

President Chain Store Corp.

2912 TT

2019 Highlights

- 1 Listed for the first time on DJSI Word Index and DJSI Emerging Markets Index. Stayed on the FTSE4Good Index, MSCI Global Sustainability Index, and TWSE Corporate Governance 100 Index. Ranked top 5% by TWSE on Corporate Governance.
- 2 Number of 7-ELEVEN stores in local exceeded 5,600.
- 3 Multidimensional lifestyle and cobranded stores satisfied different needs of customers in different shopping districts.
- 4 Fresh foods revenue contribution exceeded 20%, thanks to equipment and process optimization, product upgrade, collaboration with famous restaurants & chefs, and capitalizing on customer trends.
- 5 CITY CAFE revenue exceeded NT\$14 billion in 2019. Premium coffee made more widely available.
- 6 Launched Myship, a comprehensive and secure transaction platform. Handled more than 200 million EC parcels.
- 7 Number of OPENPOINT members surpassed 6.5 million. Member contribution kept increasing thanks to more engaging membership program.
- 8 Introduced various payment tools. Expanded the use of OPENPOINTS through diversified collection and redemption campaigns.
- 9 Franchisee percentage and renewal kept increasing.
- 10 Number of 7-ELEVEN stores in Philippines exceeded 2,800.

Financial Highlights

◆ Historical Revenue and Profit

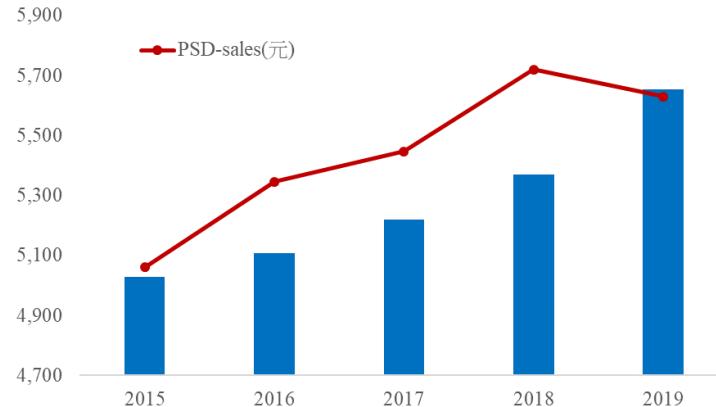
Unit: NTD billion

	2015	2016	2017	2018	2019	YOY
Revenue (Company Only)	133.4	140.1	144.5	154.1	158.0	2.6%
Revenue (Consolidated)	205.5	215.4	221.1	244.9	256.1	4.6%
Net Profit	8.2	9.8	31.0	10.2	10.5	3.3%
One-off gain from Starbucks deal	-	-	20.4	-	-	-
EPS (NT\$)	7.92	9.46	29.83	9.82	10.14	+0.32

1. The one-off gain from Starbucks deal includes disposal gain of Starbucks Shanghai, remeasurement gain of Uni-Wonder Corp. and related expenses.
2. The net profit decline in 2018 was due to the one-off gain from Starbucks Shanghai deal in 2017.

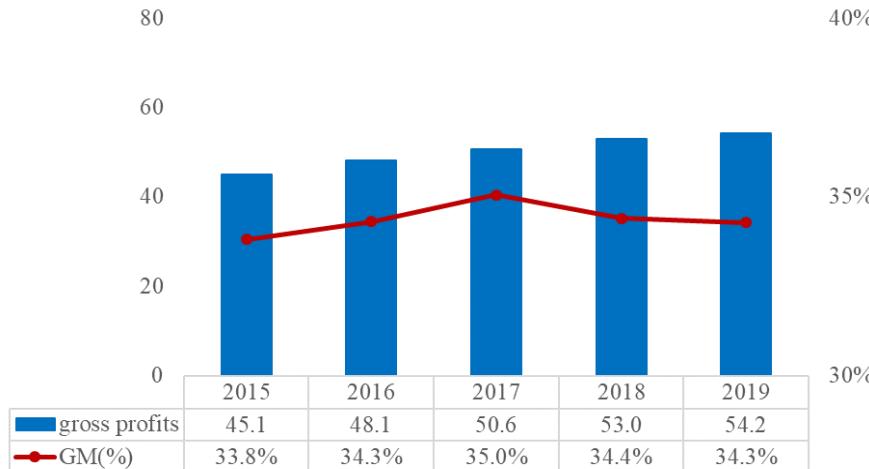
Sales and Profitability (Company)

Store No. and PSD



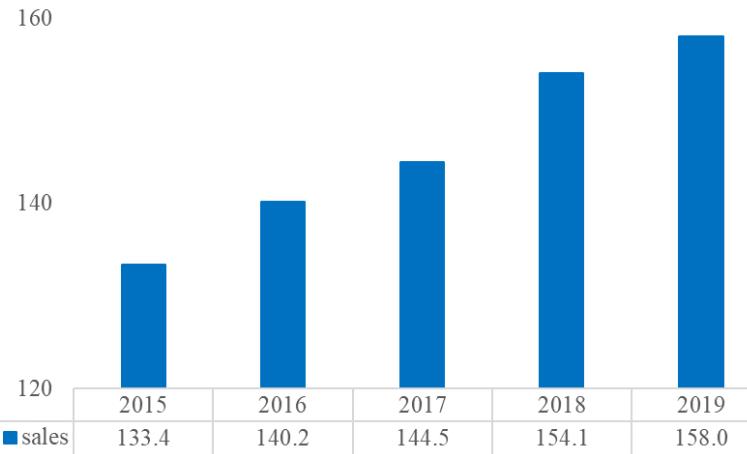
Note : 2019 PSD-sales grew if the impact from the cigarette and commission revenue were removed.

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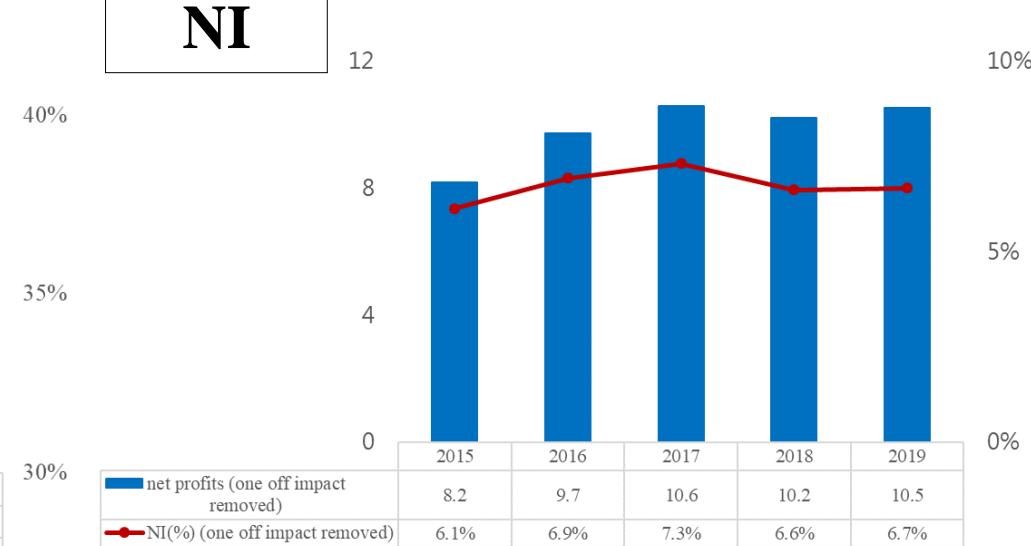


Note : 2019 GPM grew if commission revenue were removed.

Sales



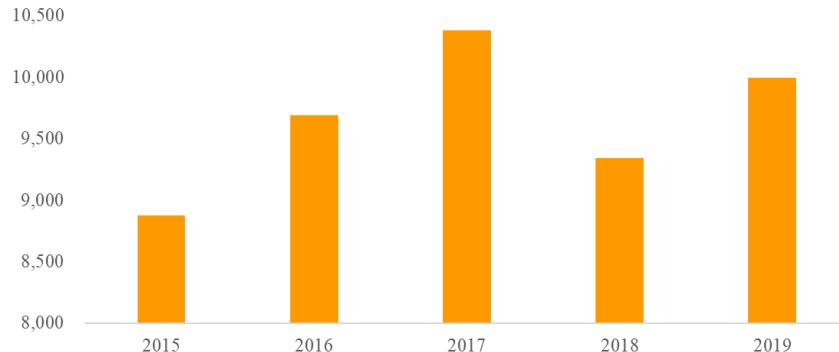
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Note : Adjusted for the one-off gain from the BankPro in 2016; one-off gain from the Starbucks deal in 2017.

Sales and Profitability(Consolidated)

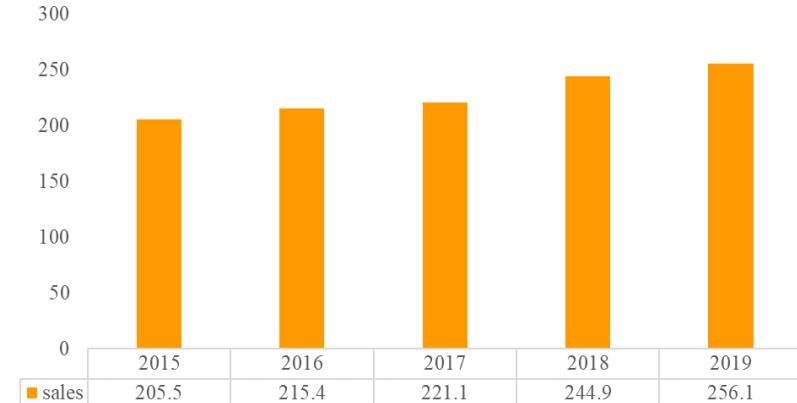
Store No.



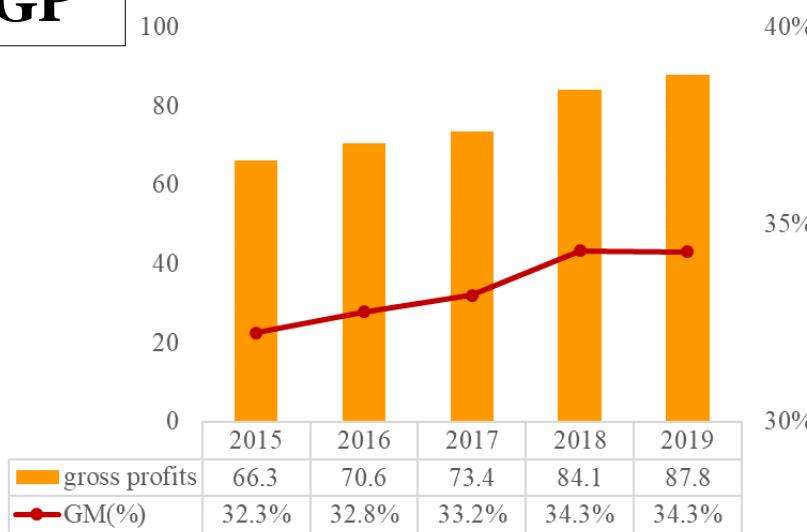
Note : 2015~2017 store no. included Starbucks Shanghai.

Sales

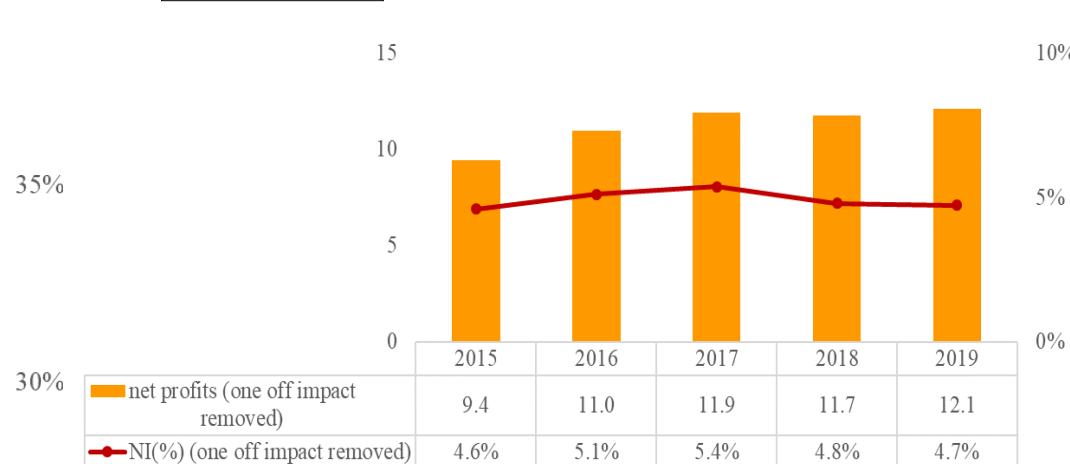
Unit: NTD billion



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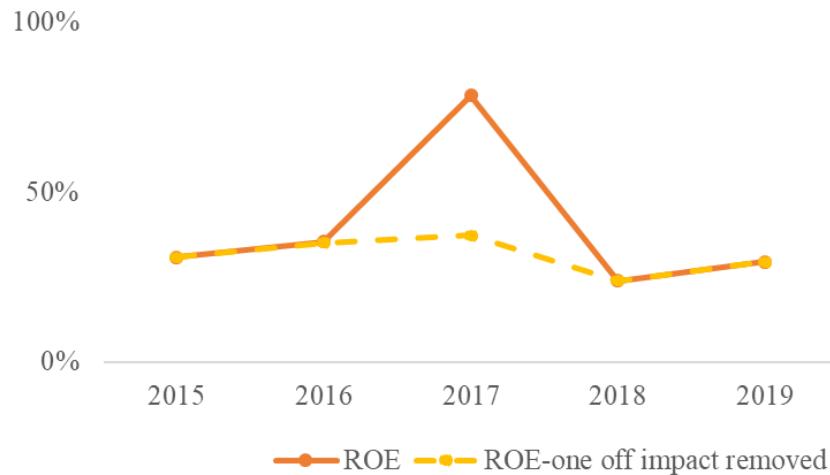
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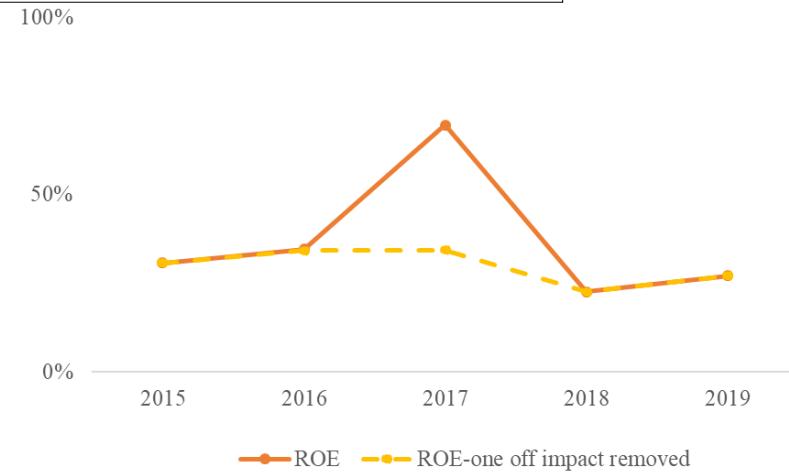
Note : Adjusted for the one-off gain from the BankPro in 2016; one-off gain from the Starbucks deal in 2017.

Steady ROE and ROA

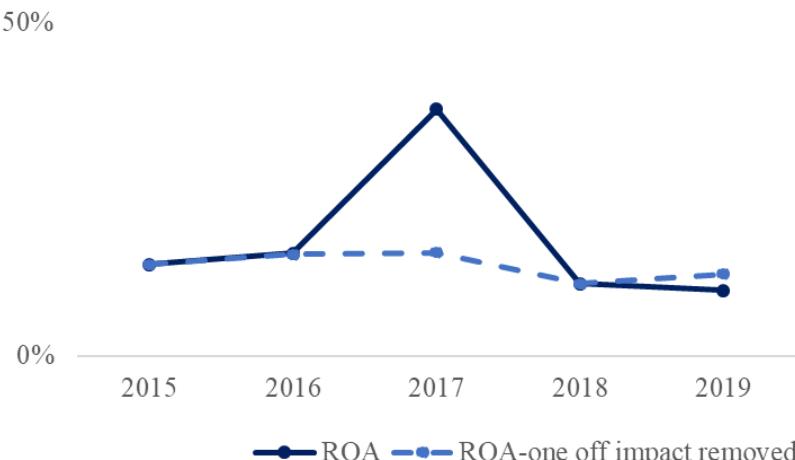
Company ROE



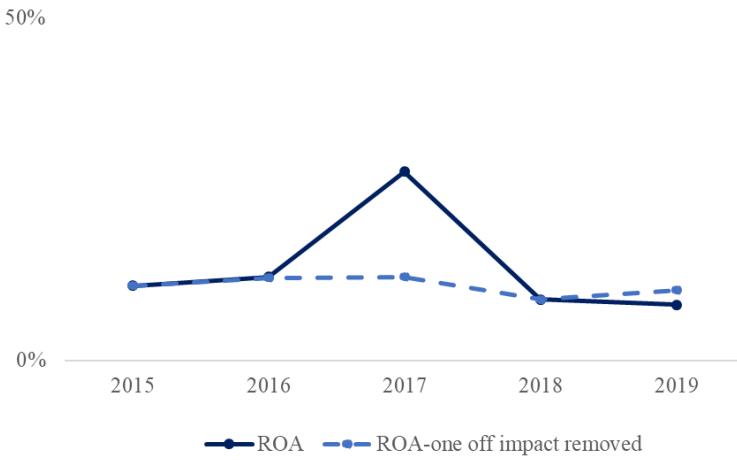
Consolidated ROE



Company ROA



Consolidated ROA

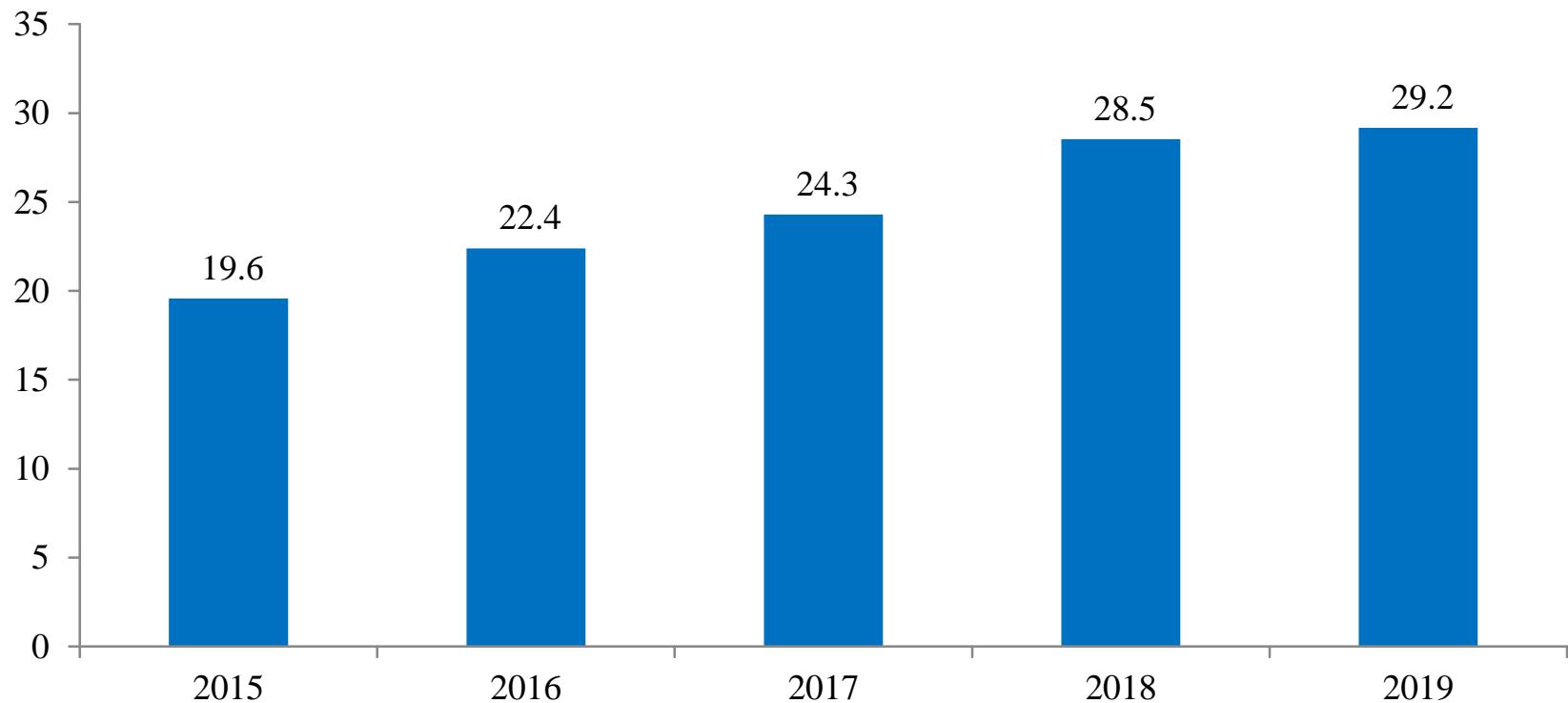


Note : Adjusted for the one-off gain from the BankPro in 2016; one-off gain from the Starbucks deal in 2017. 2019 ROA grew if we excluded the asset-related impacts from IFRS 16.

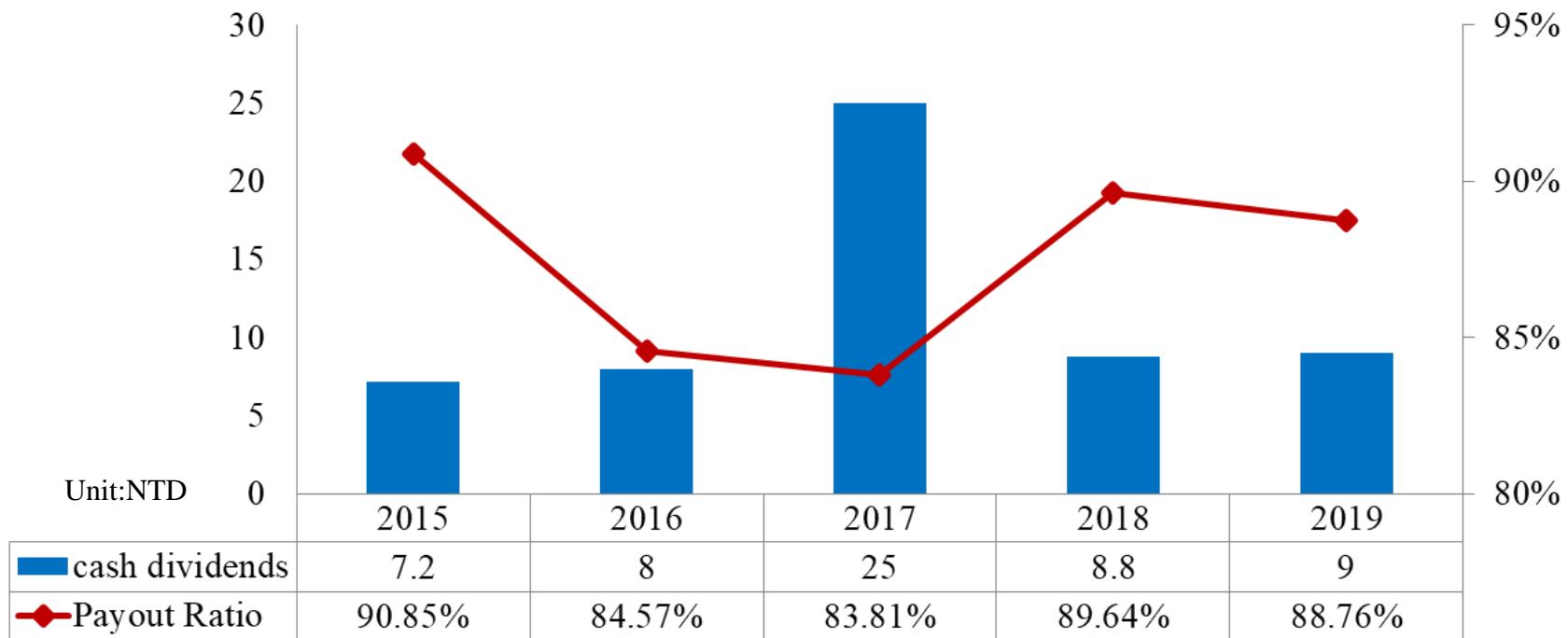
Steady Cash Flow

Net Cash(Consolidated)

Unit: NTD billion



Sustainable Cash Dividend



Note: The cash dividend has not been approved by the shareholders meeting.

2020 Outlook

- 1 PCSC keeps exceeding customer's expectation and evolving into a reliable service platform.
- 2 Maintaining store expansion of 7-ELEVEN in local to drive future growth.
- 3 Introducing diversified lifestyle stores with boundless possibilities to meet customer's needs.
- 4 Providing quality, tasty, innovative and convenient fresh food service.
- 5 Strengthening CITY CAFE brand value by expanding !+? CAFE RESERVE and CITY PRIMA. Offering convenience to customers by mobile pick up function.
- 6 Introducing high-quality, exclusive and differentiated products from around the world.
- 7 Developing a comprehensive digital platform by leveraging online to offline integration.
- 8 Reinforcing OPENPOINT program to enhance the contribution and stickiness of members.
- 9 Leveraging high technology to enhance customer experiences and improve efficiency.
- 10 Up in quantity and quality for 7-ELEVEN Philippines.

The End