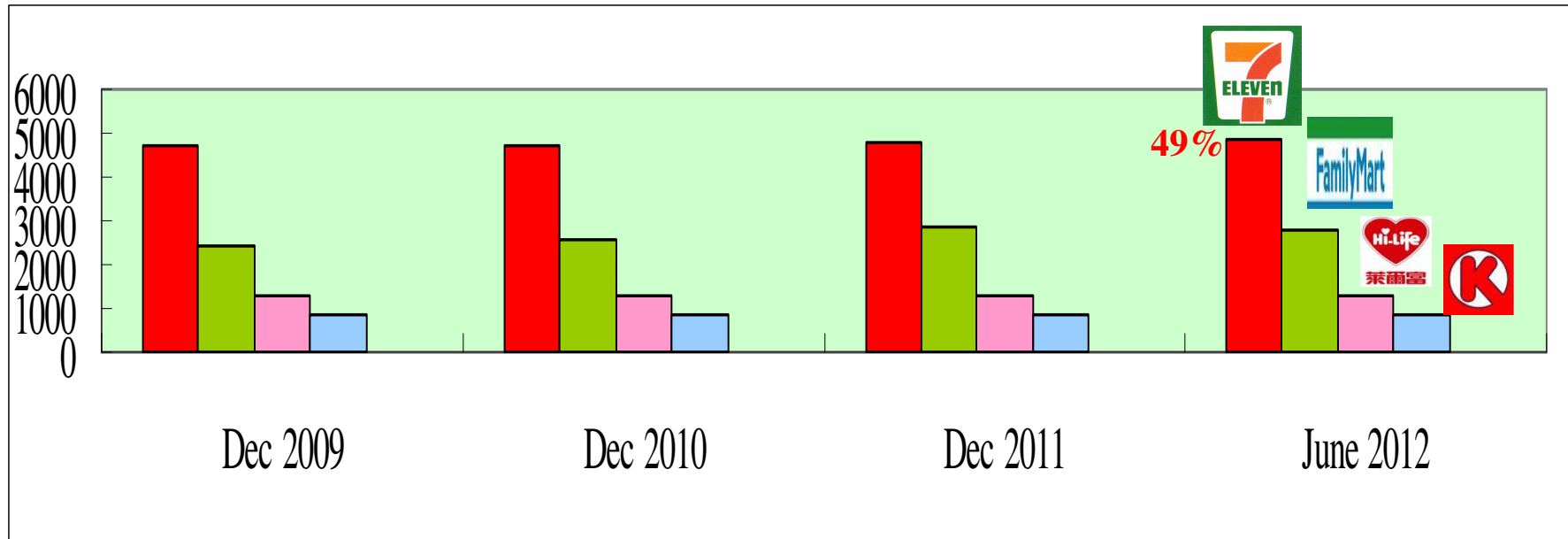
* Market cap & QFII Ratio based on closing price \$NT156.5 as of Oct 1, 2012, US\$1=NT\$29.402

PCSC Key Financials

NT\$m	Y2010		Y2011		2011.1-6M		2012.1-6M		
	Amount	% of sales	Amount	% of sales	Amount	% of sales	Amount	% of sales	YoY
Revenue (Consolidated)	169,917		189,252		89,822		100,892		12.3%
Revenue (Parents)	114,664	93.4%	122,713	100.0%	58,456	100.0%	65,687	100.0%	12.4%
Gross Profit	35,923	29.3%	38,275	31.2%	18,495	31.6%	19,193	29.2%	3.8%
Operating Profit	5,527	4.5%	6,075	5.0%	3,018	5.2%	2,719	4.1%	-9.9%
Net Income	5,726	4.7%	6,352	5.2%	3,647	6.2%	3,432	5.2%	-5.9%
EPS (after tax)	5.51		6.11		3.51		3.30		-6.0%
ROE	29.26%		31.06%						
Total Payout Ratio:	89%		79%						
{ Cash dividend/share	4.90		4.80						
{ Stock dividend/share	0.00		0.00						

PCSC's Market Share in Taiwan

Number of Convenience Stores in Taiwan



	Dec 2009	Dec 2010	Dec2011	June 2012
7-ELEVEN Chain	4,750	4,750	4,803	4,822
Family Mart Chain	2,394	2,593	2,823	2,816
Hi-Life Chain	1,252	1,254	1,295	1,298
OK Chain	829	850	867	884

PCSC's Major Retail Scopes in Taiwan

PCSC (2912TT)

Convenience Store

7-ELEVEN



PCSC holds 100 %
of stores: 4,822

Drugstore

Cosmed Taiwan



PCSC holds 100 %
of stores: 362

Merchandise Stores

MUJI



PCSC holds 51 %
of stores: 25

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

Restaurants

Starbucks Taiwan



PCSC holds 30 %
UPEC holds 20 %
of stores: 270

Cold Stone Creamery



PCSC holds 100 %
of stores: 37

Afternoon Tea



PCSC holds 51 %
of stores: 14

Mister Donut



PCSC holds 50 %
of stores: 53

21 Century



PCSC holds 100 %
of stores: 33

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 June, 2012

PCSC's Major Retail Scopes Overseas

China

Convenience Store

Shanghai 7-ELEVEN

PCSC holds 100 %
of stores: 100



Supermarket

Shandong Uni-Mart

PCSC holds 55 %
of stores: 169



Hypermarket

Sichuan Uni-Mart

PCSC holds 100 %
of stores: 4



Restaurants

Shanghai Starbucks

PCSC holds: 30 %
UPEC holds: 20 %
of stores: 262



Cold Stone Creamery

PCSC holds 100 %
of stores: 55



Shanghai Mister Donut

PCSC holds 50 %
of stores: 20



Southeast Asia

Convenience Store

Philippine 7-ELEVEN (SEVN PM)

PCSC holds 56.59 %
of stores: 746



Supermarket

Vietnam Uni-Mart

PCSC holds 51 %
of stores: 1



* Store No. is as of end June, 2012

4. China F&B Business (UPCH 220HK)

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\$4.14bn*.
- Strong market position : **Top.2** in RTD Tea & Instant Noodles ; **Top.3** in Diluted Juice.
- Distribution to 31 provinces across China.

• Sole official instant noodles sponsor of Beijing 2008 Olympics



* Market cap based on closing price \$8.92HKD as of Sep 28, 2012, US\$1=HK\$7.7536

UPCH Historical Key Financials

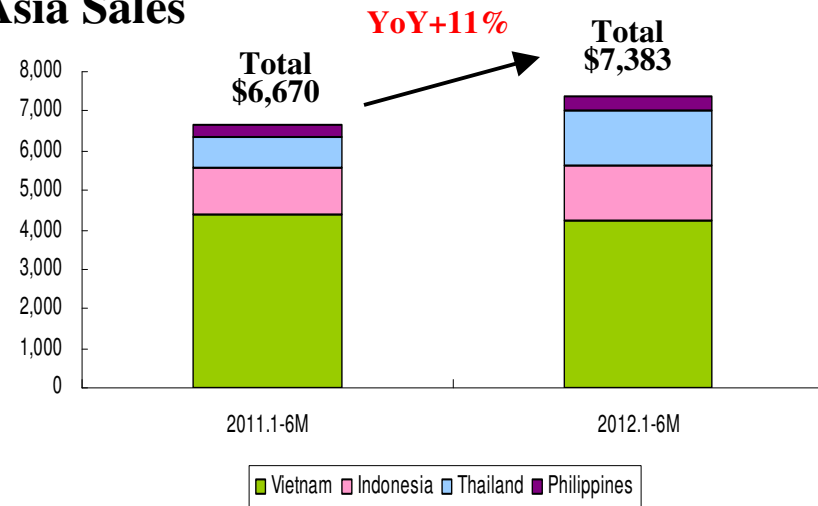
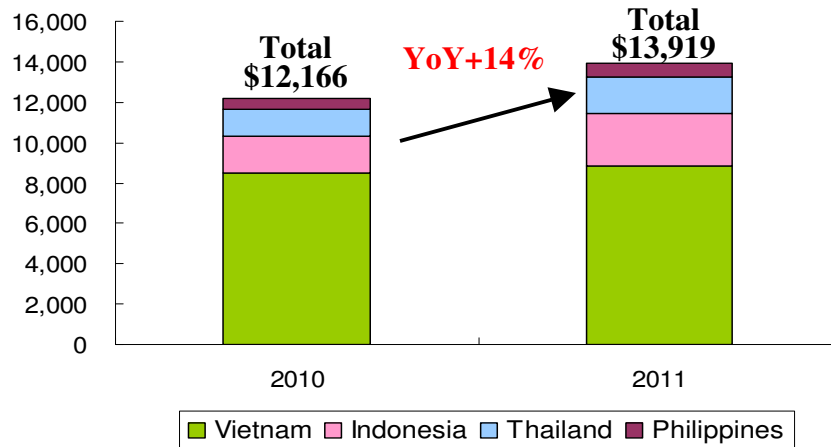
RMBm	Y2010		Y2011		2011.1-6M		2012.1-6M		
	Amount	% of sales	Amount	% of sales	Amount	% of sales	Amount	% of sales	YoY
Revenue	12,591	100.0%	16,932	100.0%	8,799	100.0%	10,648	100.0%	21.0%
Gross Profit	4,043	32.1%	4,943	29.2%	2,481	28.2%	3,680	34.6%	48.3%
Operating Profit	558	4.4%	261	1.5%	156	1.8%	540	5.1%	246.2%
Pre-tax Profit	682	5.4%	396	2.3%	227	2.6%	616	5.8%	171.4%
Net Profit	519	4.1%	312	1.8%	177	2.0%	505	4.7%	185.3%
Reported EPS (cents)	14.42		8.67		4.91		14.03		
Final dividend/share(cents)	4.326		2.600						
Total dividend payout ratio	30%		30%						

5. 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: No.1 as of 2012Q2.
- ◆ Export the feeds to Malaysia 、Singapore and India

Uni-President Indonesia (owned 49%)

Beverage 、Instant Noodles

- ◆ Market share of “Nu” Green Tea: No.1 as of 2012Q2.
- ◆ 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: No.1 as of 2012Q2.

Uni-President Philippines (owned 100%)

Instant Noodles

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