



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

Security Code: 1216 TT

2017 Annual Results

2018.3.29

UPCH



UPEC



統一蛋糕屋

茶裏王
回甘 就像現泡
單細胞生茶萃取技術

來一客



晨光

純喫茶



Dr. Milker

PCSC



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Key P&L Items of Uni-President (1216TT)(Consolidated)

Unit : NTD in Billions

Items	2017Y			2016Y	
	Amount	%	YoY	Amount	%
Revenue	399.86	100.0%	-3.27%	413.36	100.0%
Gross Profit	132.74	33.2%	-3.57%	137.65	33.3%
Operating Profit	22.36	5.6%	6.02%	21.09	5.1%
Pre Tax Income	76.49	19.1%	150.79%	30.50	7.4%
Net Income	59.97	15.0%	153.25%	23.68	5.7%
*Net Income	39.84	10.0%	174.19%	14.53	3.5%
*EPS(after tax)	7.01			2.56	

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

Segment Information of Uni-President (Consolidated)

Unit : NTD in Billions

2017 Segment Results	F&B and Feeds	CVS & Other Retail	Container & Packing	Others	Total	Adj.	Consolidated
Segment revenue **	130.24	196.21	22.11	51.30	399.86	0.00	399.86
YoY	-9.5%	2.1%	-0.2%	-7.1%	-3.3%		-3.3%
Segment income	7.51	9.08	1.45	2.64	20.68	1.68	22.36
Segment margin	5.8%	4.6%	6.6%	5.1%	5.2%		5.6%
YoY	7.0%	-4.0%	-34.7%	144.4%	4.6%		6.0%

** Revenue from external customers

Note: Major contributed Companies of each segment

- **F&B and Feeds** : UPEC(1216TT) / UPCH(220HK) / Southeast-Asia affiliates etc.
- **CVS & Other Retail** : PCSC(2912TT)'s Taiwan 7-11/ President Drugstore (Cosmed)/ President Transnet Corp (Taiwan Takkyubin)/President Pharmaceutical/ Uni-Ustyle Taipei/ Philippine 7-11 etc.
- **Container&Packing** : Ton-Yi Industrial(9907TT) / President Packaging Corp. etc.
- **Others** : PCSC(2912TT)'s China retail & logistics business / ScinoPharm(1789TT) / PIDC/ Uni-President Development Corp. / President Fair Development (Dream Mall) etc.

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

Unit : NTD in Billions

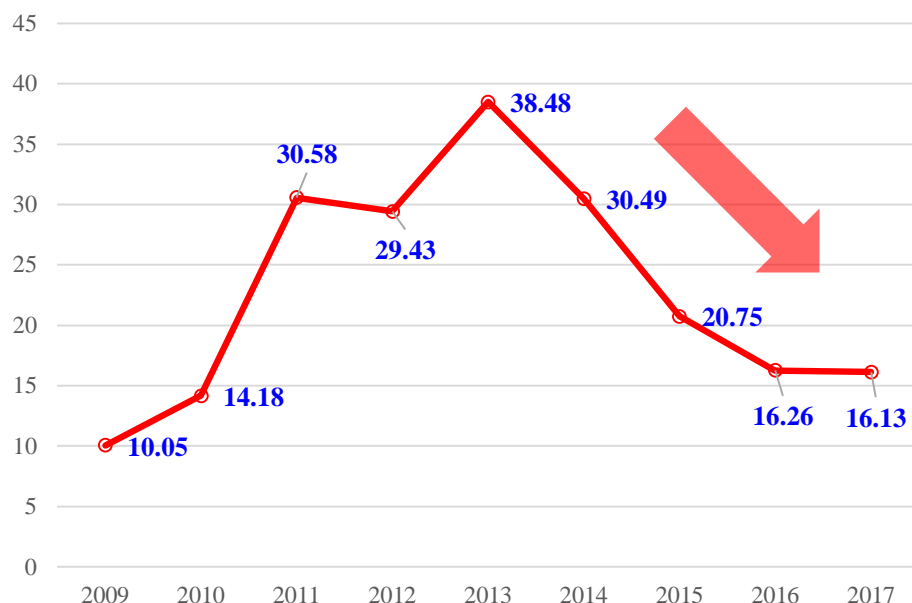
Items	2017Y	2016Y
Beginning Balance	56.33	45.03
Net Cash provided by operating activities	46.46	55.53
Net cash (used in) investing activities	(9.13)	(10.57)
*Capital Expenditure	(16.13)	(16.26)
Proceeds from disposal of assets / investments	5.78	10.64
Net cash (used in) provided by financing activities	(40.84)	(32.31)
Ending Balance	54.70	56.33

* 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)

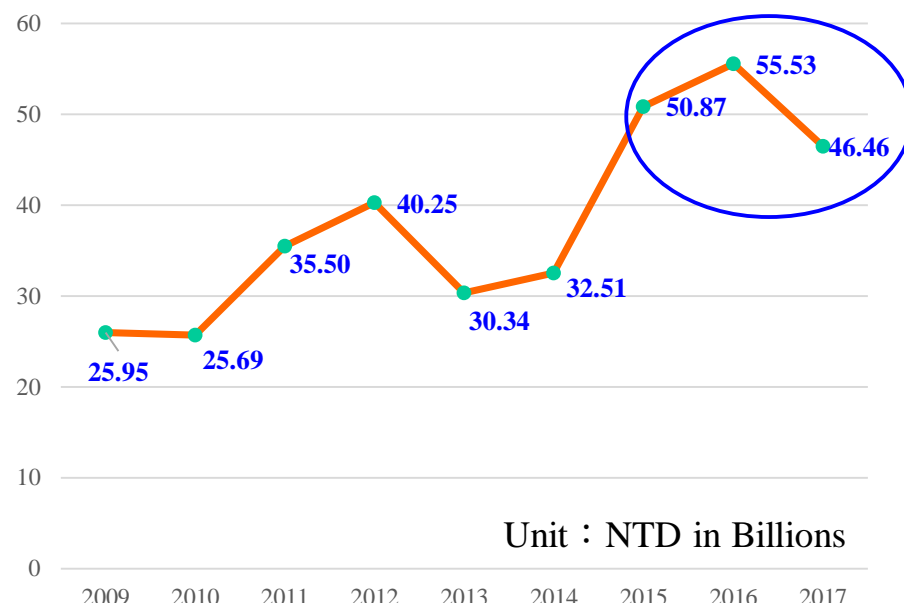
Uni-President (1216TT) Key Cash Flow Items (Consolidated)

* Historical Capex & Operating Cash Flow

Historical capex



Operating cash flow



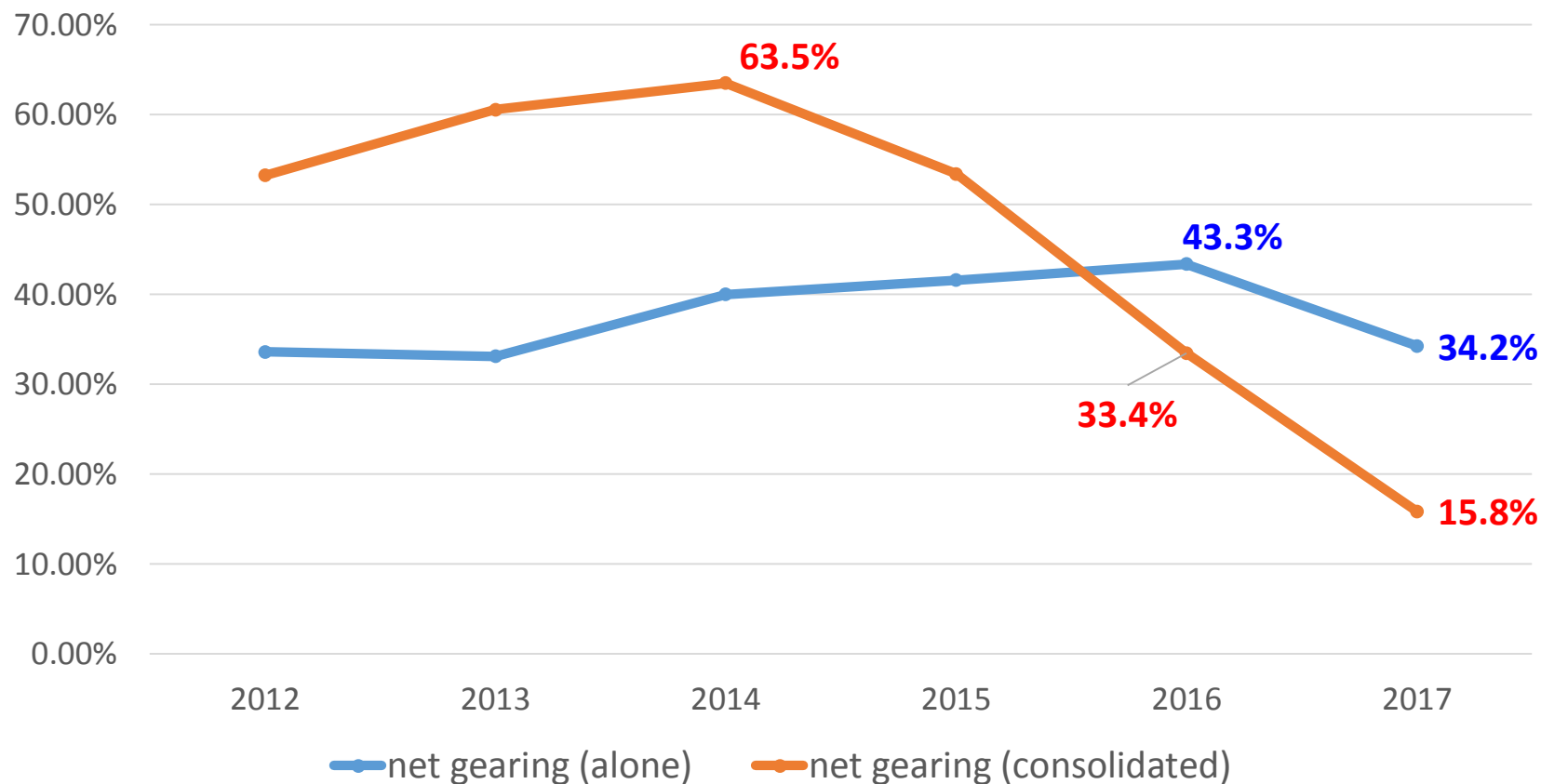
Unit : NTD in Billions

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

* 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 Financial Items (Consolidated)

net gearing ratio



- 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)	2017Y		2016Y		YoY
	Amount	% of NI	Amount	% of NI	
Operating Income	1,057	3%	2,016	14%	-48%
Total Investment Income (Equity Method)	37,245	93%	12,595	87%	196%
Major Components of Investment Income:					
1.PCSC(2912TT) (45.4% ownership)	14,108	35%	4,488	31%	214.36%
2.Kai Yu Investment (100% ownership)	13,536	34%	959	7%	1311.48%
3.Cayment President (100% ownership)	4,510	11%	3,737	26%	20.68%
4.President Securities (28.31% ownership)	741	2%	233	2%	218.16%
5.PIDC (69.37% ownership)	609	2%	335	2%	81.88%
6.Nan Lien Intl (100% ownership)	426	1%	422	3%	1.09%
7. PRESCO (100% ownership)	417	1%	284	2%	46.97%
8.Presicarre (20.5% ownership)	356	1%	304	2%	16.88%
9.Kuang Chuan Dairy (31.25% ownership)	316	1%	348	2%	-9.08%
10.TTET Union (38.50% ownership)	313	1%	337	2%	-6.97%
11.Ton Yi Industrial (9907TT) (45.55% ownership)	279	1%	492	3%	-43.29%
Net Income	39,845	100%	14,527	100%	174.29%

Leading Market Position in Taiwan

	2017Y	2016Y
Instant Noodle:		
UPEC (No.1)	42.62%	44.28%
A company	22.72%	21.83%
B company	17.18%	18.48%
C company	7.54%	5.14%
D company	3.30%	3.52%

	2017Y	2016Y
RTD Tea:		
UPEC (No.1)	41.10%	44.60%
A company	10.30%	9.50%
B company	7.00%	7.70%
C company	4.20%	3.80%
D company	3.50%	3.30%
Bottled Water:		
UPEC (No.1)	18.00%	19.10%
A company	14.40%	15.80%
B company	12.50%	12.10%
RTD Juice:		
A company	15.80%	13.80%
B company	14.80%	16.20%
C company	11.90%	13.70%
UPEC (No.4)	10.30%	11.30%
RTD Coffee:		
A company	31.40%	32.00%
UPEC (No.2)	19.70%	21.40%
B company	19.30%	18.20%
C company	8.20%	9.20%

	2017Y	2016Y
Yogurt Drink		
UPEC (No.1)	72.91%	68.75%
A company	9.42%	9.07%
B company	7.69%	8.71%
Flavored Milk		
UPEC (No.1)	44.70%	48.20%
A company	27.30%	24.90%
B company	5.40%	4.70%
Soy Milk		
UPEC (No.1)	43.20%	42.90%
A company	25.80%	26.70%
B company	25.60%	23.50%
Fresh Milk		
UPEC (No.1)	34.50%	33.90%
A company	22.70%	24.60%
B company	20.70%	22.60%

