

# President Chain Store Corp.

## 2912 TT

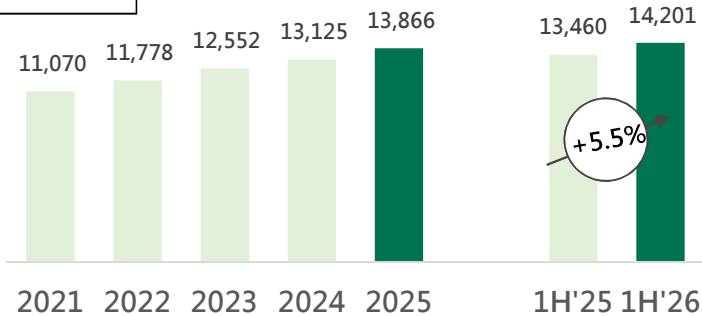
# Agenda



# Financial Performance (Consolidated)

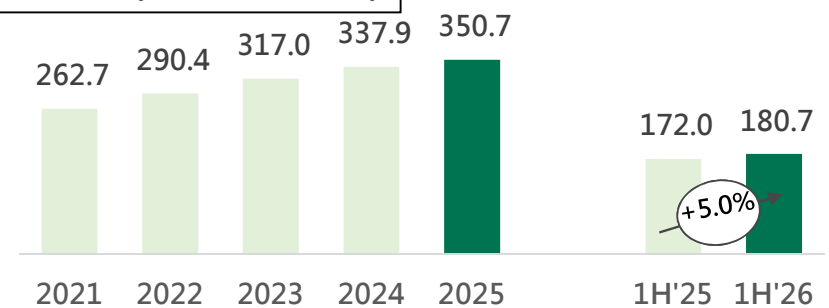
- ❑ The consolidated revenue grew by 5.0% in 1H26, mainly came from 7-ELEVEN Taiwan, 7-ELEVEN Philippines, Cosmed and others.
- ❑ Product mix optimization and economies of scale drove margin expansion and profit growth, with consolidated revenue reaching a record high for the same period.

Store No.

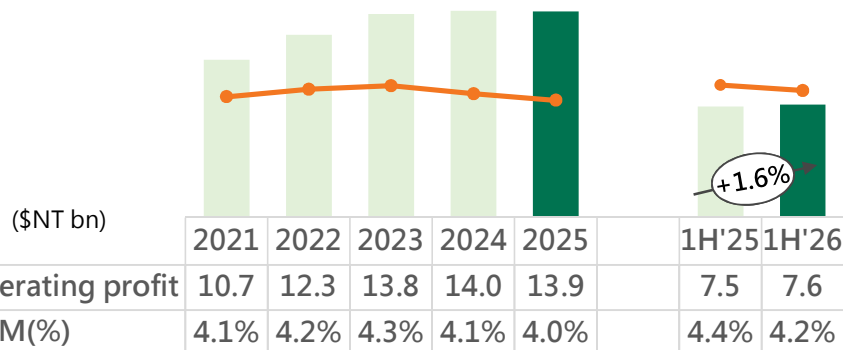


Revenue (Consolidated)

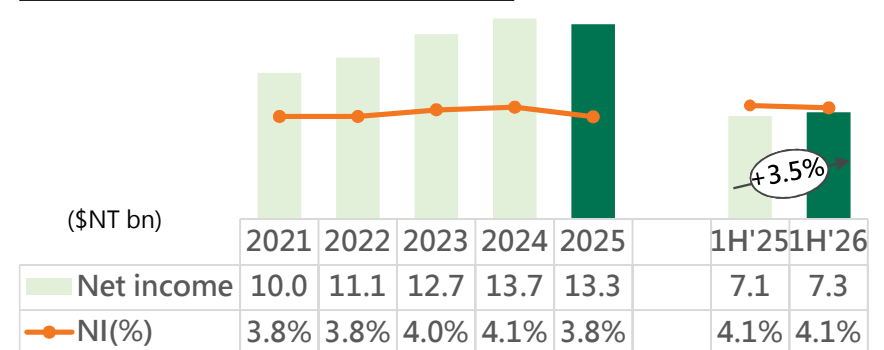
Unit : \$NT bn



Operating profit (Consolidated)



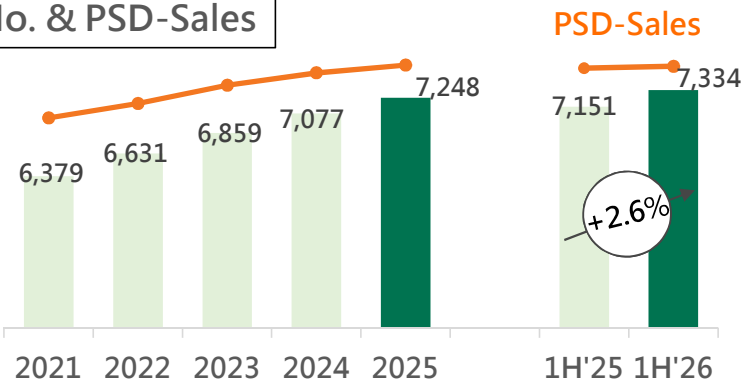
Net income (Consolidated)



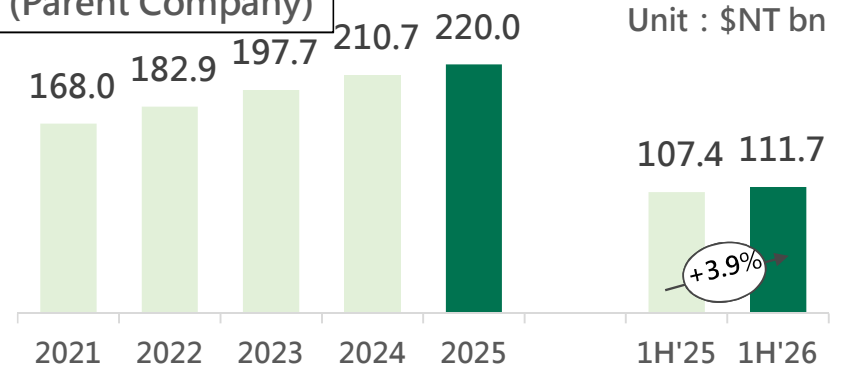
# Financial Performance (Parent Company)

- Revenue increased by 3.9% in 1H26. 7-ELEVEN Taiwan continued to expand its store network, while PSD sales growth was driven by fresh food, CITY CAFE, and beverages.
- Driven by continued revenue growth and margin expansion, operating income and net profit increased steadily. EPS grew by 5.6%, with revenue reaching a record high for the same period.

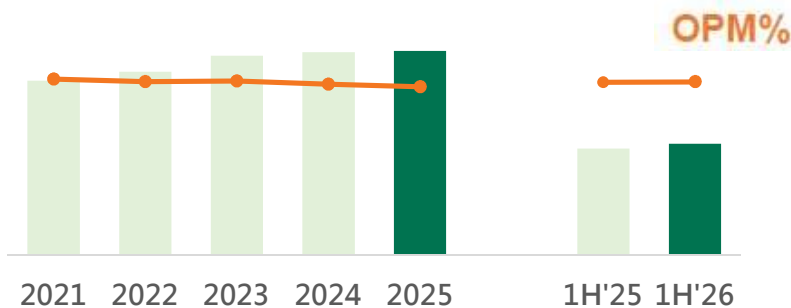
Store No. & PSD-Sales



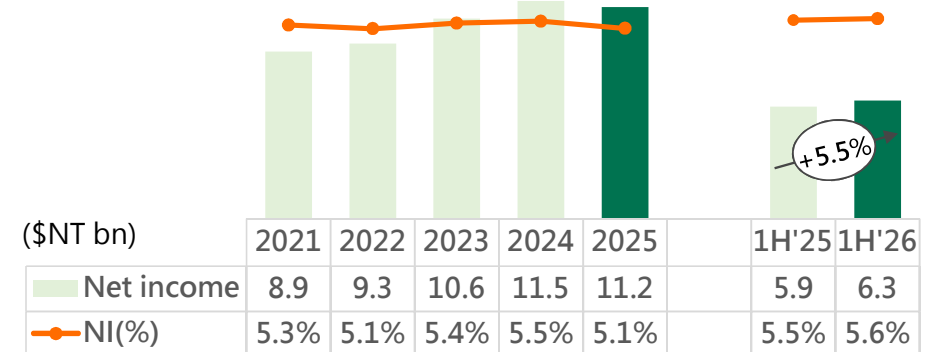
Revenue (Parent Company)



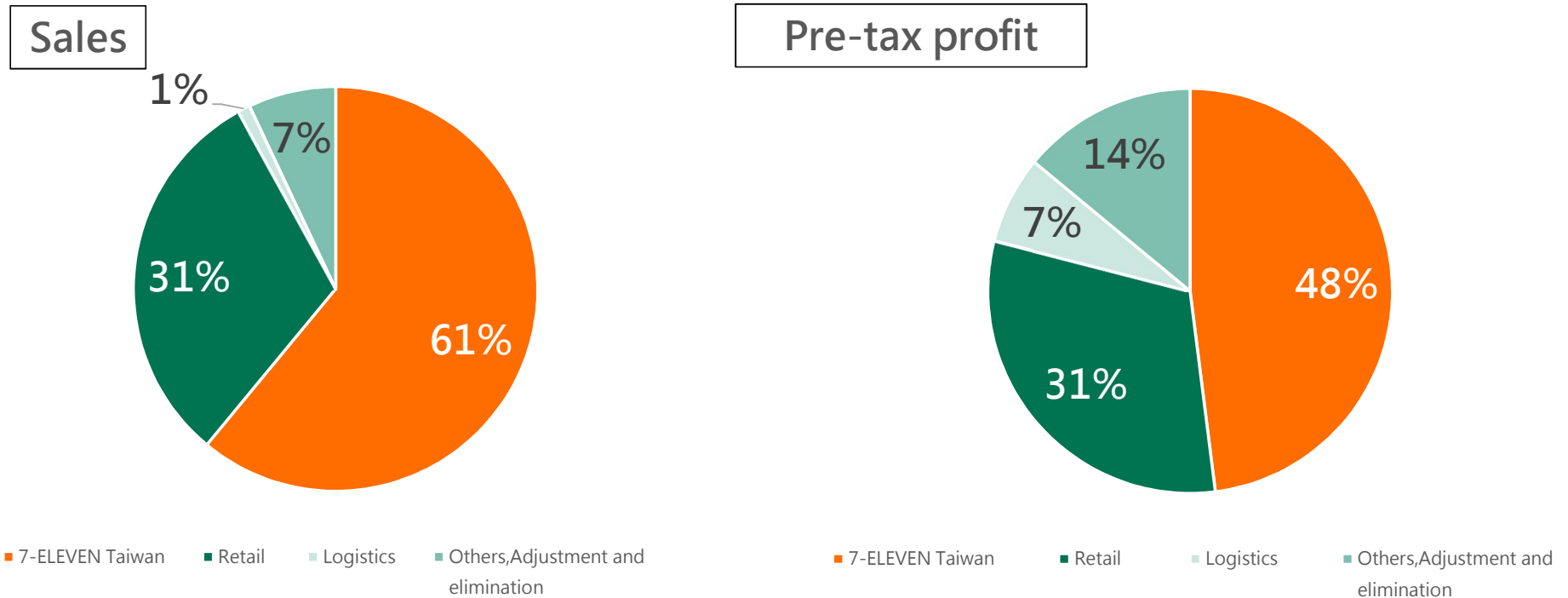
Operating profit (Parent Company)



Net income (Parent Company)



# 2026H1 Segment Contribution



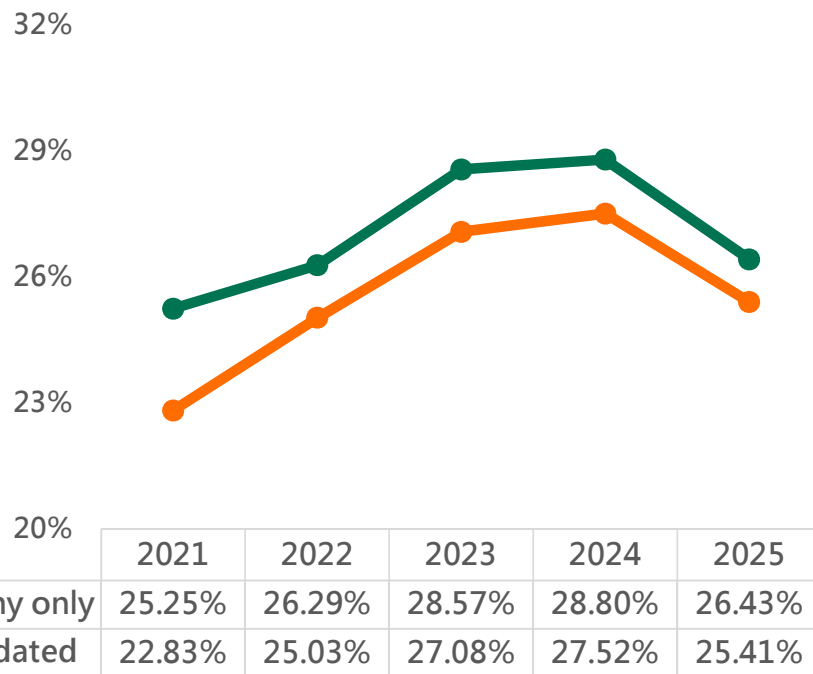
- Retail : Philippines 7-11, Cosmed, Takkyubian(Transnet), Books.com, Mech-President etc.
- Logistics : Retail support, Cold-Chain, Wisdom distribution etc.
- Others : China business, F&B business (e.g. Starbucks) and Support business.

# Agenda

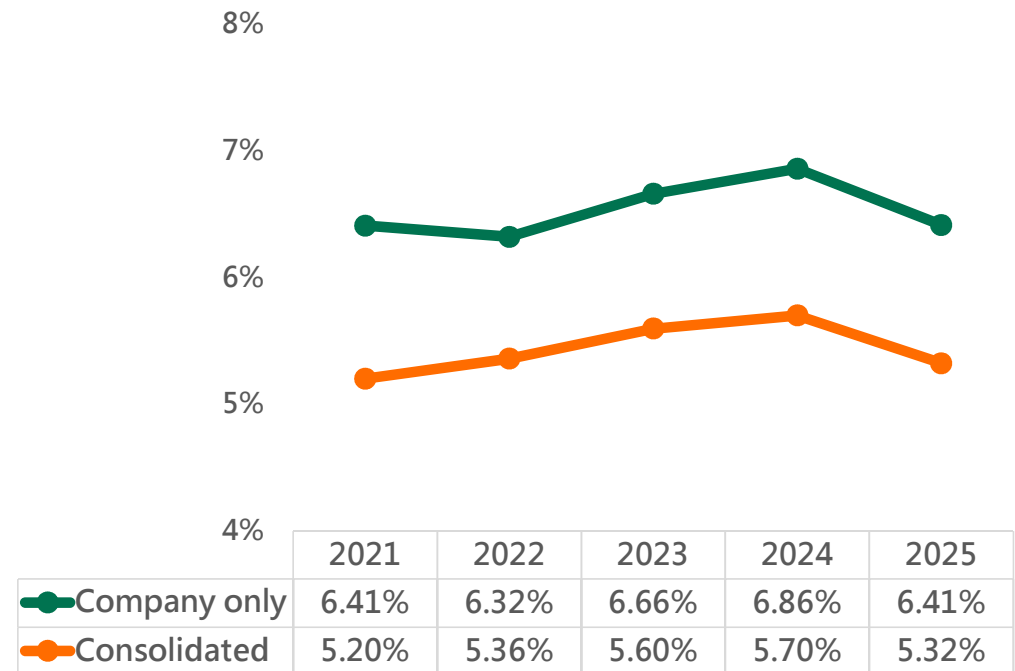


# ROE & ROA

## ROE

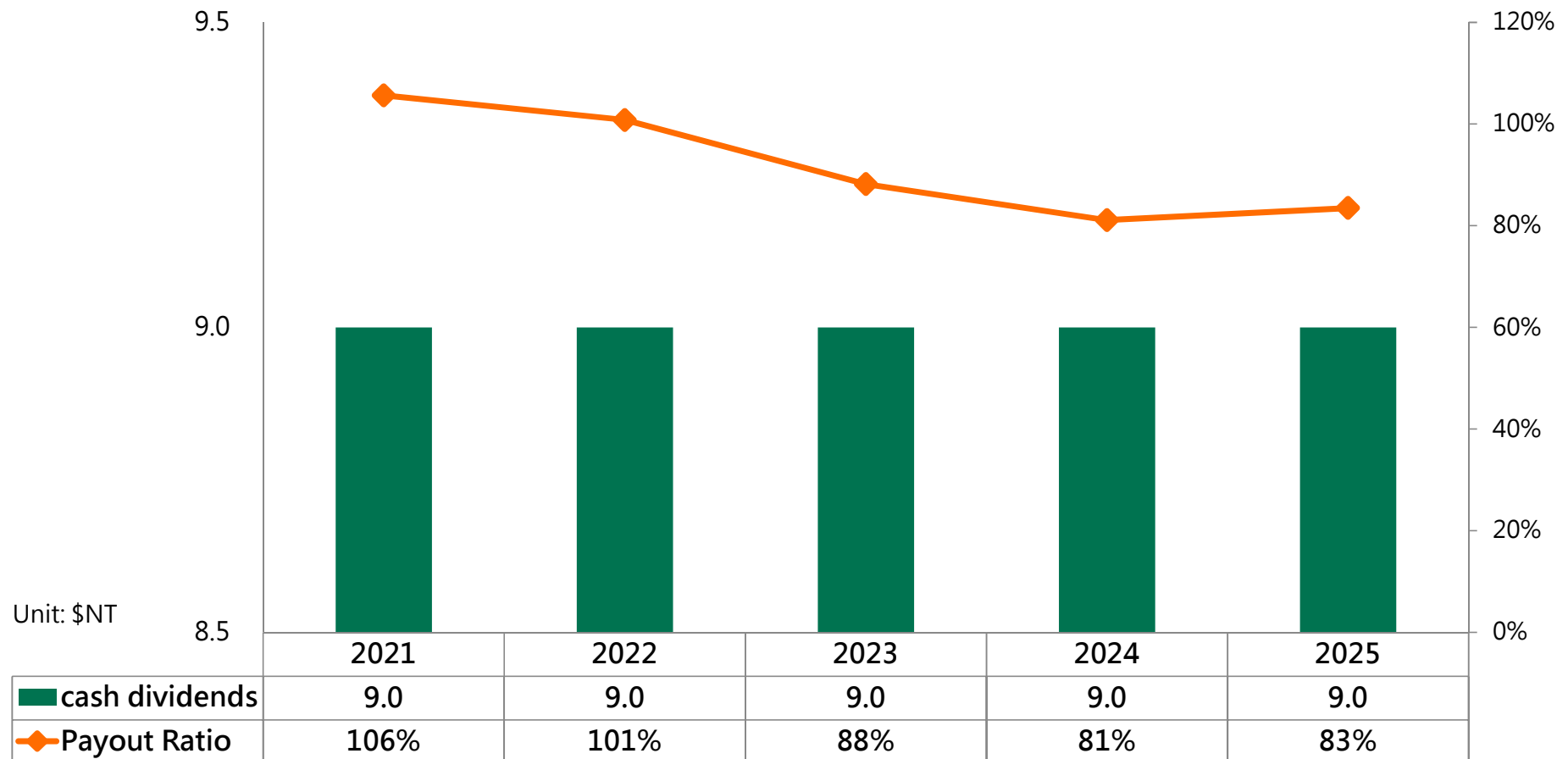


## ROA



Note : ROE and ROA mainly reflect the Company's continued investments in store expansion, digital capabilities, and long-term strategic initiatives in recent years. These investments have increased our asset base and retained earnings to support future growth, which has temporarily diluted the ratios.

# Cash dividend



Note : 2025 cash dividend has not been approved by AGM.

# Agenda



## Medium and Long-Term Goal | Building Top Retail Ecosystem

### The Ever-Evolving PCSC

Maintaining our leadership position as the most comprehensive retail ecosystem



#### Expanding Footprint, Enhancing Quality

- Scaling footprint while elevating store performance
- Expanding multi-store ownership with stable franchise growth



#### High Quality Everyday Lifestyle Platform

- Differentiated structure driving continuous innovation
- Capturing trends while diversifying service offerings



#### Advancing Digital Capabilities

- Driving OMO synergy to strengthen member engagement
- Unlocking new revenue streams through digital media



#### Regional Growth Dynamics

- Aligning with trends to drive sustainable growth
- Focusing on core strengths while capturing opportunities



Integrating supply chains for the future



Leveraging AI to strengthen systems



Advancing talent systems for a changing era

# 2026FY Growth Target

## Taiwan7-ELEVEN Store Count

**+150~200**

As of Dec. 31, 2026

## Total Sales & PSD-Sales

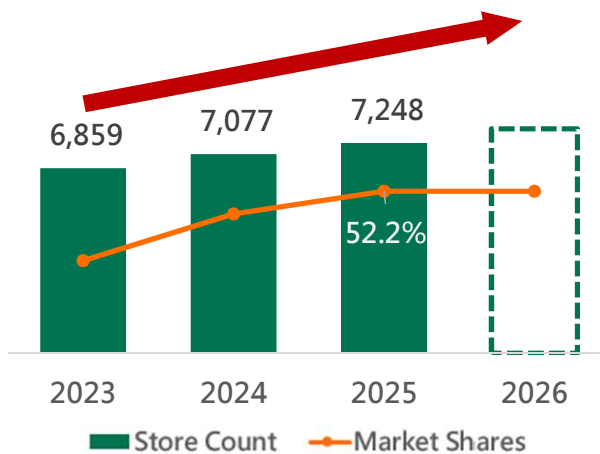
**Maintain growth  
momentum**

YoY

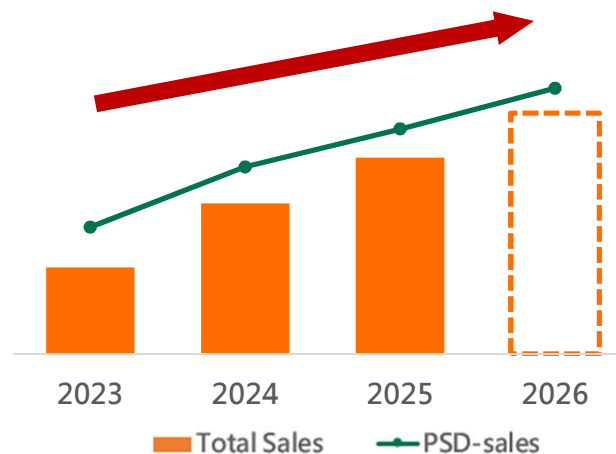
## Operating Profit

**Stable growth**  
YoY

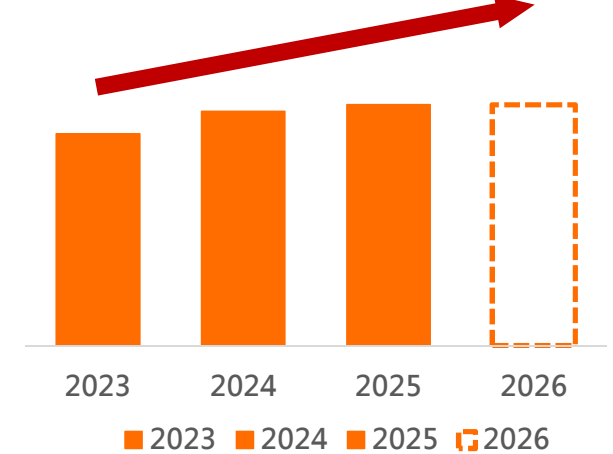
Store Count & Market Shares



Total Sales & PSD-sales



Operating Profit



## Active Expansion | Infinite Possibilities with Lifestyle Formats



### IP Flagship

7-Eleven X Sanrio

(Liyan Store)



### Entertainment

OPEN! PLAZA

(Qinghua Store)



### Brand Collaboration

7-Eleven X  
LOFT

(Dream Mall II Store)



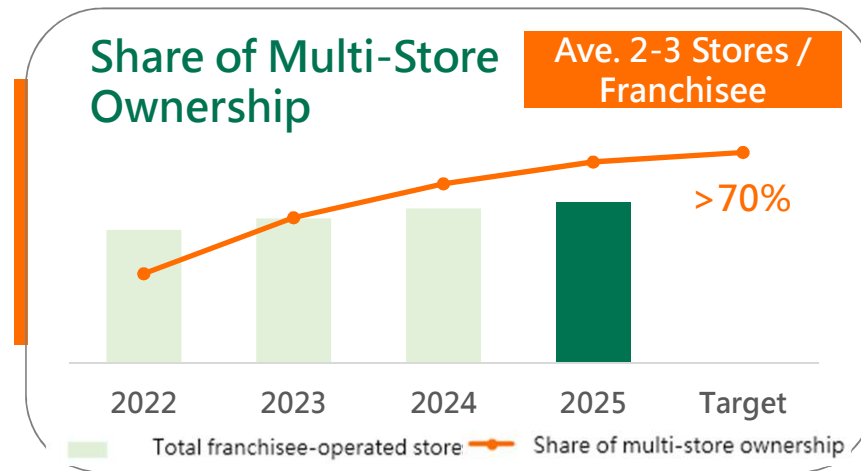
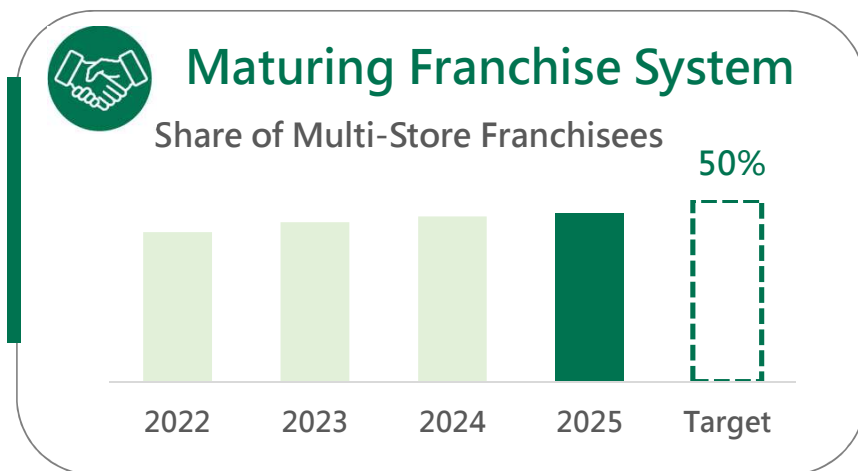
### Fresh Focused

7-Fresh

(Qiaogang Store)

Balancing Quality and Quantity for Optimized Per-Store Investment and Consistent Returns

# Franchise Stability | Multi-Store Ownership for Greater Returns

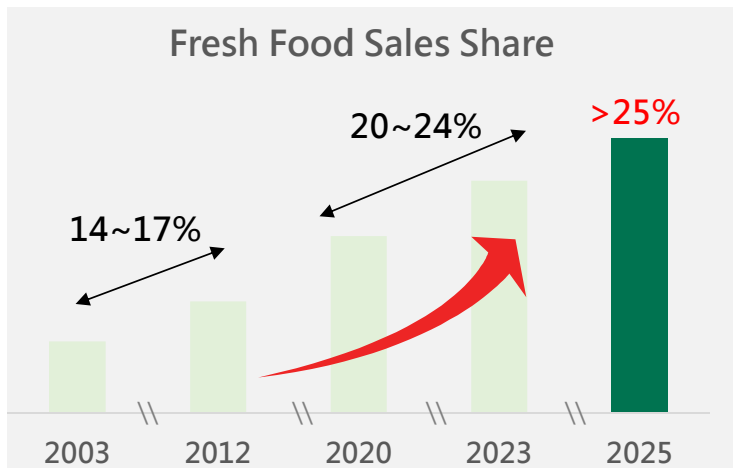
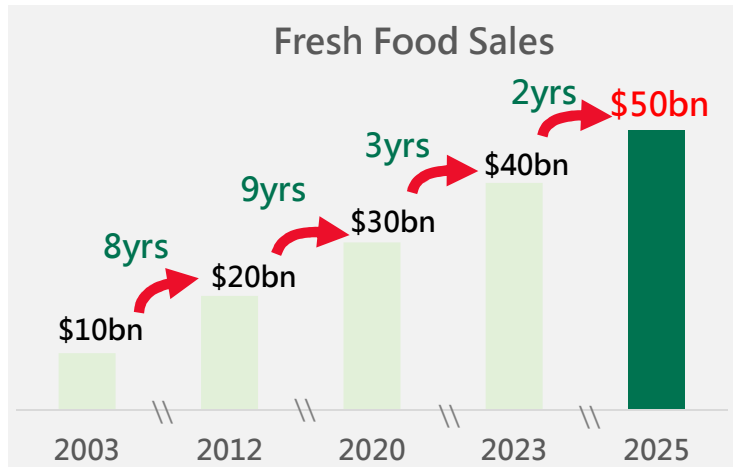


## Multi-Store Advantages

- Higher efficiency and flexibility
- Better profitability

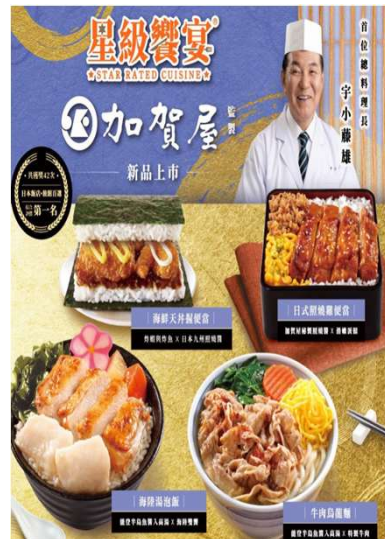
| Indicator                                                                                                        | Single Store | Multi-Store                            |
|------------------------------------------------------------------------------------------------------------------|--------------|----------------------------------------|
|  Staffing/Store              | Higher       | Lower ↓                                |
|  Store Operating expenses % | Higher       | Lower ↓                                |
|  Operational Flexibility    | Average      | Higher ↑                               |
|  Combined Profit            | 1X           | 1.5X~2X<br>(Combined: Two Store Total) |

# A Lifestyle Platform for Foodies | On Trend & Tasty



## Premium

Elevated ingredients for elevated taste



(Star Rated Cuisine)

## Great Value

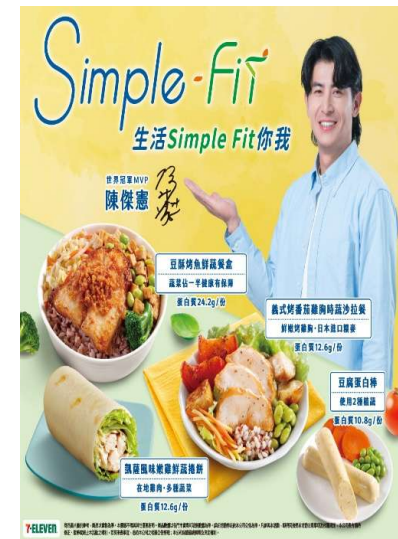
Upsized, value-driven offerings for better satisfaction



(3XL Heavy Weight Feast)

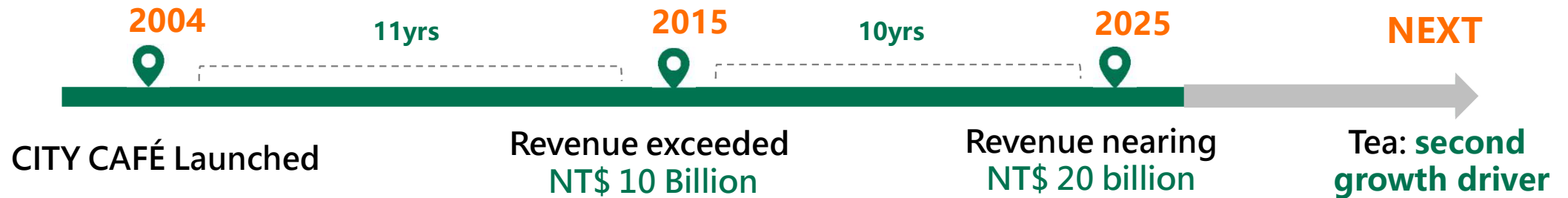
## Trending

Healthier choice for greater confidence



(Simple-Fit)

# A Lifestyle Platform for Tastemakers | Diverse Choices, Shared Good Taste



## CITY CAFE®

Diverse pricing (Selected beans) to enhance **value**  
Innovative flavors to attract **young customers**



## CITY PRIMA®

Brand **collaborations** to drive traffic  
**Upgraded gift promotions** for a stronger product mix



## CITY TEA®

**Freshly brewed specialty tea**  
Innovative Tea Bar: **customized services**  
(In-store bubble tea shop)



# A Lifestyle Platform for Services | Seizing Opportunities Through Quality Services

## Prioritize Self-Operated E-Service Platform



- No. 1 in parcels delivered & received  
Double-digit growth
- iOPEN MALL  
UI optimization & service extensions



## Expand Collaboration with E-commerce Platforms



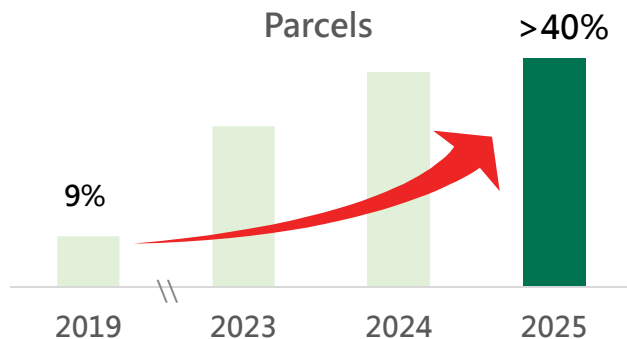
- Scaling up cross-border e-commerce services  
US, Japan, Korea, China, etc.
- Strengthening ties within Uni-President Group  
Yahoo, Ruten, etc.

## Capitalize on Market Opportunities

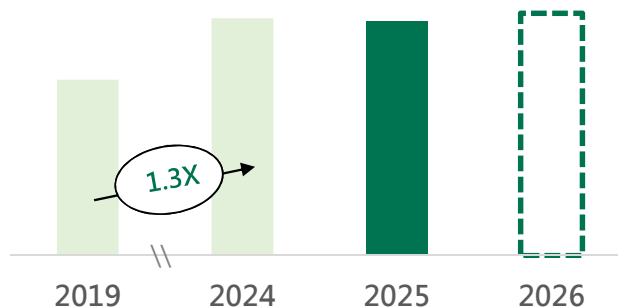


- New services and systems  
Migrant worker remittance, new billing partners
- Expanded ticketing  
Exclusive subscription benefits

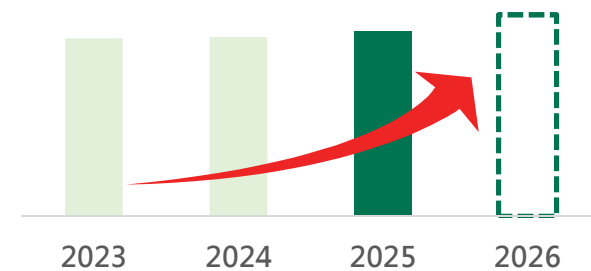
Share of Self-operated Platform



E-Service Commission Revenue



Bill Collection (incl. ibon)  
Commission Revenue

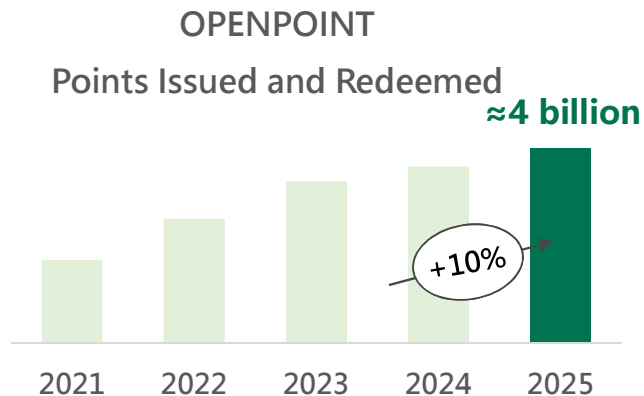


# Digital Platform | Smarter Membership, Points that Go Further



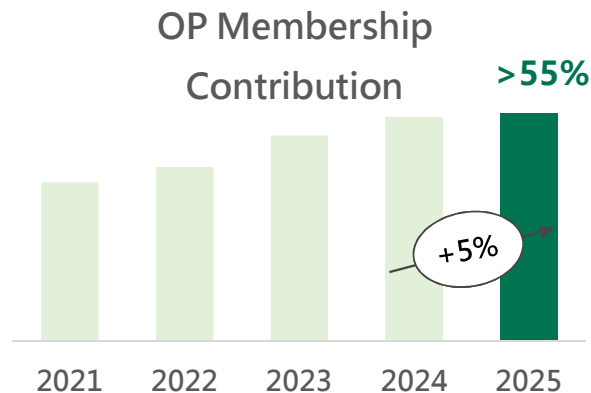
## OPENPOINT

- Growing network of partners within and outside the Group
- Around 4 billion points issued and redeemed in 2025



## Membership Program

- Members exceeded 19 million
- Members account for 55% of sales



## Uniopen Co-branded Credit Card

- Exceeding credit card issuance targets
- Comprehensive data platform



- Expanding external partnerships to create a boundary-free growth cycle across all channels.
- 11% high rewards rate, expanding the points ecosystem

Capturing trends, deepening customer stickiness, and building a comprehensive retail ecosystem.

# AI Applications | Digital Transformation for Optimized Operations

## Customers

### X-9: 9<sup>th</sup> Autonomous Store



Automated micro-fulfillment for efficient, time-saving pickup.

### Digital Marketing



Including spending data analytics and automated marketing

## Stores

### Digital Management (All-store Rollout)



Streamlined operations to enhance precision

### AI-driven Energy Saving System (Rolling Out)



Real-time monitoring with automated energy saving adjustments.

## Employees

### Hybrid POS Checkout (All-store Rollout)



Switchable self-checkout mode to reduce customer wait times.

### AI Chatbot (Rolling Out)



Integrated database for better efficiency

# Logistics Parks | Driving Future Growth through Prudent Investment

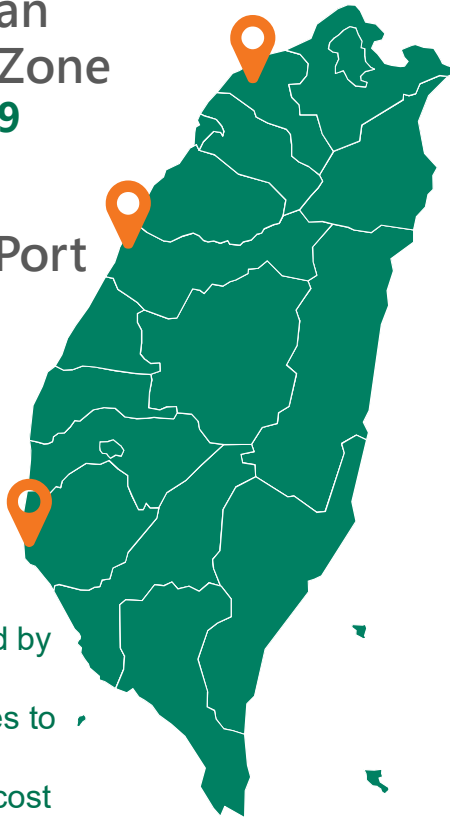


North: Taoyuan  
Aerotropolis Zone  
To open in 2029

Central: Taichung Port  
PI to open in 2026  
PII to open 2029

South: Xinshi  
In operation  
since 2025

- Internal capacity expanded by 1.5–2x
- Now providing 3PL services to external clients
- Effectively reducing labor cost as a percentage of sales



## Internal & External Capacity Expansion

- Supporting the Group's online and offline growth
- Scaling up to meet external logistics and warehousing demand



## Automated Equipment

- Reducing workplace injuries and improving operational efficiency
- Lowering labor costs as a percentage of sales



## Improved Efficiency

- Consolidated supply chain and warehouse management
- Usable storage space up 300%



## Green Logistics

- Solar power generation and integrated transportation
- Solar investment driving down per-unit electricity costs

## Storage



## Order Picking



## Fulfillment



# 7-ELEVEN Philippines | High Potential Growth Engine



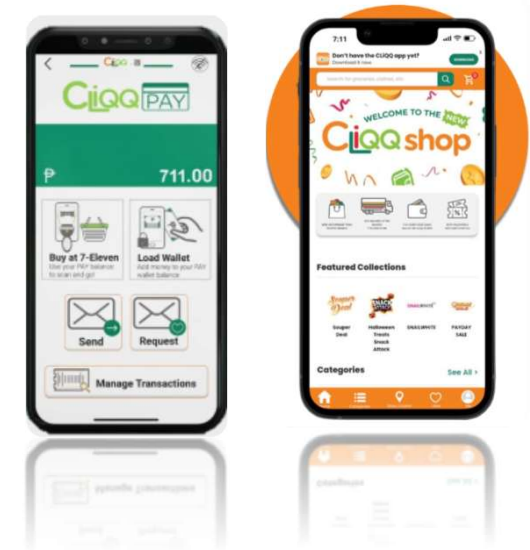
## Aggressive Expansion

- Maintaining #1 market share while widening our lead
- Accelerating expansion into VisMin regions with a diversified location strategy



## Product Differentiation

Diversifying product mix and growing store count across fresh food (Crunch Time / 21TO GO), coffee (CITY CAFE / CITY PRIMA), and daily essentials.



## Service Expansion

- CliQQ tiered membership program
- Expanded ES pickup and delivery services (B2C/C2C)
- Cashless payment rollout across all stores in 2026

# Sustainability Results | Advancing Our Ideals



## ESG Governance

- Executive performance assessment tied to ESG
- Functional committees entirely composed of independent directors

2025

Dow Jones Best-in-Class World Index

**TOP4**

Member of  
Dow Jones  
Sustainability Indices  
Powered by the S&P Global CSA



## ESG Data

- Launched ESG data gathering system, covering subsidiaries
- Addressed issues including health supplements and biodiversity

2025

MSCI ESG Rating

**A**

MSCI 



## IFRS S1 S2

- Identifying the Group' s material sustainability topics
- Assessing potential qualitative and financial impacts

2025

CDP Rating

**B**

 **CDP**  
DISCLOSURE INSIGHT ACTION



## Focus

- Expanding renewable energy use
- Enhancing sustainable supply chain management

2025

Corporate Governance Rating

**6-20%**



# The End