



股票代號:1256

Environment、Social Responsibility、 Corporate Governance (ESG)

鮮活控股股份有限公司

Sunjuice Holdings Co., Limited

Presenter: Sam Wu, President

Date: 24 November, 2023



- I Company Profile Overview
- 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
- Capacity :
70,000MT/Year
- Group headcount :
1,055 employees

Tianjin

- Land Area : 33,329 m²
- Factory Area : 18,207 m²
- Capacity :
30,000MT/Year

Guangdong

- Land Area : 35,675 m²
- Factory Area : 24,831m²
- Capacity :
30,000MT/Year

(Company Staff as of 31 Oct. 2023)



I. Company Profile Overview—History

- 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.
- 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) .
- Nov 2016 Awarded “Top 100 of Chinese Corporate Social responsibility in Food industry” and “Staff Care Award”
- 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 Co-organized the inauguration ceremony of the “New Chapter for Beverage Retail of the China Beverage Industry Association.”
- Nov 2021 Sunjuice Co., Ltd. is honored with the “Zifeng Award - Growth Enterprise Award” in Jiangsu Province.
- May 2022 “Sunjuice Co., Ltd.” is renamed as “Sunjuice Co., Ltd.”
- May 2023 Jointly hosting the "Chinese Modern Barista Competition" with the China Association of Bakery & Confectionery Industry.





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, palate granules, and fruit powder, etc., mainly supply to Food & Beverage Chain System & Food Processing Company.

Concentrated Juice



Fruit Jam / Pulp



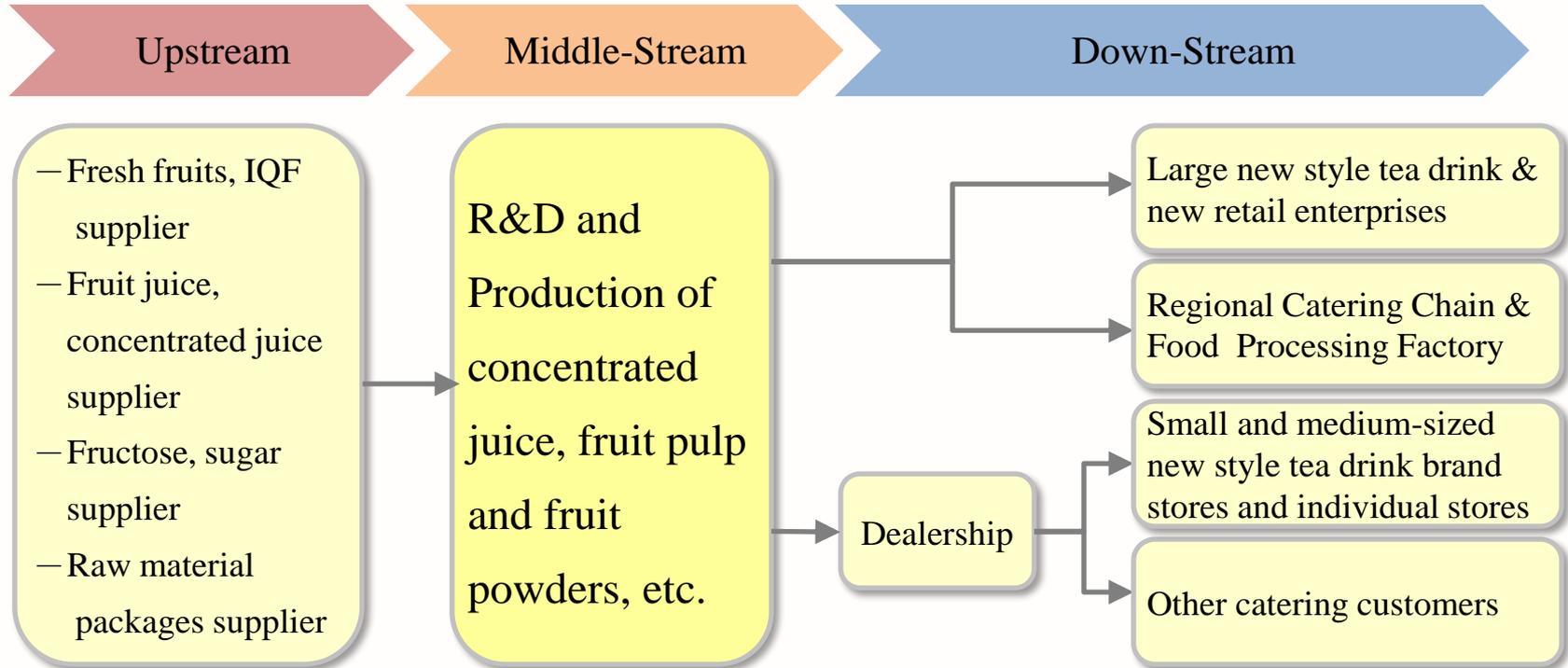
Fruity Powder





I. Company Profile Overview

—Industrial Relations Chart

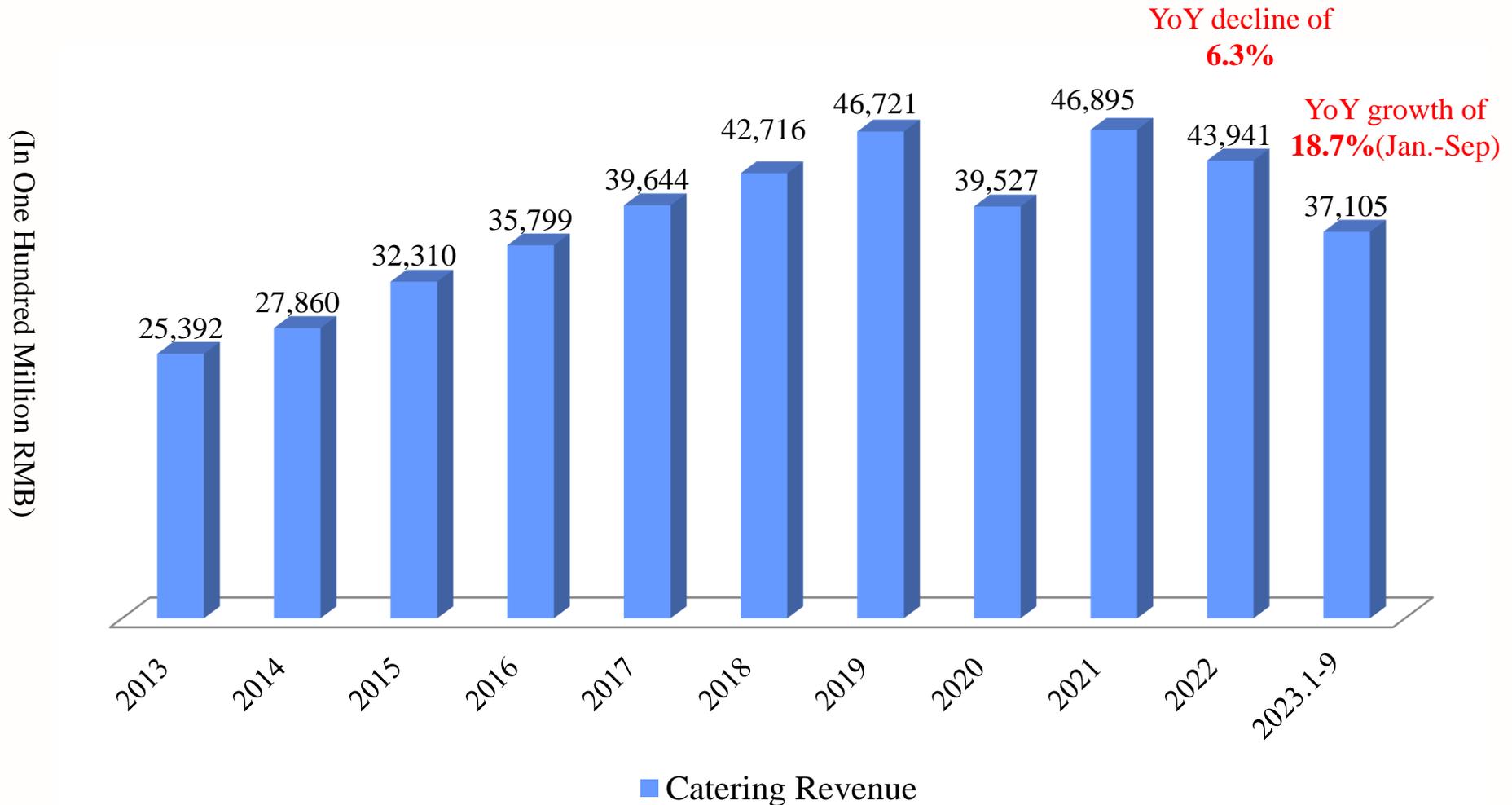


Our company is located in Middle Stream. As a raw materials supplier for non-packed & prepared juice drinks.



II. Catering Industry & Market Overview

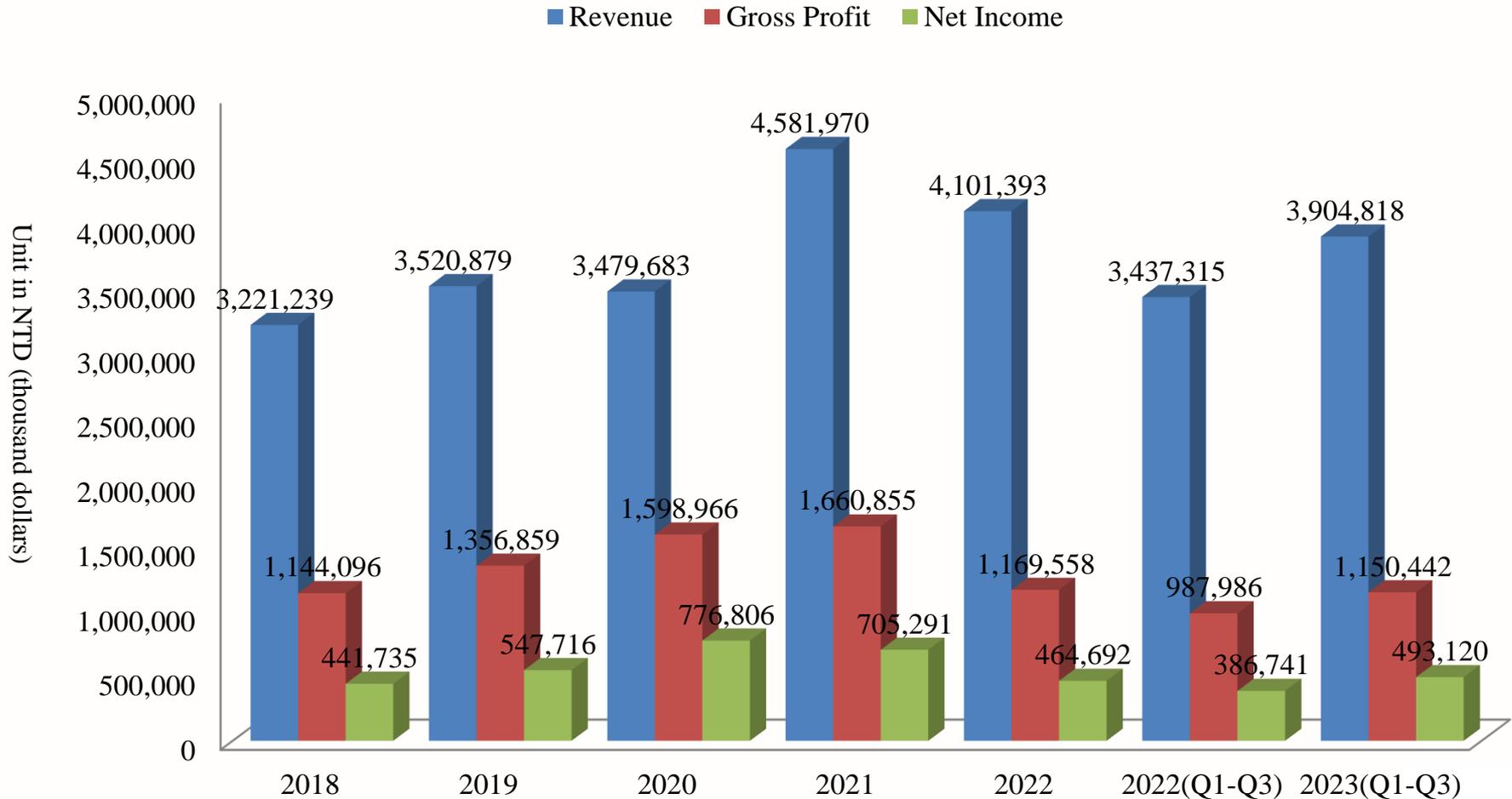
■ Annual Scale Growth of China's Catering Industry





III. Financial Performance

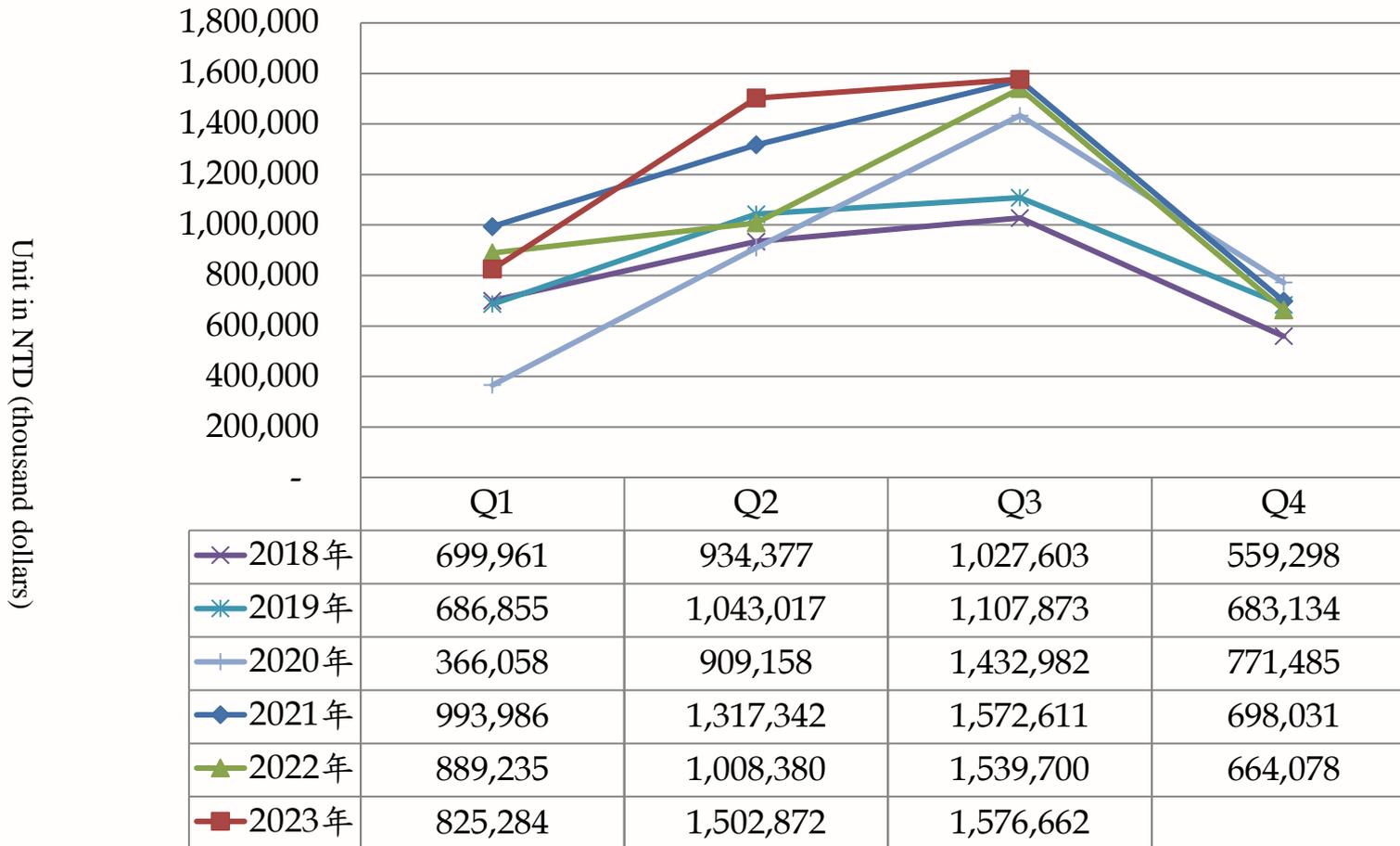
Recent Years' Revenue & Gross Profit & Net Income





III. Financial Performance

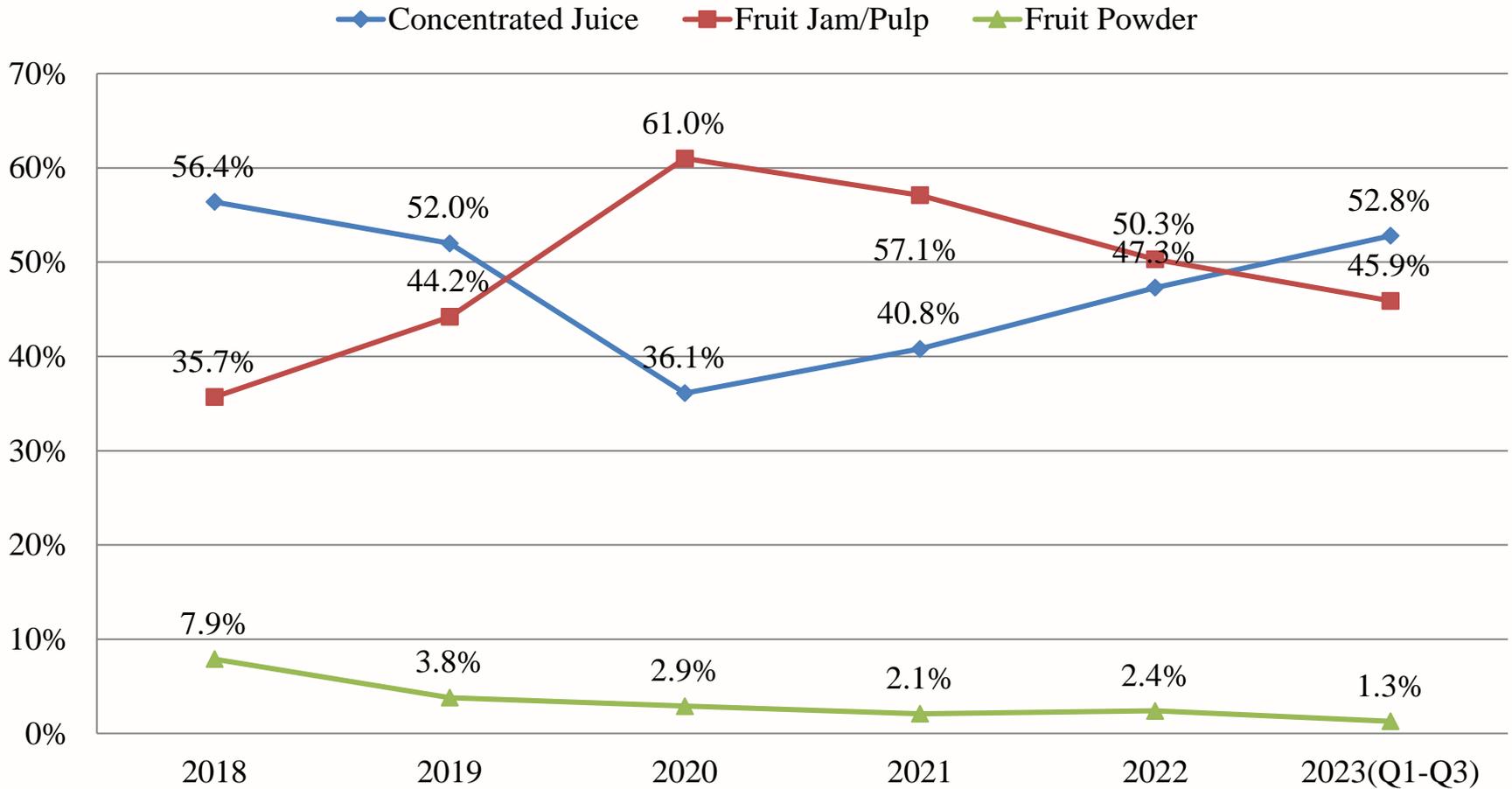
Recent Years' Revenue (Quarterly)





III. Financial Performance

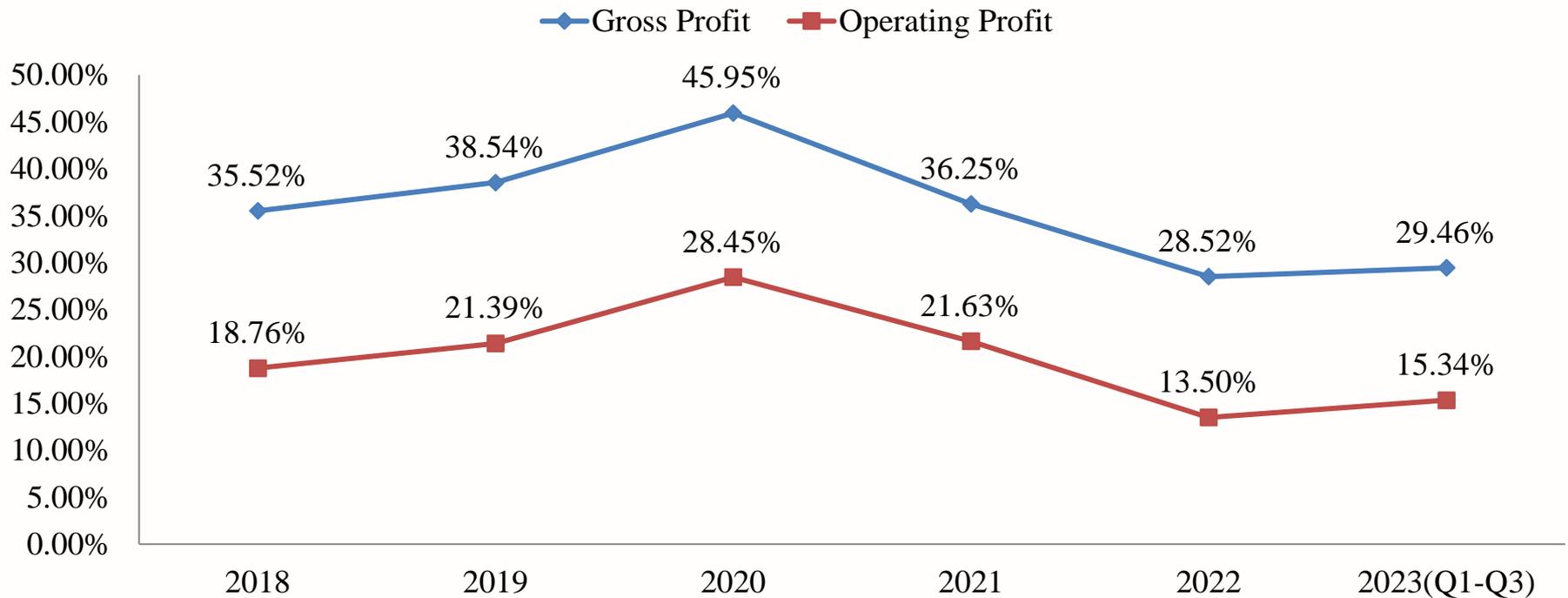
Recent Years' Revenue (Product Category Ratio)





III. Financial Performance

Recent Years' Gross Profit & Operating Profit

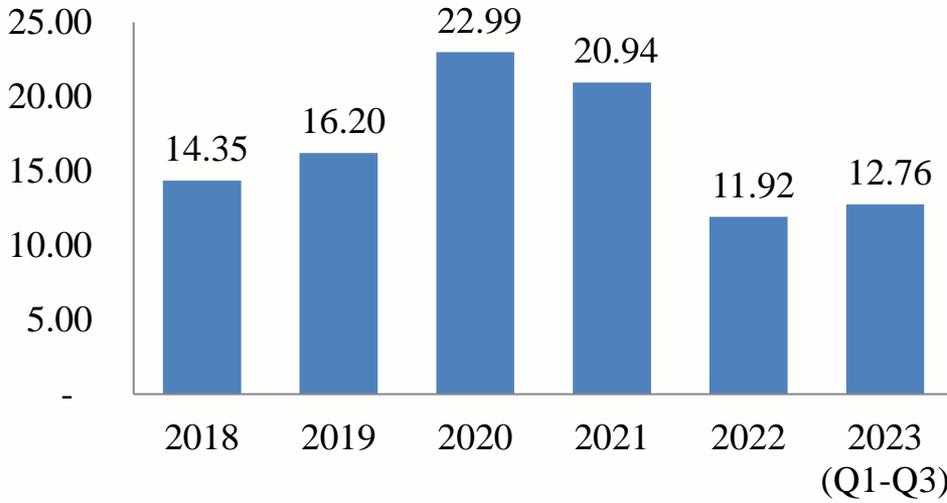




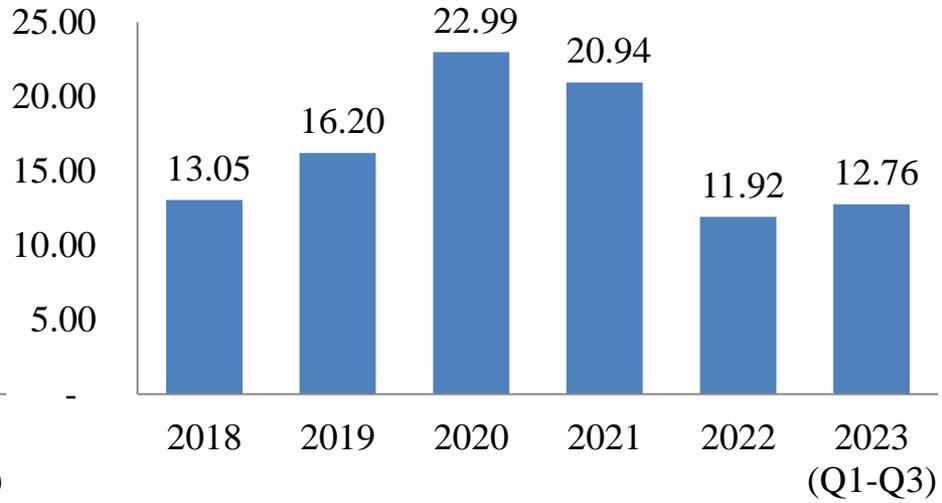
III. Financial Performance

Recent Years' Basic EPS

■ EPS(current year)



■ EPS(retrospective adjustment)



Weighted average number of shares issued for the year

Year	2018	2019	2020	2021	2022	2023 (Q1-Q3)
Number of shares(Thousands of shares)	30,766	33,842	33,842	33,842	33,842	33,842

Weighted average number of issued shares (retrospective adjustment)

Year	2018	2019	2020	2021	2022	2023 (Q1-Q3)
Number of shares(Thousands of shares)	33,842	33,842	33,842	33,842	33,842	33,842



III. Financial Performance

■ Accounts Receivable Analysis & Proportion

With effective accounts receivable control & perfection of client 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	2018	2019	2020	2021	2022	2023 (Q1-Q3)
operating revenue	3,221,239	3,520,879	3,479,683	4,581,970	4,101,393	3,904,818
bad debt ratio	0.05%	0.00%	0.00%	0.00%	0.02%	0.07%

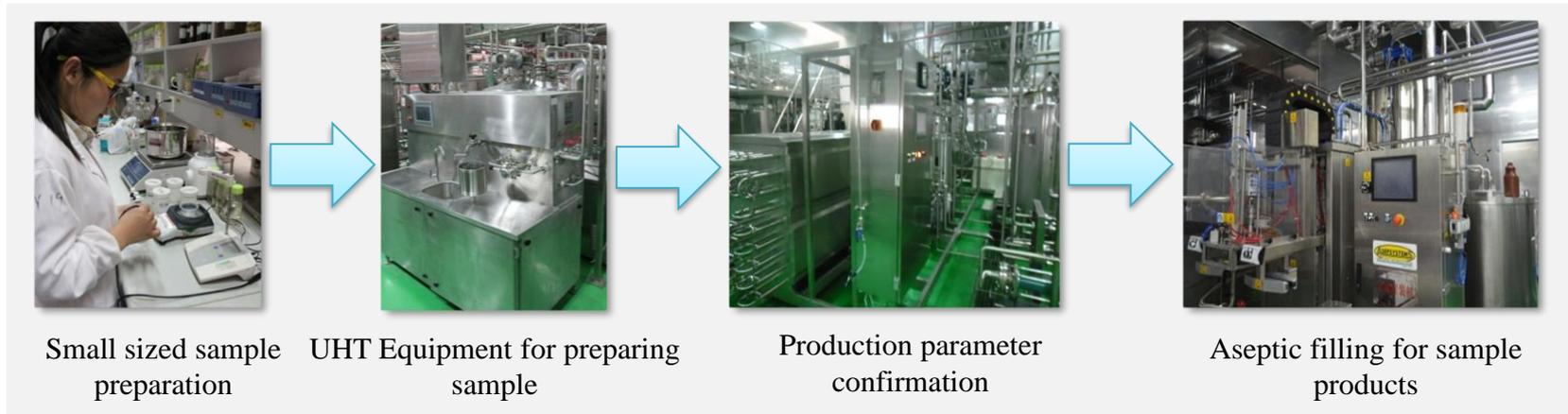




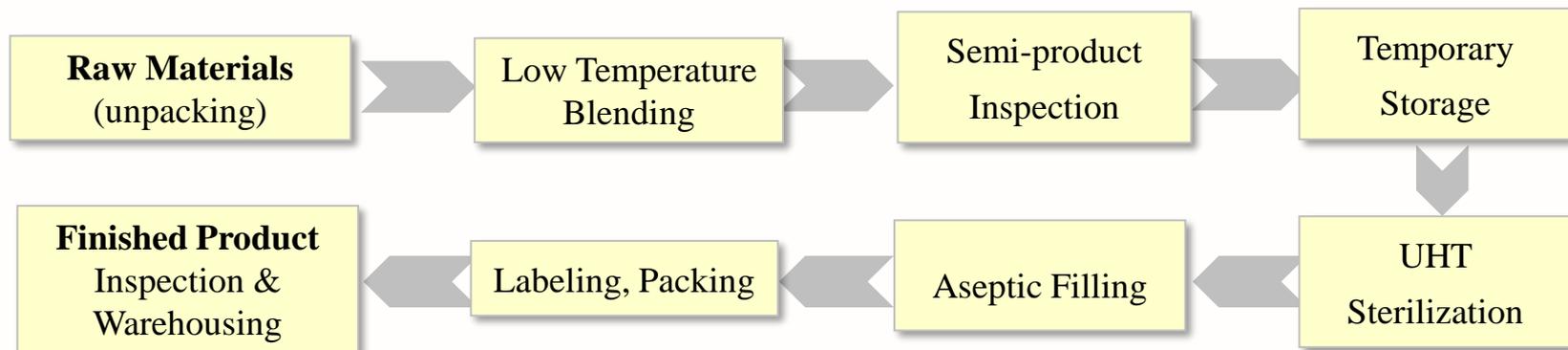
IV. Competitive and Advantages—R&D and Patent

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



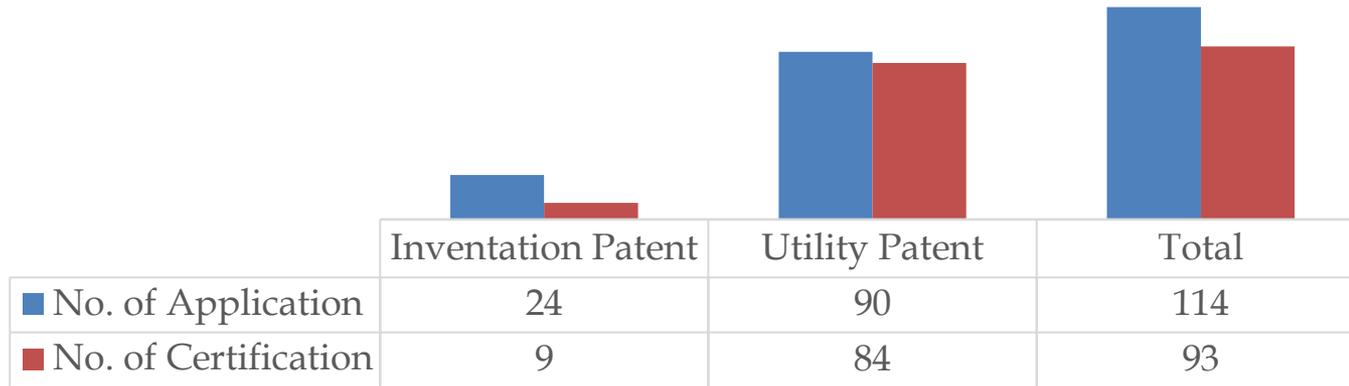
2、Aseptic Filling Standardized Production Process





IV. Competitive and Advantages—R&D and Patent

3. Patent Technology



4. Product Development Results



5. Core Technology

2021	2022	2023
Oat enzymatic hydrolysis technology	Research of water-soluble pigment homeostasis	Research on shaped palate granules



IV. Competitive and Advantages—Production System

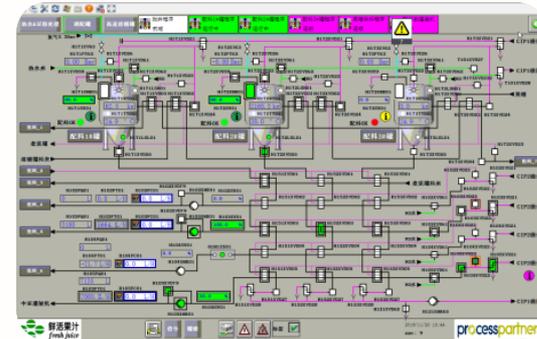
■ Lean Manufacturing Plant (Toyota Production System)

- 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	維他命維他命	600.00	0.00	0.00	0.00	待生?
31	中試 1	1001039	維他命維他命	300.00	0.00	0.00	0.00	待生?
32	果粉 2	1102005	維他命維他命	600.00	600.00	0.00	100%	包裝?
33	果粉 2	1102008	維他命維他命	1000.00	1001.00	0.00	100%	包裝?
34	果粉 2	1102012	維他命維他命	600.00	600.00	0.00	100%	包裝?
35	果粉 2	1102025	維他命維他命	300.00	300.00	0.00	100%	包裝?
36	果粉 2	1105102	維他命維他命	300.00	301.00	0.00	100%	包裝?
37	果粉 2	1540502	維他命維他命	30.00	30.00	0.00	100%	包裝?
38	果粒 1	1001242	維他命維他命	1000.00	966.00	0.00	96.6%	包裝?
39	果粒 4	1001353	維他命維他命	1000.00	988.00	0.00	98.8%	包裝?
40	果汁 3	1003009	維他命維他命	5000.00	4804.80	0.00	96.09%	包裝?
41	果汁 5	1405055	維他命維他命	600.00	580.00	0.00	96.67%	包裝?
42	果汁 5	1405127	維他命維他命	2000.00	2000.00	0.00	100%	包裝?

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



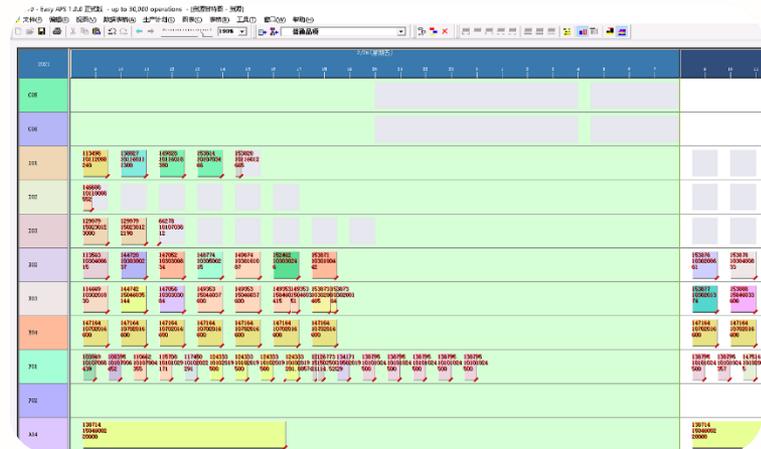
IV. Competitive and Advantages—Production System

■ APS(Advanced Planning and Scheduling)

- Precise production scheduling; Connect SAP system and WMS system in series.
- Realize real-time synchronization of scheduling, production and storage, improve delivery timeliness and management efficiency.

车间	产线	料号	品名	净重	计划量	已生产量	已入库存	得率	状态	开工时间	完工时间
1	果汁	3 10101006	3kg特高枝饮料浓	3.00	1666	1640	1640	98.44	已完工	09:01:44	11:01:30
2	果汁	8 15028005	2.1kg特调金桔味	2.10	476	468	468	98.32	已完工	10:48:58	13:01:16
3	果汁	8 15046018	980mlR柠檬糖	1.28	781	768	768	98.34	已完工	08:59:07	10:35:57
4	果汁	8 15159002	2.2kg草莓冰棒	2.20	227	0	0	0.00	已完工	08:41:54	08:52:26
5	果粒	1 10201012	1.2kg优果C山楂	1.20	833	816	816	97.96	已完工	08:55:27	10:35:01
6	果粒	1 10201031	1.1kg优果C茉莉	1.10	909	900	864	99.01	已完工	10:48:33	13:12:47
7	果粒	2 15371003	1.2kg特调百香果	1.20	5000	4956	4956	99.12	已完工	22:22:30	07:00:08
8	果汁	2 15046024	6kgRB调味糖浆	6.00	3750	1280	1280	34.13	装箱中	08:36:29	
9	果汁	3 15028012	2.1kg特调黑糖糖	2.10	1904	0	0	0.00	装箱中	13:06:49	
10	果汁	7 10503001	1.25kg黑糖糖浆	1.25	3200	624	624	19.50	装箱中	10:42:49	
11	果粒	2 15371003	1.2kg特调百香果	1.20	6666	648	648	9.72	装箱中	07:19:20	
12	果粒	3 15046038	1kgRB芒果果酱	1.00	2000	984	984	49.20	装箱中	08:51:01	
13	果粒	5 15046010	1kgRB百香果果酱	1.00	6000	1620	1620	27.00	装箱中	09:08:50	
14	果粒	7 15371004	500g特调冷冻浆	0.50	15000	120	0	0.80	装箱中	12:13:50	
15	果粒	9 15023005	950g速冻紫薯果	0.95	6504	1704	1704	26.20	装箱中	08:55:15	
16	果粉	2 10702002	13.44kg果冻粉F	13.44	401	378	168	94.26	装箱中	08:12:15	
17	Q果	1 10401017	2kg原味星球XHE	2.00	4000	1520	1520	38.00	装箱中	08:46:09	
18	Q果	2 15111001	2kg原味星球XHE	2.00	5000	0	0	0.00	装箱中	08:57:39	
19	果汁	3 10101012	3kg特高枝饮料浓	3.00	833	0	0	0.00	未开工		
20	果汁	5 10112003	20kg水蜜桃饮料	20.00	200	0	0	0.00	未开工		
21	果汁	5 10112009	20kg柚子饮料浓	20.00	30	0	0	0.00	未开工		

Real-time tracking of production status to improve management performance



Production scheduling diagram to achieve accurate scheduling



IV. Competitive and Advantages—Production System

■ The Food Safety Laboratory

- Self inspection & systemized safety evaluation for products and raw materials .
- Establish the quality and safety management system, formulate the standard detection index.



gas chromatograph-mass spectrometer

Used to detect pesticide residues, essence and spices; At the same time, formulate Standard diagram



Particle Size Distribution Analyzer

The particle size of the product is controlled within a certain range to ensure the stability of the product



Ultraviolet spectrophotometer

Detection of color value, chromaticity, absorption, transmittance



Refractometer

Detection of refractive index and sugar content



IV. Competitive and Advantages—Production System

■ Automated Warehouse Systems

- 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 fruit pulp area



Packaging and transportation of concentrated juice area



Automatic palletizer



IV. Competitive and Advantages—Production System

■ Automated Warehouse Systems—Multi - position parallel management



Automatic display of cold storage warehousing information



Automatic barcode identification and warehousing



Automatic identification of barcode for storage



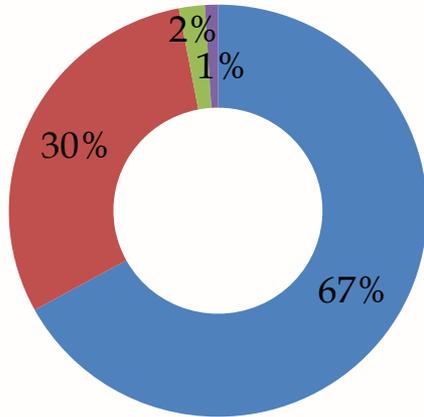
Automatic identification of barcode for stocking



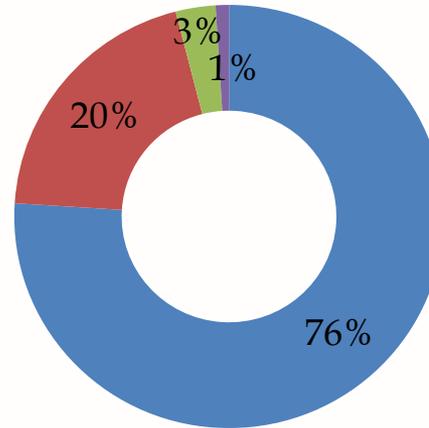
IV. Competitive and Advantages—Distribution System

Major Customer Types

2022



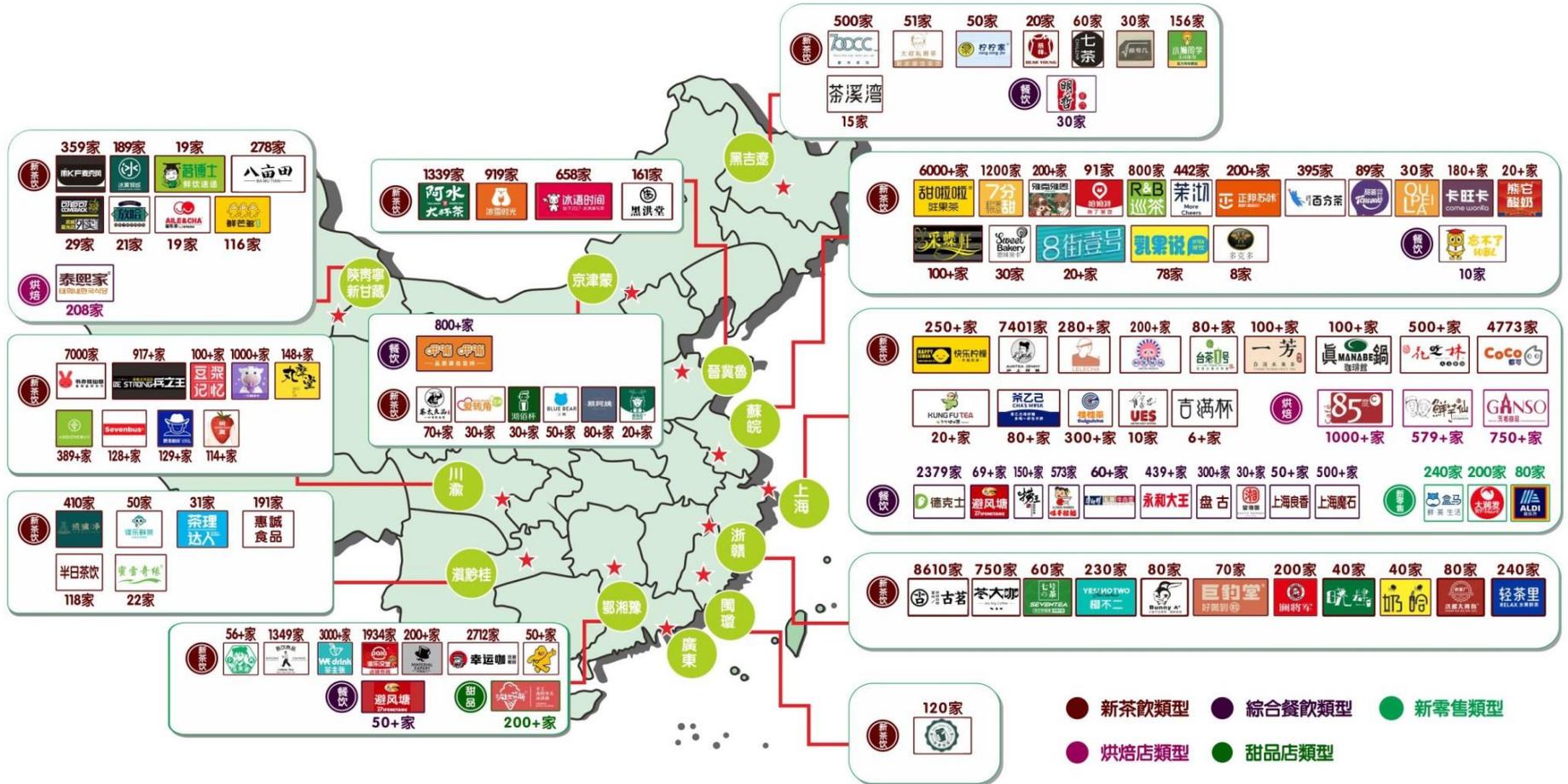
2023(Q1-Q3)



- Catering chain system customers
- Distributor system customers
- Factory system customers
- Other



■ National Catering Chain System Customers





V. Business Report—Factory 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.





V. Business Report—Distributor Customers

■ Distributor Customers and Local Cooperation Representative Chain Catering System Customers

川渝

(82+家)
 (1175+家)
 (200家)

滇黔桂

(149家)
 (42家)
 (97家)
 (25家)
 (38家)

(26家)
 (40家)
 (10家)
 (46家)

廣東

(1410家)
 (2471家)
 (16家)
 (22家)
 (71家)
 (85家)
 (50家)
 (117家)
 (125家)
 (142家)
 (295家)
 (56家)

(2669家)
 (290家)
 (43家)
 (221家)
 (1370家)
 (148家)
 (50家)
 (646家)
 (316家)
 (62家)

(98家)
 (58家)
 (392家)
 (283家)
 (75家)
 (95家)
 (51家)
 (449家)
 (147家)
 (232家)

陝青寧新甘藏



黑吉遼

(8家)

京津蒙

(47家)
 (800+家)
 (100+家)
 (17家)
 (45家)
 (150家)
 (25家)
 (36家)

蘇皖

(30+家)
 (260+家)
 (20+家)
 (20+家)
 (500+家)
 (20+家)
 (100+家)

(10+家)
 (12+家)
 (30家)
 (10+家)
 (10家)
 (15+家)
 (20+家)

上海

(9832家)
 (3200家)
 (40+家)

鄂湘豫

(1200+家)
 (200+家)
 (600+家)

晉冀魯

(289家)
 (34家)
 (79家)

浙贛

(400家)
 (810家)
 (220家)
 (120家)
 (230家)
 (30家)
 (100家)
 (140家)
 (120家)

閩瓊

(500家)
 (60家)
 (80家)
 (110家)
 (20家)
 (20家)
 (200家)



VI. Future Development Strategy

—Upgrading of product value chain

■ Production and R&D of Fruit Upstream

Located in Baise, Guangxi (Leased plant, with an annual capacity of 6,000 tons), with mango as the core, it integrates high-quality resources from all over the country and introduces high-quality overseas raw materials. Develop the initial processing of characteristic fruits and grasp the market demand of new style tea drink. Fully develop the whole fruit industry chain of "from field to cup" to provide more natural, healthy, safe and delicious fruit materials for the new style tea drink industry.



Baise Mango Base



Baise Mango Base



Chilled Mango Sago Cream
with Pomelo

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

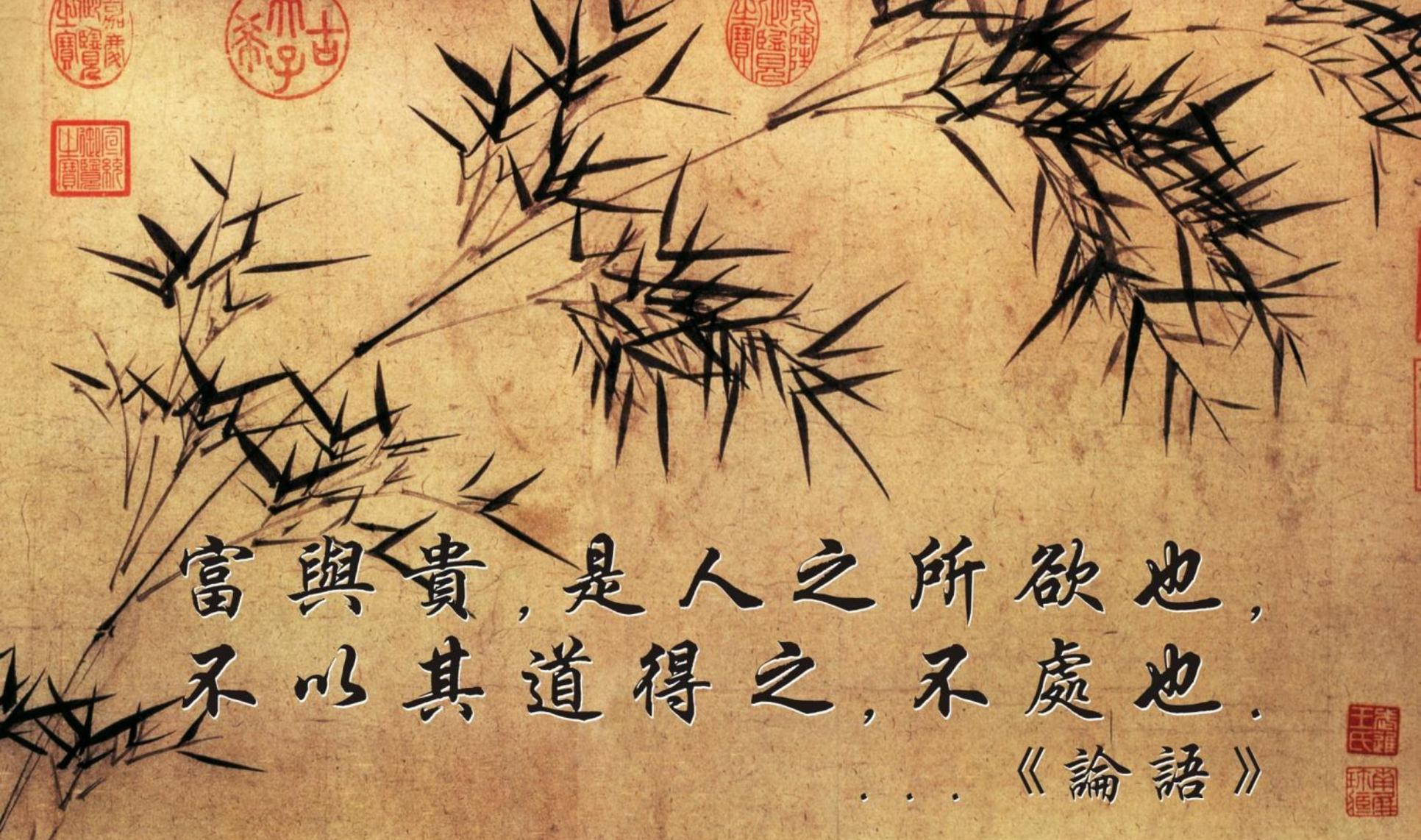
It is made of natural Konjac rubber powder, which contains high dietary fiber and low calorie.

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 (ESG)

“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.”

■ Construct a Safer Food Supply Chain

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





VII. Environment 、 Social Responsibility 、 Corporate Governance (ESG)

Employee Stability

Employee Welfare

Transparent management of the restaurant, festival gifts and activities, family visits, English class/Kendo class/day-care/scholarship for employees' children.

Employee Cultivation

New employees and professional skills training, on-the-job learning of reserve cadres , educational background upgrade education, and building a continuous learning environment for all staff.

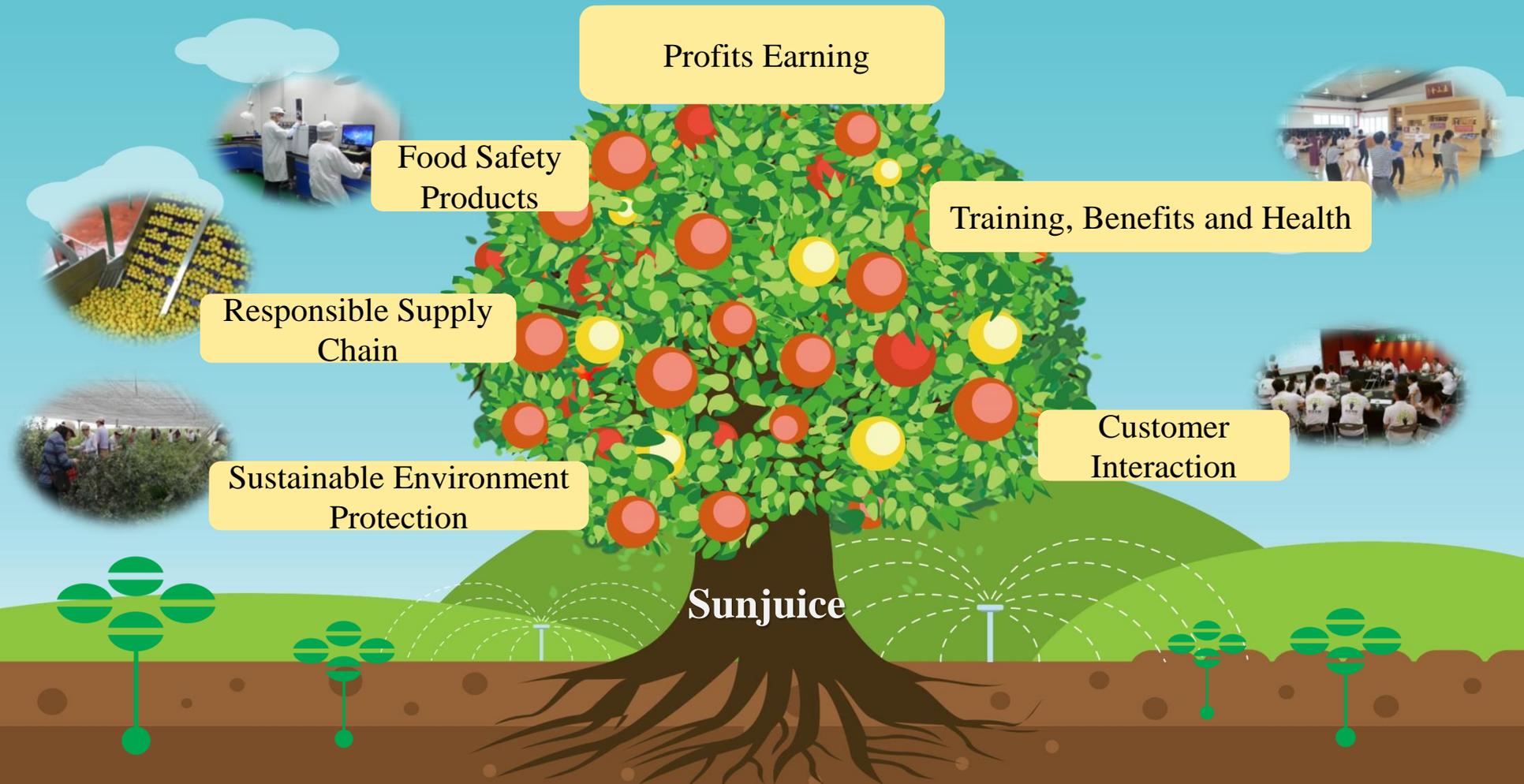
Safe working environment

Introduce standardization of safety production, implement safety production training, and eliminate potential safety hazards.

Care for and maintain employees' health

Kendo and morning exercises ; various sports competitions; regular health check-ups.







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

Thank you for your Listening!

NATURAL

天然

HEALTH

健康

SAFETY

安全

DELICACY

美味

