

President Chain Store

Business Scope

CVS

1. 7-Eleven Taiwan (100%)
2. 7-Eleven Shanghai (100%)
3. 7-Eleven Philippine (56.59%)

Drug Store

1. Cosmed Taiwan (100%)
2. Cosmed China (65%)

Life Style Business

1. Muji (41%)
2. Hankyu Department Store (70%)

Supermarket / Hypermarket

1. Shandong Uni-Mart Supermarket (55%)
2. Sichuan Uni-Mart Hypermarket (100%)
3. Vietnam Uni-Mart Supermarket (51%)

Restaurant-Food & Beverage

1. Starbucks Taiwan (30%)
2. Starbucks Shanghai (30%)
3. Mr. Donut Taiwan (50%)
4. Mr. Donut China (50%)
5. Cold Stone Creamery Taiwan (100%)
6. Cold Stone Creamery China (100%)
7. Afternoon Tea Taiwan (51%)
8. Afternoon Tea China (51%)

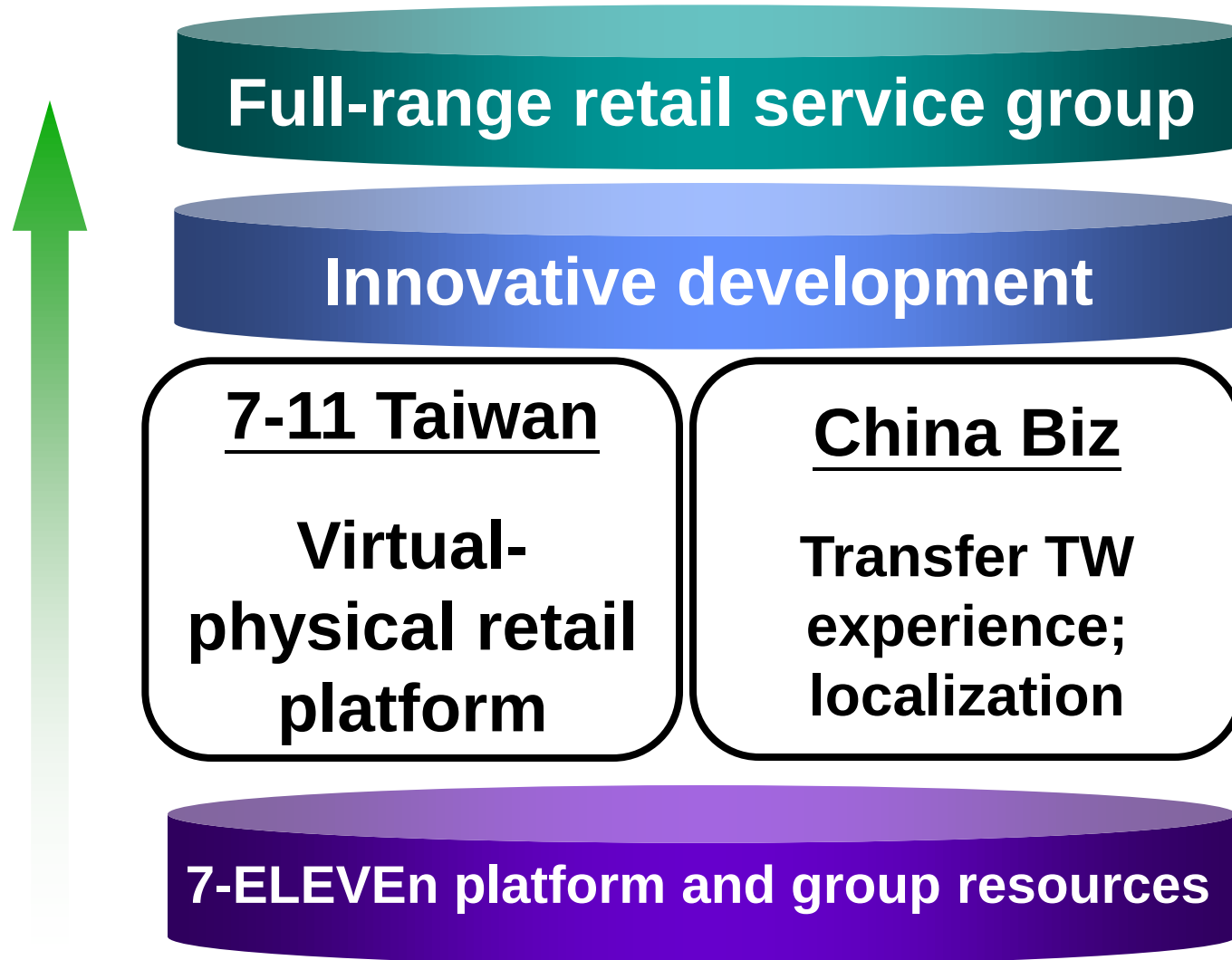
E-Commerce

1. Books.Com (50.03%)
2. Taiwan Rakuten (49%)

Logistics

1. Retail Support International (25%)
2. Uni-President Cold-Chain (60%)
3. Wisdom Distribution (100%)
4. TAKKYUBIN (70%)

Group Vision



2010 1H Results

Parent Income Statement

Unit:\$NT'million	<u>2009 FY</u>	<u>%</u>	<u>YOY</u>	<u>2010 1H</u>	<u>%</u>	<u>YOY</u>
Total operating revenue	101,757	100.0%	-0.4%	54,967	100.0%	10.1%
Gross profit	32,966	32.4%	0.7%	17,139	31.2%	7.9%
Operating expenses	28,072	27.6%	-0.2%	14,553	26.5%	6.1%
Operating income	4,894	4.8%	6.2%	2,586	4.7%	19.8%
Net Income	\$4,059	4.00%	15.3%	\$3,176	5.78%	62.9%
Earnings per share	(pre-tax)	(after-tax)		(pre-tax)	(after-tax)	
Net income (unit:\$NTD)	<u>4.47</u>	<u>3.90</u>		<u>3.45</u>	<u>3.06</u>	

Net income increases 62.9% YOY for 2010 1H :

1.External: recovery of consumption environment

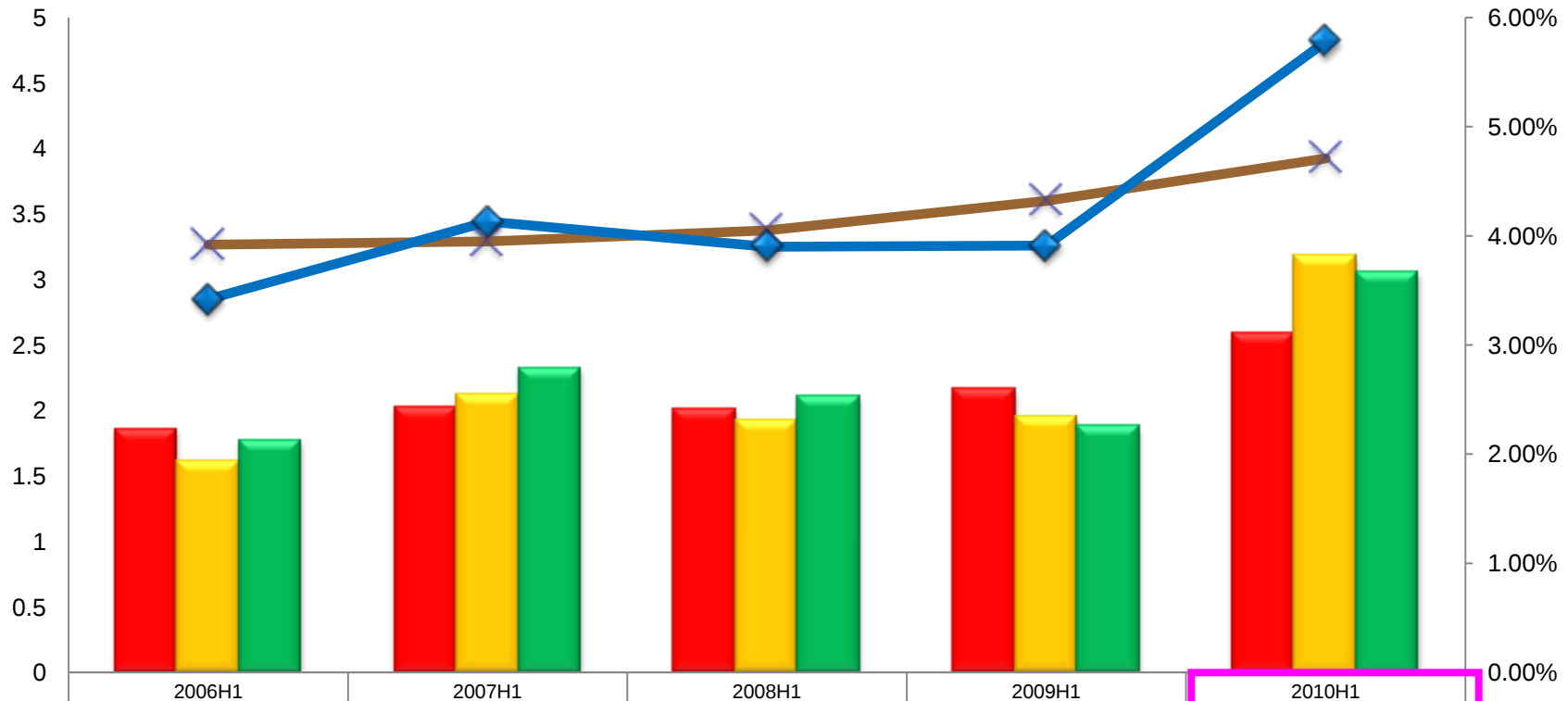
2.Internal:

(1)7-11 Taiwan: PSD increases 11.8% YOY due to store adjustment, product mix adjustment and promotions.

(2)subsidiaries: investment gain grows from NT\$38m to NT\$530m.

Profitability Hit a New High For 2010 1H

Unit : NT\$ bn



Operating Profit	1.86	2.03	2.01	2.16	2.59
Net Profit	1.62	2.12	1.93	1.95	3.18
EPS	1.77	2.32	2.11	1.88	3.06
Operating Margin	3.92%	3.95%	4.05%	4.32%	4.71%
Net Margin	3.42%	4.13%	3.90%	3.91%	5.78%

New store format

- Focus on raising store profitability.
- Adjust product mix depending on the characteristics of the neighborhood.
- Continue to promote “Food Store” concept.



Adjusting product mix

- **Higher quality** : City Café provides convenience and good quality coffee.
- **More choices** : a variety of national brands and private label products.
- **Reasonable prices** : reasonable prices for daily necessities and private label products.



Integrated marketing

- Provide differentiated consumption experience through integrated marketing.
- Enhance value-added experience through cooperation with group affiliates and other channels.



Virtual Business

- ibon platform: High speed rail ticketing service, online-auction delivery, photo printing.
- Preorder+ Online shopping.

7-ELEVEN

預購便 預購日期：7/14~8/24

中元節預購

今天預購 · 明天取貨

中午12:00起

(價格及數量以店內之實際陳列品及實際配運門市時程為準)

75 整箱	54 整箱
75 整箱	250 中元節禮券
75 整箱	63 整箱
58 整箱	62 整箱
74 整箱	95 整箱

更多商品同步於 7NET 販售

請上 www.7net.com.tw

7-ELEVEN

ibon

便利生活站

最新進化的生活管家

7net 7-ELEVEN購物網站

今天訂 明天取

W 購物通 | 會員登入 | 加入會員 | 訂閱電子報 | 購物通知

民生用品 | 民生食品 | 休閒娛樂 | 文具資料 | 日本原裝 | 運動/器材 | 藥品/化妝 | 資訊設備 | 圖書雜誌 | 3C家電 | 旅遊資訊

商品檢閱 全部

熱門關鍵字: Nissan 卡酷車 拍平電腦 中元節 夏季資訊 OPEN網 日本等卡

購物金 0 元 0 元

「美食/名店」館開張說明通告

開學應援團 規定商品立即BUY

品類活動專區

7NET 抗漲省麻煩! 暑假再狂送4件9折

FINAL SALE 女裝出清\$99起

千趣會童裝 任選3件\$500

★千趣會童裝任選3件\$500★

今天訂明天取 中午12點前訂購，隔日即可取貨，99%免運費!

生活上的大小事情 7NET 幫您一次搞定!

買就送 OPEN小幫手 LOCK小幫手

7NET 網路中元慶 全面54折起

中國信託 現金回饋1% 再送月曆遊樂世界免費入園

聯卡滿額紅利加倍送

花旗、玉山、國泰、華南、永豐、永亨、21大銀行 1、4倍紅利

買就送OPEN小幫手 買就送OPEN小幫手 買就送OPEN小幫手

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2010 1H Result of Taiwan Subsidiaries

2010 1H
Unit: \$NT'm

Lifestyle Business

Cosmed Taiwan



(100%) Stores: 315

09' Sales: 3,075 NI: 62

10' Sales: 3,557 NI: 126

MUJI Taiwan



(41%) Stores: 18

09' Sales: 604 NI: 49

10' Sales: 753 NI: 72

Hankyu Dept. Taiwan



(70%) Stores: 1

09' Sales: 812 NI: -170

10' Sales: 776 NI: -170

Restaurant

Starbucks Taiwan



(30%) Stores: 229

09' Sales: 1,728 NI: 46

10' Sales: 2,081 NI: 180

Afternoon Tea



(51%) Stores: 11

09' Sales: 69 NI: -17

10' Sales: 109 NI: -10

Mister Donut



(50%) Stores: 41

09' Sales: 425 NI: -18

10' Sales: 404 NI: 7

Cold Stone



(100%) Stores: 23

09' Sales: 125 NI: 0.2

10' Sales: 208 NI: 20

E-Commerce

Books.com



(50.03%)

09' Sales: 1,394 NI: 63

10' Sales: 1,854 NI: 98

2010 1H Result of China Subsidiaries

2010 1H
Unit: \$NT'm

Convenience Store

Shanghai 7-11



(100%) Stores: 33

09' Sales: 14 NI: -38

10' Sales: 143 NI: -63

Drugstore

Shenzhen Cosmed



(65%) Stores: 4

09' Sales: 60 NI: -47

10' Sales: 25 NI: -13

Restaurant

Starbucks



(30%) Stores: 180

09' Sales: 1,440 NI: 109

10' Sales: 1,544 NI: 140

Afternoon Tea



(51%) Stores: 4

09' Sales: 15 NI: -40

10' Sales: 28 NI: -21

Mister Donut



(50%) Stores: 9

09' Sales: 49 NI: -20

10' Sales: 46 NI: -26

Cold Stone



(100%) Stores: 42

09' Sales: 153 NI: -46

10' Sales: 200 NI: -26

Supermarket & Hypermarket

Sichuan Uni-mart Hypermarket



(100%) Stores: 4

09' Sales: 581 NI: -7

10' Sales: 584 NI: 0.4

Shandong Uni-mart Supermarket



(55%) Stores: 133

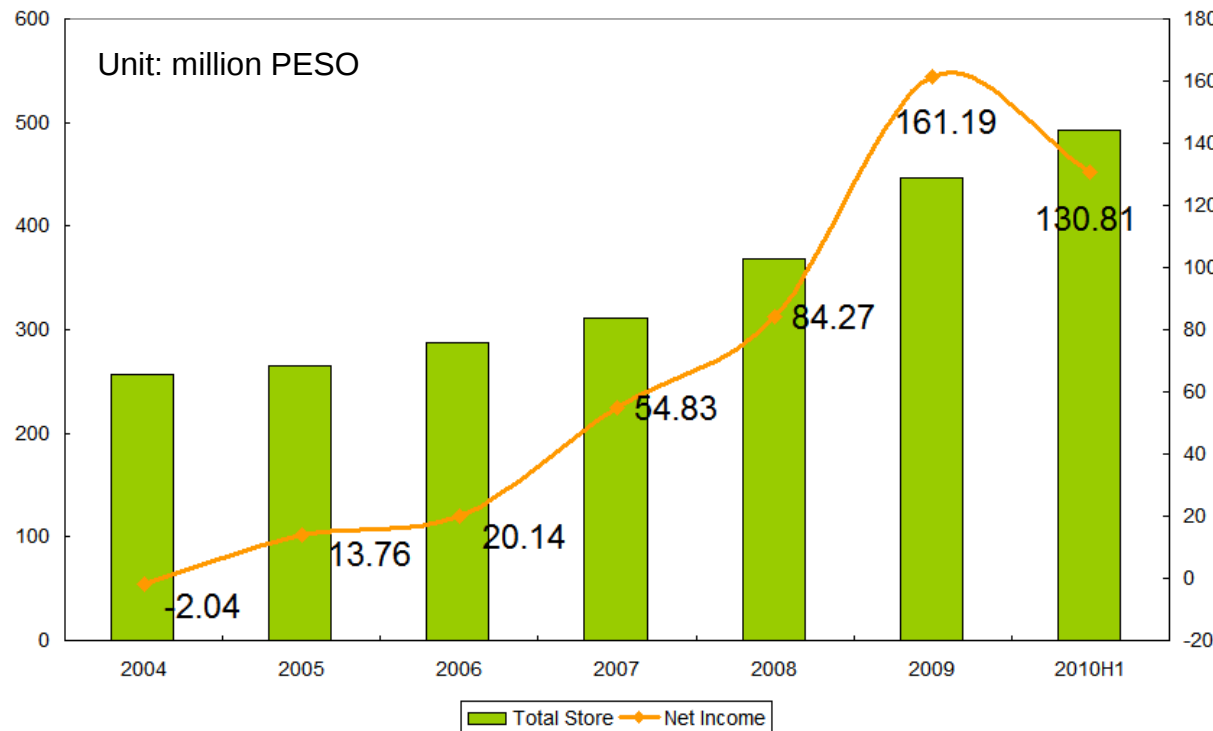
09' Sales: 2,556 NI: 69

10' Sales: 2,620 NI: 92

Successful Overseas Business : Philippine Seven Corp.



- ❑ Philippine 7-11 is the leading brand of CVS.
- ❑ PCSC invested PSC in year 2000.
- ❑ We expect to double the store number to 1,000 in 2013 given the continuous economy boost.



	Store No.	Market Share
7-Eleven	447	43.48%
Mercury Self-serve	287	27.92%
Ministop	281	27.33%
San Miguel Food Shop	13	1.26%
Total	1028	100.00%

2010 2H Outlook

Integrate Group Resources to maximize profitability

Taiwan 7-11 : Real-virtual retail platform

- ❑ Store upgrades, new store formats
- ❑ Adjusting product mix
- ❑ Integrated marketing



China Business : Become Regional Leading Brands

- ❑ Shanghai 7-ELEVEN : provides a convenient lifestyle experience
- ❑ F&B: develop existing brands and introduce more new brands(SATO 、Royal Host)
- ❑ Supermarket : aims to keep the leading position in the local market.



2010 Cash Flow Projection

Unit:NT\$

Projected Cash Inflow from Operating Activities	8.0 billion
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Projected Cash Outflow:

1.Capex for Taiwan 7-11 Operations	2.5 billion
2.Capex for Long-term investments	1.5 billion
3.Cash dividends	3.7 billion

Q&A

