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2023 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~



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 "

2009~2019

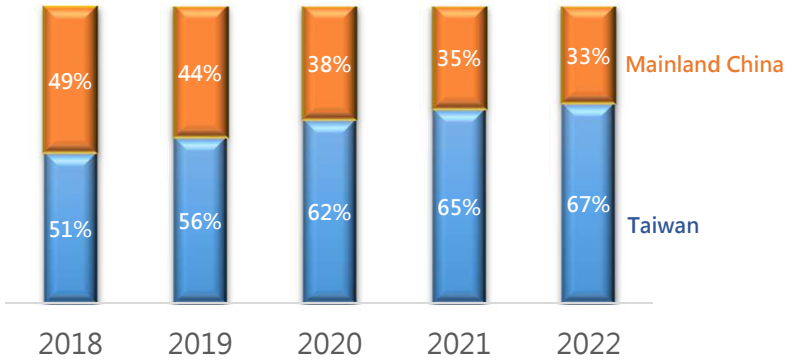


- 2019 Led the market with the launch of "Mayflower thick interfold tissues"
- 2018 "Delight" entered mid-range cleaning products market
- 2017 Ever Growing Agriculture Bio-Tech Co., Ltd. Inaugurated the new EEW plant
- 2015 Launched new brand " Fresh Sense "
- 2009 "Orange House" entered the natural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

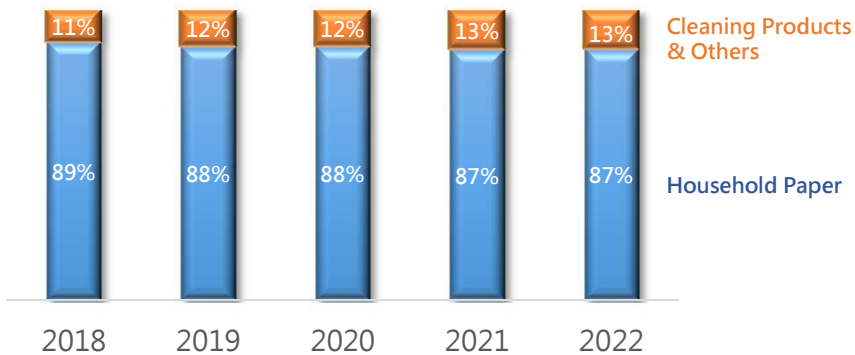
- 2023 -" Orange House Nature Laundry Pod " using multiple purification technology to wash away the 7 major allergens
- 2022 -"Mayflower thick interfold tissues", the top leader with expansion to meet consumers' needs
-Mayflower Ultimate two plys interfold tissue paper
-"Orange House" launched mild sterilizing 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

Sales Breakdown and Margins

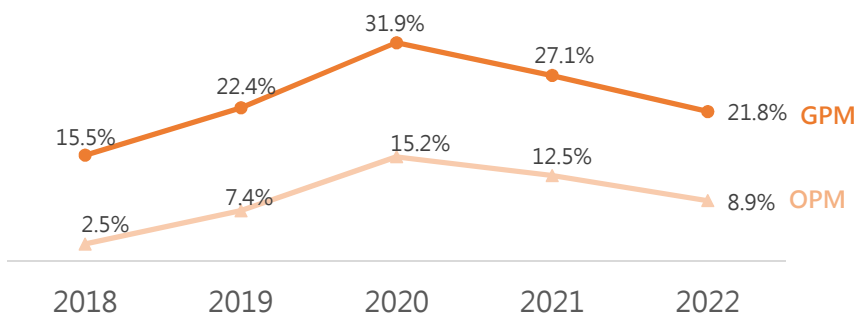
Sales breakdown by Region



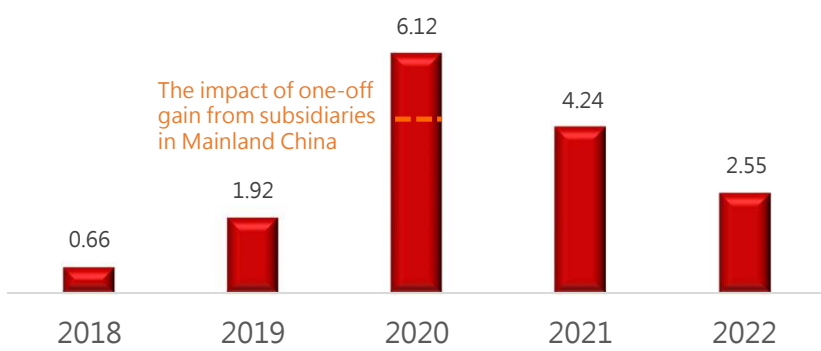
Sales breakdown by Product Mix



GPM/OPM



EPS



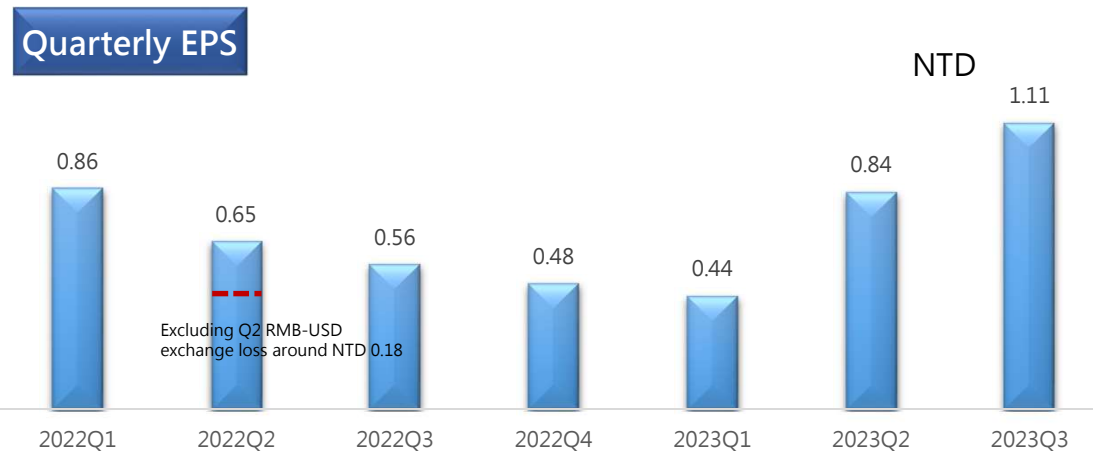
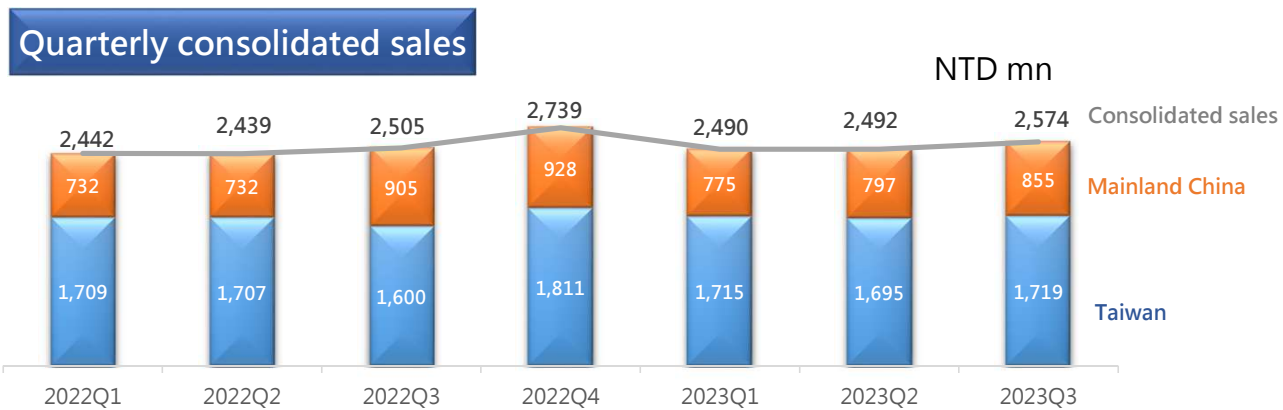
2023 9M Financial Results

NTD thousand

	2022 9M		2023 9M		YOY
	amount	%	amount	%	
Sales	7,385,917	100.0%	7,555,503	100.0%	2.3%
Gross Profits	1,710,445	23.2%	1,876,726	24.8%	9.7%
Expenses	979,121	13.3%	1,126,623	14.9%	15.1%
Operating Profits	731,324	9.9%	750,103	9.9%	2.6%
Non-Operating Profits	-3,234	-0.0%	54,751	0.7%	
Profits before tax	728,090	9.9%	804,854	10.7%	10.5%
Net Profits	558,364	7.6%	642,623	8.5%	15.1%
Net Profits attributable to owners	552,479	7.5%	638,006	8.4%	15.5%
EPS(NTD)	2.07		2.39		0.32

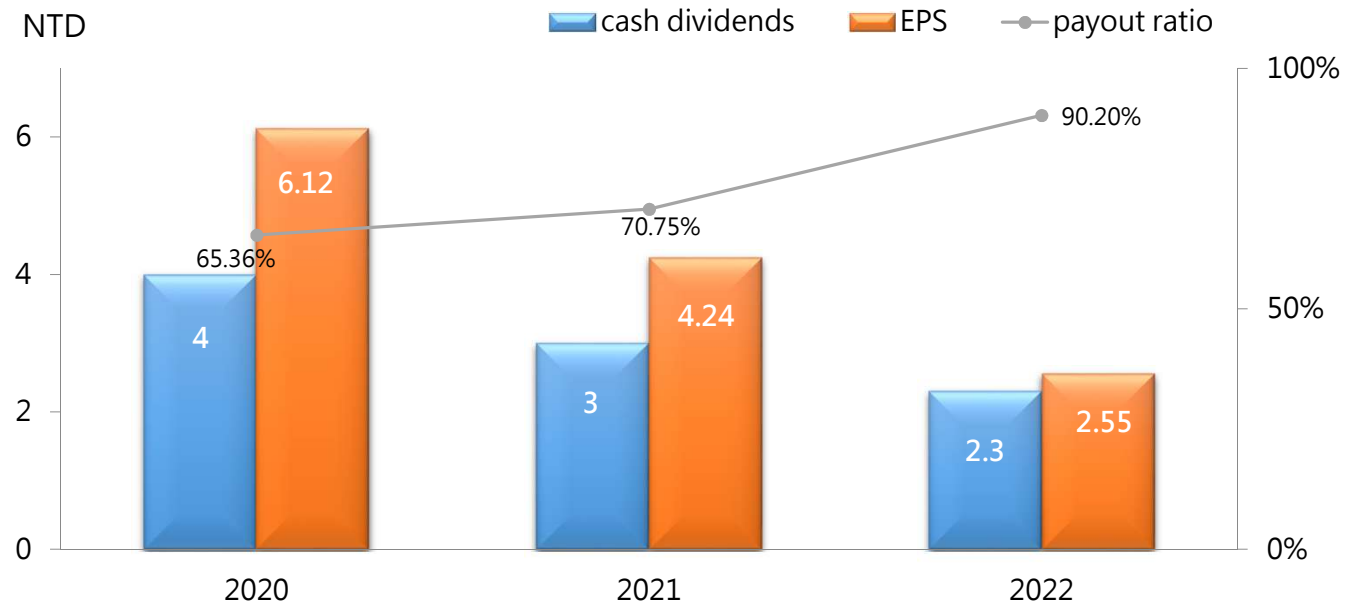
- 2023 9M consolidated sales increased due to successful product launches and strong attraction of our brands to consumer.
- 2023 9M net profits attributable to owners increased driven by sales growth and our strong profits portfolio.

Quarterly Financial Results



- We will continue to optimize better mix and cost savings for profits growth by innovation strategy and observation of the trend for raw material and energy costs.

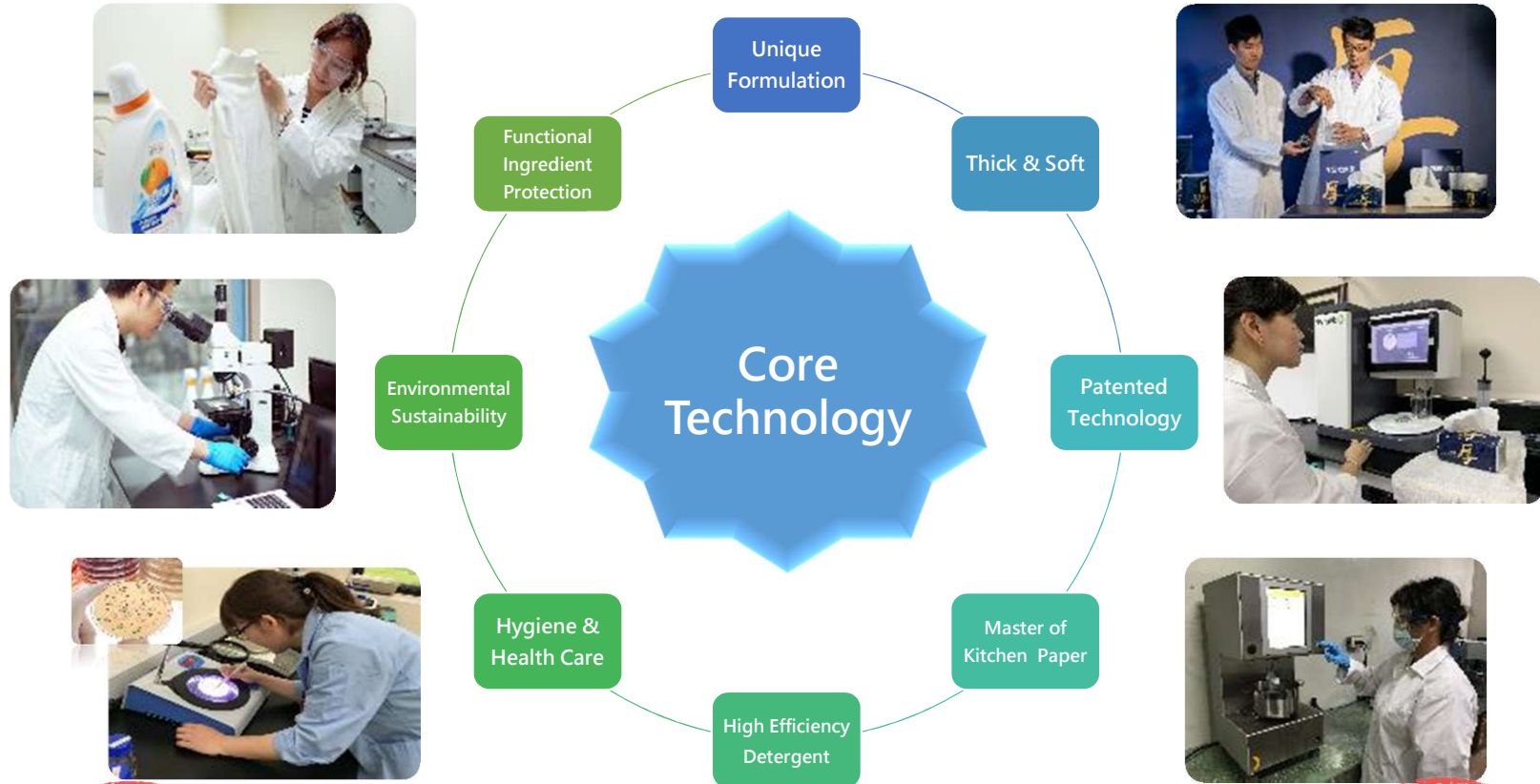
Dividends



➤ We adopt steady dividend policy to distribute dividends to our shareholders.

Our Strengths

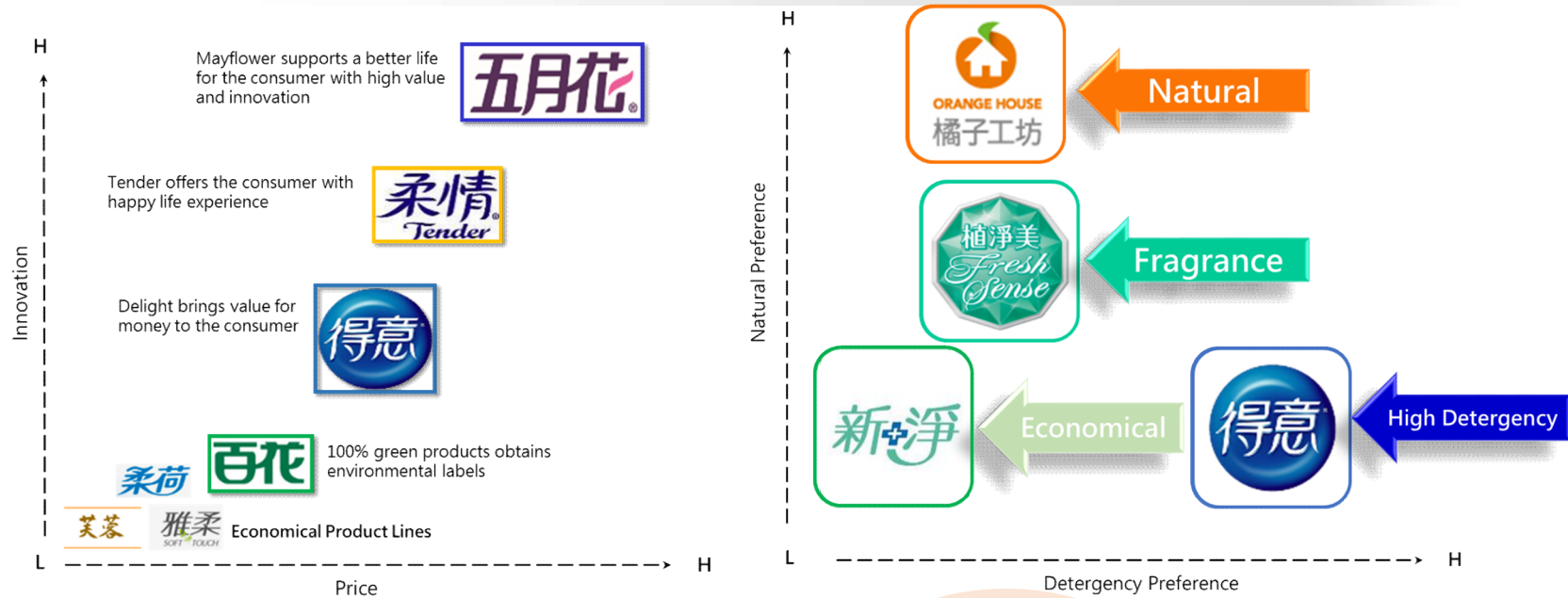
Purity and Quality are guaranteed by certified ingredients and our analysis.



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



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



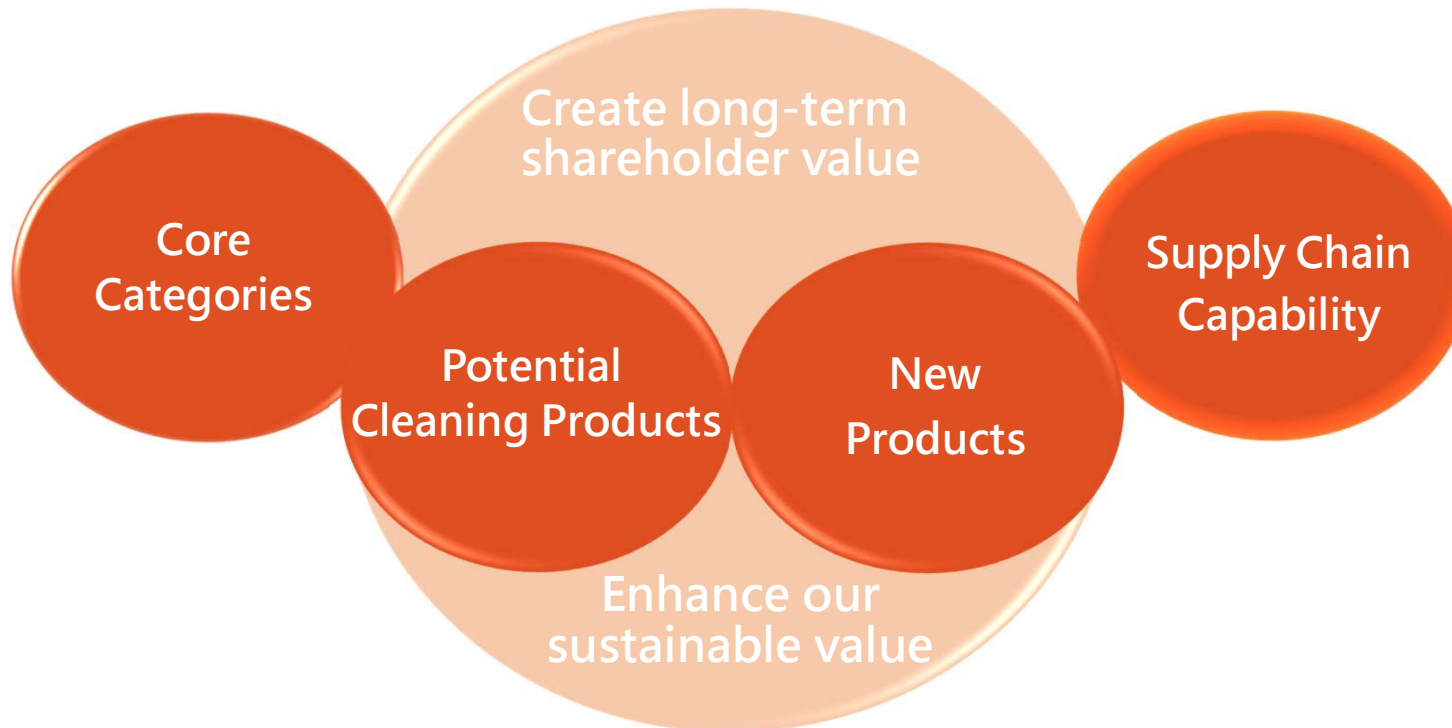
Sources : Eastern Online Co., Ltd.

Our Channel Advantage



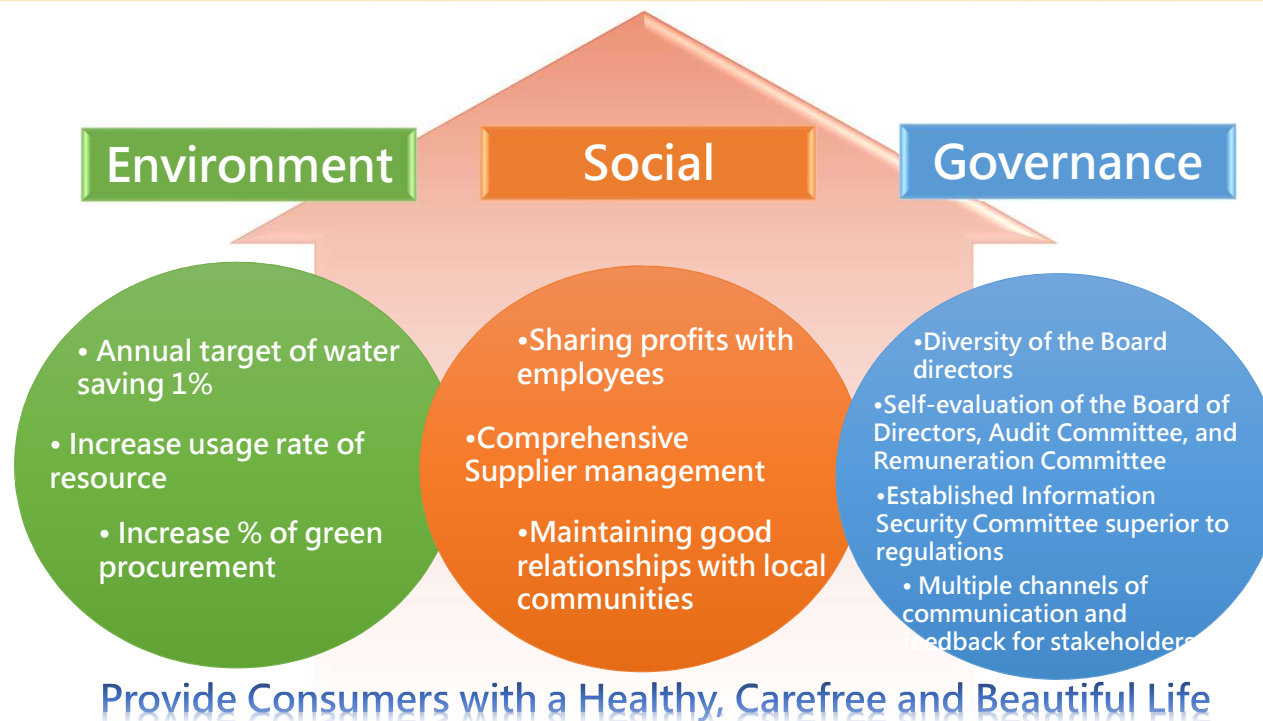
Growing Trend Leader

- **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

- 2022 Sustainability Report of YFYCPG followed TCFD and SASB standards and received assurance from BSI Taiwan
- Awarded by 《HR Asia》 for the third time of 2023 Best Companies to Work for in Asia
- Awarded by TCSA of 2023 Taiwan Sustainability for the best Sustainability Report and the best sustainability company in Taiwan
- 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

