



Taisun Enterprise Investor Conference, 2019

TAISUN GROUP



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Company Profile

Market Performance

Review of operations

Future Outlook



選泰山芥簡單

不簡單的10道品質把關，簡單守護您和家人健康

FOOD LAB - TEST REPORT
• 嚴選非基改澳洲芥花 • 90%以上不飽和脂肪酸 • 耐高溫220°C煎煮炒炸皆宜

- ☑ SQF 國際認證 Level 3 最高等級
- ☑ SGS 第三公證單位檢驗
- ☑ FSSC 22000 食品安全系統驗證
- ☑ TQF 台灣優良食品認證
- ☑ KOSHER 猶太潔食認證
- ☑ Non-GMO 國際非基改認證
- ☑ BRC 英國零售商協會認證
- ☑ HACCP 危害分析重要管制點管控
- ☑ HALAL 清真認證
- ☑ ERP 系統與 TFDA 連結追蹤

10 道品質把關

首家通過 SQF 國際認證最高等級



年度代言人

Taisun Enterprise Co., Ltd. Profile



- Date of Establishment : 1950.10.26
- Paid-up Capital : NT\$ 49.99 billion
- Security Code : 1218
- Leadership : Chairman Peter Chan
General Manager Fred Chan



董事長
詹逸宏先生

總經理
詹景超先生

As of 2019.09.30



Product Introduction



Beverage

- PET Bottle 、 Can
- Carton



Edible Oils

- Cooking Oil
- Commercial Oil



Soy Products

- Featured Soy Beans
- Soy flour



livestock & aquatic feeds

- Forage feed pigs
- aquatic feeds



Food sales channel



- CS
- CVS
- PCS
- GT
- VM
- Distributor
- Online



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Market Performance



Consumer business

- Beverage
- Edible Oils

- Market share by cooking oil 12%
- Market share by bottled water 7.1%
- Market share by canned dessert 52%
- Market share by RTD Tea 3.4%

SOURCE : Kantar Sept,2019
SOURCE : ACNielsen Sept,2019



Market Performance



Bulk business

- Soy Products
- livestock & aquatic feeds

- Soybean imports account for the overall market about 10%
- Aquatic feed production accounts for the overall market about 3.9%



SORRCE : COA 2018

SOURCE : Internal statistics 2018



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泰山
八寶粥

每句呷飽未,都是沒說出口的愛

導演: 馮沛璋 主演: 林美秀 周韻婷 泰山家族 出品

1986年美味上市

國民人氣點心 安心好食

無防腐劑 講究高品質

精選 天然磨食穀粒

榮獲 銀髮友善食品

天災沒水沒電 八寶粥最方便

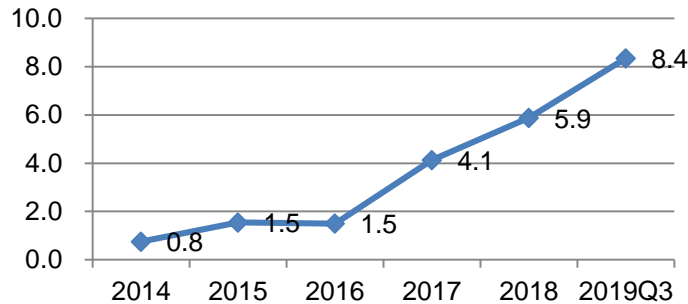
泰山70週年 微電影溫暖上映



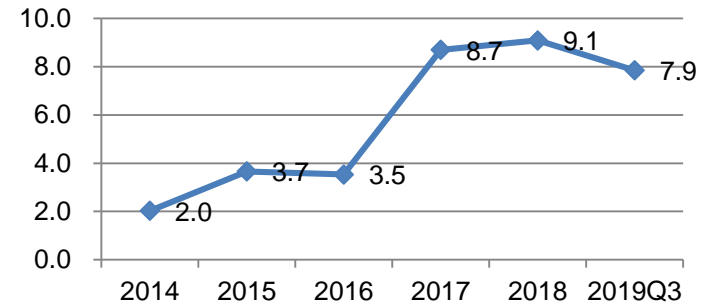
Historical performance



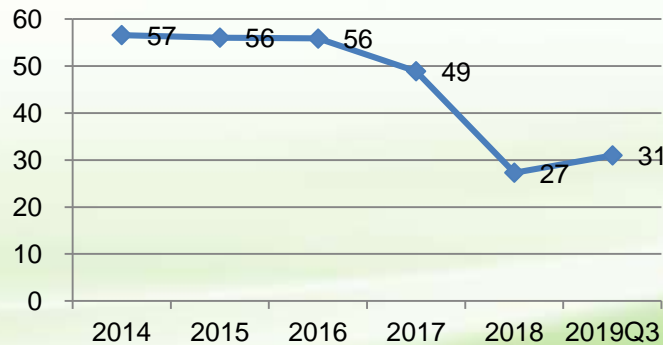
Net Income Ratio(%)



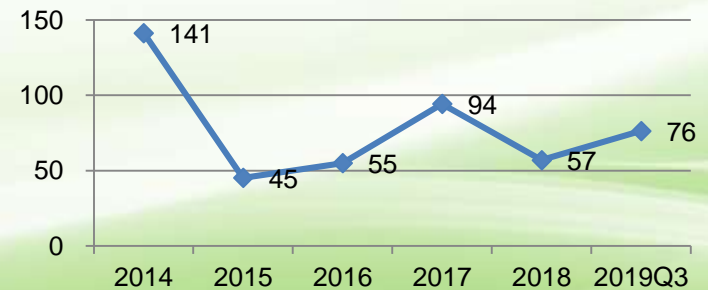
ROE(%)



Debt Ratio(%)



Capital Expenditures (NT\$ million)

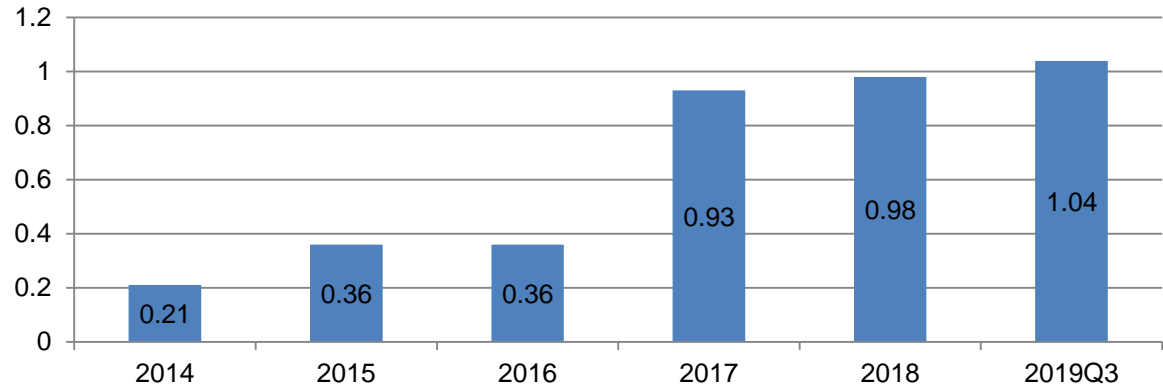




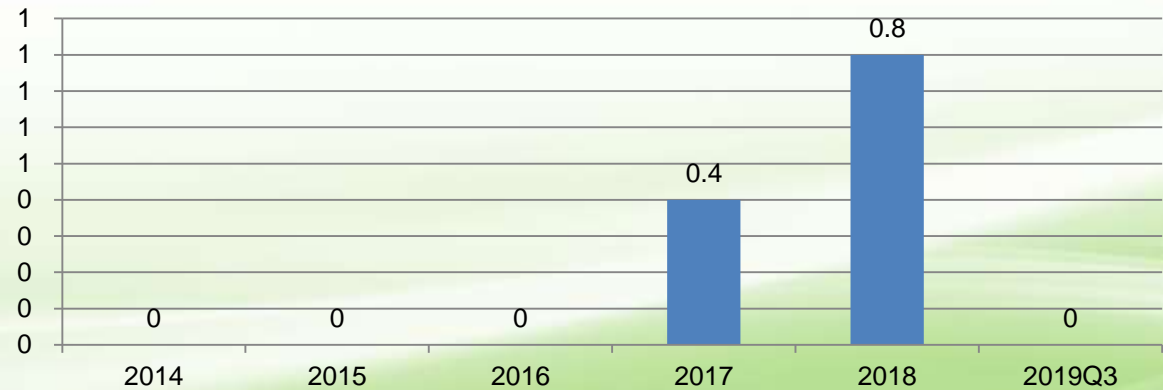
Dividend Policy



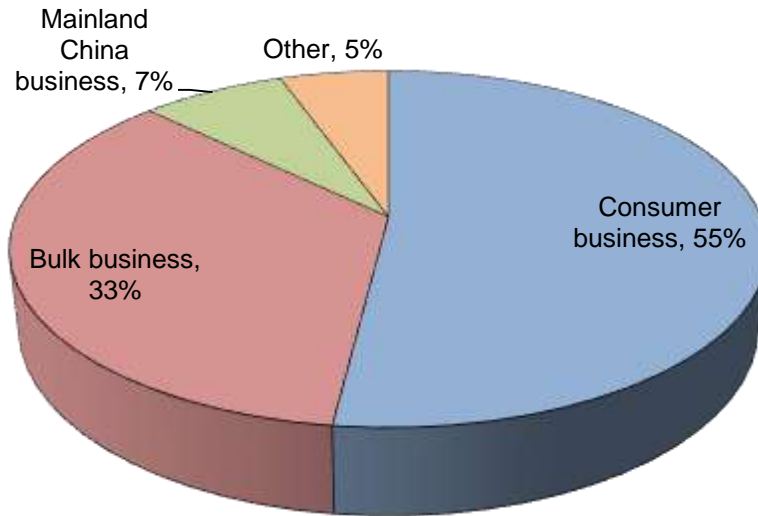
EPS(NTD)



Cash Dividend(NTD)



2019 Q1~Q3 Revenue Contribution



Unit : NT\$ million	2019 Q1~Q3	2018 Q1~Q3	YoY
Consumer business	3,308	3,315	-0.2%
Bulk business	2,022	2,052	-1.5%
Mainland China business	443	474	-6.6%
Other	308	270	14.1%
Total	6,081	6,111	-0.5%



2019 Q1~Q3 Consolidated Profits and Losses

Unit : NT\$ million	2019 Q1~Q3	2018 Q1~Q3	YoY
Operating revenue	6,081	6,111	-0.5%
Gross profit	1,159	1,137	1.9%
Gross margin %	19%	18.6%	-
Operating expense	973	994	-2%
Operating expense ratio %	16%	16.3%	-
Operating profit	186	143	30%
Non-operating income	357	305	17%
Net profit before income tax	543	448	21%
Income tax expense	35	22	59%
Net income attributable to owners of the parent	508	426	19%
Earnings per share / dollar	1.04	0.91	14%



2019 Q1~Q3 Cash flows



Unit : NT\$ million

	2019 Q1~Q3	2018年 Q1~Q3	2018
	Amount	Amount	Amount
Beginning cash balance	1,279	466	466
Net cash inflow (outflow) from operating activities	142	272	420
Net cash inflow (outflow) from investing activities	119	(412)	(554)
Net cash inflow (outflow) from financing activities	(200)	1,591	951
Effect of foreign exchange rate change	(5)	(11)	(3)
Ending cash balance	1,335	1,906	1,280



2019 Q3 Financial Indicators



	2019 Q3	2018 Q3	2018 Q4	
Key Financial Indicators	Net Value Per Share (dollar)	13.4	13.7	13.6
	Debt Ratio (%)	31.0%	33.5%	27.3%
	Current Ratio (%)	171.7%	154.1%	164.2%
	Time Interest Earned	37.8	15.6	14.1
	AS Turnover Days (annualized)	31	39	36
	AR turnover Days (annualized)	56	55	48
	Return On Equity (annualized)	10.5%	11.1%	9.1%
	Return On Assets (annualized)	7.6%	7.0%	6.1%

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TAISUN
Cheers
閃耀52週
週週抽鑽戒
活動時間：即日起~2020/3/4

↑立即加入
Cheers Line@好友
登錄發票

圖片僅供參考，以實際贈品為主

Future Outlook



Capacity expansion and automation upgrade



Develop new products to tap potential markets



Improve food safety and implement social responsibility

Q&A

MY
TURN

冰鎮

STAGE IS
WHERE YOU DANCE

只要
就是 能踩
舞台

