



Stock Code: 1256

永續經營 Corporate Social Responsibility (CSR)

鮮活控股股份有限公司

Sunjuice Holdings Co., Limited

Presenter: Sam Wu, Director

Date: 23 October, 2020



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- II Catering Industry & Market Overview
- III Financial Performance
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I. Company Profile Overview—Factory Fact



Kunshan

- Land Area : 32,636 m²
- Factory Area : 45,806 m²
- Staff : 469 employees
- Capacity :
65,000MT/Year



Tianjin

- Land Area : 33,329 m²
- Factory Area : 18,207 m²
- Staff : 110 employees
- Capacity :
20,000MT/Year



Guangdong

- Land Area : 35,675 m²
- Factory Area : 24,831m²
- Staff : 196 employees
- Capacity :
25,000MT/Year

(Company Staff as of 30 Sept. 2020)

- Feb 1998 Fresh Life (Kunshan) Food Industry Co., Ltd. was established at Kunshan City, Suzhou, China.
- May 2010 Being one of the qualified supplier providing raw materials to World Expo restaurants of customized drinks.
- Dec 2010 Established a joint venture company with Jianghang Village Economic Cooperation named Kunshan Jianghang Ecological Agriculture Science & Technology Development Co., Ltd. at Zhangpu, Kunshan.
- Mar 2011 Officially relocated to the new plant at Jujin Road, Zhangpu Township, Kunshan, Suzhou.
- Sept 2012 Sunjuice Holdings Co., Ltd. was officially listed at Taipei Exchange (TPEX).
- Dec 2014 Awarded “Carbon Footprint Certification” by China Quality Certificate Center (CQC).
- Jan 2015 Fresh Juice Industry (Tianjin) awarded QS certification.
- Jun 2015 Guangdong Fresh Juice Biotechnology Co., Ltd. awarded QS certification.
- Mar 2016 Sunjuice Holdings Co., Ltd. was officially listed at Taiwan Stock Exchange (TWSE) .
- Dec 2016 Awarded “Top 100 of Chinese Corporate Social responsibility in Food industry” and “Staff Care Award”.
- Apr 2017 Suzhou Sunjuice I International Ltd. was established at Kunshan City, Suzhou, China.
- Sept 2017 Accredited to Industrialization of Jiangsu Province's Leading Agricultural Businesses.
- Dec 2018 Fresh Juice Industry (Kunshan) Co., Ltd. was renamed as Sunjuice Co., Ltd.
- Nov 2019 Undertook the founding meeting of the new retail beverage branch of China Beverage Industry Association.
- Aug 2020 Awarded for CSR “Corporate Citizenship Award – Little Giant Group” by Taiwan Common Wealth Magazine for six consecutive years.



I. Company Profile Overview—Core Products

- Product characteristics: according to the needs of different customer groups, to provide them with exclusive formula products.
- Our current products e.g. concentrated juice, flavor syrup, fruit pulp, and fruity powder, etc., mainly supply to Food & Beverage Chain System & Food Processing Company as raw materials for non-packed & prepared juice drinks.

一、果汁類產品 Concentrated Juice

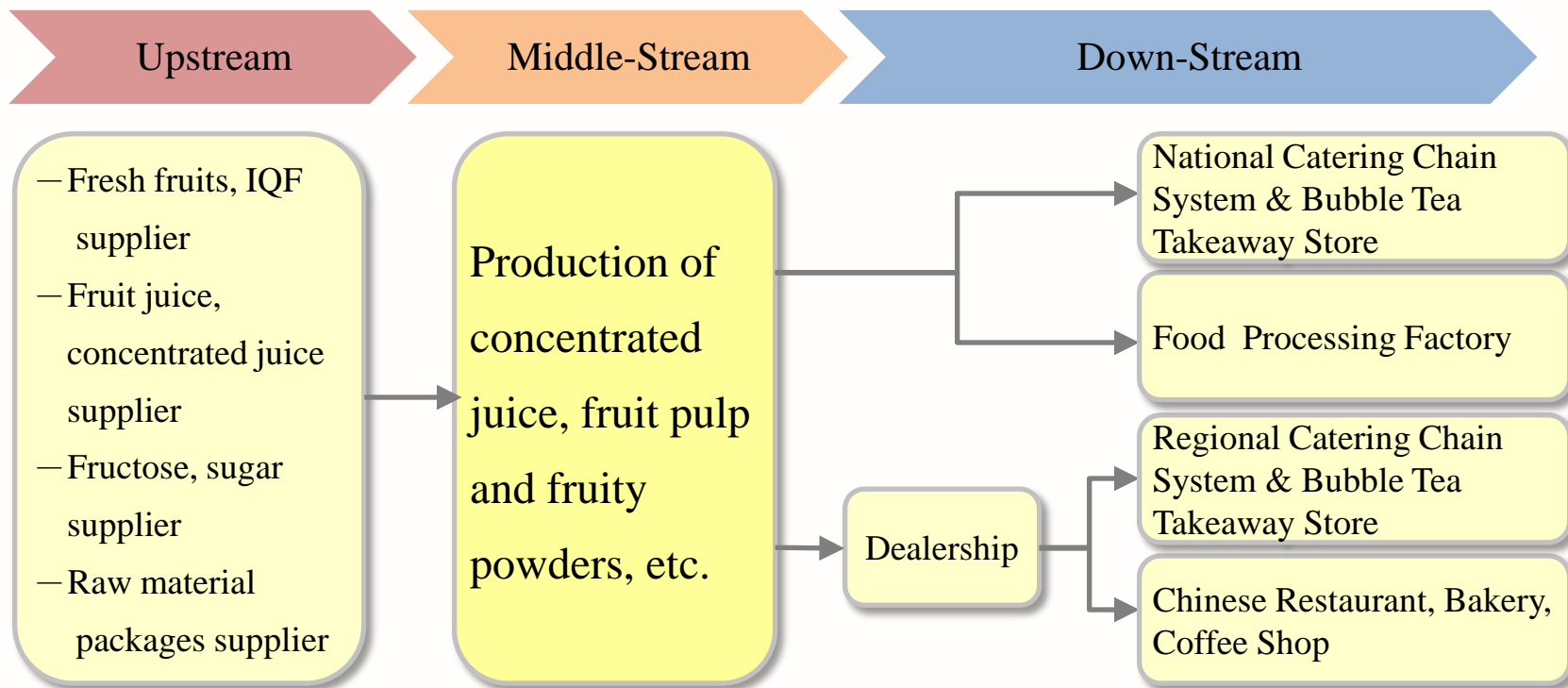


二、果粒類產品 Fruit Jam / Pulp



三、果粉類產品 Fruity Powder





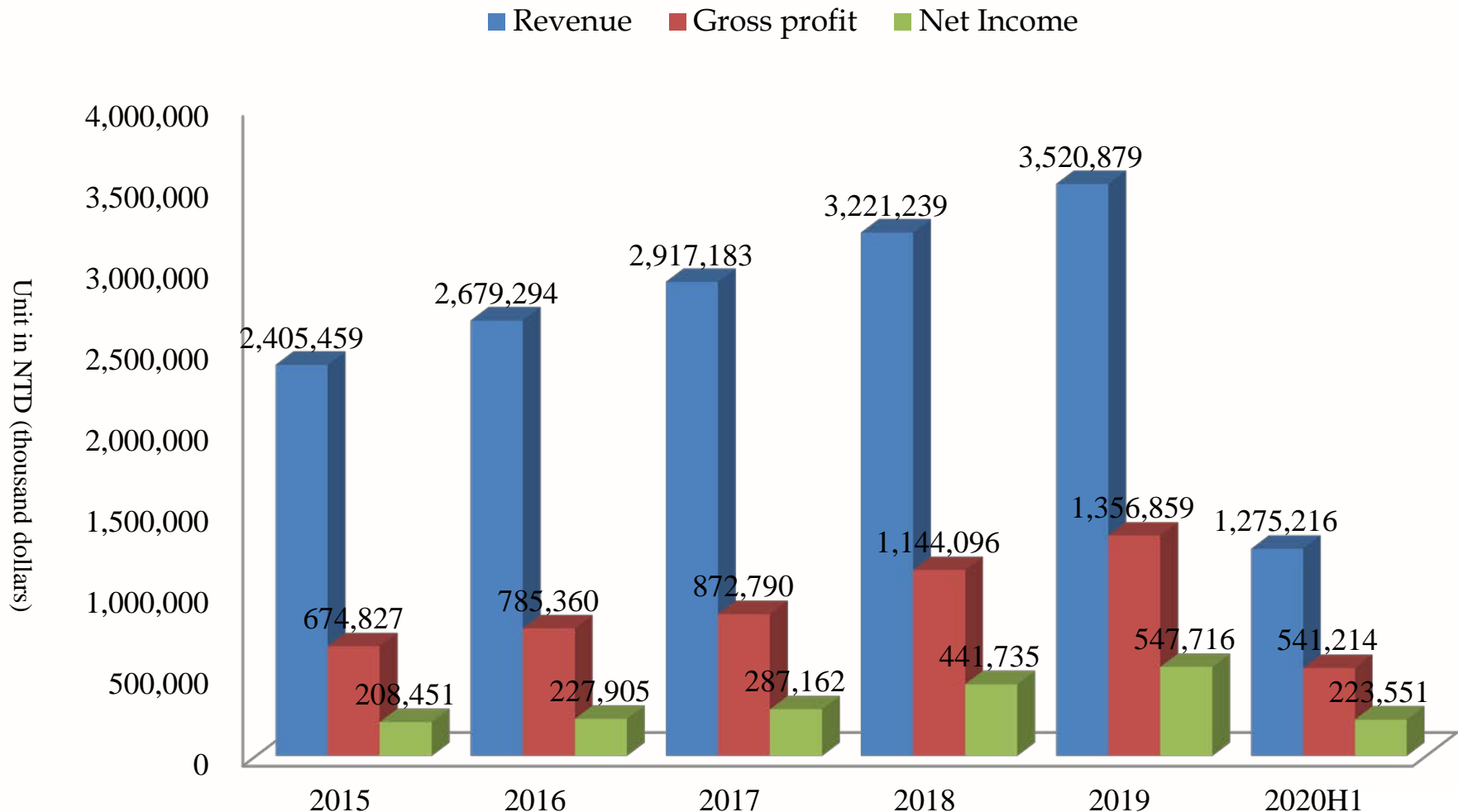
Our company is located in Middle Stream. As a raw materials supplier for non-packed & prepared juice drinks other than packed juice drink for end consumer market.

II. Catering Industry & Market Overview

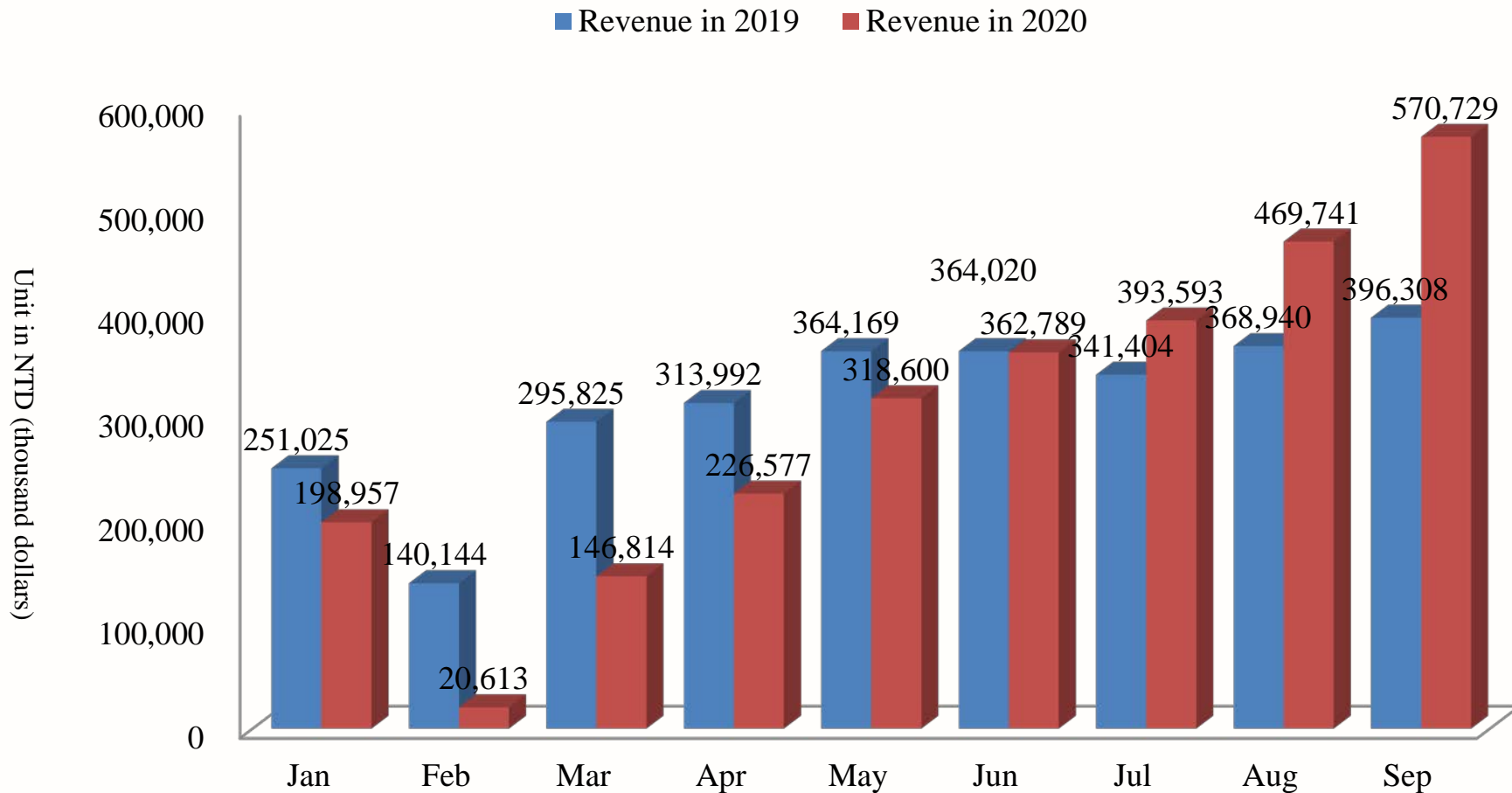
■ Annual Scale Growth of China's Catering Industry



Recent Years' Revenue & Gross Profit & Net Income

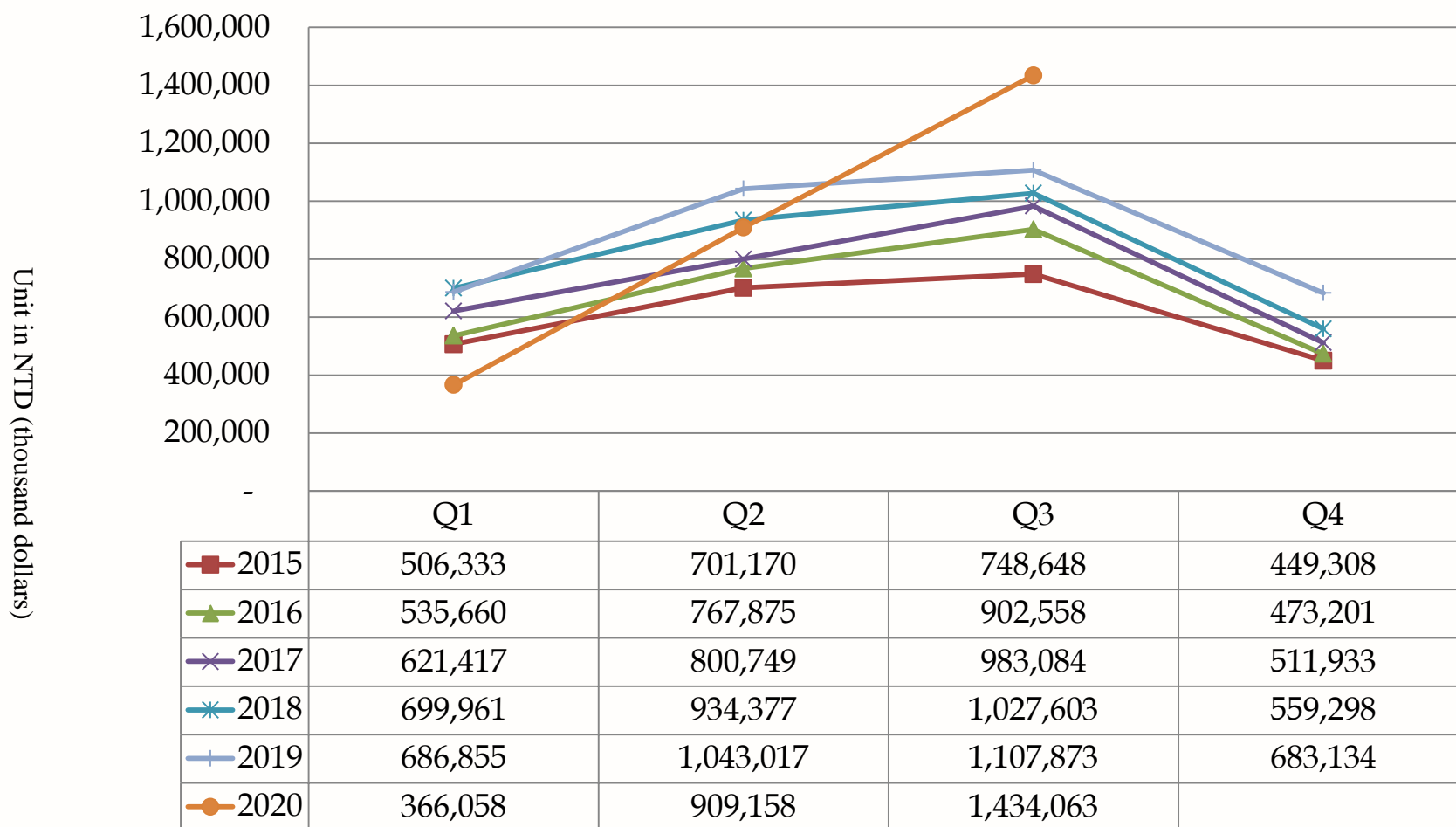


Changes of operating revenue (month by month) in the last two years



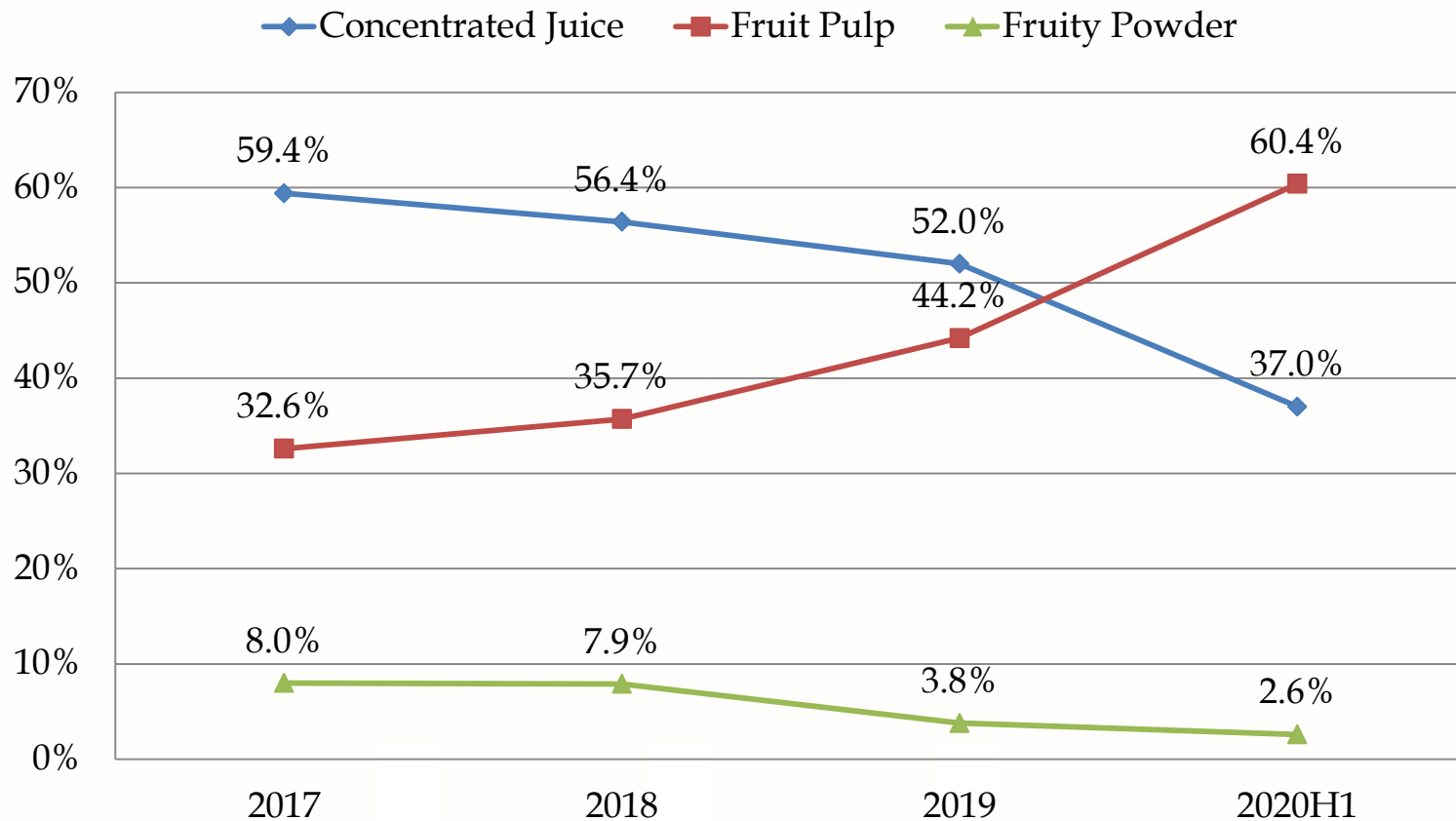
Note: the operating revenue (month by month) is unaudited.

Recent Years' Revenue (quarterly)

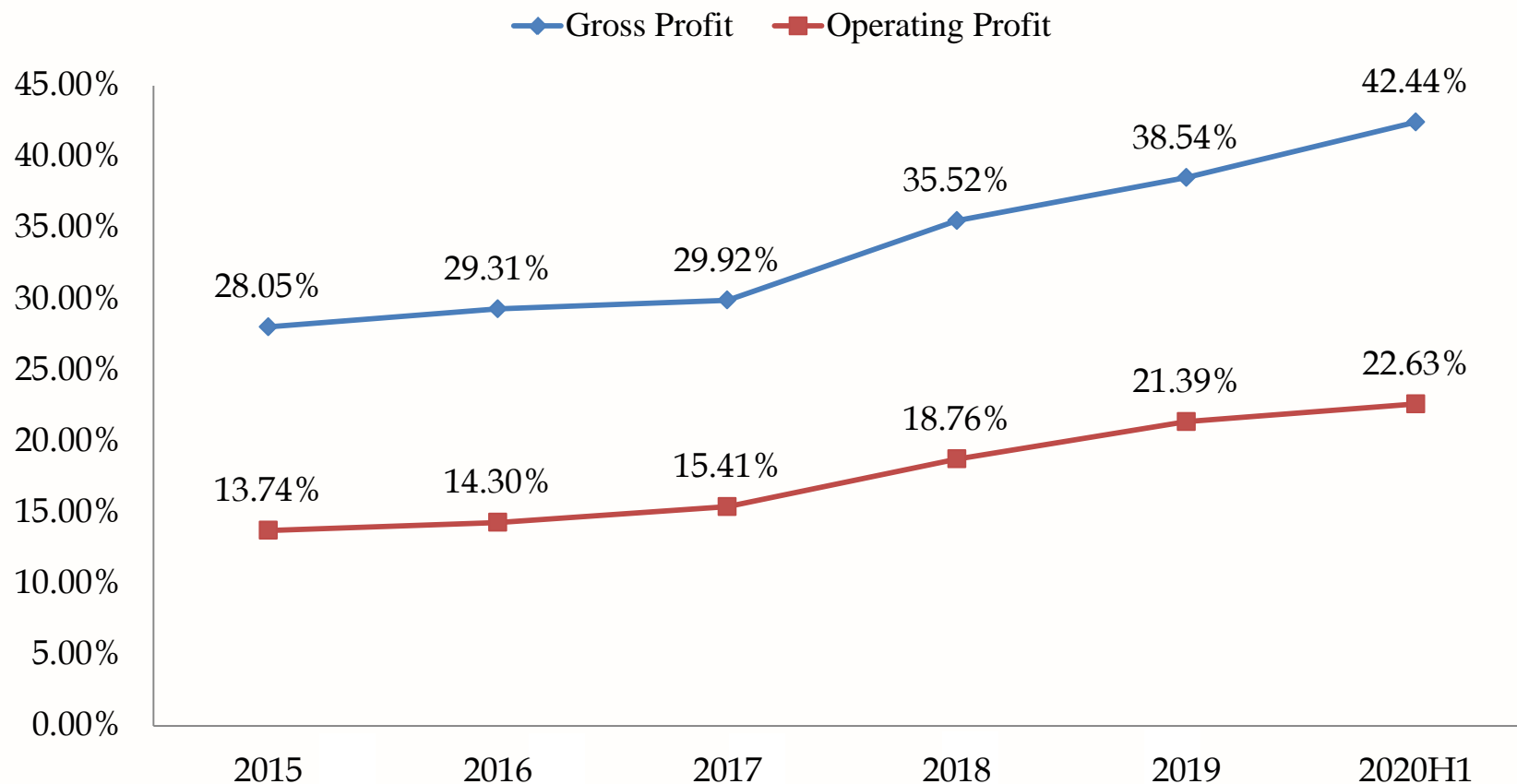


Note: the operating revenue of the third quarter of 2020 is unaudited.

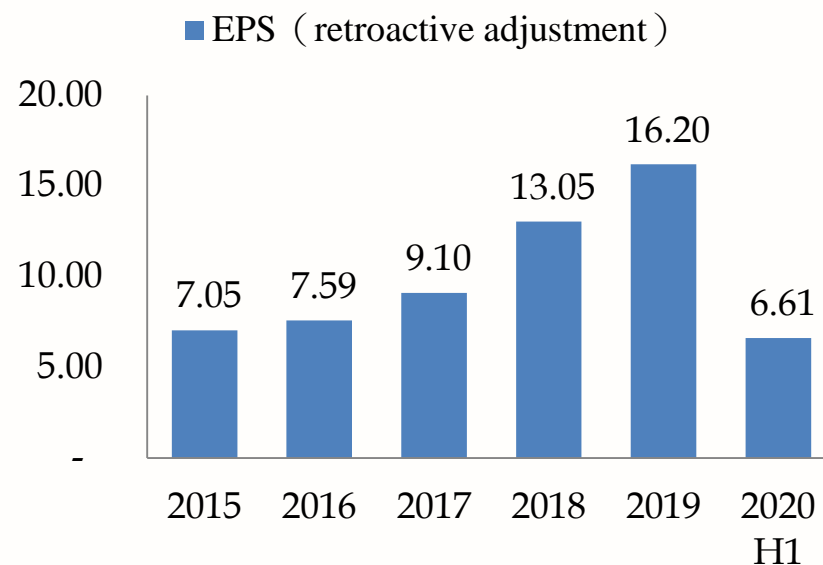
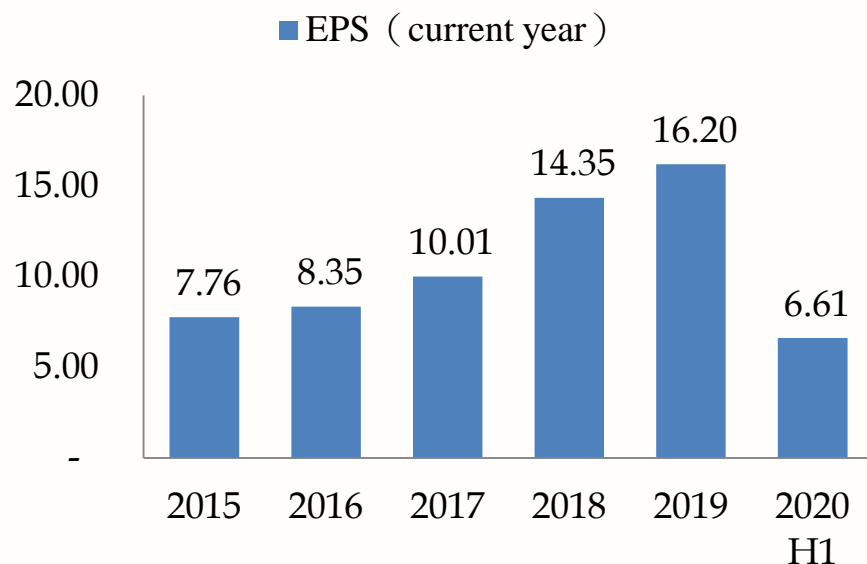
Recent Years' Revenue (product category ratio)



Recent Years' Gross Profit & Operating Profit



Recent Years' Basic EPS



Weighted average number of shares issued for the year						
Year	2015	2016	2017	2018	2019	2020 H1
Number of shares(Thousands of shares)	27,166	27,166	28,645	30,766	33,842	33,842

Weighted average number of issued shares (retrospective adjustment)						
Year	2015	2016	2017	2018	2019	2020 H1
Number of shares(Thousands of shares)	29,882	29,882	31,509	33,842	33,842	33,842

■ Accounts Receivable Analysis & Proportion

With effective accounts receivable control & perfection of dealership management system, we have the actual occurrence of bad debt accounts for a small proportion of the last five years.

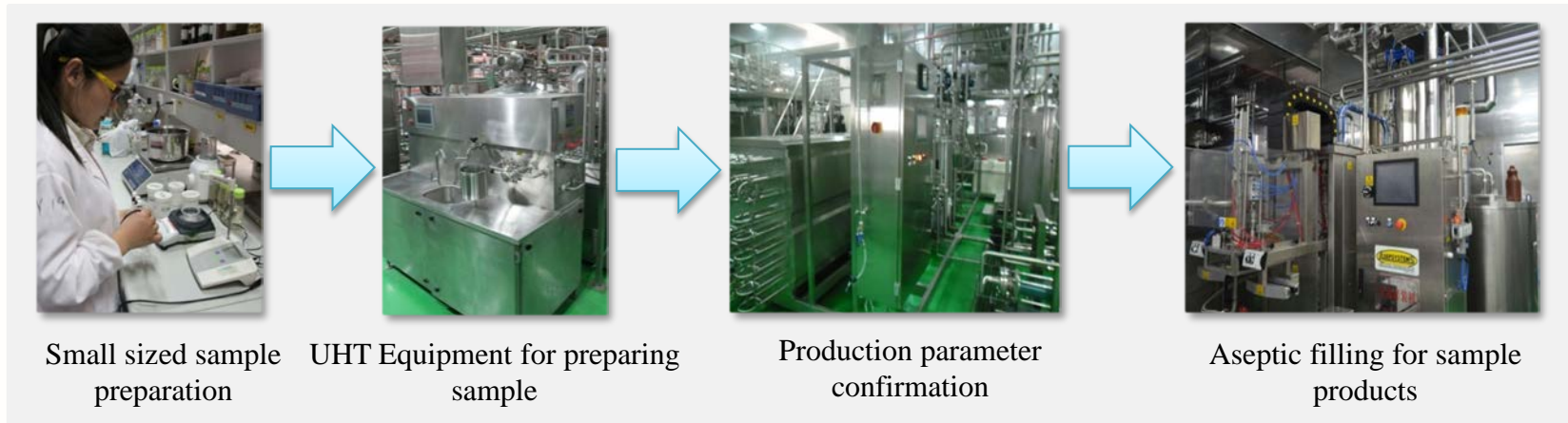
Unit in NTD (thousand dollars)

Item	2015	2016	2017	2018	2019	2020H1
operating revenue	2,405,459	2,679,294	2,917,183	3,221,239	3,520,879	1,275,216
bad debt ratio	0.00%	0.00%	0.01%	0.05%	0.00%	0.00%

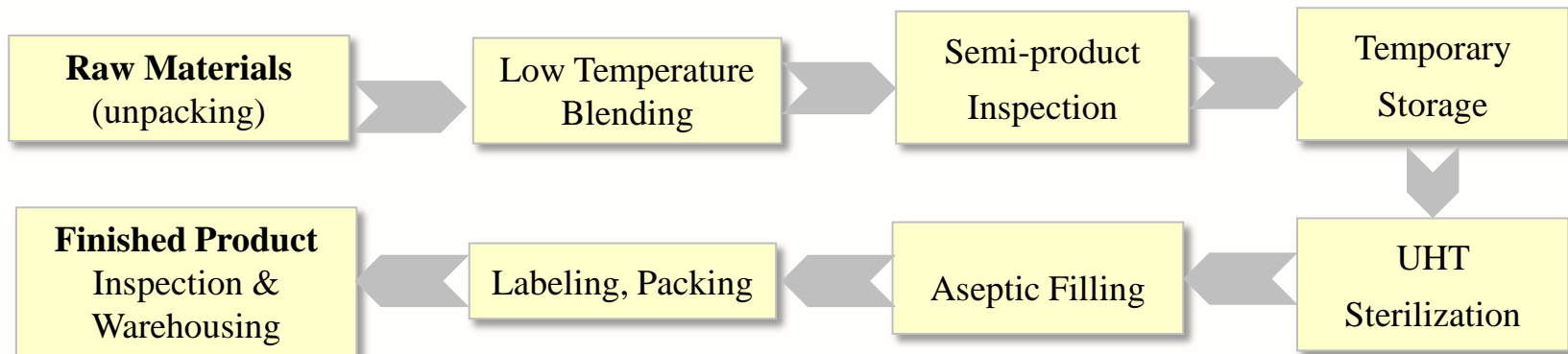


■ Research and Development Innovation ability and patented Technology

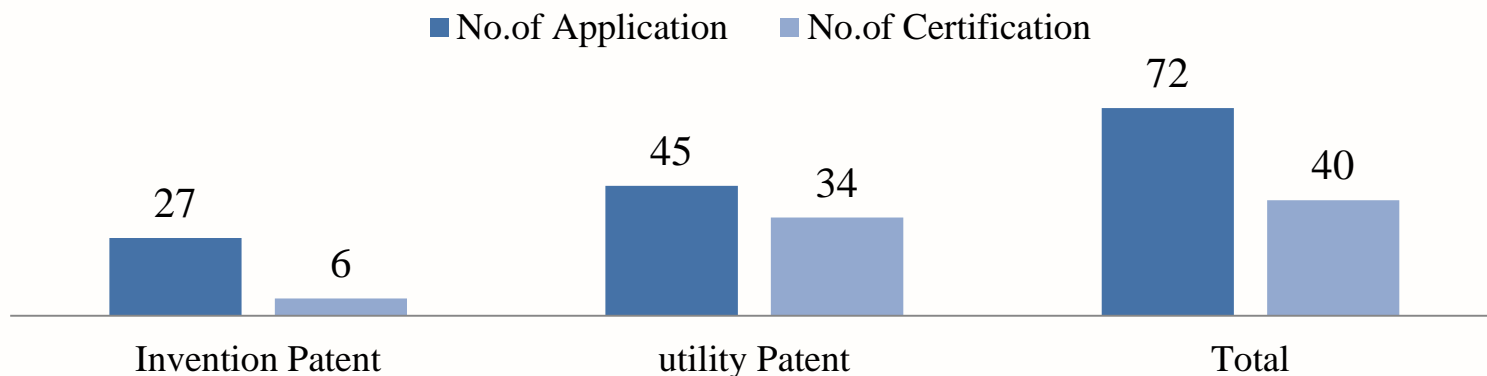
1、A one-stop pilot plant for innovative ideas, cost analysis and product completion in 24 hours



2、Aseptic Filling Standardized Production Process



3. Patent Technology



4. Product Development Results

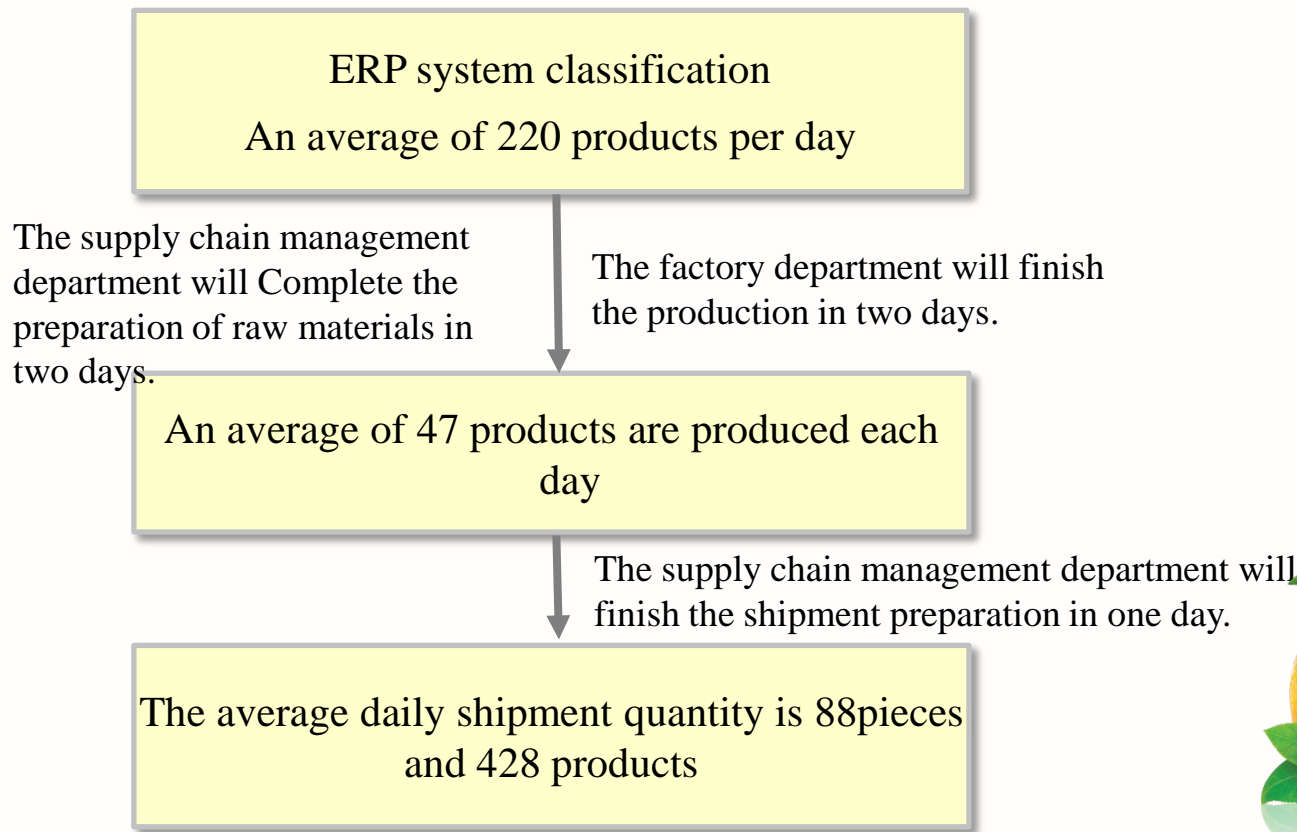
733 new product development cases received by customers and registered by R & D department every year

328 new products finished development every year

5. Core Technology

2018	2019	2020
Upgrading of Microemulsion Technology	Sub-nano grinding technology of powder	Research on plant milk / fermented milk

■ Customization and diversified product structure



Note: the above is the shipment statistics of the Kunshan factory in 2019.

■ High purity and safety production system

1. Lean Manufacturing Plant (Toyota Production System)

- Kanban Management – raising employee's independence, E-Kanban enhancing flexibility
- ERP system analysis – build up standardized quality standards & production management performance indicators
- Establishment of Traceability & Product Resume System by applying barcode technology
- The real-time quantity management of MES is built, and the quality of control and control of production process is improved.
- The product realizes super net filling and aseptic filling, and constantly improves the quality.

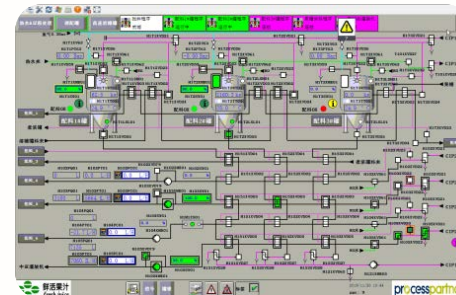


車間	產線	成品	品名	計劃產量	正常產量	待處理量	得率	狀態
30	果粒	8	1509801	600.00	0.00	0.00	0.00	待生?
31	中試	1	1001039	300.00	0.00	0.00	0.00	待生?
32	果粉	2	1102005	600.00	600.00	0.00	0.00	包裝好
33	果粉	2	1102008	1000.00	1001.00	0.00	0.00	包裝好
34	果粉	2	1102012	600.00	600.00	0.00	0.00	包裝好
35	果粉	2	1102025	300.00	300.00	0.00	0.00	包裝好
36	果粉	2	1105102	300.00	301.00	0.00	0.00	包裝好
37	果粉	2	1540502	30.00	30.00	0.00	0.00	包裝好
38	果粒	1	1001242	1000.00	966.00	0.00	0.00	包裝好
39	果粒	4	1001353	1000.00	988.00	0.00	0.00	包裝好
40	果汁	3	1003009	5000.00	4804.80	0.00	0.00	包裝好
41	果汁	5	1405055	600.00	580.00	0.00	0.00	包裝好
42	果汁	5	1405127	2000.00	2000.00	0.00	0.00	包裝好

統計	品項數	44	46
鍋數	109		
成品量	115.3	噸	
半成品量	75.2	噸	
生產進度	43%		
包裝進度	11%		

狀態	數量
包裝中	43090.00
包裝完成	15207.00
生產中	25830.00
生產完成	34702.00

Digital signage



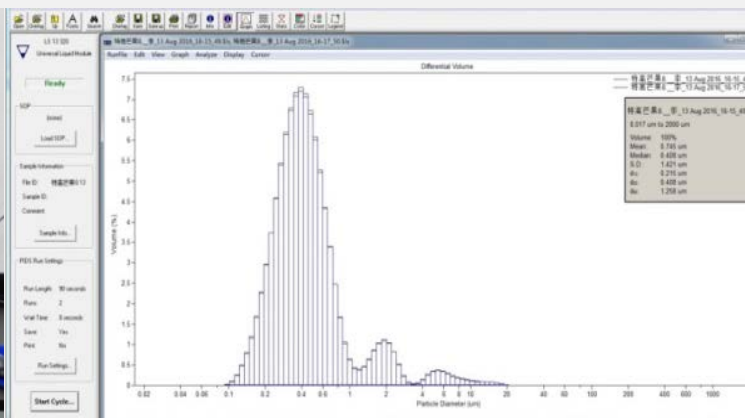
MES real-time online management

2. Set up Laboratory for Food Safety Inspection

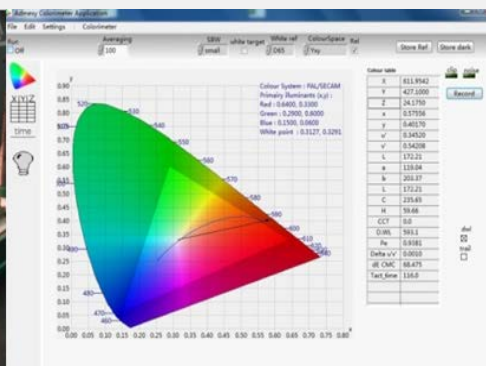
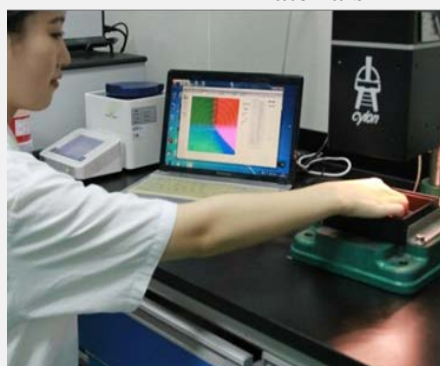
- Self inspection & systemized safety evaluation for products and raw materials



(1) Chromatography chamber – Inspection ingredient for Pesticide residue and auxiliary materials



(2) Particle size distribution instrument – monitoring product's homogeneous status and size allocation



■ Automated Warehouse Systems

- Improve working conditions and accurate marketing.
- Batch management, effective series product resume system and traceability system.
- Improve storage allocation efficiency and real-time dynamic inventory management.



Stereoscopic warehouse shelf



Packaging and transportation of juice area



Packaging and transportation of juice area



Automatic stacking robot

■ Automated Warehouse Systems—Multi - position parallel management



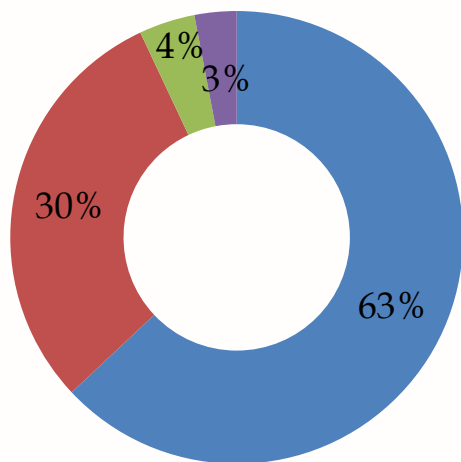
Automatic identification of barcode for storage



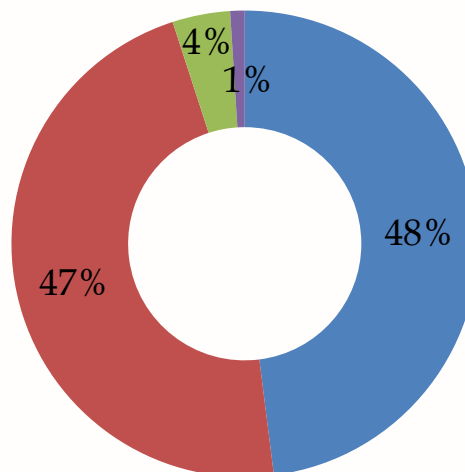
Automatic identification of barcode for stocking

Major Customer Types

2019



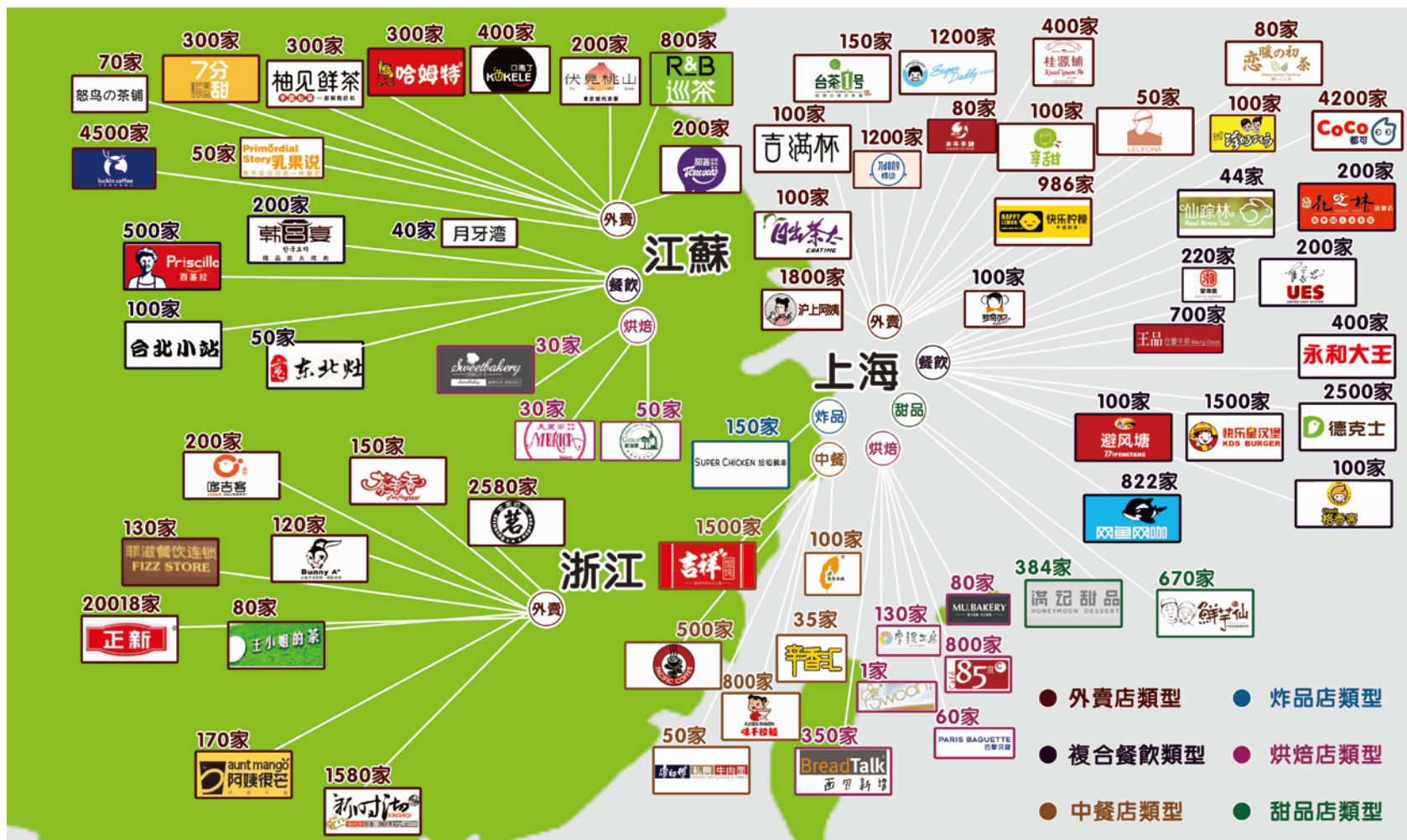
2020H1



- Distributor System customers
- Catering Chain System customers
- Factory System customers
- Juice Dispenser System customers



National Catering Chain System customers



■ Deep cultivation of Factory System customers

1. Food processing plant customer-to-plant certification.



2. With high standards of material selection and raw material supply, it serves well-known domestic brand enterprises in the fields of food processing, such as ice cream enterprises, dairy industry, candy and so on.



■ Distributor customers and local cooperation representative chain catering system customers

1 廣東



2 湖南



4 福建



5 四川



7 重慶



9 北京



3 湖北



6 西北



8 河南



10 東北



11 浙江



12 江蘇



13 江西



14 山東



2020 Technical Exchange & Product Promotion Fair (online and offline)

昆山廠 Kunshan

場次: 11 (鄂湘豫、蘇皖、浙贛)



天津廠 Tianjin

場次: 12 (黑吉遼、冀晉魯、京津蒙、陝青寧新甘)



廣東廠 Guangdong

場次: 13 (閩粵瓊、滇黔桂、川渝藏)

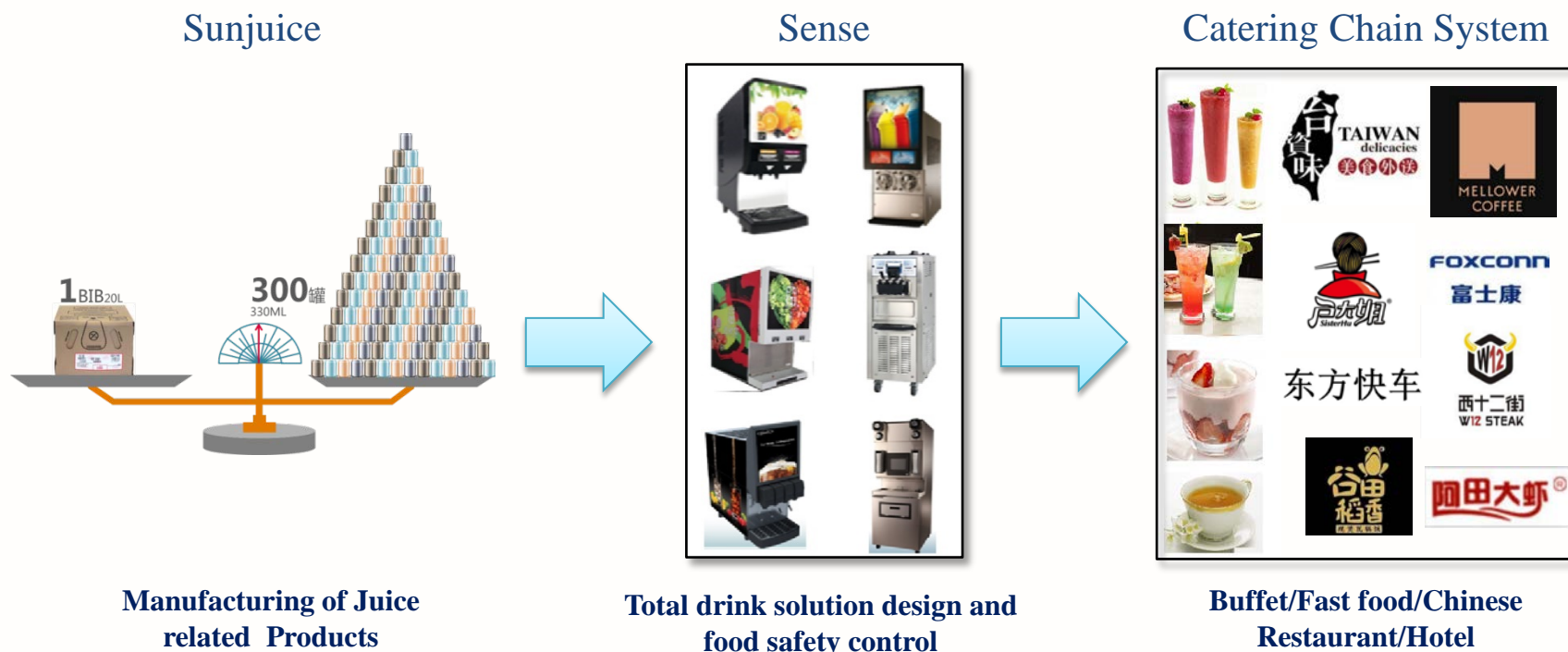


新品技術交流會
New products technical
exchange fair



The promotion conference has completed 11 times in summer, 25 times in winter and 11 will be held soon.

■ Business Model of Shanghai Sense Beverage



- End user protection for food safety issue
- High efficiency in standardization of drinks
- Interactive screen to elevate brand influence by generating higher profits

■ NFC⁺ Juice and Frozen Fruits

Create the supply of natural beverage for customers.

Deep processing of fruit base management, equipment upgrade, production process optimization, transformation of supply chain operation.



■ Whole Soybean utilization

- Elevate traditional soybean milk production process to fully utilize soybean dregs and absorb the nutrition in soybean by human body.
- Zero bean dregs emission : zero hazardous waste water, solvent, waste residue and waste gas, reduce carbon emissions.
- Bi-product soybean hull is processed and upgraded as feed for recycling use.

12 RESPONSIBLE CONSUMPTION AND PRODUCTION



Sustainable development of production mode, reduce resource consumption and improve resource utilization, reduce waste generation.

UN sustainable development goals (SDGs)



Soybean dregs issue

- The amount of soybean residue produced by "traditional way" is more than that of raw material.



- Use bean powder as raw material to make bean products without waste residue discharge.

■ Five connotations of new tea



Beautiful
appearance

A lot of fresh
and healthy
elements

A high sense
of value

Excellent
taste

■ Palate granules



Natural and Healthy


It is made of natural Konjac rubber powder, which contains high dietary fiber and low calorie.

Bouncy and Fun

The palate is Bouncy and can be added to drinks and desserts at will. Fun and value!

Convenient

Heat and freeze resistant, room temperature storage, ready to use in open bag, save time and effort!



富與貴，是人之所欲也，
不以其道得之，不處也。
... 《論語》

永續經營 (CSR)

“Riches and honors are what men desire. If they cannot be obtained in the proper way, they should not be held. Poverty and meanness are what men dislike. If they cannot be avoided in the proper way, they should not be avoided.”

The Analects of Confucius

■ Construct a food safety supply chain

With QR code management from raw materials production, processing, circulation and sales, constructing a real time food safety product resume.



■ Deep farming community blueberry base farm

Integrate the comprehensive and coordinated development of economy, society and environment

- Create value and income for local farmer
- Sightseeing picking
- Improve soil for green ecology plantation
- Environment Protection and original ecology lake
- Circulate agricultural organic fertilize



mulberry

May June



blueberry

June-Aug



yellow peach

July Aug

Aug-Oct



blackberry



white peach



fig

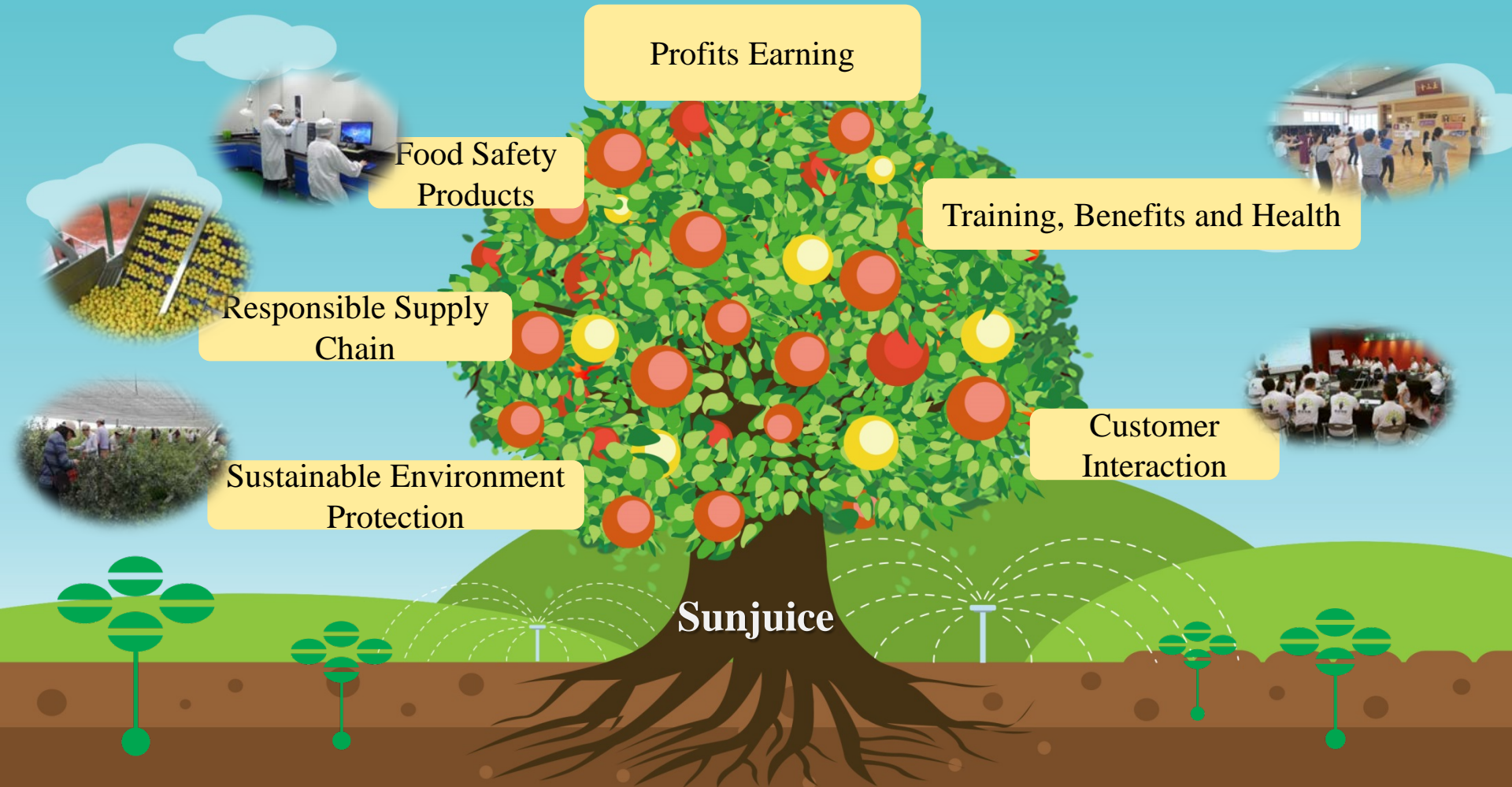


Sustainable development of production mode, reduce resource consumption and improve resource utilization, reduce waste generation.

UN sustainable development goals (SDGs)

VII. Corporate Social Responsibility

Awarded CSR “Corporate Citizenship Award – Little Giant Group” for 6 consecutive years





里仁為美

《論語》

“It is virtuous manners which constitute the excellence of a neighborhood.”

The Analects of Confucius

平安富足

Peaceful & Abundant

36

Thank you for your Listening!

NATURAL

天然

HEALTH

健康

SAFETY

安全

DELICACY

美味

