



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: 27 May, 2025



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I. Company Profile Overview—Factory Fact



Kunshan

- Land Area : 32,636 m²
- Factory Area : 45,806 m²
- Capacity : 73,000 MT/Year
- Group headcount : 893 employees

Tianjin

- Land Area : 33,329 m²
- Factory Area : 18,207 m²
- Capacity : 32,000 MT/Year

Guangdong

- Land Area : 35,675 m²
- Factory Area : 24,831 m²
- Capacity : 44,000 MT/Year

Guangxi

- Land Area : 7,779 m²
- Factory Area : 6,579 m²
- Capacity : 6,000 MT/Year
- Property of the plant: Lease

(Company Staff as of April 30, 2025)



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 Sunjuice Industry (Tian Jin) Co., Ltd. awarded QS certification.
- Jun 2015 Guangdong Sunjuice 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.
- Dec 2021 Guangxi Sunjuice Biotechnology Co., Ltd. was founded at Guangxi Province.
- May 2022 “Sunjuice Co., Ltd.” is renamed as “Sunjuice Co., Ltd.”
- May 2024 Co-hosted the "Chinese Modern Barista Competition" with the China Association of Bakery & Confectionery Industry for two consecutive years.
- Jan 2025 Sunjuice Corporation is registered in the US.





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, with a total of over 1,600 items.

Juice



Fruit Jam / Pulp



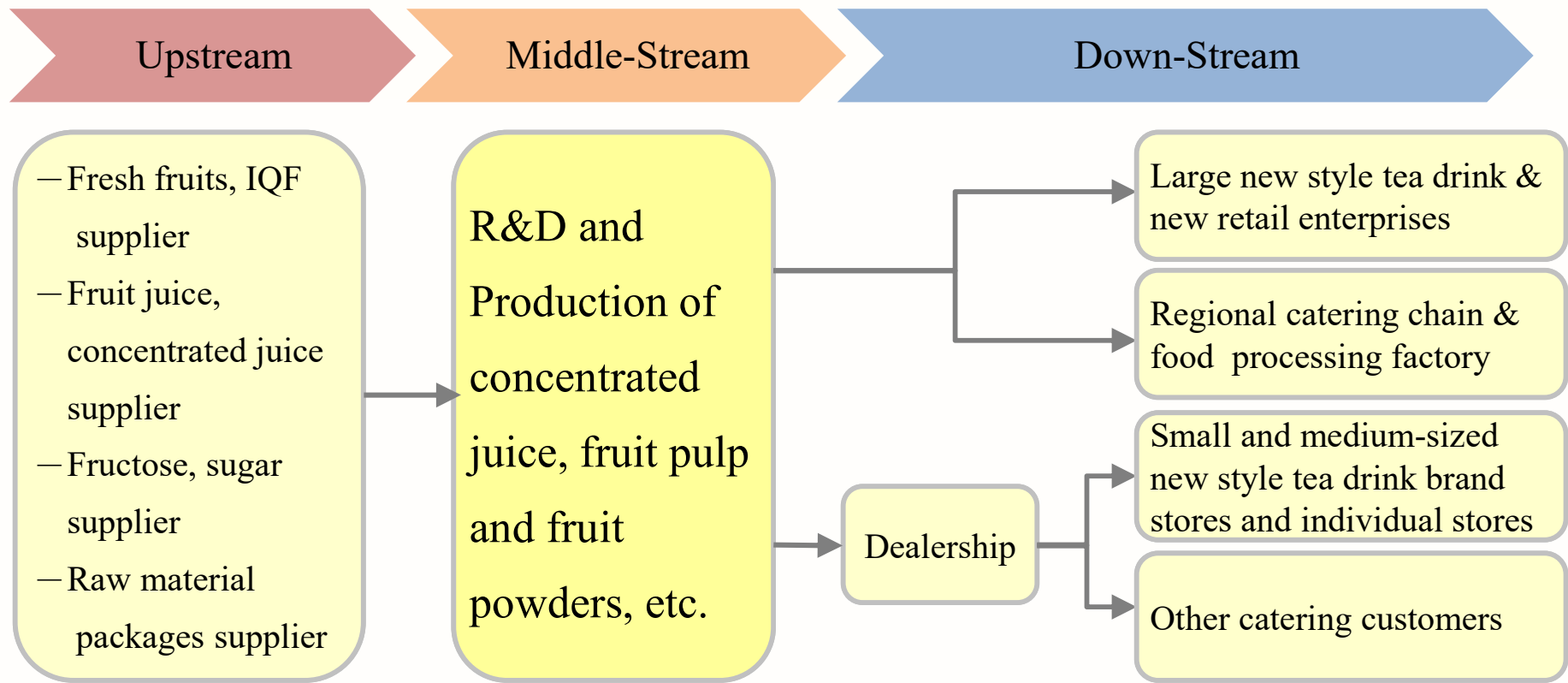
Fruit Powder





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

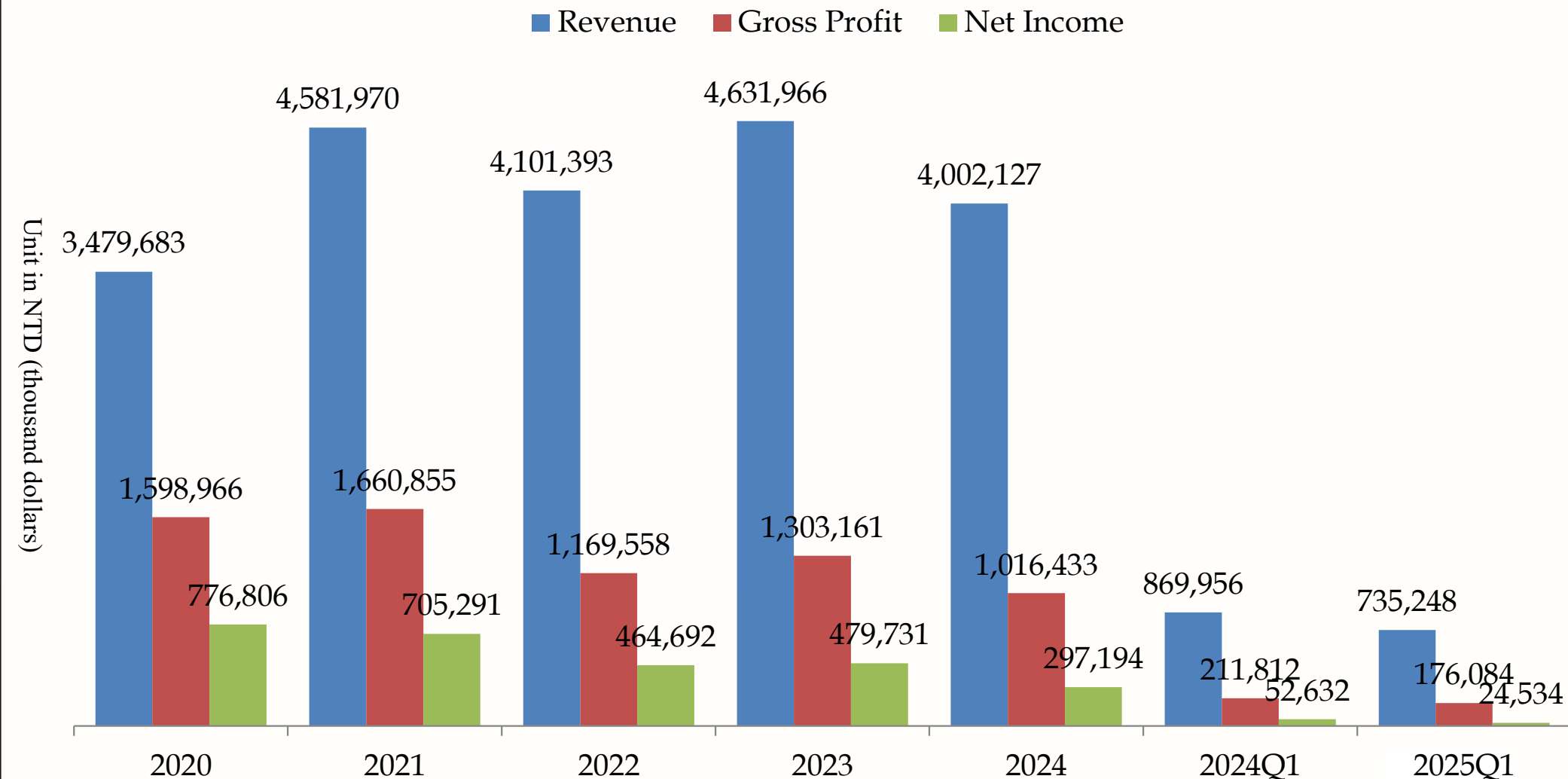
■ Annual Scale Growth of China's Catering Industry





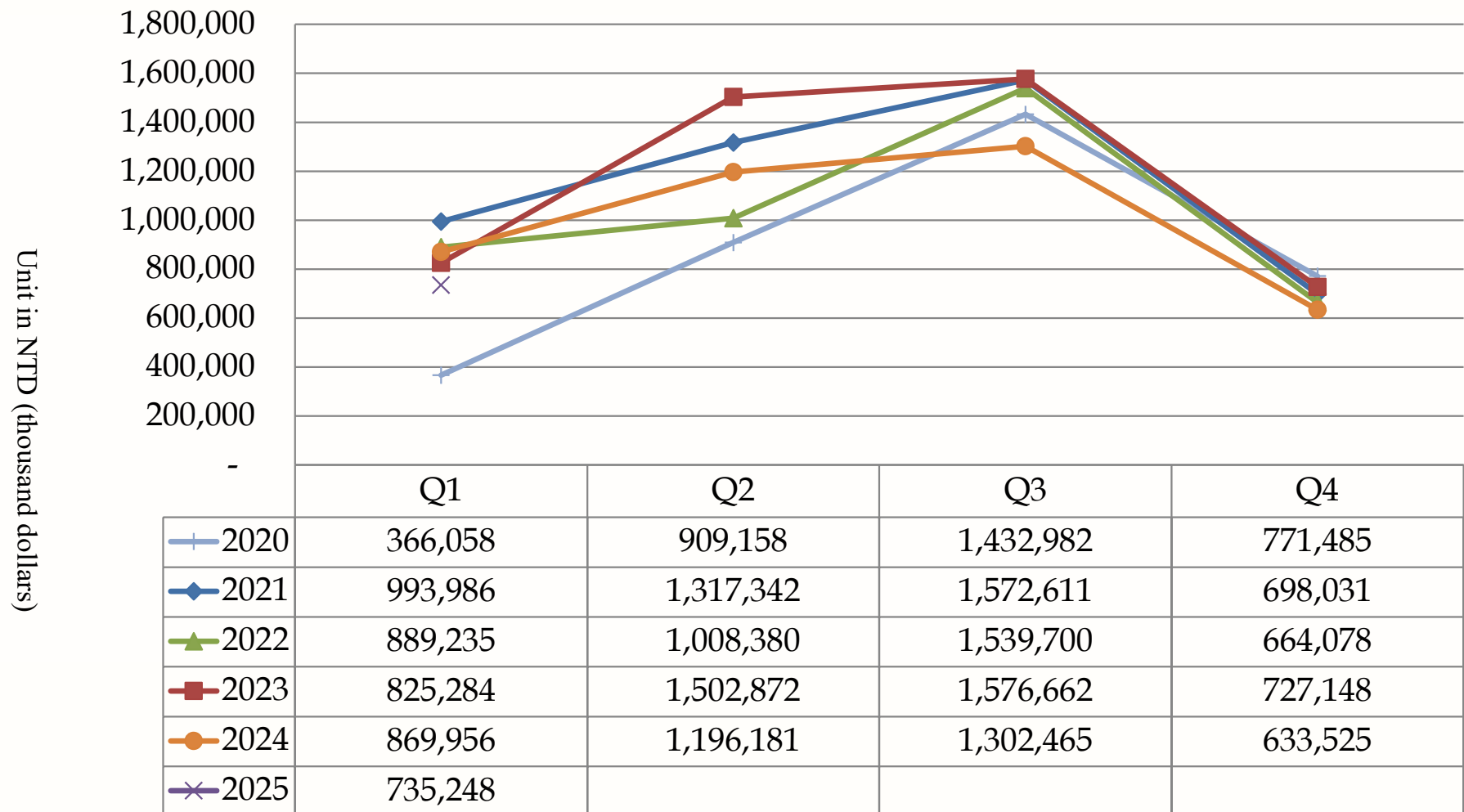
III. Financial Performance

Recent Years' Revenue & Gross Profit & Net Income



III. Financial Performance

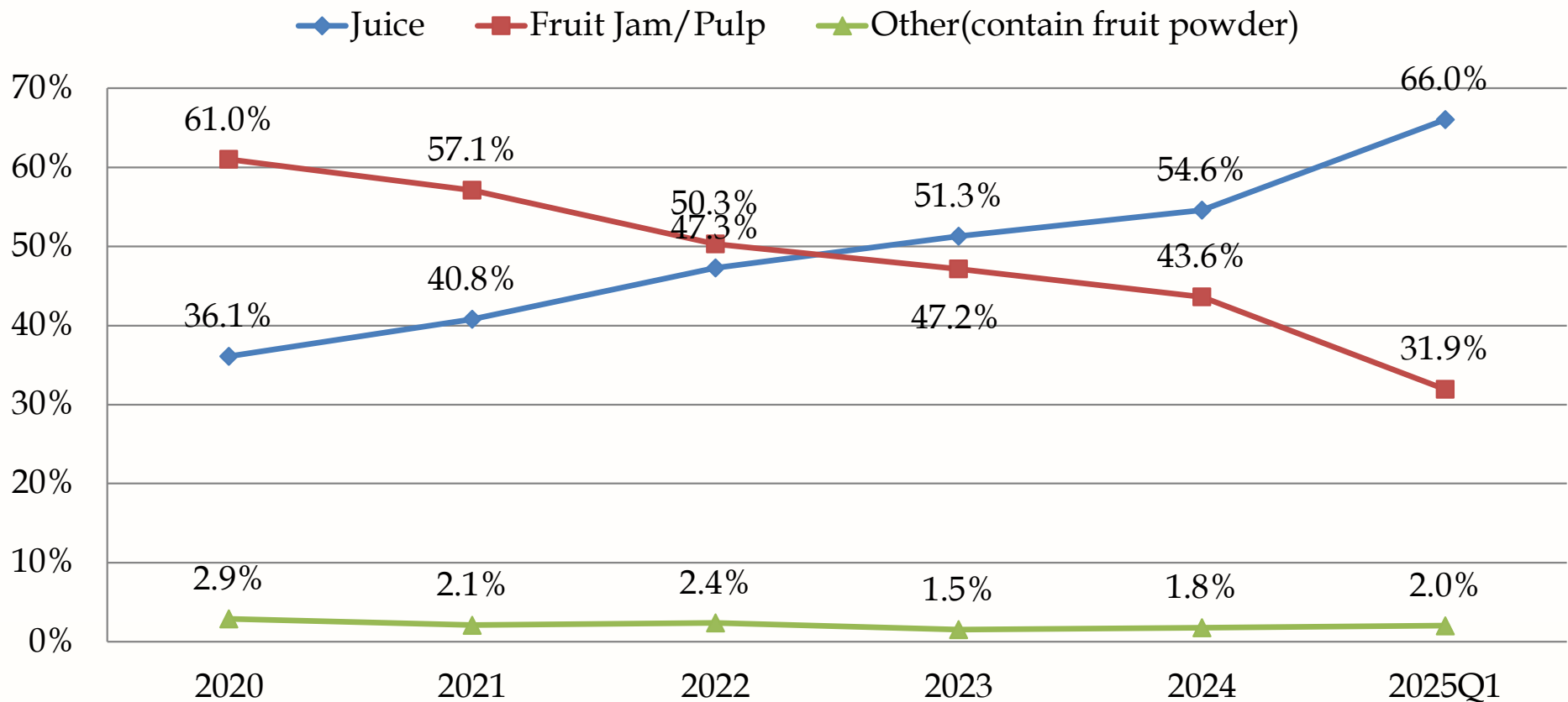
Recent Years' Revenue (Quarterly)





III. Financial Performance

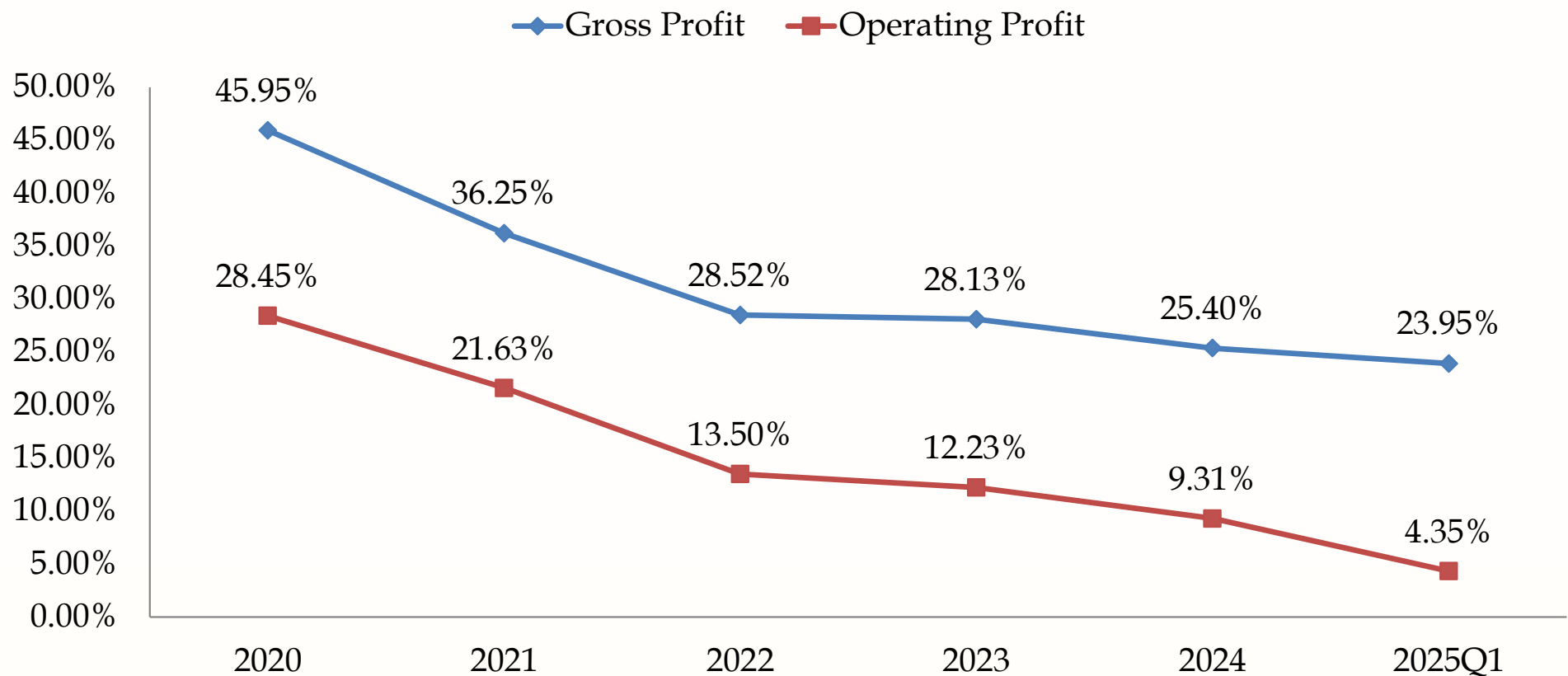
Recent Years' Revenue (Product Category Ratio)





III. Financial Performance

Recent Years' Gross Profit Margin & Operating Profit Margin

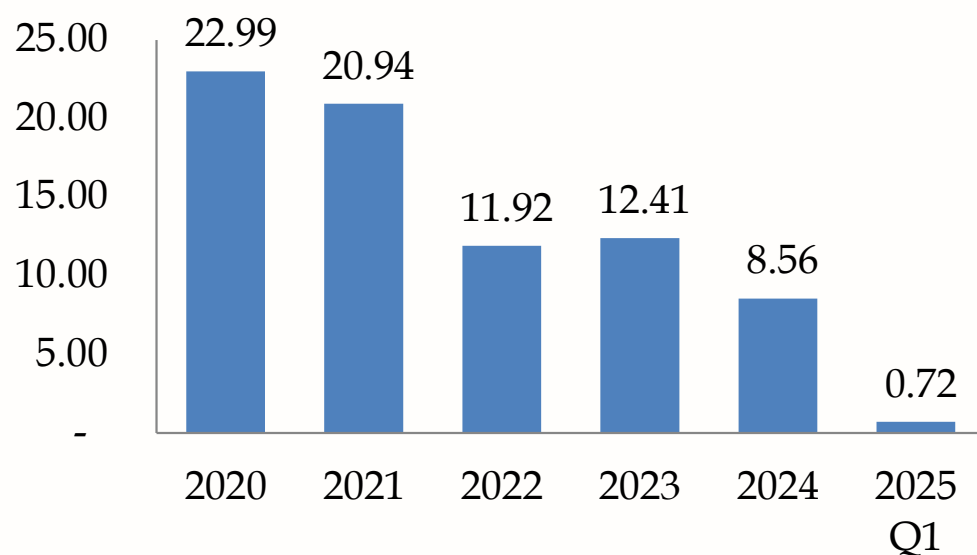




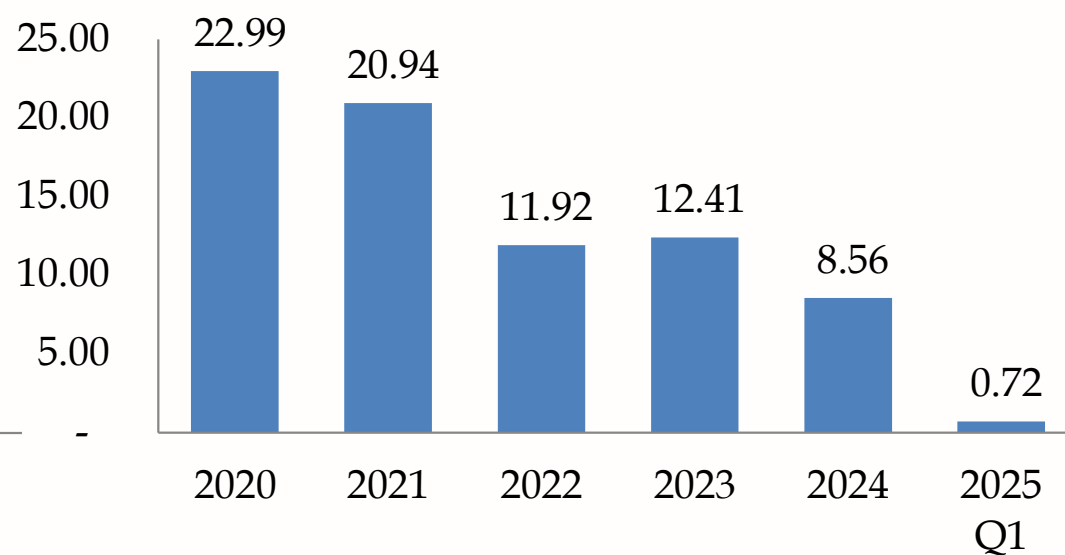
III. Financial Performance

Recent Years' Basic EPS

■ EPS(current years)



■ EPS(retrospective adjustment)



Weighted average number of shares issued for the year

Year	2020	2021	2022	2023	2024	2025 Q1
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	2020	2021	2022	2023	2024	2025 Q1
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.

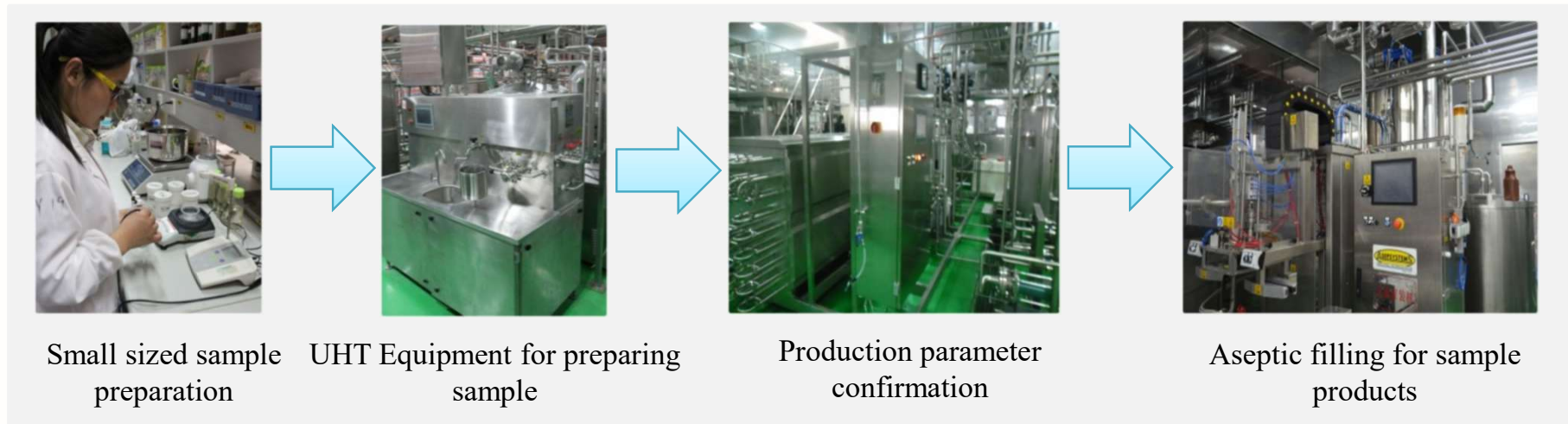
Unit in NTD (thousand dollars)

Item	2020	2021	2022	2023	2024	2025Q1
operating revenue	3,479,683	4,581,970	4,101,393	4,631,966	4,002,127	735,248
bad debt ratio	0.00%	0.00%	0.02%	0.06%	0.00%	0.00%

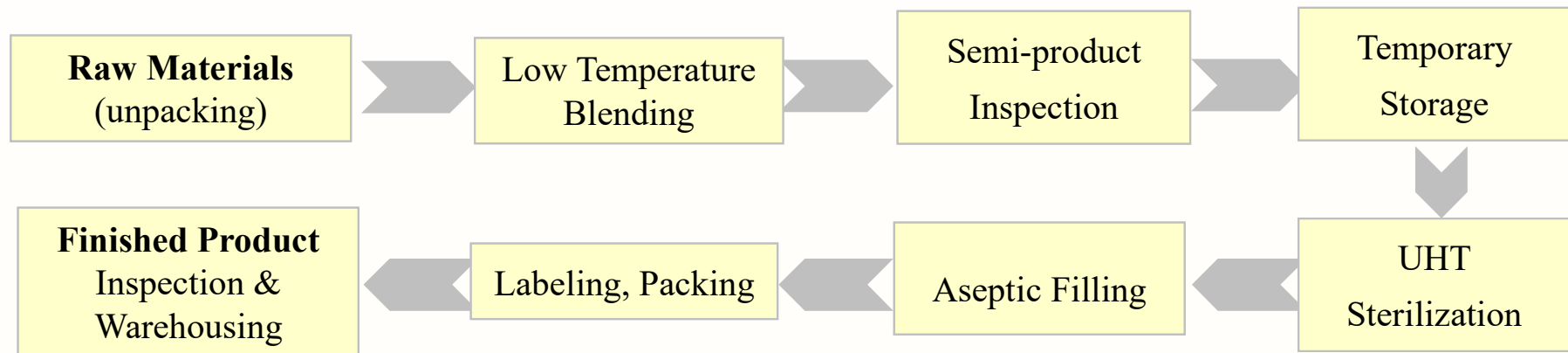


■ Research and Development Innovation Ability and Patented Technology

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



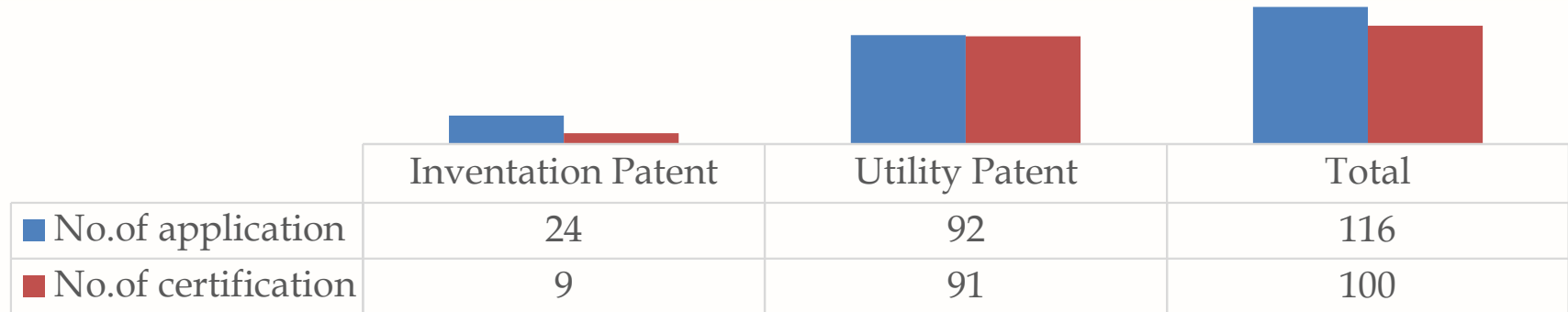
2、Aseptic Filling Standardized Production Process





IV. Competitive and Advantages—R&D and Patent

3. Patent Technology



4. Product Development Results



5. Core Technology

2021	2022	2023	2024	2025
Oat enzymatic hydrolysis technology	Research of water-soluble pigment homeostasis	Research on shaped palate granules	Plant-based dairy research	High temperature resistance granules

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.

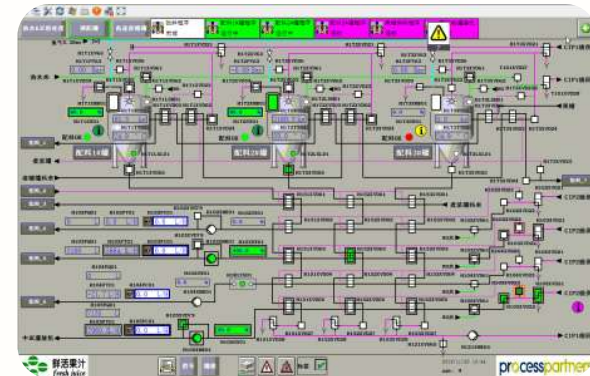


車間	產線	成品	品名	計劃產量	正常產量	待處理量	得率	狀態
30	果粒 8	1509801	鮮果粒	600.00	0.00	0.00	0.00%	待生
31	中試 1	1001039	鮮果粒	300.00	0.00	0.00	0.00%	待生
32	果粉 2	1102005	鮮果粉	600.00	600.00	0.00	100.00%	包裝
33	果粉 2	1102008	鮮果粉	1000.00	1001.00	0.00	100.10%	包裝
34	果粉 2	1102012	鮮果粉	600.00	600.00	0.00	100.00%	包裝
35	果粉 2	1102025	鮮果粉	300.00	300.00	0.00	100.00%	包裝
36	果粉 2	1105102	鮮果粉	300.00	301.00	0.00	100.33%	包裝
37	果粉 2	1540502	鮮果粉	30.00	30.00	0.00	100.00%	包裝
38	果粒 1	1001242	鮮果粒	1000.00	966.00	0.00	96.60%	包裝
39	果粒 4	1001353	鮮果粒	1000.00	988.00	0.00	98.80%	包裝
40	果汁 3	1003009	鮮果汁	5000.00	4804.80	0.00	96.09%	包裝
41	果汁 5	1405055	鮮果汁	600.00	580.00	0.00	96.67%	包裝
42	果汁 5	1405127	鮮果汁	2000.00	2000.00	0.00	100.00%	包裝

統計	數量
品項數	44
鍋數	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



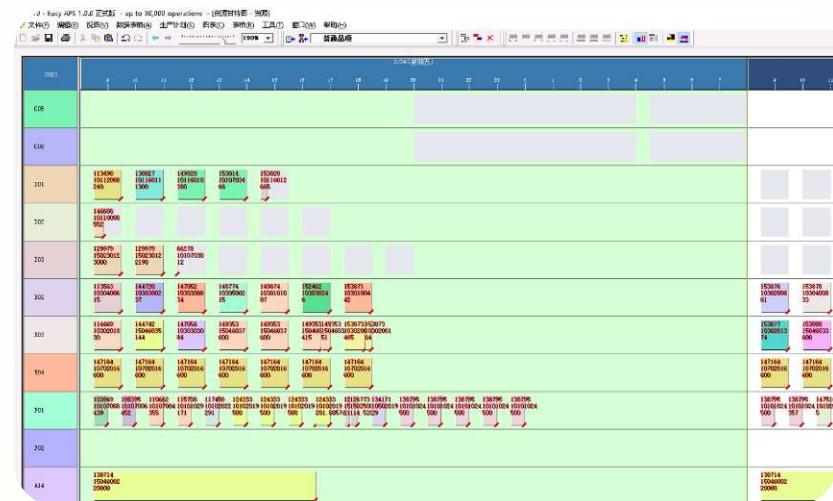
IV. Competitive and Advantages—Production System

■ 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	已入库量	得率	状态	开工时间	完工时间
1	果汁	3 10101006	3kg特选橙汁饮料	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时柠檬味	1.28	781	768	768	98.34	已完工	08:59:07	10:35:57
4	果汁	8 15159002	2.2kg草莓冰砖	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特调冷冻果	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F3	13.44	401	378	168	94.26	装箱中	08:12:15	
17	果汁	1 10401017	2kg原味篮球XHE	2.00	4000	1520	1520	38.00	装箱中	08:46:09	
18	果汁	2 15111001	2kg原味篮球XHE	2.00	5000	0	0	0.00	装箱中	08:57:39	
19	果汁	3 10101012	3kg特选橙汁饮料	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

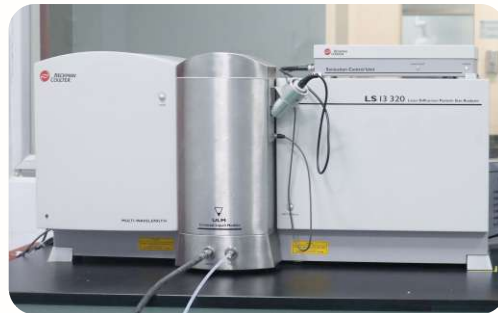
■ The Food Safety Laboratory

- 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



IV. Competitive and Advantages—Production System

■ 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

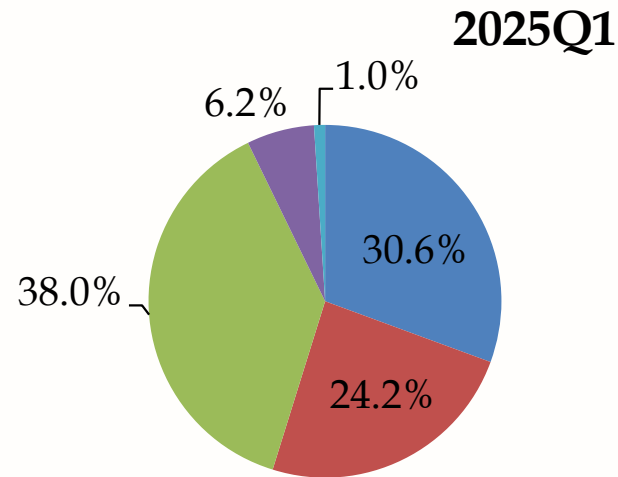
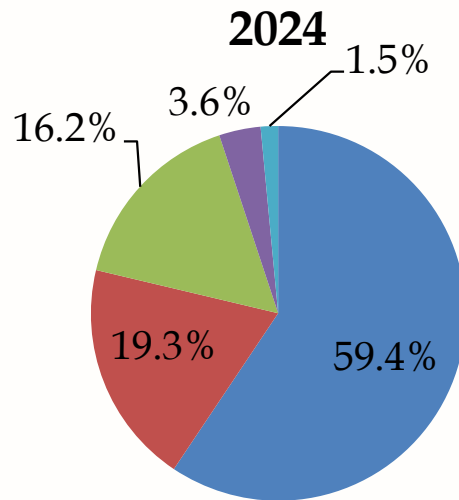


Automatic identification of barcode for stocking



IV. Competitive and Advantages—Distribution System

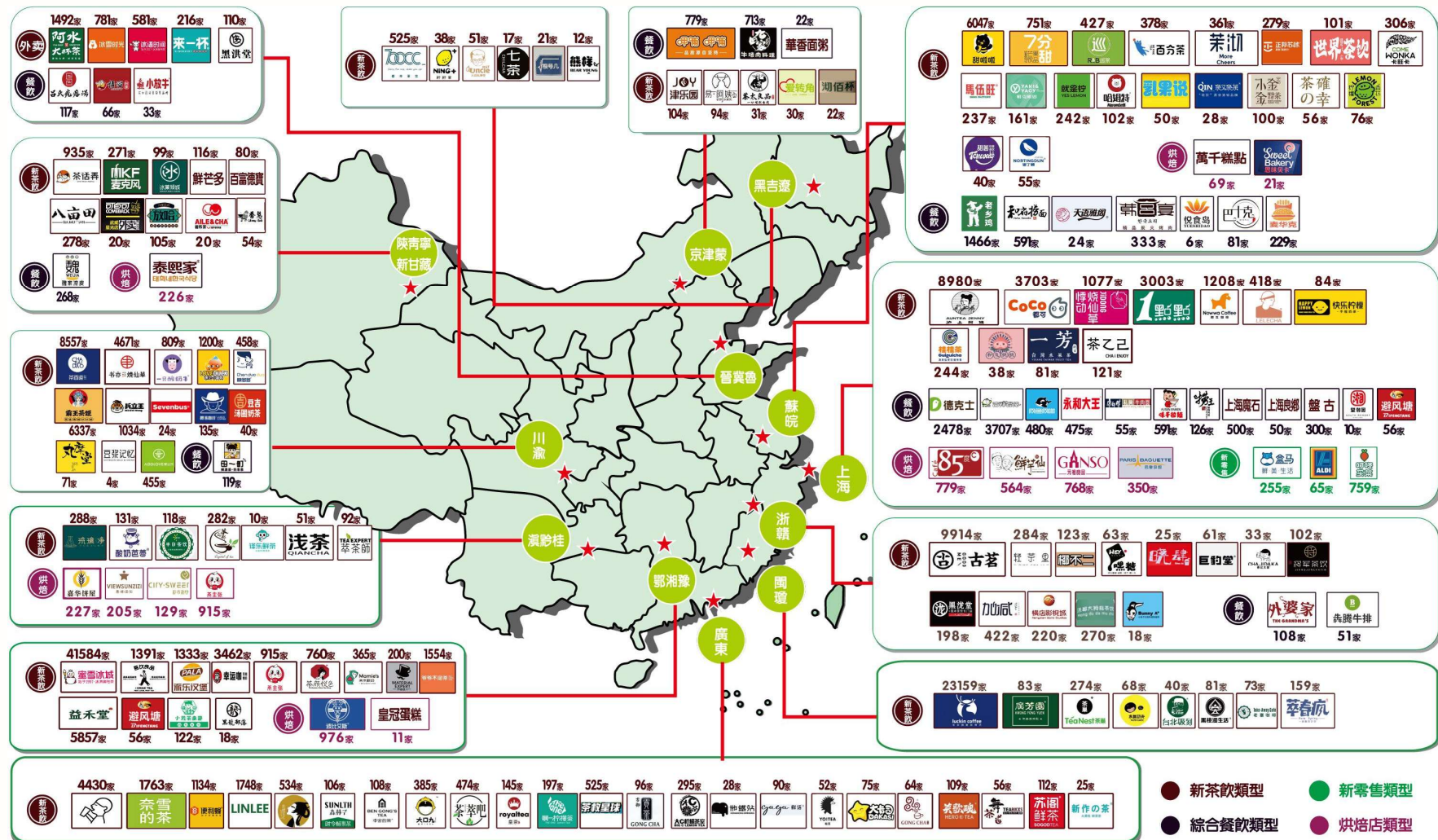
Major Customer Types



- Catering chain system customers
- Distributor system customers
- Ready to drink customers
- Factory system customers
- Other



National Catering Chain System Customers



The number of directly cooperative stores has reached 174,500, accounting for 48.2% of the new tea beverage stores.

■ Distributor Customers and Local Cooperation Representative Chain Catering System Customers



Local small and medium-sized brands served by distributors account for 11% of the new tea beverage stores.



V. Business Report— System and Client Authentication

Domestic and international system certification

境內	境外
 品質管理體系 HACCP 體系 食品安全管理體系 食品安全管理體系 清真體系 環境管理體系	 美國FDA認證 <div>低酸和酸化食品出口國FCE註冊&SID註冊</div> 印尼清真認證 馬來西亞清真認證

We will continue to focus on in-depth development and accept on-site certifications from various industries

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 the dairy industry, catering and retail.

乳業	工廠	新零售	餐飲	茶飲
 蒙牛 伊利 新希望乳業 New Hope Dairy	 McCormick 味好美™	 ALDI 奧樂齊 盒馬 鮮·美·生活 叮咚買菜 YOWANT 遙望 根全其美	 Hi 海底撈 1,366 塔斯汀 中國漢堡 9239 YANGGUOFU 楊國福 5961 Pizza Hut 必勝客 歡樂餐廳 3807 dicos 德克士 2415 松鶴樓 蘇式湯面 SUZHOU NOODLES 113 <div>烘焙</div> GANISO 元祖食品 ÉVIRTH 恩喜村	 蜜雪冰城 41584 luckin coffee 23159 古茗 9914 AUNTEA JENNY 沪上阿姨 8980 书亦 燒仙草 4671 1点点 3003 一鸣® 2066 柠季 手打柠檬茶 1633 卡旺卡 come wonka 306 7分甜® 751 冰雪时光 781



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



2024 Source : Compiled based on iiMedia Research 、Prospectus of MIXUE Group ;
2022 Source : Frost & Sullivan



VI. Future Development Strategy —Technology Innovation

■ 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



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)





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.

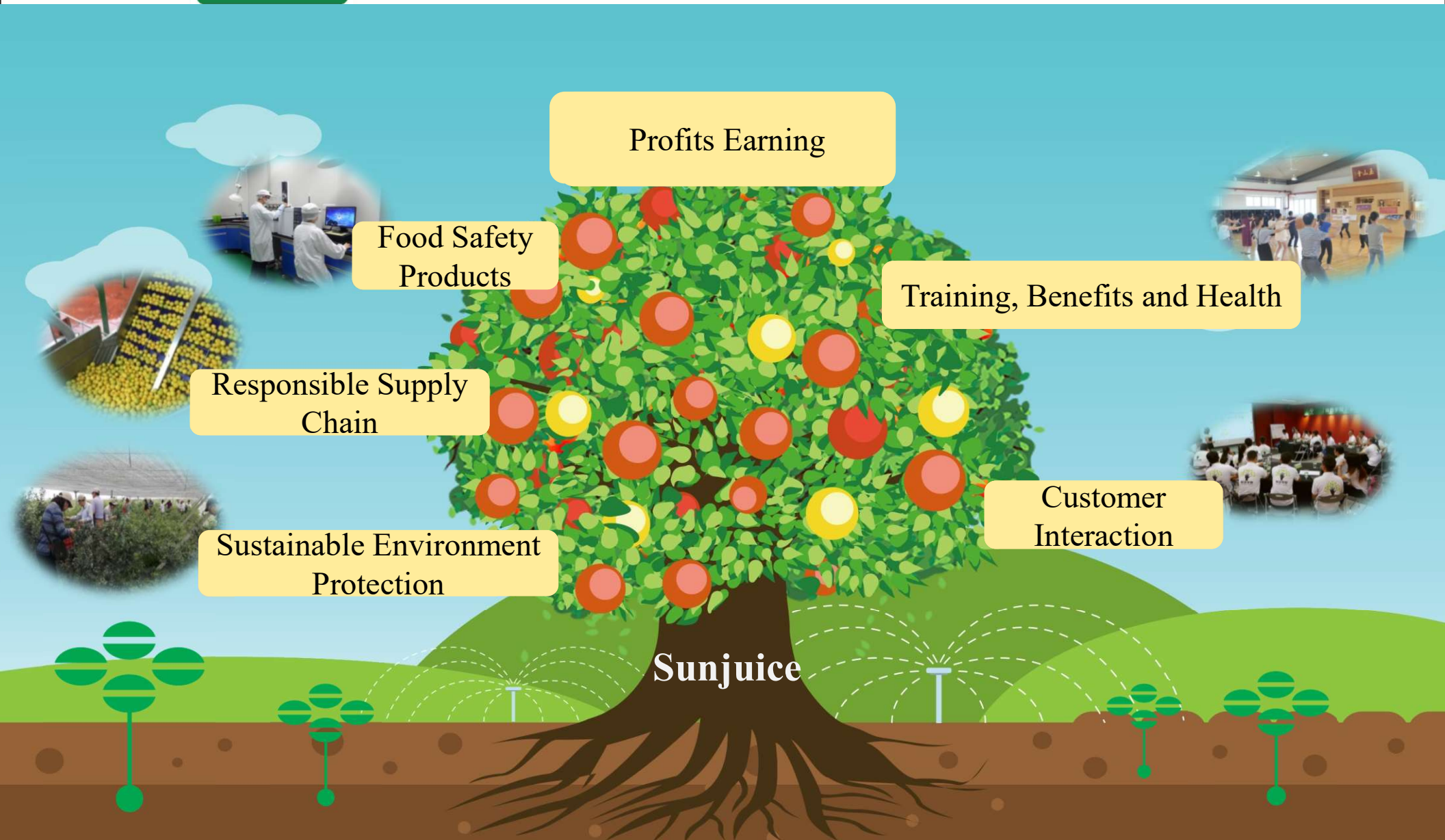
Safe working environment

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 and health talk.







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

股票代號:1256

Thank you for your Listening!

NATURAL

天然

HEALTH

健康

SAFETY

安全

DELICACY

美味

