



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: 12 December, 2024



- I Company Profile Overview
- II Catering Industry & Market Overview
- III Financial Performance
- IV Competitive and Advantages
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# I. Company Profile Overview—Factory Fact



## Kunshan

- Land Area : 32,636 m<sup>2</sup>
- Factory Area : 45,806 m<sup>2</sup>
- Capacity : 73,000 MT/Year
- Group headcount : 963 employees

## Tianjin

- Land Area : 33,329 m<sup>2</sup>
- Factory Area : 18,207 m<sup>2</sup>
- Capacity : 32,000 MT/Year

## Guangdong

- Land Area : 35,675 m<sup>2</sup>
- Factory Area : 24,831 m<sup>2</sup>
- Capacity : 44,000 MT/Year

## Guangxi

- Land Area : 7,779 m<sup>2</sup>
- Factory Area : 6,579 m<sup>2</sup>
- Capacity : 6,000 MT/Year
- Property of the plant: Lease

( Company Staff as of 31 Oct., 2024)



# 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 2024 Co-hosted the 2nd "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.

## Juice



## Fruit Jam / Pulp



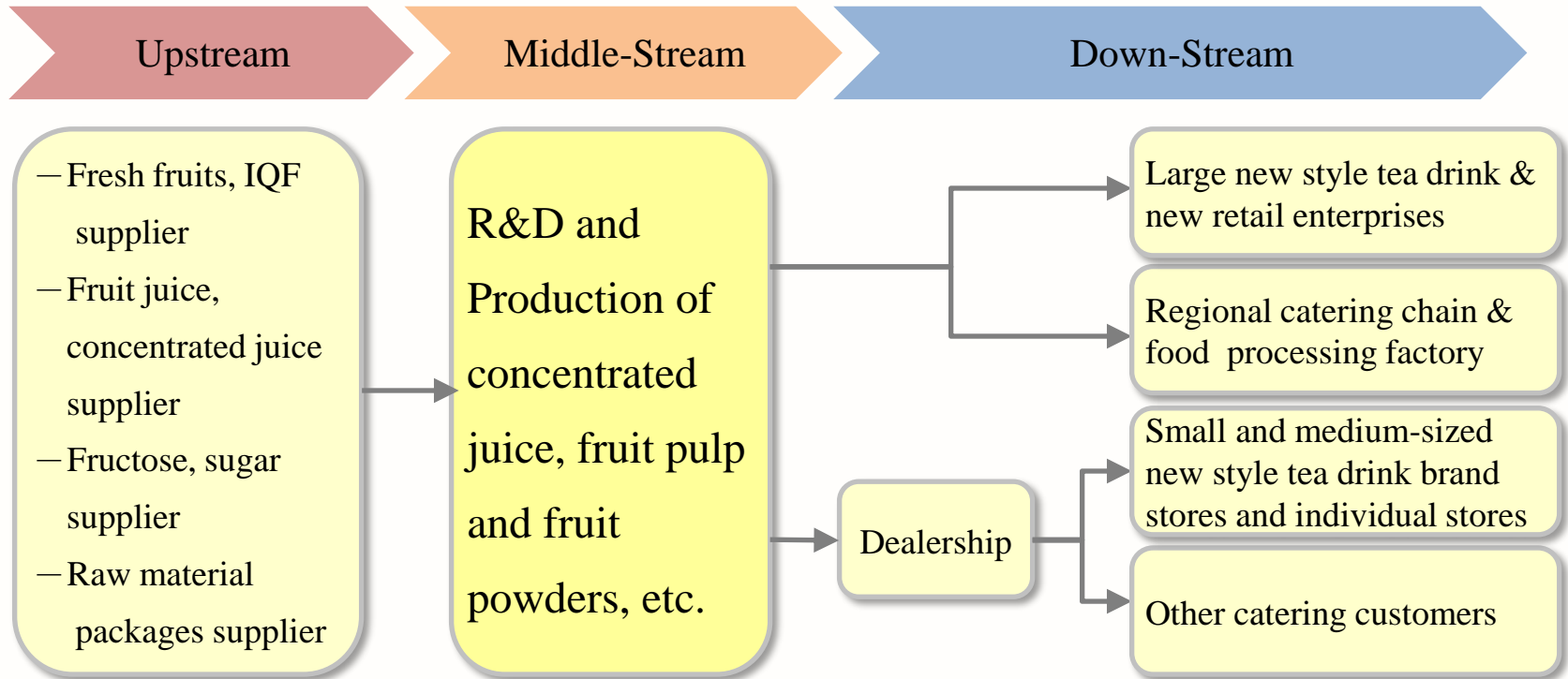
## Fruit Powder





# I. Company Profile Overview

## —Industrial Relations Chart

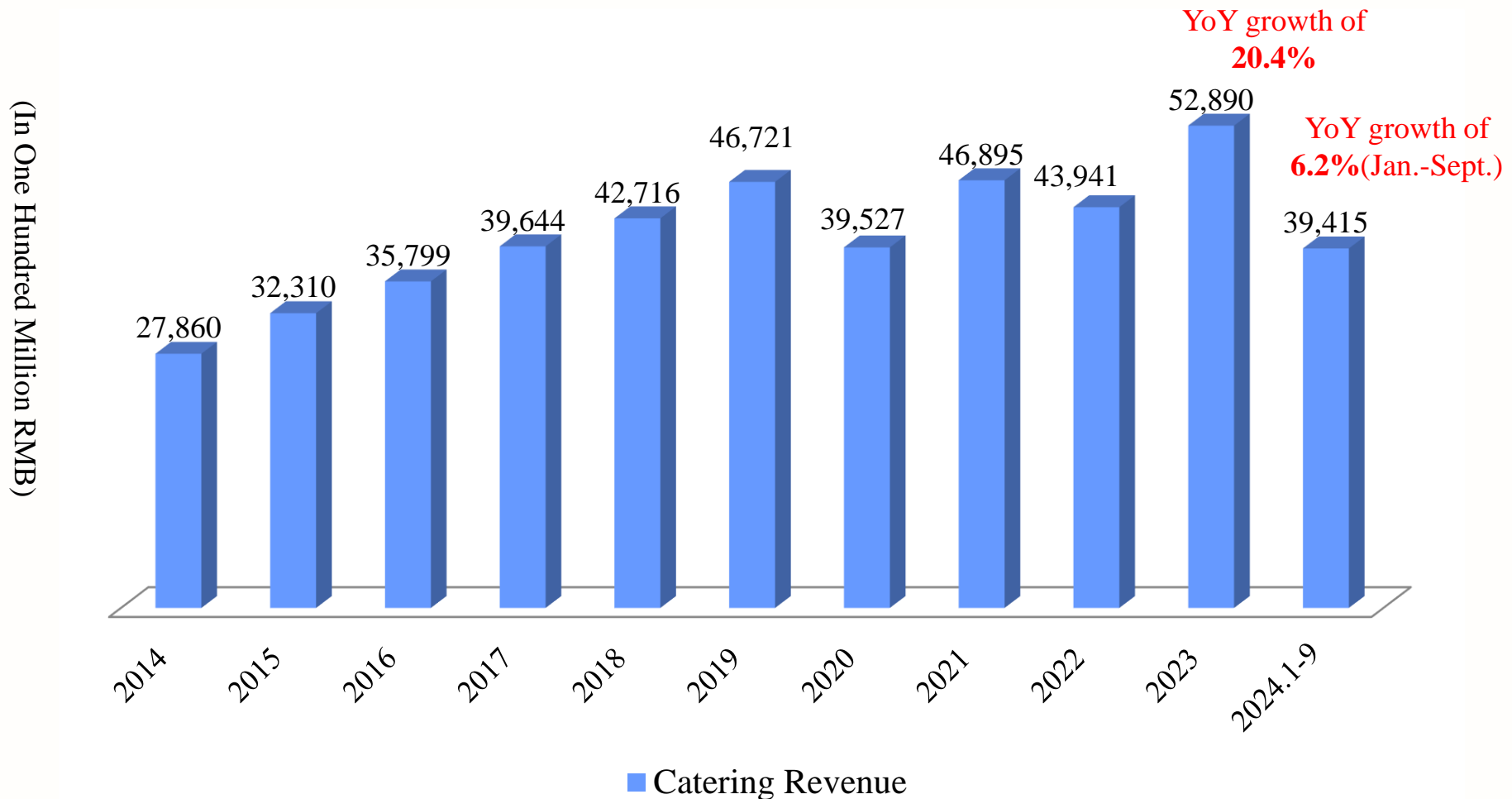


Our company is located in Middle Stream. As a raw materials supplier for prepared juice drinks.



## II. Catering Industry & Market Overview

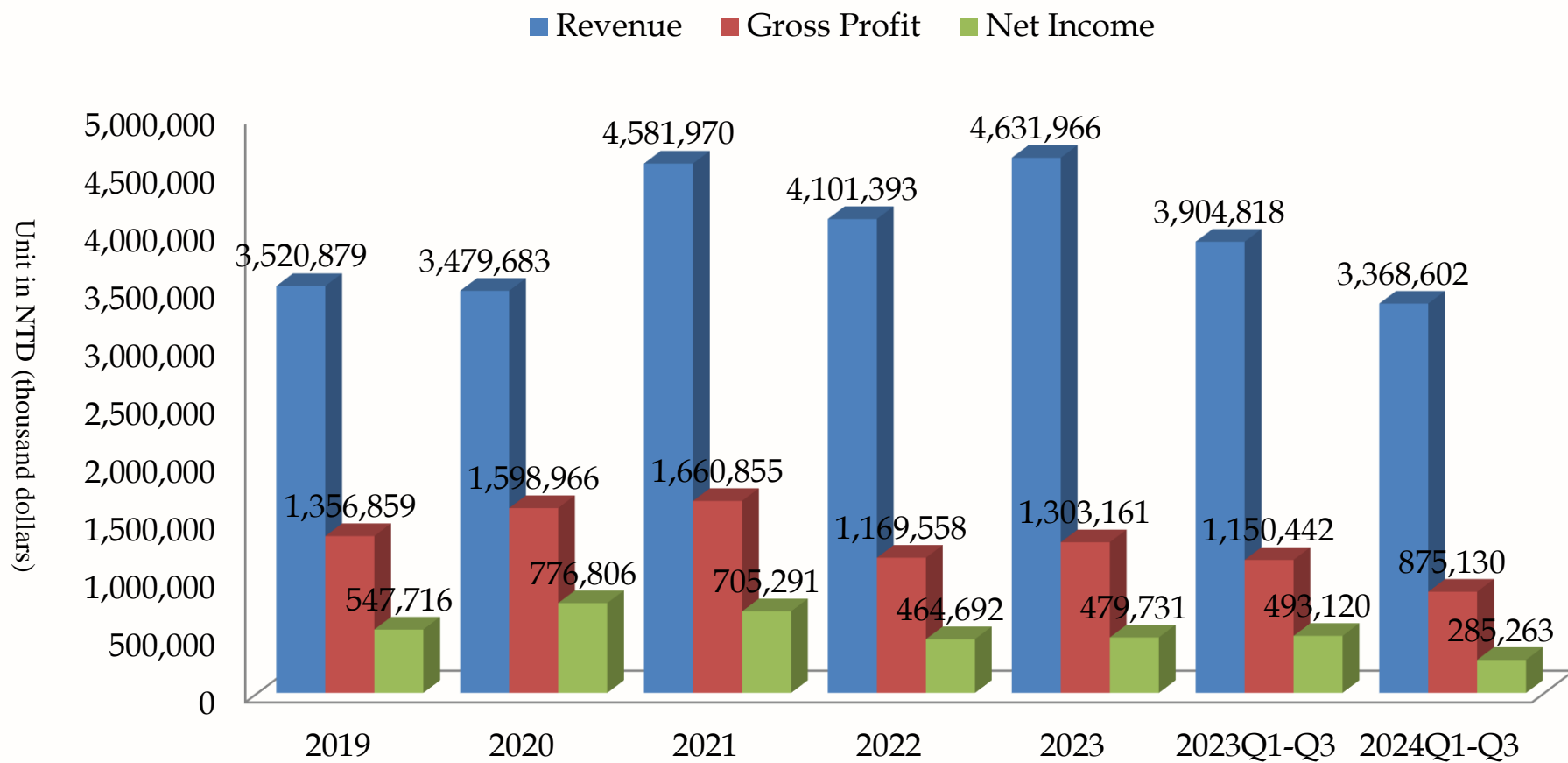
### ■ Annual Scale Growth of China's Catering Industry





### III. Financial Performance

#### Recent Years' Revenue & Gross Profit & Net Income

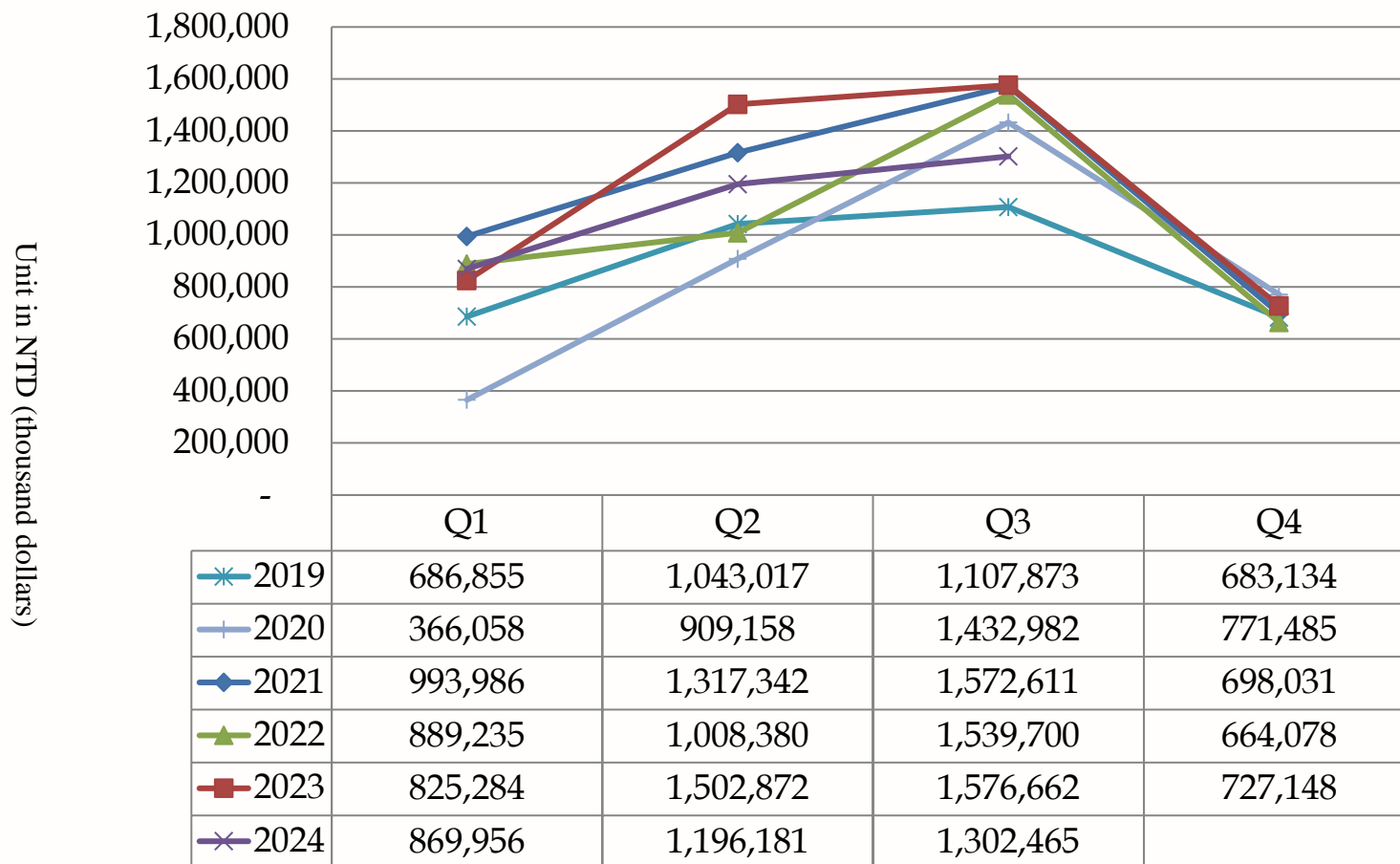






### III. Financial Performance

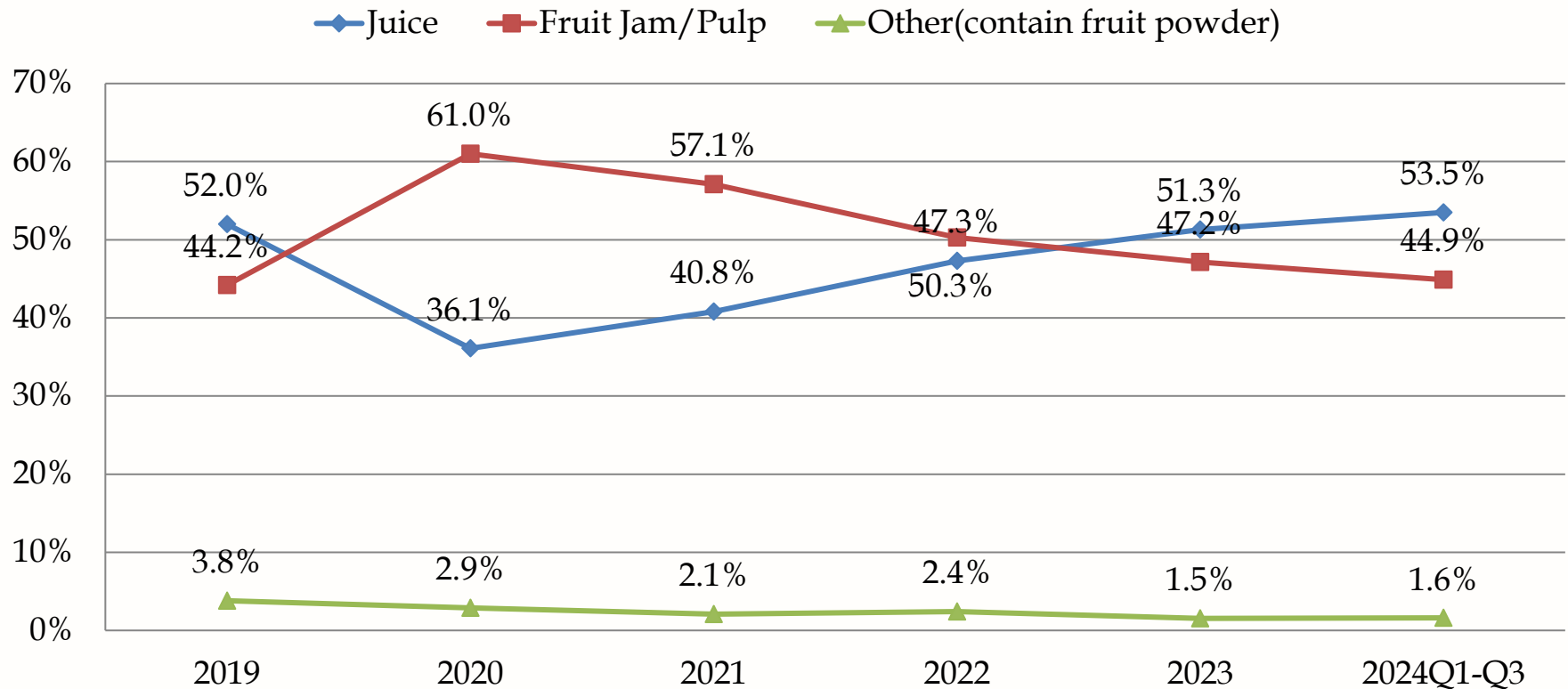
#### Recent Years' Revenue (Quarterly)





### III. Financial Performance

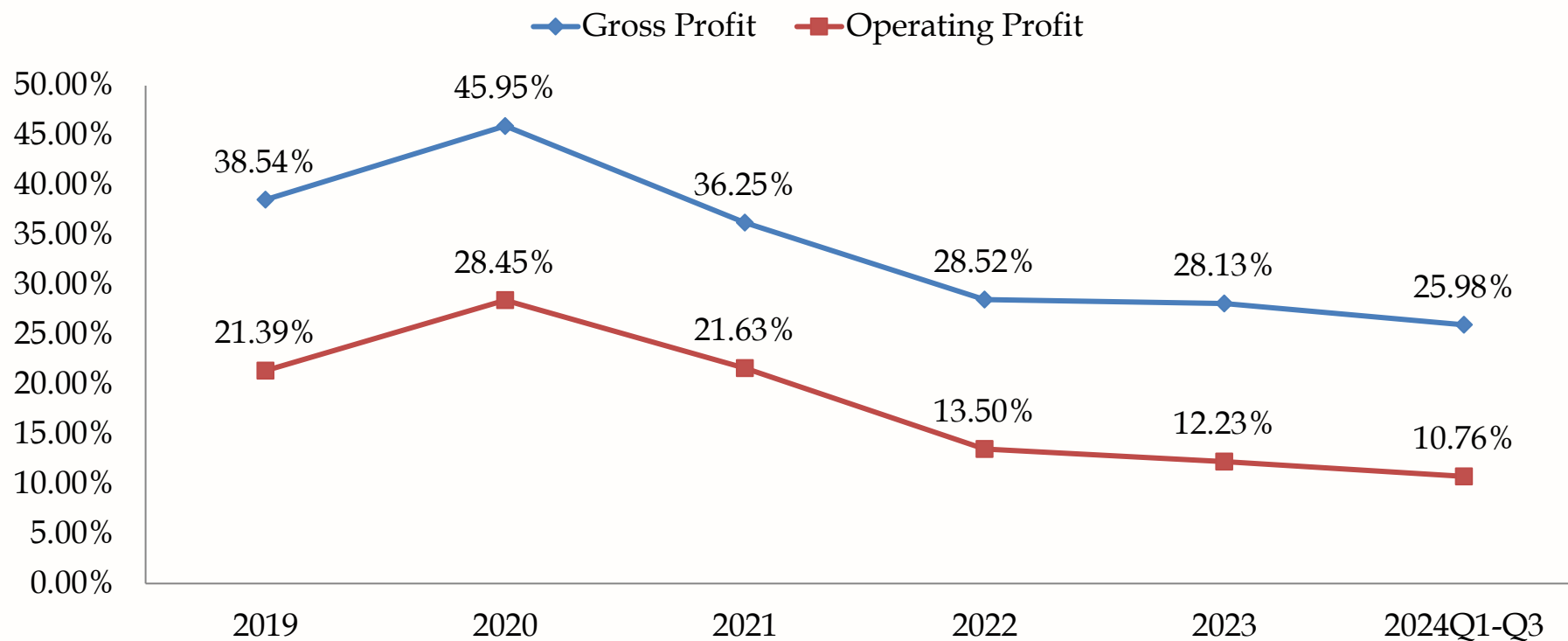
#### Recent Years' Revenue (Product Category Ratio)





### III. Financial Performance

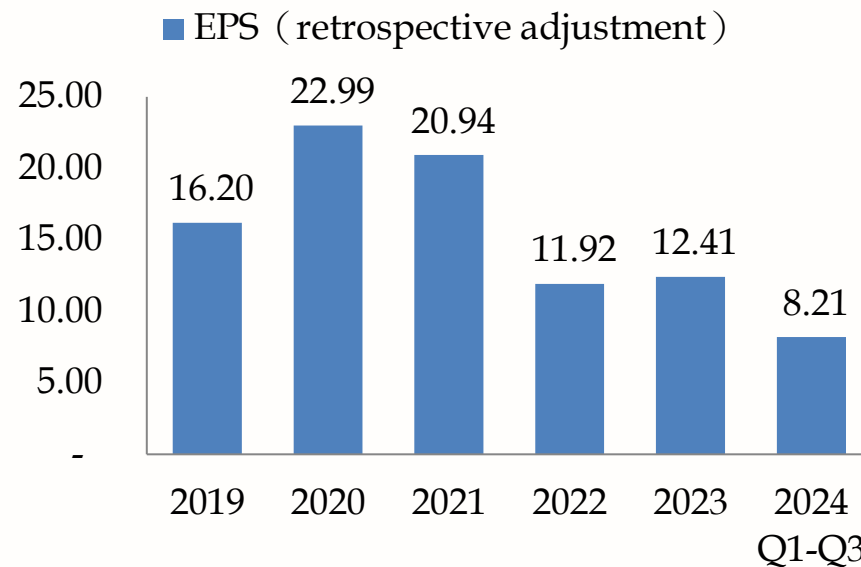
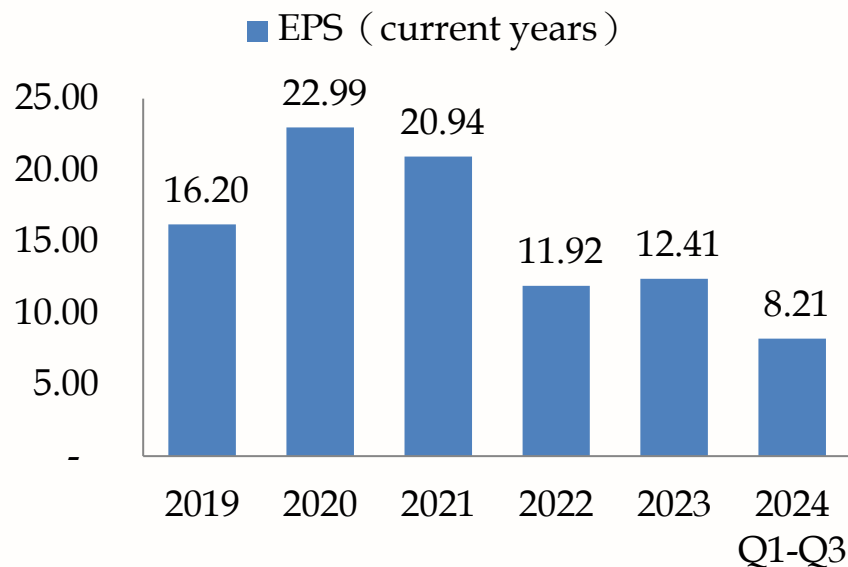
#### Recent Years' Gross Profit Margin & Operating Profit Margin





### III. Financial Performance

#### Recent Years' Basic EPS



| Weighted average number of shares issued for the year |        |        |        |        |        |            |
|---|--------|--------|--------|--------|--------|------------|
| Year  | 2019   | 2020   | 2021   | 2022   | 2023   | 2024 Q1-Q3 |
| Number of shares(Thousands of shares)                 | 33,842 | 33,842 | 33,842 | 33,842 | 33,842 | 33,842     |

| Weighted average number of issued shares (retrospective adjustment) |        |        |        |        |        |            |
|---|--------|--------|--------|--------|--------|------------|
| Year  | 2019   | 2020   | 2021   | 2022   | 2023   | 2024 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)

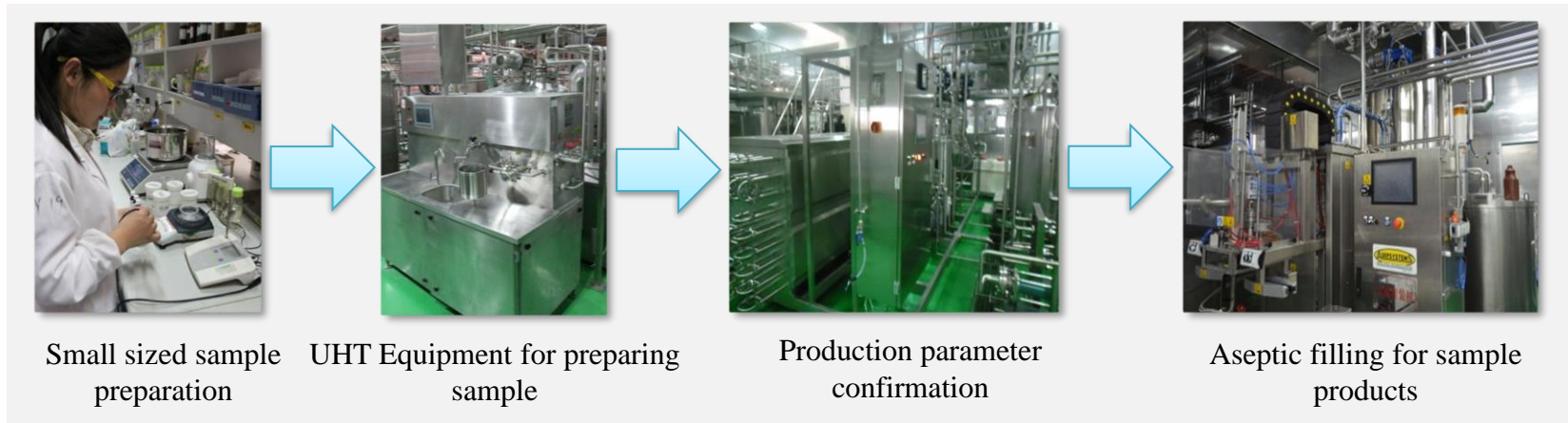
| Item              | 2019      | 2020      | 2021      | 2022      | 2023      | 2024Q1-Q3 |
|-------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| operating revenue | 3,520,879 | 3,479,683 | 4,581,970 | 4,101,393 | 4,631,966 | 3,368,602 |
| bad debt ratio    | 0.00%     | 0.00%     | 0.00%     | 0.02%     | 0.06%     | 0.00%     |



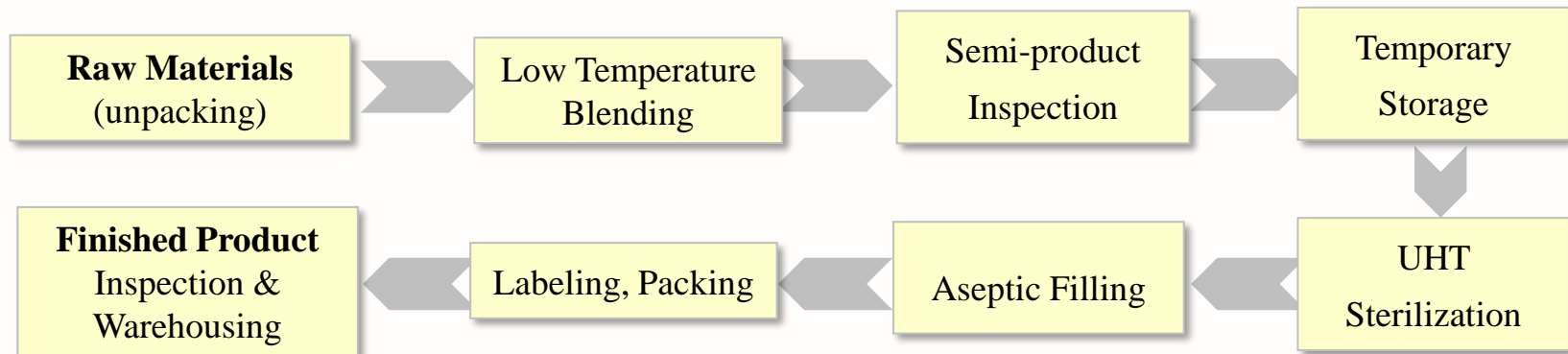


## ■ Research and Development Innovation Ability and Patented Technology

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



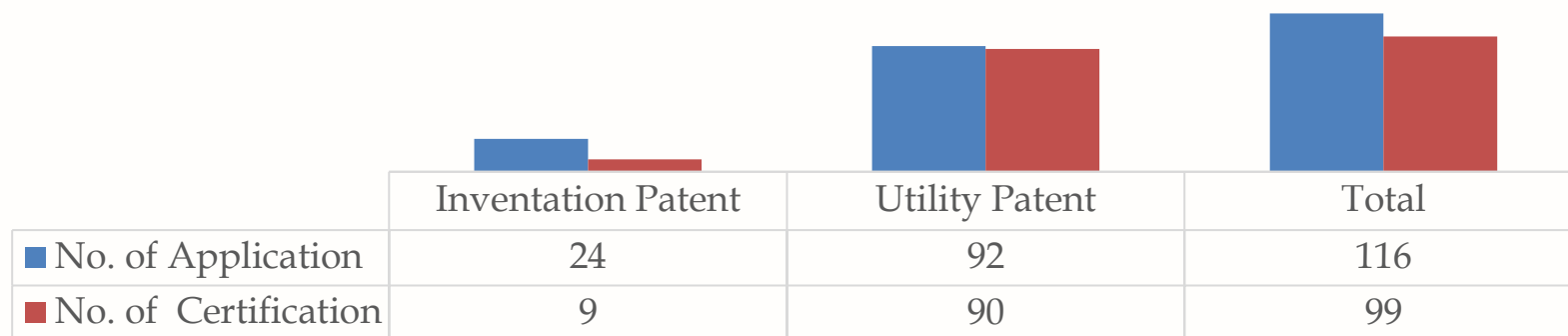
2、Aseptic Filling Standardized Production Process





## IV. Competitive and Advantages—R&D and Patent

### 3. Patent Technology



### 4. Product Development Results



### 5. Core Technology

| 2019                                   | 2020                                    | 2021                                | 2022  | 2023                               | 2024                       |
|--|---|-------------------------------------|---|------------------------------------|----------------------------|
| Sub-nano grinding technology of powder | Research on plant milk / fermented milk | Oat enzymatic hydrolysis technology | Research of water-soluble pigment homeostasis | Research on shaped palate granules | Plant-based dairy research |

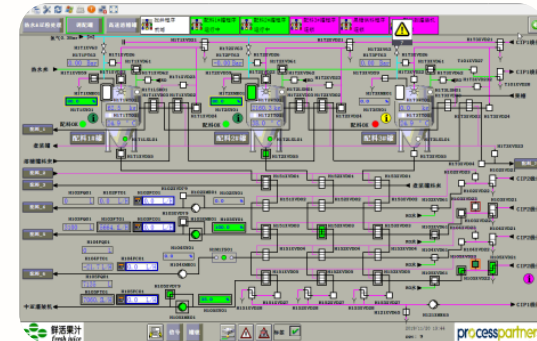
## ■ Lean Manufacturing Plant (Toyota Production System)

- 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 | 罐裝特級柚果汁 | 600.00  | 0.00    | 0.00 | 0.00 | 待生? |
| 31 | 中試 1 | 1001039 | 罐裝特級柚果汁 | 300.00  | 0.00    | 0.00 | 0.00 | 待生? |
| 32 | 果粉 2 | 1102005 | 罐裝特級柚果汁 | 600.00  | 600.00  | 0.00 | 0.00 | 包裝? |
| 33 | 果粉 2 | 1102008 | 罐裝特級柚果汁 | 1000.00 | 1001.00 | 0.00 | 0.00 | 包裝? |
| 34 | 果粉 2 | 1102012 | 罐裝特級柚果汁 | 600.00  | 600.00  | 0.00 | 0.00 | 包裝? |
| 35 | 果粉 2 | 1102025 | 罐裝特級柚果汁 | 300.00  | 300.00  | 0.00 | 0.00 | 包裝? |
| 36 | 果粉 2 | 1105102 | 罐裝特級柚果汁 | 300.00  | 301.00  | 0.00 | 0.00 | 包裝? |
| 37 | 果粉 2 | 1540502 | 罐裝特級柚果汁 | 30.00   | 30.00   | 0.00 | 0.00 | 包裝? |
| 38 | 果粒 1 | 1001242 | 罐裝特級柚果汁 | 1000.00 | 966.00  | 0.00 | 0.00 | 包裝? |
| 39 | 果粒 4 | 1001353 | 罐裝特級柚果汁 | 1000.00 | 988.00  | 0.00 | 0.00 | 包裝? |
| 40 | 果汁 3 | 1003009 | 罐裝特級柚果汁 | 5000.00 | 4804.80 | 0.00 | 0.00 | 包裝? |
| 41 | 果汁 5 | 1405055 | 罐裝特級柚果汁 | 600.00  | 580.00  | 0.00 | 0.00 | 包裝? |
| 42 | 果汁 5 | 1405127 | 罐裝特級柚果汁 | 2000.00 | 2000.00 | 0.00 | 0.00 | 包裝? |

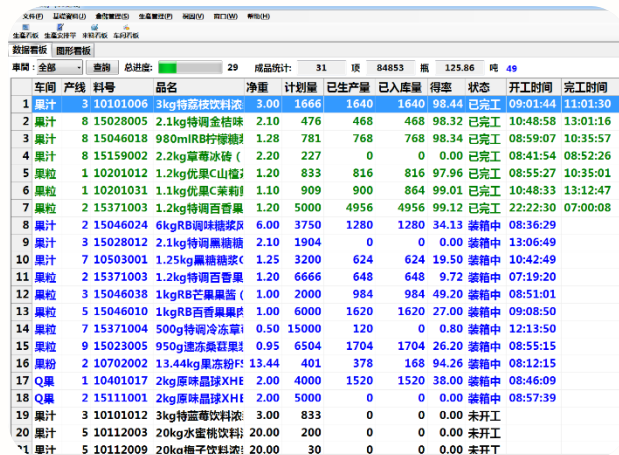
Digital signage



MES real-time online management

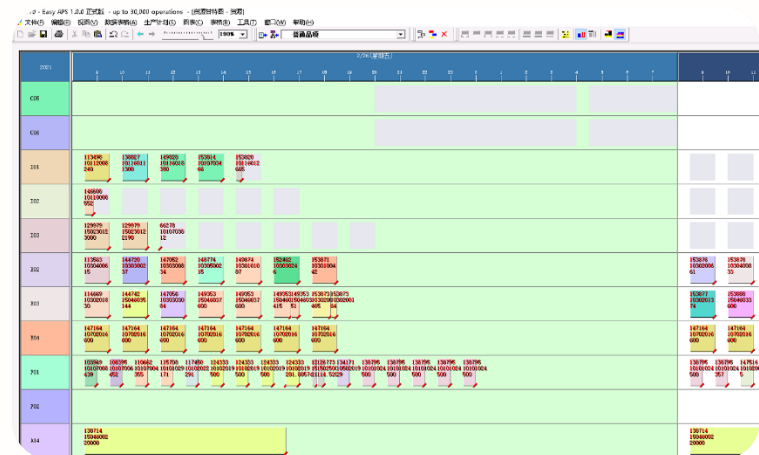
## ■ APS(Advanced Planning and Scheduling)

- 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柠檬味  | 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 | 6kgR8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 | 1kgR8芒果果酱  | 1.00  | 2000  | 984  | 984  | 49.20 | 装箱中 | 08:51:01 |          |
| 13 | 果汁 | 5 15046010 | 1kgR8百香果果酱 | 1.00  | 6000  | 1620 | 1620 | 27.00 | 装箱中 | 09:08:50 |          |
| 14 | 果汁 | 7 15371004 | 500g特调冷冻浆  | 0.50  | 15000 | 120  | 0    | 0.80  | 装箱中 | 12:13:50 |          |
| 15 | 果汁 | 9 15023005 | 950g速冻果酱   | 0.95  | 6504  | 1704 | 1704 | 26.20 | 装箱中 | 08:55:15 |          |
| 16 | 果汁 | 2 10702002 | 13.44kg果酱粉 | 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



Production scheduling diagram to achieve accurate scheduling

## ■ 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 palletizer

## ■ 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

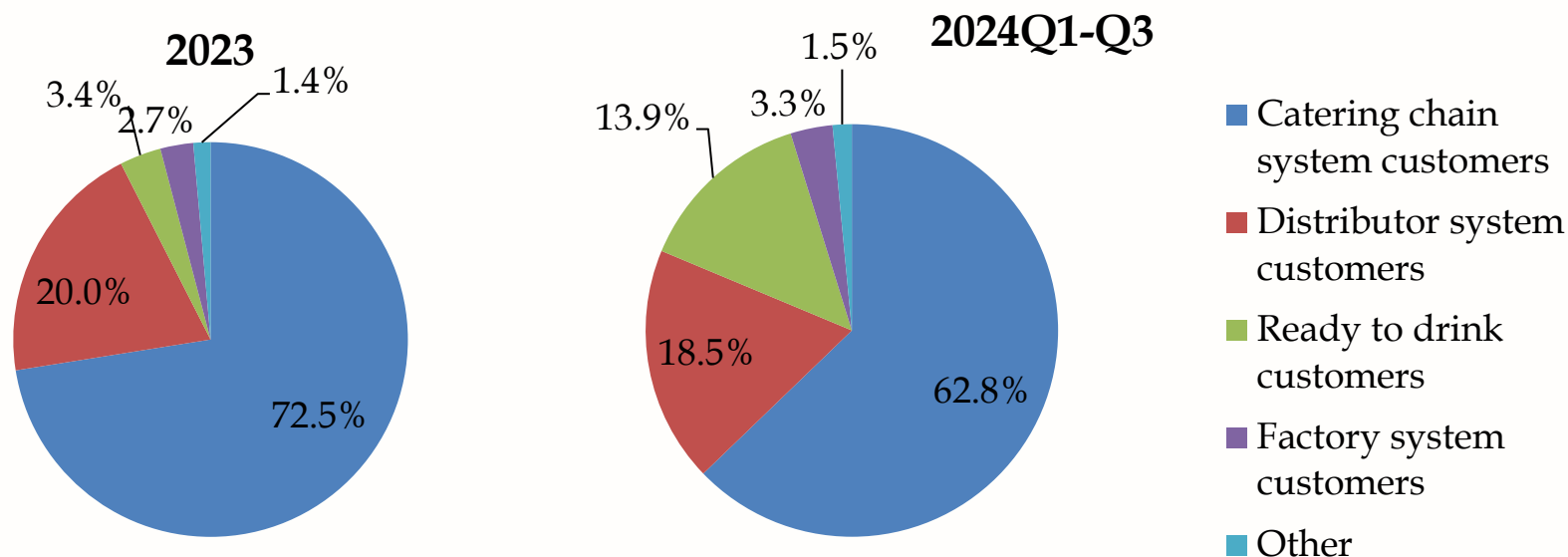


Automatic identification of barcode for stocking



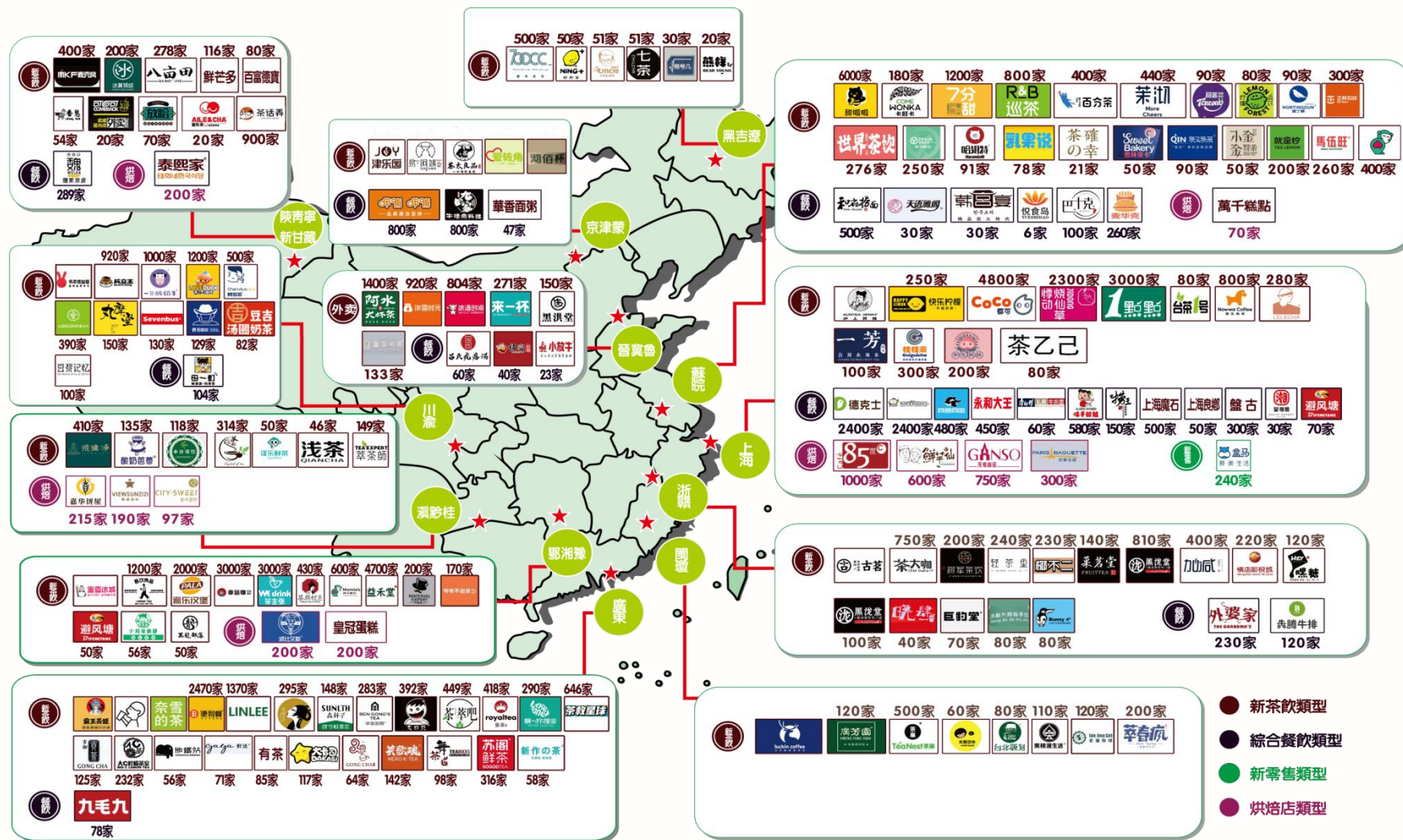
## IV. Competitive and Advantages—Distribution System

### Major Customer Types





### ■ 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





## VI. Future Development Strategy

### —Upgrading of product value chain

#### ■ Production and R&D of Fruit Upstream

Located in Baise, Guangxi, 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 beverages



Beautiful  
appearance

A lot of fresh  
and healthy  
elements

A high sense  
of value

Excellent  
taste

#### ■ Flavor 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!



## VI. Future Development Strategy

### —Technology Innovation

- Redefine juice and create a new category— Pioneer new style tea drink pre-packaged beverage



More  
abundant

**Shelf life :**

Cold storage (14-21 days)

**category :**

Pulp included  
(Cold storage )

**Sterilization method :**

low-temperature  
sterilization

**Packing method :**

Adjustable bottle type

**Storage condition :**

Cold storage(0°C-4°C)



fresher

Cold storage (21-60 days)

High clean beverage

High-temperature sterilization ,  
Low-temperature filling

Fixed bottle type

Cold storage(0°C-4°C)





## VI. Future Development Strategy

### —Technology Innovation

A bottle of Chilled Mango Sago Cream with Pomelo opens a door to the industry.

鲜绿



Sunjuice G——New style tea drink pre-packaged  
Chilled Mango Sago Cream with Pomelo pioneering  
brand







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



### ■ 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.

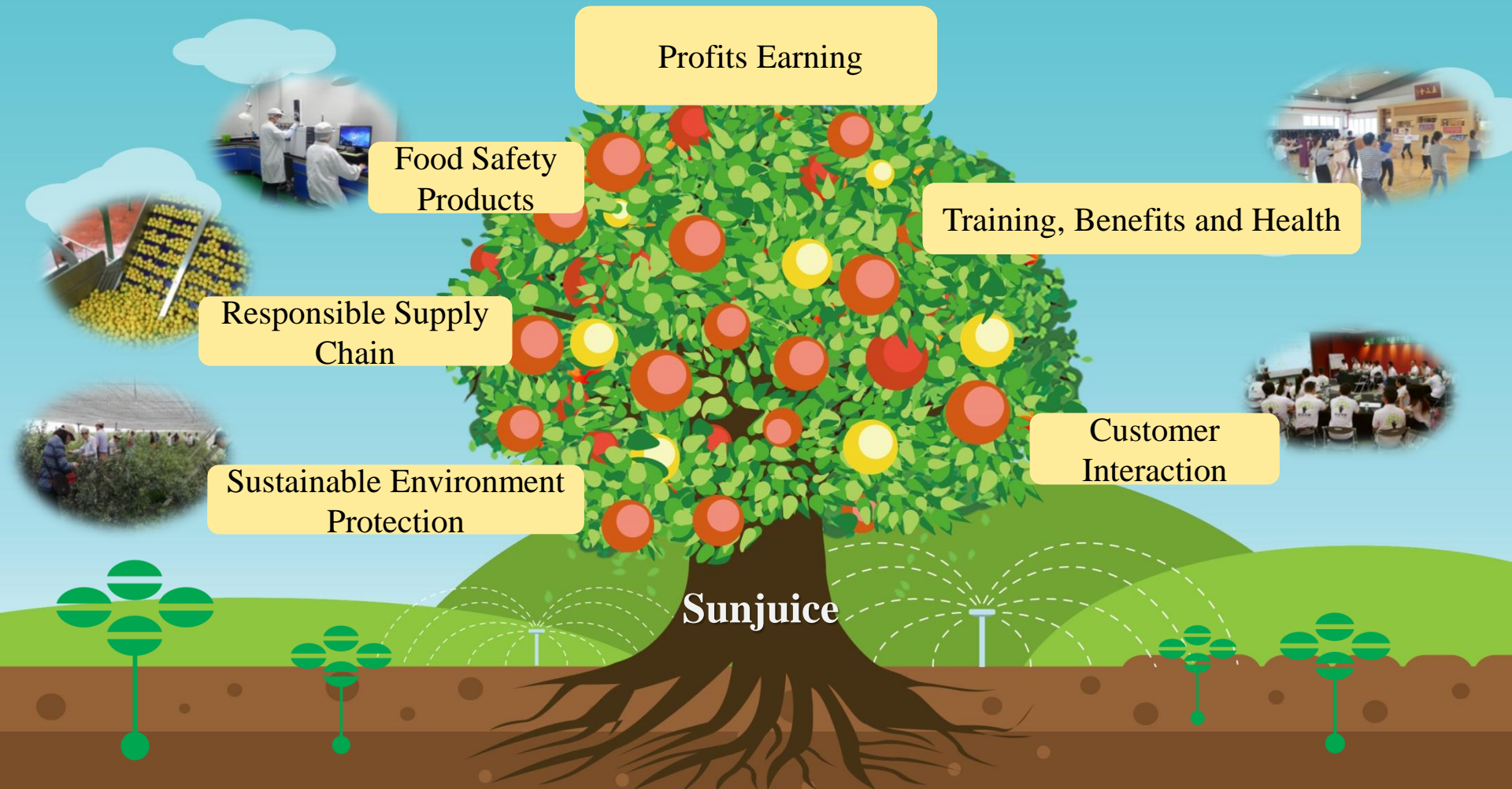
#### Safe working environment

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

