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## 2024 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



All paper packaging



2020~

- 2024 - "Mayflower paper packaged interfold tissue -boldly thick " , the first all paper packaging for sustainable recycling and environment-friendly
- "Orange House Laundry Detergent Pods-Odor Remover" using technology to remove odors
- Member of Taiwan Environmental Sustainability High Dividend Indices
- 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 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

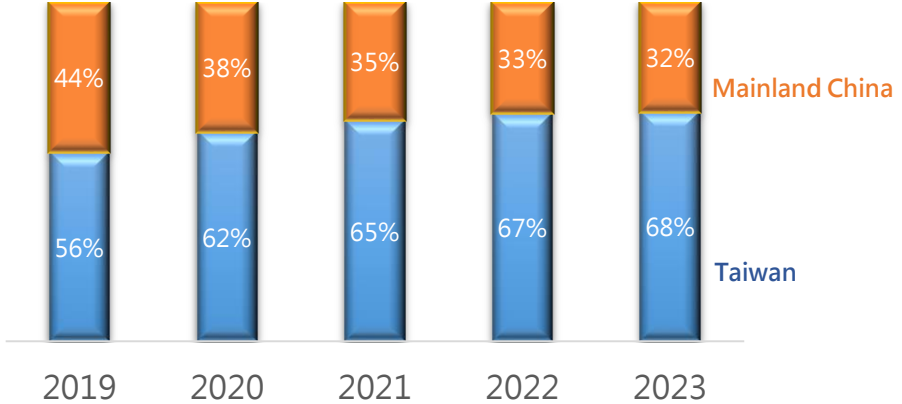
- 2019 Led the market with the launch of "Mayflower thick interfold tissues"
- 2018 "Delight" entered mid-range cleaning products market
- 2017 Ever Growing Agriculture Bio-Tech Co., Ltd. Inaugurated the new EEWH plant
- 2015 Launched new brand " Fresh Sense "
- 2009 "Orange House" entered the natural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

1968~1995

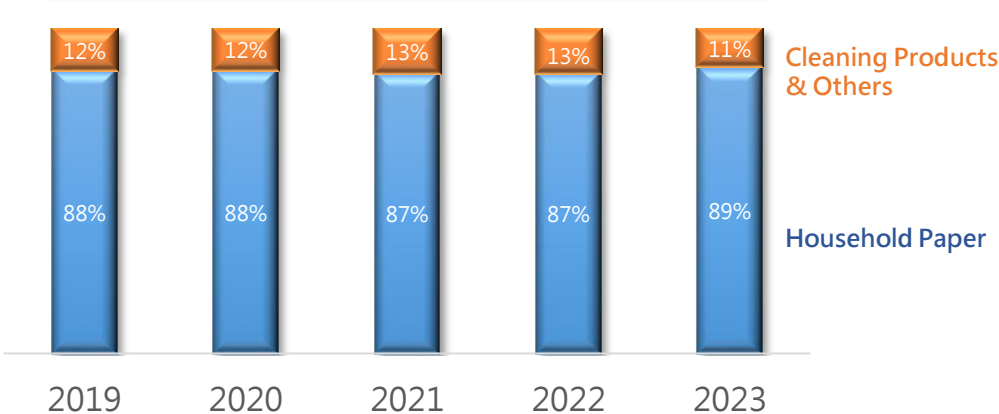
- 1995 Entered the Shanghai market and became the 1st Taiwanese paper plant expanding overseas operations
- 1986 The establishment of YFYCPG
- 1972 Produced the 1st embossed toilet paper in Taiwan
- 1968 Created the toilet paper brand " Mayflower "

# Sales Breakdown and Margins

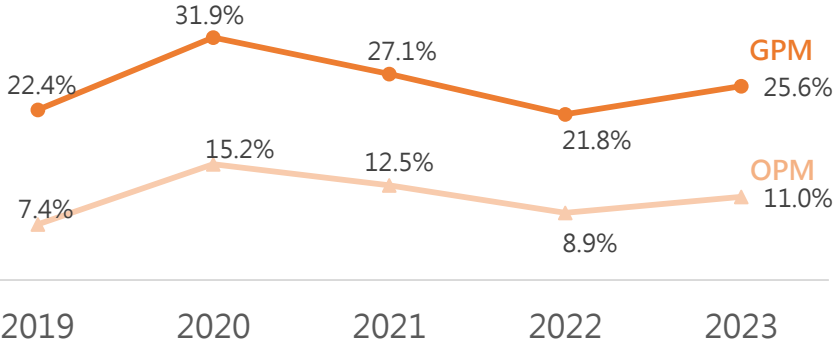
Sales breakdown by Region



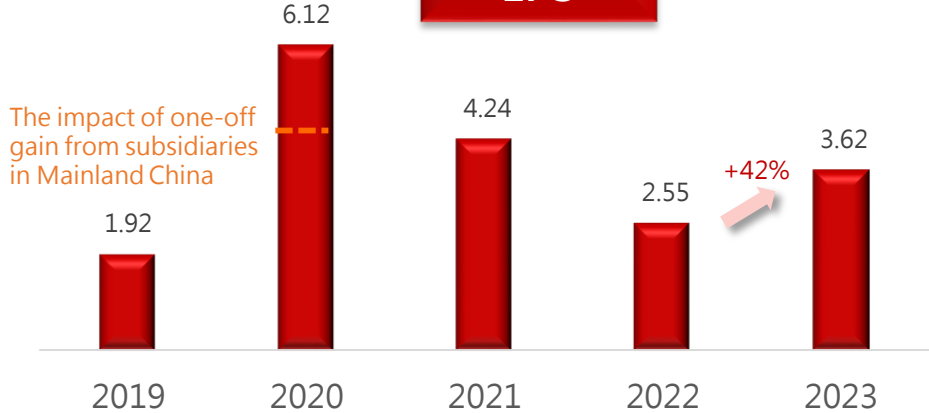
Sales breakdown by Product Mix



GPM/OPM



EPS



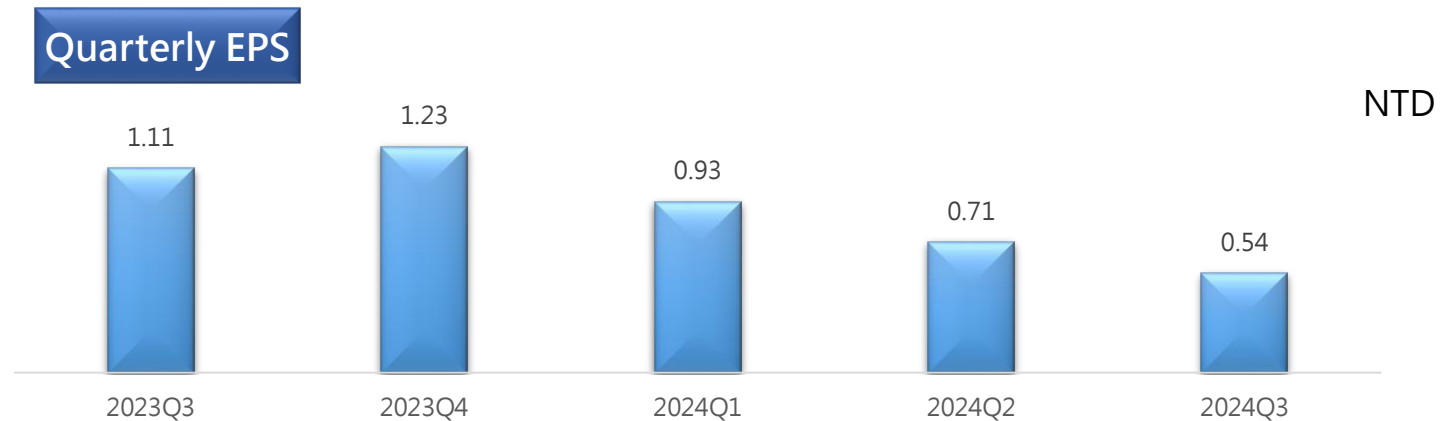
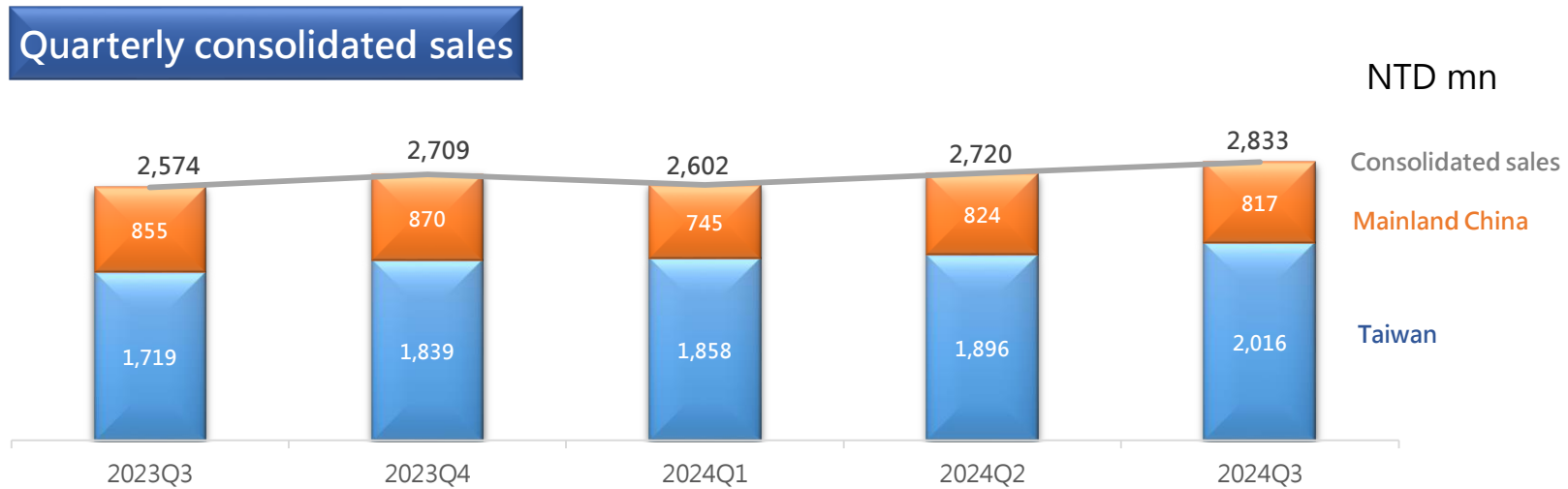
# 2024 9M Financial Results

NTD thousand

	2023 9M		2024 9M		YOY
	amount	%	amount	%	
Sales	7,555,503	100.0%	8,154,805	100.0%	7.9%
<b>Gross Profits</b>	<b>1,876,726</b>	<b>24.8%</b>	<b>1,875,143</b>	<b>23.0%</b>	<b>-0.1%</b>
Expenses	1,126,623	14.9%	1,165,682	14.3%	3.5%
<b>Operating Profits</b>	<b>750,103</b>	<b>9.9%</b>	<b>709,461</b>	<b>8.7%</b>	<b>-5.4%</b>
Non-Operating Profits	54,751	0.7%	28,407	0.3%	-48.1%
Profits before tax	804,854	10.7%	737,868	9.0%	-8.3%
Net Profits	642,623	8.5%	585,843	7.2%	-8.8%
Net Profits attributable to owners of the Company	<b>638,006</b>	<b>8.4%</b>	<b>581,528</b>	<b>7.1%</b>	<b>-8.9%</b>
<b>EPS(NTD)</b>	<b>2.39</b>		<b>2.18</b>		<b>-0.21</b>

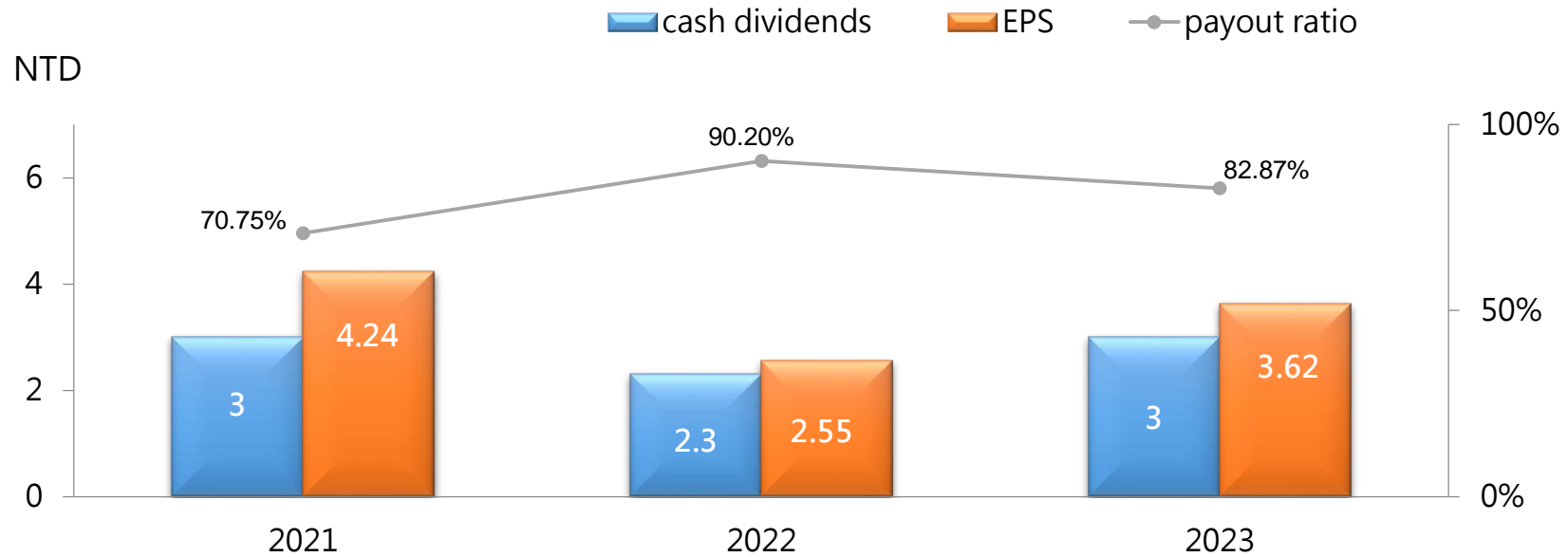
- 2024 9M consolidated sales increased driven by successful product launches and strong attraction of our brands to consumer.
- 2024 9M net profits attributable to owners of the Company decreased due to the fluctuation of raw materials costs.

# 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.



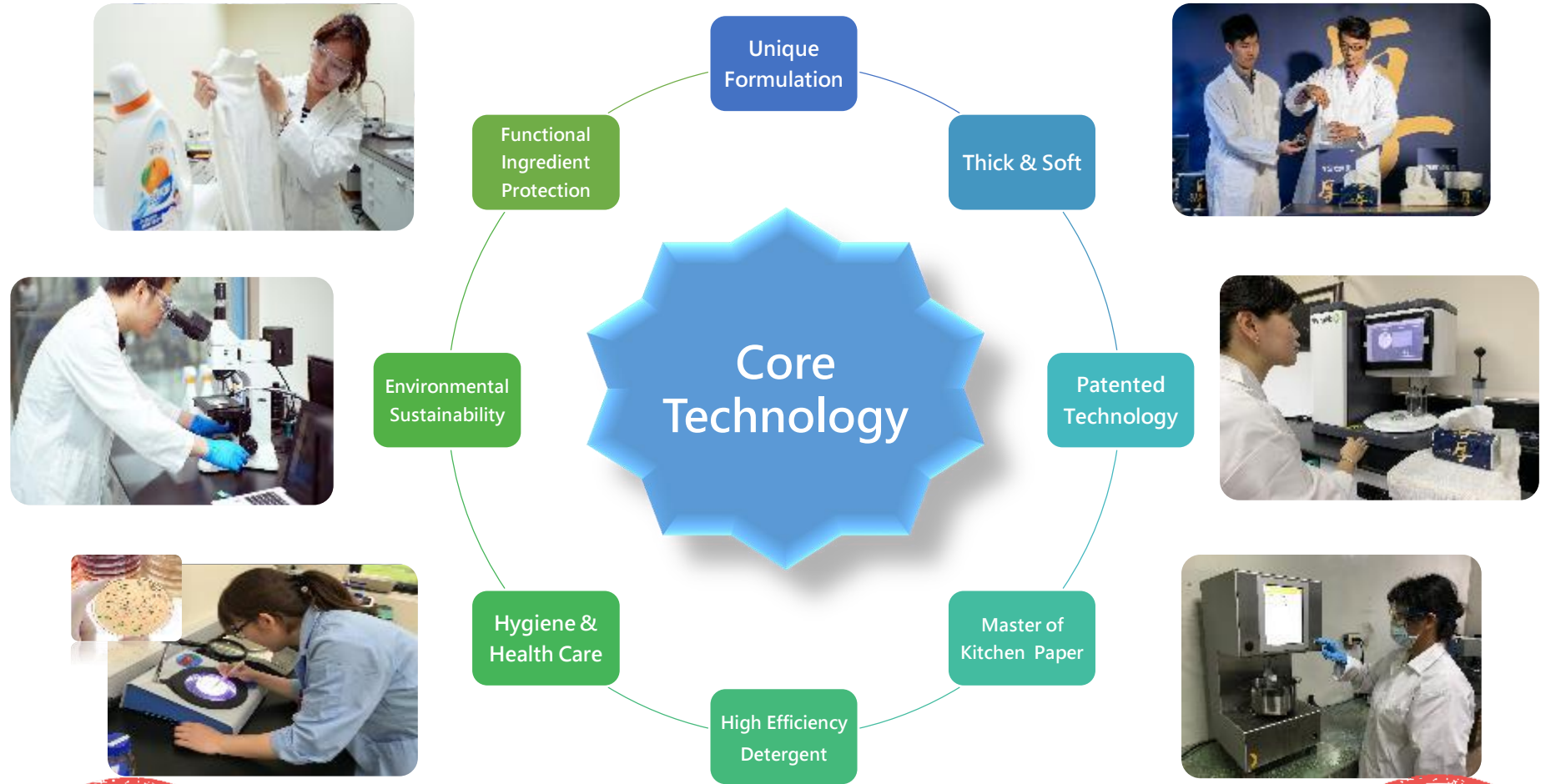


# Outlook



# Our Strengths

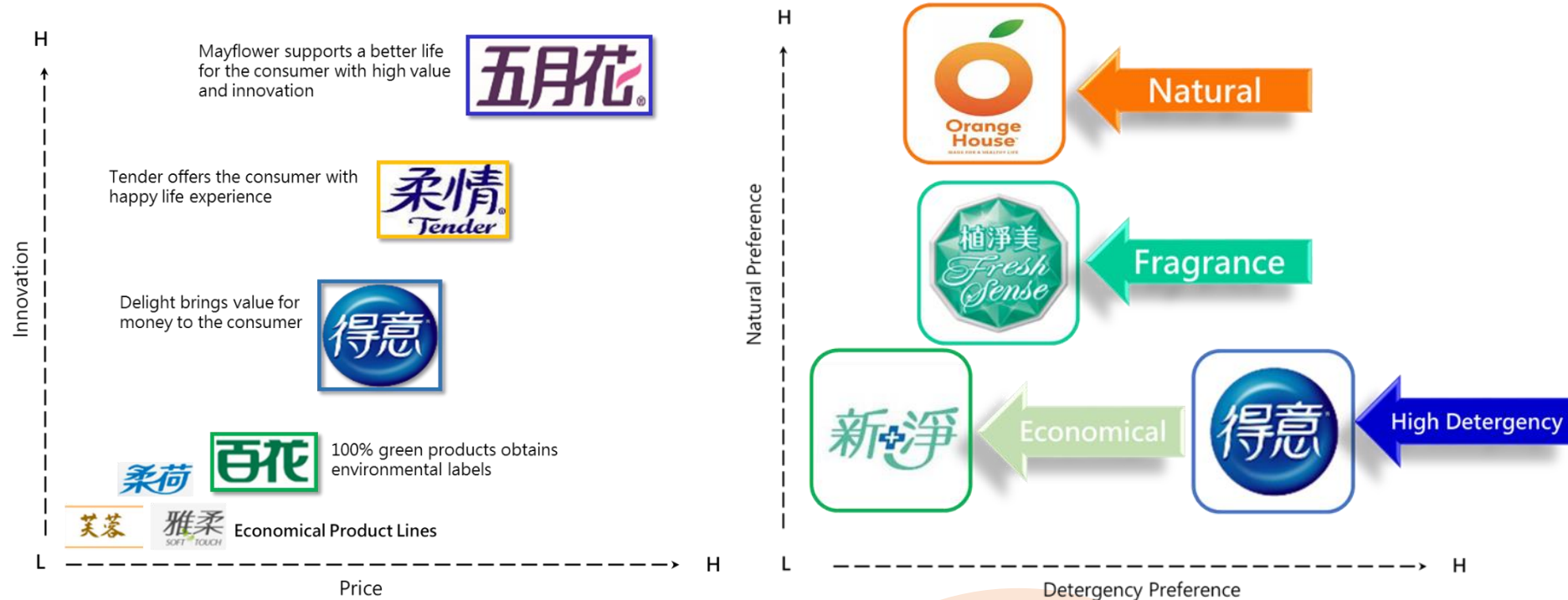
Purity and Quality are guaranteed by certified ingredients and our analysis.



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

37%

**In-depth Market**

solidifying leading position in the market

Cleaning Products

Natural cleaning products

31%

**Multi-brand Strategy**

expanding cleaning products at domestic and overseas market



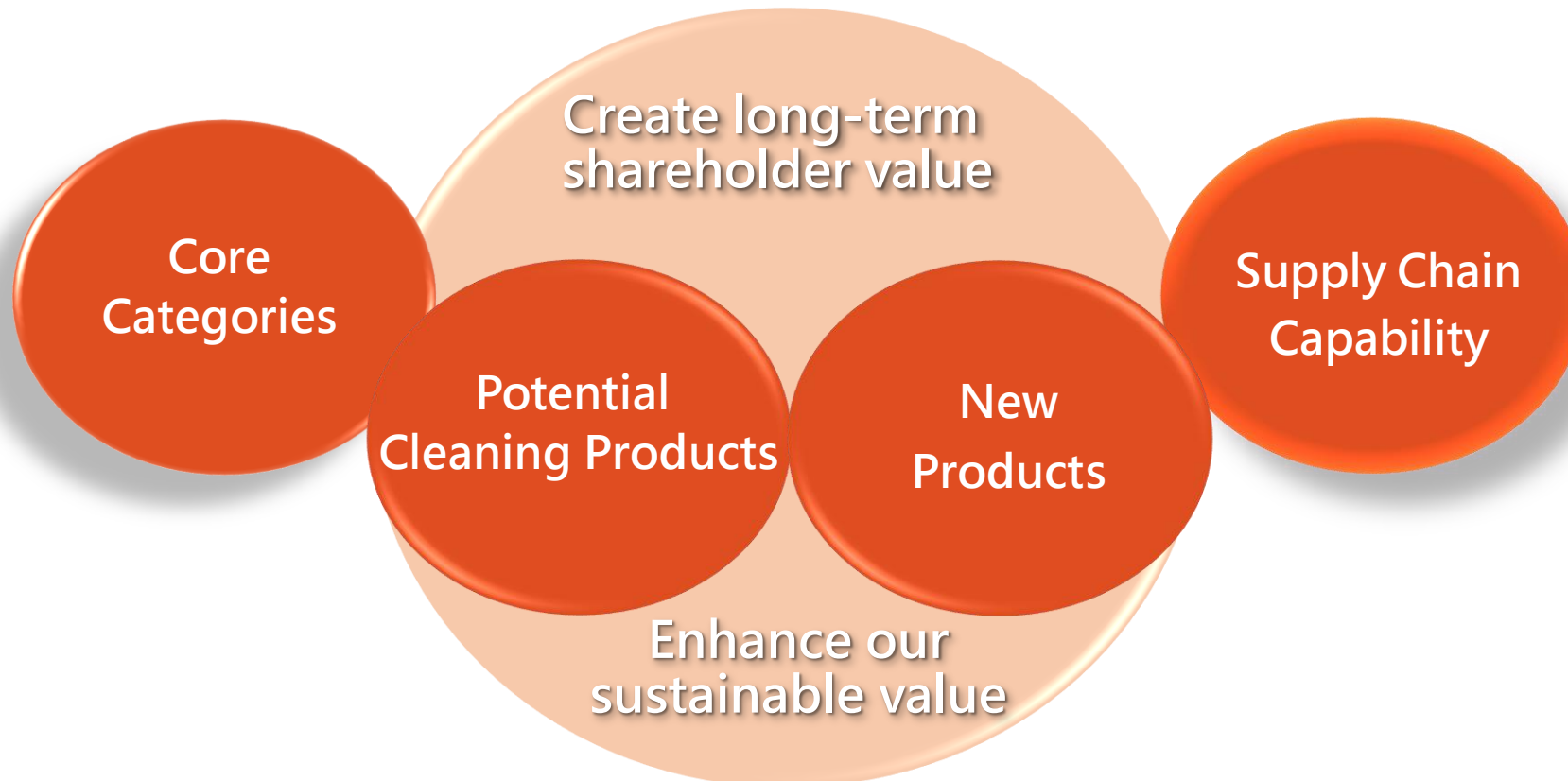
Sources : Eastern Online Co., Ltd.

# Our Channel Advantage



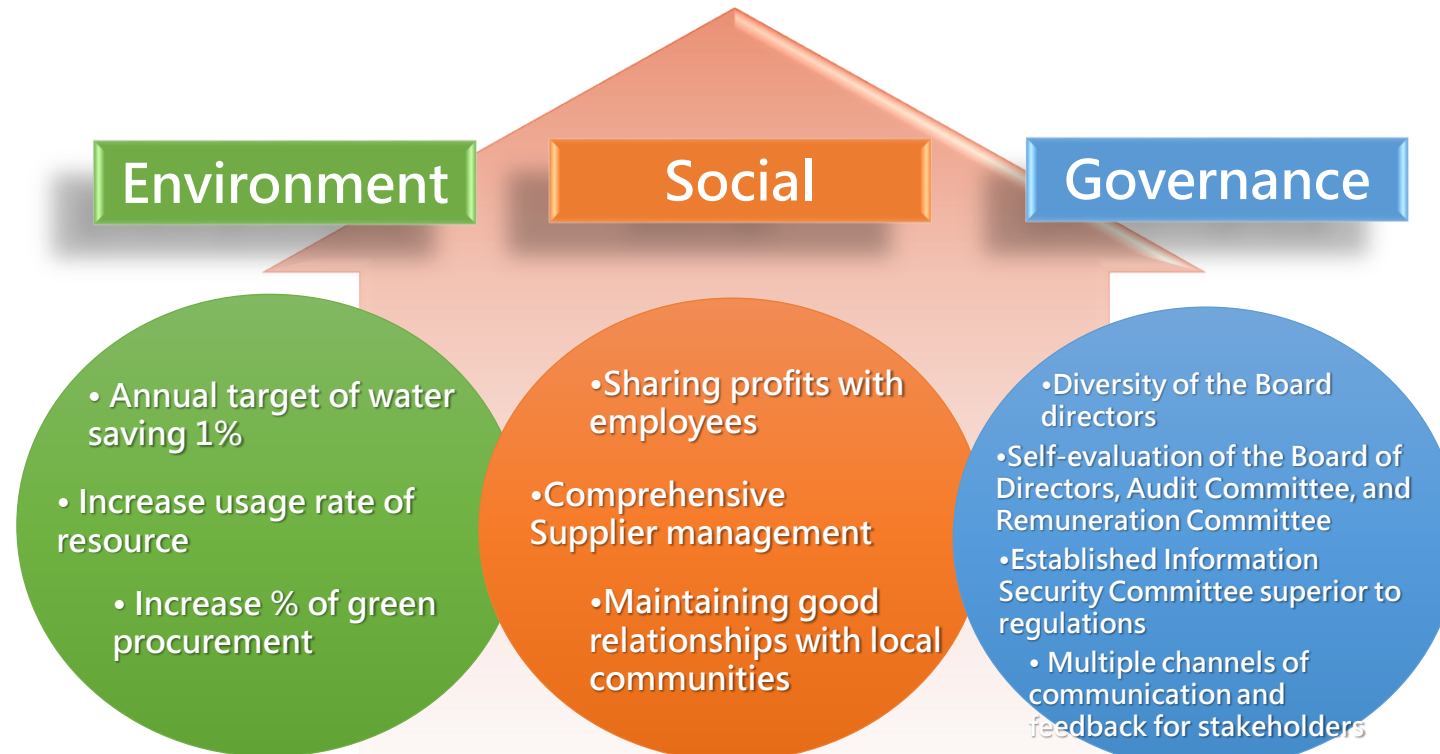
# Growing Trend Leader

- **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

- 2023 Sustainability Report of YFYCPG followed TCFD and SASB standards and received assurance from BSI Taiwan
- Awarded by 《HR Asia》 for the fourth time of 2024 Best Companies to Work for in Asia
- Awarded by TCSA of 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)



Provide Consumers with a Healthy, Carefree and Beautiful Life



**Thank you**