



YFYCPG

6790 TT

2022 9M Earnings Results





Safe Harbor Notice

- 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



Our History

2020~



- 2022 -"Mayflower thick interfold tissues", the top leader with expansion to meet consumers' needs
- Mayflower Ultimate two plys interfold tissue paper
- "Orange House" launched mild sterilizing and degreasing cleanser
- "Delight easy use kitchen towel", the multi-function for convenience
- BOD approved capital appropriations of NTD 1.01bn for acquiring manufacturing machineries and equipments
- 2021 -Received the 6th Taiwan Mittelstand Award organized by the ROC Ministry of economic Affairs
- IPO, Listing on TWSE(capital-in-paid: NTD 2.67bn)
- 2020 Launched the "Orange House" anti-virus detergent

2009~2019



- 2019 Led the market with the launch of "Mayflower thick interfold tissues"
- 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

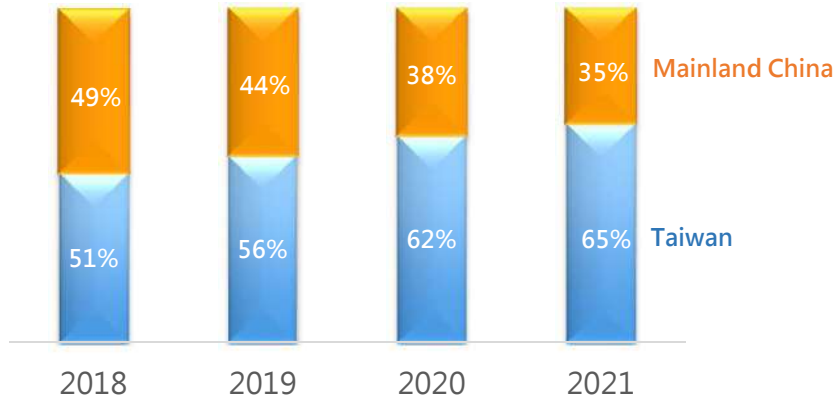


- 1995 Entered the Shanghai market and became the 1st Taiwanese paper plant expanding overseas operations
- 1986 The establishment of YFYCPG
- 1972 Produced the 1st embossed toilet paper in Taiwan
- 1968 Created the toilet paper brand " Mayflower "

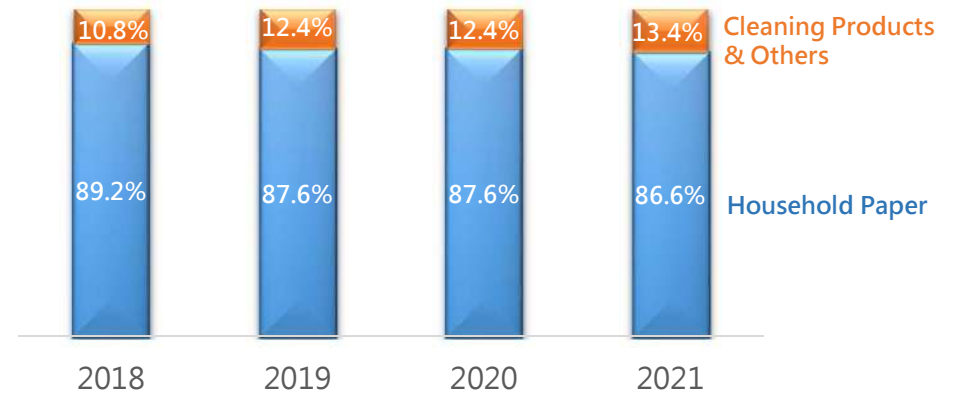


Sales Breakdown and Margins

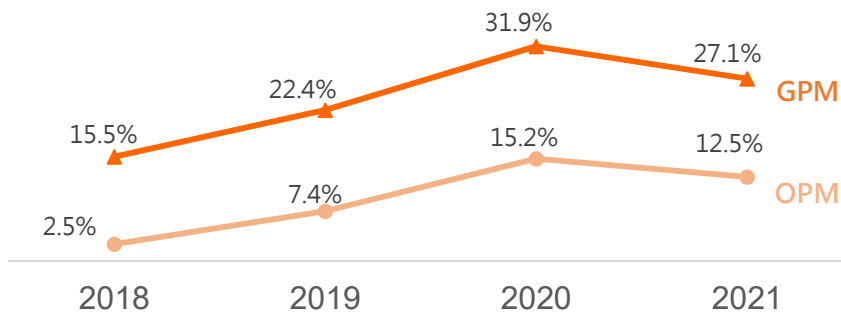
Sales breakdown by Region



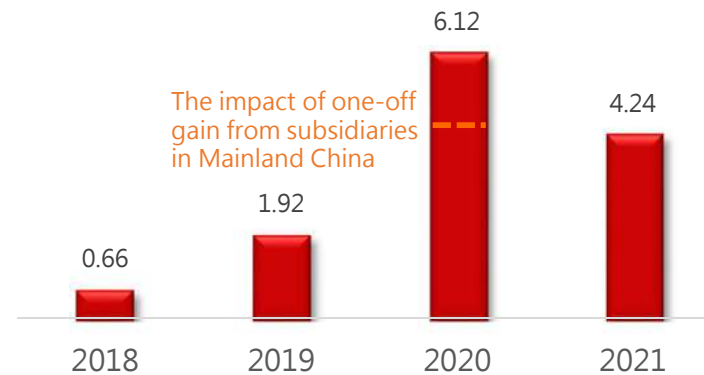
Sales breakdown by Product Mix



GPM/OPM



EPS



2022 9M Financial Results

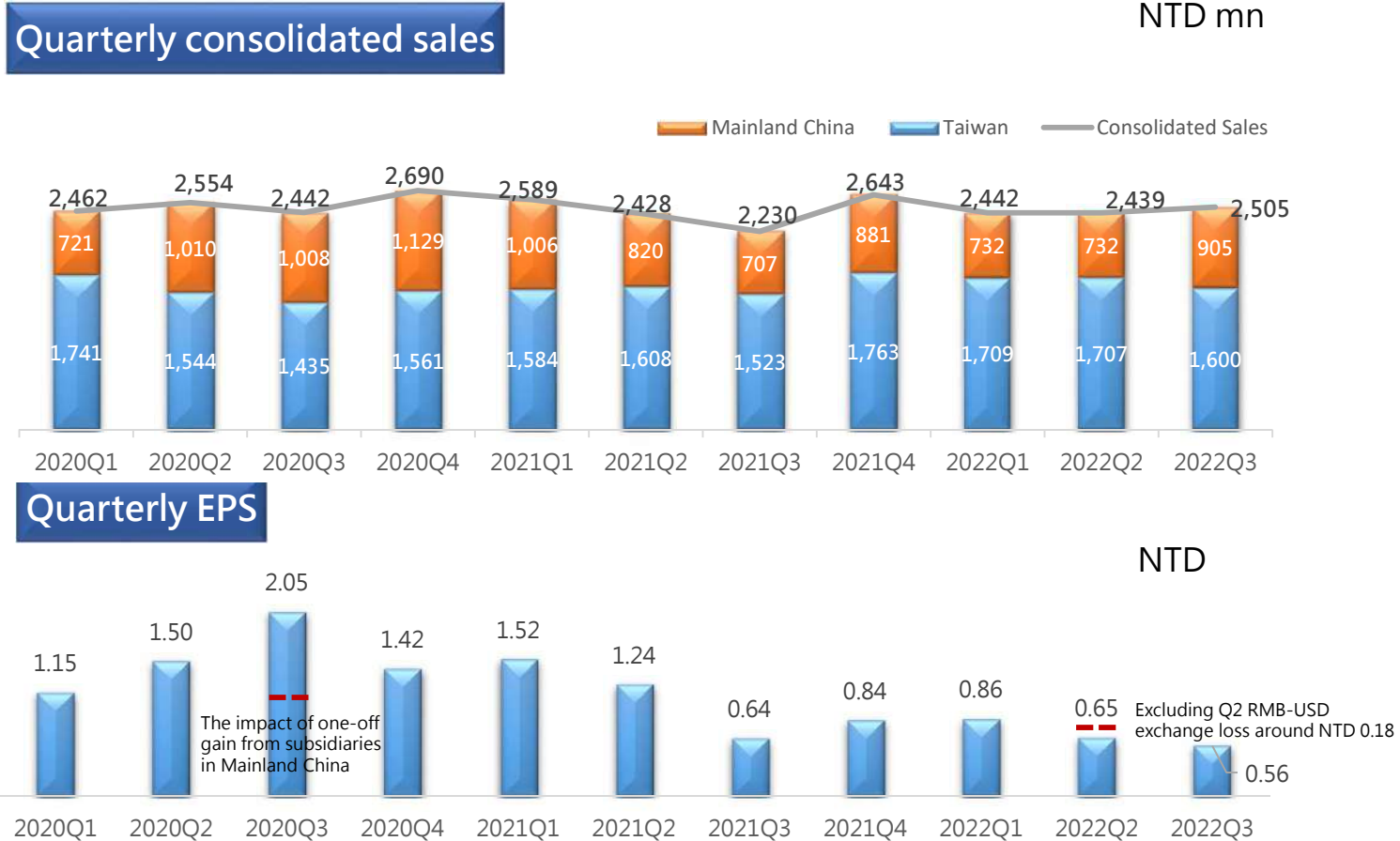
NTD thousand

	2021 9M		2022 9M		YOY
	amount	%	amount	%	
Sales	7,246,952	100.0%	7,385,746	100.0%	1.9%
Gross Profits	2,059,936	28.4%	1,710,274	23.2%	-17.0%
Expenses	1,088,214	15.0%	979,014	13.3%	-10.0%
Operating Profits	971,722	13.4%	731,260	9.9%	-24.7%
Non-Operating Profits	30,827	0.43%	(3,244)	-0.04%	
Profits before tax	1,002,549	13.8%	728,016	9.9%	-27.4%
Net Profits	838,349	11.6%	558,290	7.6%	-33.4%
Net Profits attributable to owners	832,035	11.5%	552,479	7.5%	-33.6%
EPS(NTD)	3.39		2.07		-1.33

- 2022 9M consolidated sales increased due to the recovery in Mainland China.
- 2022 9M net profits attributable to owners decreased due to...
 - ① The sharp price increment of raw materials and energy costs
 - ② The RMB-USD exchange loss affected 2022H1 non-op by around NTD 43.21mn (=EPS 0.16)

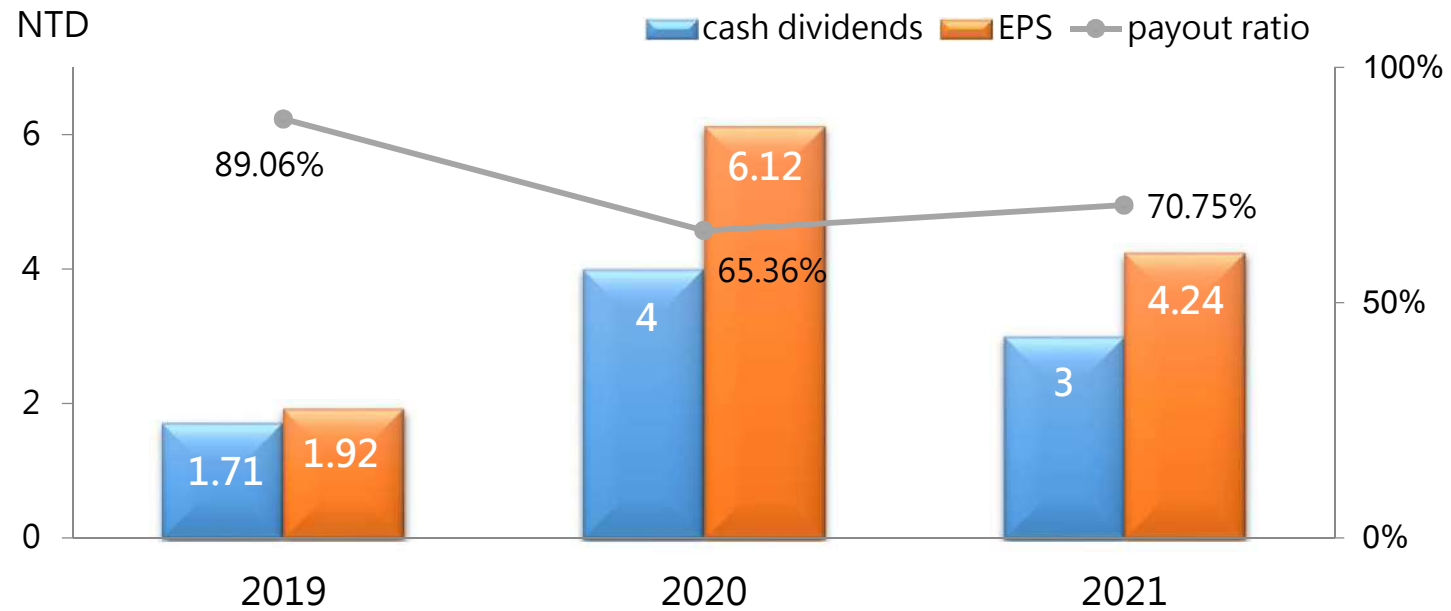


Quarterly Financial Results



- Rising raw materials and energy costs from severe turbulences and changes of the international situation in 2022
- We will continue to optimize product mix and costs to improve our profitability.

Dividends



- We adopt steady dividend policy to distribute dividends for our shareholders.



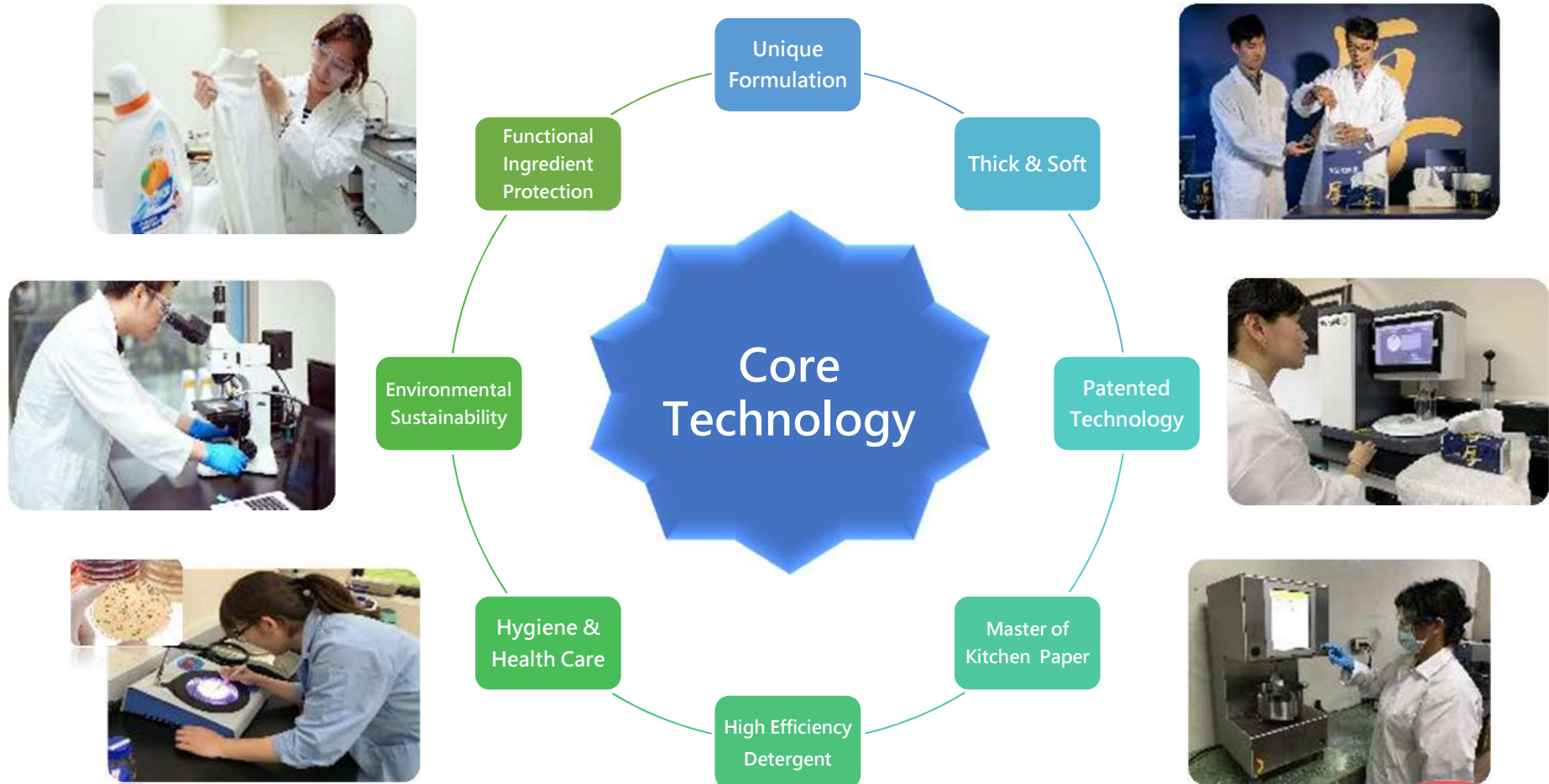
Outlook





Our Strengths

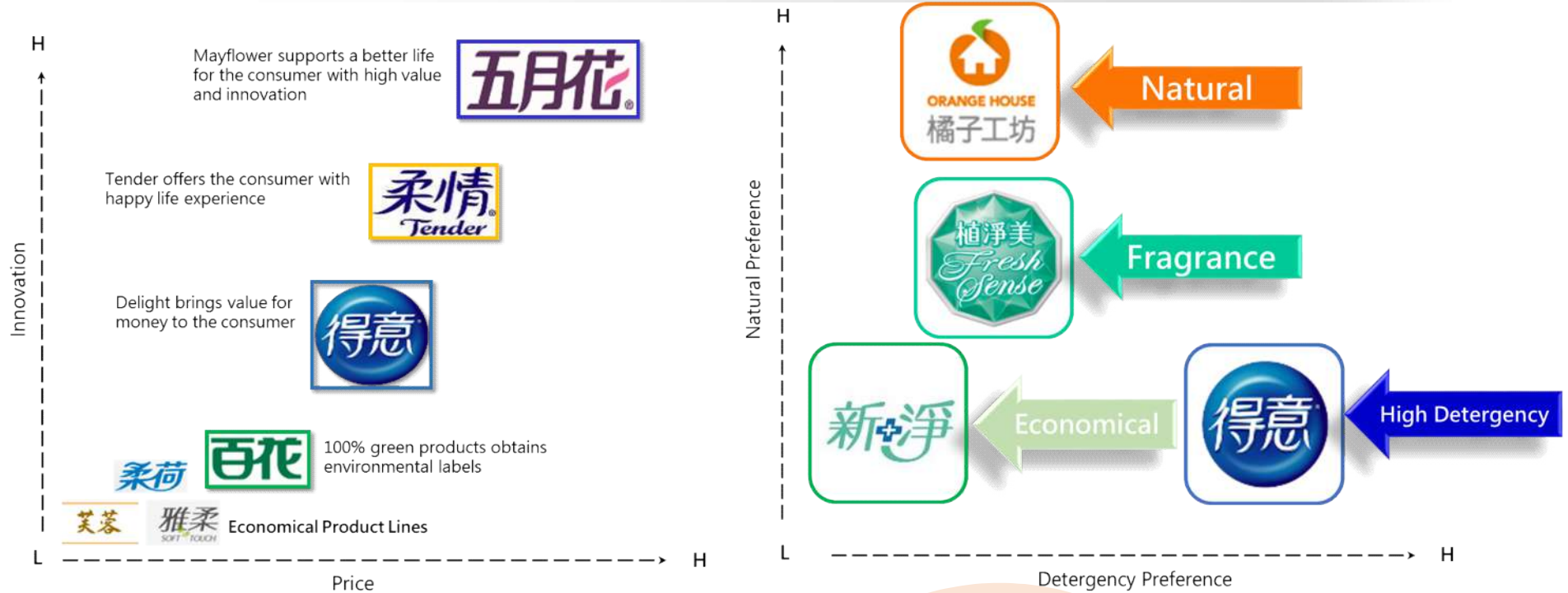
Purity and Quality are guaranteed by certified ingredients and our analysis.



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

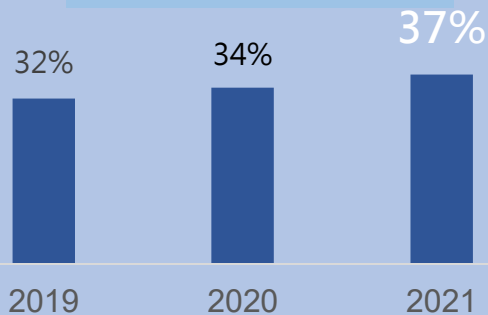
In-depth Market

solidifying leading position in the market



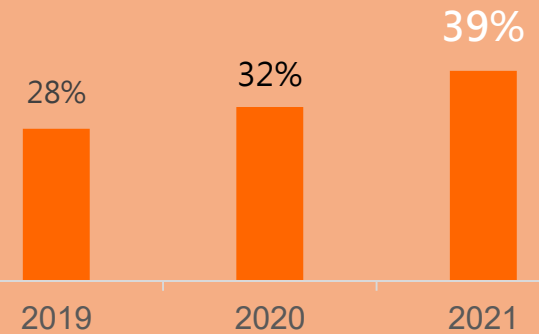
Household Paper

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



Growing Trend Leader

- **Focus on Diversified and Core Categories**

- ✓ Focus on differentiation, high-growth and high-margin categories e.g. Natural laundry capsules, interfold kitchen towel and interfold tissues with soft, fluffy and 3D embossing
- ✓ Become the master of kitchens and bathrooms tissue supplies

- **Expand Potential Cleaning Products**

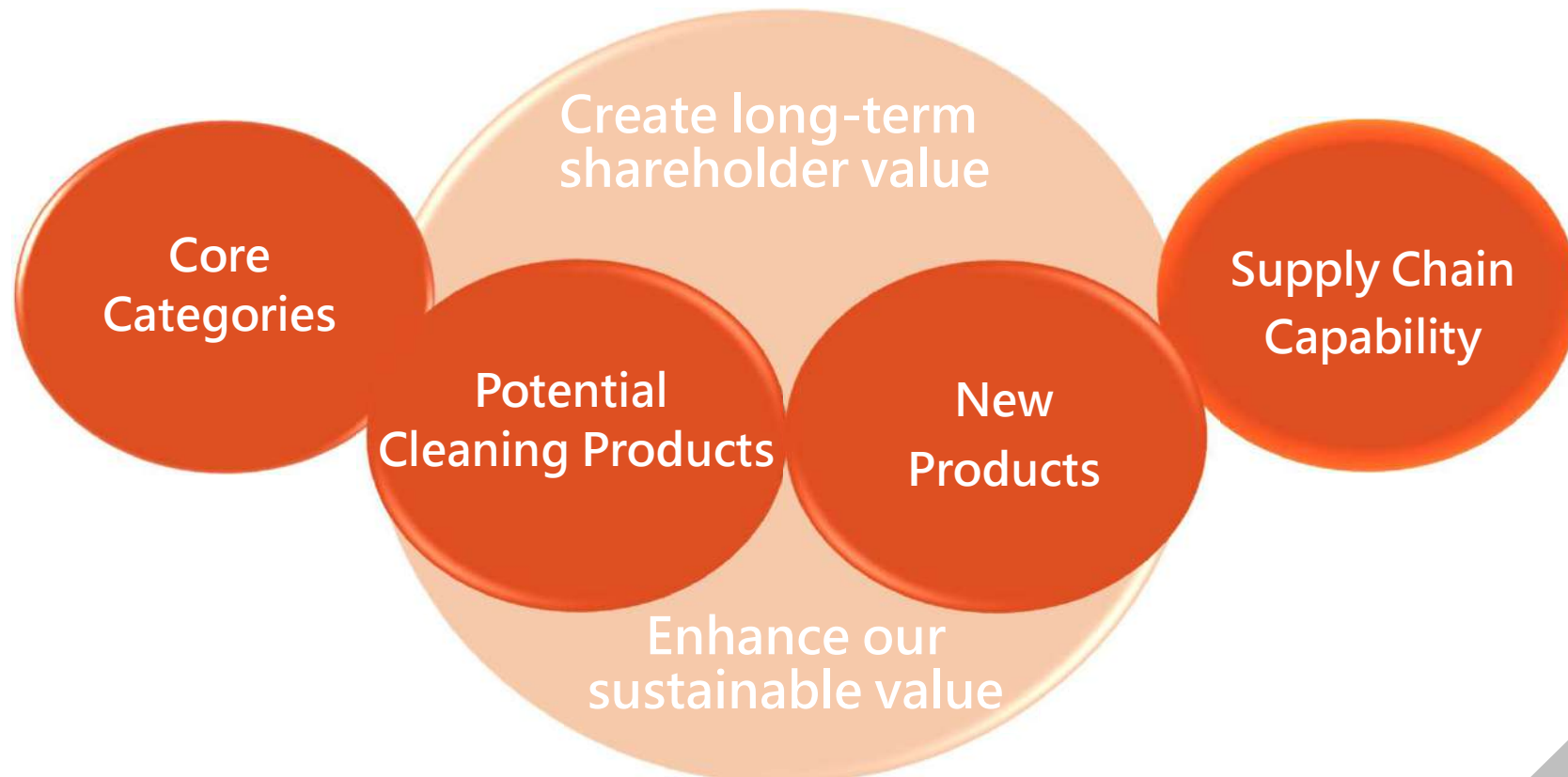
- ✓ Increase penetration rate by expanding brands with mainstream needs and eco-friendly products
- ✓ Integrate Taiwan and Mainland China marketing resources
- ✓ Develop overseas markets

- **Enlarge New Products**

- ✓ Develop pet products
- ✓ Expand personnel cleaning products and household fragrance

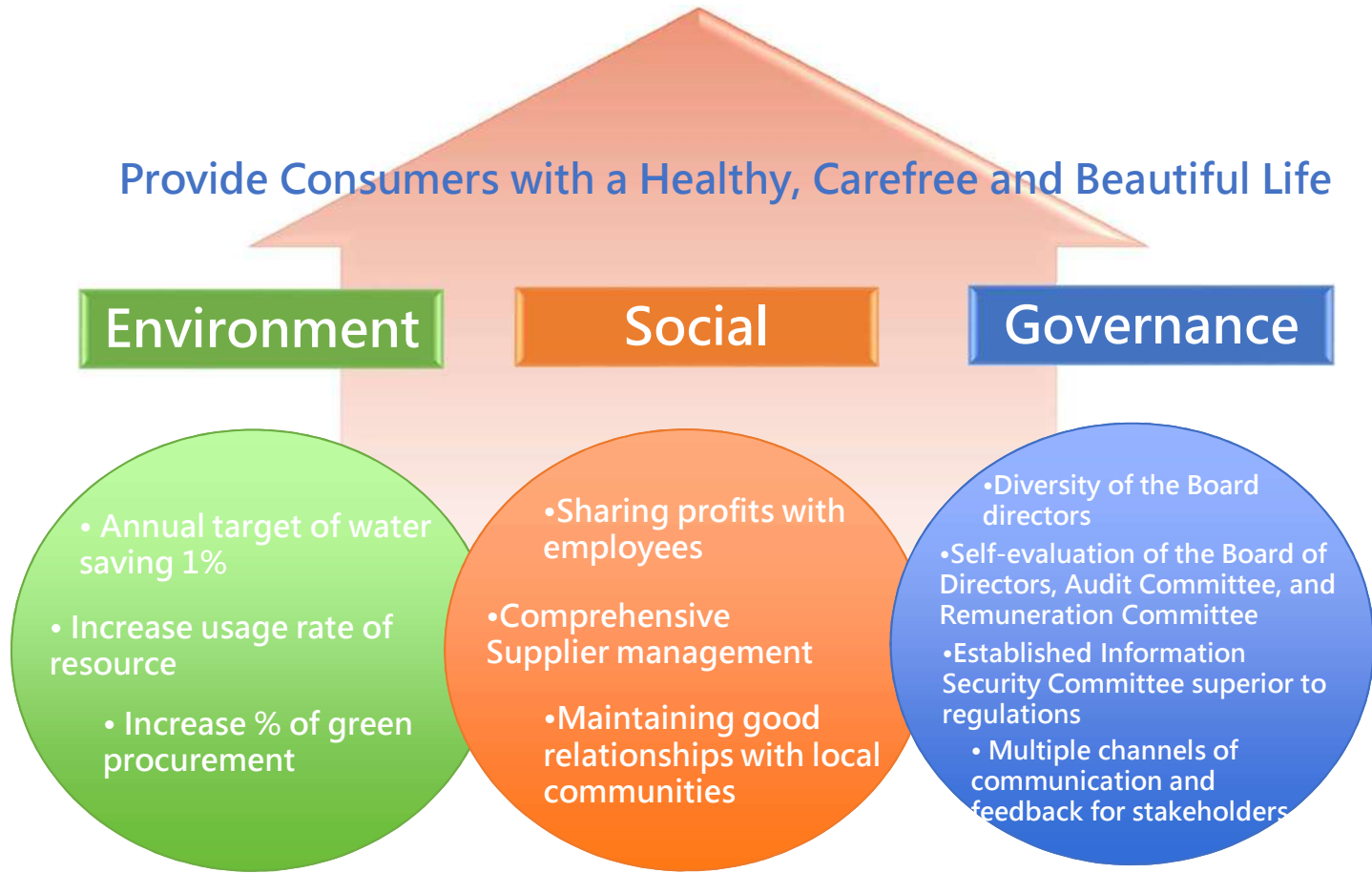
- **Enhance Capability of Supply Chain**

- ✓ Automatic Production
- ✓ Build partnership of purchasing, warehousing and logistics



Our Sustainable Development

Provide Consumers with a Healthy, Carefree and Beautiful Life



- YFYCPG has published 2021 Sustainability Report with verification of third party
- Awarded the 2022 Best Companies to Work for in Asia by 《HR Asia》
- The Bronze Award of the 4th National Enterprise Environmental Protection Award
- The Silver Award of the 2022 Taiwan Excellent Resources Recycling Enterprise





Thank you

