



# YFYCPG

## 6790 TT

### 2022Q1 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.



# Financial Results



# Highlights

2021 consolidated sales NTD 9.89bn

2021 consolidated net profits NTD1.07bn

2021 EPS NTD 4.24

2009~2019

2020~

2021.09.29 IPO, Listing on TWSE (capital-in-paid: NTD 2.67bn)  
2020 Launched the "Orange House" anti-virus detergent

2019 Led the market with the launch of "Mayflower thick toilet tissue"  
2018 "Delight" entered mid-range cleaning products market  
2017 Ever Growing Agriculture Bio-Tech Co., Ltd. Inaugurated the new EEWH plant  
2015 Launched new brand " Fresh Sense "  
2009 "Orange House" entered the natural cleaning products market  
2004 Merged Qing Shui plant from P&G Taiwan including two brands " Tender" and "Delight".

1968~1995

1995 Entered the Shanghai market and became the 1st Taiwanese paper plant expanding overseas operations  
1986 The establishment of YFYCPG  
1972 Produced the 1st embossed toilet paper in Taiwan  
1968 Created the toilet paper brand " Mayflower "

五月花

柔情  
Tender

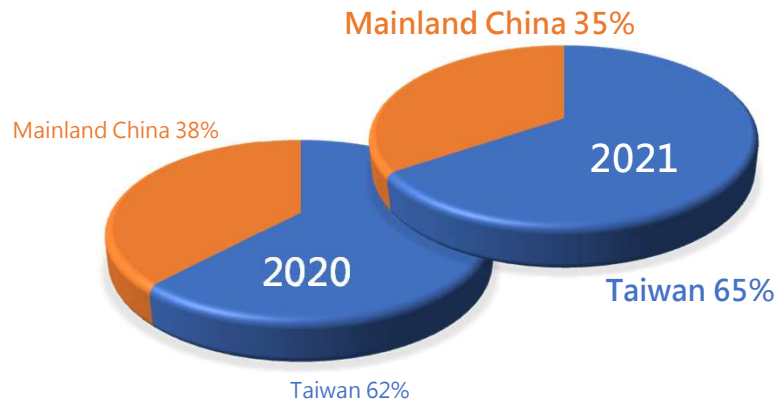


ORANGE HOUSE  
橘子工坊

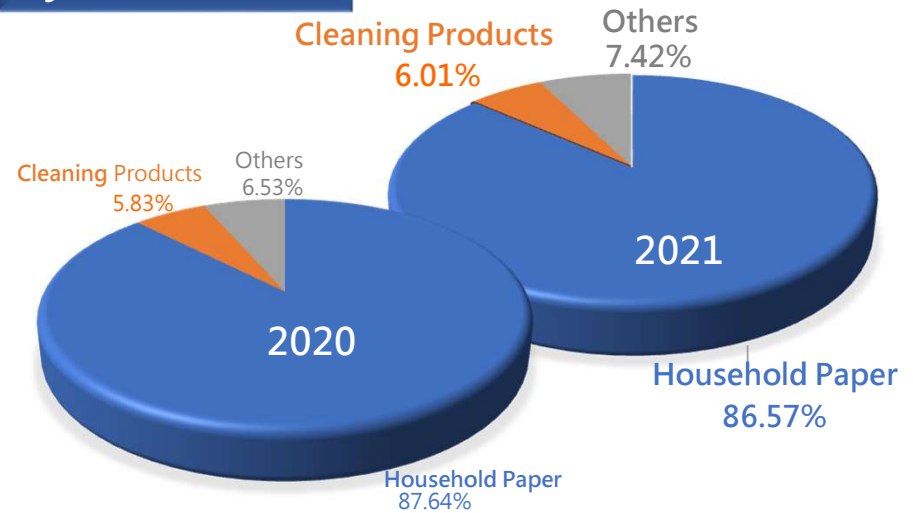


# Sales Breakdown and Margins

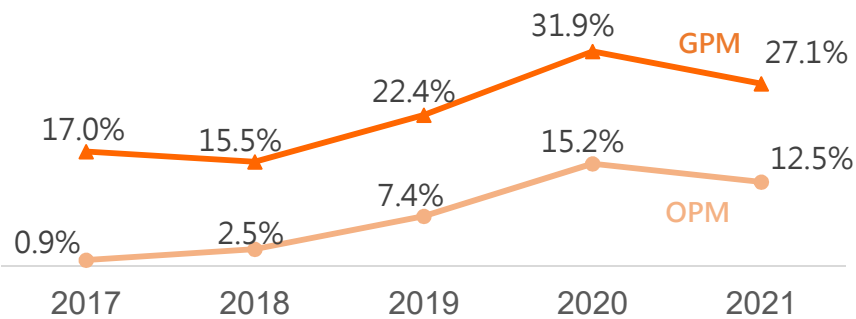
By Region



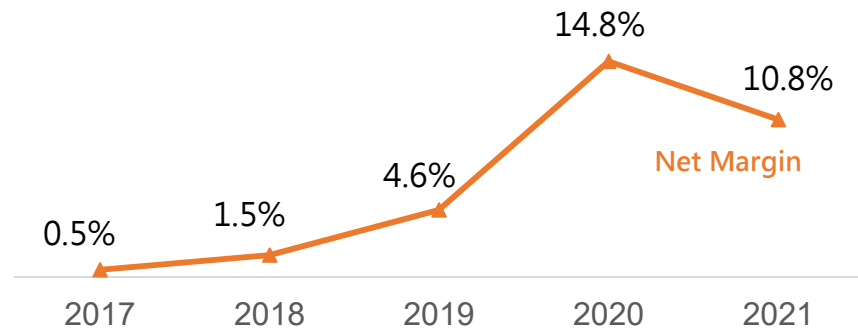
By Product Mix



GPM/OPM



Net Margin



# 2022Q1 Financial Results

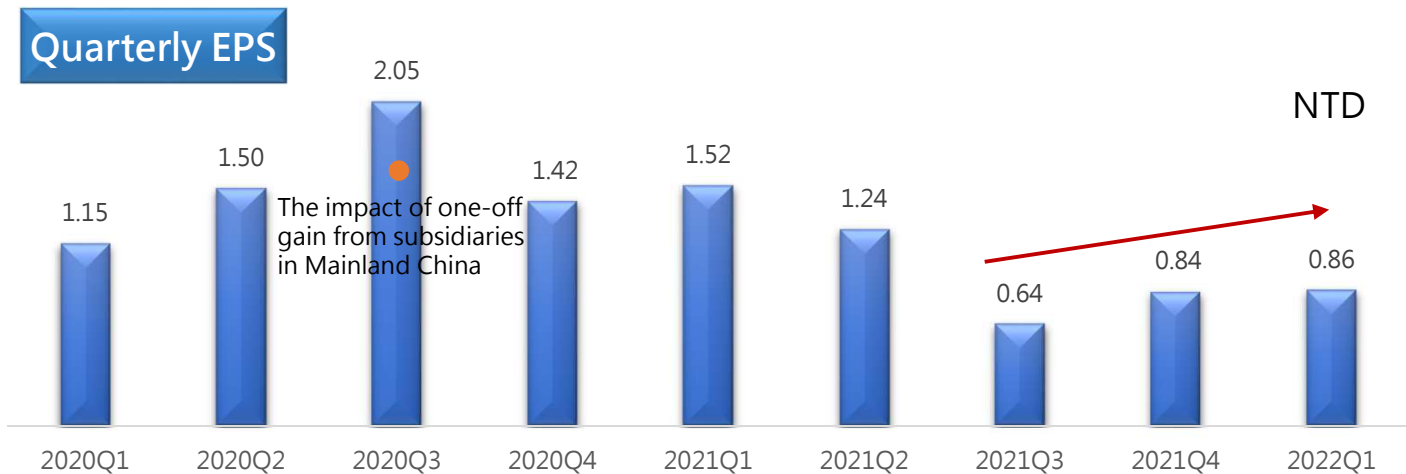
NTD thousand

	2021 Q1		2021 Q4		2022 Q1		QOQ	YOY
	amount	%	amount	%	amount	%		
Sales	2,589,318	100.0%	2,643,401	100.0%	2,441,558	100.0%	-7.6%	-5.7%
<b>Gross Profits</b>	<b>849,470</b>	<b>32.8%</b>	<b>620,557</b>	<b>23.5%</b>	<b>650,161</b>	<b>26.6%</b>	<b>4.8%</b>	<b>-23.5%</b>
Expenses	416,045	16.1%	355,014	13.4%	372,360	15.3%	4.9%	-10.5%
<b>Operating Profits</b>	<b>433,425</b>	<b>16.7%</b>	<b>265,543</b>	<b>10.0%</b>	<b>277,801</b>	<b>11.4%</b>	<b>4.6%</b>	<b>-35.9%</b>
Profits before tax	433,564	16.7%	284,723	10.8%	288,915	11.8%	1.5%	-33.4%
Net Profits	372,686	14.4%	232,348	8.8%	229,384	9.4%	-1.3%	-38.5%
Net Profits attributable to owners	371,201	14.3%	230,231	8.7%	228,418	9.4%	-0.8%	-38.5%
<b>EPS</b>	<b>1.52</b>		<b>0.84</b>		<b>0.86</b>		<b>+0.02</b>	<b>-0.66</b>

- 2022Q1 consolidated sales decreased due to the impact of the lockdown in Mainland China.
- 2022Q1 net profits decreased due to the sharp price increment of raw materials and energy costs.
- We will continue to optimize product mix and costs to improve our profitability.



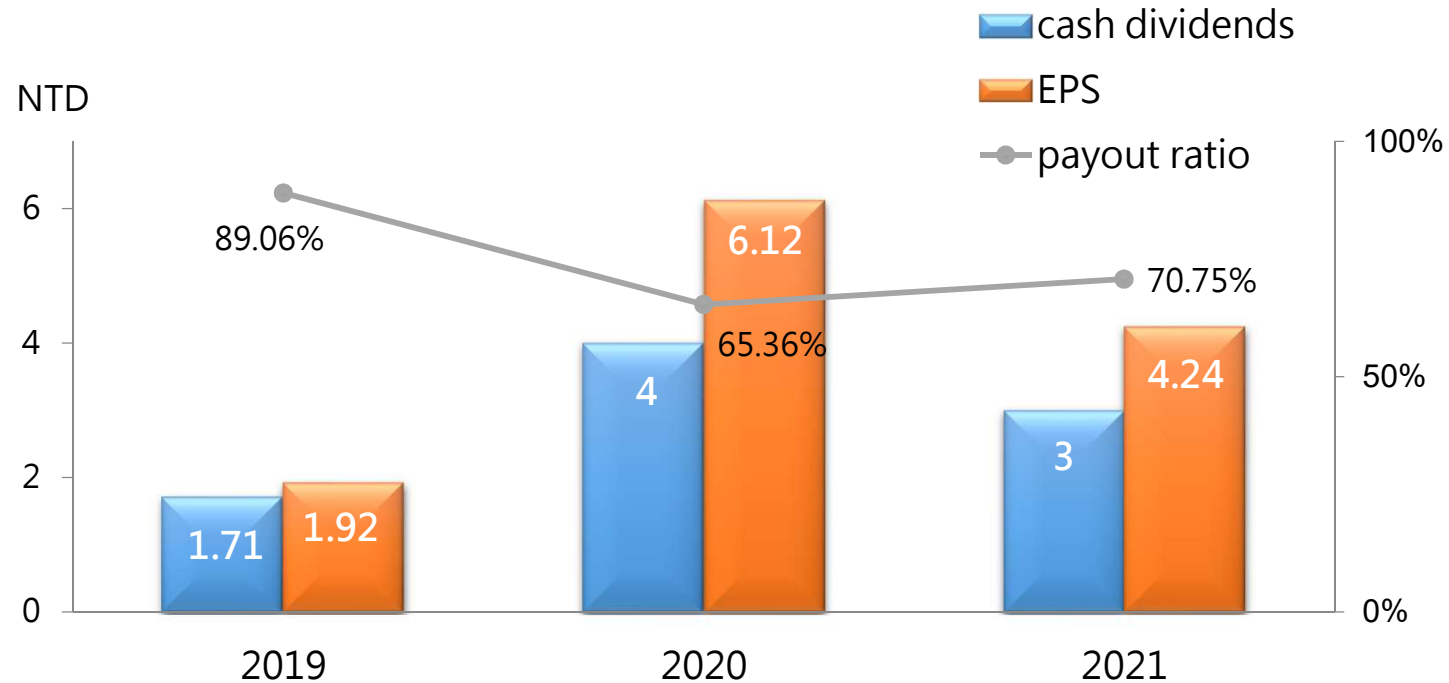
# Quarterly Financial Results



- Even though the global market changed drastically this year, 2022Q1 EPS increased compared to 2021Q4 and 2021Q3 since we adjusted structures.



# 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.

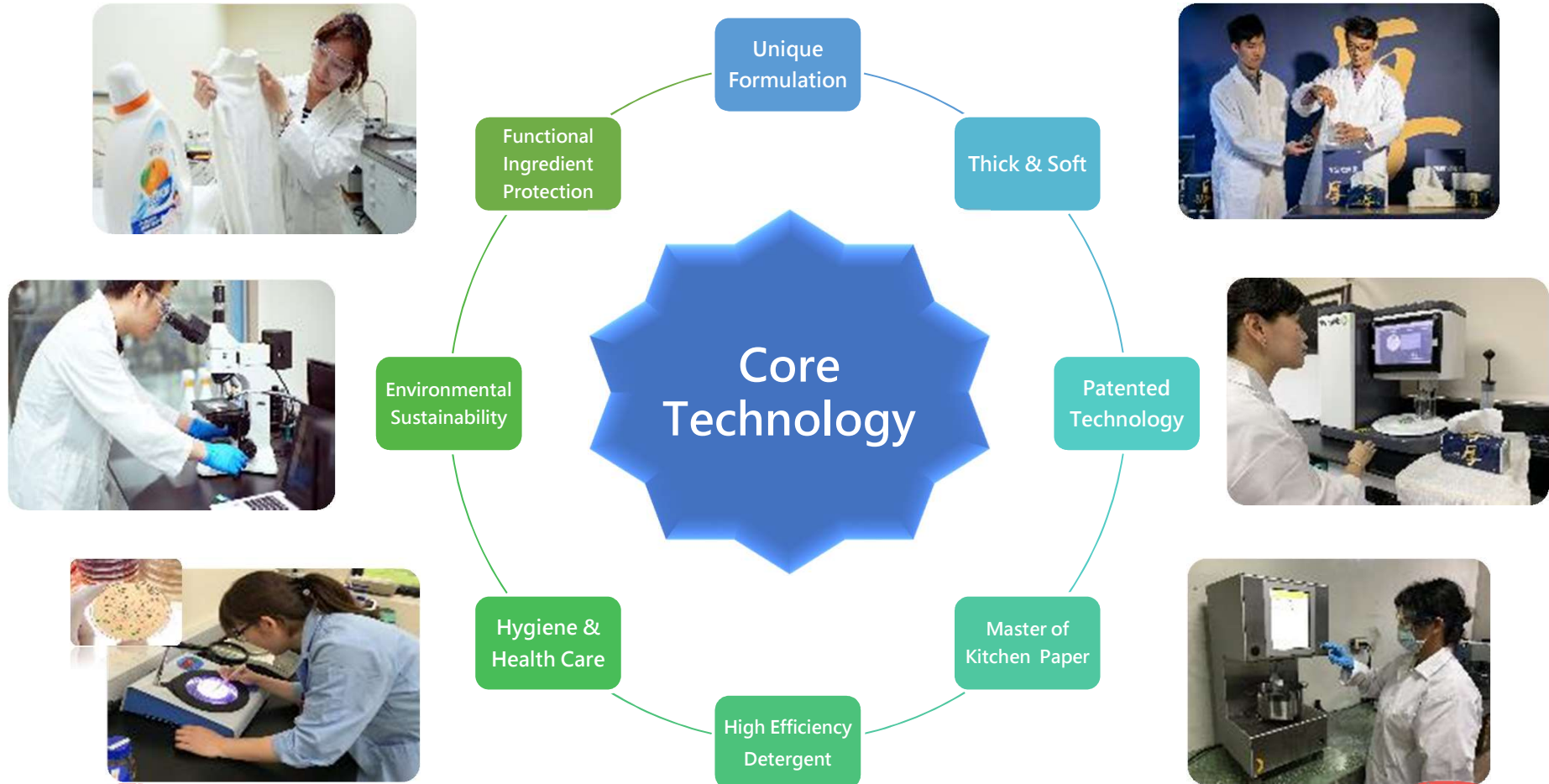






# Our Strengths

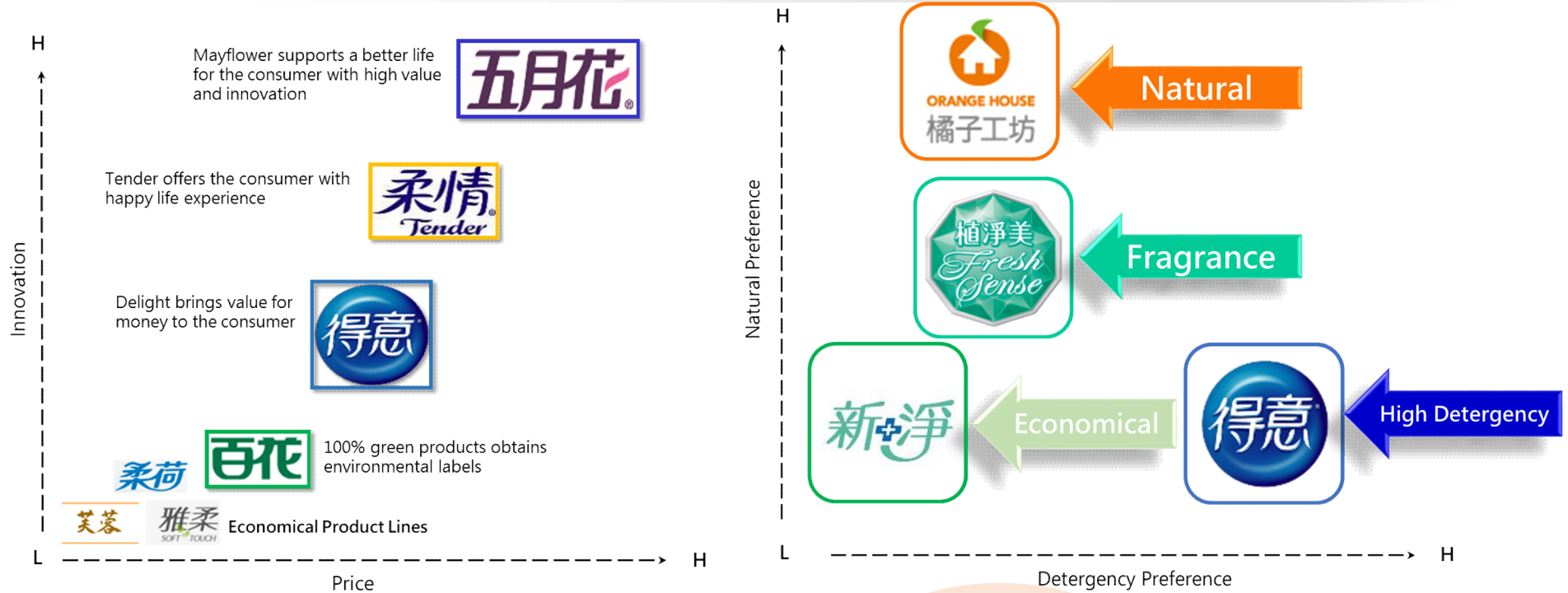
Purity and Quality are guaranteed by certified ingredients and our analysis.



Obtained Certification of FSC, HACCP, GMP, ISO22000 and environmental label etc.

# Our Brands

We meet diversified consumers' needs and create differentiated value by our multi brands and innovated products.



# Market Share

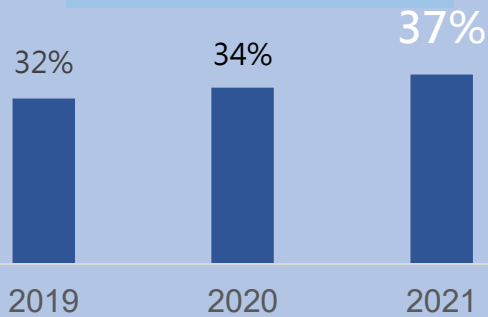
## In-depth Market

solidifying leading position in the market



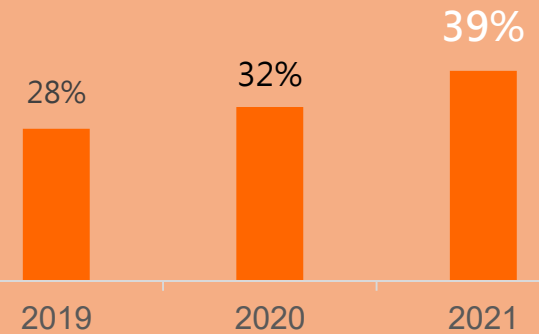
## Household Paper

Interfold tissues and kitchen towel



## Cleaning Products

Natural cleaning products



## Multi-brand Strategy

expanding cleaning products at domestic and overseas market



Sources : Eastern Online Co., Ltd.

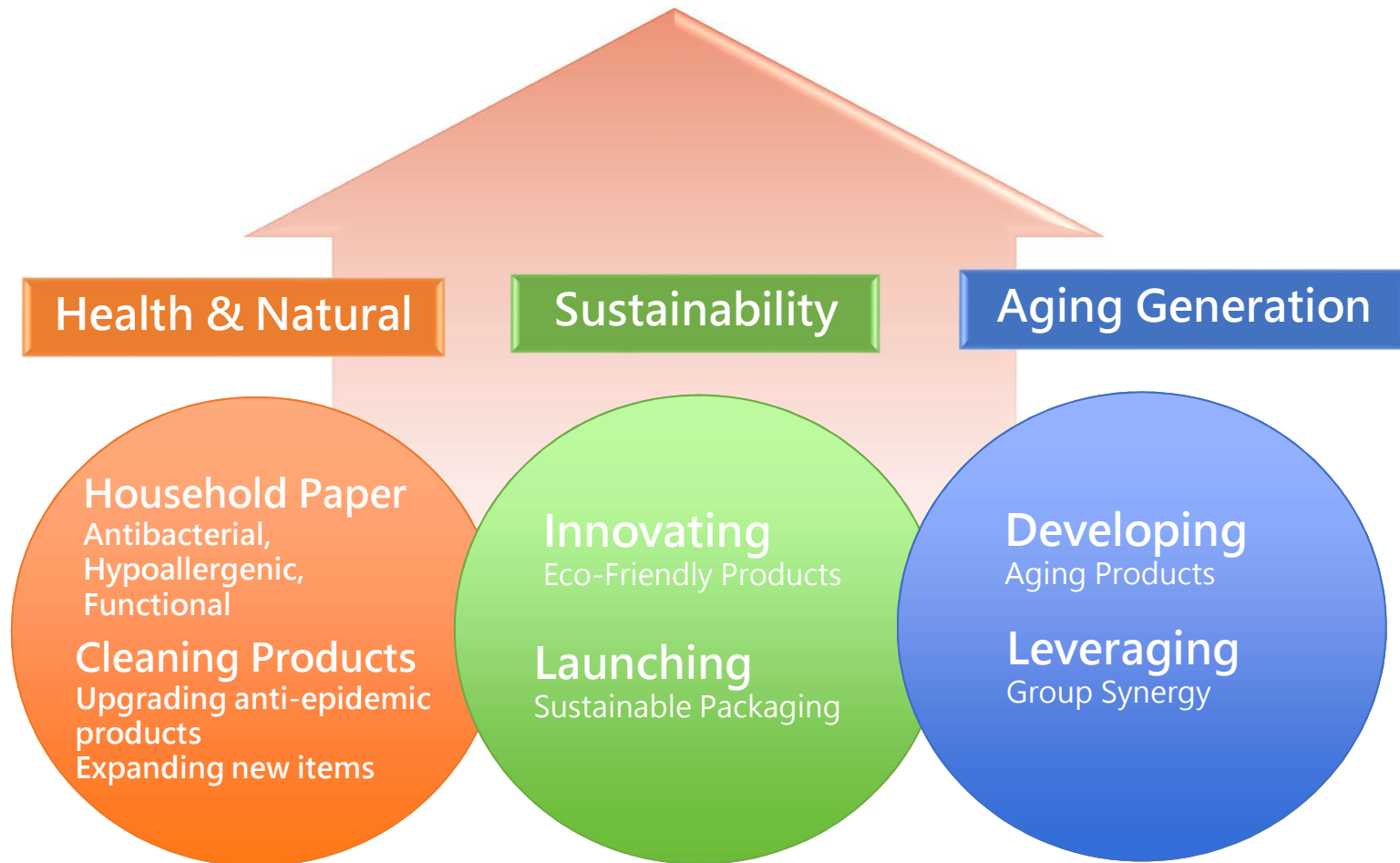


# Our Channel Advantage



# Our Focus

Provide Consumers with a Healthy, Carefree and Beautiful Life





# 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**

