



# YFYCPG

## 6790 TT

### 2022H1 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 -"Orange House" co-branding with Dazzling.
- Launched the " Delight easy use kitchen towel" for new revolution of kitchen towel.
- BOD approved capital appropriations of NTD 1.01bn for acquiring manufacturing machineries and equipments.
- 2021 -Received the 6<sup>th</sup> Taiwan Mittelstand Award organized by the ROC Mistry 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 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"

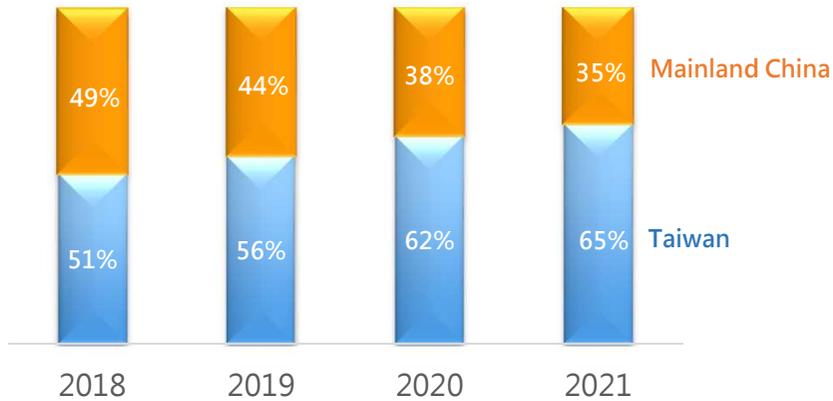
1968~1995

- 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 "

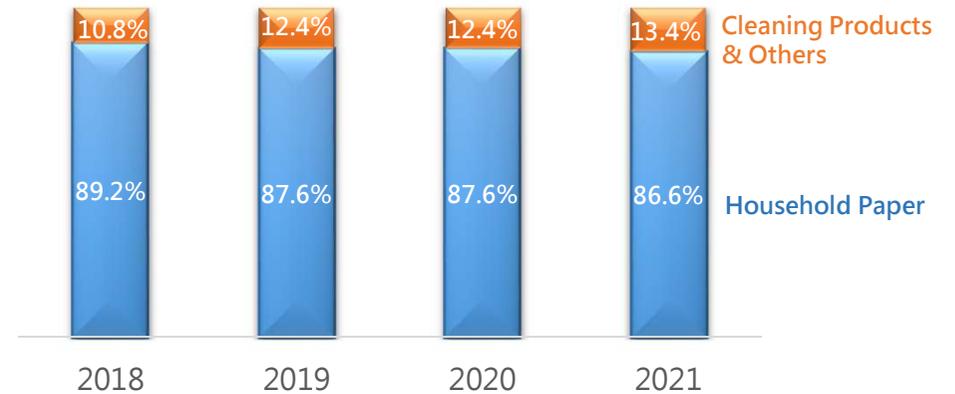


# Sales Breakdown and Margins

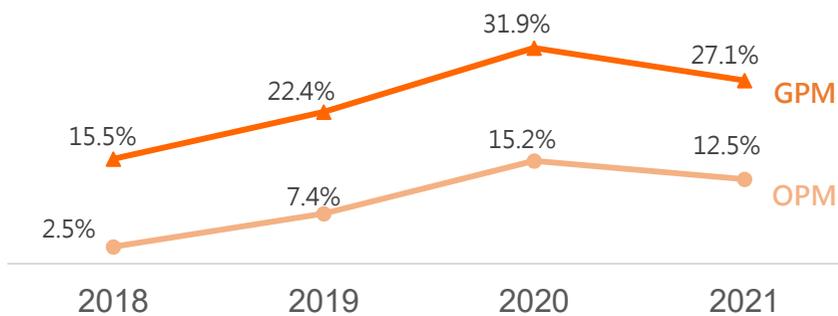
Sales breakdown by Region



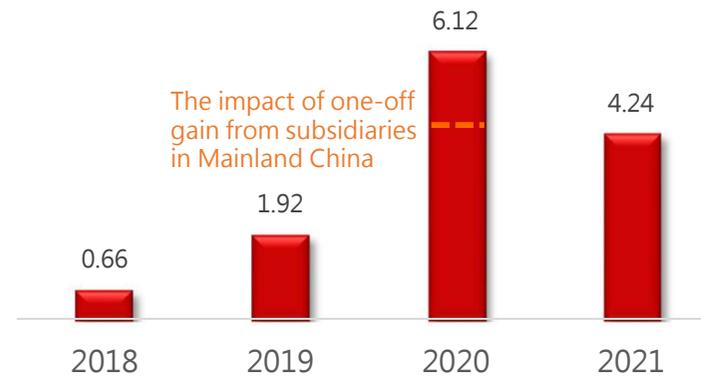
Sales breakdown by Product Mix



GPM/OPM



EPS



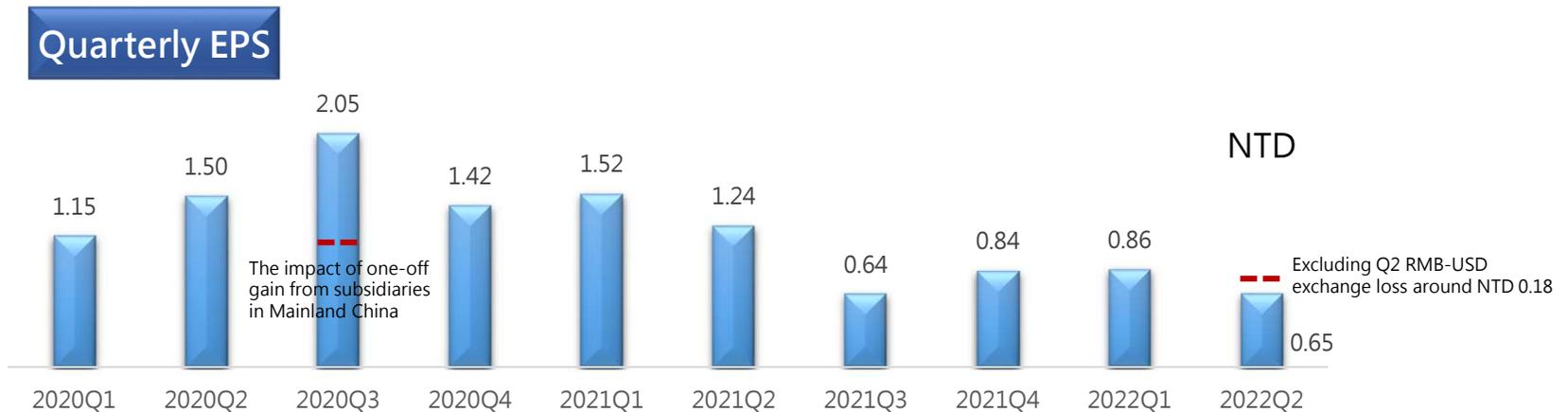
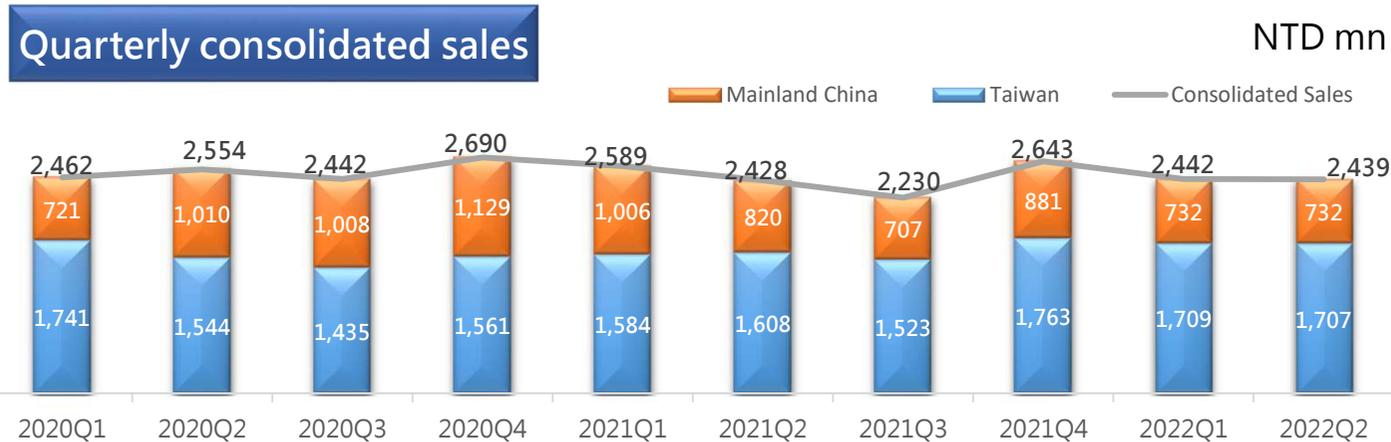
# 2022H1 Financial Results

NTD thousand

|                                    | 2021 H1          |              | 2022 H1          |              | YOY           |
|------------------------------------|------------------|--------------|------------------|--------------|---------------|
|                                    | amount           | %            | amount           | %            |               |
| Sales                              | 5,017,189        | 100.0%       | 4,880,705        | 100.0%       | -2.7%         |
| <b>Gross Profits</b>               | <b>1,541,222</b> | <b>30.7%</b> | <b>1,216,268</b> | <b>24.9%</b> | <b>-21.1%</b> |
| Expenses                           | 758,677          | 15.1%        | 668,757          | 13.7%        | -11.9%        |
| <b>Operating Profits</b>           | <b>782,545</b>   | <b>15.6%</b> | <b>547,511</b>   | <b>11.2%</b> | <b>-30.0%</b> |
| Non-Operating Profits              | 19,656           | 0.4%         | (20,326)         | -0.4%        |               |
| Profits before tax                 | 802,201          | 16.0%        | 527,185          | 10.8%        | -34.3%        |
| Net Profits                        | 679,354          | 13.5%        | 404,211          | 8.3%         | -40.5%        |
| Net Profits attributable to owners | <b>675,265</b>   | <b>13.5%</b> | <b>401,565</b>   | <b>8.2%</b>  | <b>-40.5%</b> |
| <b>EPS(NTD)</b>                    | <b>2.76</b>      |              | <b>1.50</b>      |              | <b>-1.25</b>  |

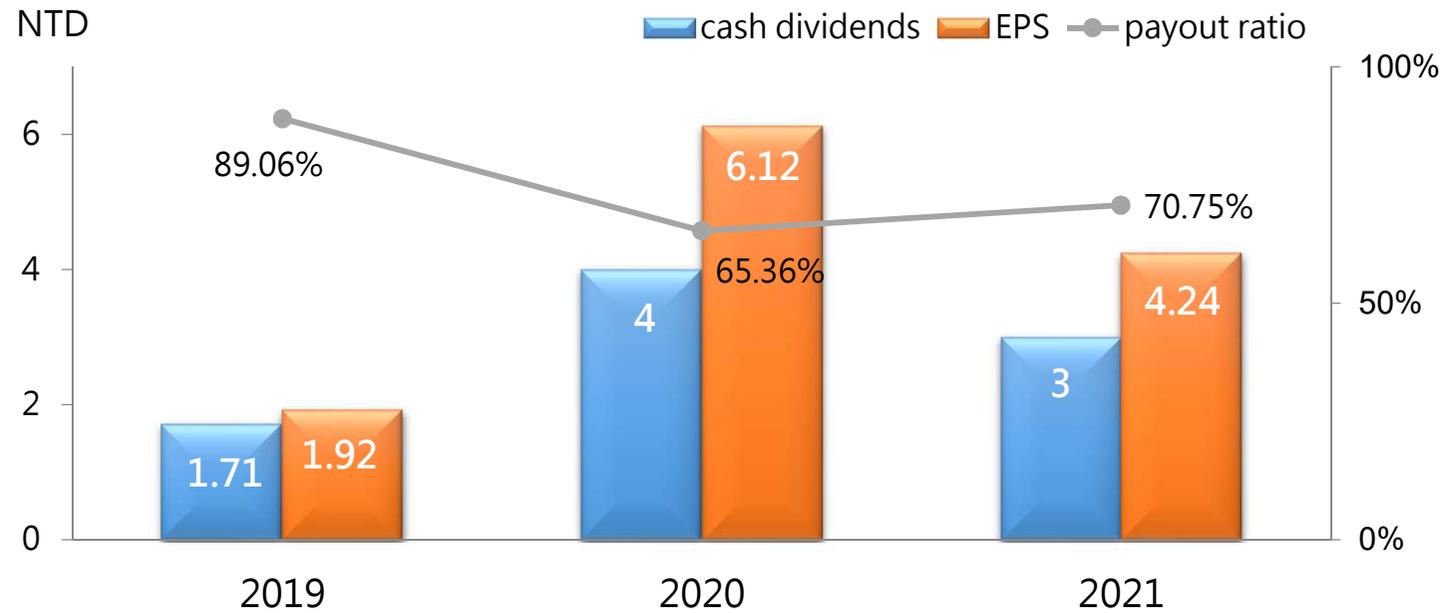
- 2022H1 consolidated sales decreased due to the impact of the lockdown in Mainland China.
- 2022H1 net profits attributable to owners decreased due to...
  - ① The sharp price increment of raw materials and energy costs
  - ② The RMB-USD exchange loss affected 2022H1 non-op by around NTD 43.21mn (=EPS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



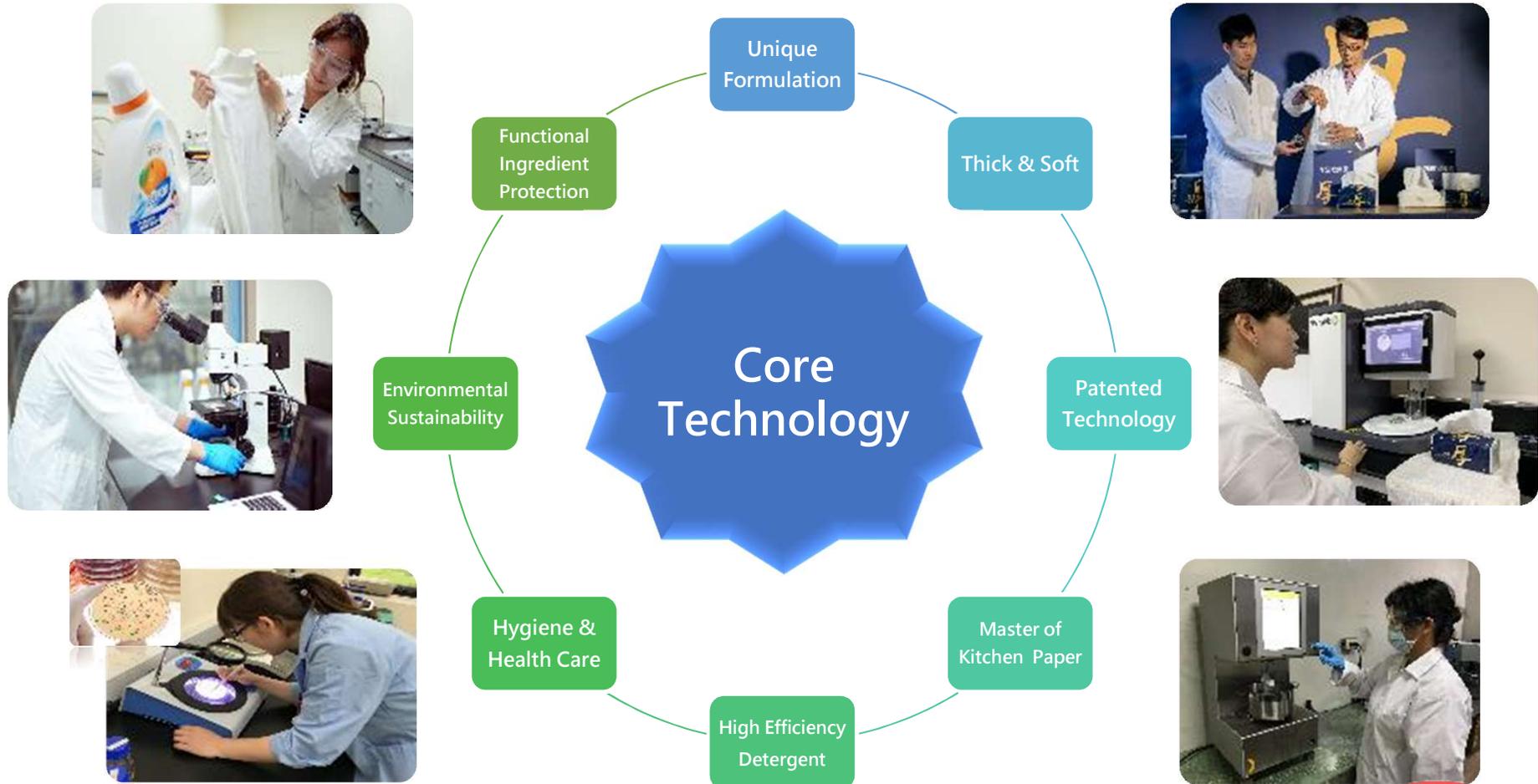
# Outlook





# Our Strengths

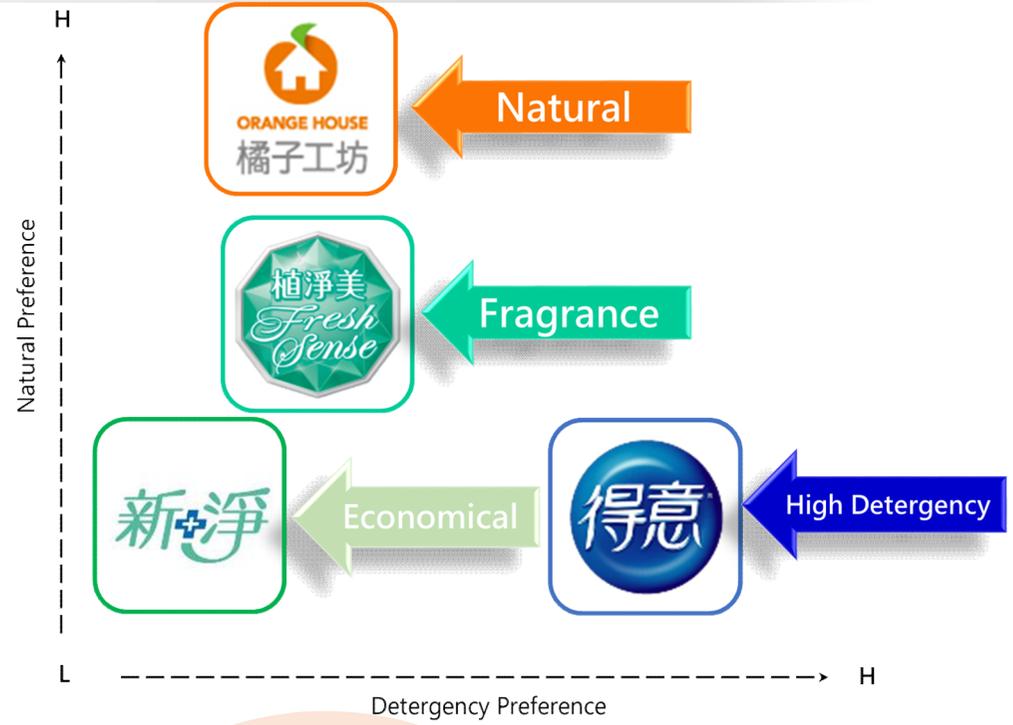
Purity and Quality are guaranteed by certified ingredients and our analysis.



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

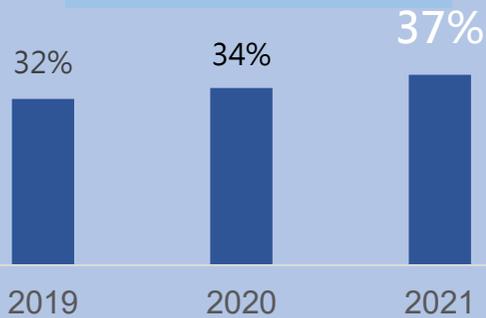
## In-depth Market

solidifying leading position in the market



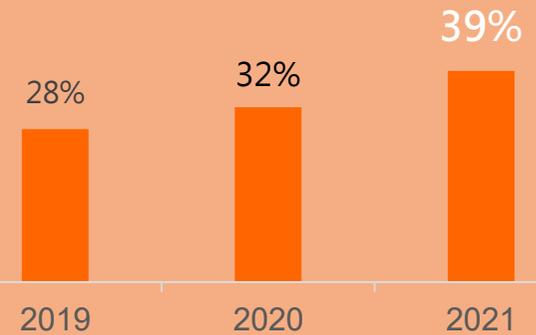
## Household Paper

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

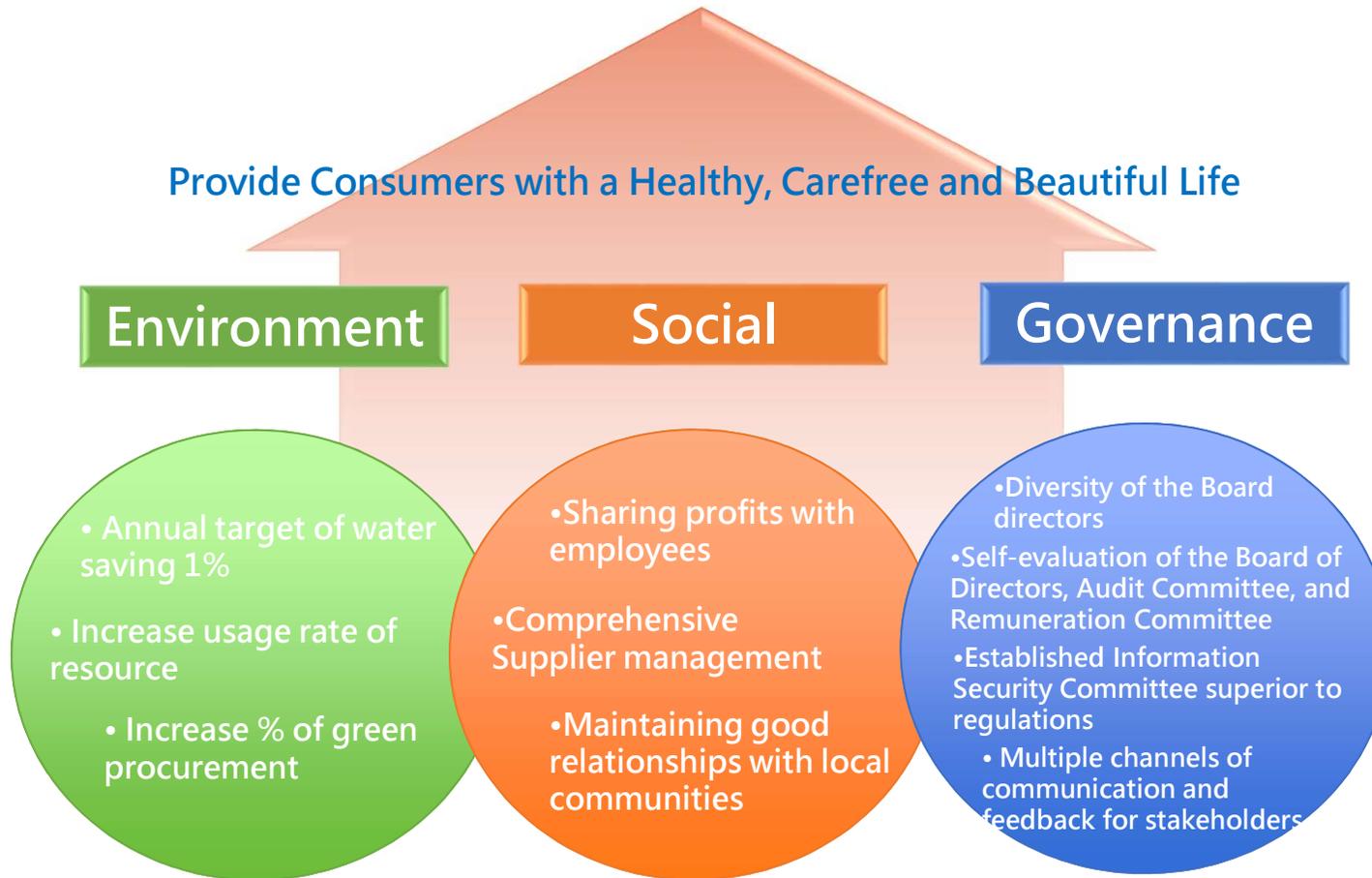
- **Enhance Capability of Supply Chain**

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



# Our Sustainable Development

Provide Consumers with a Healthy, Carefree and Beautiful Life



2021 Sustainability Report of YFYCPG has been certified by third party





**Thank you**

