



**統一企業公司**  
UNI-PRESIDENT ENTERPRISES CORP.

**Stock Code:1216 TT**

# 2017 Interim Results Presentation **2017.08.11**



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

Unit : NTD in Billions

Items	17H1			16H1	
	金額	%	成長率	金額	%
Revenue	196.22	100.0%	-7.2%	211.52	100.0%
Gross Profit	65.35	33.3%	-10.3%	72.83	34.4%
Operating Profit	11.92	6.1%	-10.7%	13.35	6.3%
Pre Tax Income	17.00	8.7%	-0.2%	17.03	8.1%
Net Income	13.94	7.1%	2.7%	13.58	6.4%
*Net Income	9.17	4.7%	0.8%	9.10	4.3%
*EPS(after tax)	1.61			1.60	

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

Note: The figures are based on 2013Y version of Taiwan IFRS

# 17H1 Segment Information of Uni-President (Consolidated)

Unit : NTD in Billions

17H1 Segment Results	F&B and Feeds	CVS & Other Retail	Container & Packing	Others	Total	Adj.	Consolidated
Segment revenue **	65.32	96.02	10.06	24.82	196.22	0.00	196.22
YoY	-18.3%	1.7%	-2.0%	-7.8%	-7.2%		-7.2%
Segment income	4.79	4.92	0.70	1.08	11.48	0.44	11.92
Segment margin	7.3%	5.1%	7.0%	4.4%	5.9%		6.1%
YoY	-28.1%	7.3%	-45.1%	487.4%	-9.7%		-10.7%

\*\* 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	17H1	16H1
<b>Beginning Balance</b>	<b>56.33</b>	<b>45.03</b>
<b>Net Cash provided by operating activities</b>	14.57	25.41
<b>Net cash (used in) investing activities</b>	2.23	(8.03)
*Capital Expenditure	(8.22)	(9.25)
Proceeds from disposal of assets / investments	3.24	1.19
<b>Net cash (used in) provided by financing activities</b>	(10.61)	(10.14)
<b>Ending Balance</b>	<b>63.78</b>	<b>51.84</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)

## \* Major proceed from disposal of assets / investments

17H1	16H1
Q1 : Sanshui Jianlibao Commerce Co.	Q1 : Sato Restaurant System Co., Ltd
	Q1 : Bank Pro E-Service Technology Co., Ltd

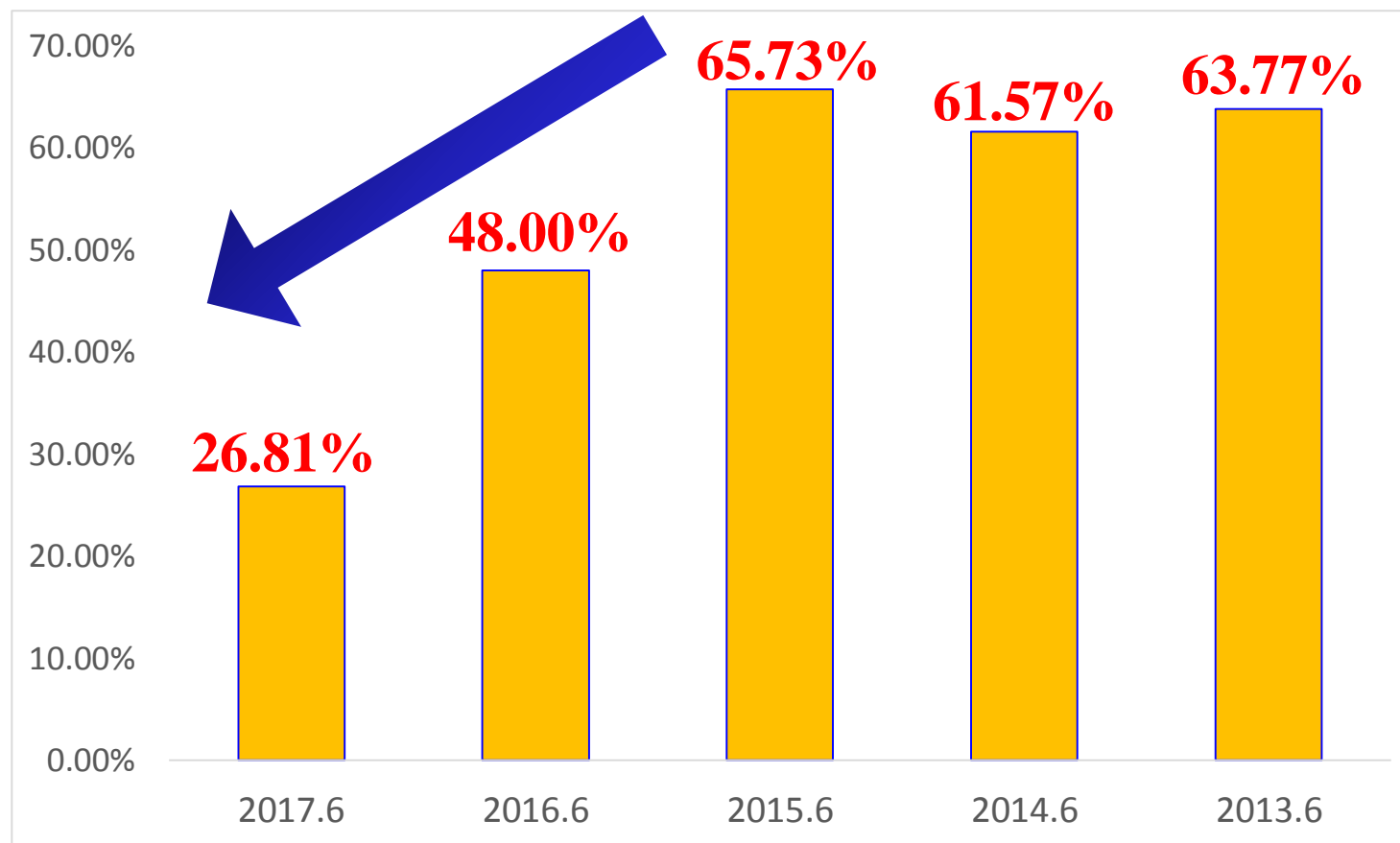
\*These subjects are disclosed on 17H1 (consolidated) financial report

# Uni-President (1216TT) Key Balance Sheet Items & Indices (Consolidated)

Item (NTD in Billions)	2017/6/30		2016/12/31		2016/6/30	
	Amount	%	Amount	%	Amount	%
<b>Total Asset</b>	<b>369.43</b>	<b>100.0%</b>	378.59	100.0%	395.77	100.0%
Major:Cash & equivalents	<b>63.78</b>	<b>17.3%</b>	56.33	14.9%	51.84	13.1%
Account receivable, net	<b>15.83</b>	<b>4.3%</b>	15.35	4.1%	17.05	4.3%
Inventories, net	<b>32.13</b>	<b>8.7%</b>	30.62	8.1%	29.44	7.4%
Investments (equity method)	<b>32.89</b>	<b>8.9%</b>	33.46	8.8%	32.03	8.1%
Property, Plant and Equipment	<b>143.48</b>	<b>38.8%</b>	148.76	39.3%	155.78	39.4%
<b>Total Liabilities</b>	<b>224.15</b>	<b>60.7%</b>	225.89	59.7%	247.39	62.5%
Major:Short-term interest-bearing debt	<b>40.48</b>	<b>11.0%</b>	46.74	12.3%	57.03	14.4%
Long-term interest-bearing debt	<b>62.25</b>	<b>16.9%</b>	60.67	16.0%	66.04	16.7%
<b>Total Stockholders' Equity</b>	<b>145.28</b>	<b>39.3%</b>	152.7	40.3%	148.39	37.5%
<b>Key Indices</b>						
Current Ratio	<b>99.05%</b>		99.16%		92.46%	
Net Liability to Equity Ratio	<b>110.39%</b>		111.04%		131.77%	
Net Interest-bearing Debt to Equity Ratio	<b>26.81%</b>		33.45%		48.00%	

# Uni-President (1216TT) Key Balance Sheet Items & Indices (Consolidated)

## \* Net Gearing Ratio





# Major Profit Contributors to Uni-President (Standalone)

Stand-alone basis (NTD in Millions)	17H1		16H1		YoY
	Amount	% of NI	Amount	% of NI	
Operating Income	N/A	N/A	N/A	N/A	N/A
Total Investment Income (Equity Method)	N/A	N/A	N/A	N/A	N/A
Major Components of Investment Income:					
1.Cayment President (100% ownership)	2,881	31%	3,759	41%	-23.35%
2.PCSC(2912TT) (45.4% ownership)	2,480	27%	2,347	26%	5.64%
3.Kai Yu Investment (100% ownership)	675	7%	524	6%	29.01%
4.President Securities (28.31% ownership)	317	3%	86	1%	267.54%
5.Nan Lien Intl (100% ownership)	206	2%	186	2%	10.96%
6.PIDC (69.37% ownership)	200	2%	(201)	-2%	199.35%
7. PRESCO (100% ownership)	177	2%	130	1%	36.35%
8.Presicarre (20.5% ownership)	174	2%	138	2%	25.50%
9.Kuang Chuan Dairy (31.25% ownership)	169	2%	179	2%	-5.35%
10.TTET Union (38.24% ownership)	142	2%	169	2%	-15.67%
Net Income	9,175	100%	9,102	100%	0.80%

# Product Strategy of Uni-President

- Focus on higher margin products
- Build unique and luxurious product to catch consumer's eyes
- Redesign packaging to refresh product image



# Leading Market Position in Taiwan

	17H1	16H1
<b>Instant Noodle:</b>		
<b>UPEC (No.1)</b>	<b>42.88%</b>	<b>44.67%</b>
A company	23.31%	22.09%
B company	16.68%	18.91%
C company	7.11%	3.99%
D company	3.34%	3.54%

	17H1	16H1
<b>RTD Tea:</b>		
<b>UPEC (No.1)</b>	<b>42.40%</b>	<b>45.30%</b>
A company	10.10%	9.40%
B company	6.80%	7.70%
C company	4.30%	3.20%
D company	3.30%	3.20%
<b>Bottled Water:</b>		
<b>UPEC (No.1)</b>	<b>18.40%</b>	<b>20.80%</b>
A company	14.20%	15.20%
B company	12.20%	12.10%
<b>RTD Juice:</b>		
A company	16.00%	17.50%
B company	14.50%	12.10%
C company	12.00%	13.80%
<b>UPEC (No.4)</b>	<b>11.30%</b>	<b>11.90%</b>
<b>RTD Coffee:</b>		
A company	32.50%	34.50%
<b>UPEC (No.2)</b>	<b>20.20%</b>	<b>21.50%</b>
B company	18.90%	16.80%
C company	7.80%	9.30%

	17H1	16H1
<b>Yogurt Drink</b>		
<b>UPEC (No.1)</b>	<b>72.26%</b>	<b>67.77%</b>
A company	8.78%	8.30%
B company	7.89%	8.71%
<b>Flavored Milk</b>		
<b>UPEC (No.1)</b>	<b>45.40%</b>	<b>47.60%</b>
A company	26.40%	25.20%
B company	5.60%	4.80%
<b>Soy Milk</b>		
<b>UPEC (No.1)</b>	<b>43.40%</b>	<b>42.30%</b>
A company	26.00%	27.30%
B company	24.30%	22.90%
<b>Fresh Milk</b>		
<b>UPEC (No.1)</b>	<b>33.80%</b>	<b>33.30%</b>
B company	22.10%	24.40%
A company	21.50%	24.30%

