



元禎企業股份有限公司
YUAN JEN ENTERPRISES CO.,LTD

Investor Conference

September 2022



元禎企業股份有限公司
YUAN JEN ENTERPRISES CO.,LTD.

Presentation Agenda

- ◆ Company Overview
- ◆ Products
- ◆ 2021 Financial Highlight
- ◆ Capital Expenditure
- ◆ Future Prospects

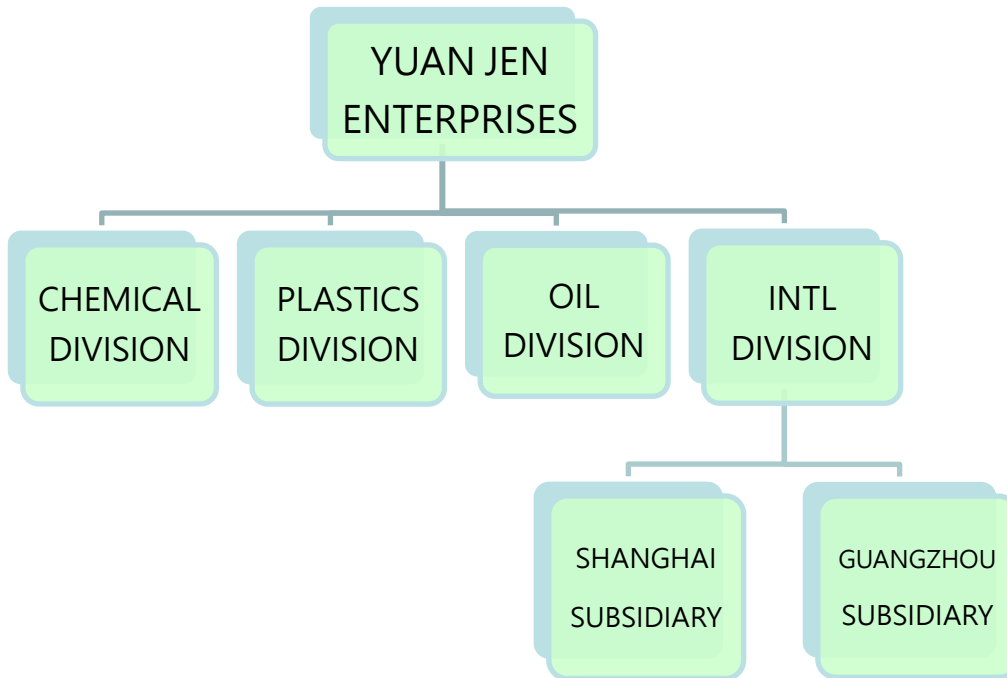


Company Overview

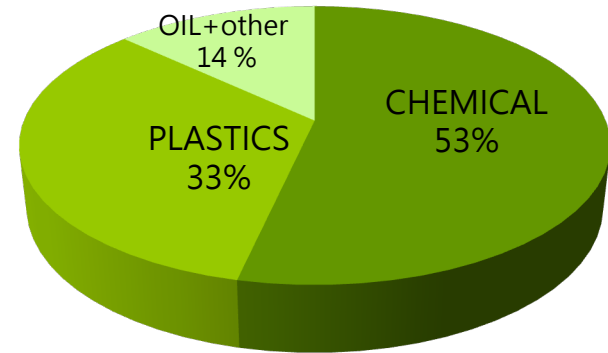
- Inception Date: July 20, 1977
- Paid-in Capital: NTD\$ 1.8BN
- Chairman: Yuan-Jen, Hsu
- Listing Date: Sept. 11, 2000
- FY 2021 Sales: NTD\$ 10.7BN (USD\$ 382MN)
- Employees: 109



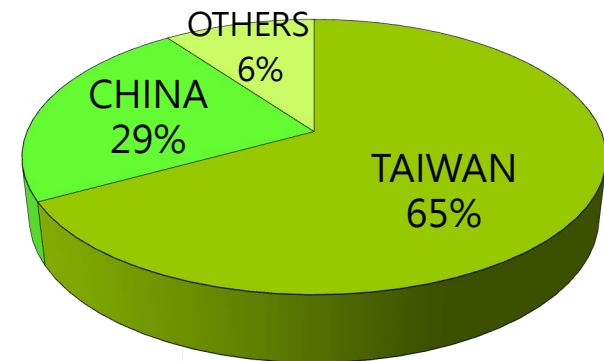
Company Structure



FY 2021 SALES-BY DIVISION



FY 2021 SALES-BY REGION



Management Principles



In order to improve our service quality and operating efficiency, we have established sales office, storage and delivery facilities, repackaging sites, and forwarding centers throughout Taiwan (Taipei, Taichung, and Kaohsiung) and China (Shanghai, Guangzhou, and Kunshan). We pride ourselves in providing an integrated, one-stop shopping solution for our clients and in fulfilling their needs in both domestic and international markets.

Company Milestone

- 1977 Yuan Jen Enterprises established in 1977.
- 1981 The Kaohsiung office established in 1981 was responsible for business in southern Taiwan; a 2,000 ping delivery center was established in Linkou.
- 1985 The Taichung office established in 1985, was responsible for business in central Taiwan.
- 1994 Delivery centers in Taichung (1,400 ping) and Kaohsiung (1,500 ping) were established in 1994.
- 1998 Yuan Jen was officially listed on the OTC in 1998, and had applied to transfer its listing to Taiwan Stock Exchange in 2000.
- 2000 Lands in Kaohsiung Gangshan Benjhou Industrial Park were obtained in 2000, and in 2001 construction was completed and operation began.
- 2003 Invested in the establishment of "YUANJEN HOLDINGS LIMITED", the company established Yuanjen Trading (Guangzhou) Co., Ltd. In October of the same year, and Yuanjen Trading (Shanghai) Co., Ltd. and "YUANJEN INTERNATIONAL LIMITED" in January of the following year, mainly engaged in mainland market business.
- 2004 The lands nearby were leased to begin expansion. The leased lands were bought in 2013 to ensure sustainable operation.
- 2021 Acquired the premises in Luzhu District, Taoyuan, and will build the North Delivery Center.



Products

- ◆ Industrial Chemicals
- ◆ Plastic Materials
- ◆ Plastic Additives
- ◆ Solvents
- ◆ Oils
- ◆ Others



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)



Plastics Materials

➤ General Purpose Plastics

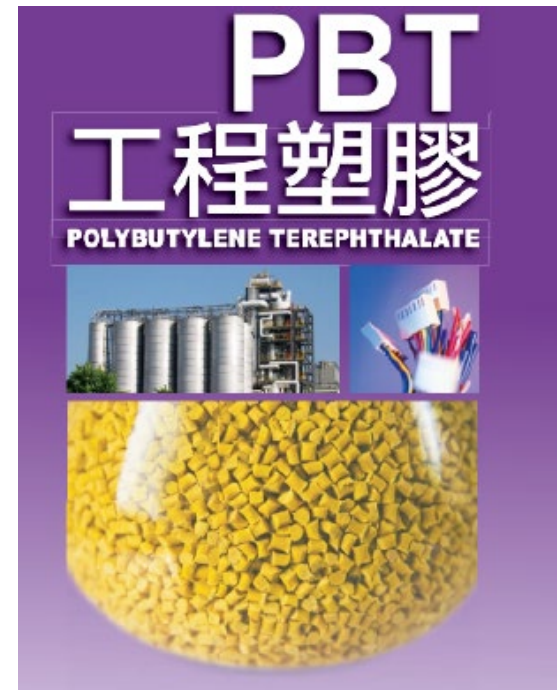
- ABS (Acrylonitrile Butadiene Styrene)
- PS (Poly-Styrene)
- PP (Polypropylene)
- HDPE (High-Density Polyethylene)
- LDPE (Low-Density Polyethylene)
- LLDPE (Linear Low-Density Polyethylene)
- PMMA (Poly-Methylmethacrylate Resin)
- EVA (Ethylene-Vinyl Acetate Copolymer)
- PVC (Polyvinyl Chloride)



Plastics Materials

➤ Engineering Plastics

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



(Photo Credit: CCP Group)

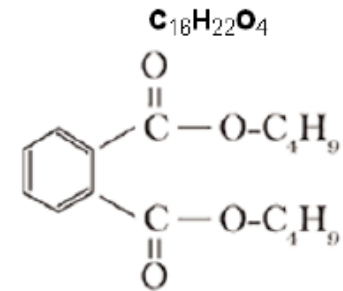
Plastics Additives

➤ Plasticizers

- DOP、DINP、DIDP、DOA、TOTM、DBP

➤ Other Additives

- Chlorinated Paraffin
- ESBO
- PVC Stabilizers



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 Acerate)
- DAA (Diacetone Alcohol)



(Photo Credit: TASCO Group)

Oils

- Low Sulfur Fuel Oil
- Pyrolysis Low Sulfur Fuel Oil
- Base Oil
- White Oil
- Lubricants



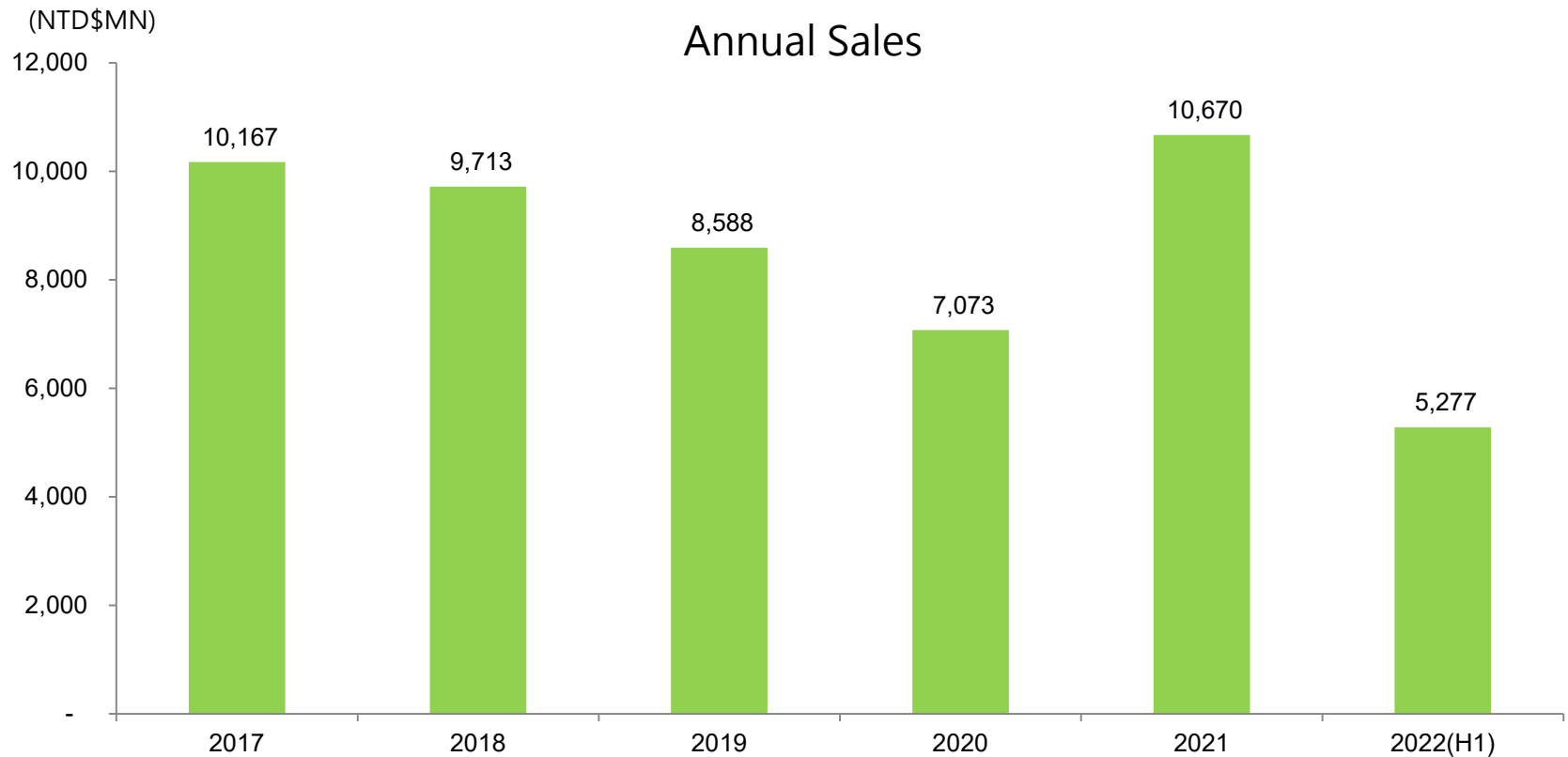
(Photo Credit: FPCC)

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

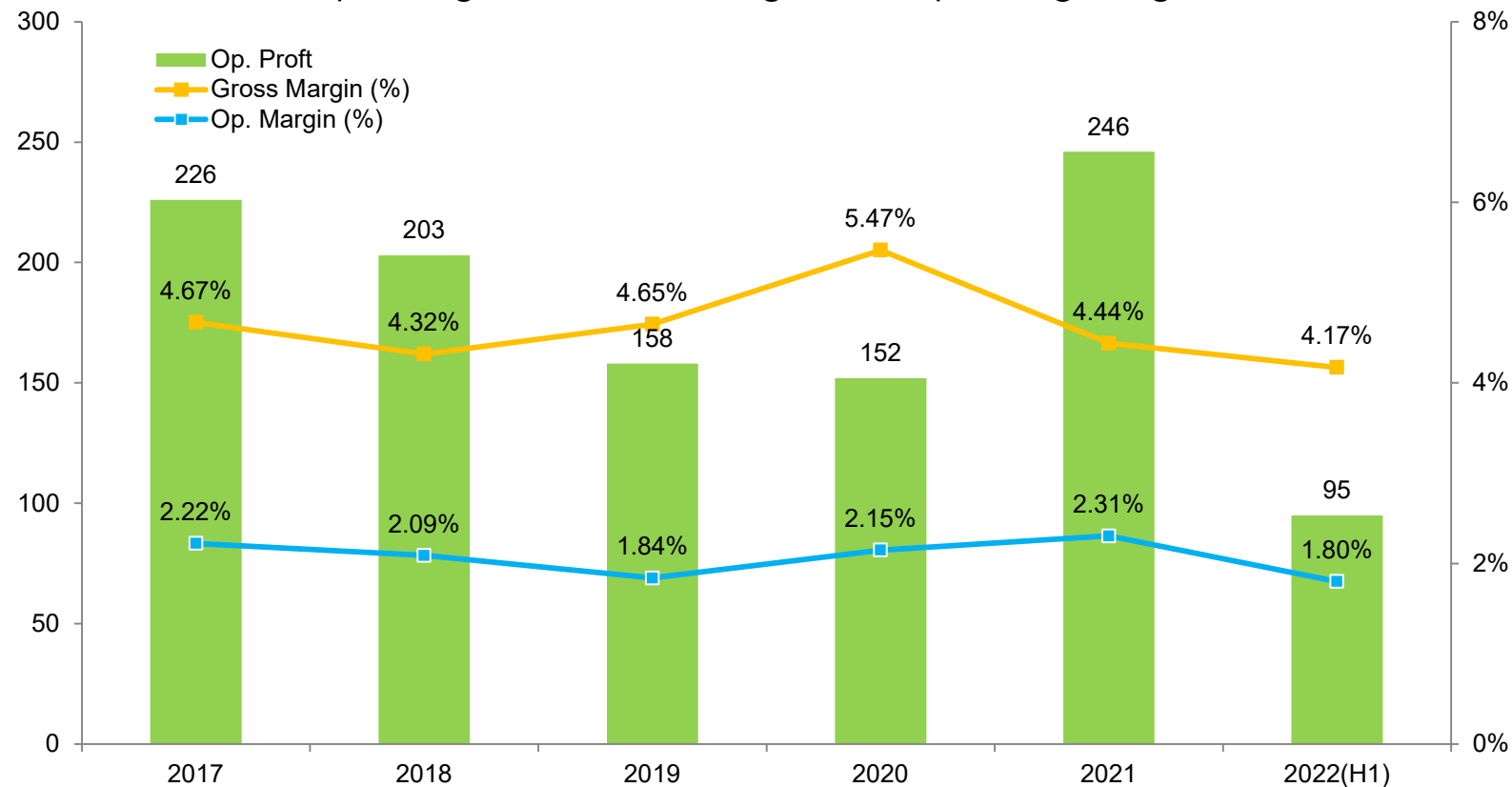


FY 2021 Financial Highlight

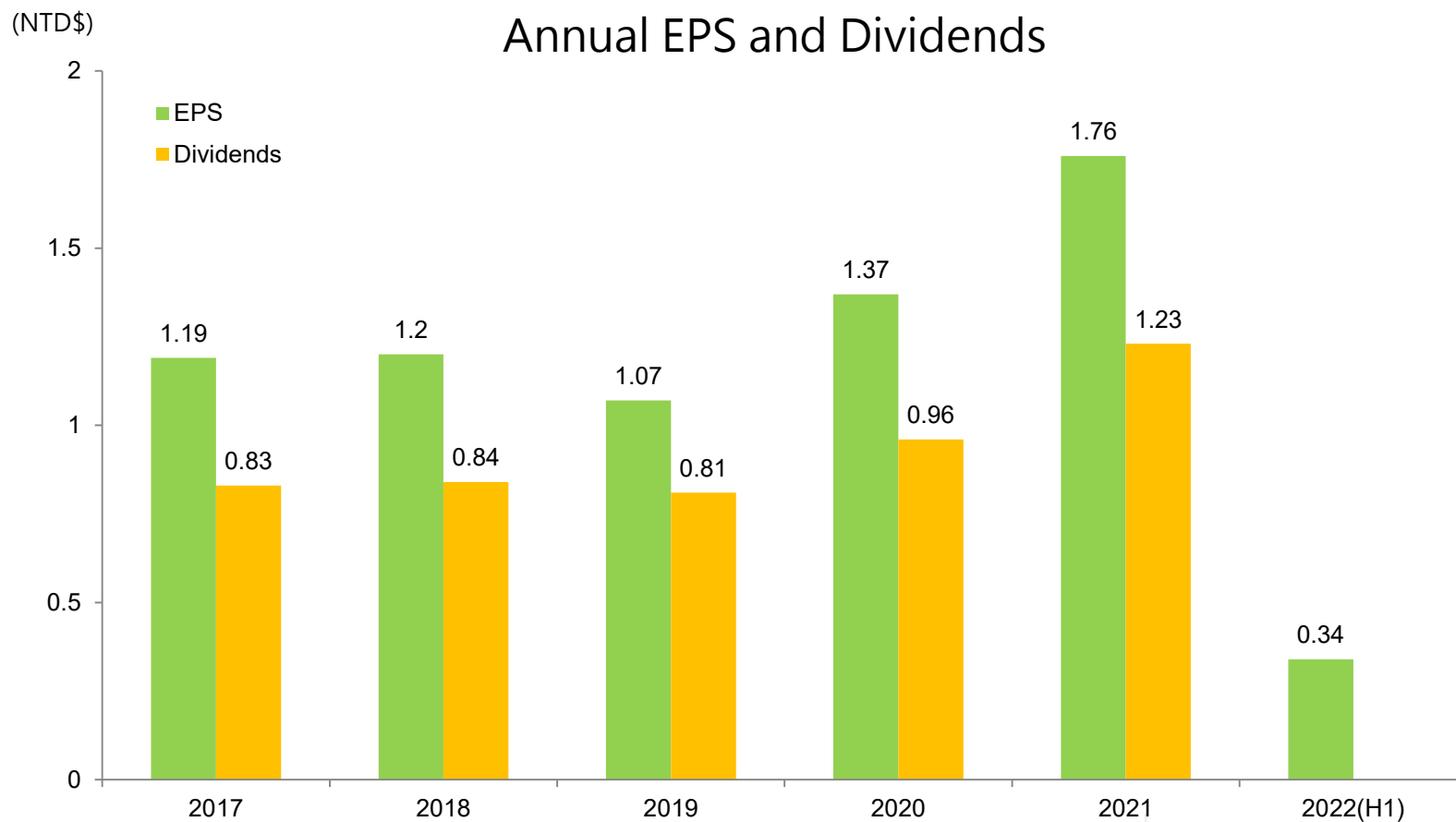


FY 2020 Financial Highlight

(NTD\$MN) Annual Operating Profit, Gross Margin, and Operating Margin



FY 2020 Financial Highlight



Major Capital Expenditure

- Due to business needs, the company signed a contract with Park Yu Investment Co., Ltd. (non-related person) to purchase the premises in Changxing Section, Luzhu District, Taoyuan City on September 15, 2021, in order to increase storage bases and expand business. Currently in operation.
- Location:
Industrial Plant of Changxing Section, Luzhu District, Taoyuan City.No. 439 and No. 65, Changxing Section, Luzhu District, Taoyuan City.
- Land area: 4,363.43 square meters (approximately 1,319.94 ping) .
Building area: 1,512.74 square meters (approximately 457.60 pings) .
- Total transaction amount: NTD \$362,980,000.
Priced by floor: about 275,000 per ping.



Future Prospects

- According to the "Top 2000 Taiwanese Companies Report" published by Common Wealth Magazine in May of 2022, we are ranked No. 160 in Service Sector and No. 6 in Trade Sector. We will strive ourselves to continue to grow, and will uphold ourselves to the highest level of service to our clients.
- In 2022, with the popularization of vaccines and effective drug treatment, the global economy will recover quietly. However, due to the interactive influence of the mainland's lockdown, global inflation, and geopolitical disputes, terminal demand will be sluggish, resulting in a slowdown in customer inventory depletion and unstable order visibility. Under the influence of , the company's revenue in the first half of the year was roughly flat, while its profit declined compared to the same period last year. Looking forward to the second half of the year, the Company will continue to work hard to develop new customer sources and maintain existing customers, with a view to stabilizing revenue and profitability in the sluggish environment. In addition, because the company has not announced financial forecasts, it is unable to make a specific discussion on the revenue and profit. Looking forward to the future, we will continue to base ourselves on Taiwan, deepen our efforts on both sides of the strait, and expand into other export markets in order to maintain stable and grow our revenue and profits!



Q. & A.

Thank You

- Tel : +886-2-27172222
- Fax : +886-2-27187995
- Address : (105) 3RD FL., 54, SEC. 4, MIN SHENG E. RD.,
TAIPEI , TAIWAN , R.O.C.
- E-mail : 042@yuanjen.com.tw
- Website : <http://www.yuanjen.com>

