



Stock Code: 1256

# 永續經營 Corporate Social Responsibility (CSR)

## 鮮活控股股份有限公司

Sunjuice Holdings Co., Limited

Presenter: Sam Wu, Director

Date: 27 November, 2019



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- II Catering Industry & Market Overview
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# I. Company Profile Overview—Factory Fact



## Kunshan

- Land Area : 32,636 m<sup>2</sup>
- Factory Area : 31,777 m<sup>2</sup>
- Staff : 472 employees
- Capacity :  
55,000MT/Year

## Tianjin

- Land Area : 33,329 m<sup>2</sup>
- Factory Area : 18,180 m<sup>2</sup>
- Staff : 118 employees
- Capacity :  
20,000MT/Year

## Guangdong

- Land Area : 35,675 m<sup>2</sup>
- Factory Area : 24,937 m<sup>2</sup>
- Staff : 152 employees
- Capacity :  
20,000MT/Year

( Company Staff as of 31 Oct 2019)

- 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”.
- Apr 2017 Suzhou Sunjuice I International Ltd. was established at Kunshan City, Suzhou, China.
- 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.
- Jun 2019 The company's Guangdong factory moved to a new one.
- Aug 2019 The company's Tianjin factory moved to a new one.
- Aug 2019 Awarded for CSR “Corporate Citizenship Award – Little Giant Group” by Taiwan Common Wealth Magazine for five consecutive years.





# 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, 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

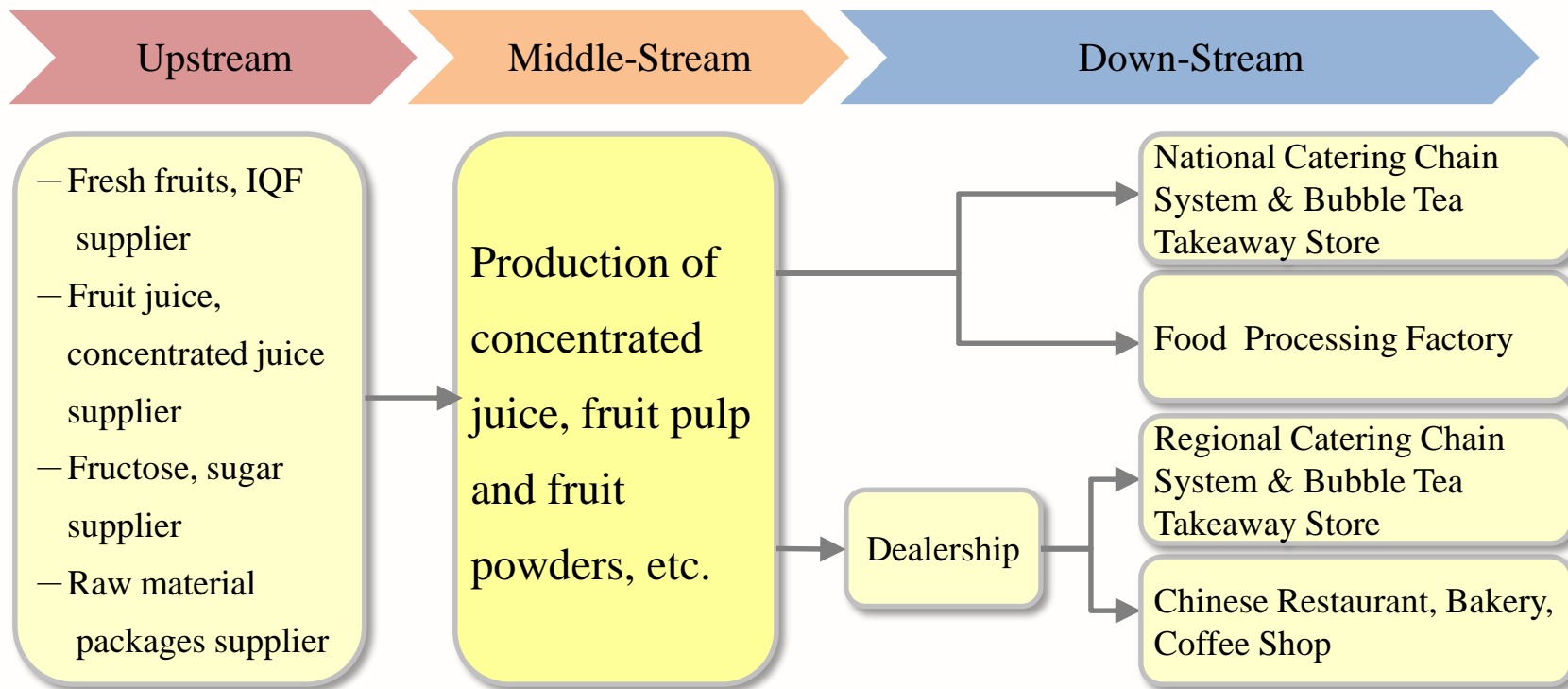


## 二、果粒類產品 Fruit Jam / Pulp



## 三、果粉類產品 Fruit Powder

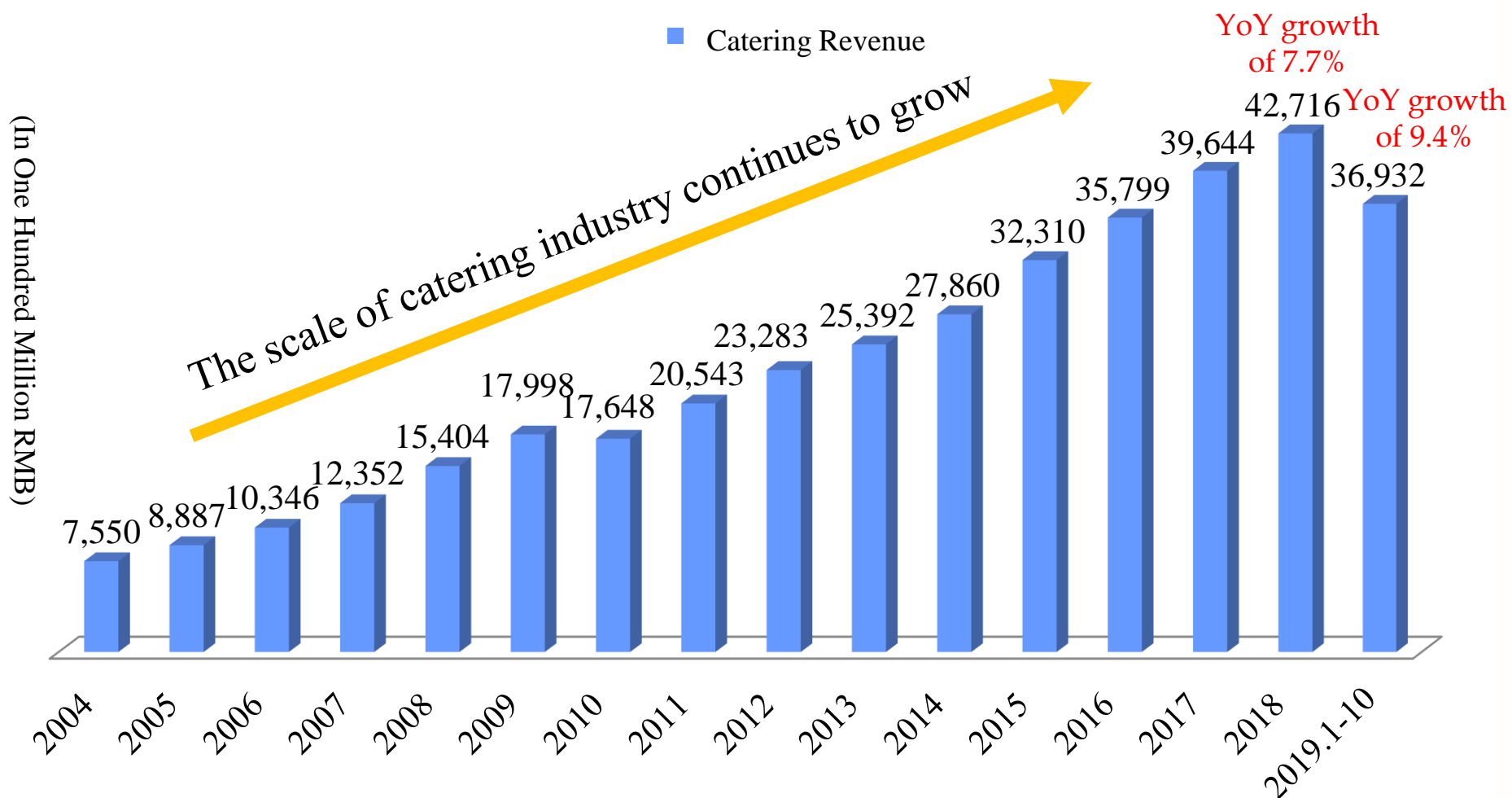




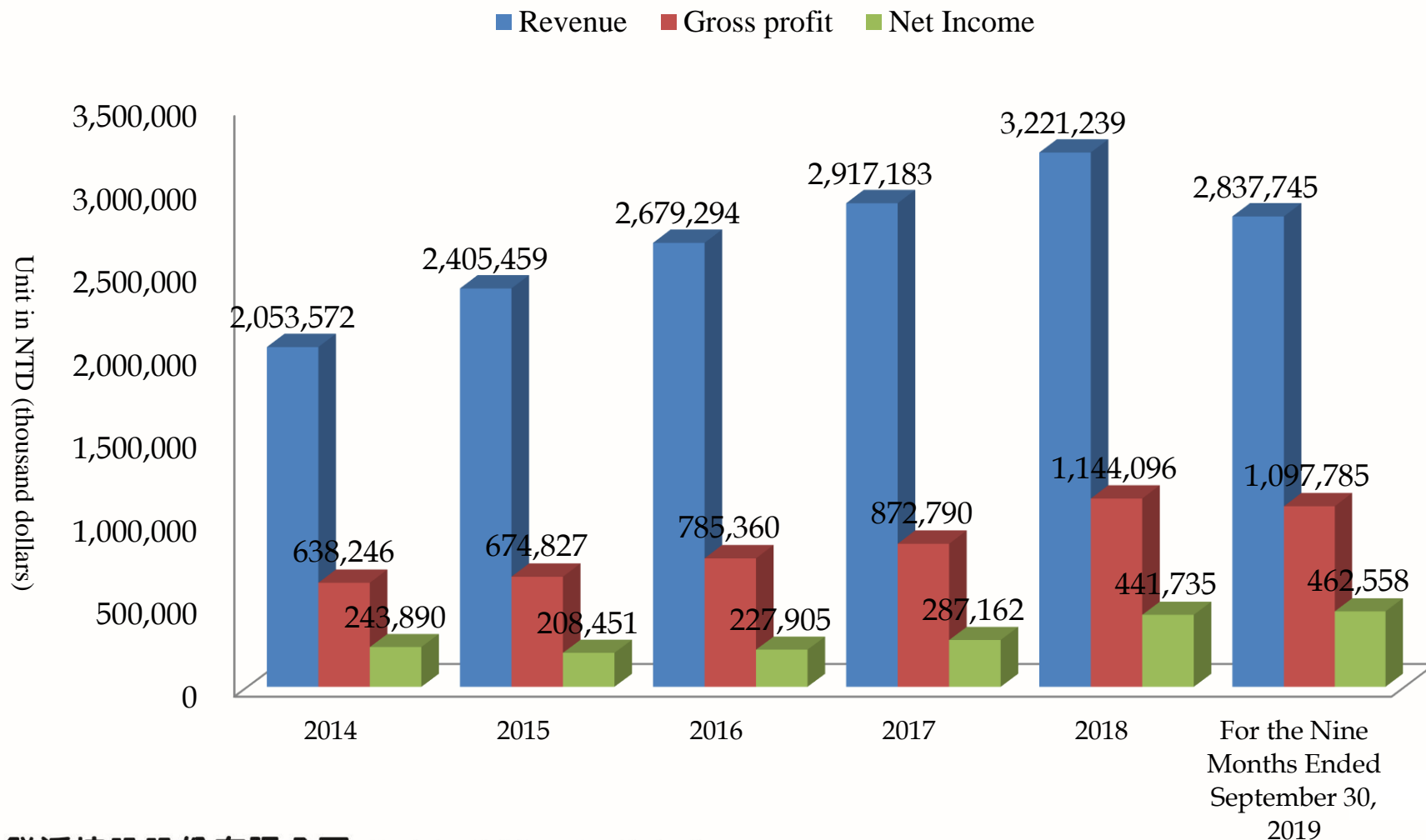
Our company is located in Middle Stream. As a raw materials supplier for non-packed & prepared juice drinks other than packed juice drink for end consumer market.

## II. Catering Industry & Market Overview

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

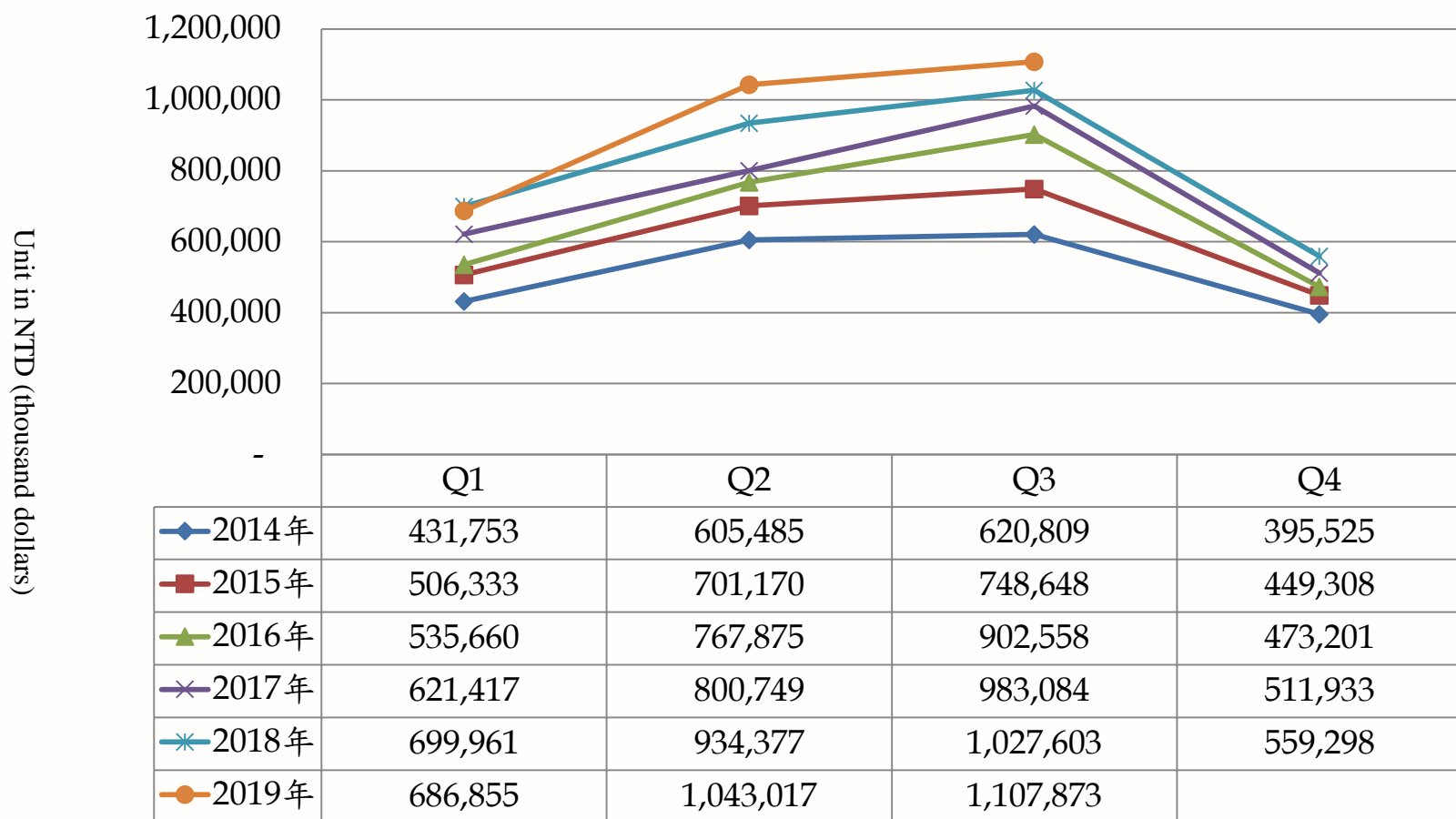


## Recent Years' Revenue & Gross Profit & Net Income

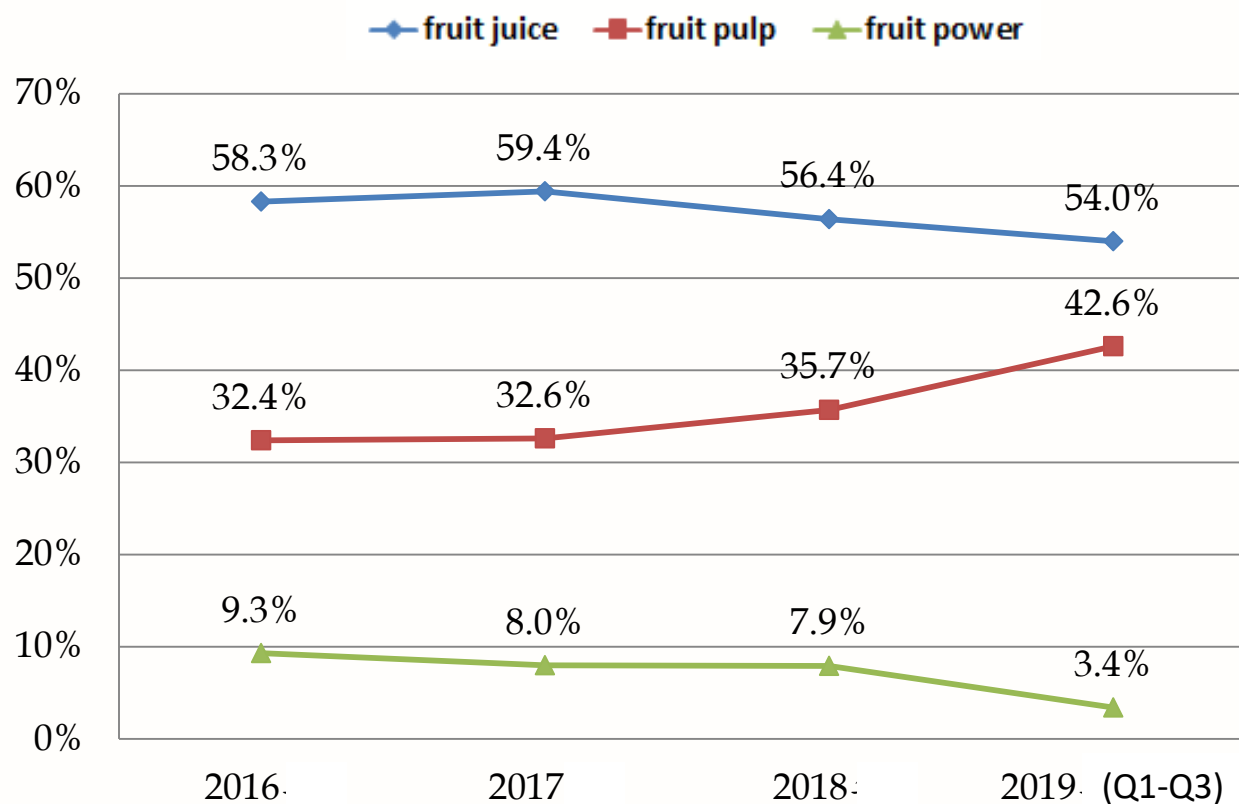




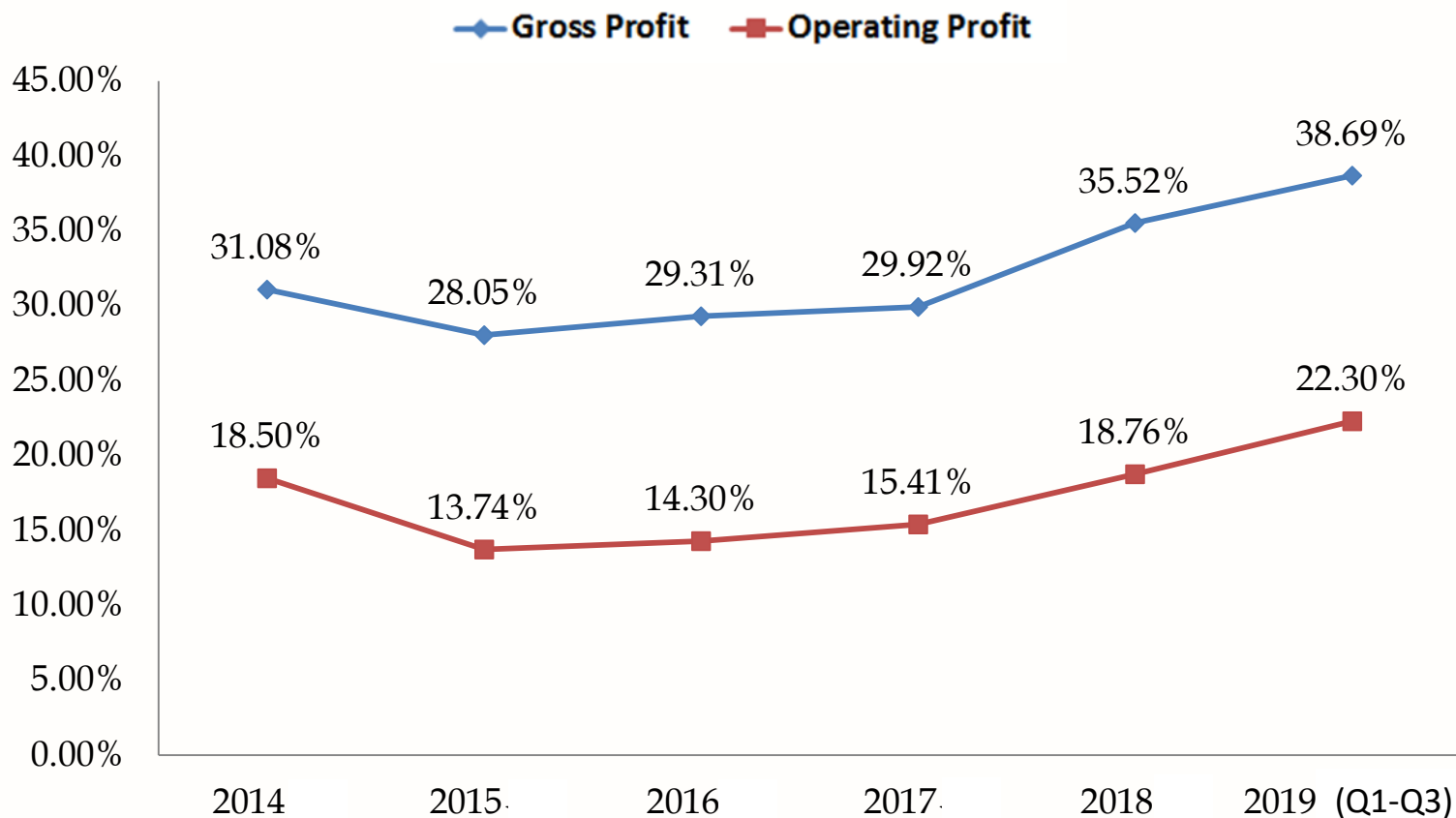
## Recent Years' Revenue (quarterly)



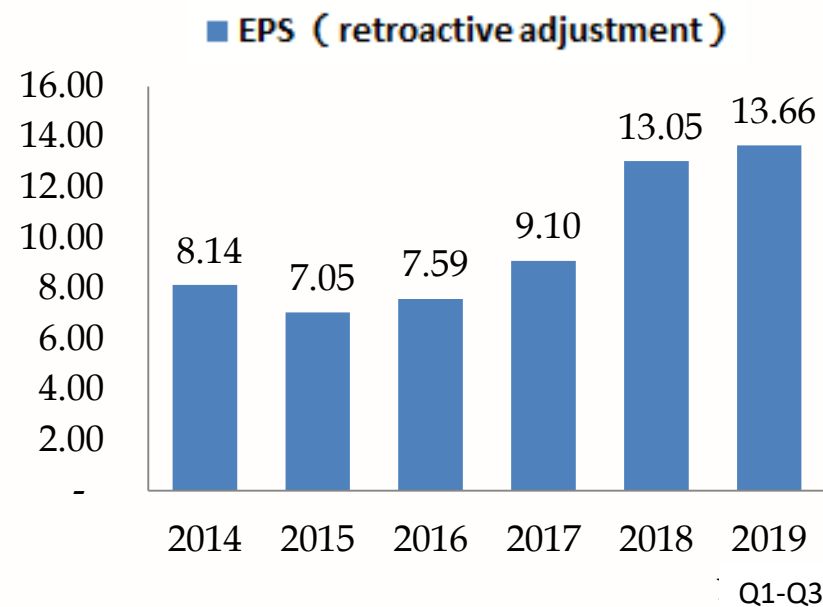
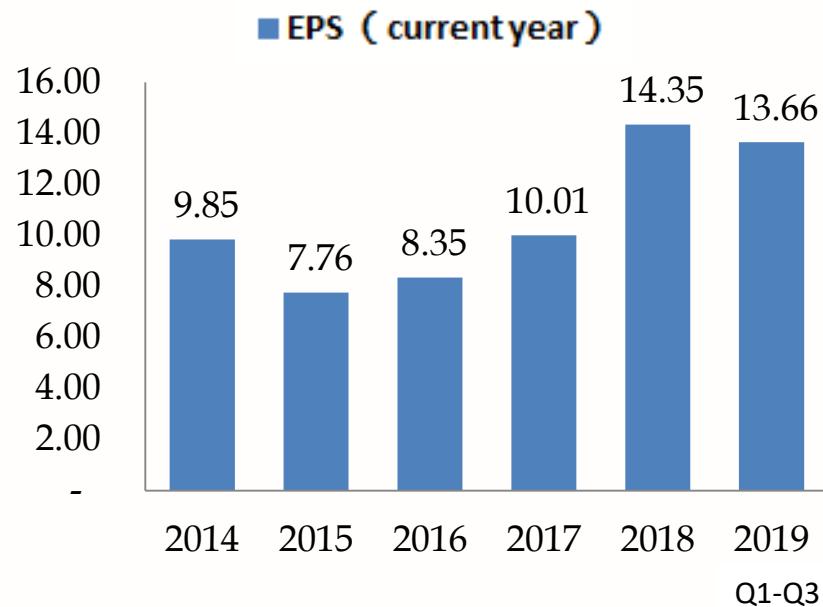
## Recent Years' Revenue (product category ratio)



## Recent Years' Gross Profit & Operating Profit



## Recent Years' Basic EPS



Weighted average number of shares issued for the year						
Year	2014	2015	2016	2017	2018	2019 Q1-Q3
Number of shares(Thousands of shares)	24,696	27,166	27,166	28,645	30,766	33,842

Weighted average number of issued shares (retrospective adjustment)						
Year	2014	2015	2016	2017	2018	2019 Q1-Q3
Number of shares(Thousands of shares)	29,882	29,882	29,882	31,509	33,842	33,842

## ■ 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)

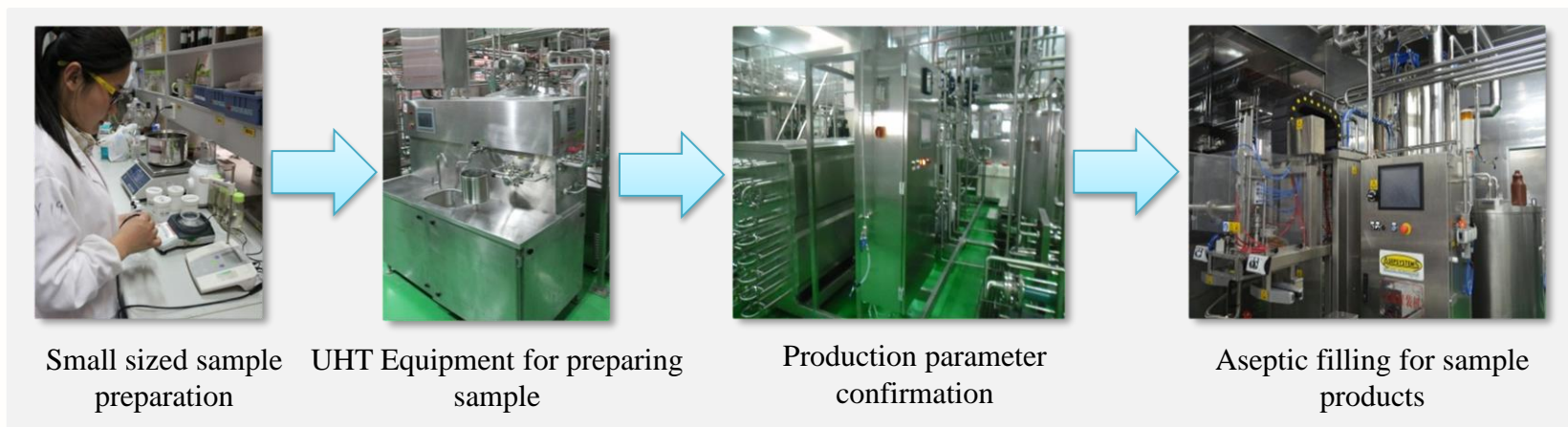
Item	2014	2015	2016	2017	2018	2019 Q1-Q3
operating revenue	2,053,572	2,405,459	2,679,294	2,917,183	3,221,239	2,837,745
bad debt ratio	0.00%	0.00%	0.00%	0.01%	0.05%	0.00%



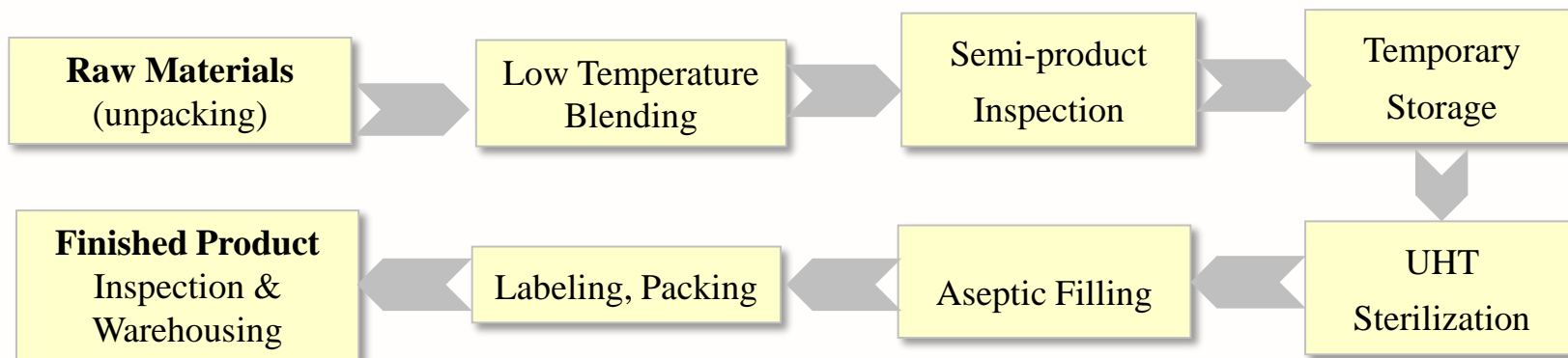


## ■ Research and Development Innovation ability and patented Technology

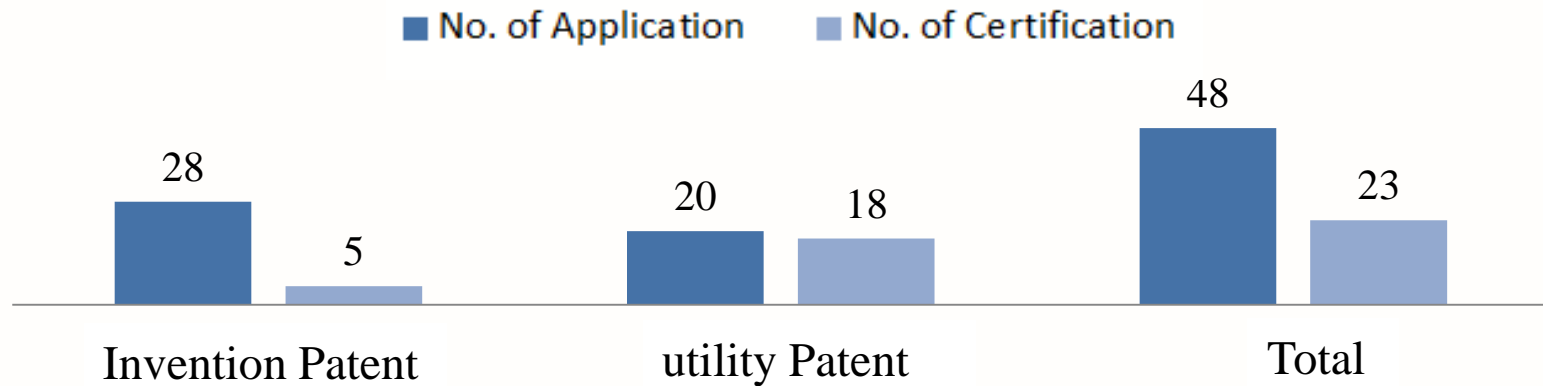
1、A one-stop pilot plant for innovative ideas, cost analysis and product completion in 24 hours



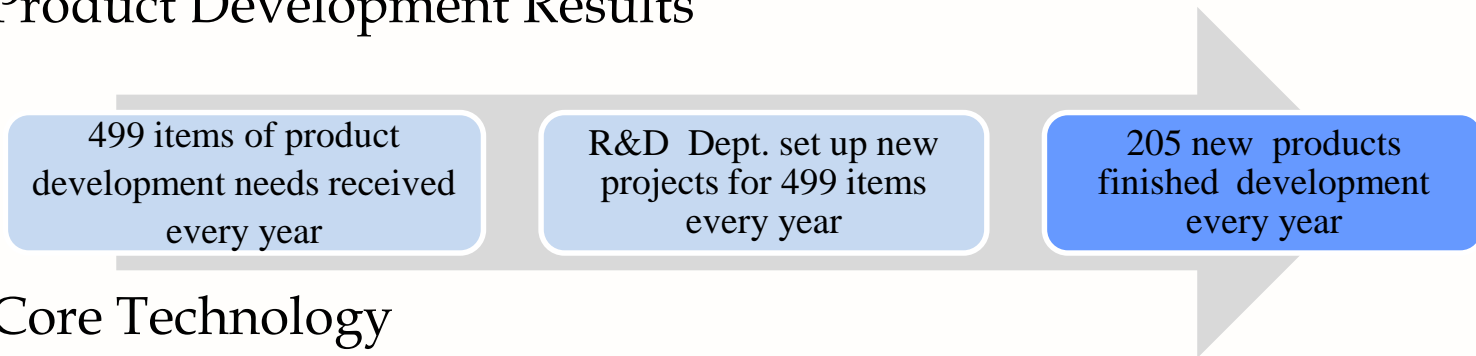
2、Aseptic Filling Standardized Production Process



## 3. Patent Technology



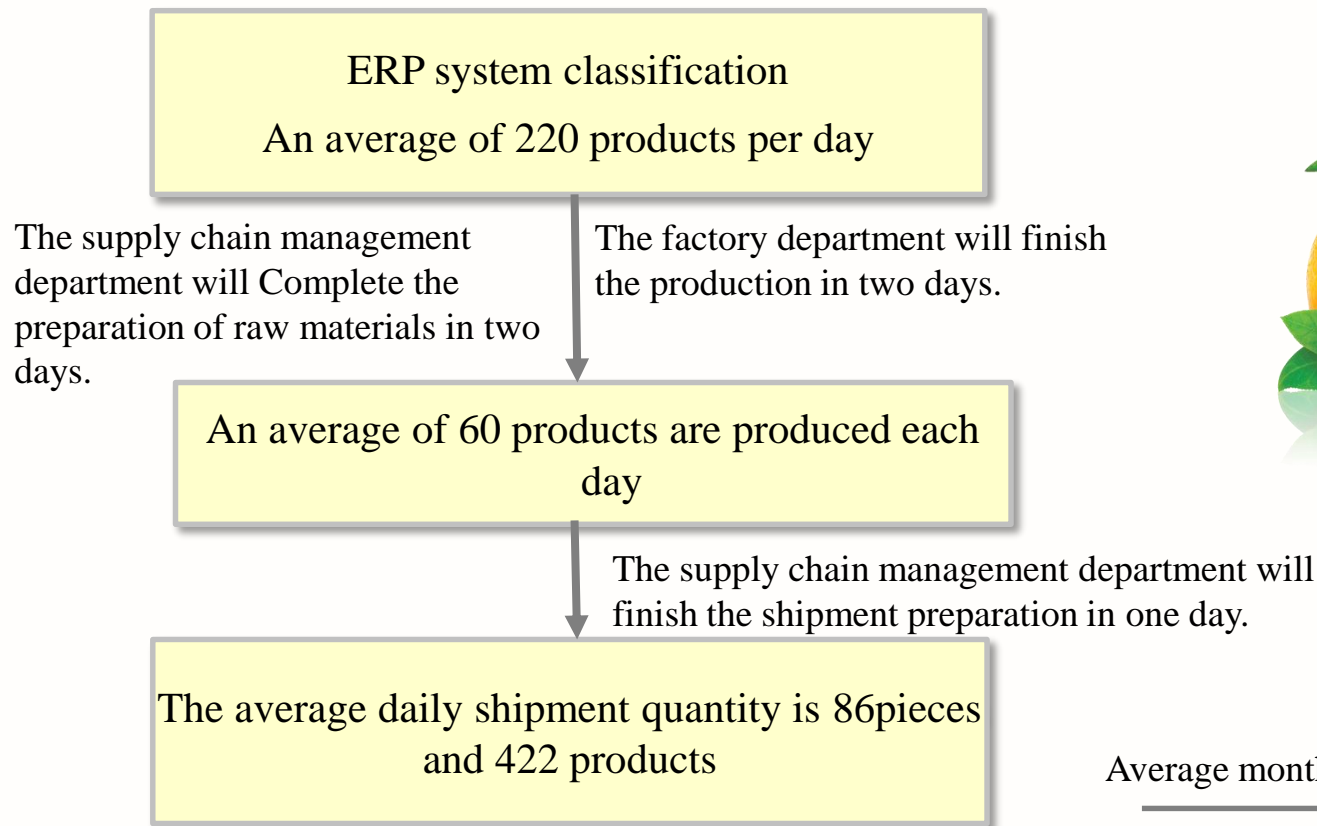
## 4. Product Development Results



## 5. Core Technology

2017	2018	2019
Mouthfeel Particles Technology Upgrade	Upgrading of Microemulsion Technology	Sub-nano grinding technology of powder

### ■ Customization and diversified product structure



Average monthly order and shipment status

Note: the above is the shipment statistics of the Kunshan factory in 2018

## ■ High purity and safety production system

### 1. 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 錦江牌咖啡糖	600.00	0.00	0.00	0.00	待生
31	中試	1	1001039 咖啡糖	300.00	0.00	0.00	0.00	待生
32	果粉	2	1102005 咖啡糖	600.00	600.00	0.00	100.00	包裝
33	果粉	2	1102008 咖啡糖	1000.00	1001.00	0.00	100.10	包裝
34	果粉	2	1102012 咖啡糖	600.00	600.00	0.00	100.00	包裝
35	果粉	2	1102025 咖啡糖	300.00	300.00	0.00	100.00	包裝
36	果粉	2	1105102 咖啡糖	300.00	301.00	0.00	100.33	包裝
37	果粉	2	1540502 咖啡糖	30.00	30.00	0.00	100.00	包裝
38	果粒	1	1001242 咖啡糖	1000.00	966.00	0.00	96.60	包裝
39	果粒	4	1001353 咖啡糖	1000.00	988.00	0.00	98.80	包裝
40	果汁	3	1003009 咖啡糖	5000.00	4804.80	0.00	96.09	包裝
41	果汁	5	1405055 咖啡糖	600.00	580.00	0.00	96.67	包裝
42	果汁	5	1405127 咖啡糖	2000.00	2000.00	0.00	100.00	包裝

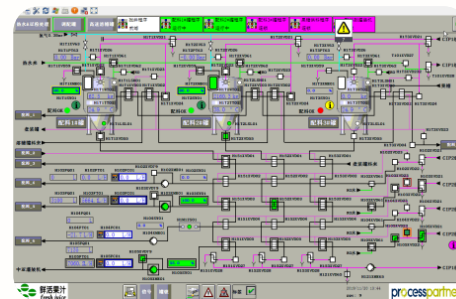
  

統計	品項數	44	46
銷數	109		
成品量	115.3	噸	
半成品量	75.2	噸	
生產進度	43%		
包裝進度	11%		

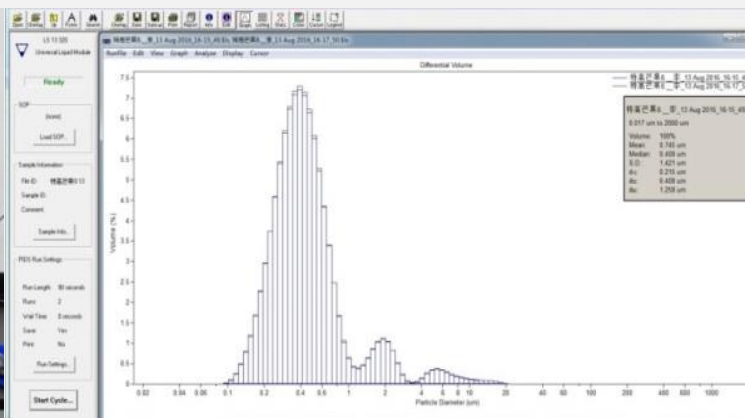
狀態	數量
包裝中	43090.00
包裝完成	15207.00
生產中	25830.00
生產完成	34702.00

Digital signage

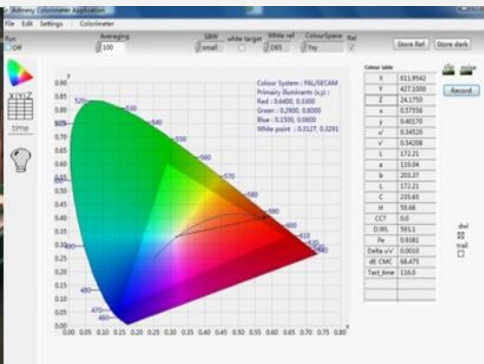


MES real-time online management

- Self inspection & systemized safety evaluation for products and raw materials



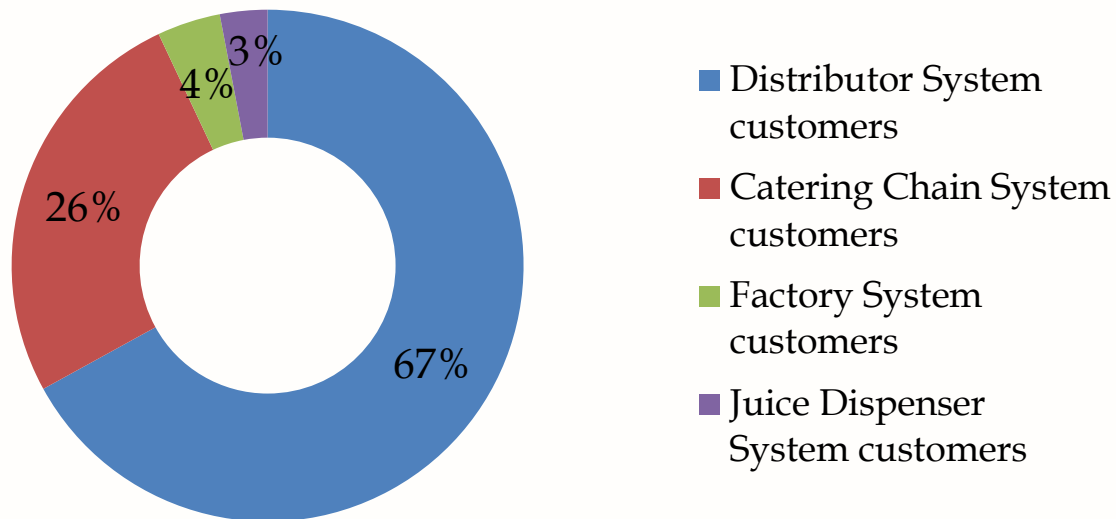
(2) Particle size distribution instrument – monitoring product's homogeneous status and size allocation



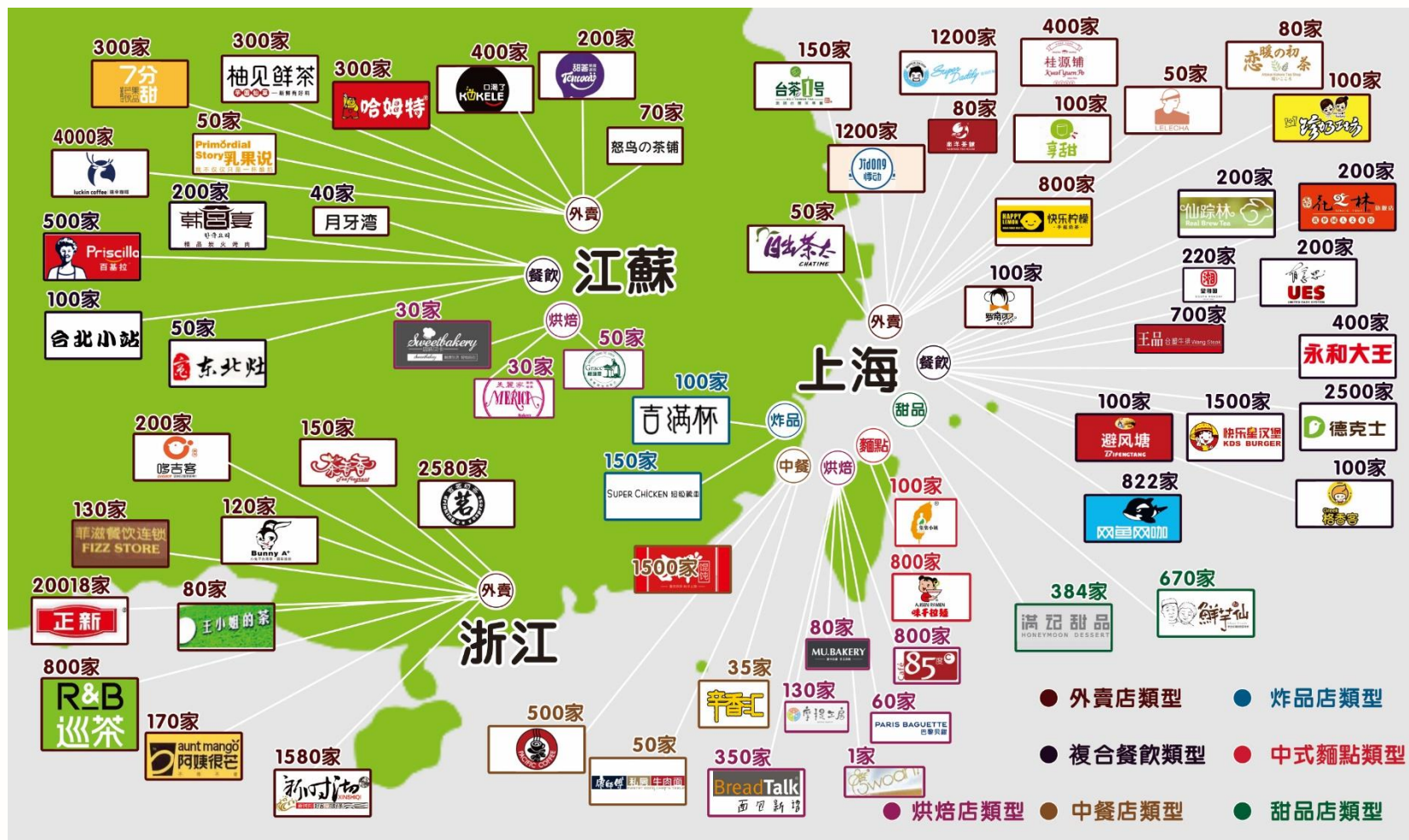
(3) Color difference meter – measured product's color



## Customer types in the first three quarters of 2019



### 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

### 1 廣東



### 2 湖南



### 3 湖北



### 4 福建



### 5 四川



### 7 重慶



### 9 北京



### 10 東北



### 11 浙江



### 12 江蘇



### 13 江西



### 14 山東



## 2019 Technical Exchange & Product Promotion Fair

### 昆山廠 Kunshan

場次: **40** (鄂湘豫、蘇皖、浙贛)

### 天津廠 Tianjin

場次: **51** (黑吉遼、冀晉魯、京津蒙、  
陝青寧新甘)

### 廣東廠 Guangdong

場次: **40** (閩粵瓊、滇黔桂、川渝藏)



新品技術交流會  
New products technical  
exchange fair



The promotion conference has completed 77 times in summer, 54 times in winter.



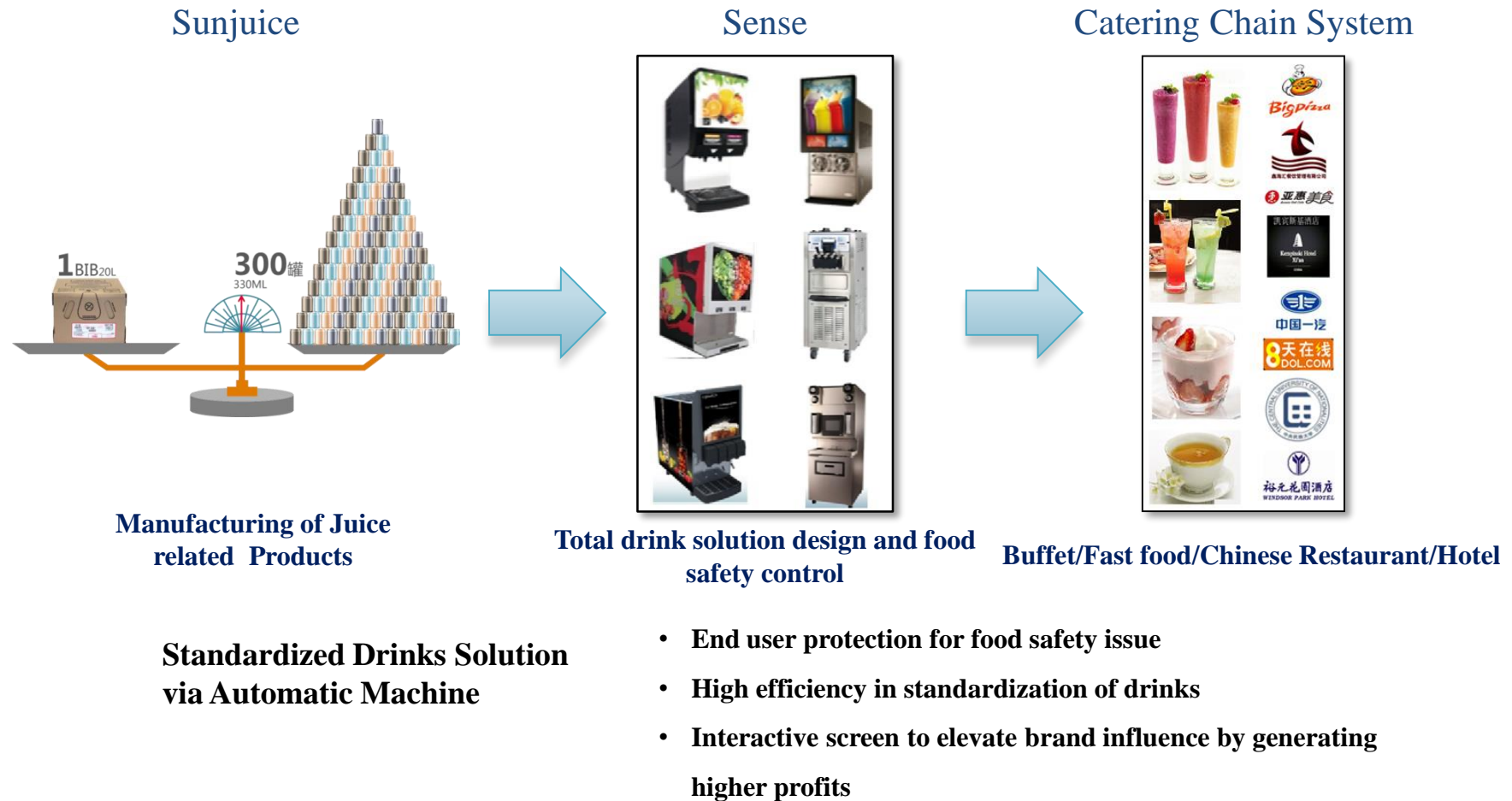


# V. Business Report

## —Juice Dispenser System Customer

光裕堂飲品

### Business Model of Shanghai Sense Beverage





光裕堂飲品

## V. Business Report

### —Juice Dispenser System Customer

#### ■ Total Drinks Solution with 360 Degree Drink Safety Concept



Strategic Partner



**Marmon Group is one of Berkshire Hathaway company**

- - Warren Buffett's world largest financial institution
- - Ranking No.3 as "Fortune World's Most Admired Companies"



#### The 5<sup>th</sup> contractual strategic partners

- Sharing food safety concept as international brands like McDonald.
- Elevating higher level of food safety management by upgrading automatic machine.



## V. Business Report

### —Juice Dispenser System Customer

光裕堂飲品

- Continuous dispenses to ensure efficiency
- Small footprint with a small amount of syrup inventory





## V. Business Report

### —Juice Dispenser System Customer

光裕堂飲品

#### ■ Cold Brew Coffee (Tea)

From the research and development of raw materials, baking, extraction and application, it creates unique taste experience for customers



At least 12 hours of manual extraction in stores

Store operating model



Customization + Standardization + Commercialization business model

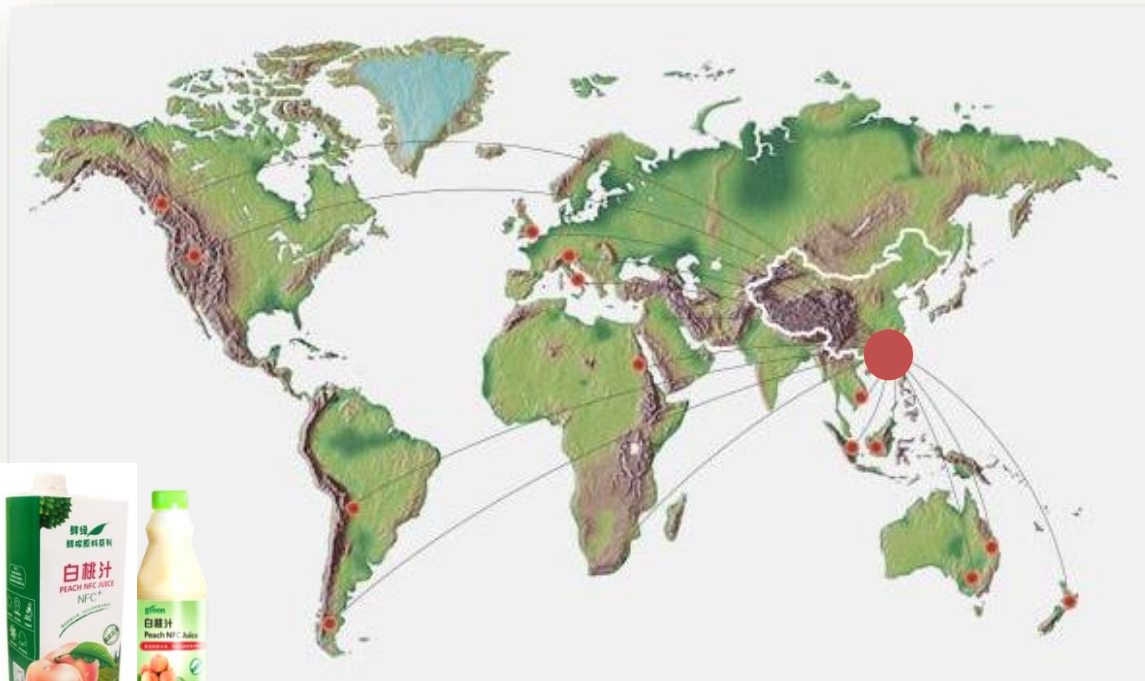
- Support rapid business development
- Assurance of food safety
- Stable quality and supply



### ■ NFC<sup>+</sup> Juice and Frozen Fruits

Innovative supply chain platform

- Deep processing of fruit base management, equipment upgrade, production process optimization, transformation of supply chain operation



NFC<sup>+</sup> Juice





### ■ 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



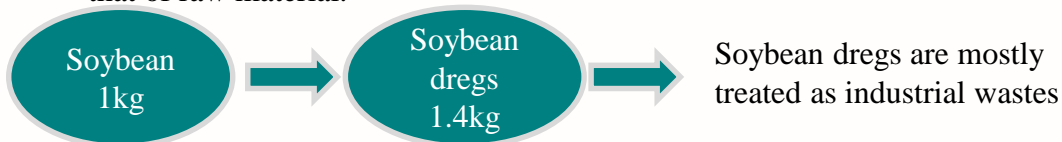
Sustainable development of production mode, reduce resource consumption and improve resource utilization, reduce waste generation.

UN sustainable development goals (SDGs)



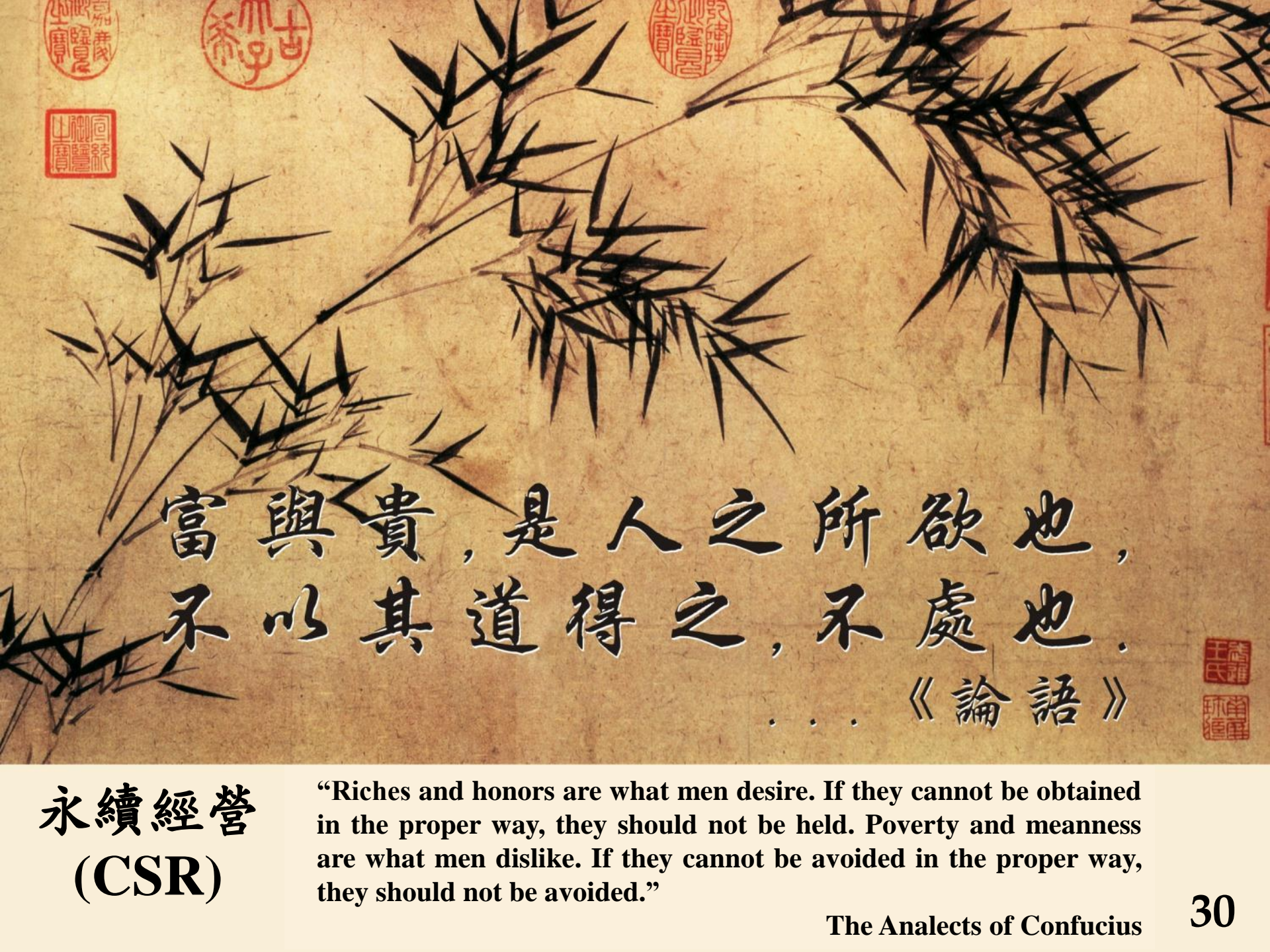
### Soybean dregs issue

- The amount of soybean residue produced by "traditional way" is more than that of raw material.



- Use bean powder as raw material to make bean products without waste residue discharge.





富與貴，是人之所欲也，  
不以其道得之，不處也。  
... 《論語》

## 永續經營 (CSR)

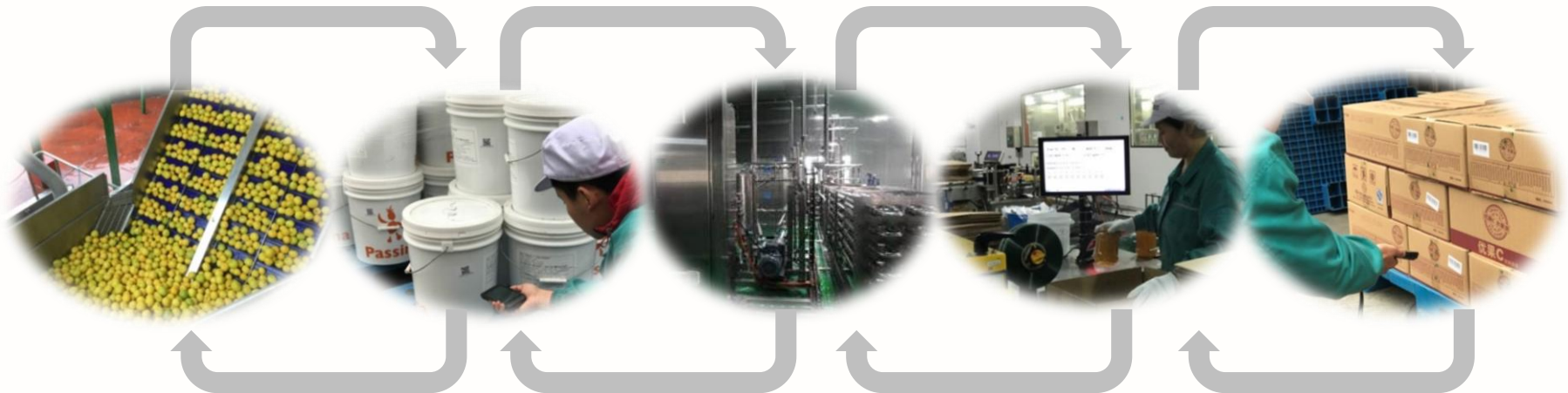
“Riches and honors are what men desire. If they cannot be obtained in the proper way, they should not be held. Poverty and meanness are what men dislike. If they cannot be avoided in the proper way, they should not be avoided.”

The Analects of Confucius



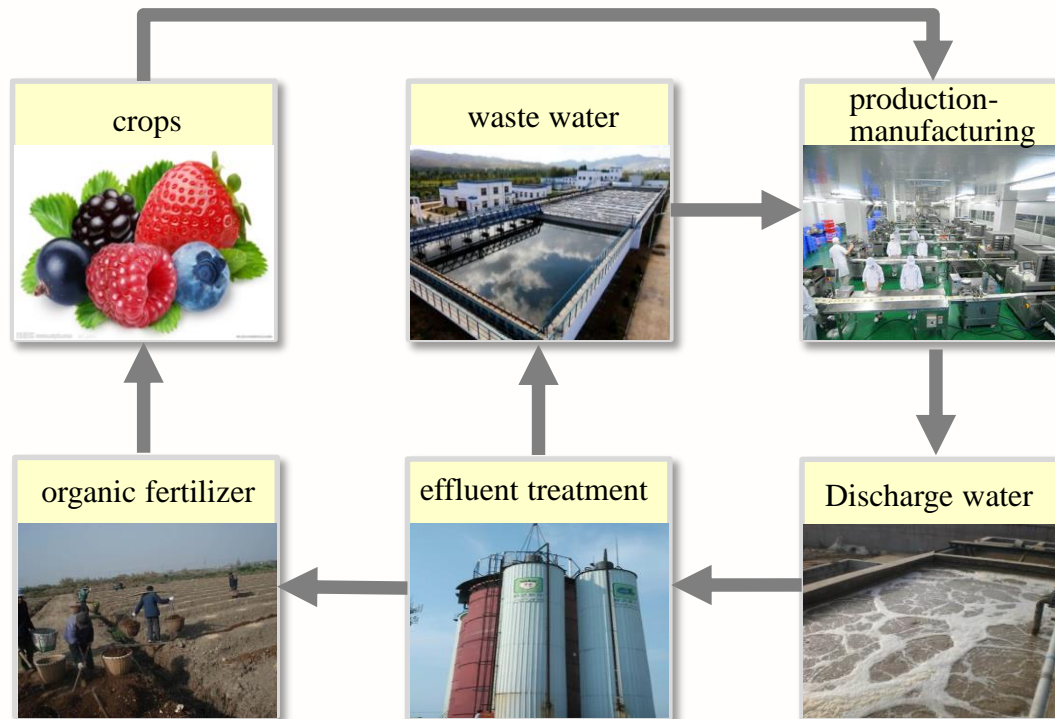
### ■ Construct a food safety supply chain

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



## ■ Sustainable production cycle

Production of syrup, fruit juice, jam, at the same time will produce industrial water (including domestic water), through industrial water circulation and processing, all hit the government's reusable water standards emissions, and 100 tons of organic fertilizer in farm 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)

### ■ Deep farming community blueberry base farm

*Integrate the comprehensive and coordinated development of economy, society and environment*

- Create value and income for local farmer
- Sightseeing picking
- Improve soil for green ecology plantation
- Environment Protection and original ecology lake
- Circulate agricultural organic fertilize



mulberry



blueberry



yellow peach

May June June-Aug July Aug Aug-Oct



blackberry



white peach



fig



藍莓種植及水果深加工



利用污泥自制成合格有機肥

12 RESPONSIBLE CONSUMPTION AND PRODUCTION



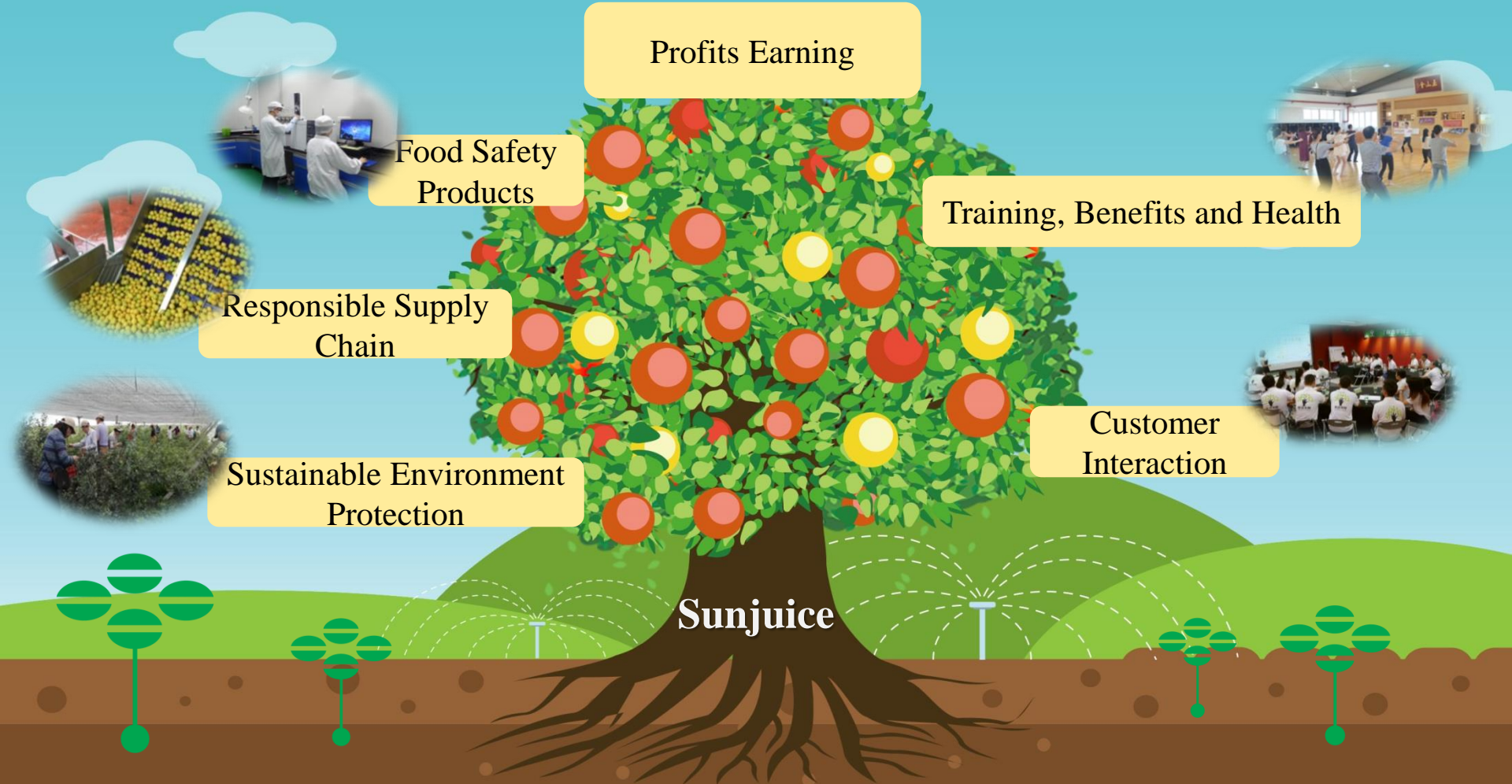
Sustainable development of production mode, reduce resource consumption and improve resource utilization, reduce waste generation.

UN sustainable development goals (SDGs)



## VII. Corporate Social Responsibility

Awarded CSR “Corporate Citizenship Award – Little Giant Group” for 5 consecutive years







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

35

# Thank you for your Listening!

NATURAL

天然

HEALTH

健康

SAFETY

安全

DELICACY

美味

