



YFYCPG

6790 TT

2023Q1 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 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"

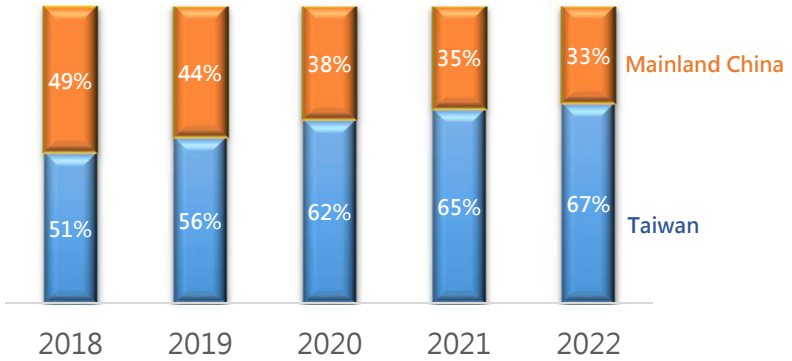
1968~1995



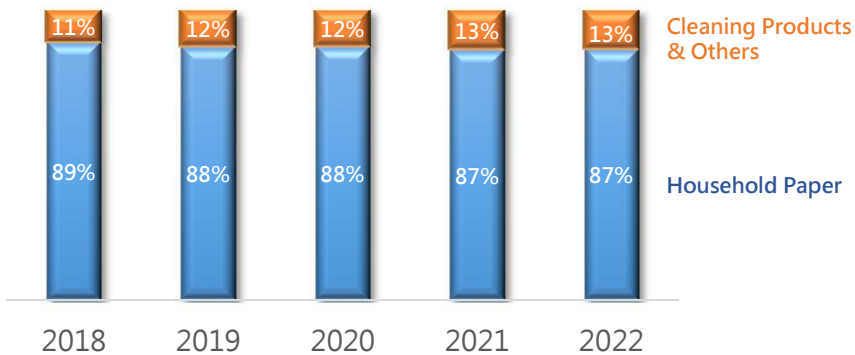
- 1995** Entered the Shanghai market and became the 1st Taiwanese paper plant expanding overseas operations
- 1986** The establishment of YFYCPG
- 1972** Produced the 1st embossed toilet paper in Taiwan
- 1968** Created the toilet paper brand " Mayflower "

Sales Breakdown and Margins

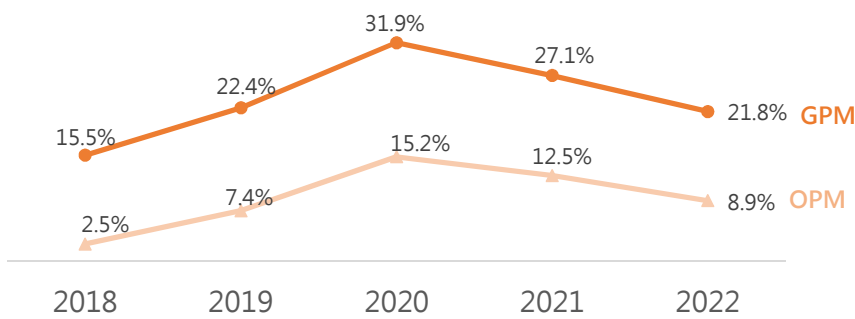
Sales breakdown by Region



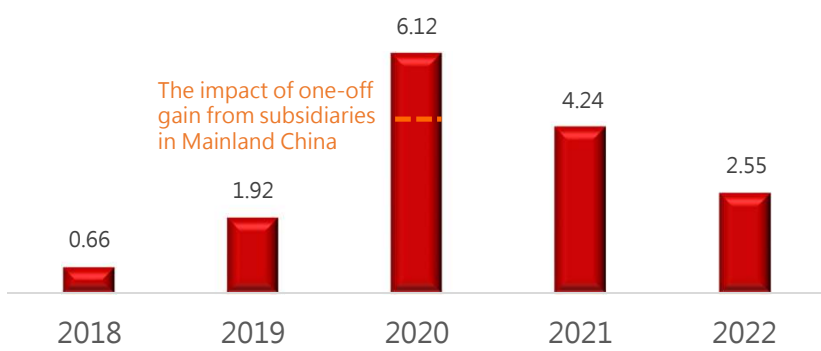
Sales breakdown by Product Mix



GPM/OPM



EPS



22023Q1 Financial Results

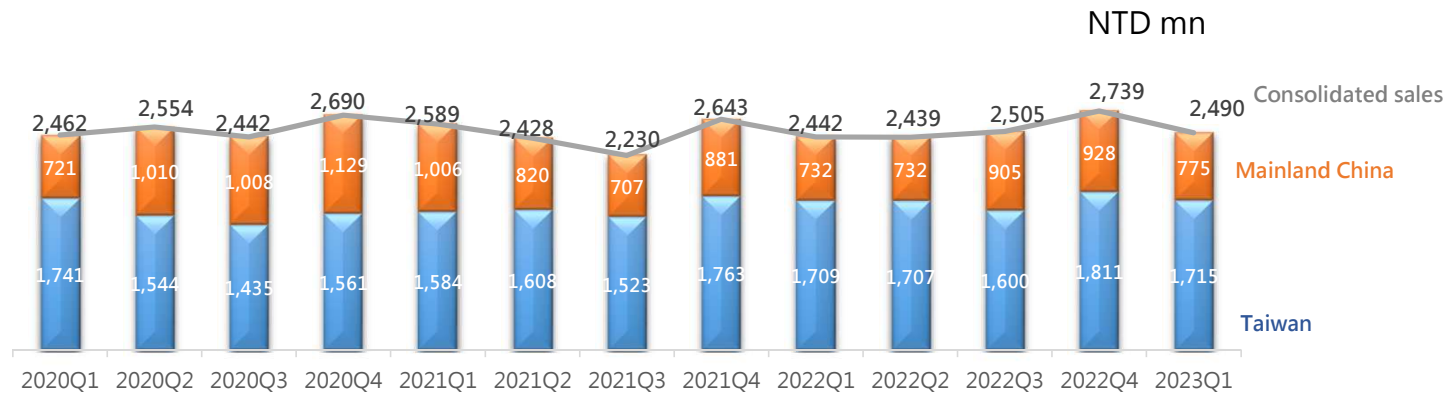
NTD thousand

	2022Q1		2023Q1		YOY
	amount	%	amount	%	
Sales	2,441,619	100.0%	2,489,525	100.0%	2.0%
Gross Profits	650,222	26.6%	513,397	20.6%	-21.0%
Expenses	372,395	15.3%	367,920	14.8%	-1.2%
Operating Profits	277,827	11.4%	145,477	5.8%	-47.6%
Non-Operating Profits	11,116	0.5%	15,290	0.6%	37.5%
Profits before tax	288,943	11.8%	160,767	6.5%	-44.4%
Net Profits	229,412	9.4%	117,956	4.7%	-48.6%
Net Profits attributable to owners	228,418	9.4%	117,049	4.7%	-48.8%
EPS(NTD)	0.86		0.44		-0.42

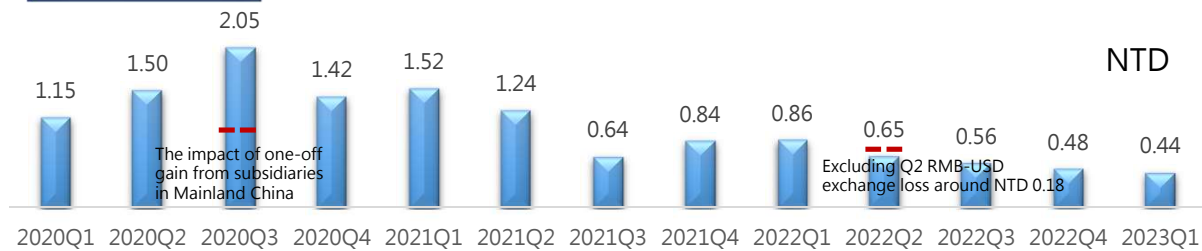
- 2023Q1 consolidated sales increased due to promotion benefits.
- 2023Q1 net profits attributable to owners decreased due to the impact from raw materials and energy costs.

Quarterly Financial Results

Quarterly consolidated sales

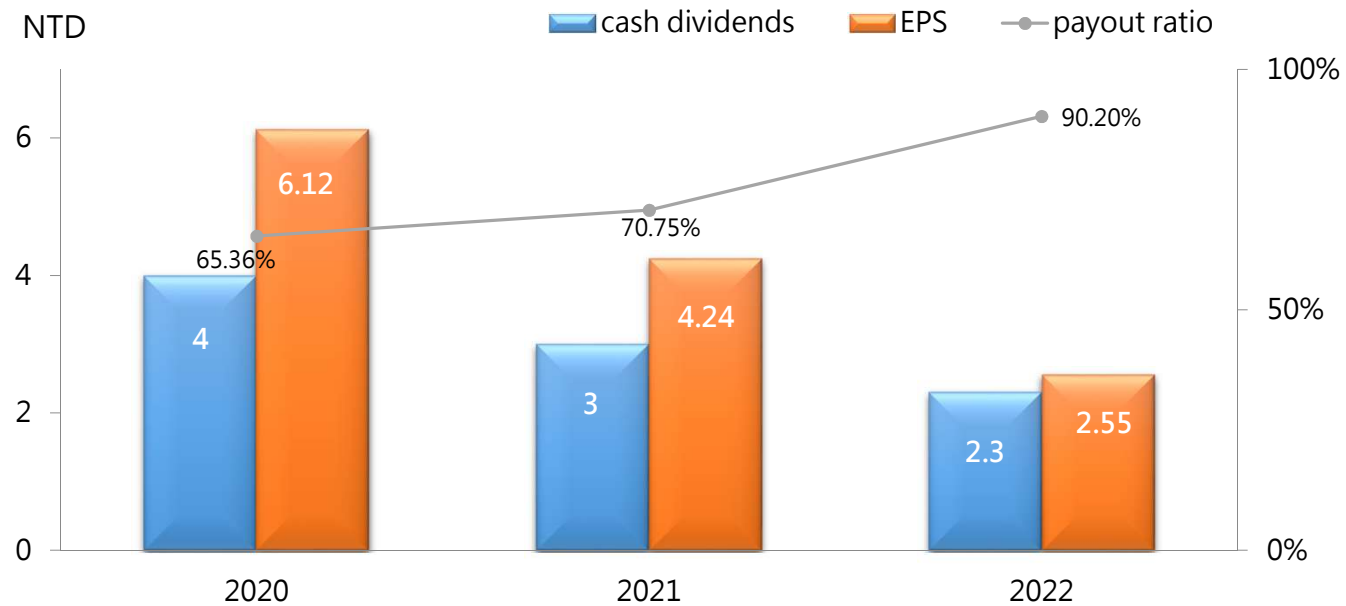


Quarterly EPS



- We will continue to optimize product mix and costs to improve our profitability by good cost of control with observation of international raw material cost trends.

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.

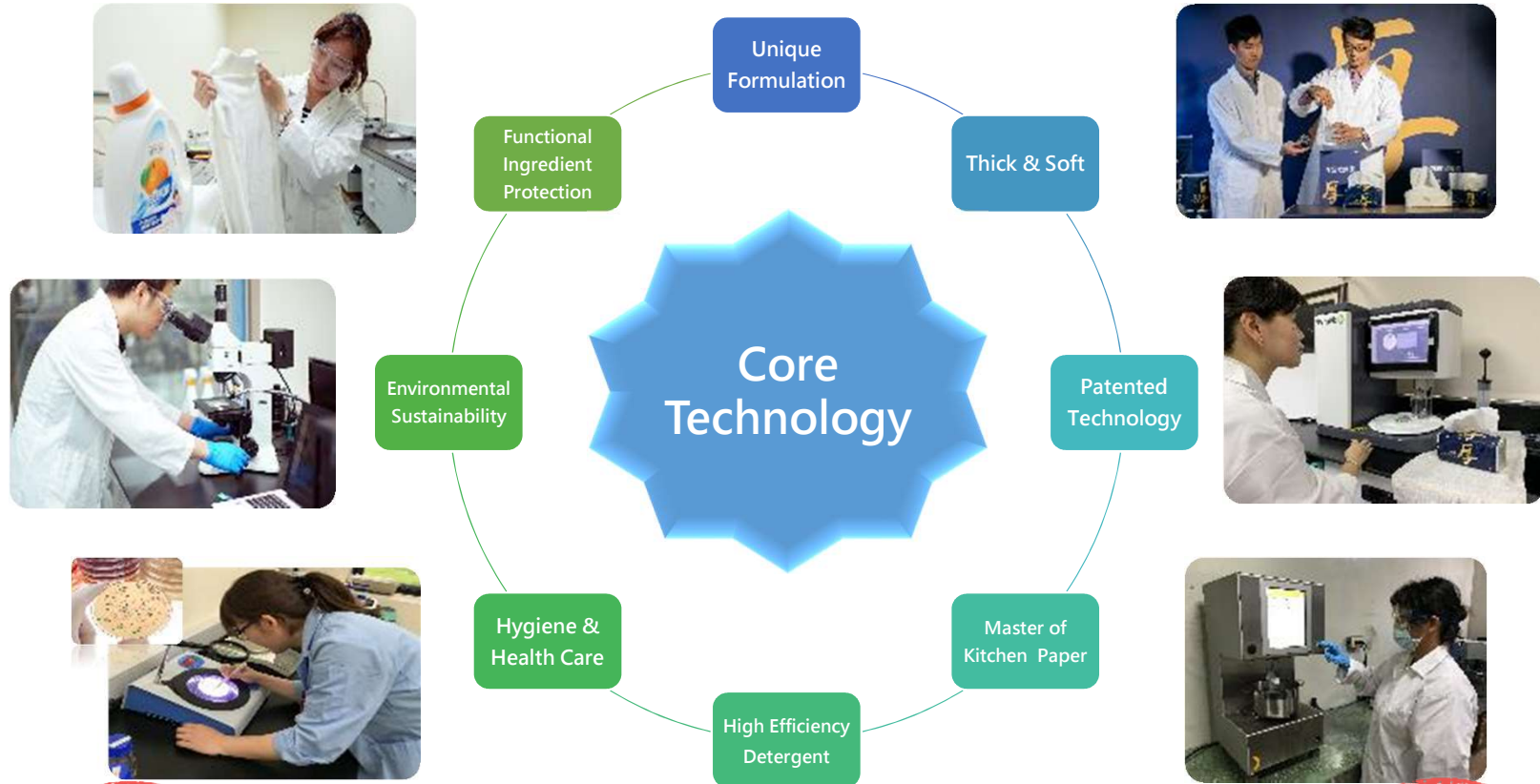


Outlook



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



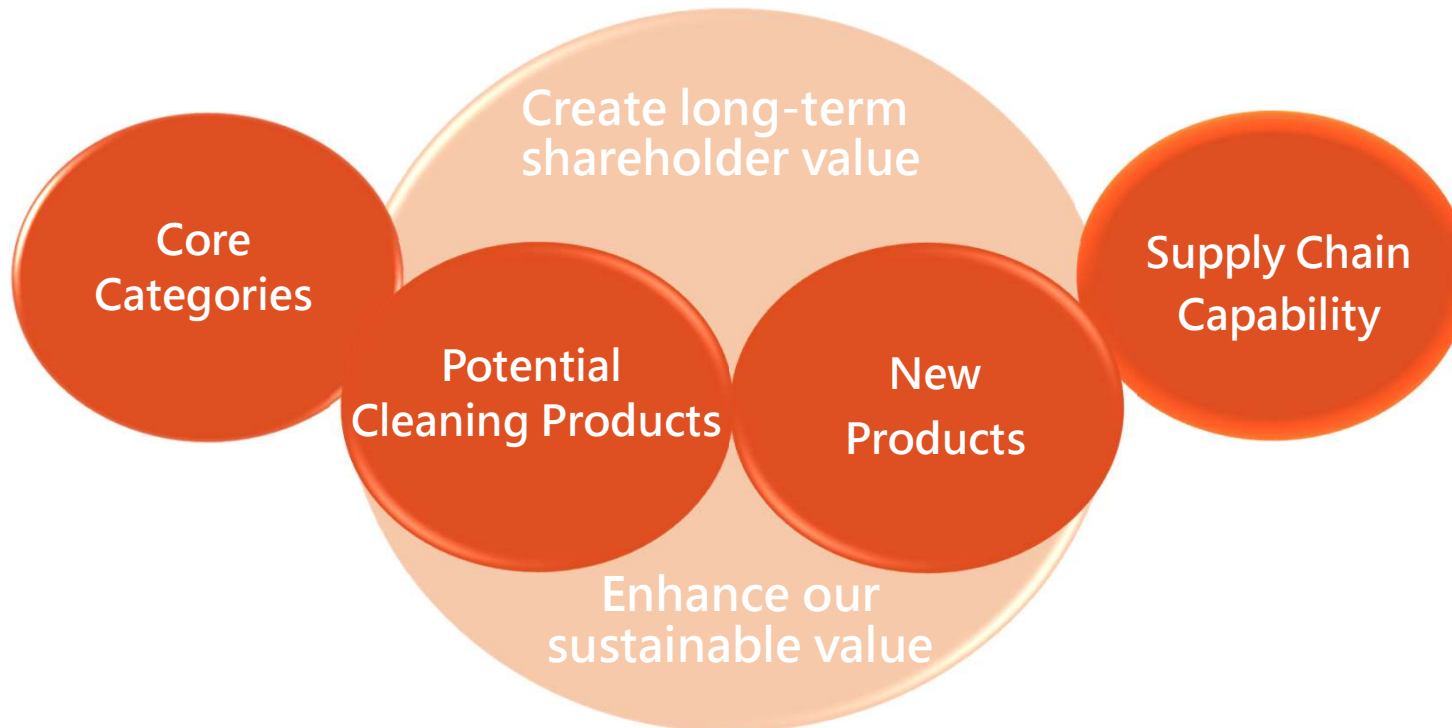
Sources : Eastern Online Co., Ltd.

Our Channel Advantage



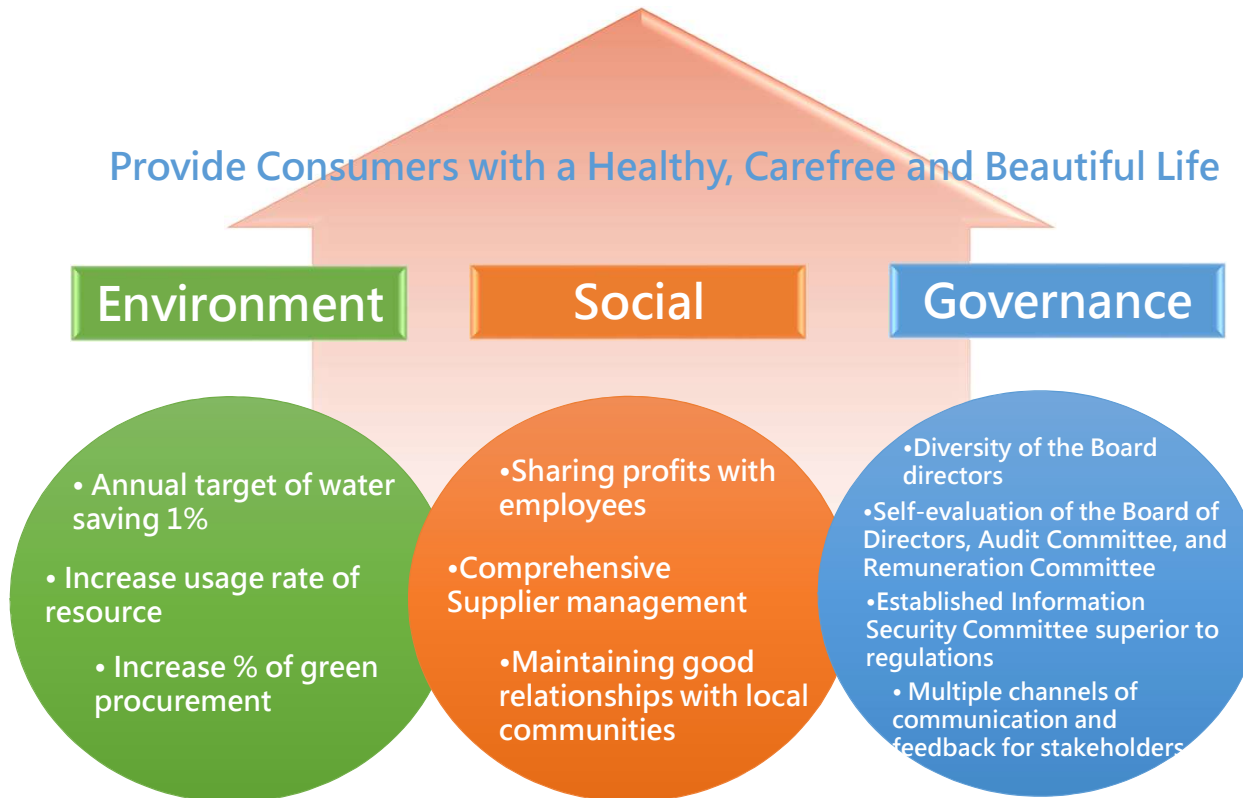
Growing Trend Leader

- **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