

（ Ticker:1218 ）

Taisun Enterprise

2022 Investor Relations Update

December 1st, 2022

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- **Taisun Profile**
- **Performance Review**
- **2022 Q1-Q3 Operating Result & 2017 to 2022 Financial Statement**

■ Taisun Profile

"72 years of experience and hard work, ready to soar "

- Core Business: Food & Beverage
- Total Asset： NT$ 10.6 billion
- Amount of Capital： NT$ 4.9 billion
- Ticker：1218
- FY2021 Revenue：NT$ 9.9 billion
- Leadership：

  Chairman Fred Chan,

  General Manager Jason Tsai

Key Products

- ■ Canned Desserts
- ■ Bottled Water
- ■ Beverages
- ■ Cooking Oil

Consumer Segment

- Household cooking oil, beverage, bottled water, canned desert

Market share

- **Canned Desert #1**
- **Sparkling Water #1**
- **Cooking Oil #2**
- **Rice Bran Oil #1**



A Well-Known Brand with 72 Years of History

泰山

Consumer Segment

Cooking Oil	Desert	Grass Jelly	Bottled Tea	Water	Juice	Energy Drink	Beverage
Cooking Oil ChefOil	Mixed Congee Peanuts Soup Other Dessert	Grass Jelly Woo Tang Mesona Tea	Bing Jeon Cha Chu Chi	Pure Water Twist Water Cheers	Sunkist	Salt Supply BUFF	Mesona Tea/Bing Jeon/Sunkist/Big Straw/Nuts Effect



Driving Continuous Product Innovation for Positive Customer Feedback

Cheers Sparkling Water

- Cheers recently launched different sizes, packaging materials and flavor-rich products, including 300ml small size Cheers mini, aluminum canned Cheers, and Cheers+ fruit vinegar sparkling water drink.
- In the future, we will continue to develop diversified products and lead market to grow comprehensively.

Nuts Effect

- In the summer of 2021, Taisun lunched an Almond Milk brand: “Nuts Effect”, to the costumers. It represent our determination to daily drink beverages market.
- Almond milk ranks third in the global market after soy milk and coconut milk. Taiwanese consumers are familiar with soy milk and oat milk. We will keep investing on develop the market and share benefits of the product.

Driving Continuous Product Innovation for Positive Customer Feedback



Salt Supply

- In 2021, Taisun entered sports drinks market and launched a new brand called "Salt Supply", by adding Miyakojima Snow Salt “Yukishio”, to help stay hydrated and supply electrolyte. Not only with colorful packaging design, but it also comes with two flavors: “sea salt lemon” and “sea salt lychee”, to break the boundary of traditional sport drink.
- Facing intense competition from other brands, we will keep investing in brand marketing.

Adjust Product Strategy In Response To Rising Cost



Taisun Rice Bran Oil – Best Known Brand

- The first affordable high quality rice bran Oil in domestic oil market, with precious elements γ-oryzanol and phytosterol, conveys the concept of "better choice for family".
- In 2022, facing the challenge of unstable supply and high cost, “Taisun Rice Bran Oil” keep NO.1 leading position by improving brand promotion.



ChefOil – Michelin’s choice

- From 2018 to 2022, “ChefOil” have a consecutive cooperation with Michelin Guide and has been selecting as "Preferred Cooking Oil". This partnership boosts the image of "professional-used oil", then drives double-digit sales growth every year.
- In 2022, oil price raised, to ease the result of unstable supply of “brown rice oil” and “grapeseed oil”, Chef's Selection launched olive oil product line to expand customer base.

Ubiquitous Presence, Myriad Channels

- Over 25, 000 retailors, hyper/supermarket places, wholesalers, chain stores, and restaurants in TW are selling Taisun products

+2500	Hyper/Supermarket
+12000	Convenient Chain Store
+10000	Traditional Shop/Chain
+2700	H&B Care Chain
	Others
	Vending Machine
	Online Platform/Shop

Unite：shop/store



Commercial Segment

- Restaurant cooking oil , soybean powder




















- **Commercial cooking oil products are popular choice for customers.**
- **Sustained growth in sales number.**

Diversified Product Portfolio, Fulfilling Various Market Demands

Canned Desserts stays No.1 in the market

- Bottle water



- Canned Dessert





- Packed drinks

Products can be reached in all channels.

No.1 brand in Sparkling Water



- Energy drink " BUFF"



- Sparkling water



- High-End Oil

Wide range of oil products cover different categories.

Catering business strong bound with customers



- Business use edible oil

Growth potential

Gross profit rate

■ Performance Review

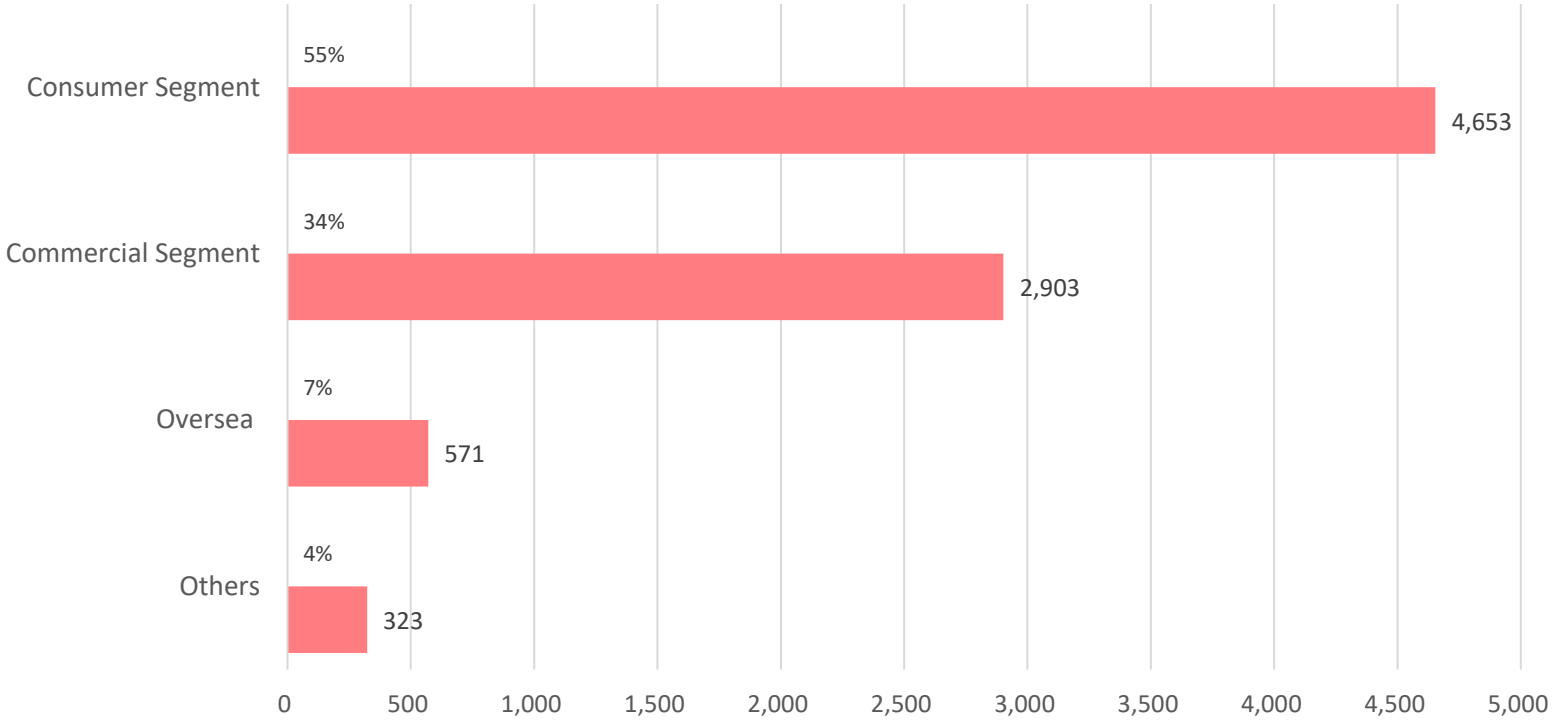
2022 Operating Highlights And Upcoming Challenges.

- Operating Highlights
  - Revenue is raising in every month of 2022, out beat 2021.
    2022 September monthly revenue reach record high at 1.09 billion.
  - Cash dividend for the consecutive fiith years.
  - Lead lunching parity rice bran oil, become the leading brand.
  - Sparking water, Cheers, stay No. 1 on the market, expending market share.

- Up Coming Challenges.
  - Raw material costs are rising.
  - inflationary spike may reduce the profit.

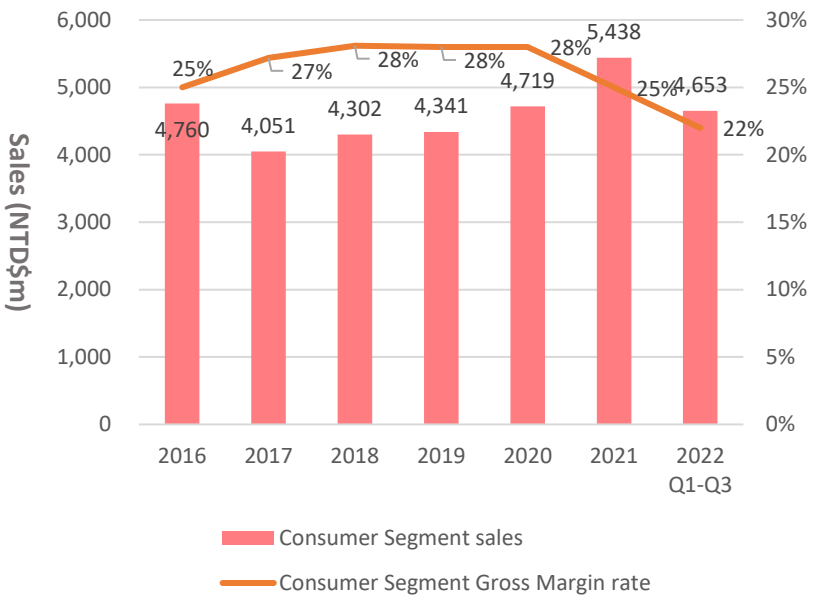
Percentage Of Sales Revenue
2022 Q1-Q3

Unit: NTD in million



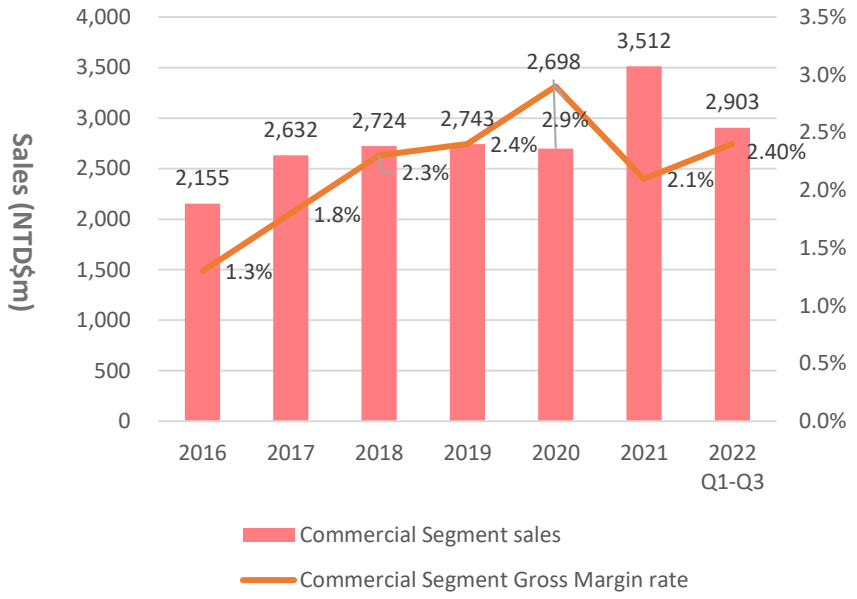
Domestic business is stable, adjusting stratagem to face the cost increase and low spending power.

Consumer Segment



- 2017-2022 Gross profit rate decline - in Mid 2021 all the material cost increased, Covid has impacted the market demand, and it's hard to press through cost.
- By adjusting the sales and pricing strategy and cutting cost to maintain the profit.
- By changing the packaging and price adjustment to maintain the gross profit rate.

Commercial Segment



- 2017-2022 Profit keep slightly increase - thou the global martial price increased in Mid 2022, and the pandemic keep the business under pressure. Under the effort of sourcing and sales team, profit stays growth.
- By decreases the defect rate, strengthen the manufacturing to improve the business.

■ 2022 Q1~Q3 Financial performance via past 5 years

- Core business maintain growth.
- Group financial soundness.

2022 Q1-Q3 Operating result

Unit: NTD 1,000

Account	2022 Q1~Q3		2021 Q1~Q3		Dec(Inc)	
	Amount	Percentage	Amount	Percentage	Amount	%
Gross Sales	8,450,224		7,422,702		1,027,522	14%
Cost Of Goods Sold	7,203,720	85.2%	6,254,519	84.3%	949,201	15%
Gross Profit	1,246,601	14.8%	1,168,231	15.7%	78,370	7%
Operating Expenses	1,114,136	13.2%	1,002,497	13.5%	111,639	11%
Pre-Tax Income	132,465	1.6%	165,734	2.2%	(33,269)	-20%
Total Non-Op. Exp.	320,503	3.8%	303,050	4.1%	17,453	6%
Profit before tax	452,968	5.4%	468,784	6.3%	(15,816)	-3%
Income tax (Exp.)	23,150	0.3%	25,523	0.3%	(2,373)	-9%
Net income	429,818	5.1%	443,261	6.0%	(13,443)	-3%
EPS	0.88		0.91		(0.03)	-3%

2017 to 2022 Statement of income

- Facing the cost went sky rocked, and the business environment getting harsh, the profit rate slightly decay. Net profit, ROE, ROA and EPS remain in same level.

Unit: NTD100 Million	2017	2018	2019	2020	2021	2022 Q1-Q3
Revenue	76.82	79.02	80	83.56	99.45	84.50
Gross Profit	13.31	14.33	14.55	16.4	15.36	12.47
Operating Expenses	13.68	13.42	12.95	13.24	13.27	11.14
Operating profit	-0.36	0.9	1.6	3.17	2.09	1.32
non-operating income and expenses	3.81	4.01	4.61	5.9	4.26	3.21
Pre-Tax Income	3.44	4.91	6.22	9.06	6.36	4.53
Net Income	3.17	4.64	5.82	8.52	5.92	4.30
EPS(NTD dollor)	0.93	0.98	1.2	1.75	1.22	0.88

	2017	2018	2019	2020	2021
ROE(%)	8.69	9.09	8.95	12.5	8.45
ROA(%)	4.71	6.07	6.63	9.34	6.05

2017~2022 Balance sheet

UNIT:NTD100M	2017	2018	2019	2020	2021	2022 Q1-Q3
Cash + Cash equivalents	4.66	12.8	11.47	7.72	16.65	11.40
Receivables	10.48	10.57	10.8	11.68	14.07	18.01
Inventories	6.27	6.13	6.8	5.72	7.12	11.59
SUM of Current asset	27.98	33.12	35.62	32.19	45.81	47.22
Long-term investment	21.43	30.75	32.11	33.69	33.14	33.14
Investment Property	6.21	6.2	6.18	6.17	6.15	6.13
Class of property, plant and equipment	17.88	16.81	17.14	17.98	19.47	19.13
Asset in total	74.82	88.07	92.29	92.4	106.38	107.40
Current liabilities	18.36	20.17	16.98	13.75	23.62	30.18
Long-term liabilities	15.52	1.12	6.88	6	10.50	5.50
Total indebtedness	36.6	24.04	26.24	22.09	36.47	38.02
Share capital	35.58	50	50	50	50	50
shareholders' equity	38.22	64.03	66.05	70.32	69.91	69.38
NAVPS(NTD)	11.19	13.15	13.57	14.45	14.37	14.27



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