



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

Security Code: 1216 TT

2018 Annual Results

UPCH



UPEC



統一蛋糕屋

晨光[®]

茶裏王[®]

回甘 就像現泡

單細胞生茶萃取技術

純喫茶[®]



來一客[®]

Dr. Milker[®]

統一麵[®]



PCSC



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

Unit : NTD in Millions

Consolidated	2018Y			2017Y		2016Y		2015Y	
	Amount	%	YoY	Amount	%	Amount	%	Amount	%
Revenue	431,446	100.00%	7.90%	399,861	100.00%	413,364	100.0%	416,151	100.0%
Gross Profit	145,285	33.67%	9.45%	132,741	33.20%	137,650	33.3%	137,922	33.1%
Operating Profit	26,986	6.25%	20.71%	22,357	5.59%	21,091	5.1%	21,638	5.2%
Pre Tax Income	35,308	8.18%	-53.84%	76,488	19.13%	30,502	7.4%	27,249	6.5%
Net Income	26,945	6.25%	-55.07%	59,965	15.00%	23,675	5.7%	21,593	5.2%
*Net Income	17,442	4.04%	-56.23%	39,845	9.96%	14,527	3.5%	14,108	3.4%
*EPS (after tax)	3.07			7.01		2.56		2.48	

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

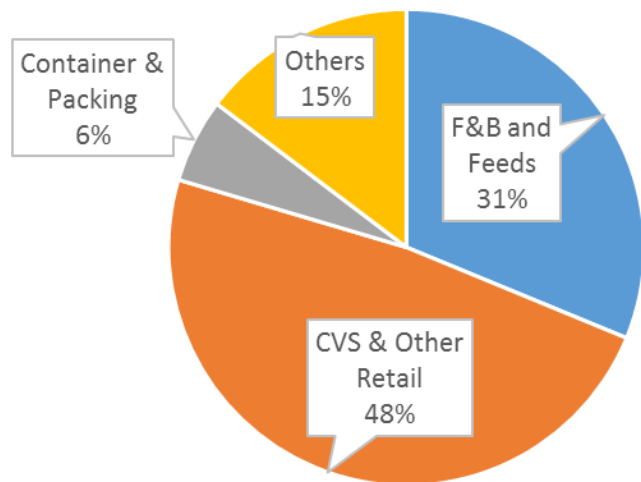
Segment Information of Uni-President (Consolidated)

Unit : NTD in Millions

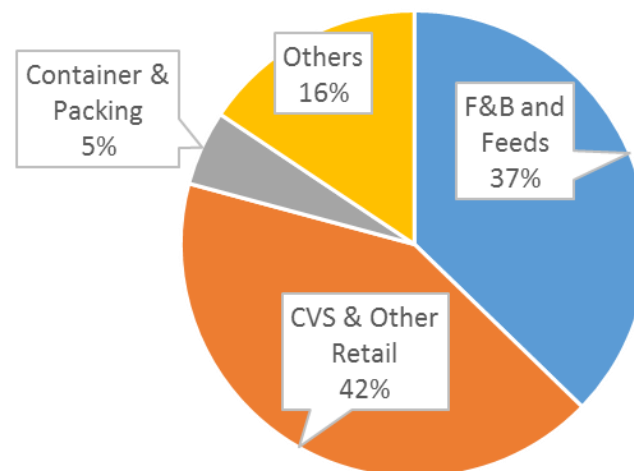
2018Y Segment Results	F&B and Feeds	CVS & Other Retail	Container & Packing	Others	Total	Adj.	Consolidated
Segment revenue **	134,669	208,682	24,683	63,412	431,446	-	431,446
YoY	3.40%	6.36%	11.61%	23.61%	7.90%		7.90%
Segment income	9,543	10,743	1,333	3,998	25,617	1,369	26,986
Segment margin	7.09%	5.15%	5.40%	6.30%	5.94%		6.25%
YoY	27.13%	18.32%	-8.35%	51.75%	23.90%		20.71%

** Revenue from external customers

Segment revenue



Segment income



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

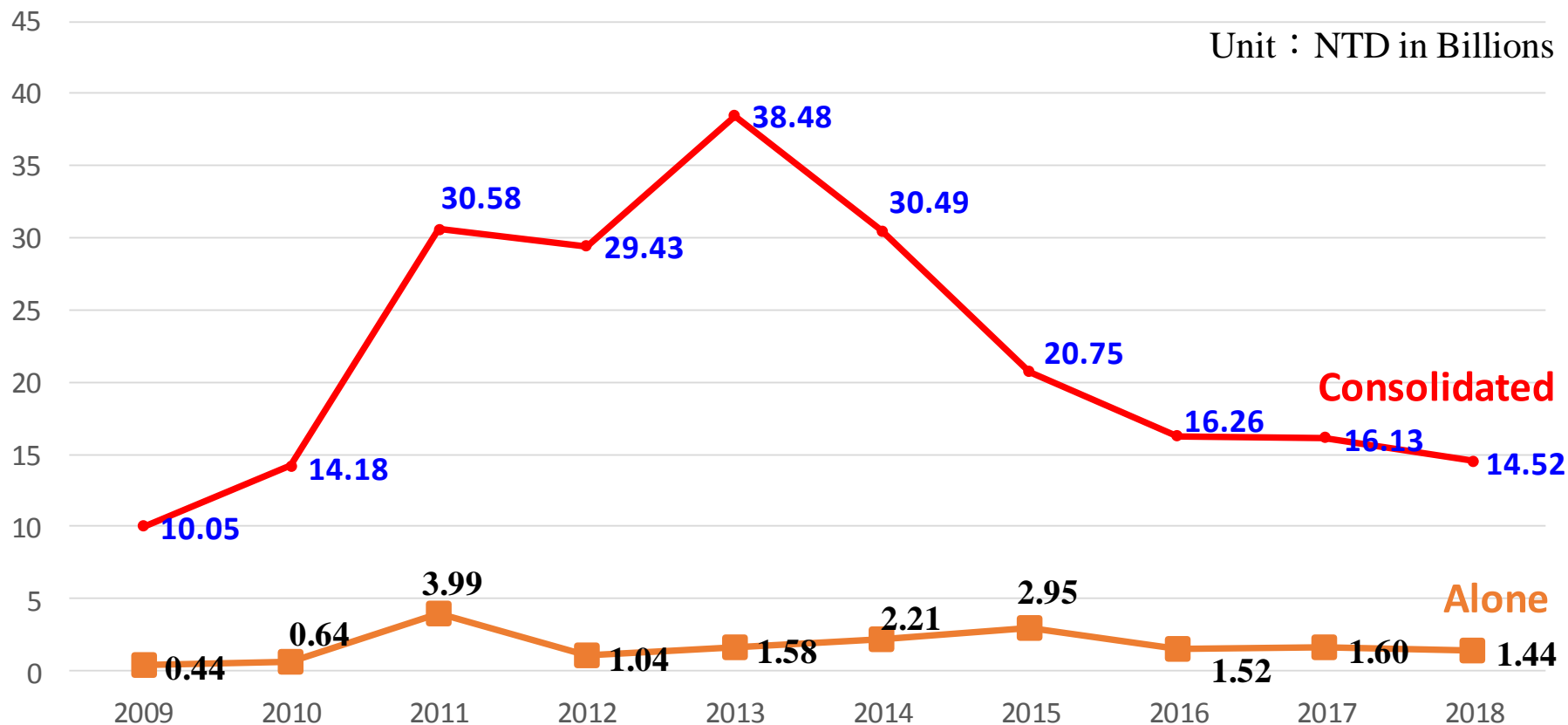
Unit : NTD in Billions

Items	2018Y	2017Y
Beginning Balance	54.70	56.33
Net Cash provided by operating activities	43.10	46.46
Net cash (used in) investing activities	11.28	(9.13)
*Capital Expenditure	(14.52)	(16.13)
Proceeds from disposal of assets / investments	43.35	5.78
Net cash (used in) provided by financing activities	(29.37)	(40.84)
Ending Balance	80.06	54.70

* 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

* Historical Capex



* 2014-2018 figures are based on 2013Y version of Taiwan IFRS

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

Unit : NTD in Millions

Stand-alone	2018Y			2017Y		2016Y		2015Y	
	Amount	%	YoY	Amount	%	Amount	%	Amount	%
Revenue	38,940	100.00%	-0.87%	39,283	100.00%	38,919	100.00%	38,287	100.00%
Gross Profit	11,891	30.54%	2.81%	11,566	29.44%	11,533	29.63%	11,107	29.01%
Operating Profit	2,290	5.88%	116.67%	1,057	2.69%	2,016	5.18%	1,750	4.57%
Net Income	17,442	44.79%	-56.23%	39,845	101.43%	14,527	37.33%	14,108	36.85%
EPS (after tax)	3.07			7.01		2.56		2.48	
Cash dividend/share	*	2.50		5.50		2.10		2.00	
Stock dividend/share		0.00		0.00		0.00		0.00	
Cash dividend as % of Total dividend		100%		100%		100%		100%	
Cash dividend payout ratio		81%		78%		82%		81%	

Note*: Y2018 dividend policy was proposed at 2019/3/27 board meeting (pending shareholders' meeting resolution).

Major Profit Contributors to Uni-President (Standalone)

Stand-alone basis (NTD in Millions)	2018Y		2017Y		YoY	Y2016		Y2015	
	Amount	% of NI	Amount	% of NI		Amount	% of NI	Amount	% of NI
Operating Income	2,290	13%	1,057	3%	117%	2,016	14%	1,750	12%
Total Investment Income (Equity Method)	15,133	87%	37,245	93%	-59%	12,595	87%	12,391	88%
Major Components of Investment Income:									
1.Cayment President (100% ownership)	4,763	27%	4,510	11%	5.62%	3,737	26%	4,353	31%
2.PCSC(2912TT) (45.4% ownership)	4,616	26%	14,108	35%	-67.28%	4,488	31%	3,690	26%
3.Ton Yi Industrial (9907TT) (45.55% ownership)	672	4%	279	1%	140.74%	492	3%	270	2%
4.Kai Yu Investment (100% ownership)	593	3%	13,536	34%	-95.62%	959	7%	664	5%
5.PRESCO (100% ownership)	484	3%	417	1%	16.02%	284	2%	217	2%
6.Nan Lien Intl (100% ownership)	441	3%	426	1%	3.49%	422	3%	364	3%
7.TTET Union (38.50% ownership)	349	2%	313	1%	11.52%	337	2%	344	2%
8.Presicarre (20.5% ownership)	344	2%	356	1%	-3.32%	304	2%	246	2%
9.President Securities (28.31% ownership)	343	2%	741	2%	-53.78%	233	2%	265	2%
10.Kuang Chuan Dairy (31.25% ownership)	336	2%	316	1%	6.19%	348	2%	340	2%
Net Income	17,442	100%	39,845	100%	-56.23%	14,527	100%	14,108	100%

Product Strategy Highlight

- ✓ Food Safety
- ✓ Product Freshness



Strengthen the Interaction with Consumers