



TWSE stock code:1216

# 2024 Q1 RESULTS

14 May, 2024

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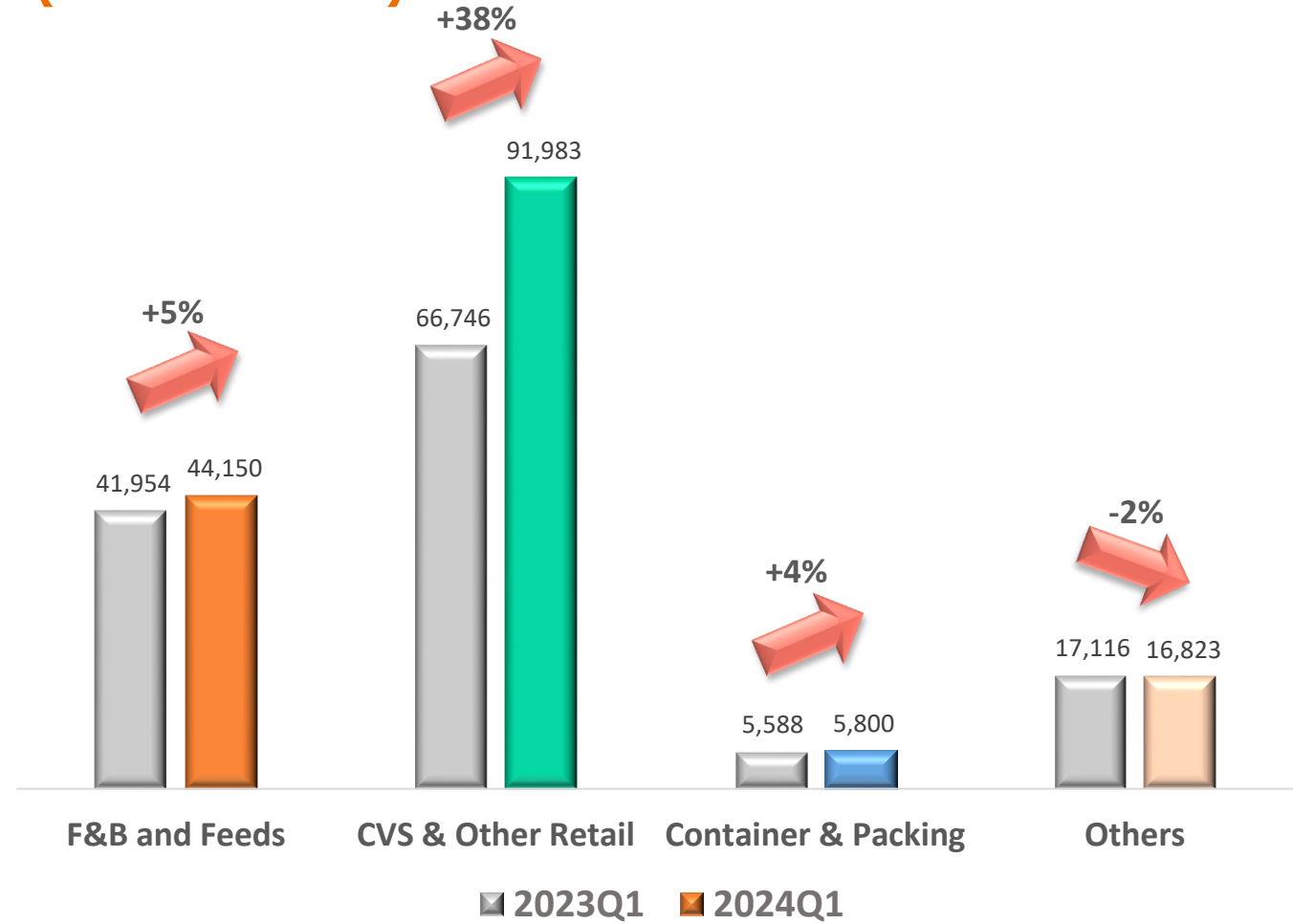
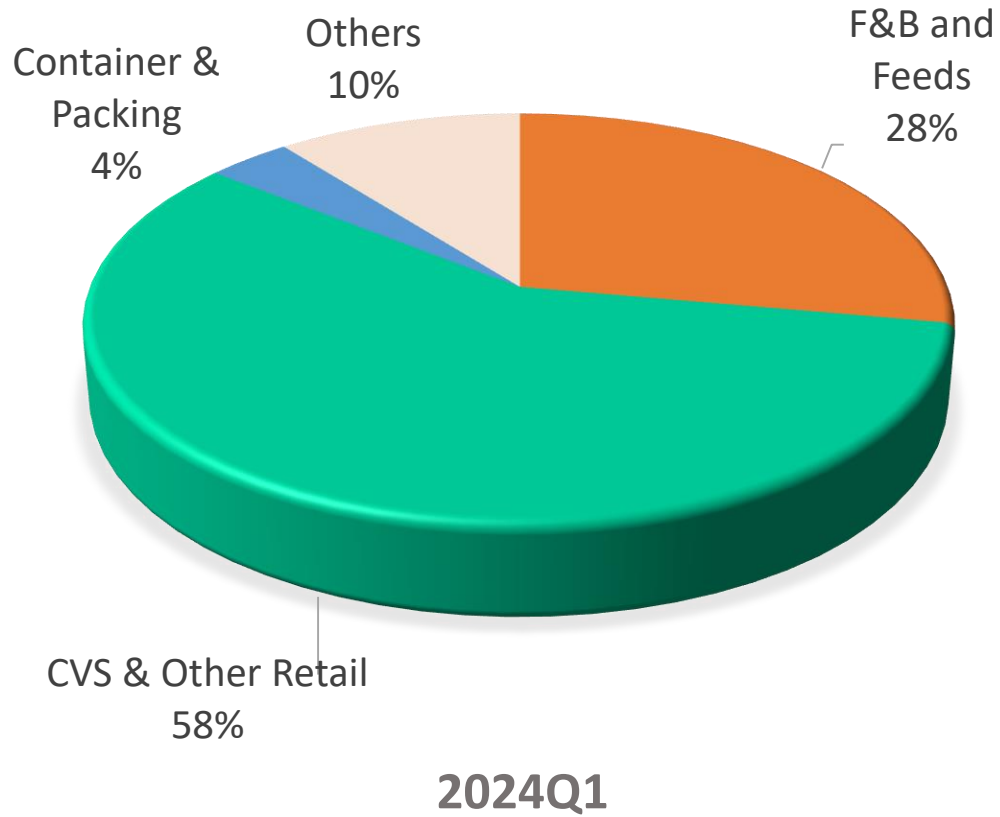
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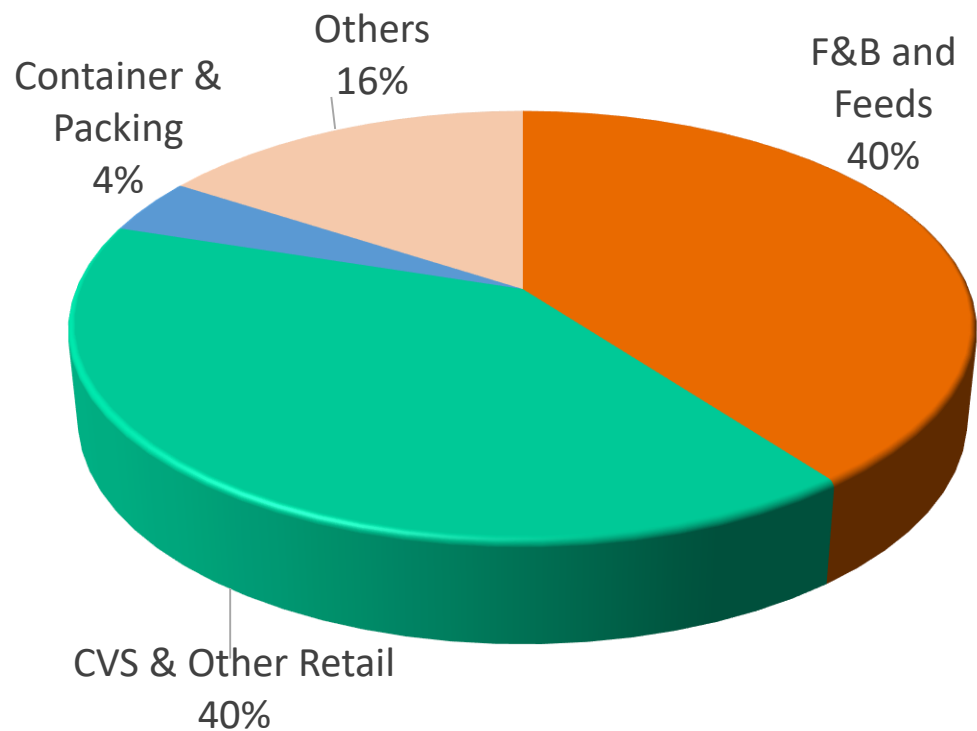
# Results Highlight (Consolidated)

<i>(In NTD Millions)</i>	<b>2024 Q1</b>	<b>2023 Q1</b>	<b>YoY</b>
Revenue	158,756	131,404	20.82%
Gross Profit	51,718	42,684	21.16%
Operating Profit	8,684	6,782	28.05%
Share of profit under equity method	1,022	742	37.66%
Profit Before Tax	10,860	10,313	5.30%
Profit After Tax (attribute to owners of the parent)	5,534	5,001	10.65%
EPS (in NTD)	0.97	0.88	0.09
<b><i>Gross Margin</i></b>	<b>32.58%</b>	<b>32.48%</b>	<b>+0.09 ppts</b>
<b><i>Operating Margin</i></b>	<b>5.47%</b>	<b>5.16%</b>	<b>+0.31 ppts</b>
<b><i>Pretax Margin</i></b>	<b>6.84%</b>	<b>7.85%</b>	<b>-1.01 ppts</b>

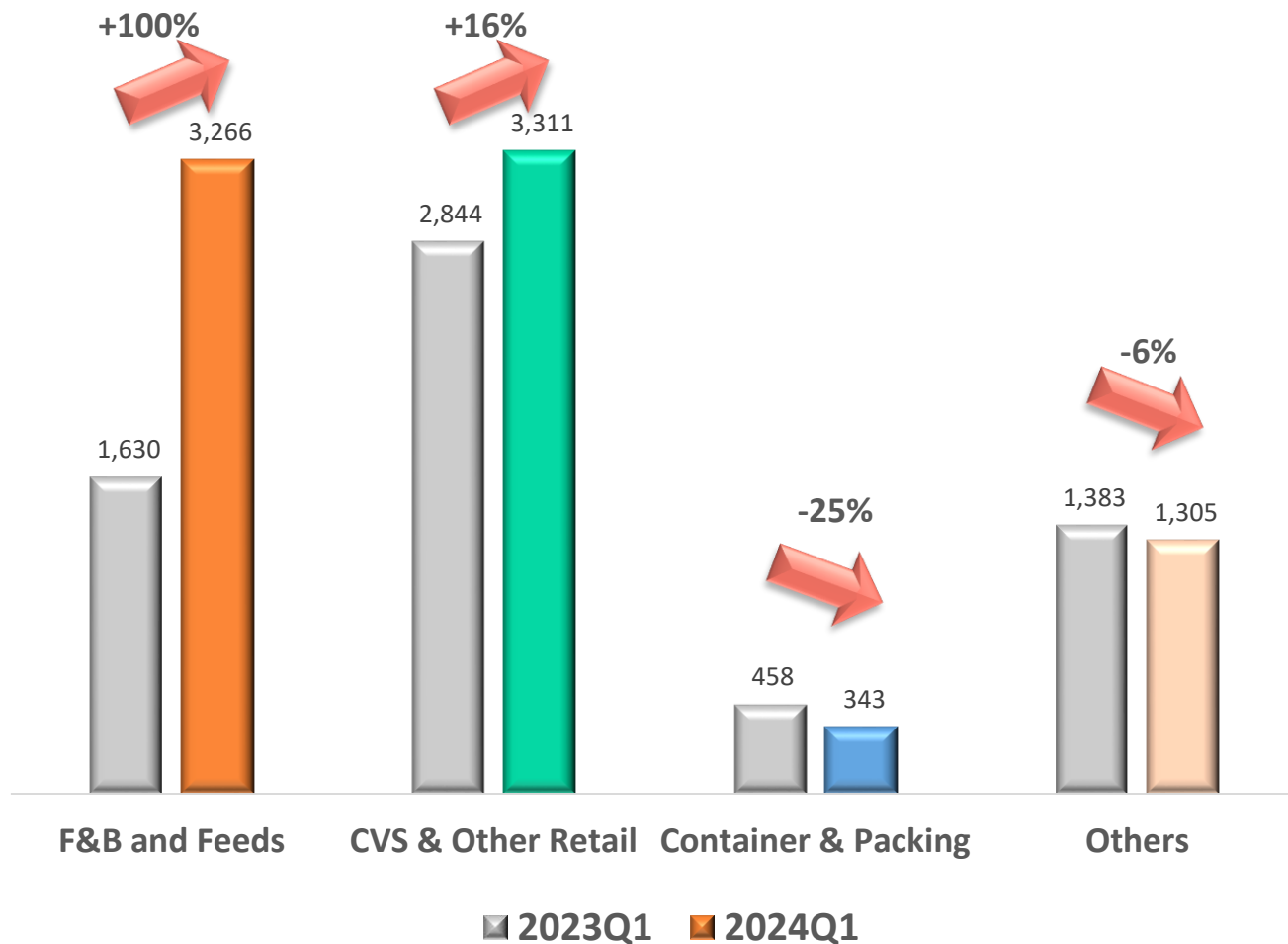
# Segment Revenue (Consolidated)



# Segment Income (Consolidated)



2024Q1



■ 2023Q1 ■ 2024Q1

# Balance Sheets & Financial Highlights

<i>Selected Items (Consolidated) (In NTD Millions )</i>	<b>2024/3/31</b>		<b>2023/3/31</b>	
	<i>Amount</i>	<i>%</i>	<i>Amount</i>	<i>%</i>
Cash and cash equivalents	97,239	14.41%	93,917	17.15%
Financial assets– current*	30,118	4.46%	23,541	4.30%
Total Asset	674,820	100%	547,543	100%
Borrowings**	149,406	22.14%	119,739	21.87%
Total Equity	208,457	30.89%	198,951	36.34%
<b>ROE</b>		<b>4.12%</b>		<b>3.94%</b>
<b>Current Ratio</b>		<b>100.04%</b>		<b>111.81%</b>
<b>Interesting-Bearing Liabilities to Equity Ratio</b>		<b>71.67%</b>		<b>60.18%</b>
<b>Net Interesting-Bearing Liabilities to Equity Ratio</b>		<b>25.03%</b>		<b>12.98%</b>

\* Including Financial assets at fair value through profit or loss & Financial assets at amortized cost

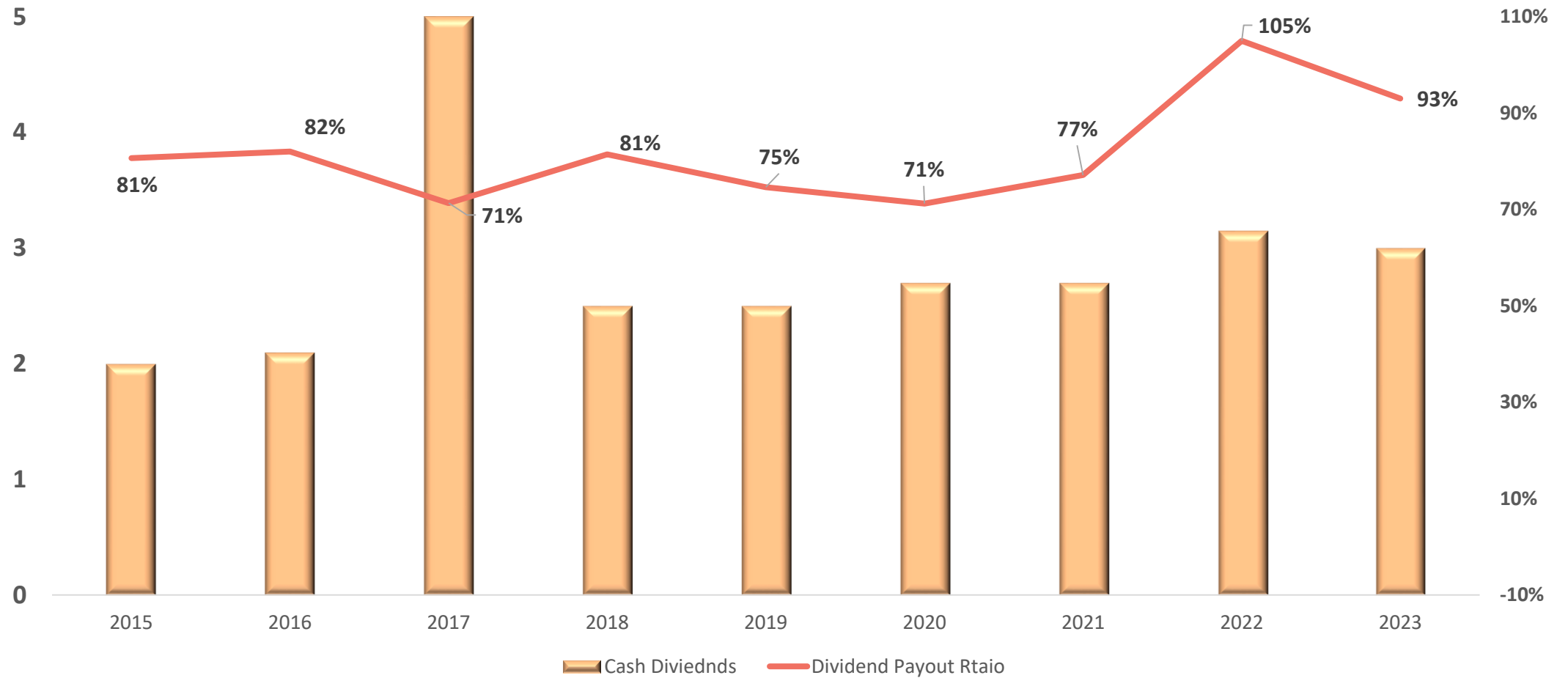
\*\*Excluding lease liabilities

# Cash Flows (Consolidated)

<i>(In NTD Millions)</i>	<b>2024 1-3</b>	<b>2023 1-3</b>
Beginning Balance	100,856	96,986
Net Cash Flows from Operating Activities	8,868	2,971
Net Cash Flows Used in Investing Activities	(7,637)	(6,658)
<b><i>Capital Expenditure*</i></b>	(10,183)	(6,875)
Net Cash Flows from (Used in) Financing Activities	(6,479)	980
<b>Ending Balance</b>	<b>97,239</b>	<b>93,917</b>

\*Capital expenditures includes the acquisition and disposal of PP&E (including interests payment), the increase and disposal of intangible assets, and the prepayment of equipment (including interests payments)

# Stable Dividends



Distributed dividends for 41 consecutive years with a total cumulative payout of NT\$82.3 in stock & cash dividends.

\*The proposed final dividend for FY2023 is subject to the approval of shareholders meeting.



# Awards and ESG Recognitions

## Enterprise Benchmark Award

2023 National Occupational Safety and Health Award

<https://www.youtube.com/watch?v=HTL39lgjxGQ>

## Golden

Xinshih General Plant won the golden medal of the 2023 Energy Saving Benchmark Award by MOEA

<https://www.youtube.com/watch?v=r7G3IM4fk5k>

## AA

Taiwan Sustainability Rating

\*The highest rating in Taiwan's daily consumer industry

## TCSA Award

2023 TCSA

“Top 100 Sustainability Model Award”

“Corporate Sustainability Report Award”

- Silver

## Index

FTSE4Good Emerging Index

Taiwan ESG Index

Taiwan CG100 Index

Taiwan High Compensation 100 Index

Taiwan EMP 99 Index

## Brand /Award

- Top 25 Global Brands in Taiwan
- 23 products were selected as elderly-friendly products ↑
- 23 products attained the Health Food Certification Label
- 28 products have passed the A.A. certification ↑

- 14 products won the Superior Taste Award (ITI) ↑
- 3 products won a Gold Awards at the Moscow International Salon of Inventions and Innovative Technologies (Archimedes) ↑
- 2 products won the Taiwan Biotechnology Great Award
- 2 products won Malaysia Technology Expo 2023 International Innovation Awards ↑



Eatender



GOLD AWARD

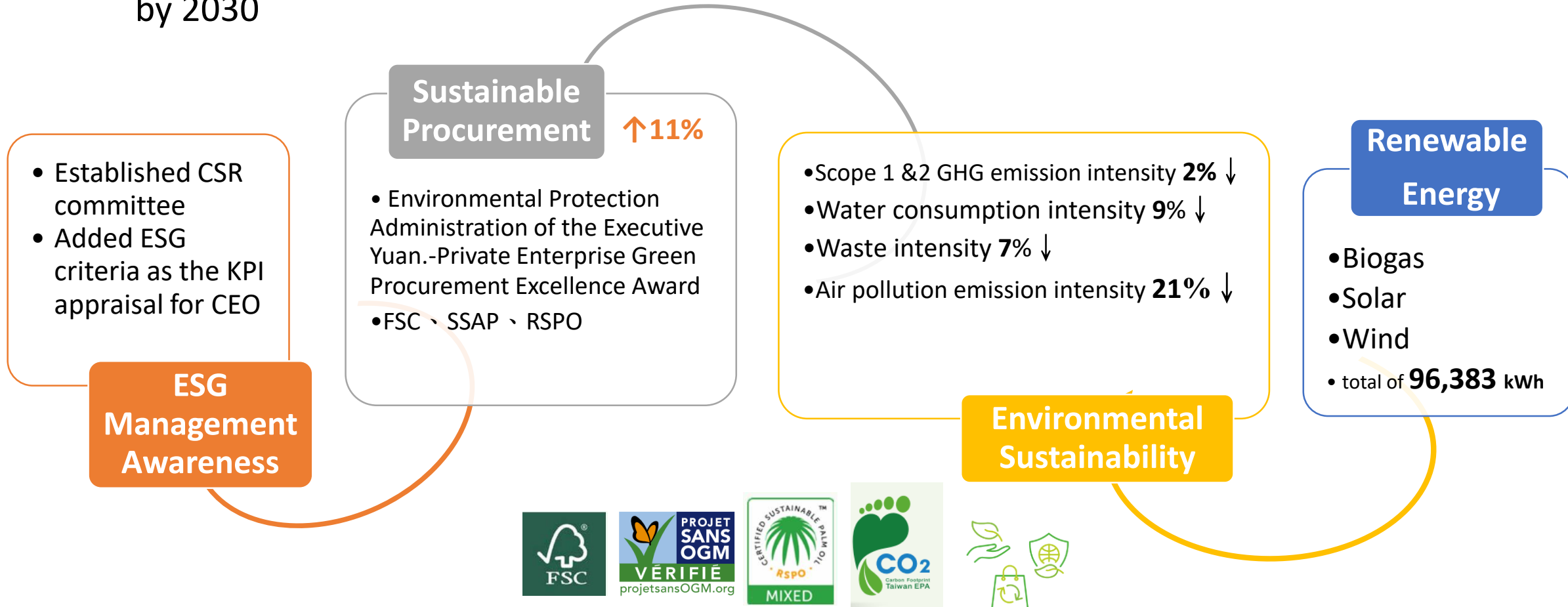


# Commitment to Environmental Sustainability

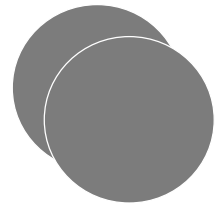


GHG emissions reduction targets:

- ① Short-term: Lower the GHG emission intensity of Scope 1 and Scope 2 by 1.5% per year
- ② Mid-to Long- term: Cut GHG Scope 1 and Scope 2 emissions by 38% below 2005 levels by 2030



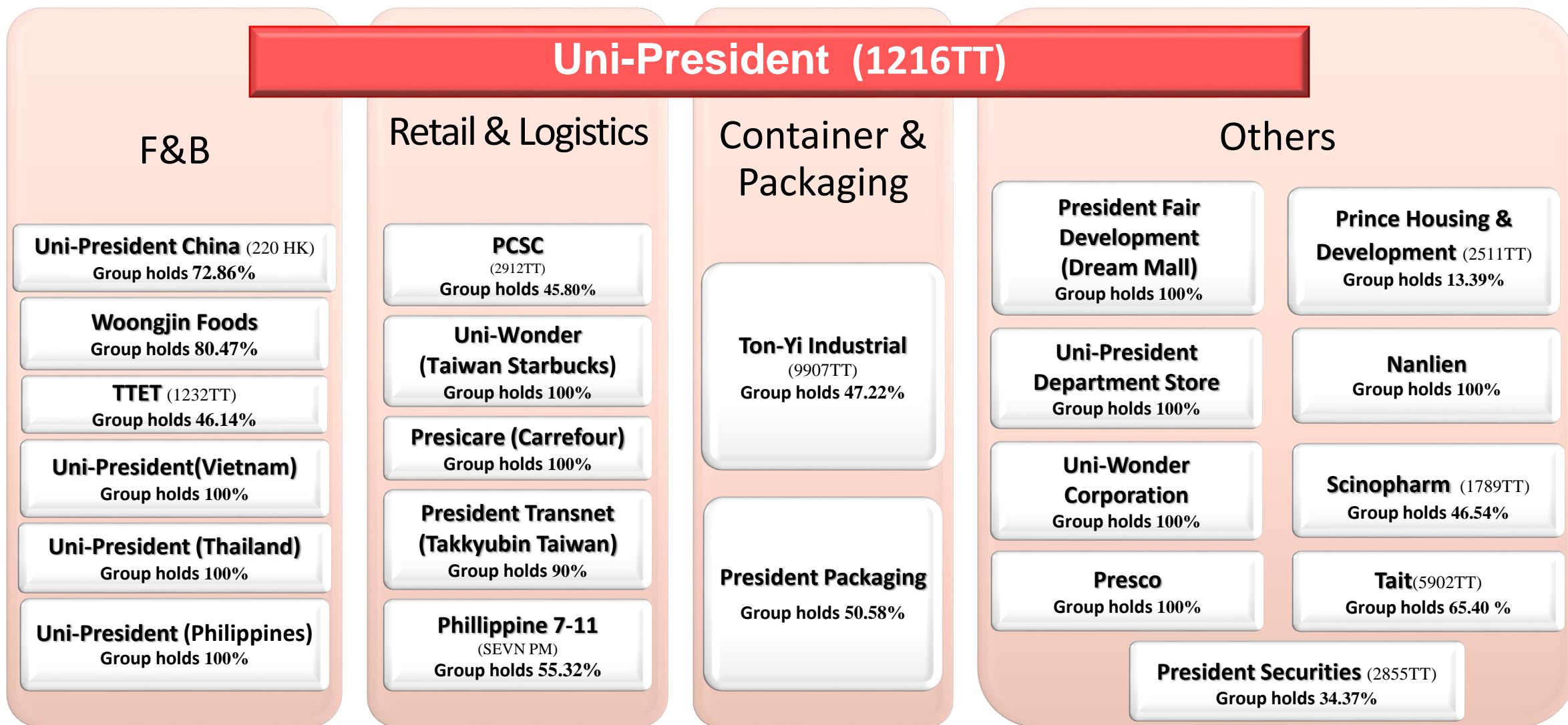
Note: The above % is YoY decrease / increase in 2022



# Appendix

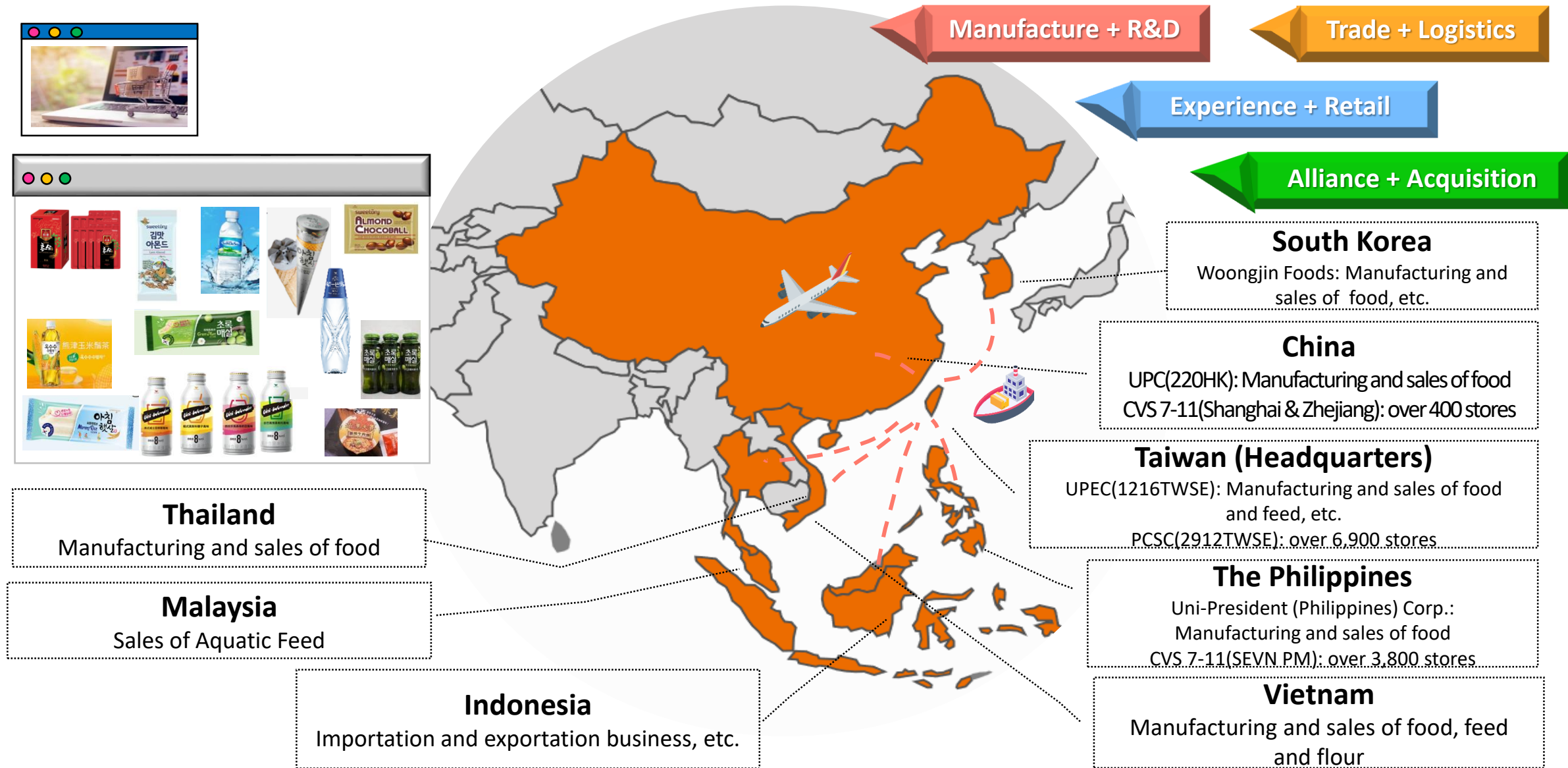
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# The Major Structure of Uni-President Group



\* The above structure only includes Uni-President's major subsidiaries & holding% is as of 2024/3/31.

# Building an Asian Distribution Platform of Life Brands



# Construction of Logistics Centers

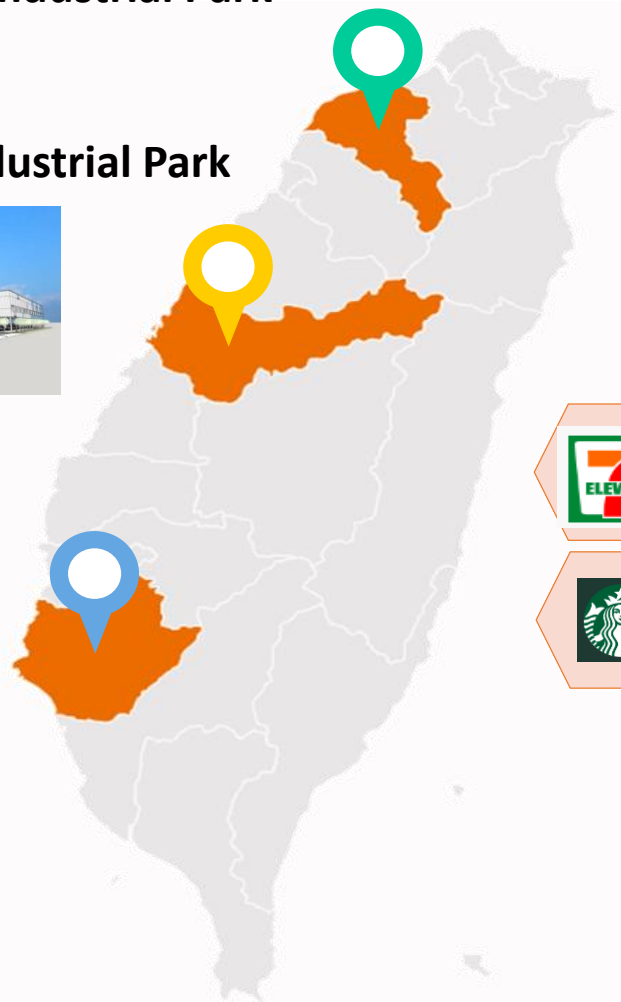


Taoyuan Minfeng Logistic Park  
U-PARK Zhihui Industrial Park

U-PARK Zhihui Industrial Park



Tainan Xinshih Logistics Park



## Creating Synergy



Enhancing and integrating the logistics capacity of the group

## Distribution Efficiency



Introducing technological warehouse equipment

## Sustainable Development



Achieving energy-saving and low-carbon operation

## Win-Win Situation



Providing a better consumer experience



# Annual Results Highlight (Consolidated)

<i>(In NTD Millions)</i>	<b>2023</b>	<b>2022</b>	<b>YoY</b>
Revenue	581,103	524,832	10.72%
Gross Profit	187,814	167,650	12.03%
Operating Profit	28,641	29,017	-1.30%
Profit Before Tax	48,691	35,342	37.77%
Profit After Tax (attribute to owners of the parent)	18,336	17,168	6.80%
EPS (in NTD)	3.23	3.02	0.21
<b><i>Cash Dividend/per share*</i></b>	<b>3.00</b>	<b>3.15</b>	<b>-0.15</b>
<b><i>Gross Margin</i></b>	<b>32.32%</b>	<b>31.94%</b>	<b>+0.38 ppts</b>
<b><i>Operating Margin</i></b>	<b>4.93%</b>	<b>5.53%</b>	<b>-0.60 ppts</b>
<b><i>Pretax Margin</i></b>	<b>8.38%</b>	<b>6.73%</b>	<b>+1.65 ppts</b>

\*The proposed final dividend for FY2023 is subject to the approval of shareholders meeting.