



Yuan Jen Enterprises Co., Ltd. 2019 Investor Conference

2019.09.12



Summary

◆ Company Overview

Company Introduction, Philosophy, Company Milestone

◆ Products

Industrial Chemicals, Plastic Materials, Plastic Additives, Solvents, Oils

◆ Operating Performance

Sales, Gross Profit Margin and Operating Profit, Sales Area Analysis, Dividends

◆ Future Prospects



Overview - (1) Company Introduction

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■ **Capital :** (TWD)

1.82 Billion

■ **Operating base :**

Taipei, Taichung, Kaohsiung, Shanghai, Guangzhou

■ **Sales Revenue :** (2018, TWD)

Consolidated 9.7 Billion ; Unconsolidated 8.3 Billion

■ **Employees:**

107 people



台北元楨



台中元楨



高雄元楨



Overview – (2) Philosophy

- **Maintain the leading edge in the industry.**
- **Improve operational standards and efficiency.**
- **Implement the principle of integrity and service.**

Aiming to deliver efficient operations, we have sales offices, storage and transportation delivery facilities, repackaging sites, and forwarding centers throughout Taiwan in Taipei, Taichung, and Kaohsiung, and throughout China in Shanghai, Guangzhou, and Kunshan. As our clients' businesses expand, we will continue to establish offices and facilities, accommodating our clients' demands in this continuously global and competitive market. We take pride in providing one-stop service solutions and growing with our clients every step of the way.

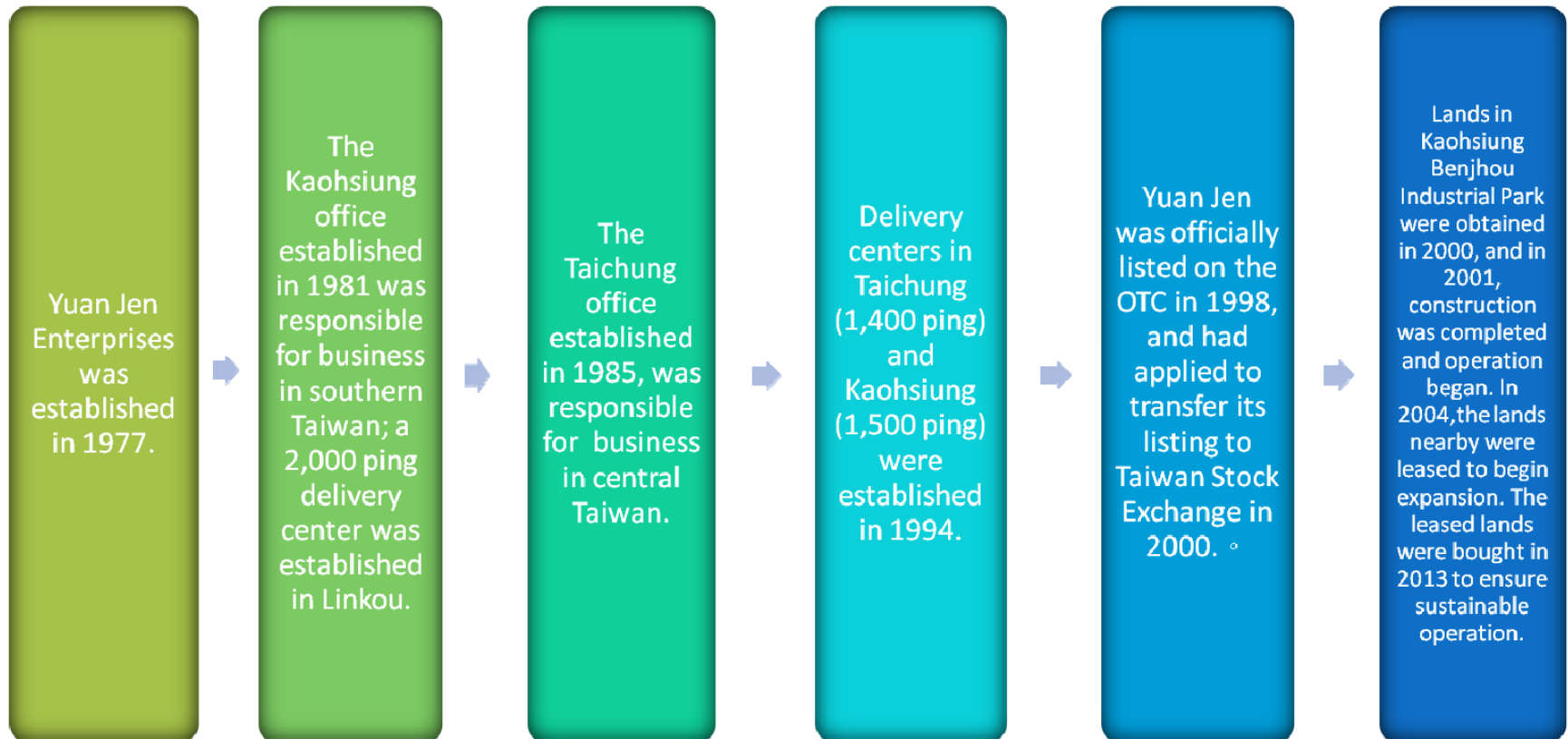


Overview – (3) Competitive Advantages

- **The company has been operating for more than 40 years and is well known for the industry.**
- **Diversified Strategy.**
- **Product Diversification.**
- **The storage and transportation facilities are complete.**
- **Economies of scale.**

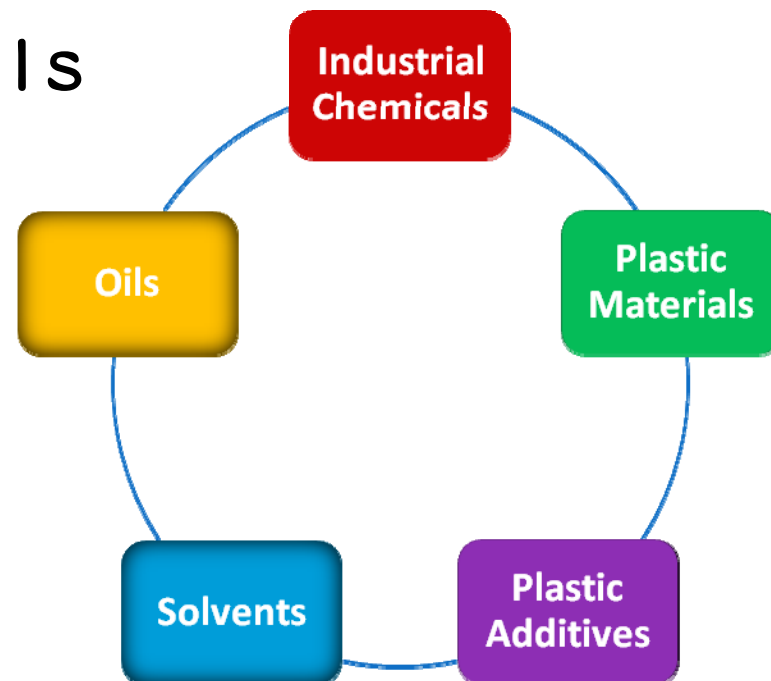


Overview – (4) Company Milestone



Products

- Industrial Chemicals
- Plastic Materials
- Plastic Additives
- Solvents
- Oils
- Other



YUAN JEN PRODUCTS

Yuan Jen Enterprises Co., Ltd. was established in 1977 and listed on Taiwan Stock Exchange for years. We stand group for the leading brands of petrochemicals domestic and abroad, specially operating the varied industrial chemicals, plastic materials, resins and solvents etc.



Products – (I) Industrial Chemicals

- **AA** (Acrylate Acid) 、 **MA** (Methyl Acrylate) 、 **EA** (Ethyl Acrylate)
BA (Butyl Acrylate) 、 **2-EHA** (2-Ethylhexyl Acrylate)
- **MAA** (Methacrylic Acid) 、 **MMA** (Methyl Methacrylate) 、 **NBMA** (N-Butyl Methacrylate)
IBMA (Isobutyl Methacrylate) 、 **2-HEMA** (2-Hydroxyethyl Methacrylate)
VAM (Vinyl Acetate Monomer)
- **SM** (Styrene Monomer)
- **PARA** (Paraformaldehyde)
- **MA** (Maleic Anhydride)
- **PA** (Phthalic Anhydride)
- **PENTA** (Pentaerythritol)
- **TMP** (Trimethylolpropane)
- **Phenol** 、 **EG** 、 **DEG**
- **1-4BDO** (1.4-Butylene Glycol)



Products – (II) Plastic Materials

➤ General Purpose Plastics

- ABS (Acrylonitrile Butadiene Styrene)
- PS (Poly-Styrene)
- PP (Polypropylene)
- HDPE (High-density Polyethylene)
- LDPE (Low-density Polyethylene)
- LLPDE (Linear Low-density Polyethylene)
- PMMA (Poly-Methylmethacrylate resin)
- EVA (Ethylene-Vinyl Acetate Copolymer)
- PVC (Polyvinyl Chloride)

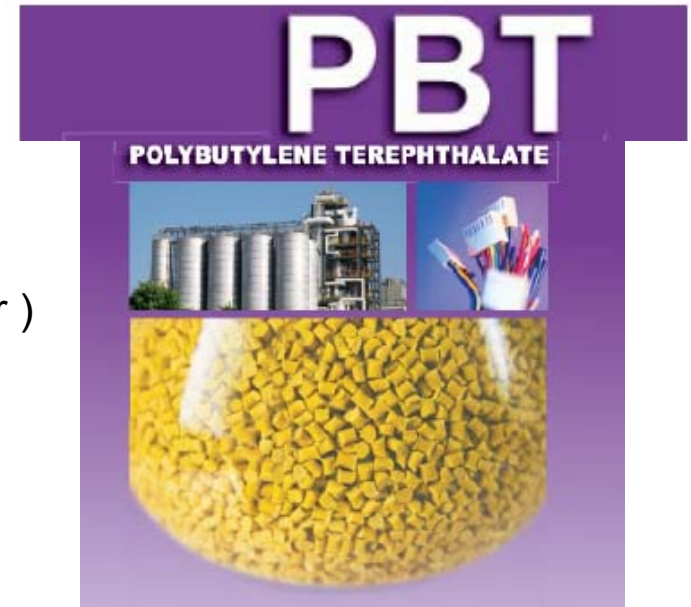


Products – (II) Plastic Materials (continued)

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➤ Engineering Plastic

- **TPE** (Thermoplastic Elastomer)
- **POM**(Acetol Co-Polymer)
- **PBT** (Polybutylene Terephthalate Resin)
- **TPU** (Thermoplastic Polyurethane Elastomer)
- **PC** (Poly Carbonate)



(Photo from CCP Group)



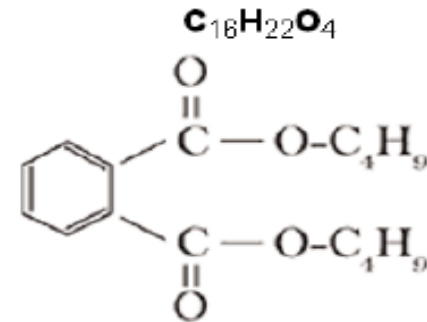
Products – (III) Plastic Additives

➤ Plasticizers

- DOP 、 DINP 、 DIDP 、 DOA 、 TOTM 、 DBP

➤ Other Additives

- Chlorinated Paraffin
- ESBO
- PVC Stabilizers



Products – (IV) Solvents

- Toluene
- Methanol
- IPA (Isopropyl Alcohol)(Isopropanol)
- NBA 、 IBA 、 EAC 、 NBAC
- Acetone
- MEK 、 MIBK 、 DMF 、 MC
- BCS 、 BDG 、 DMAE 、 DPMA
- PMA (Dowanol PMA Glycol Ether Acetate)
- DAA (Diacetone Alcohol)



(Photo from TASCOS Group)



Products – (V) Oils

- Low Sulfur Fuel Oil
- Pyrolysis Low Sulfur Fuel Oil
- Base Oil
- White Oil
- Formosa Lubricant



(Photo from FPCC)



Products – (VI) Others

- NP (Nonyl Phenol)
- CS (Caustic Soda)
- KOH (Potassium Hydroxide)
- Potassium Carbonate
- THF (Potassium Carbonate Tetrahydrofuran)
- ECH (Epichlorohydrin)
- BPA (Bisphenol A)
- 2-EH (2-Ethylhexanol)
- Non-ionic Surfactant
- PEG200 ~ 8000

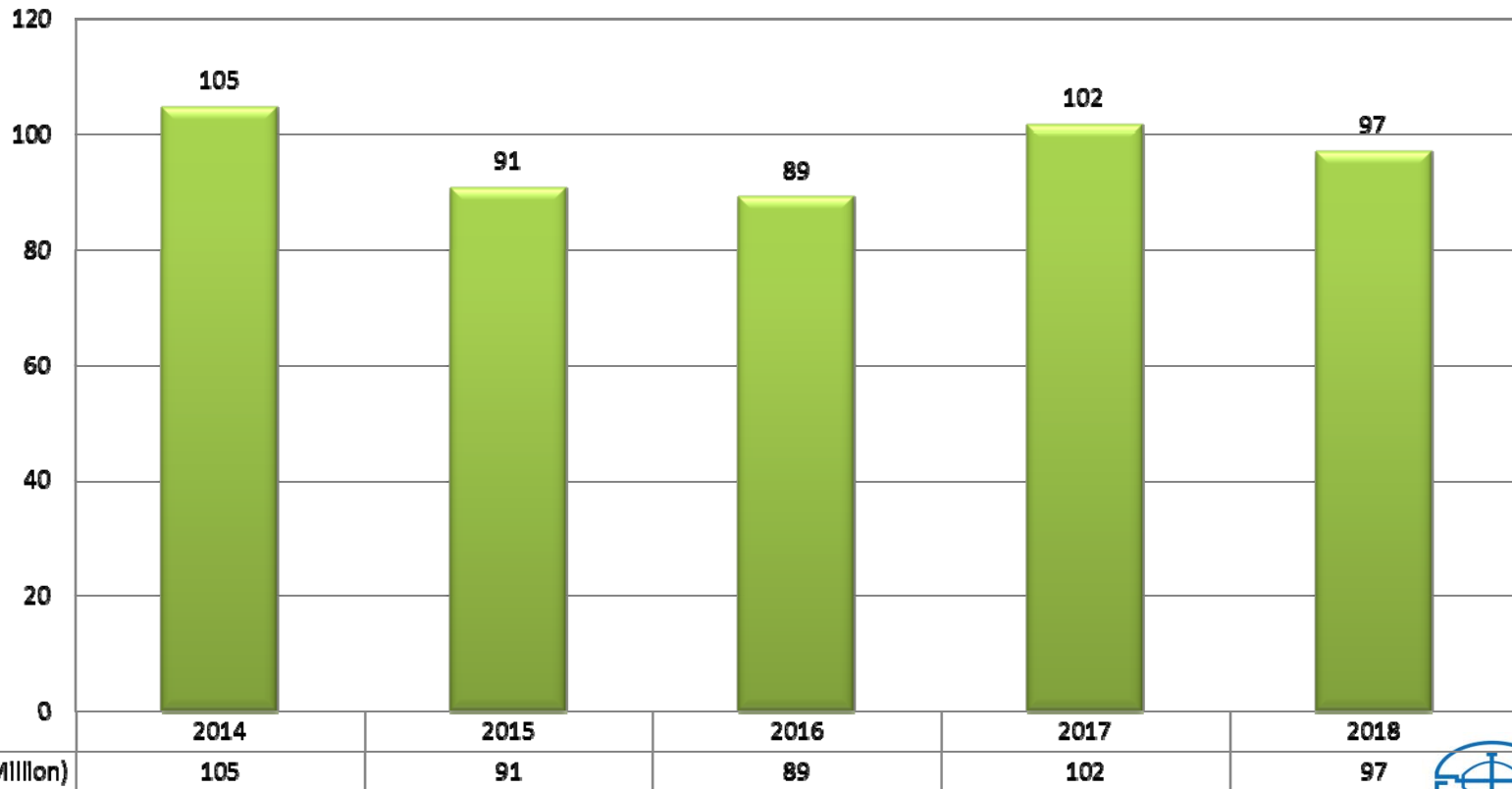


Performance-

(A) Performance Over the Years (1)

➤ Revenue

TWD(100 Million)



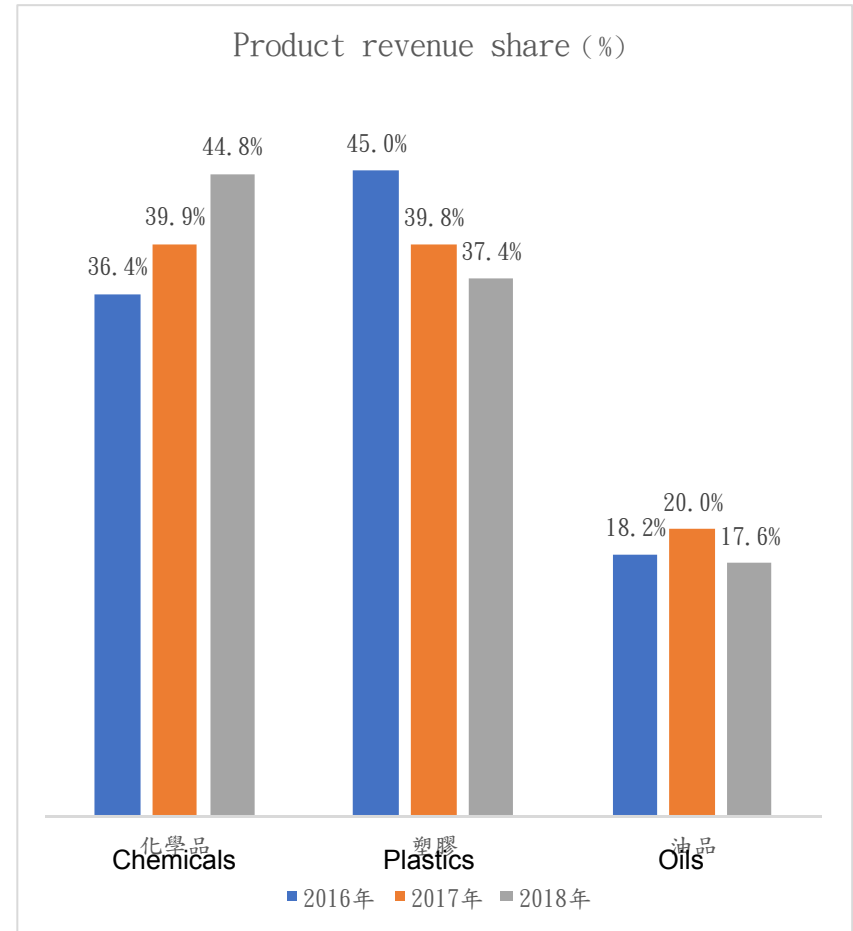
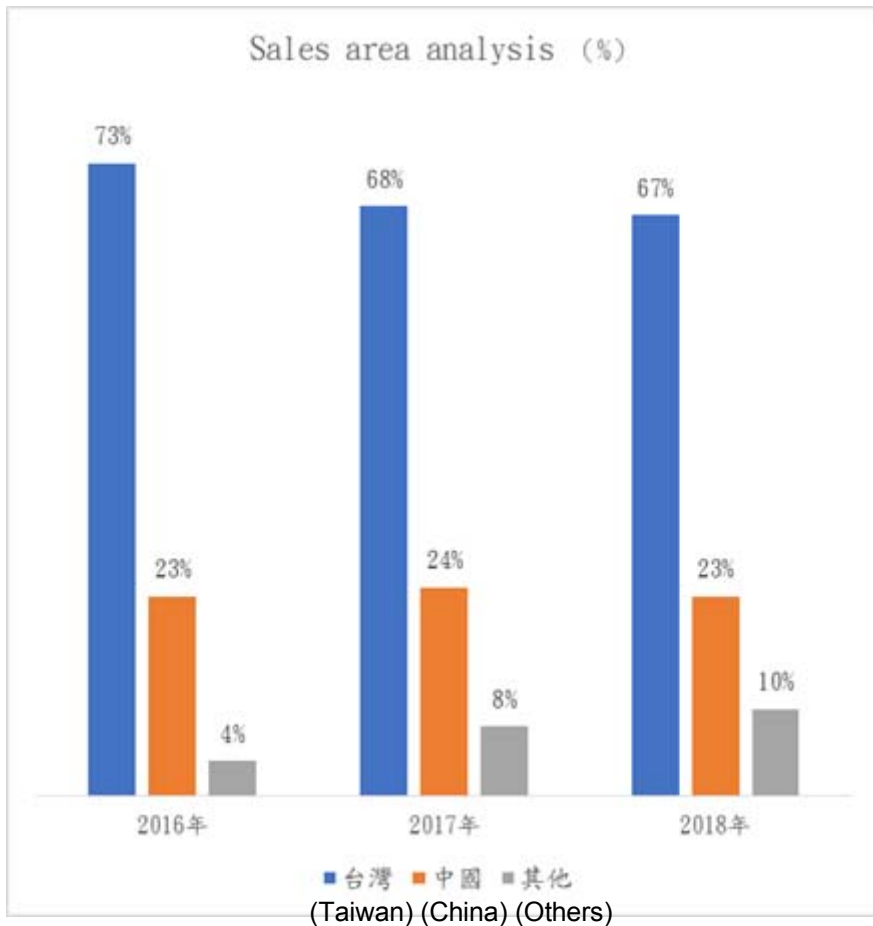
Performance-

(B) Performance Over the Years (2)

➤ Gross Profit Margin and Operating Profit

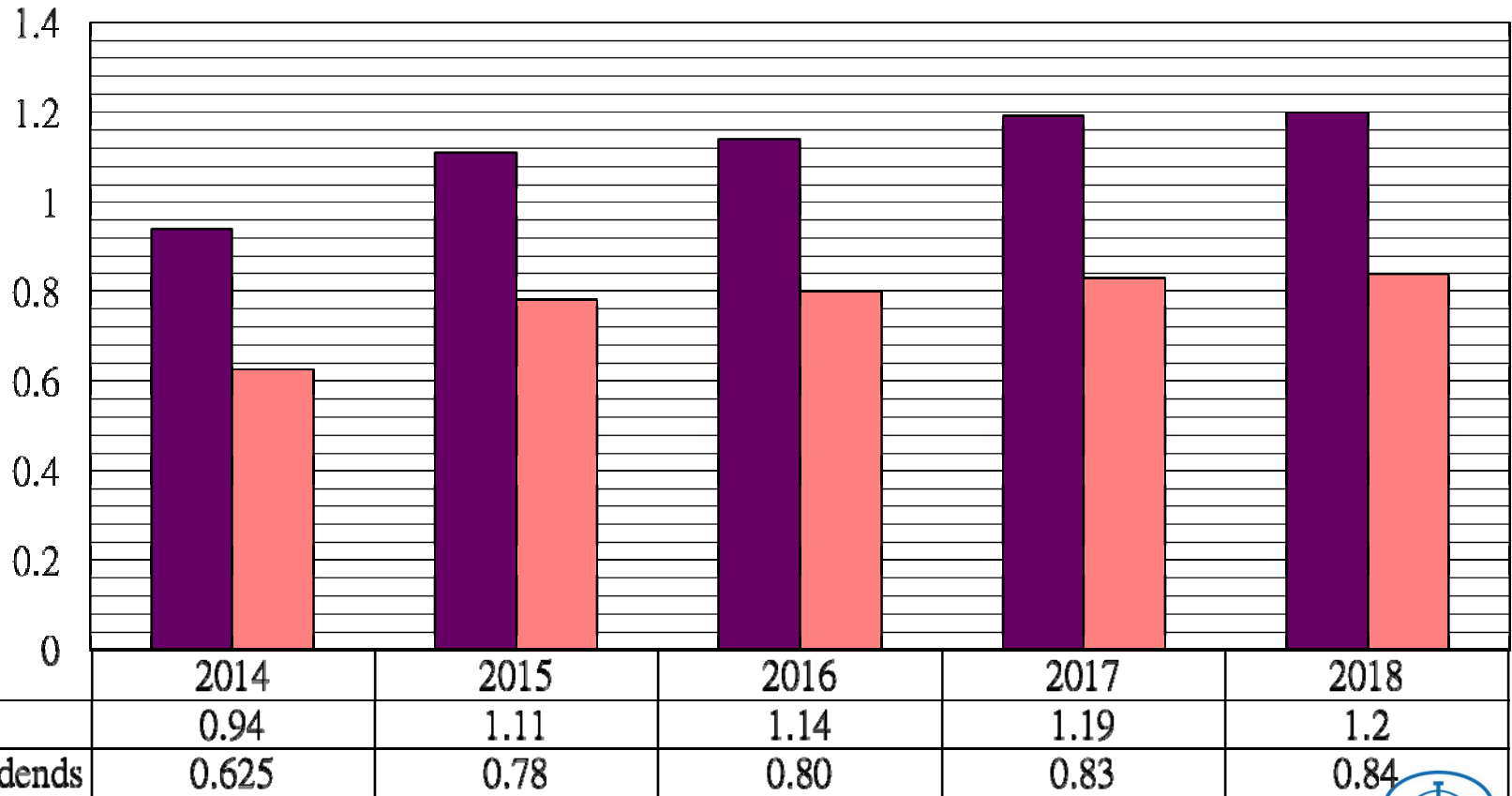


Performance- (c) Sales analysis



Performance- (D) Dividends

➤ Dividends (past 5 years)



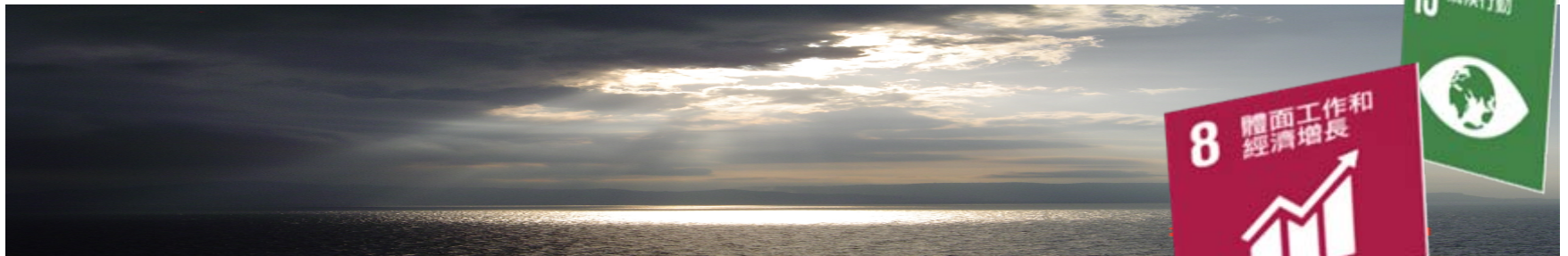
Future Prospects

- According to the May 2019 publication of the Common Wealth Magazine, we ranked 162rd place in Service and 6th in Trade. We are not satisfied with the placement and expect to achieve a higher level.
- Regarding the performance of the current (2019) year, under the China–United States trade war and the global economic stagnation, we are not overly optimistic, revenue and profit may shrink, but it should be a short-term phenomenon, without hindering long-term development. As we haven't announced any financial projections, we cannot submit any concrete explanations. In the future, we will continue to be based in Taiwan, operate between Taiwan and China, and expand operations worldwide.



Future Prospects

- YUAN JEN has been established for over 40 years. Looking toward the future, we will continue steadily with stakeholder to profit mutually, and establish good corporate governance in the pursuit of economic growth and sustainable development.



Q. & A.

*Thank
You*



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