



統一企業(股)公司  
UNI-PRESIDENT ENTERPRISES CORP.

Security Code: 1216 TT

## 2018 Interim Results

2018.8.14

### UPCH



### UPEC



统一蛋糕屋

茶裏王

回甘 就像现泡

單細胞生茶萃取技術

晨光

純喫茶



來一客

Dr. Milker

統一麵



### PCSC



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# Key P&L Items of Uni-President (Consolidated)

Unit : NTD in Millions

Consolidated	1H18			1H17	
	Amount	%	YoY	Amount	%
Revenue	214,646	100.00%	9.39%	196,218	100.00%
Gross Profit	73,191	34.10%	12.00%	65,348	33.30%
Operating Profit	14,847	6.92%	24.51%	11,925	6.08%
Pre Tax Income	20,294	9.45%	19.36%	17,002	8.66%
Net Income	15,181	7.07%	8.90%	13,940	7.10%
*Net Income	9,770	4.55%	6.49%	9,175	4.68%
*EPS (after tax)	1.72			1.61	

\*The figure is attributable to the equity holders of the company.

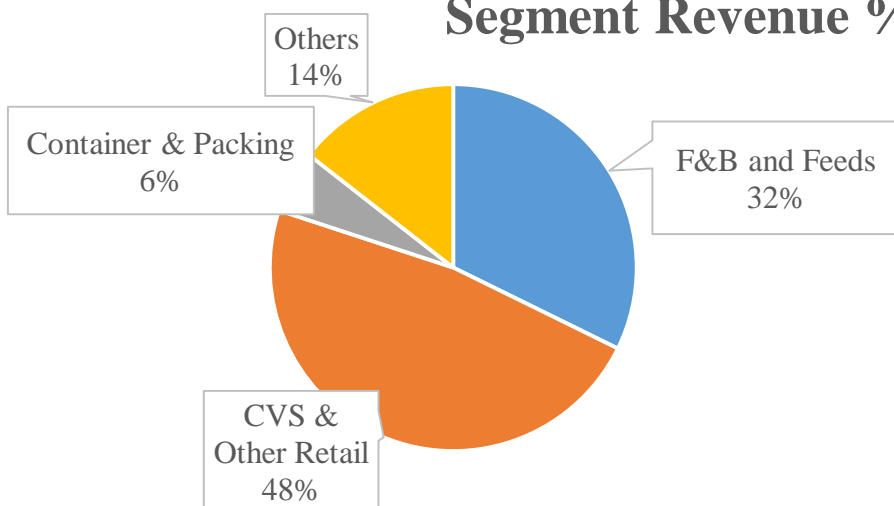
# Segment Information of Uni-President (Consolidated)

Unit : NTD in Millions

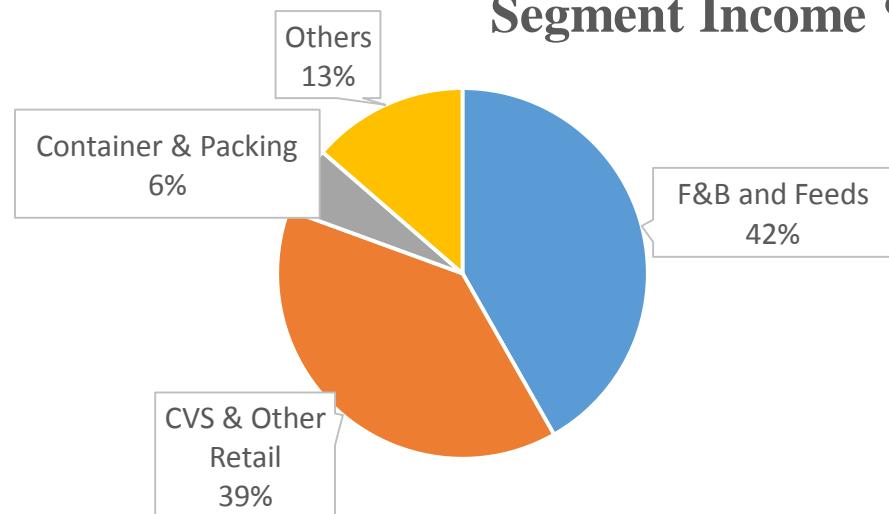
1H18 Segment Results	F&B and Feeds	CVS & Other Retail	Container & Packing	Others	Total	Adj.	Consolidated
Segment revenue **	69,272	102,548	11,820	31,006	214,646	-	214,646
YoY	6.06%	6.80%	17.51%	24.90%	9.39%		9.39%
Segment income	5,913	5,491	820	1,929	14,153	694	14,847
YoY	23.44%	11.58%	17.48%	79.28%	23.23%		24.51%

\*\* Revenue from external customers

Segment Revenue %



Segment Income %



# Uni-President (1216TT) Key Cash Flow Items (Consolidated)

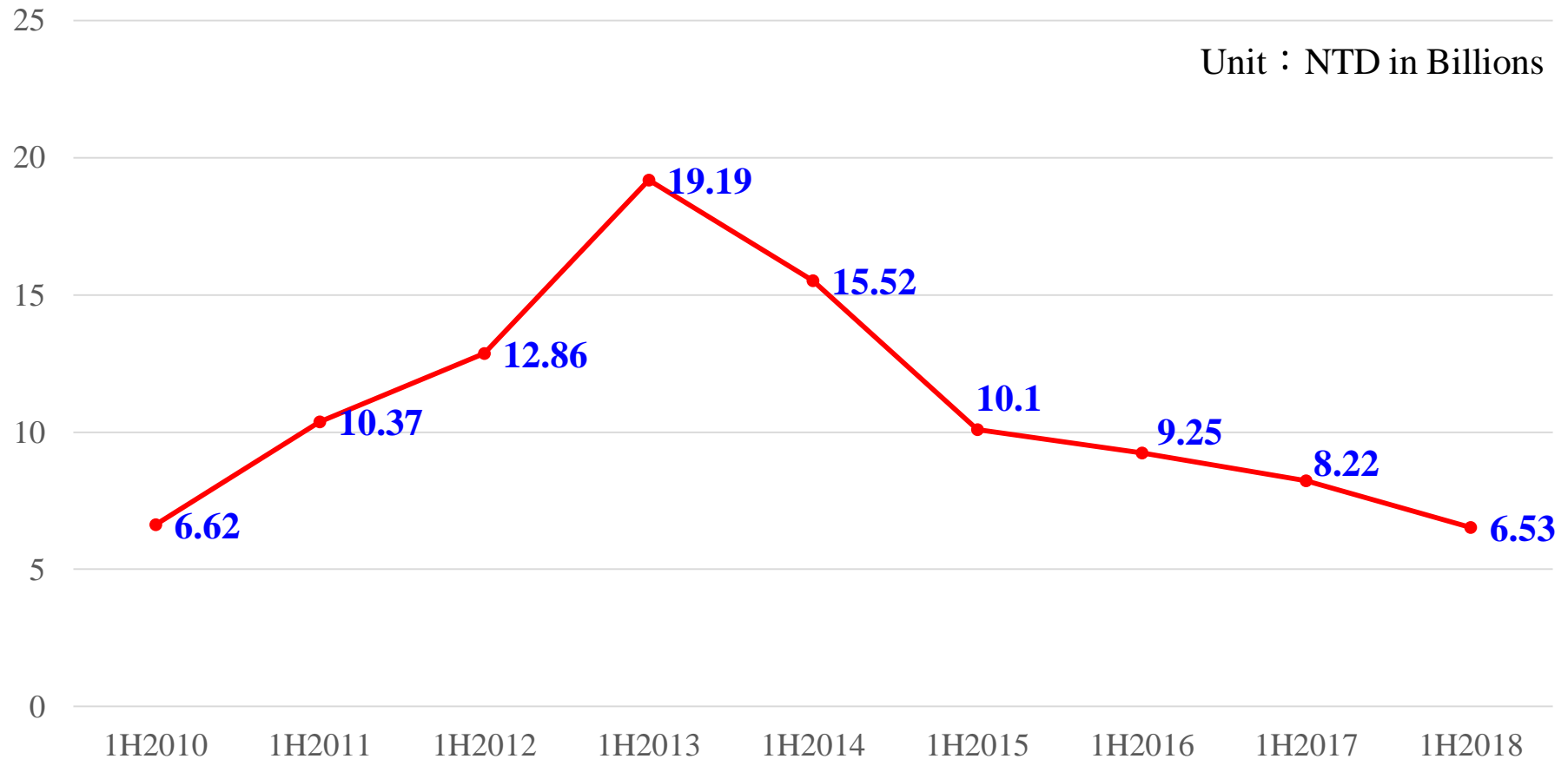
Unit : NTD in Billions

Items	1H18	1H17
<b>Beginning Balance</b>	<b>54.70</b>	<b>56.33</b>
<b>Net Cash provided by operating activities</b>	13.67	14.57
<b>Net cash (used in) investing activities</b>	17.36	2.23
*Capital Expenditure	(6.53)	(8.22)
Proceeds from disposal of assets / investments	42.85	3.24
<b>Net cash (used in) provided by financing activities</b>	(1.64)	(10.61)
<b>Ending Balance</b>	<b>84.54</b>	<b>63.78</b>

\* Capital expenditures includes the acquisition and disposal of PP&E (including interests payment), the increase of intangible assets, the prepayment of equipment (including interests payments), and the long-term prepaid rent (the land-use right)

# Uni-President (1216TT) Key Cash Flow Items (Consolidated)

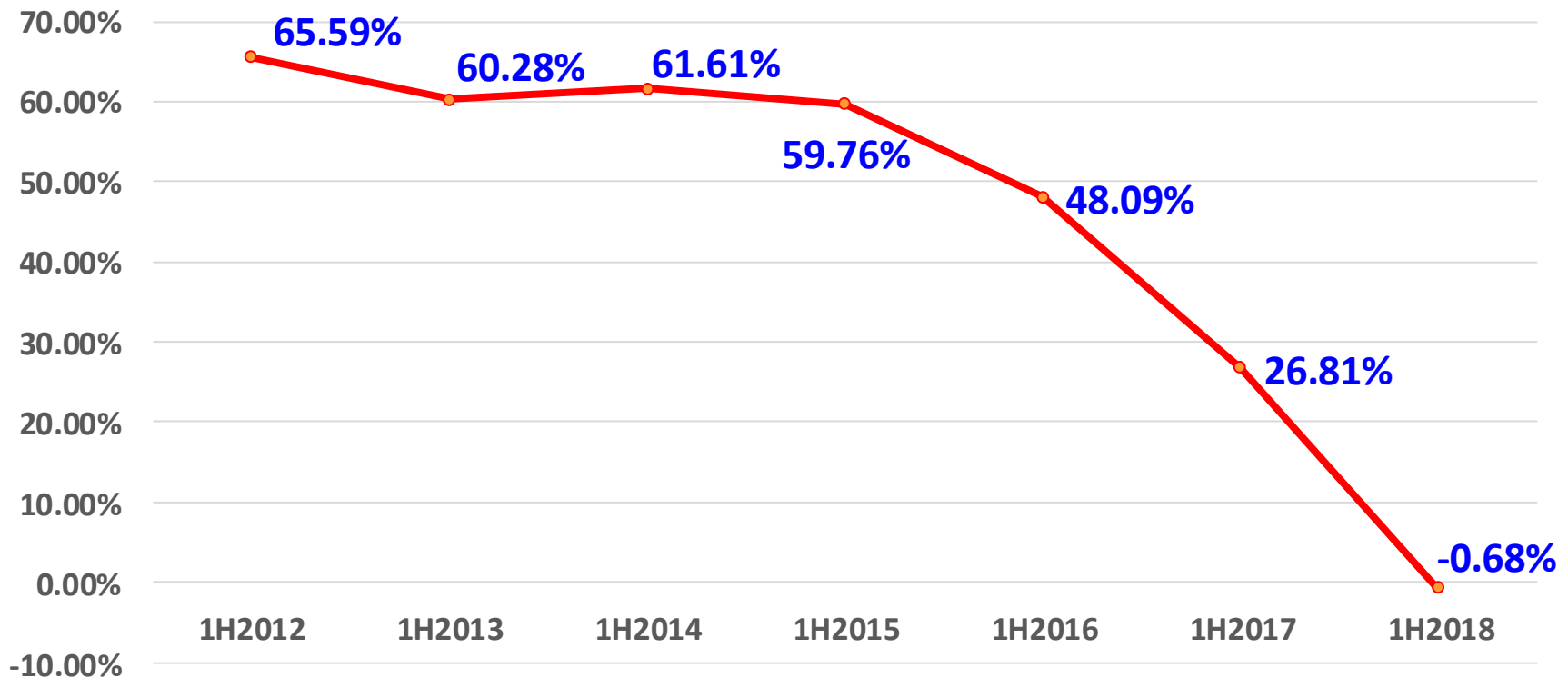
## \* Historical Capex



\* 2014-2017 figures are based on 2013Y version of Taiwan IFRS

# Uni-President (1216TT) Key Financial Items (Consolidated)

## Net Gearing Ratio (Consolidated)



- 2014-2017 figures are based on 2013Y version of Taiwan IFRS
- Net gearing ratio = (total financial debt – cash and cash equivalent) / total equity

# Major Profit Contributors to Uni-President (Standalone)

Stand-alone basis (NTD in Millions)	1H18		1H17		YoY	2017Y		2016Y	
	Amount	% of NI	Amount	% of NI		Amount	% of NI	Amount	% of NI
Major Components of Investment Income:									
1.Cayment President	3,031	31%	2,881	31%	5%	4,510	11%	3,737	26%
2.President Chain Stores Corp. (2912TT)	2,375	24%	2,480	27%	-4%	14,108	35%	4,488	31%
3.Ton Yi Industrial (9907 TT)	540	6%	132	1%	310%	279	1%	492	3%
4.Kai Yu Investment	417	4%	675	7%	-38%	13,536	34%	959	7%
5.PIDC	340	3%	200	2%	70%	609	2%	335	2%
6.President Securities	296	3%	317	3%	-7%	741	2%	233	2%
7.PRESCO	235	2%	177	2%	33%	417	1%	284	2%
8.Nan Lien Intl	227	2%	206	2%	10%	426	1%	422	3%
9.Kuang Chuan Dairy	185	2%	169	2%	9%	316	1%	348	2%
10.Carrefour	180	2%	174	2%	3%	356	1%	304	2%
Net Income	9,770	100%	9,175	100%	6%	39,845	100%	14,527	100%