




stock code : 6790 TT



Yuen Foong Yu Consumer Products (YFYCPG)

2021 Earnings Results





Disclaimer

- Our statements of market overviews, financial results, and forward-looking statements are based on current expectations and assumptions regarding anticipated developments and other factors affecting YFYCPG.
- Our operations and financial performance may differ materially from those expressed or implied in the forward-looking statements. Risks and uncertainties to which our forward-looking statements are including, without limitation, market demand, policy risks, regulations, economic changes and other uncertainties beyond our control.
- We undertake no obligation to update or revise publicly any forward-looking statements, whether because of new information, future events or otherwise, except to the extent required by law.

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Our History

五月花 柔情
Tender

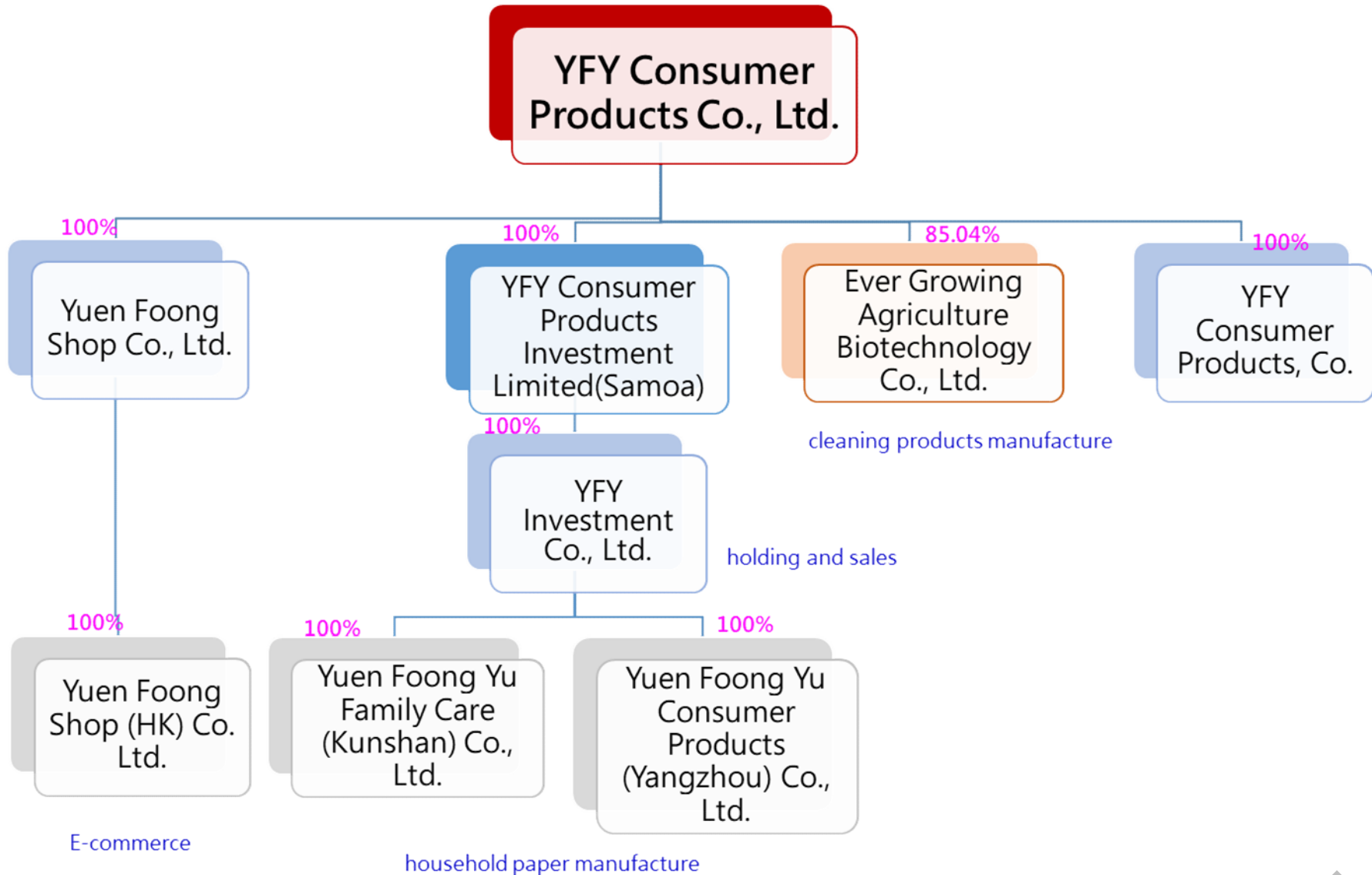


ORANGE HOUSE
橘子工坊



- 1968 Created the toilet paper brand " Mayflower "
- 1972 Produced the 1st embossed toilet paper in Taiwan.
- 1995 Entered the Shanghai market and became the 1st Taiwanese paper plant expanding overseas operations.
- 2004 Merged Qing Shui plant from P&G Taiwan including two brands -"Tender" and "Delight". Became the largest household paper local manufacturer in Taiwan.
- 2007 Consumer Product Division of YFY Paper Manufacturing Co., Ltd. (later renamed: YFY Inc.) was transferred to the Company.
- 2009 "Orange House" entered the natural cleaning products market.
- 2015 Launched new brand " Fresh Sense "
- 2017 Ever Growing Agriculture Bio-Tech Co., Ltd. Inaugurated the new EEWH plant.
- 2018 "Delight" entered mid-range cleaning products market.
- 2019 Led the market with the launch of "Mayflower thick toilet tissue". The "Mayflower" and "Orange House" products received the National Brand Yushan Award.
- 2020 Full supplied Taiwan toilet paper market to support pandemic prevention. Launched the "Orange House" anti-virus detergent.
- 2020/08/11 Be Public Company (stock code: 6790)
- 2020/10/27 Be Emerging Stock Company
- 2021/09/29 IPO, Listing on TWSE (capital-in-paid: NTD 2.67bn)

Our Subsidiaries



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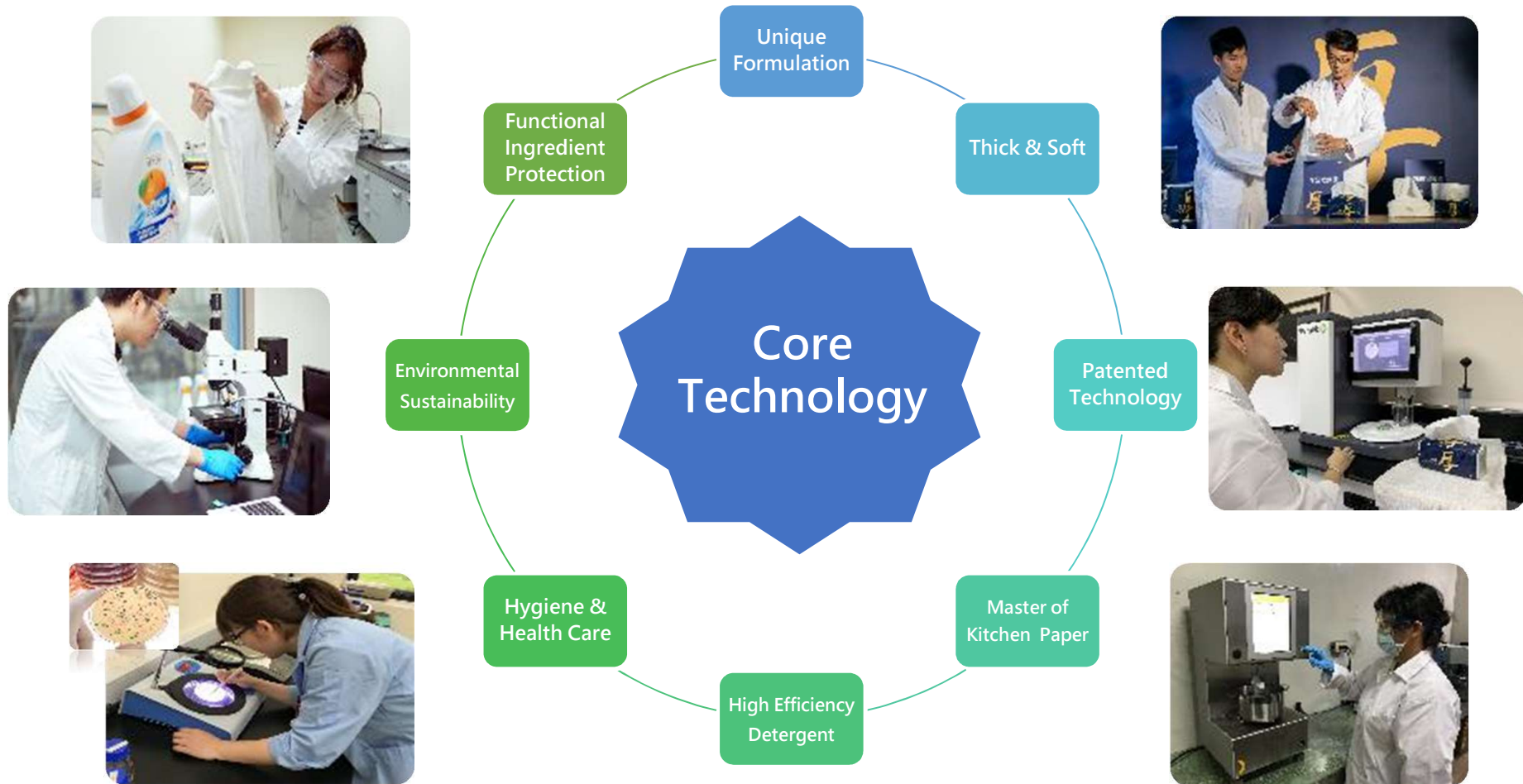
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Patents Across the Globe

- 83 patents (54 items in Taiwan, 21 items in Mainland China, 8 items in USA)
- Obtained Certification of FSC, HACCP, GMP, ISO22000 and environmental label etc.
- Product quality is maintained by certified analytical and P2 microbiological labs.



▼ Your Best Partner in Everyday life

五月花®

Mayflower supports a better life for the consumer with high value and innovation.



柔情®
Tender

Tender offers the consumer with happy life experience.



得意

Delight brings value for money to the consumer.



百花

100% green products obtains environmental labels.

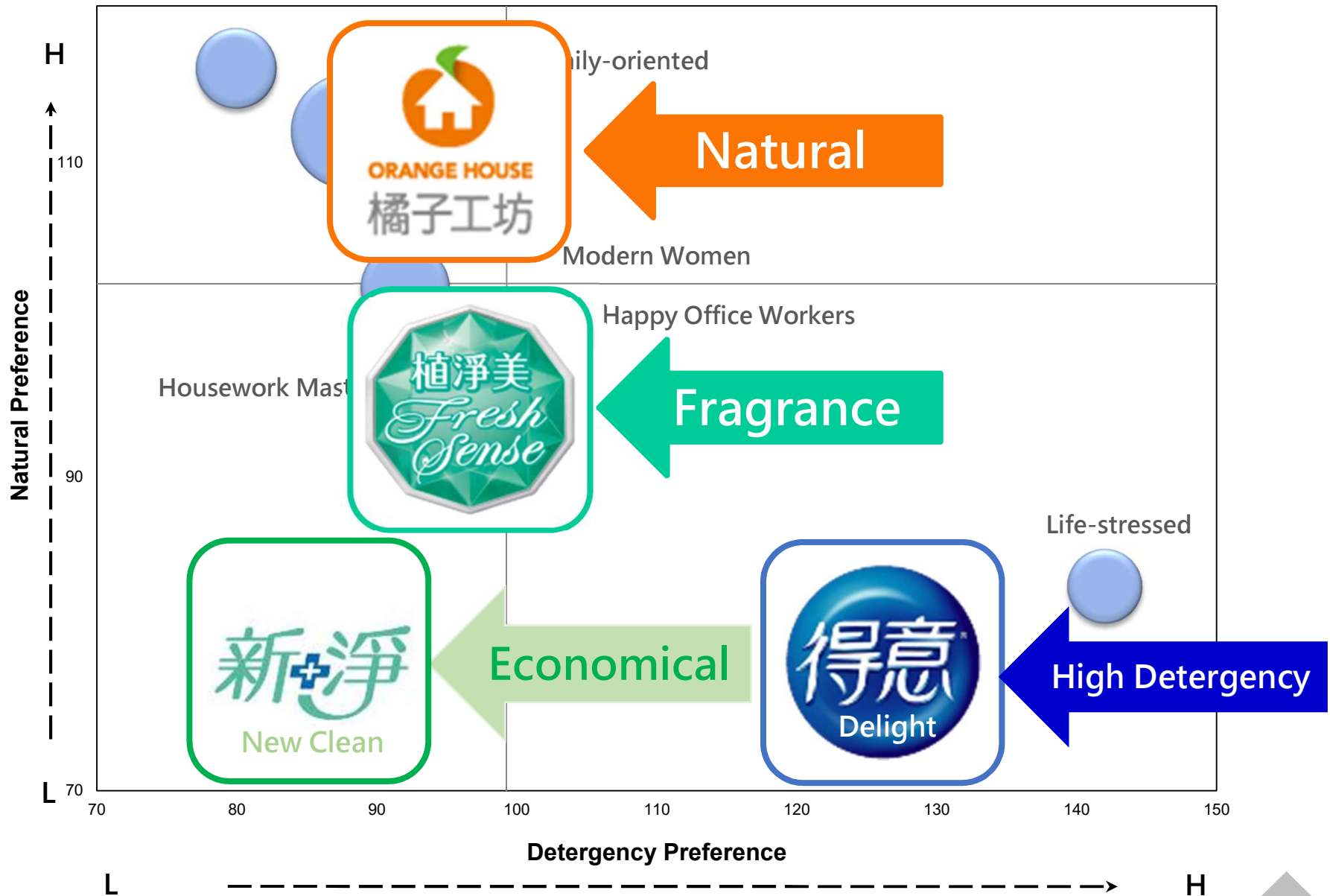


柔荷
芙蓉 雅柔
SOFT TOUCH

Economical Product Lines



Cleaning Products in Leading Position



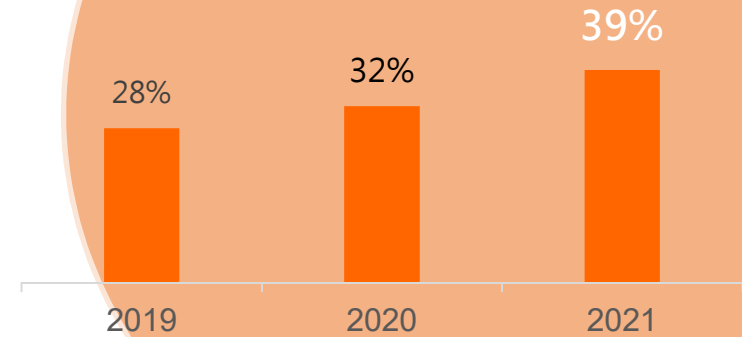
Market Share



Sources : Eastern Online Co., Ltd.

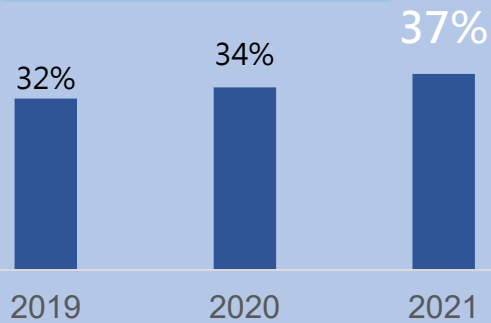
Cleaning Products

Natural cleaning products



Household Paper

Interfold tissues and kitchen towel



Multi-brand Strategy

expanding cleaning products at domestic and overseas market



Sources : Eastern Online Co., Ltd.

In-depth Market

solidifying leading position in the market

▼ Channel Advantage

Stay ahead of Channel Trends and Market Expansion

Across 16,500 stores and 32 wholesalers in Taiwan



Solid Financial Structure and Group Synergy

Major Customers

B2C Customers



B2B Customers

Ecommerce Platform



*The above picture is taken from the official website of each customer.

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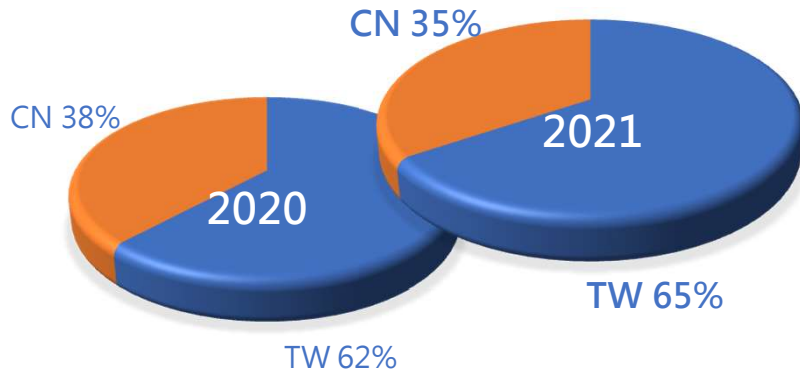
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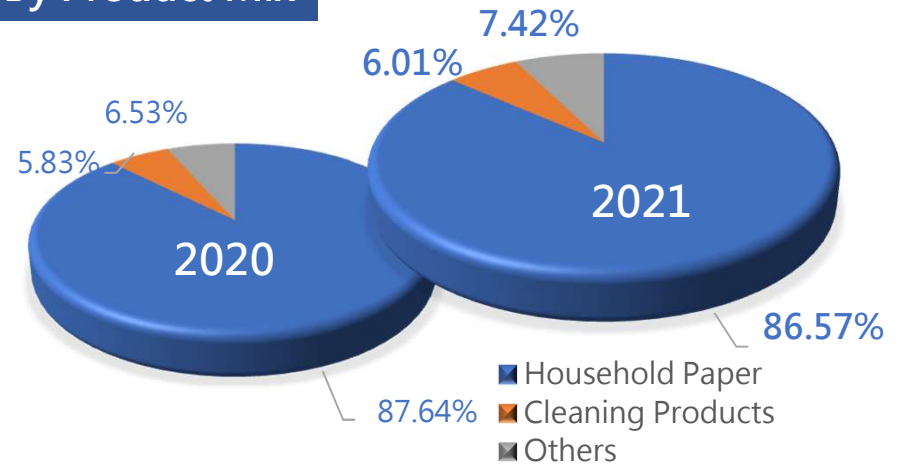
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Sales Breakdown and Margin

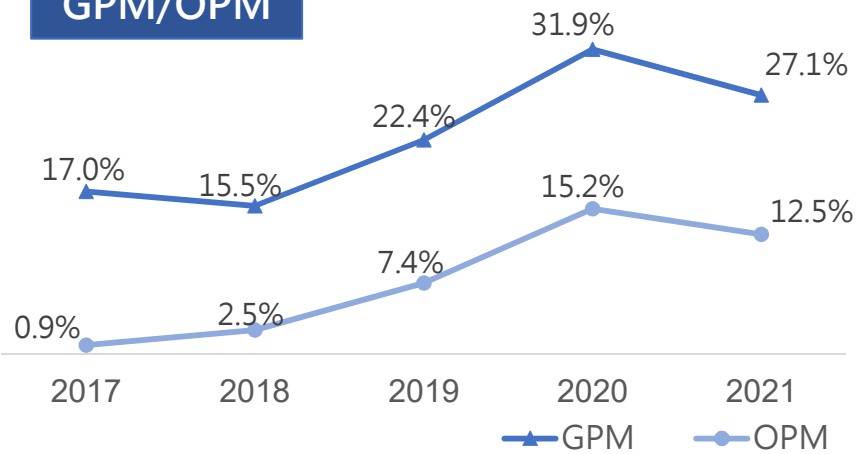
By Region



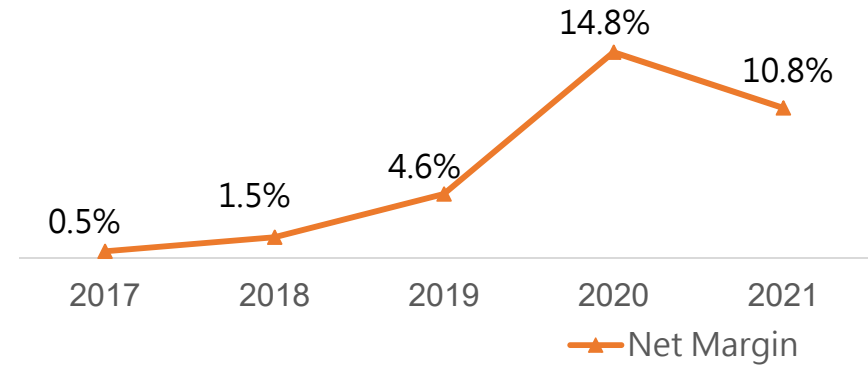
By Product Mix



GPM/OPM



Net Margin



2021FY and Q4 Financial Results

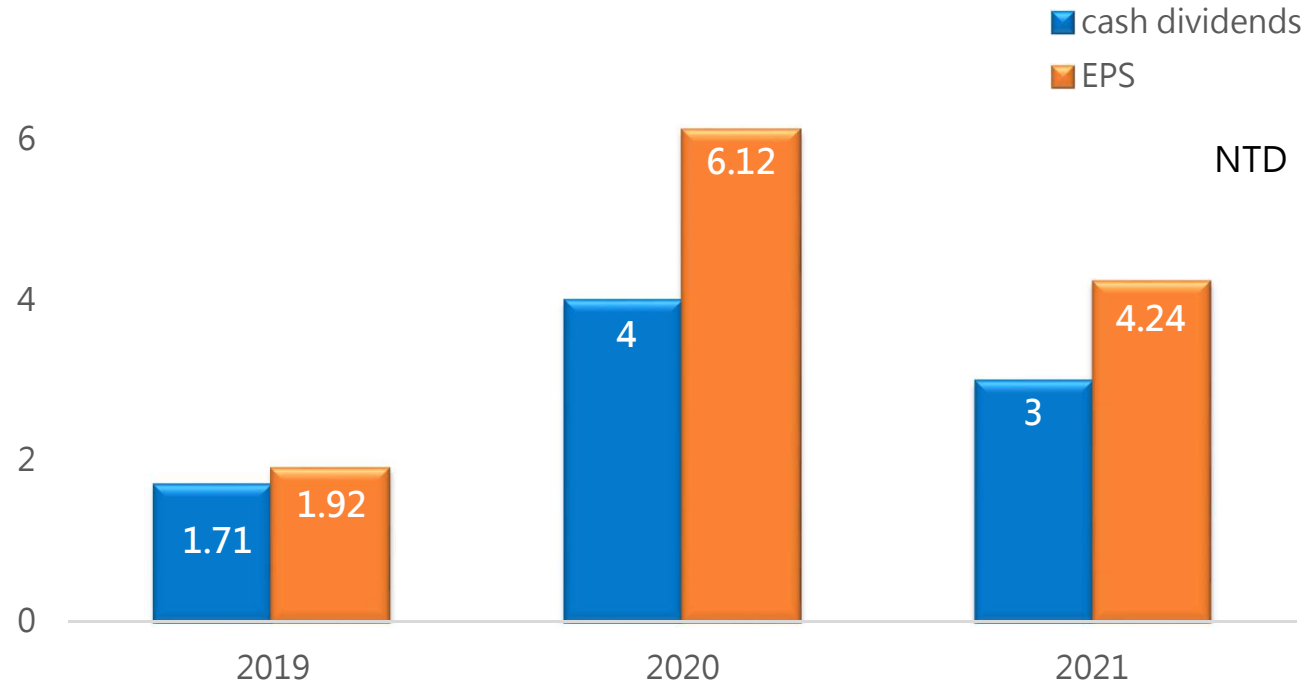
NTD 1,000

Consolidated	Q3 Y21	Q4 Y21		vs Q3	Y21		vs LY
	amount	amount	%		amount	%	
Sales	2,229,763	2,643,401	100.0%	18.6%	9,890,353	100.0%	-2.5%
Gross Profits	518,714	620,557	23.5%	19.6%	2,680,493	27.1%	-17.2%
Expenses	329,537	355,014	13.4%	7.7%	1,443,228	14.6%	-14.6%
Operating Profits	189,177	265,543	10.0%	40.4%	1,237,265	12.5%	-20.0%
Profits before tax	200,348	284,723	10.8%	42.1%	1,287,272	13.0%	-26.5%
Net Profits	158,995	232,348	8.8%	46.1%	1,070,697	10.8%	-28.7%
Net Profits attributable to owners	156,770	230,231	8.7%	46.9%	1,062,266	10.7%	-28.6%
EPS	0.64	0.84		+0.2	4.24		-1.88

- 2021 consolidated sales decreased due to the lockdown and the impact from the dual control on energy consumption in Mainland China.
- The one-off disposal gain, NTD 357 millions, from subsidiaries in Mainland China affected 2020 EPS around NTD1.



Dividends



- 2021 cash dividends have been approved by the Board Meeting and will be presented for ratification at 2022 AGM.
- We adopt steady dividend policy to distribute dividends to our shareholders.

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Our Mission

Provide Consumers with a Healthy, Carefree and Beautiful Life

Health & Natural

Sustainability

Aging Generation



Innovate diversified products for consumer needs

Outlook

- **Focus on Diversified and Core Categories**

Become the master of kitchens and bathrooms tissue supplies
Expand personnel cleaning and aging products

- **Expand Cleaning Products**

Integrate Taiwan and Mainland China marketing resources
Develop overseas markets

- **Integrate with Strategic Partners**

Integrate with B2C/B2B Customers for efficient investment

- **Enhance Capability of Supply Chain**

Automatic Production
Build partnership of purchasing, warehousing and logistics





Thank You

