



統一企業公司
UNI-PRESIDENT ENTERPRISES CORP.

股票代號:1216 TT

Uni-President 2017Q1 Results (2017.5.15 Updated)



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Agenda

1. Uni-President (1216TT) Group Overview

2. CVS & Retail Business (PCSC 2912TT)

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

1. Uni-President(1216TT) Group Overview

The Highlight of Uni-President Group

Largest F&B Company in Taiwan

- ✓ Market Cap US\$10.81bn, QFII ratio 48.88%
- ✓ Total assets US\$11.74bn, and revenue US\$12.81bn.
- ✓ Vertical integration from manufacturing, distribution to retailing.

Top 3 F&B Company in China (UPCH)

- ✓ **Top. 2** position in Instant Noodle, RTD Tea, RTD Juice (market share by value)

Largest CVS & Hypermarket Retailers in Taiwan

- ✓ **“7-11”** Convenience Store Chains & **“Carrefour”** Hypermarket Chains

Focusing F&B and Retail Businesses in Asia

- * Market cap & QFII based on the closing price NT\$57.50 (US\$1=NT\$30.215) as of May 11, 2017
- * * Total assets and revenue were consolidated-based in 2016: US\$1=NT\$32.25 for total assets; NT\$32.263 for revenue.

The Major Structure of Uni-President Group

Taiwan F&B: Uni-President (UPEC) (1216 TT)



F&B

Uni-President China (UPCH) (220 HK)
UPEC holds 70.5%

Southeast Asia Holdings
(Vietnam、Indonesia、Thailand、Philippines)
UPEC holds 100%

TTET Union (1232TT)



UPEC holds 38.22%
UP Group holds 45.86%

Wei Lih Food
UPEC holds 33.3%
Taiwan To.2 Noodle Company



Kuang Chuan Dairy

UPEC holds 31.25%
Taiwan To.3 Dairy Company



Retail & Logistics

President Chain Stores (PCSC) (2912TT)



UPEC holds 45.4%

President Drugstore (Cosmed Taiwan)



PCSC holds 100%

TAKKYUBIN



PCSC holds 70%
UPEC holds 20%

Phillipine 7-11 (SEVN PM)



PCSC holds 52.22%

Container & Packaging

Ton-Yi Industrial (9907TT)



UPEC holds 45.55%
UP Group holds 47.49%

Leisure Business

President Fair Development (Dream Mall)

UPEC holds 40.5%
UP Group holds 100%

Uni-President Development (Taipei BOT)

UPEC holds 30%
UP Group holds 70%

Others

President International Development (PIDC)

UPEC holds 69.37%

Scinopharm (1789TT)



UPEC holds 37.94%
UP Group holds 47.96%

President Securities (2855TT)

UPEC holds 27.71%;
UP Group holds 33.11%

* The above structure only includes Uni-President's major subsidiaries.

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

Unit : NTD in Billions

Consolidated	17Q1			16Q1		2016Y		2015Y	
	Amount	%	YoY	Amount	%	Amount	%	Amount	%
Revenue	96.11	100.0%	-9.9%	106.67	100.0%	413.36	100.0%	416.15	100.0%
Gross Profit	32.07	33.4%	-12.2%	36.52	34.2%	137.65	33.3%	137.92	33.1%
Operating Profit	5.61	5.8%	-14.5%	6.56	6.1%	21.09	5.1%	21.64	5.2%
Pre Tax Income	8.17	8.5%	2.4%	7.98	7.5%	30.50	7.4%	27.25	6.5%
Net Income	6.80	7.1%	9.6%	6.40	6.0%	23.68	5.7%	21.59	5.2%
*Net Income	4.47	4.7%	3.0%	4.34	4.1%	14.53	3.5%	14.11	3.4%
*EPS (after tax)	0.79			0.76		2.56		2.48	

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

17.1-3M Segment Information of Uni-President (Consolidated)

Unit : NTD in Billions

17.1-3M Segment Results	F&B and Feeds	CVS & Other Retail	Container & Packing	Others	Total	Adj.	Consolidated
Segment revenue **	31.87	46.87	5.02	12.35	96.11	0.00	96.11
Segment revenue %	33.2%	48.8%	5.2%	12.8%	100.0%		100.0%
YoY	-24.6%	1.5%	0.2%	-6.4%	-9.9%		-9.9%
Segment income	1.92	2.43	0.45	0.60	5.40	0.21	5.61
Segment income %	35.6%	45.0%	8.3%	11.1%	100.0%		
Segment margin	6.0%	5.2%	9.0%	4.9%	5.6%		5.8%
YoY	-46.2%	11.5%	-4.3%	3100.0%	-12.9%		-14.5%

**** 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	17Q1	16Q1
Beginning Balance	56.33	45.03
Net Cash provided by operating activities	(2.38)	14.34
Net cash (used in) investing activities	(1.93)	(12.30)
* Capital Expenditure	(4.10)	(4.97)
Proceeds from disposal of assets/investments	1.01	0.60
Net cash (used in) provided by financing activities	(6.67)	(1.46)
Net increase (decrease) in long-term & short-term borrowings and short-term notes/bills payable	(1.57)	(1.29)
Net increase (decrease) in corp. bonds payable	(4.40)	-
Others (Effect of FX and others)	1.11	(0.19)
Ending Balance	46.46	45.42

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

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

Item (NTD in Billions)	2017/3/31		2016/12/31		2016/3/31	
	Amount	%	Amount	%	Amount	%
Total Asset	353.96	100.0%	378.59	100.0%	396.47	100.0%
Major:Cash & equivalents	46.46	13.1%	56.33	14.9%	45.42	11.5%
Account receivable, net	14.03	4.0%	15.35	4.1%	16.05	4.0%
Inventories, net	30.53	8.6%	30.62	8.1%	29.97	7.6%
Investments (equity method)	33.39	9.4%	33.46	8.8%	37.75	9.5%
Property, Plant and Equipment	143.06	40.4%	148.76	39.3%	158.21	39.9%
Total Liabilities	199.31	56.3%	225.89	59.7%	235.00	59.3%
Major:Short-term interest-bearing debt	52.80	14.9%	46.74	12.3%	60.28	15.2%
Long-term interest-bearing debt	47.55	13.4%	60.67	16.0%	66.32	16.7%
Total Stockholders' Equity	154.66	43.7%	152.70	40.3%	161.46	40.7%
Key Indices						
Current Ratio	95.08%		99.16%		93.87%	
Net Liability to Equity Ratio	98.83%		111.03%		117.42%	
Net Interest-bearing Debt to Equity Ratio	34.84%		33.45%		50.28%	

Leading Market Position in Taiwan

	17Q1	16Q1
Instant Noodle:		
UPEC (No.1)	43.23%	45.44%
A company	23.35%	21.57%
B company	16.31%	19.35%
C company	7.56%	3.17%
D company	3.29%	3.72%

	17Q1	16Q1
RTD Tea:		
UPEC (No.1)	44.30%	46.70%
A company	9.40%	8.40%
B company	6.30%	6.60%
C company	4.30%	3.20%
D company	3.40%	3.20%
Bottled Water:		
UPEC (No.1)	19.40%	21.20%
A company	14.20%	14.10%
B company	11.00%	11.70%
RTD Juice:		
A company	14.90%	17.50%
B company	12.20%	9.70%
C company	10.20%	12.10%
UPEC (No.4)	8.90%	10.20%
RTD Coffee:		
A company	35.60%	39.90%
UPEC (No.2)	19.70%	20.00%
B company	17.30%	14.40%
C company	7.80%	8.90%

	17Q1	16Q1
Yogurt Drink		
UPEC (No.1)	69.94%	68.60%
A company	9.25%	8.00%
B company	8.78%	8.60%
Flavored Milk		
UPEC (No.1)	44.80%	46.40%
A company	26.70%	25.40%
B company	5.70%	5.20%
Soy Milk		
UPEC (No.1)	45.50%	43.70%
A company	30.70%	33.90%
B company	18.90%	15.20%
Fresh Milk		
UPEC (No.1)	34.50%	33.20%
B company	22.70%	25.30%
A company	20.30%	23.50%



Historical Key P&L Items of Uni-President (Standalone)

Unit : NTD in Billions

Stand-alone	2016Y			2015Y		2014Y (adjusted)		2013Y	
	Amount	%	YoY	Amount	%	Amount	%	Amount	%
Revenue	38.92	100.0%	1.6%	38.29	100.0%	40.23	100.0%	42.34	100.0%
Gross Profit	11.53	29.6%	3.8%	11.11	29.0%	10.33	25.7%	10.56	24.9%
Operating Profit	2.02	5.2%	15.2%	1.75	4.6%	1.53	3.8%	1.39	3.3%
Net Income	14.53	37.3%	3.1%	14.11	36.9%	11.13	27.7%	12.76	30.1%
EPS (after tax)	2.56			2.48		1.96		2.48	
Cash dividend/share	* 2.10			2.00		1.40		1.50	
Stock dividend/share	0.00			0.00		0.40		0.60	
Cash dividend as % of Total dividend	100%			100%		78%		71%	
Cash dividend payout ratio	82%			81%		** 69%		60%	

Note1: 2016Y&2015Y&2014Y(adjusted) are based on 2013Y version of Taiwan IFRS
2013Y is based on 2010Y version of Taiwan IFRS

Note2*: Y2016 dividend policy was proposed at 2017/3/29 board meeting (pending shareholders' meeting resolution).

Note3**: Y2014 cash dividend payout ratio was based on pre adjusted EPS\$2.04 in 2014.

Major Profit Contributors to Uni-President (Standalone)

Stand-alone basis (NTD in Millions)	17Q1		16Q1		2016Y		Y2015	
	Amount	% of NI	Amount	% of NI	Amount	% of NI	Amount	% of NI
Operating Income	N/A	N/A	N/A	N/A	2,016	14%	1,750	12%
Total Investment Income (Equity Method)	N/A	N/A	N/A	N/A	12,595	87%	12,391	88%
Major Components of Investment Income:								
1.Cayment President (100% ownership)	1,321	30%	2,014	46%	3,737	26%	4,353	31%
2.PCSC(2912TT) (45.4% ownership)	1,287	29%	1,182	27%	4,488	31%	3,690	26%
3.Kai Yu Investment (100% ownership)	321	7%	231	5%	959	7%	664	5%
4.President Securities (28.31% ownership)	204	5%	53	1%	233	2%	265	2%
5.PIDC (69.37% ownership)	163	4%	(141)	-3%	335	2%	174	1%
6.Ton Yi Industrial (9907TT) (45.55% ownership)	98	2%	79	2%	492	3%	270	2%
7.Nan Lien Intl (100% ownership)	91	2%	79	2%	422	3%	364	3%
8.Presicarre (20.5% ownership)	87	2%	60	1%	304	2%	246	2%
9. PRESCO (100% ownership)	82	2%	53	1%	284	2%	217	2%
10.Kuang Chuan Dairy (31.25% ownership)	79	2%	97	2%	348	2%	340	2%
Net Income	4,469	100%	4,343	100%	14,527	100%	14,108	100%

2. CVS & Retail Business (PCSC 2912TT)

CVS & Retail Businesses



President Chain Store Corp. (PCSC 2912TT)

(UPEC holds 45.4%)

- **History:** Opened the first 7-11 in Taiwan in 1980 & Listed on TWSE since 1997.
- **Valuation:** Market cap US\$9.51bn* , QFII ratio 41.06%.
- **Geographic Scope:** Taiwan 、 China 、 Southeast Asia (Philippine).
- **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

* Market cap & QFII Ratio based on closing price NT\$276.5 as of May 11, 2017 US\$1=NT\$30.215

Key P&L Items of PCSC (2912TT) (Consolidated)

Unit : NTD in Billions

Consolidated	17Q1			16Q1		2016Y		2015Y	
	Amount	%	YoY	Amount	%	Amount	%	Amount	%
Revenue	53.00	100.0%	2.9%	51.52	100.0%	215.36	100.0%	205.48	100.0%
Gross Profit	17.36	32.8%	4.1%	16.68	32.4%	70.61	32.8%	66.28	32.3%
Operating Profit	2.78	5.2%	10.3%	2.52	4.9%	10.40	4.8%	9.61	4.7%
Net Income	3.05	5.8%	11.3%	2.74	5.3%	11.14	5.2%	9.44	4.6%
*Net Income	2.74	5.2%	11.8%	2.45	4.8%	9.84	4.6%	8.24	4.0%
*EPS (after tax)	2.64			2.35		9.46		7.92	

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

PCSC (2912TT) Consolidated Revenue by Segments

Unit : NTD in Billions

Revenue by Segments	17Q1	% of Rev.	YoY	16Q1	% of Rev.
1.Conveinece Stores	34.18	64.5%	3.4%	33.06	64.2%
2.Retail Business (including filling stations)	15.86	29.9%	2.9%	15.41	29.9%
3.PCSC's other operating segments (including restaurant and china retail)	2.27	4.3%	-3.4%	2.35	4.6%
4.Logistics Business	0.69	1.3%	-1.4%	0.70	1.3%
Total Revenue	53.00	100.0%	2.9%	51.52	100.0%

Key P&L Items of PCSC (2912TT) (Standalone)

Unit : NTD in Billions

Stand-alone	2016Y			2015		2014Y(adjusted)		2013Y	
	Amount	%	YoY	Amount	%	Amount	%	Amount	%
Revenue	140.15	100.0%	5.1%	133.41	100.0%	131.33	100.0%	127.00	100.0%
Gross Profit	48.08	34.3%	6.6%	45.11	33.8%	43.18	32.9%	41.08	32.3%
Operating Profit	6.67	4.8%	4.1%	6.41	4.8%	6.30	4.8%	6.29	5.0%
Net Income	9.84	7.0%	19.4%	8.24	6.2%	9.09	6.9%	8.04	6.3%
EPS(after tax)	9.46			7.92		8.74		7.73	
Cash dividend/share	* 8.00			7.20		7.00		6.00	
Stock dividend/share	0.00			0.00		0.00		0.00	
Cash dividend payout ratio	85%			91%		80%		78%	

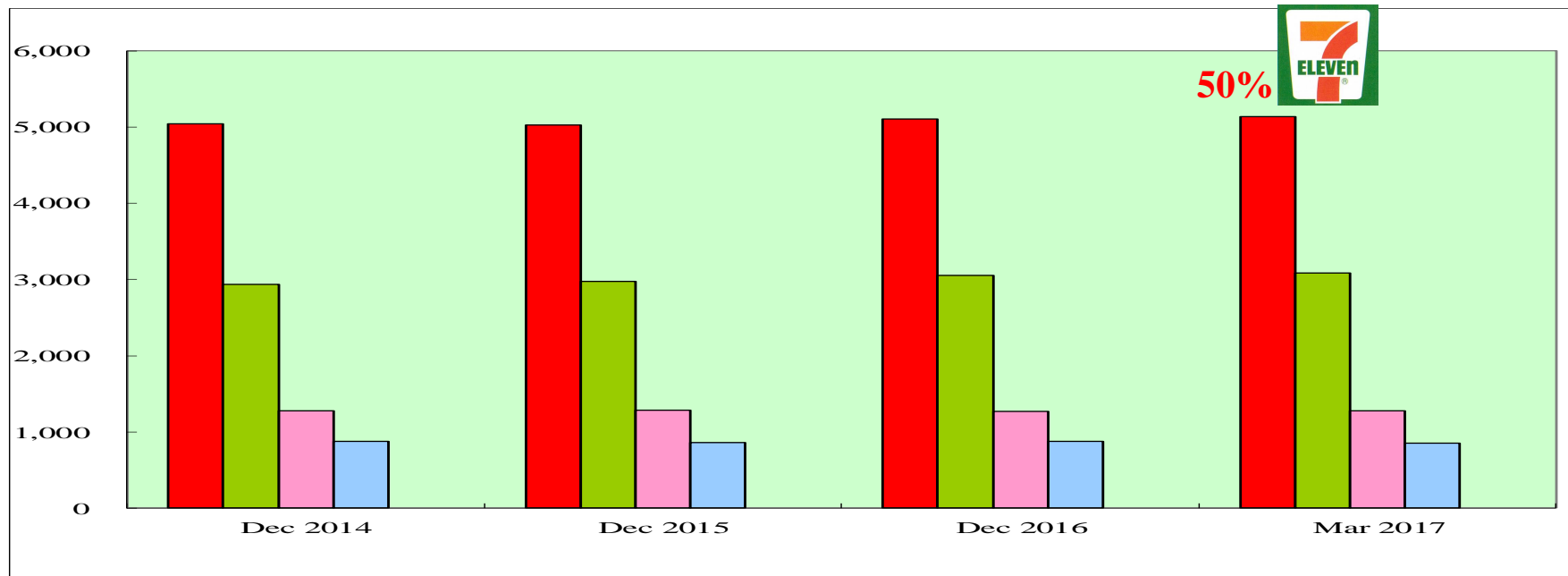
Note1: 2016Y&2015Y&2014Y(adjusted) are based on 2013Y version of Taiwan IFRS

2013Y is based on 2010Y version of Taiwan IFRS

Note2*: Y2016 dividend policy was proposed at 2017/2/22 board meeting (pending shareholders' meeting resolution)..

PCSC's Market Share in Taiwan

Number of Convenience Stores in Taiwan



	Dec 2014	Dec 2015	Dec 2016	Mar 2017
7-ELEVEN	5,040	5,028	5,107	5,137
A company	2,936	2,972	3,057	3,084
B company	1,278	1,286	1,273	1,275
C company	876	862	873	855

Data source: PCSC

PCSC's Major Retail Scopes in Taiwan

PCSC (2912TT)

Convenience Store

7-ELEVEN



PCSC holds 100%
of stores: 5,137

Drugstore

Cosmed Taiwan



PCSC holds 100%
of stores: 398

Department Store

Uni-Ustyle



PCSC holds 70%
UPEC holds 30%
of store: 1

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: 410



Cold Stone Creamery



PCSC holds 100%
of stores: 32

Afternoon Tea



PCSC holds 51%
of stores: 16

Mister Donut



PCSC holds 50%
of stores: 64

21 Century



PCSC holds 100%
of stores: 28

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



Books.com.tw
PCSC holds 50.03%



統一超商線上購物中心
Ibon Mart
PCSC holds 100%

* Store No. is as of end Mar 2017

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PCSC's Major Retail Scopes Overseas

China

Convenience Store

Shanghai 7-ELEVEN

PCSC holds 100%
of stores: 107



Supermarket

Shandong Uni-Mart

PCSC holds 55%
of stores: 196



Hypermarket

Sichuan Uni-Mart

PCSC holds 100%
of stores: 2



Restaurants

Shanghai Starbucks

PCSC holds: 30%
UPEC holds: 20%
of stores: 1,249



Cold Stone Creamery

PCSC holds 100%
of stores: 19



Southeast Asia

Convenience Store

Philippine 7-ELEVEN (SEVN PM)

PCSC holds 52.22%
of stores: 2,031



* Store No. is as of end Mar, 2017

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

F&B Business in China

Uni-President China Holdings Ltd. (UPCH 220 HK) (UPEC holds 70.5%)

- Commenced China F&B operations in **1992**
- Listed on HKSE since **Dec 17th, 2007**
- Current market cap US\$3.16bn*
- Strong market share (by value): **Top.2** in Instant Noodles, RTD Tea and RTD Juice ; **Top 1** in RTD Milk Tea.
- Distribution to 31 provinces across China



* Market cap based on closing price HK\$5.70 as of May 11, 2017, US\$1=HK\$7.789

UPCH (220HK) Key Financials

RMB in thousands	2017.1-3M	2016.1-3M	YoY
Reported Net Profit	173,787	432,999	-59.86%

Historical Key P&L Items of UPCH (220HK) (Consolidated)

Unit : RMB in Millions

Consolidated basis	2016Y			Y2015		Y2014		Y2013	
	Amount	% of Rev.	YoY	Amount	% of Rev.	Amount	% of Rev.	Amount	% of Rev.
Revenue	20,986	100.0%	-5.0%	22,102	100.0%	22,488	100.0%	23,329	100.0%
Gross Profit	7,228	34.4%	-11.2%	8,141	36.8%	7,308	32.5%	7,780	33.3%
Operating Profit	963	4.6%	-6.6%	1,031	4.7%	372	1.7%	932	4.0%
Pre Tax Profit	1,068	5.1%	-8.8%	1,171	5.3%	415	1.8%	1,116	4.8%
* Net Profit	607	2.9%	-27.3%	835	3.8%	286	1.3%	916	3.9%
**EPS(cents)	14.06			19.32		7.18		25.46	
Total Payout Ratio	20%			20%		20%		20%	
Cash dividend/share(cents)	2.812			3.864		1.322		5.092	

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

** Weighted Average EPS reflects right issue on June 24, 2014

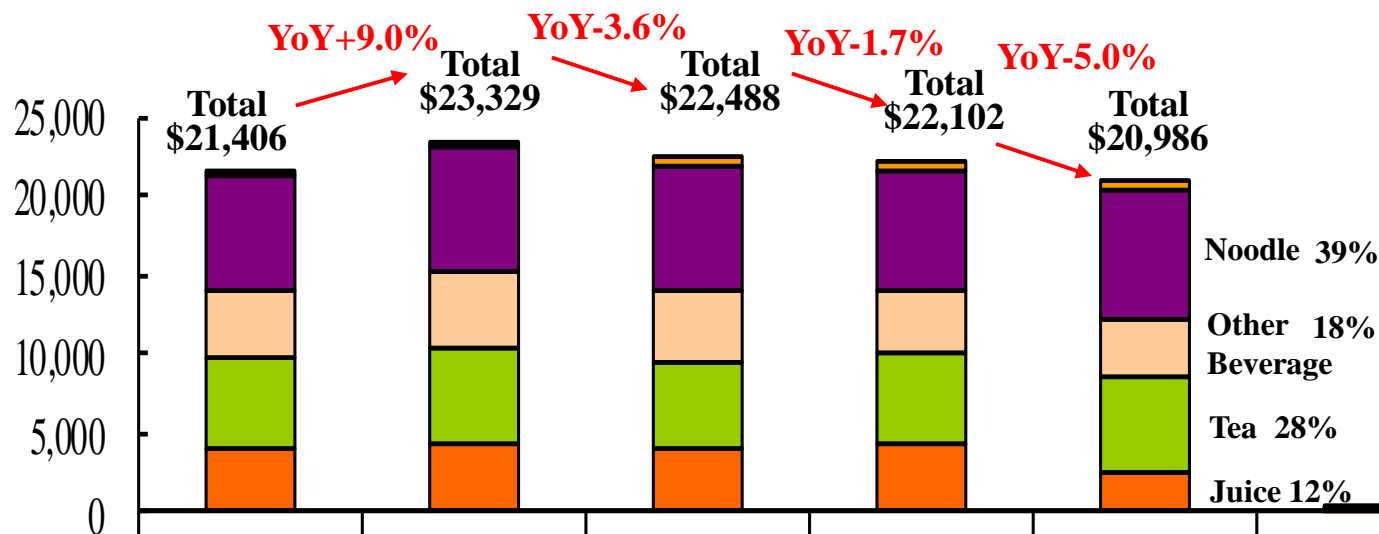
Industry Growth In China

Unit: %	2016Y		2015Y	
	Value	Volume	Value	Volume
Instant Noodle	1.3	-5.7	-2.8	-6.4
Beverage	3.3	2.3	1.2	-1.2
RTD tea (no milk)	15.9	5.9	-0.7	-4.6
Juice	-0.7	-4.9	3.3	-2.7
Milk Tea	-9.0	-10.1	-20.2	-19.0
Carbonated drink	1.9	1.9	-0.6	-1.3
Bottled water	9.1	7.2	5.1	1.3
Functional drink	3.9	1.1	6.4	5.9
Asian traditional drink	-4.5	-5.2	-1.7	-4.4

Data Source: Nielsen

UPCH (220HK) Sales Break-down by Products

Unit : RMB in millions



	Y2012	Y2013	Y2014	Y2015	Y2016	YoY
Other Business	222	351	523	483	584	20.9%
Instant Noodles	7,270	7,826	7,960	7,567	8,221	8.6%
Other Beverage	4,320	4,750	4,540	3,947	3,766	-4.6%
RTD Tea	5,597	6,143	5,526	5,826	5,915	1.5%
RTD Juice	3,996	4,259	3,939	4,278	2,500	-41.6%

Market Position in China



Market Share: Instant Noodle

By Value

	2016Y	2015Y
A company	51.0%	55.3%
UPCH (No.2)	21.0%	18.3%
B company	7.2%	6.1%
C company	4.9%	5.6%

By Volume

	2016Y	2015Y
A company	42.9%	46.4%
UPCH (No.2)	19.8%	17.5%
B company	8.4%	7.4%
C company	7.1%	7.9%

assam

阿萨姆 · 小奶茶



Market Share: RTD Milk Tea

By Value

	2016Y	2015Y
UPCH (No.1)	72.3%	67.8%
A company	13.9%	16.9%
B company	6.0%	5.5%
C company	4.3%	5.1%

By Volume

	2016Y	2015Y
UPCH (No.1)	73.2%	68.7%
A company	14.3%	17.5%
B company	6.0%	5.4%
C company	4.3%	5.1%

Source: Nielsen

Market Position in China



Market Share: RTD Tea (No Milk)

By Value

	2016Y	2015Y
A company	48.7%	54.7%
UPCH (No.2)	27.8%	24.8%
B company	6.2%	1.6%
C company	4.2%	5.3%

By Volume

	2016Y	2015Y
A company	57.8%	61.1%
UPCH (No.2)	24.3%	22.9%
C company	4.1%	4.8%
B company	3.7%	1.1%

Market Share: RTD Juice

By Value

	2016Y	2015Y
A company	20.3%	20.5%
UPCH (No.2)	13.6%	14.7%
B company	11.8%	13.7%
C company	7.2%	7.2%

By Volume

	2016Y	2015Y
A company	24.6%	23.8%
B company	16.7%	18.3%
UPCH (No.3)	16.3%	17.5%
D company	6.4%	7.2%

UPCH (220HK) Margin & Expenses Breakdown

Gross Margin As % of revenue

	2016Y	2015Y	2014Y
Company	34.40%	36.80%	32.50%
Instant Noodle	30.90%	33.40%	28.70%
Beverage	37.60%	39.30%	35.30%

Expenses As % of revenue

	2016Y	2015Y	2014Y
Company	32.60%	33.20%	32.30%
Selling&Marketing	27.90%	28.60%	28.00%
Administration	4.80%	4.60%	4.30%

Net Margin As % of revenue

	2016Y	2015Y	2014Y
Company	2.90%	3.80%	1.30%
Instant Noodle	3.80%	2.30%	-1.20%
Beverage	7.30%	7.90%	5.00%