



# YFYCPG

## 6790 TT

### 2022 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 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

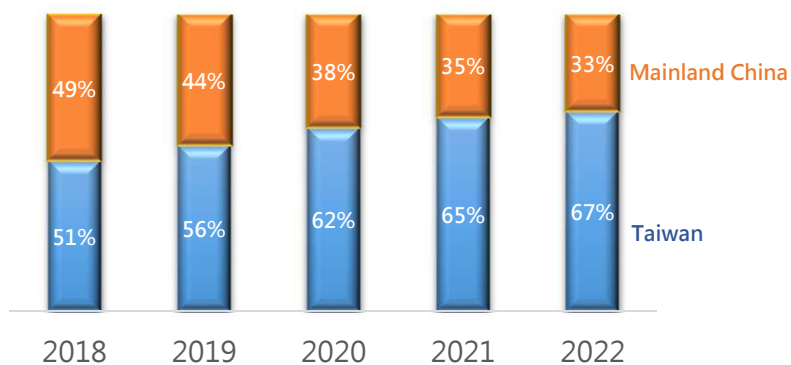
- 2019** Led the market with the launch of "Mayflower thick interfold tissues"
- 2018** "Delight" entered mid-range cleaning products market
- 2017** Ever Growing Agriculture Bio-Tech Co., Ltd. Inaugurated the new EEWH plant
- 2015** Launched new brand " Fresh Sense "
- 2009** "Orange House" entered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

1968~1995

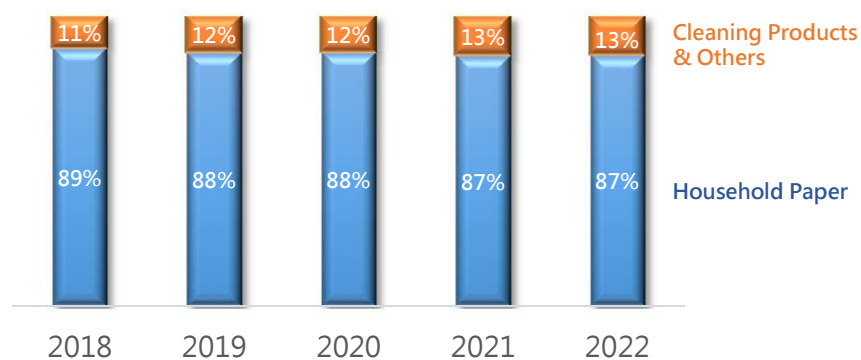
- 1995** Entered the Shanghai market and became the 1st Taiwanese paper plant expanding overseas operations
- 1986** The establishment of YFYCPG
- 1972** Produced the 1st embossed toilet paper in Taiwan
- 1968** Created the toilet paper brand " Mayflower "

# Sales Breakdown and Margins

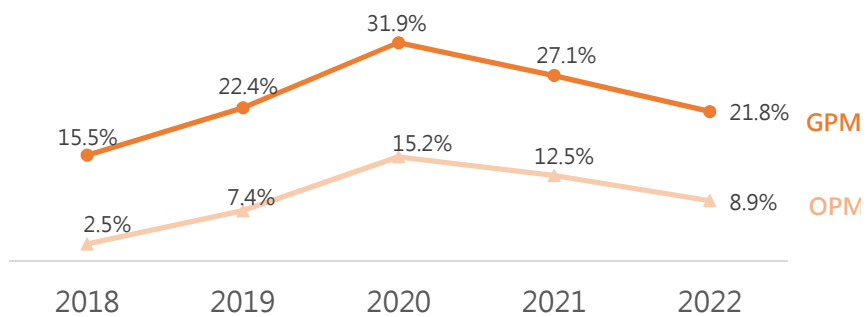
Sales breakdown by Region



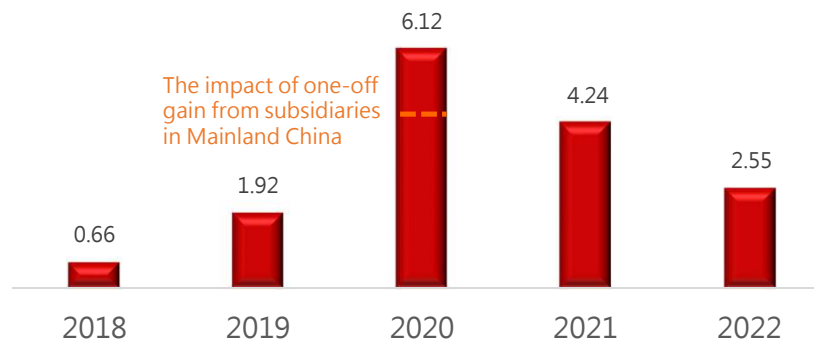
Sales breakdown by Product Mix



GPM/OPM



EPS





## 2022 Financial Results

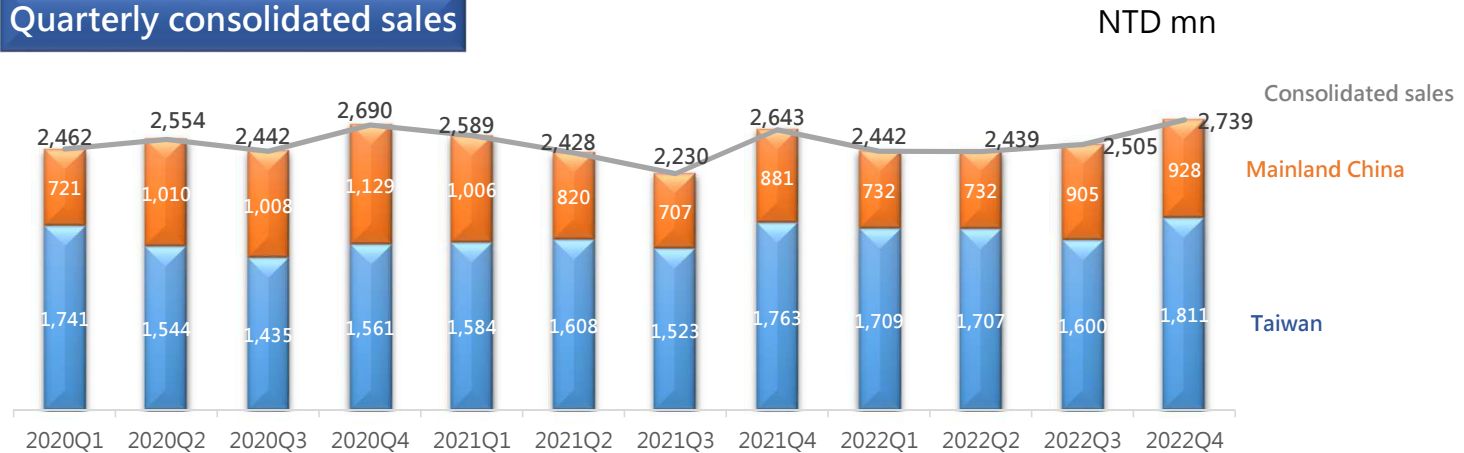
NTD thousand

	2021		2022		YOY
	amount	%	amount	%	
Sales	9,890,353	100%	10,124,589	100.0%	2.4%
<b>Gross Profits</b>	<b>2,680,493</b>	<b>27.1%</b>	<b>2,211,326</b>	<b>21.8%</b>	<b>-17.5%</b>
Expenses	1,443,228	14.6%	1,315,134	13.0%	-8.9%
<b>Operating Profits</b>	<b>1,237,265</b>	<b>12.5%</b>	<b>896,192</b>	<b>8.9%</b>	<b>-27.6%</b>
Non-Operating Profits	50,007	0.51%	16,218	0.2%	-67.6%
Profits before tax	1,287,272	13.0%	912,410	9.0%	-29.1%
Net Profits	1,070,697	10.8%	689,507	6.8%	-35.6%
Net Profits attributable to owners	<b>1,062,266</b>	<b>10.7%</b>	<b>681,920</b>	<b>6.7%</b>	<b>-35.8%</b>
<b>EPS(NTD)</b>	4.24		2.55		-1.68

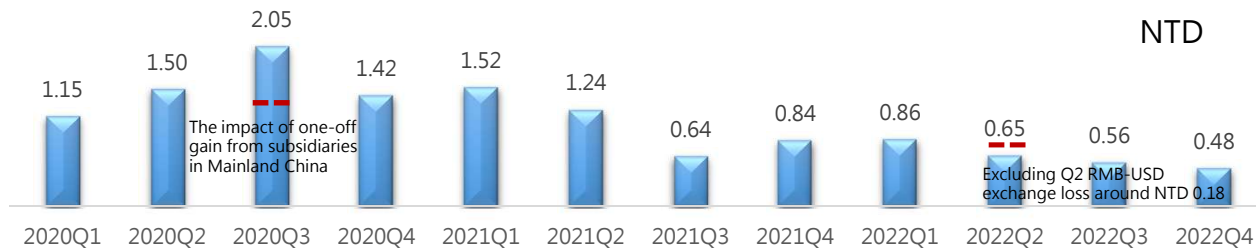
- 2022 consolidated sales increased due to the recovery in Mainland China.
- 2022 net profits attributable to owners decreased due to the sharp price increment of raw materials and energy costs.

# Quarterly Financial Results

## Quarterly consolidated sales

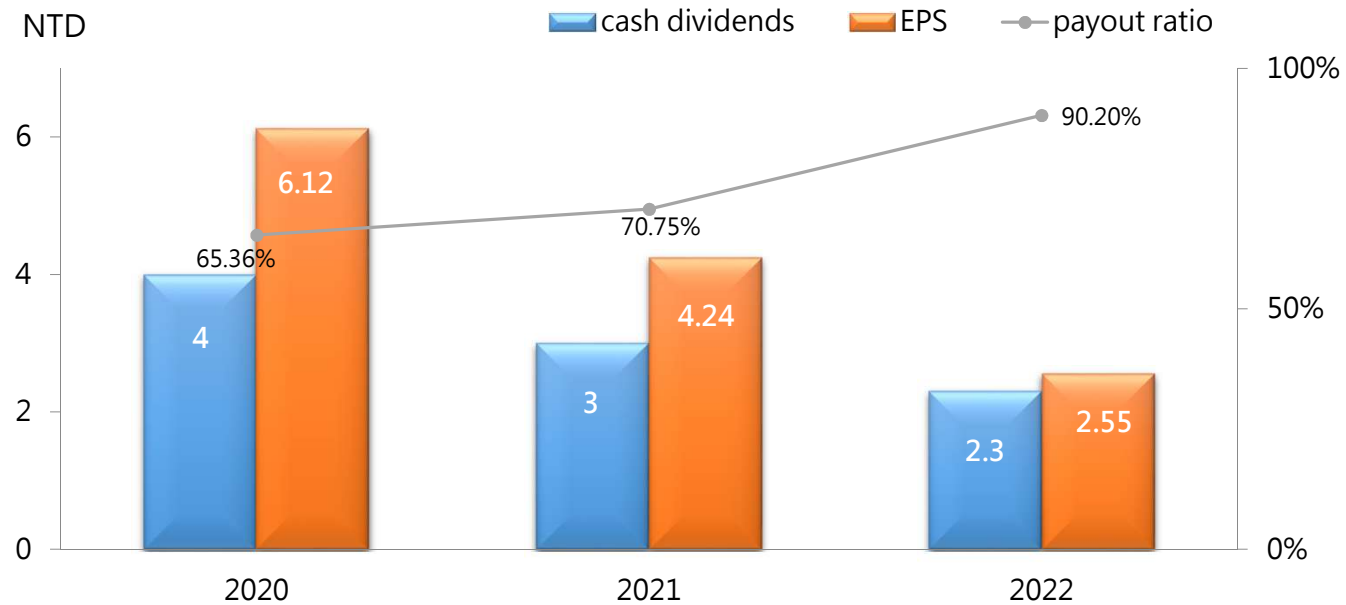


## Quarterly EPS



- 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



- 2022 cash dividends have been approved by the Board Meeting and will be presented for ratification at 2023 AGM.
- We adopt steady dividend policy to distribute dividends to our shareholders.



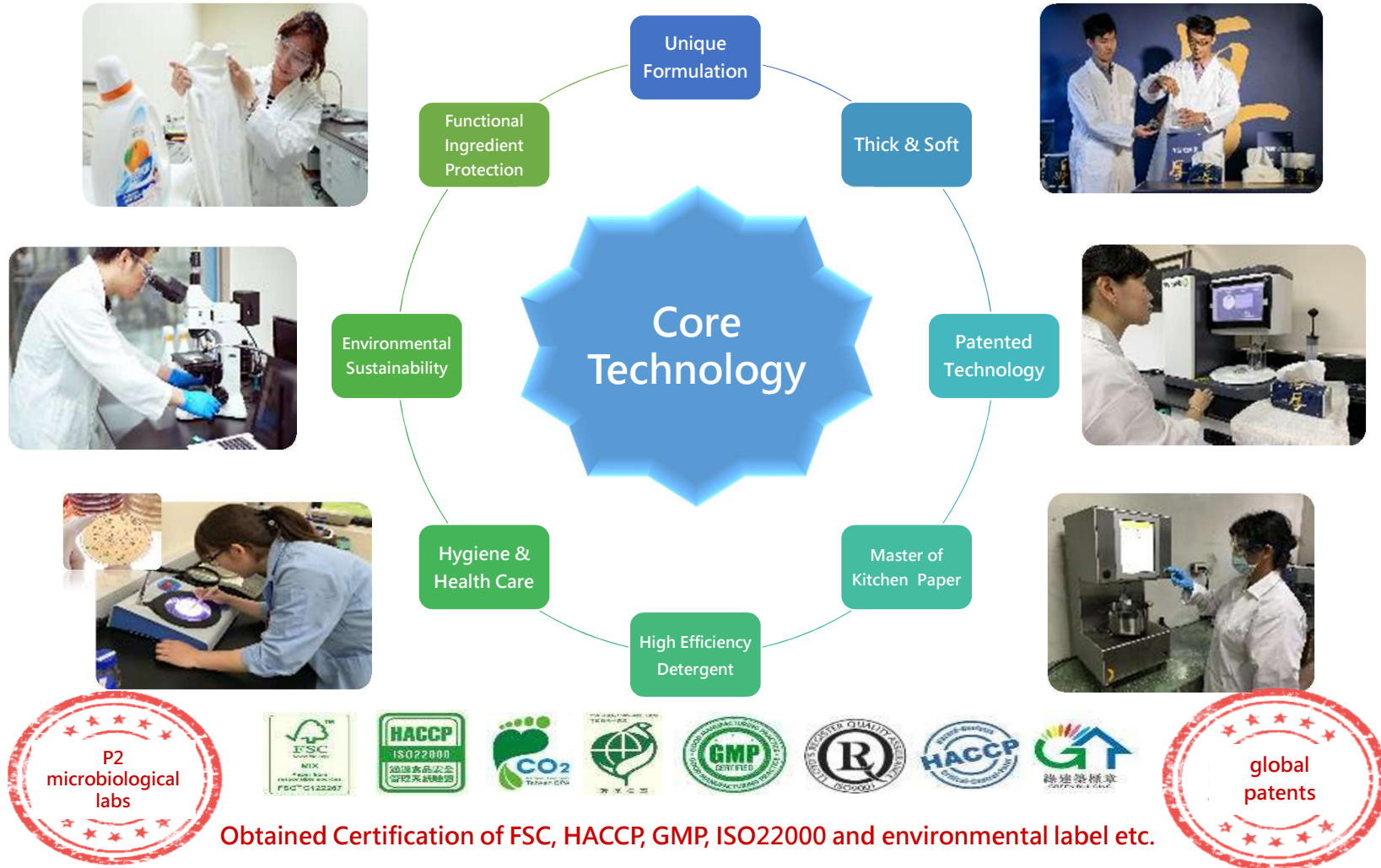


# Outlook



# 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



Household Paper

Interfold tissues & kitchen towel

35%

**In-depth Market**

solidifying leading position in the market

Cleaning Products

Natural cleaning products

33%

**Multi-brand Strategy**

expanding cleaning products at domestic and overseas market



Sources : Eastern Online Co., Ltd.

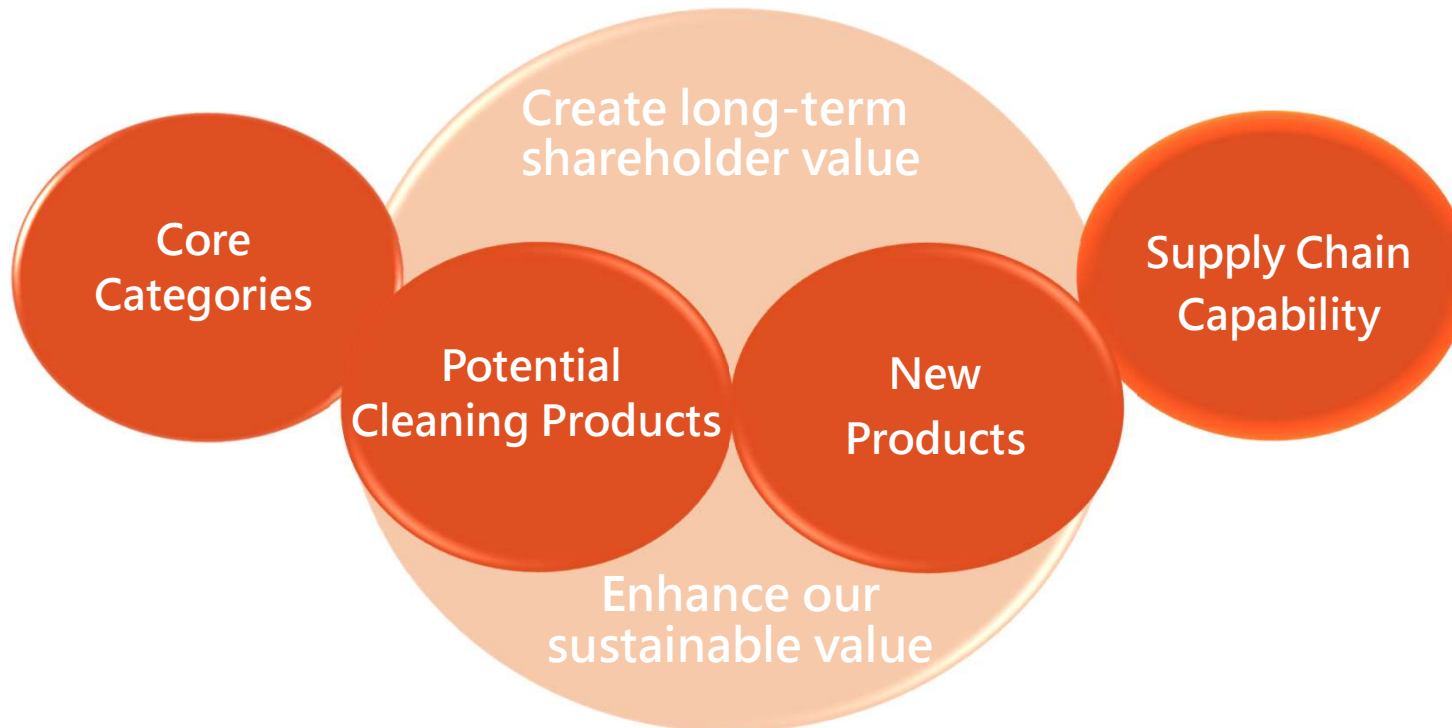
# Our Channel Advantage





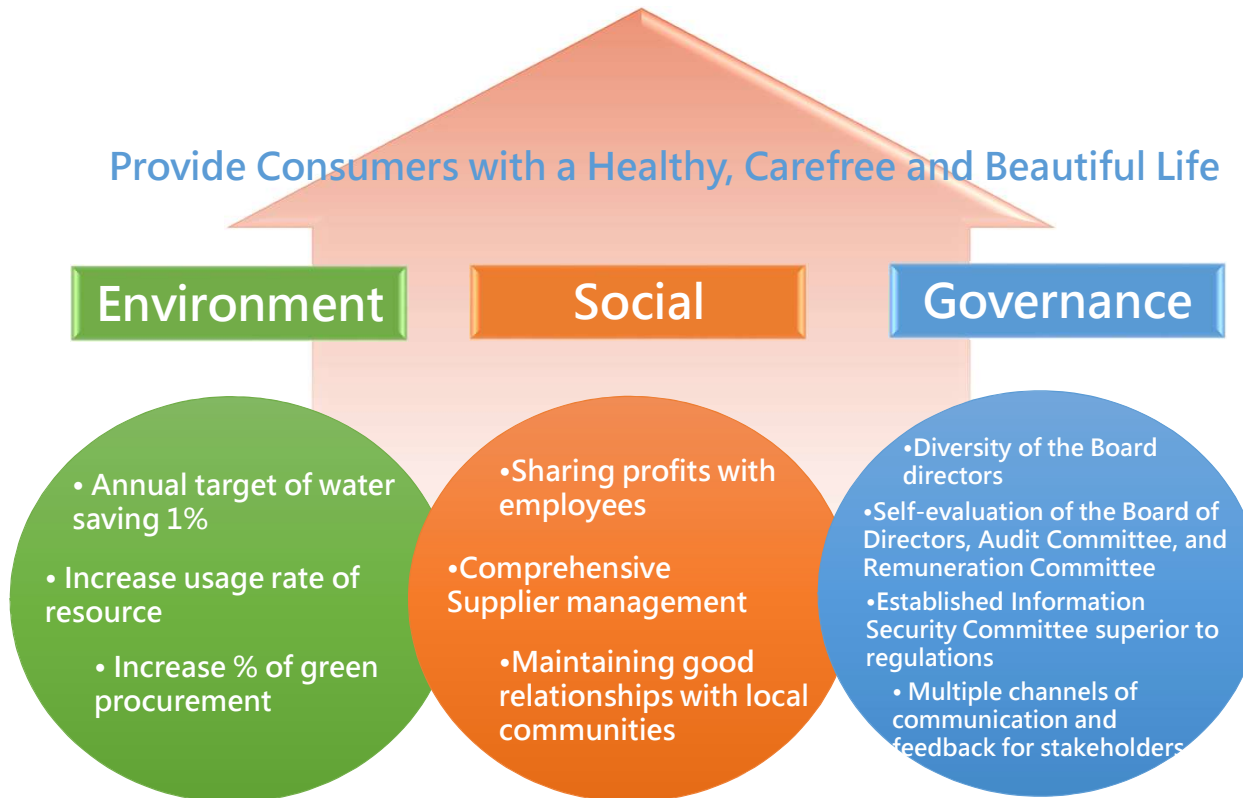
# Growing Trend Leader

- **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
- Awarded the best 25% listed company of the 2022 Taiwan Sustainability Assessment(SEED)





Thank you