



TAISUN GROUP

Taisun Enterprise Investor Conference, 2018



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Taisun Enterprise Co., Ltd. Profile

- Date of Establishment : 1950.10.26
- Share Capital : NT\$ 49.99 billion
- Security Code : 1218
- Leadership : Chairman Peter Chan



General Manager Fred Chan

As of 2018.09.30



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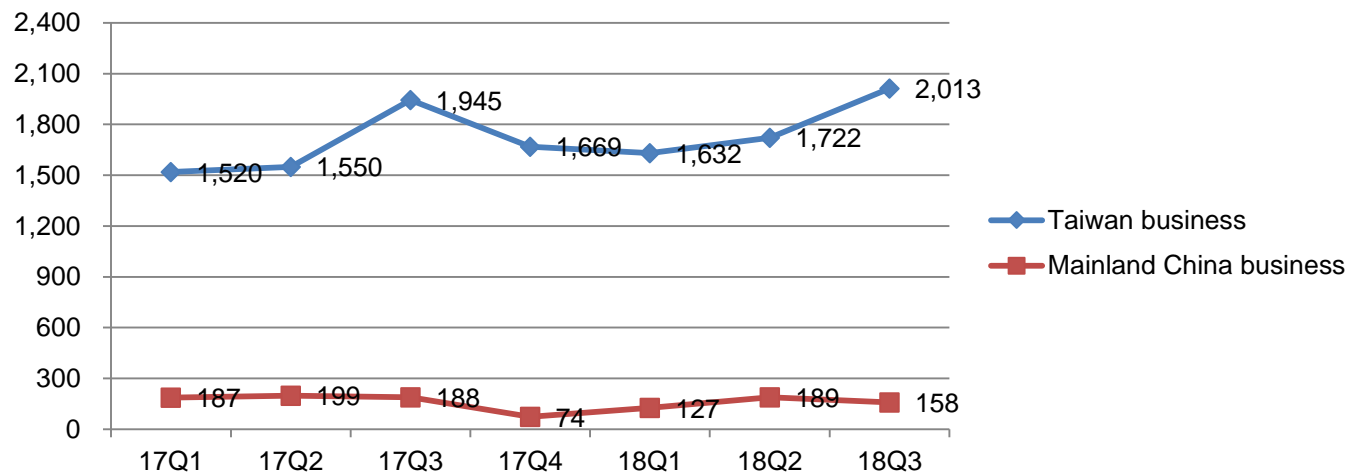
Financial Highlights

Consolidated Profits and Losses

Unit : NT\$ million	2018 Q1~Q3	2017 Q1~Q3	YoY
Operating revenue	6,111	5,853	4.4%
Gross profit	1,137	1,054	7.9%
Gross margin %	19%	18%	1%
Operating expense	994	1,047	-5.1%
Operating expense ratio %	16%	18%	-2%
Operating profit	143	7	1942.9%
Non-operating income	305	306	-0.3%
Net profit before income tax	448	313	43.1%
Income tax expense	22	12	83.3%
Net income	426	301	41.5%
Net income attributable to owners of the parent	426	301	41.5%
Earnings per share / dollar	0.91	0.88	0.03元
Share capital	5,000	3,533	41.5%



Revenue Contribution



Unit : NT\$ million	2017 Q1~Q3	2018 Q1~Q3	YoY
Taiwan business	5,015	5,367	7.0%
Mainland China business	574	474	-17.4%
Other	264	270	2.3%
Total	5,853	6,111	4.4%



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Cash flows

Unit : NT\$ million

	2018 Q1~Q3	2017 Q1~Q3	2017
	Amount	Amount	Amount
Beginning cash balance	466	808	808
Net cash inflow (outflow) from operating activities	272	103	73
Net cash inflow (outflow) from investing activities	(412)	171	110
Net cash inflow (outflow) from financing activities	1,591	(432)	(530)
Effect of foreign exchange rate change	(11)	(16)	5
Ending cash balance	1,906	634	466

Financial Indicators



	2018 Q3	2017 Q3	2017 Q4	
Key Financial Indicators	Net Value Per Share (dollar)	13.7	11.1	11.2
	Debt Ratio (%)	33.5%	51.4%	48.9%
	Current Ratio (%)	154.1%	156.2%	152.4%
	Time Interest Earned	15.6	8.6	7.4
	AS Turnover Days (annualized)	39	45	37
	AR turnover Days (annualized)	55	58	51
	Return On Equity (annualized)	11.1%	11.1%	8.7%
	Return On Assets (annualized)	7.0%	5.7%	4.7%



Business Strategy and Market performance

Operation Strategy

- To expand capital expense through cash capital increase
- To repay loan and lower interest expense
- To upgrade equipment and optimize the production efficiency
- To sustain the efforts in food safety upgrading and get hold of material supply chain



Market Share



泰山用心做好油
廠內自製全系列油品--獲SQF LEVEL3認證
國外進口油--以國際標準嚴格把關
和您的食品安全打勾勾



Market share by cooking oil **11.3%**

Market share by bottle water **6.7%**



Market share by canned dessert **50.7%**

Market share by RTD **3.2%**



Market Competitiveness



Application and promotion of local ingredients.



Strategic alliance with international Manufacturers for key technologies.

Taisun has been awarded by the following Food Safety Certificates

Product Category	International Certificate	Domestic Certificate	Halal Certificate	
				
canned dessert	100%	100%	96.61% ³	88.99% ³
Chilled Desert & Beverage	100%	100%	100%	94.66% ³
PET Bottled Tea Drink	62.12% ¹	98.14% ⁴	97.99% ³	58.80% ³
TP Ambient Drink	- ¹	100%	100%	-
Bottle Drinking Water	- ¹	- ⁴	99.63% ³	-
Cooking Oil	85.60% ²	85.60% ²	54.03% ³	85.56% ³

Remarks:

1. Partial PET Tea Drink, Bottle Water and TP Drink are produced on OEM basis. Those OEM factories are not yet SQF certified.
2. Imported cooking oil products are not processed in Tian Zhong Factory.
3. For business consideration, some products with special volume size are not included.
4. Partial PET Tea Beverage and bottled water are produced on OEM basis. The entrusted factories are not FSSC22000 certified.
5. FSSC22000 and SQF are system certification. The certified line means that the production line meets the specifications required by each certification system.



Future outlook

Future Outlook

Capability Upgrade

- Technology 、 Equipment 、 Employee Capability

Product Upgrade

- New category 、 Product Upgrade

Increase Earning Capacity

- Increase Operation Income





Q&A