



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, Director

Date: 9 December, 2022





Presentation Agenda

- I Company Profile Overview
- II Catering Industry & Market Overview
- III Financial Performance
- IV Competitive and Advantages
- V Business Report
- VI Future Development Strategy
- VII Environment 、 Social Responsibility 、 Corporate Governance (ESG)





I. Company Profile Overview—Factory Fact



Kunshan

- Land Area : 32,636 m²
- Factory Area : 45,806 m²
- Capacity :
70,000MT/Year
- Group headcount : 966 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. 2022)



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.
- 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”
- 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.”
- Aug 2020 Awarded for CSR “Corporate Citizenship Award – Little Giant Group” by Taiwan Common Wealth Magazine for six consecutive years.
- 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.”





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 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



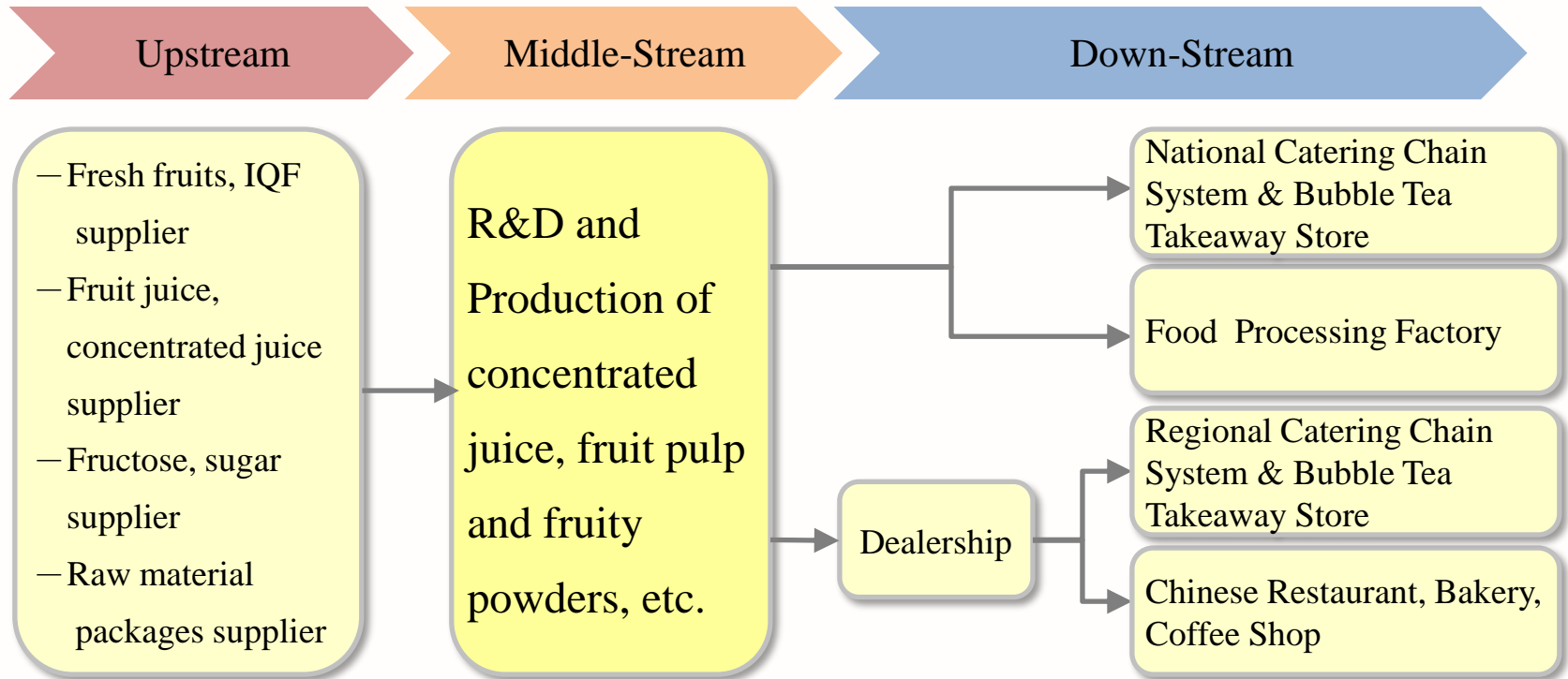
三、果粉類產品 Fruity Powder





I. Company Profile Overview

—Industrial Relations Chart

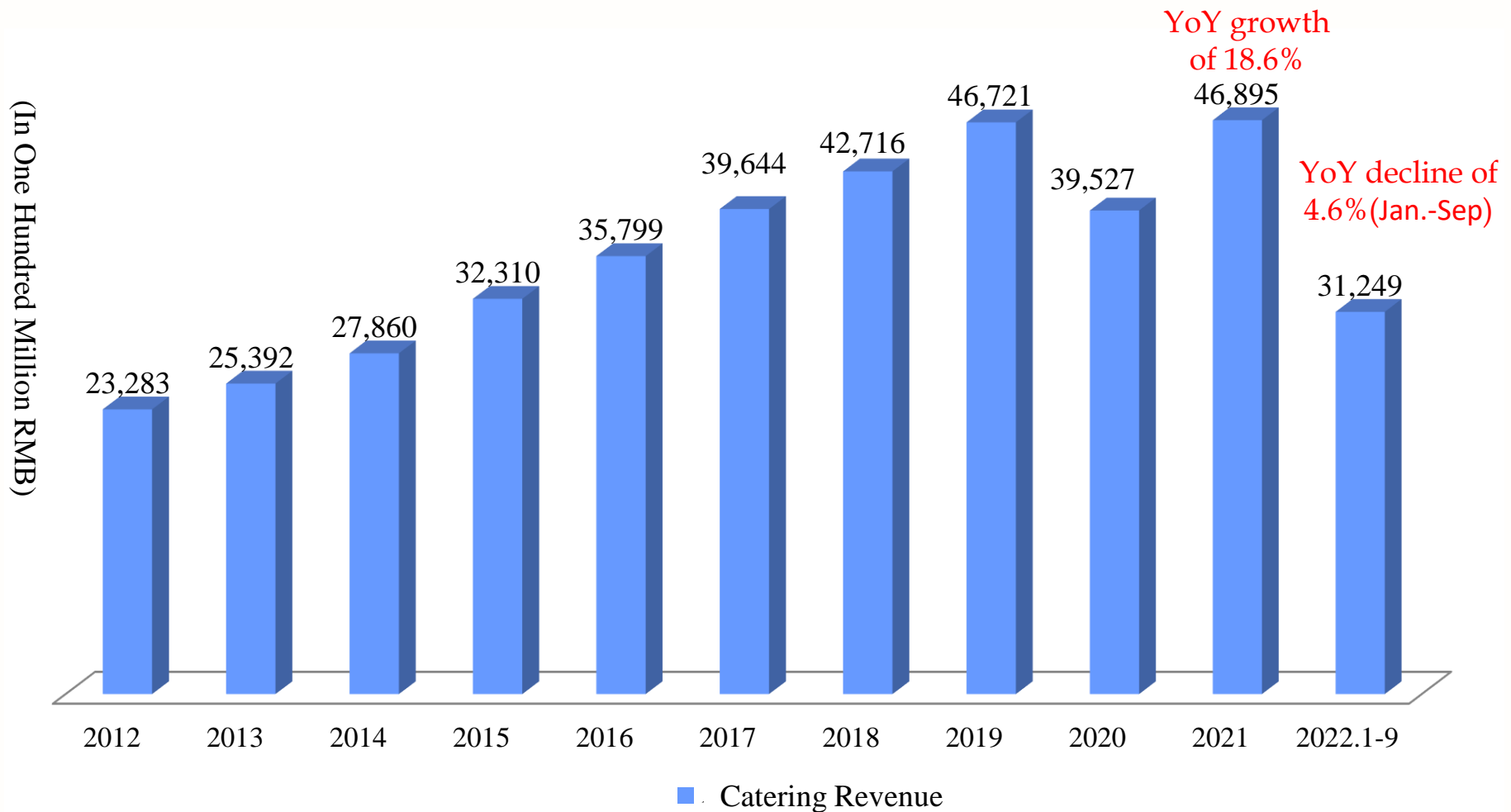


Our company is located in Middle Stream. As a raw materials supplier for non-packed & prepared juice drinks other than packed juice drink for end consumer market.



II. Catering Industry & Market Overview

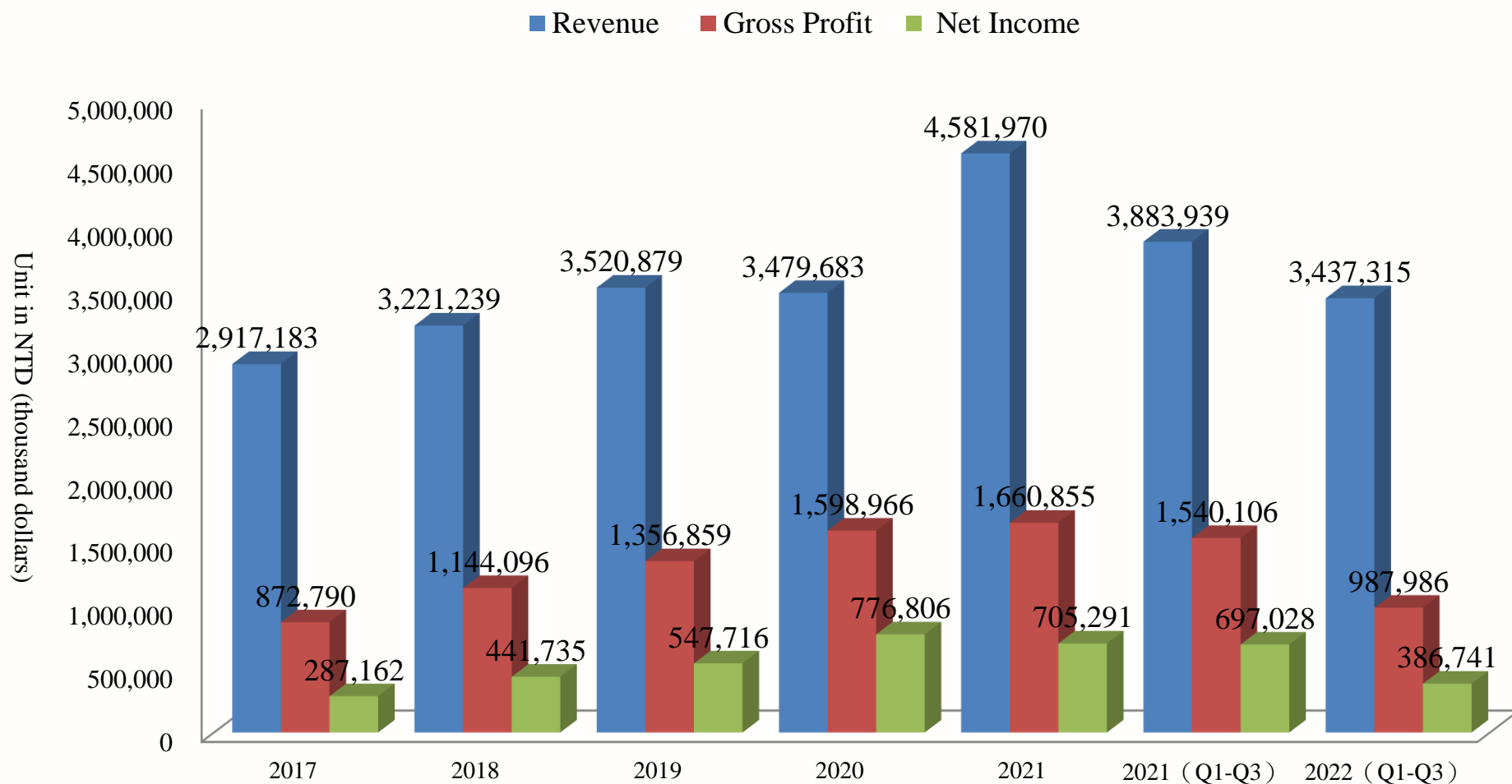
■ Annual Scale Growth of China's Catering Industry





III. Financial Performance

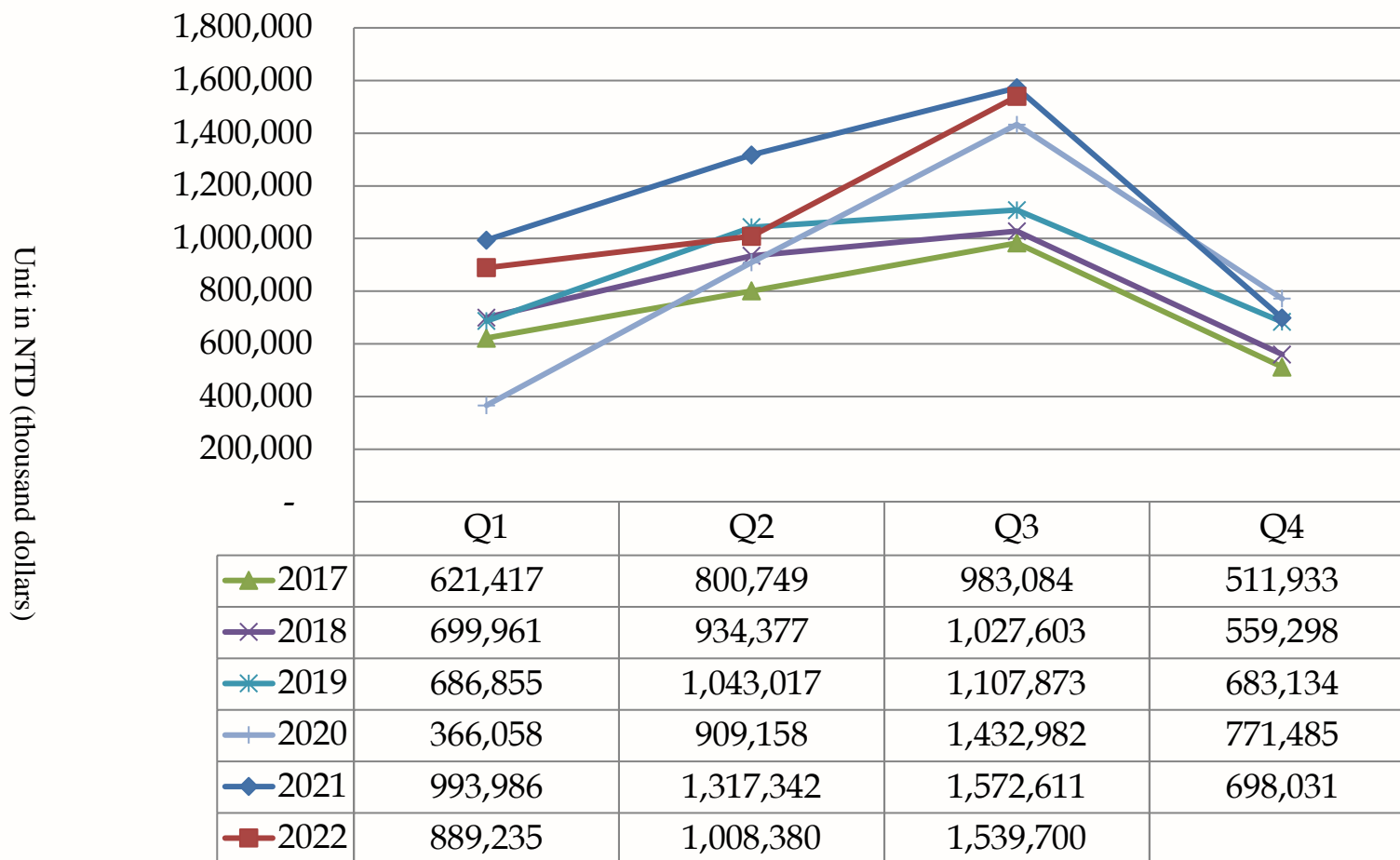
Recent Years' Revenue & Gross Profit & Net Income





III. Financial Performance

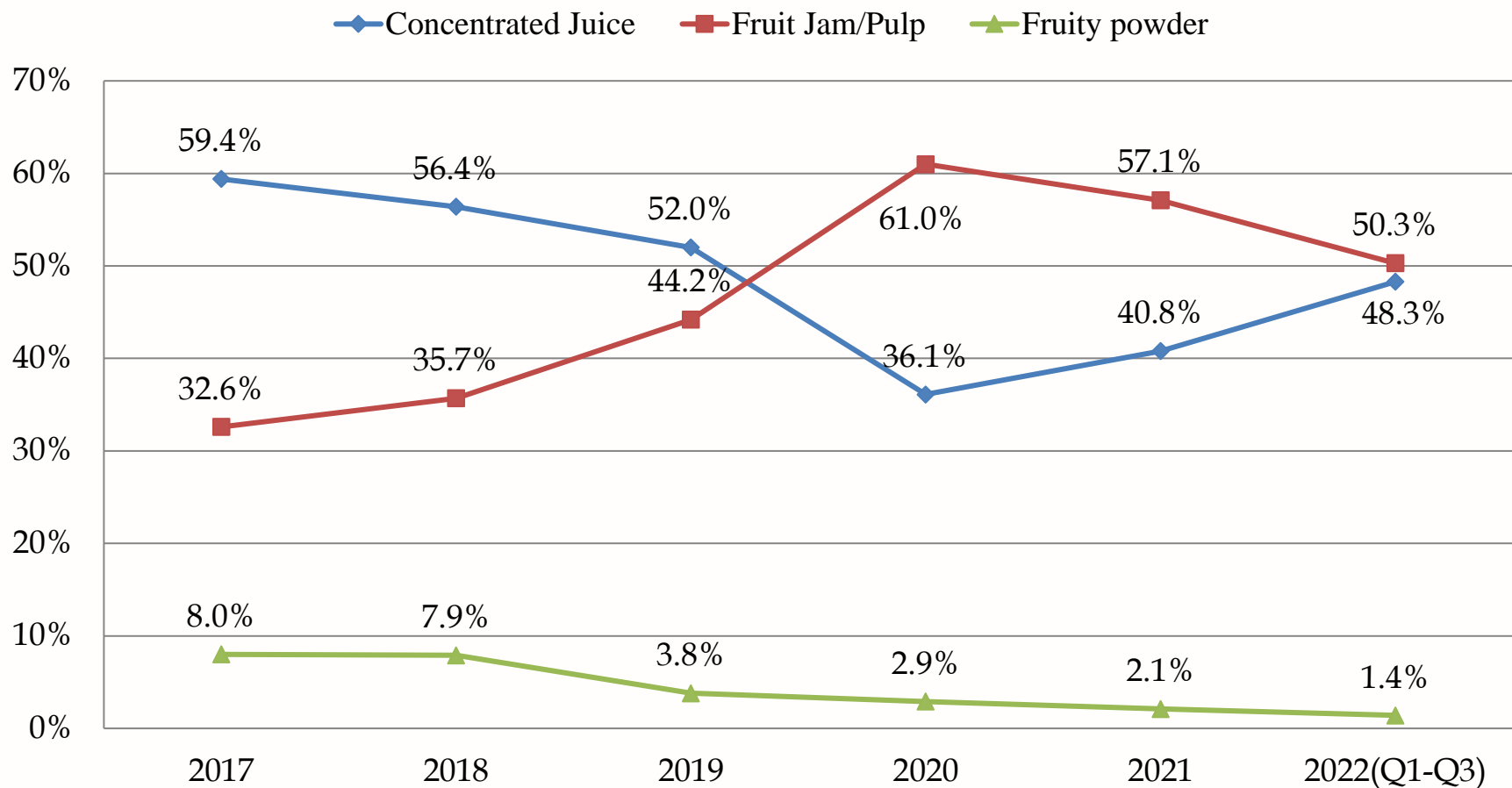
Recent Years' Revenue (Quarterly)





III. Financial Performance

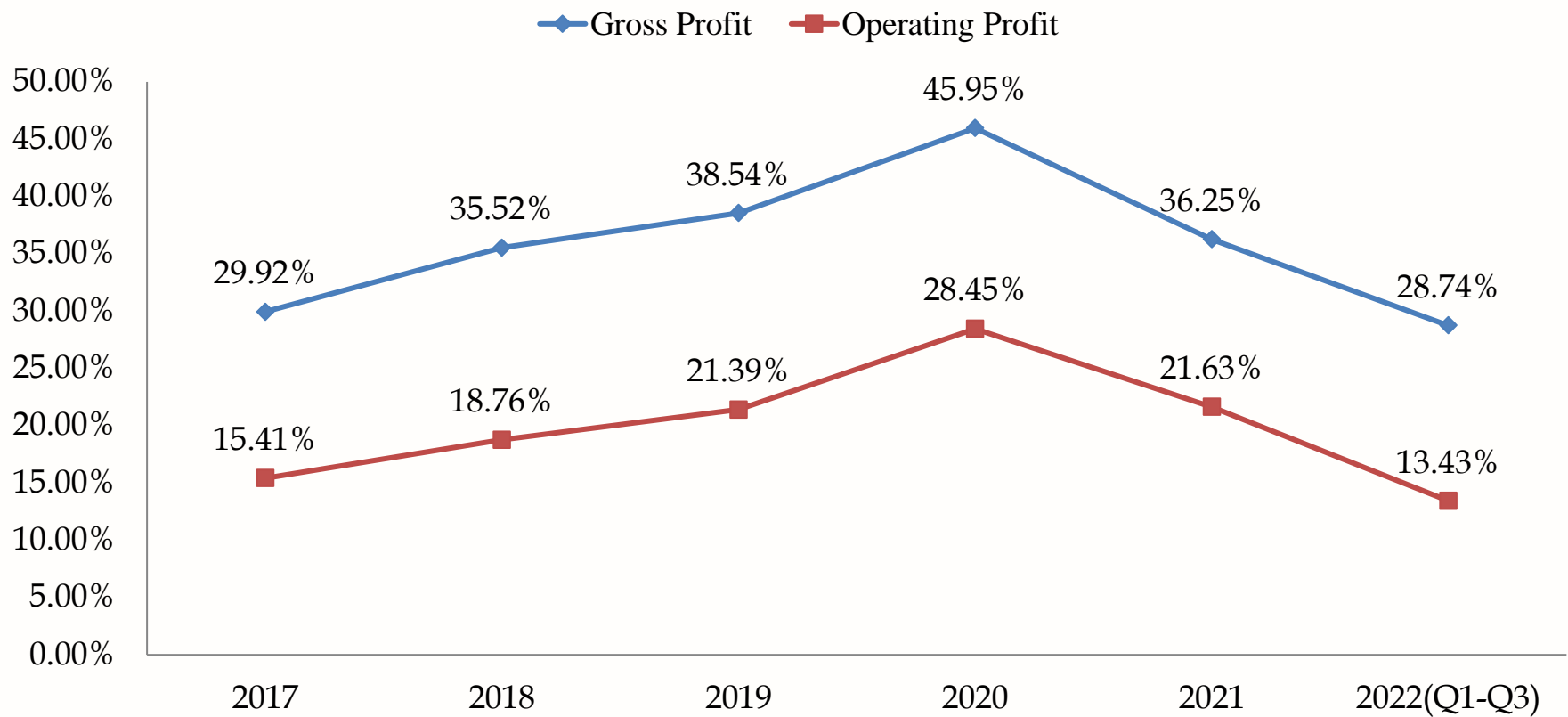
Recent Years' Revenue (Product Category Ratio)





III. Financial Performance

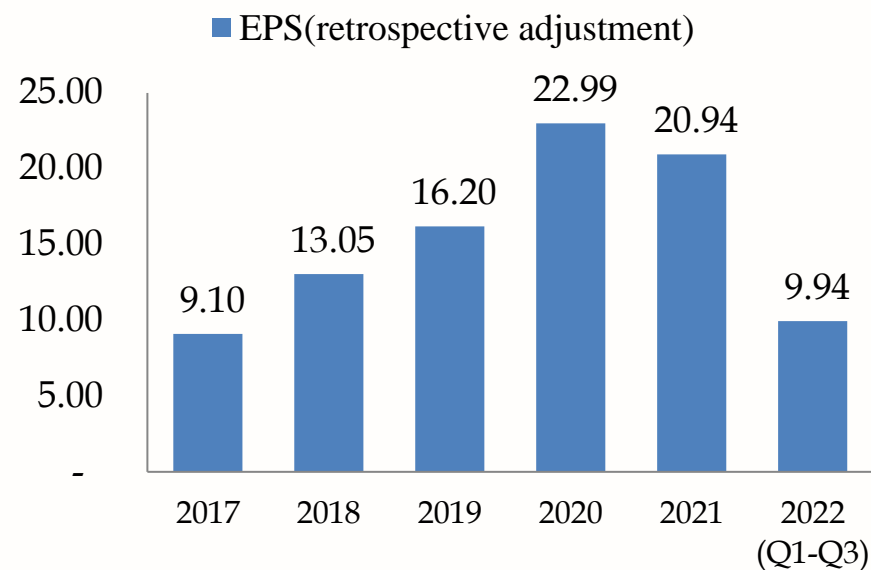
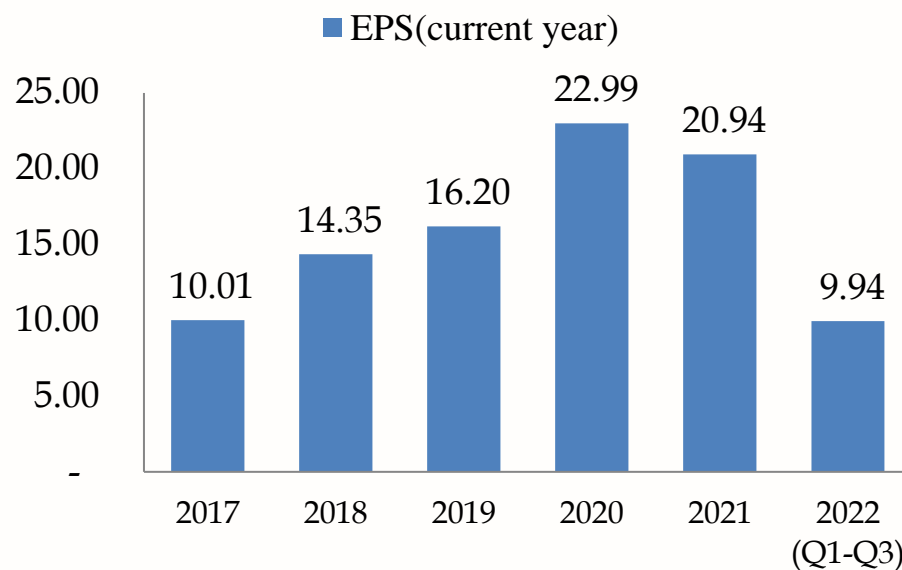
Recent Years' Gross Profit & Operating Profit





III. Financial Performance

Recent Years' Basic EPS



Weighted average number of shares issued for the year						
Year	2017	2018	2019	2020	2021	2022 (Q1-Q3)
Number of shares(Thousands of shares)	28,645	30,766	33,842	33,842	33,842	33,842

Weighted average number of issued shares (retrospective adjustment)						
Year	2017	2018	2019	2020	2021	2022 (Q1-Q3)
Number of shares(Thousands of shares)	31,509	33,842	33,842	33,842	33,842	33,842



III. Financial Performance

■ 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.

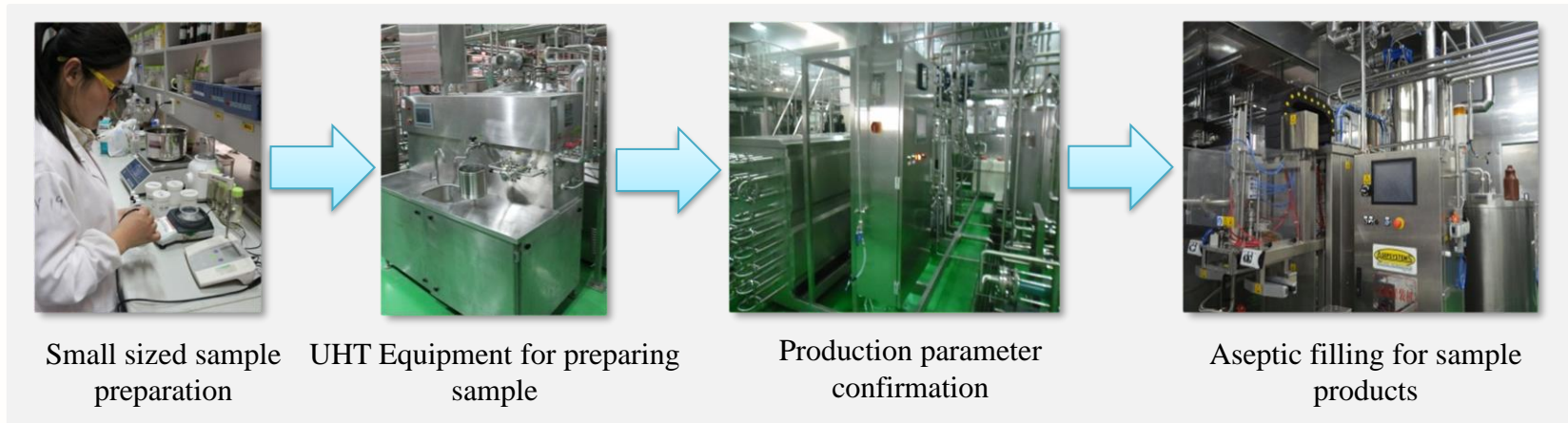
Unit in NTD (thousand dollars)

Item	2017	2018	2019	2020	2021	2022 (Q1-Q3)
operating revenue	2,917,183	3,221,239	3,520,879	3,479,683	4,581,970	3,437,315
bad debt ratio	0.01%	0.05%	0.00%	0.00%	0.00%	0.00%

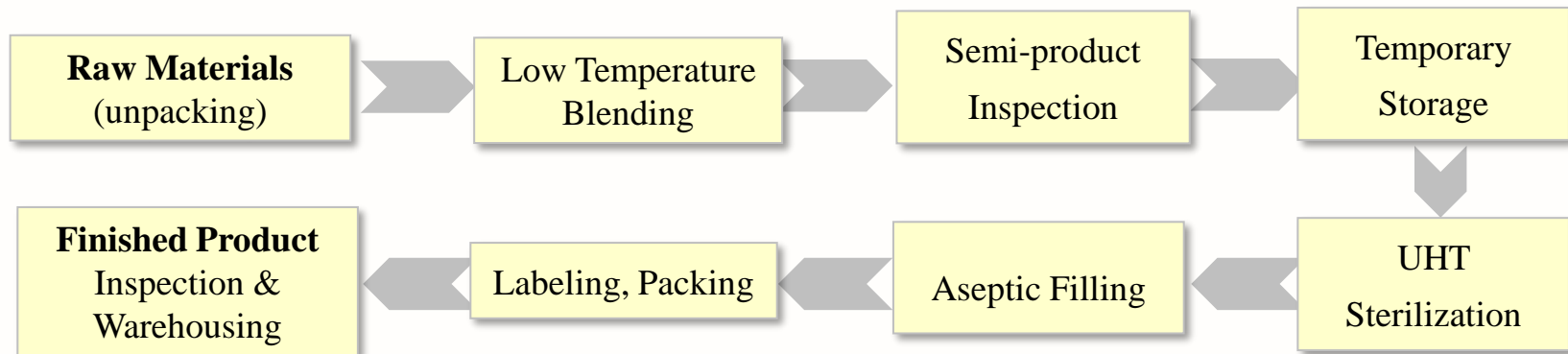


■ Research and Development Innovation Ability and Patented Technology

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



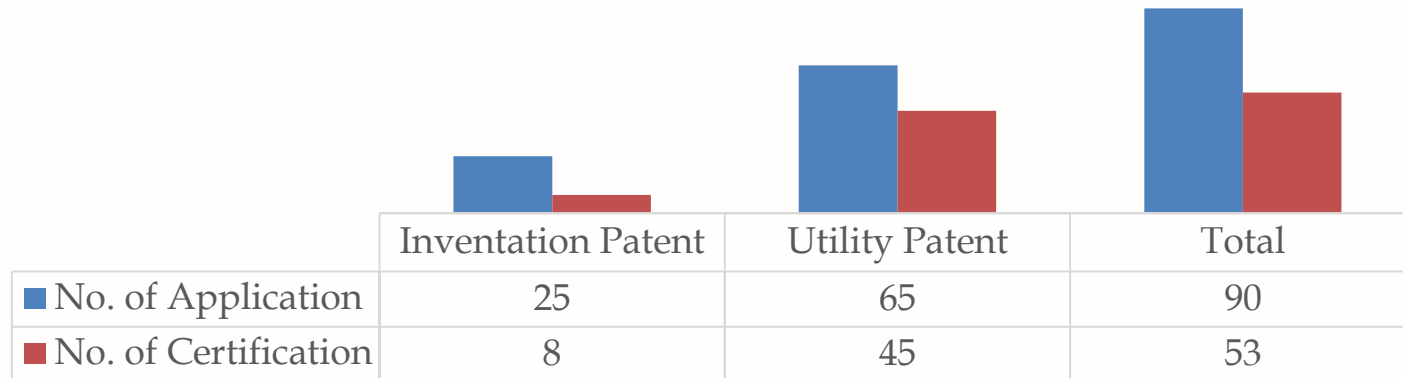
2、Aseptic Filling Standardized Production Process





IV. Competitive and Advantages—R&D and Patent

3. Patent Technology



4. Product Development Results

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

281 new products finished development every year

5. Core Technology

2020	2021	2022
Research on plant milk / fermented milk	Oat enzymatic hydrolysis technology	Research of water-soluble pigment homeostasis

■ 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.

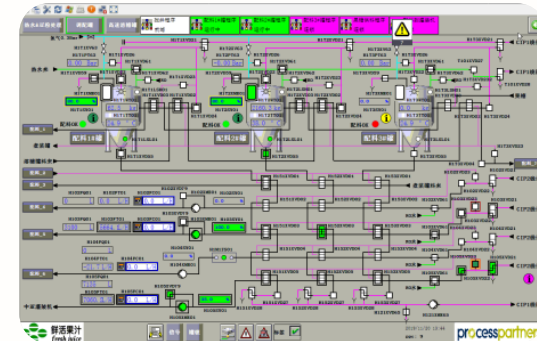


車間	產線	成品	品名	計劃產量	正常產量	待處理量	得率	狀態
30	果粒 8	1509801	罐裝特級橙汁	600.00	0.00	0.00	0.00	待生?
31	中試 1	1001039	罐裝特級橙汁	300.00	0.00	0.00	0.00	待生?
32	果粉 2	1102005	罐裝特級橙汁	600.00	600.00	0.00	0.00	包裝?
33	果粉 2	1102008	罐裝特級橙汁	1000.00	1001.00	0.00	0.00	包裝?
34	果粉 2	1102012	罐裝特級橙汁	600.00	600.00	0.00	0.00	包裝?
35	果粉 2	1102025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

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



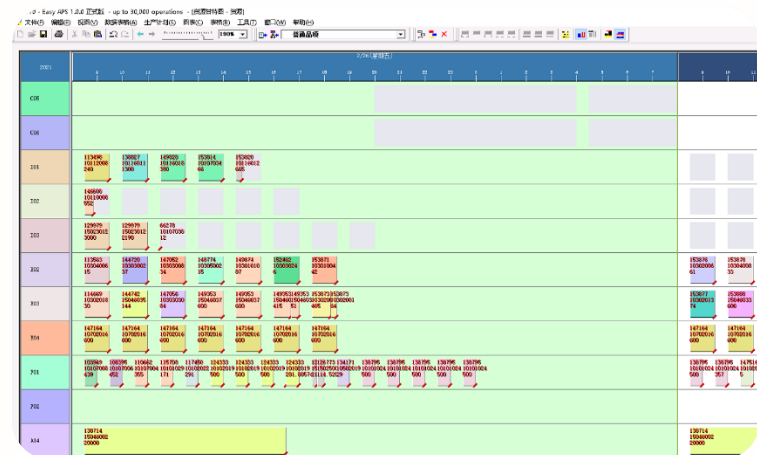
IV. Competitive and Advantages—Production System

■ 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	9 10101006	3kg特高枝饮料	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	果汁	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	果汁	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	果汁	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	果汁	2 15371003	1.2kg特调百香果	1.20	6666	648	648	9.72	装箱中	07:19:20	
12	果汁	3 15046038	1kgRB芒果果酱	1.00	2000	984	984	49.20	装箱中	08:51:01	
13	果汁	5 15046010	1kgRB百香果果酱	1.00	6000	1620	1620	27.00	装箱中	09:08:50	
14	果汁	7 15371004	500g特调冷冻凉	0.50	15000	120	0	0.80	装箱中	12:13:50	
15	果汁	9 15023005	950g速冻桑葚果	0.95	6504	1704	1704	26.20	装箱中	08:55:15	
16	果汁	2 10702002	13.44kg果冻粉F	13.44	401	378	168	94.26	装箱中	08:12:15	
17	果汁	1 10401017	2kg原味晶球XHE	2.00	4000	1520	1520	38.00	装箱中	08:46:09	
18	果汁	2 15111001	2kg原味晶球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	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	20.00	30	0	0	0.00	未开工		

Real-time tracking of production status
to improve management performance



■ 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

■ 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 stacking robot

■ 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

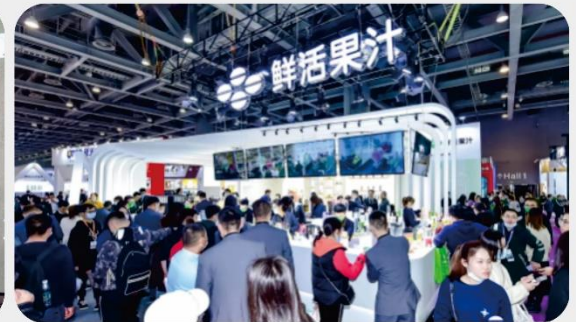
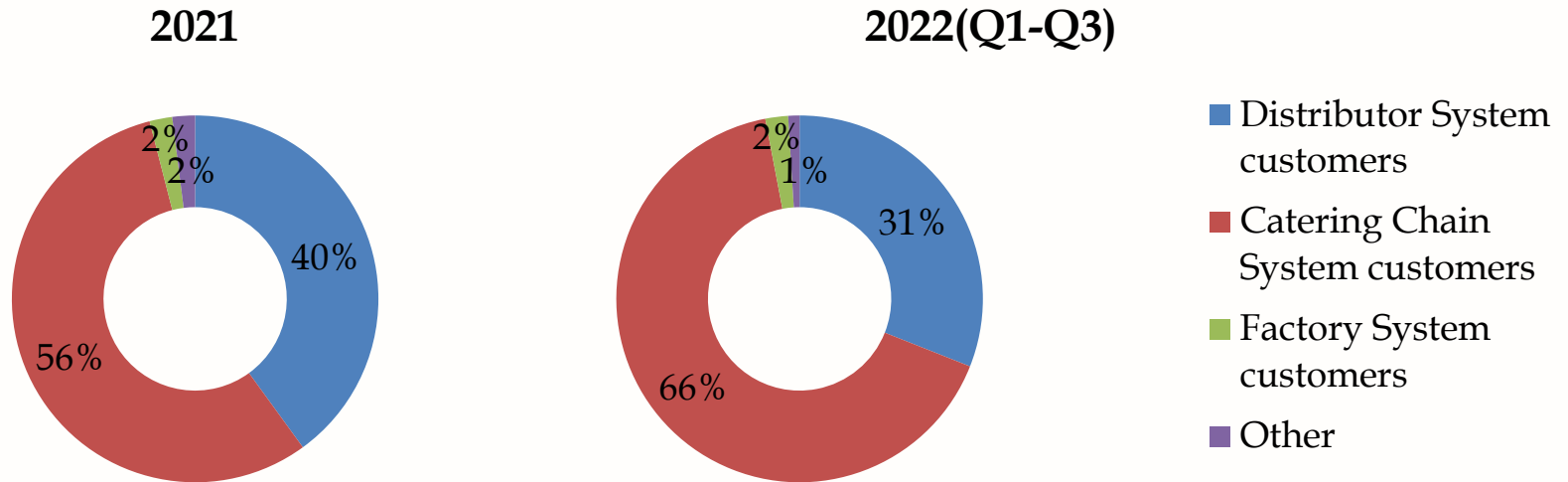


Automatic identification of barcode for stocking



IV. Competitive and Advantages—Distribution System

Major Customer Types



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■ 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



陕青宁新甘藏



黑吉辽



京津蒙



滇黔桂



晋冀鲁



苏皖



广东



上海



鄂湘豫



浙赣



闽琼





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

■ 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)



Plant yoghurt



Tofu mousse



Soy milk

■ 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.”

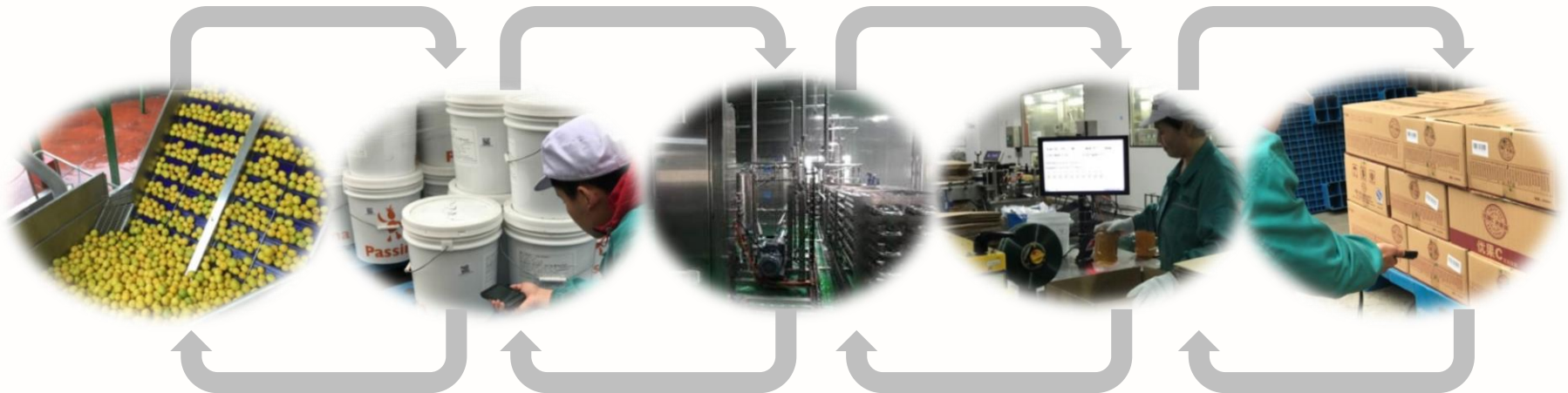
The Analects of Confucius



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

■ 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 for employees' children.

➤ Employee cultivation

New employees and professional skills training, on-the-job learning of reserve cadres, 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.

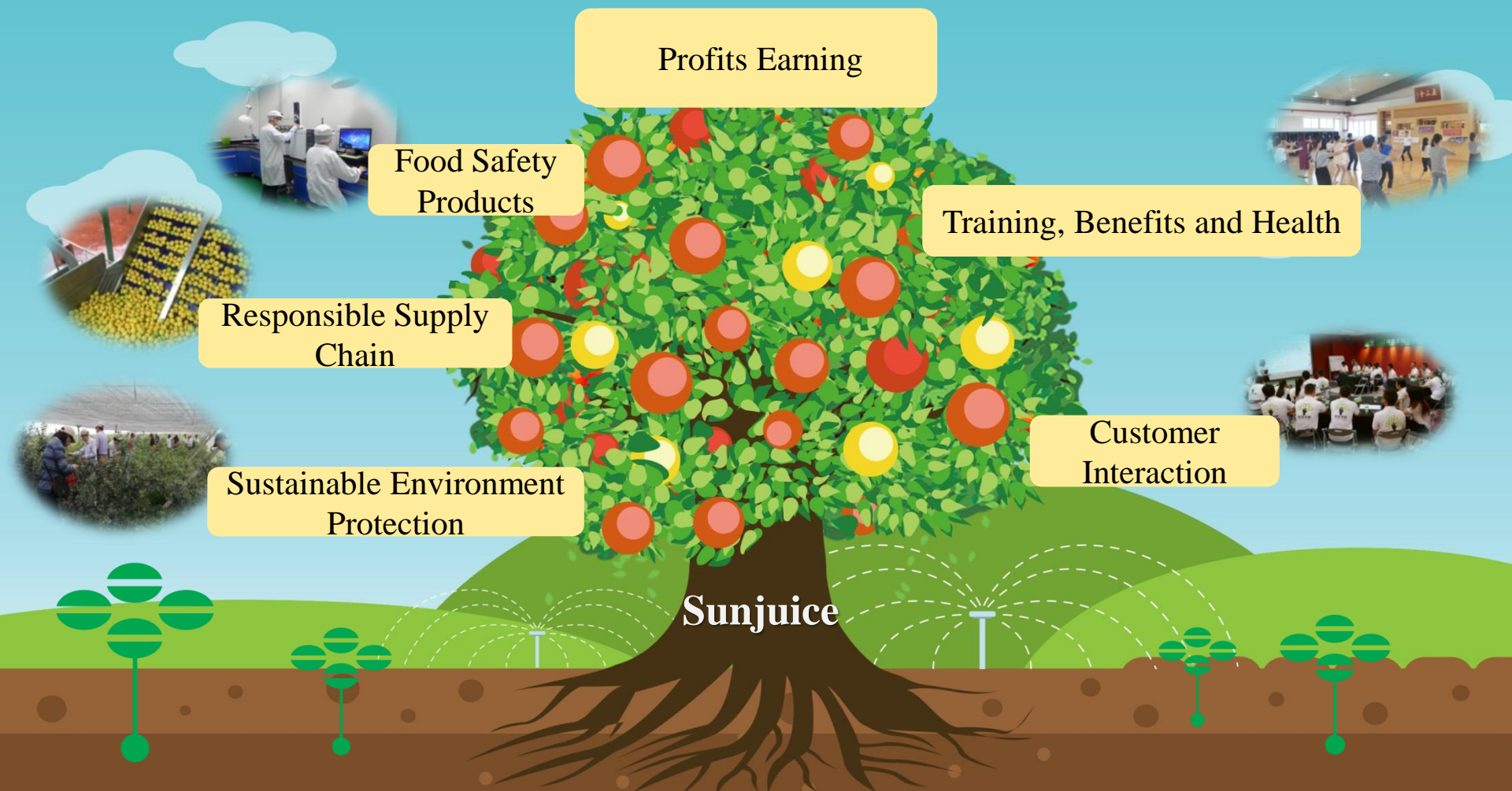
➤ Care for and maintain employees' health

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



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

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



ESG - 1. Corporate Governance 、 2. Business Commitment 、 3. Social Participation 、 4. Sustainable Environment



里仁爲美

《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

