



TWSE stock code:1216

2024 Q3 RESULTS

22 November, 2024

DISCLAIMER

The information contained in this presentation is intended solely for your personal reference. Such information is subject to change without notice and no representation or warranty express or implied is made as to, and no reliance, should be placed on, the fairness, accuracy, completeness or correctness of the information contained in this presentation. This presentation does not intend to provide, and you may not rely on this presentation as providing, a complete or comprehensive analysis of the Company's financial or trading position or prospects. None of the Company nor any of its respective affiliates, advisors or representatives shall have any liability (in negligence or otherwise) whatsoever for any loss or damage howsoever arising from any use of this presentation or its contents or otherwise arising in connection with this presentation.

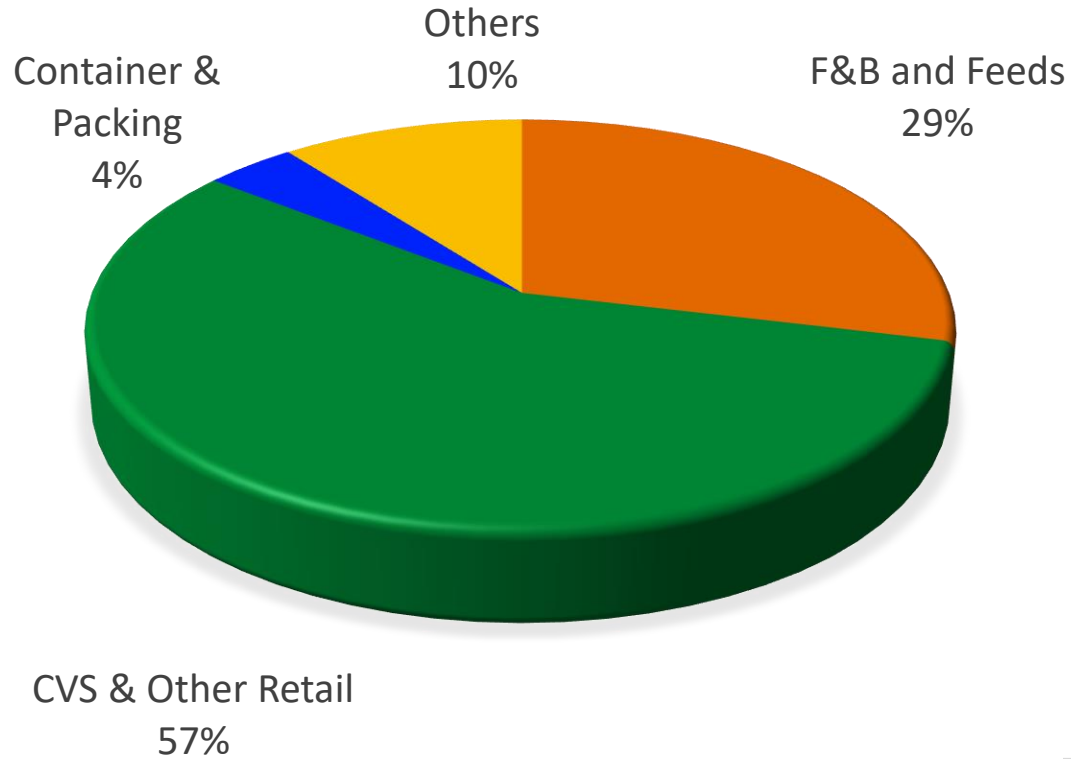
This presentation contains projections and forward-looking statements that may reflect the Company's current views with respect to future events and financial performance. Readers are cautioned not to place undue reliance on these forward-looking statements which are subject to various risks and uncertainties and no assurance can be given that actual results will be consistent with these forward-looking statements. The Company undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

This presentation does not constitute an offer or invitation to purchase or subscribe for any securities or financial instruments or the provision of any investment advice, and no part of it shall form the basis of or be relied upon in connection with any contract, commitment or investment decision in relation thereto, nor does this presentation constitute a recommendation regarding the securities or financial instruments of the Company.

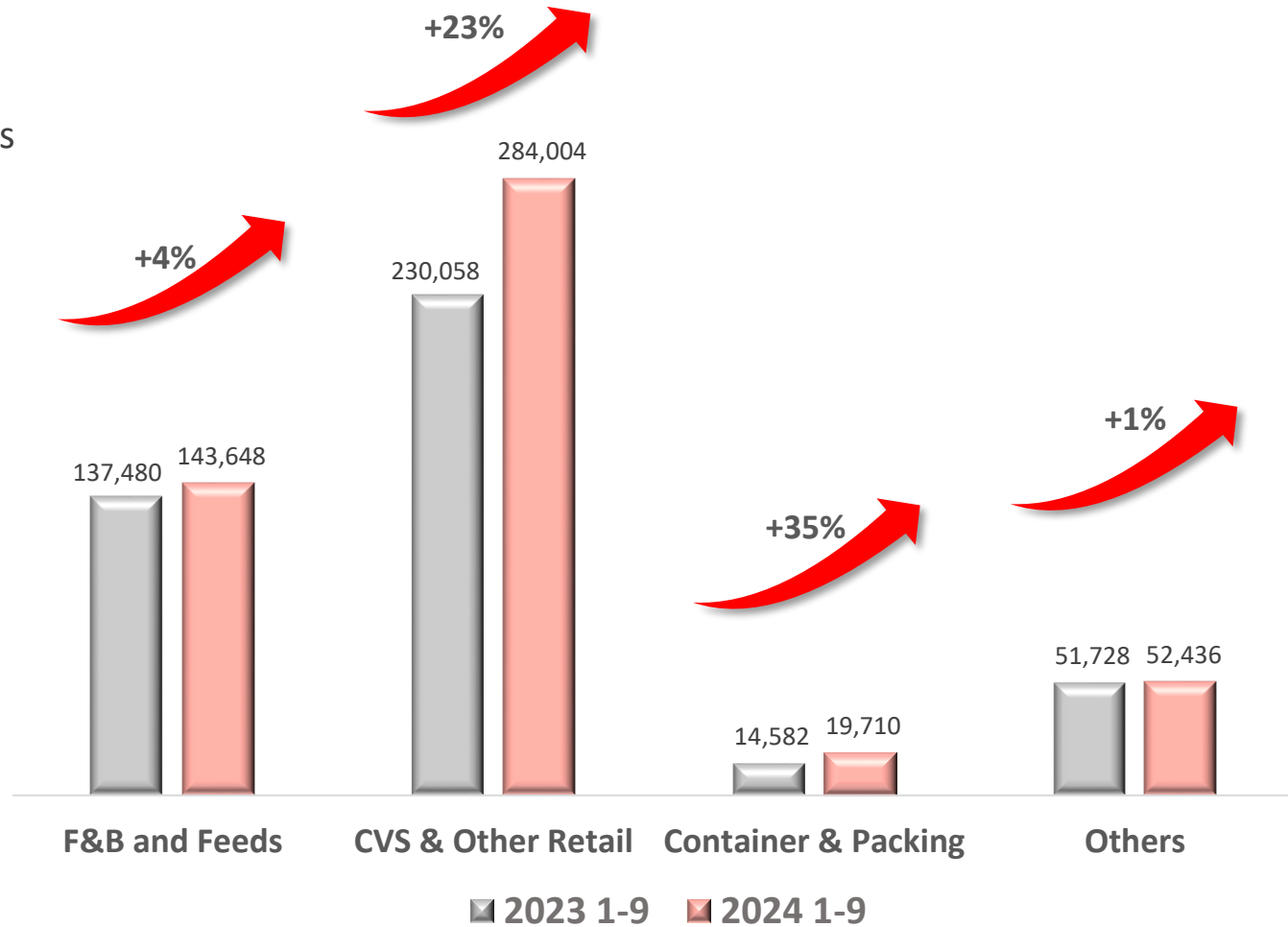
Results Highlight (Consolidated)

<i>(In NTD Millions)</i>	2024 9M	2023 9M	YoY
Revenue	499,798	433,848	15.20%
Gross Profit	165,235	141,692	16.62%
Operating Profit	28,791	24,119	19.37%
Share of profit under equity method	2,601	2,009	29.50%
Profit Before Tax	35,480	42,200	-15.92%
Profit After Tax (attribute to owners of the parent)	17,535	16,774	4.54%
EPS (in NTD)	3.09	2.95	0.14
<i>Gross Margin</i>	33.06%	32.66%	+0.40 ppts
<i>Operating Margin</i>	5.76%	5.56%	+0.20 ppts
<i>Pretax Margin</i>	7.10%	9.73%	-2.63 ppts

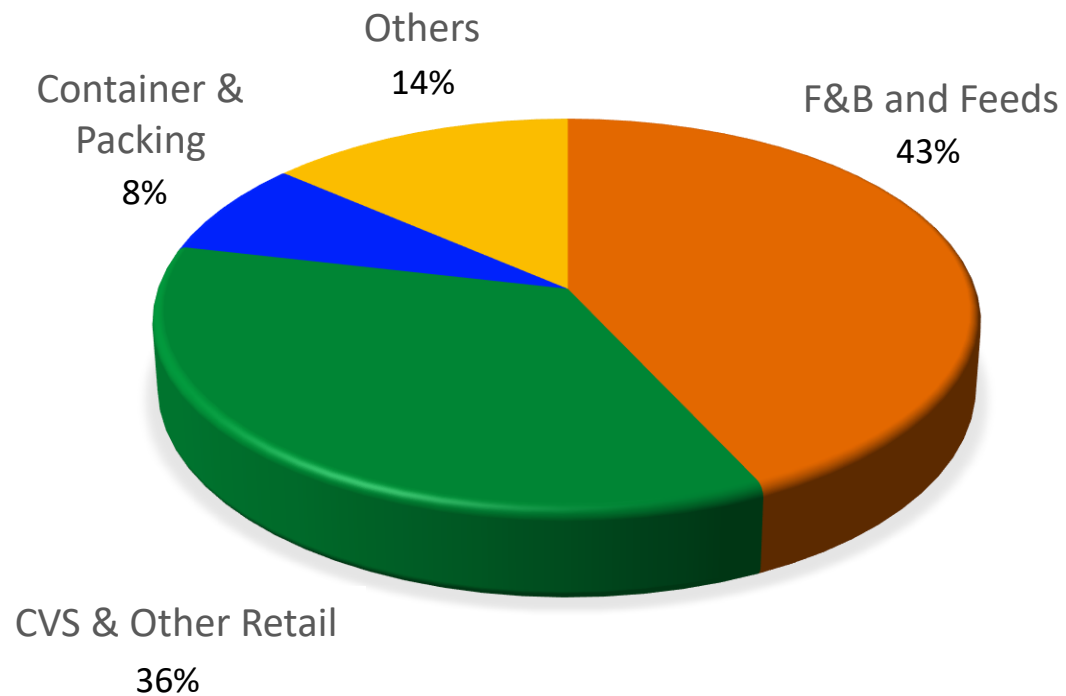
Segment Revenue (Consolidated)



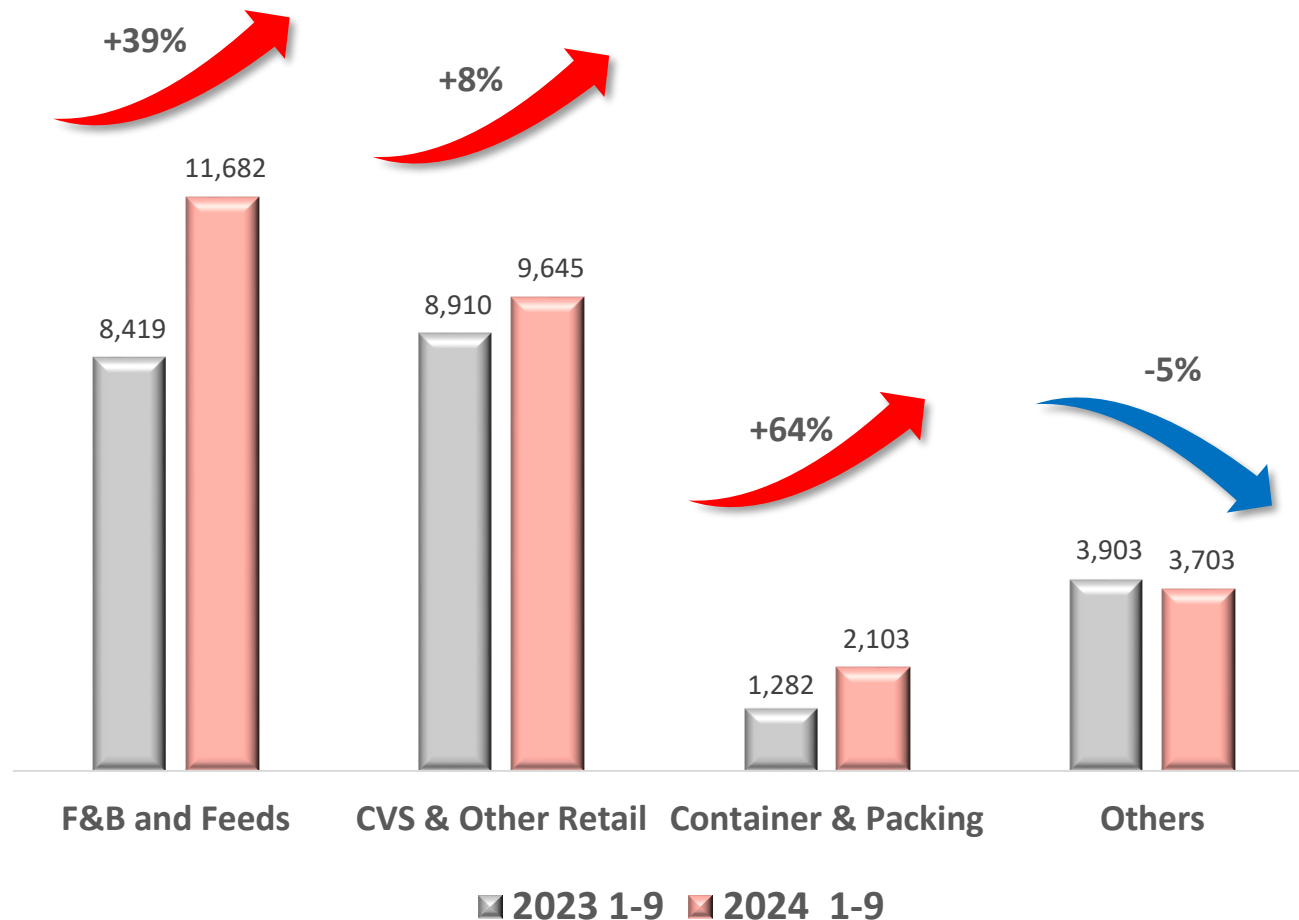
2024 1-9



Segment Income (Consolidated)

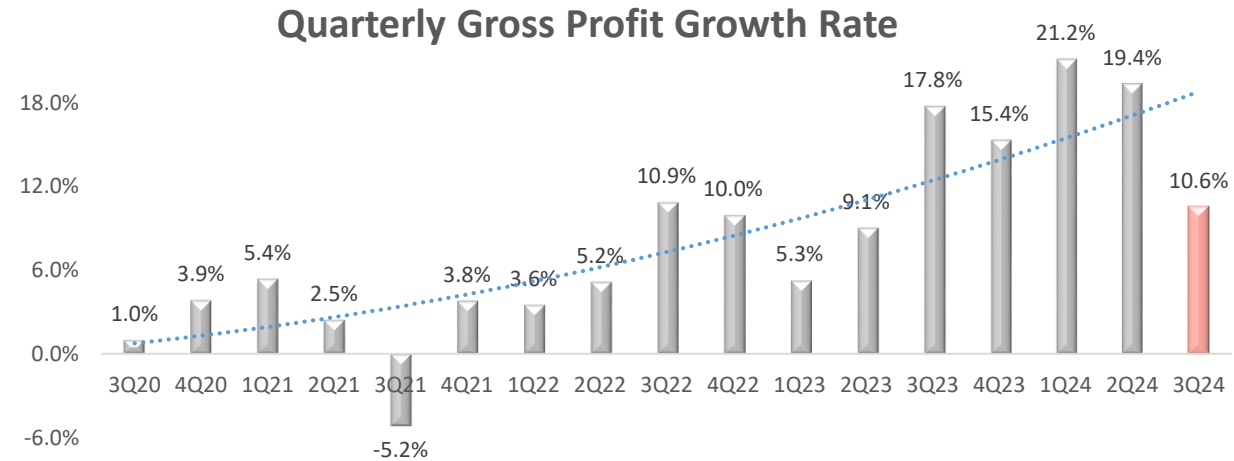
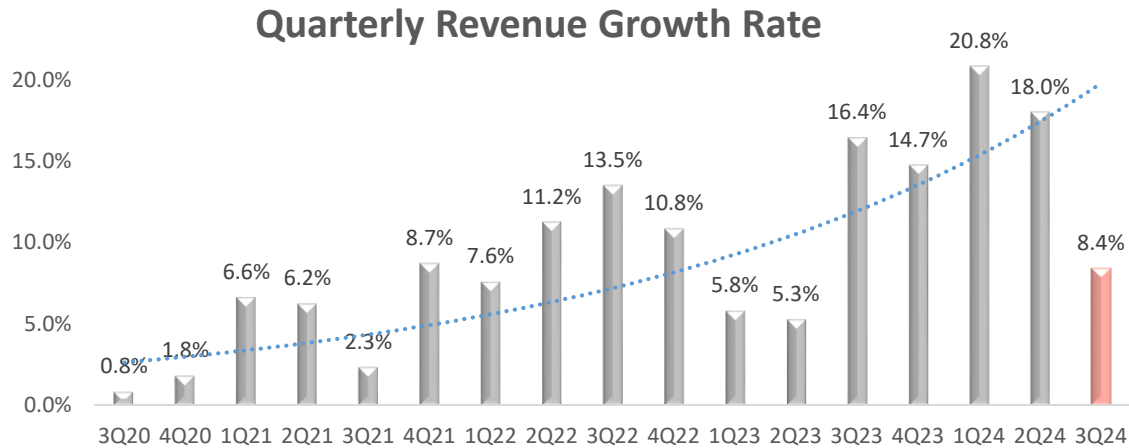
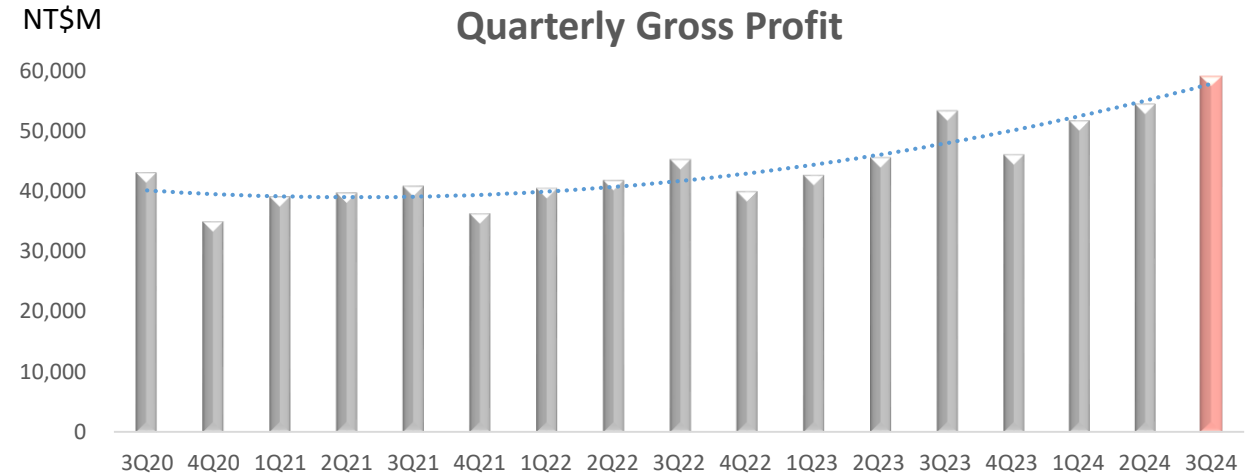
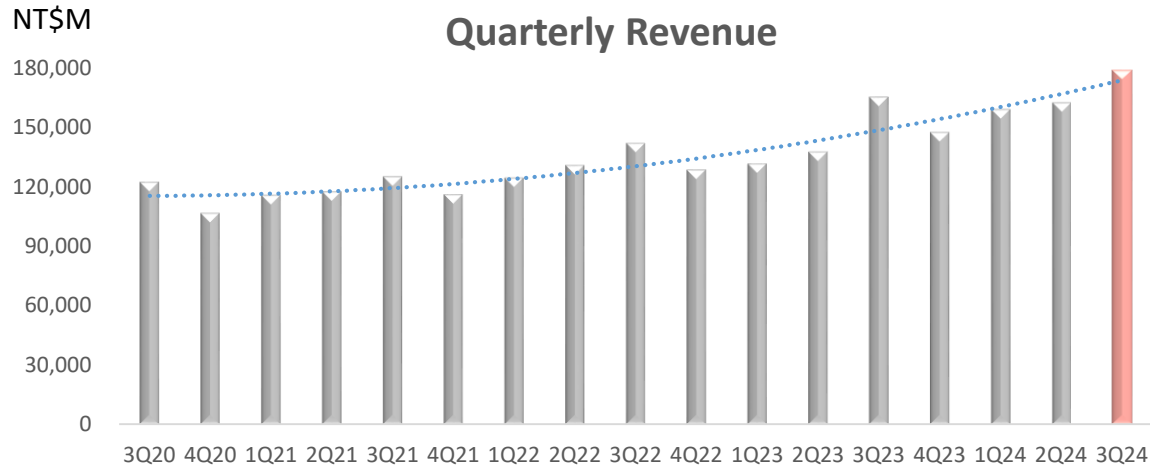


2024 1-9



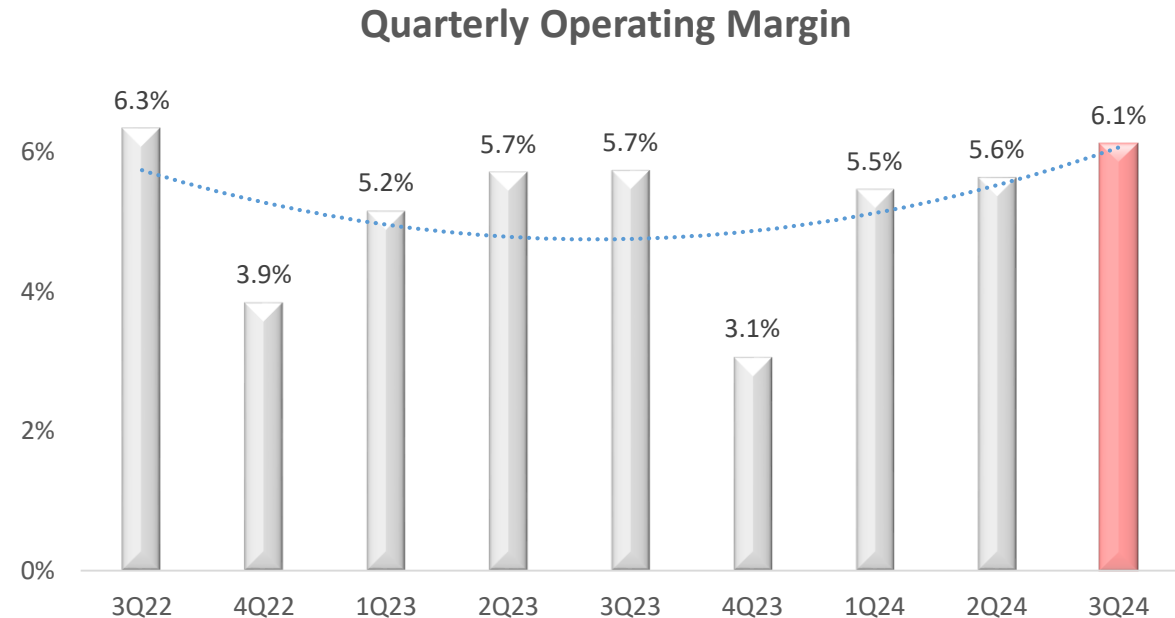
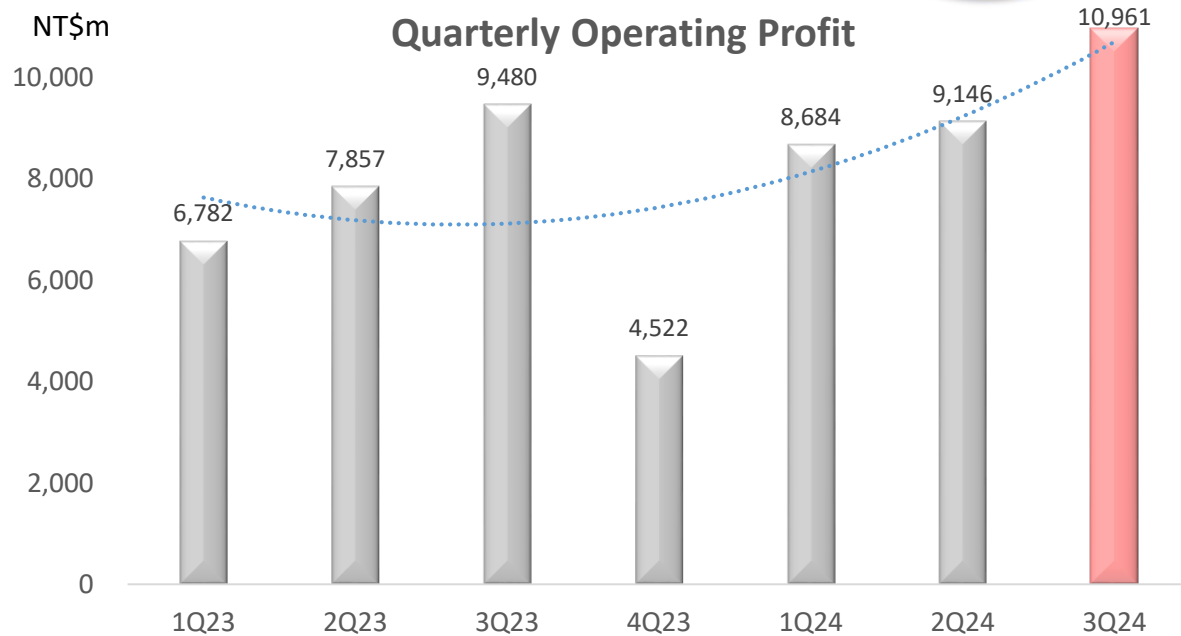
Q3 Financial Overview

- Revenue and Gross Profit hit record highs
- Revenue has grown positively for 17 consecutive quarters



Q3 Financial Overview

- Operating Profit hit record highs
- GPM has grown positively for 7 consecutive quarters



Balance Sheets & Financial Highlights

<i>Selected Items (Consolidated) (In NTD Millions)</i>	2024/9/30		2023/9/30	
	<i>Amount</i>	<i>%</i>	<i>Amount</i>	<i>%</i>
Cash and cash equivalents	102,242	15%	104,436	16%
Financial assets– current*	38,462	5%	25,467	4%
Total Asset	704,919	100%	664,934	100%
Borrowings**	169,689	24%	152,359	23%
Total Equity	201,528	29%	196,652	30%
ROE		13.59%		13.74%
Current Ratio		94.38%		91.81%
Interesting-Bearing Liabilities to Equity Ratio		84.20%		77.48%
Net Interesting-Bearing Liabilities to Equity Ratio		33.47%		24.37%

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

**Excluding lease liabilities

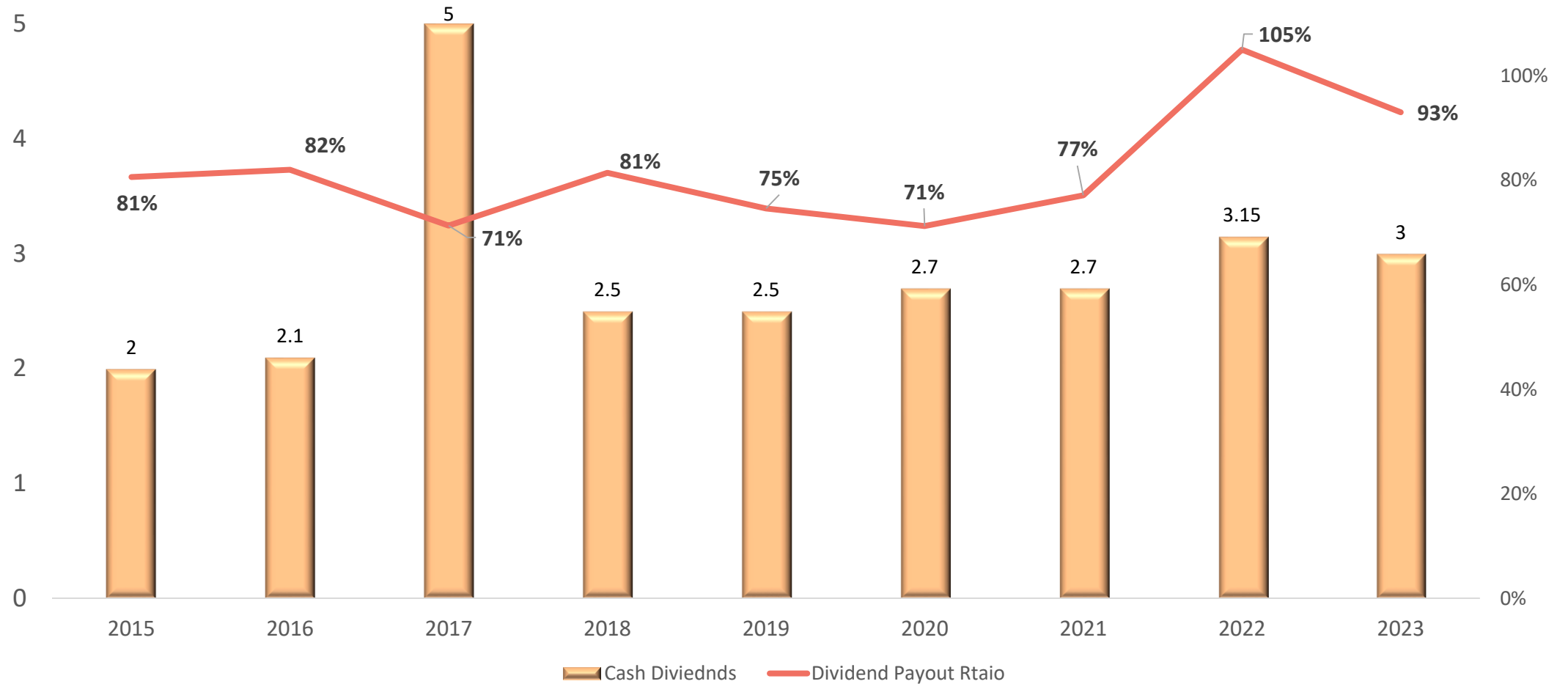
Cash Flows (Consolidated)

<i>(In NTD Millions)</i>	2024 9M	2023 9M
Beginning Balance	100,856	96,986
Net Cash Flows from Operating Activities	57,350	56,720
Net Cash Flows Used in Investing Activities	(34,033)	(50,457)
<i>Capital Expenditure*</i>	(30,120)	(18,250)
<i>Cash received (paid) for business combination</i>	814	(23,696)
Net Cash Flows Used in Financing Activities	(22,899)	(760)
<i>Cash Dividends</i>	(17,046)	(17,898)
Ending Balance	102,242	104,436

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



Stable Dividends



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

Awards and ESG Recognitions

Enterprise Award

- Awarded the 2023 Healthy Brand Award - Outstanding Healthy Enterprise
- 2023 National Occupational Safety and Health Award
 - Enterprise Benchmark Award from Ministry of Labor
- Xinshih General Plant won the golden medal of the 2023 Energy Saving Benchmark Award by MOEA
- 2023 TCSA “Top 100 Sustainability Model Award”
- 2023 TCSA “Corporate Sustainability Report Award”- Silver
- 2023 National Enterprise Environmental Protection Awards – Brown Level Award
- Won the the Private Enterprise Green Procurement Excellence Award by the Ministry of Environment for 10 consecutive years
- 1111 Job Search Website "Lifestyle Services Category" Happy Enterprise

Index

- FTSE4Good Emerging Markets Index
- FTSE4Good TIP Taiwan ESG 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 ↑
- 3 products won a Gold Awards at the Moscow International Salon of Inventions and Innovative Technologies (Archimedes) ↑
- 2 products won Malaysia Technology Expo 2023 International Innovation Awards ↑
- 2 products won Monde Selection Awards
- 14 products won the Superior Taste Award (ITI) ↑



Commitment to Environmental Sustainability

Improving water resources management

Water withdrawal intensity <1.00 million liters of water/\$10 million sales revenue



Low Carbon Transition - pricing

Set an internal carbon fee at NTD 300/ton CO₂e, as a source of funding for future carbon reduction actions

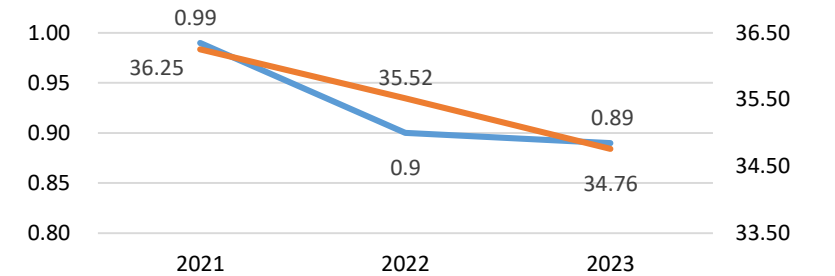
Lower GHG emission intensity (Scope 1 and Scope 2)

2024 target: Lower the GHG emission intensity by 1.5% per year

2026 target: Cut GHG emissions by 38% below 2005 levels by 2030



million liters / \$10 million sales revenue metric tons / \$10 million sales revenue



— Water withdrawal (consumption) intensity — GHG emission intensity of Self-Operations

Seeking ways to reduce plastic usage

2024 target: Recycled plastic application —

Replace 20 tons of virgin plastic per year

Lightweight and thin plastic —

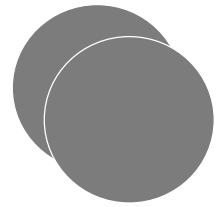
Estimated plastic reduction of 20 tons per year

Reducing average COD concentration

2024 target : <48mg/L

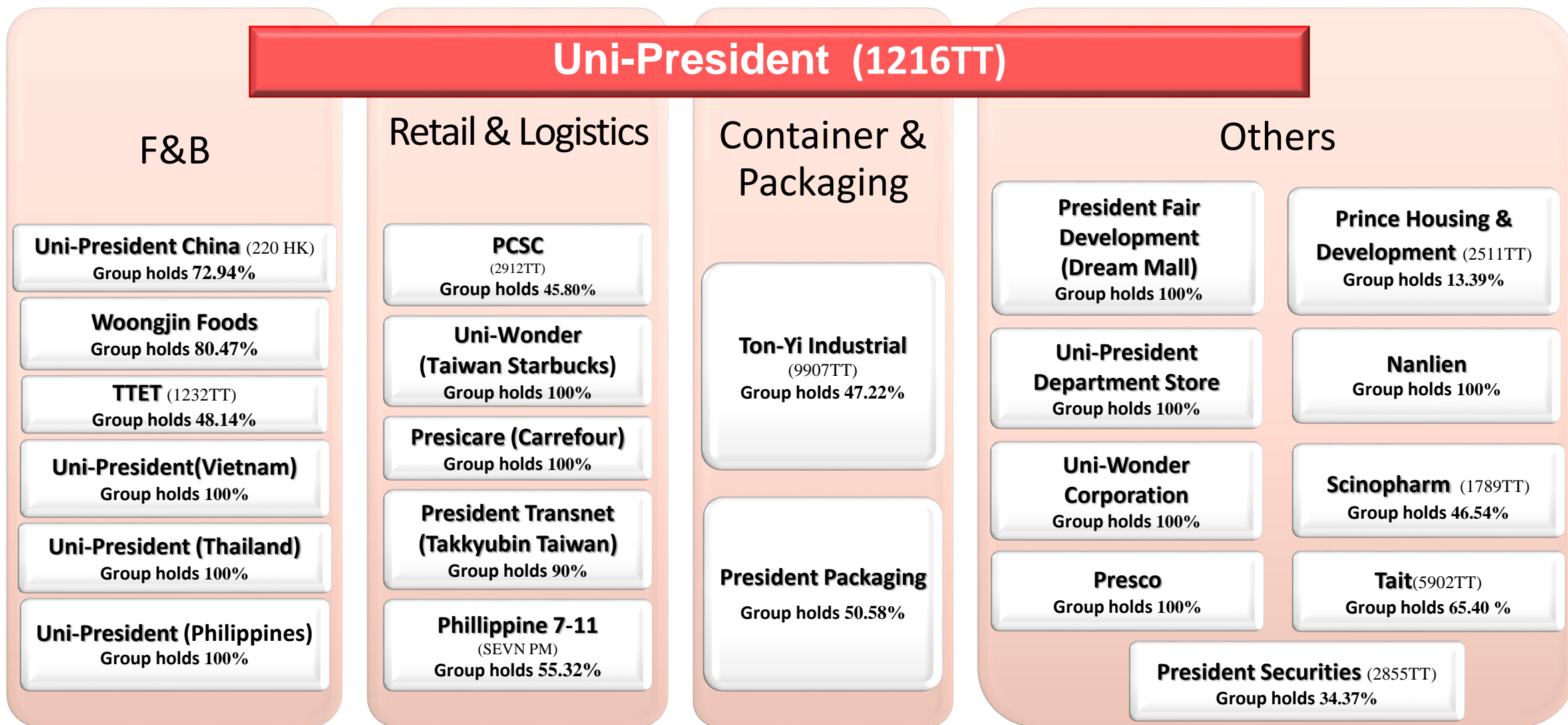
2026 target : <40mg/L





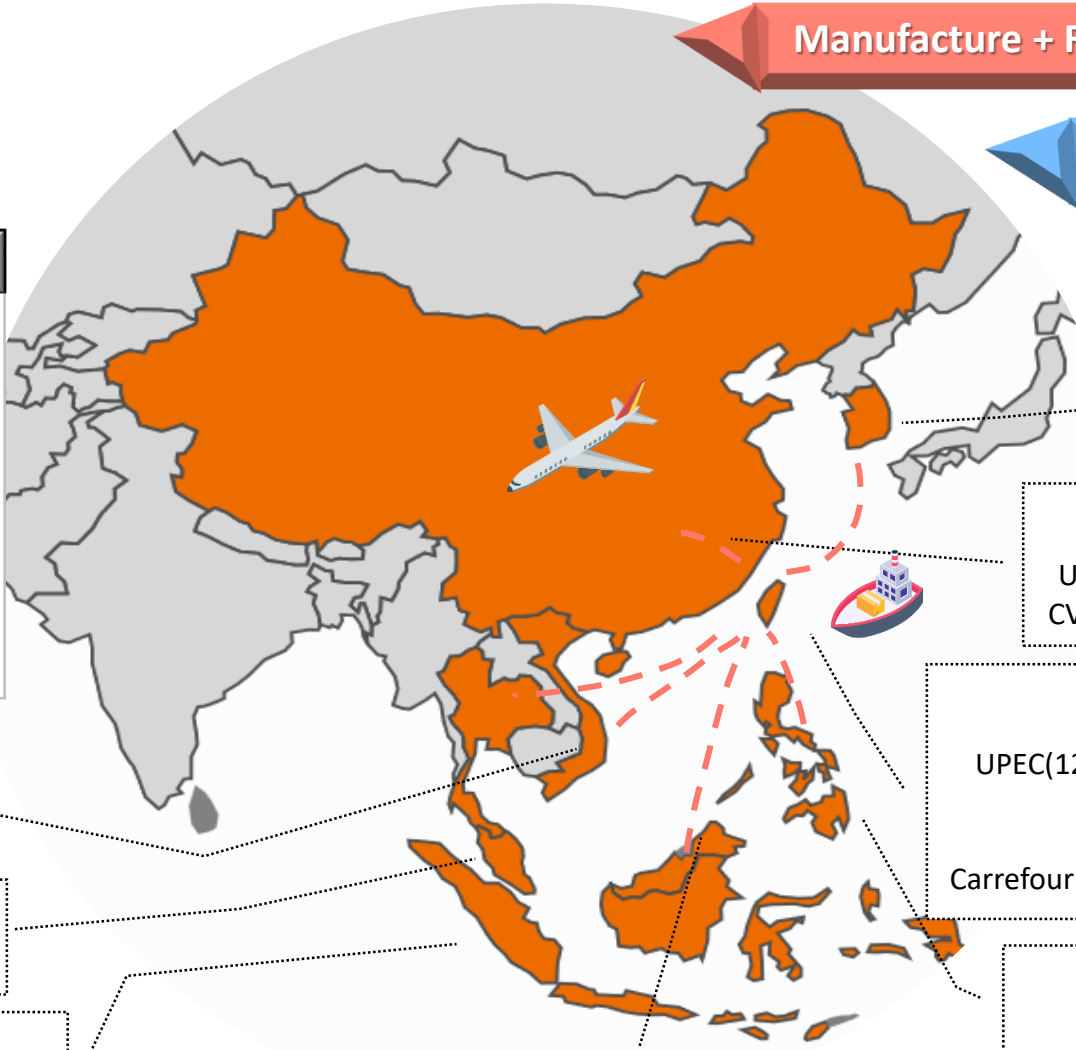
Appendix

The Major Structure of Uni-President Group



* The above structure only includes Uni-President's major subsidiaries & holding% is as of 2024/9/30.

Building an Asian Distribution Platform of Life Brands



Manufacture + R&D

Trade + Logistics

Experience + Retail

Alliance + Acquisition

Thailand
Manufacturing and sales of food

Malaysia
Sales of Aquatic Feed

Indonesia
Importation and exportation business, etc.

Vietnam
Manufacturing and sales of food, feed and flour

South Korea
Woongjin Foods: Manufacturing and sales of food, etc.

China
UPC(220HK): Manufacturing and sales of food
CVS 7-11(Shanghai & Zhejiang): over 470 stores

Taiwan (Headquarters)
UPEC(1216TWSE): Manufacturing and sales of food and feed, etc.
PCSC(2912TWSE): over 7,000 stores
Carrefour Hypermarket +Supermarket : over 300 stores

The Philippines
Uni-President (Philippines) Corp.:
Manufacturing and sales of food
CVS 7-11(SEVN PM): over 4,000 stores

(Note: Only F&B and feed / retail listed)

Construction of Logistics Centers

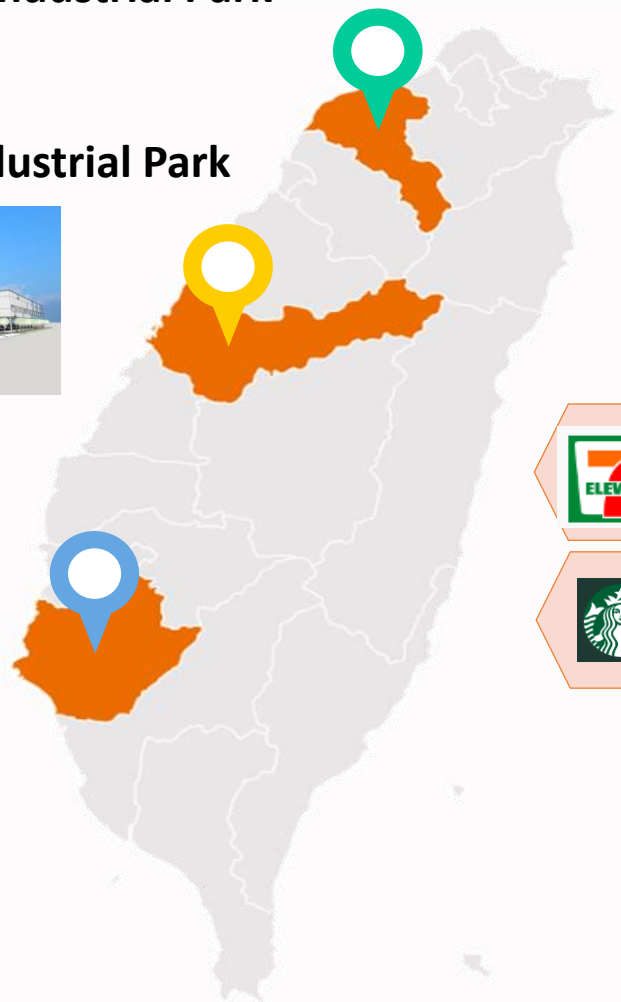


Taoyuan Minfeng Logistic Park
U-PARK Zhihui Industrial Park

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>	2023	2022	YoY
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
<i>Cash Dividend/per share*</i>	3.00	3.15	-0.15
<i>Gross Margin</i>	32.32%	31.94%	+0.38 pts
<i>Operating Margin</i>	4.93%	5.53%	-0.60 pts
<i>Pretax Margin</i>	8.38%	6.73%	+1.65 pts