



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

Investor Conference

October 2024



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

Presentation Agenda

- ◆ Company Overview
- ◆ Products
- ◆ 2023 Financial Highlight
- ◆ Future Prospects

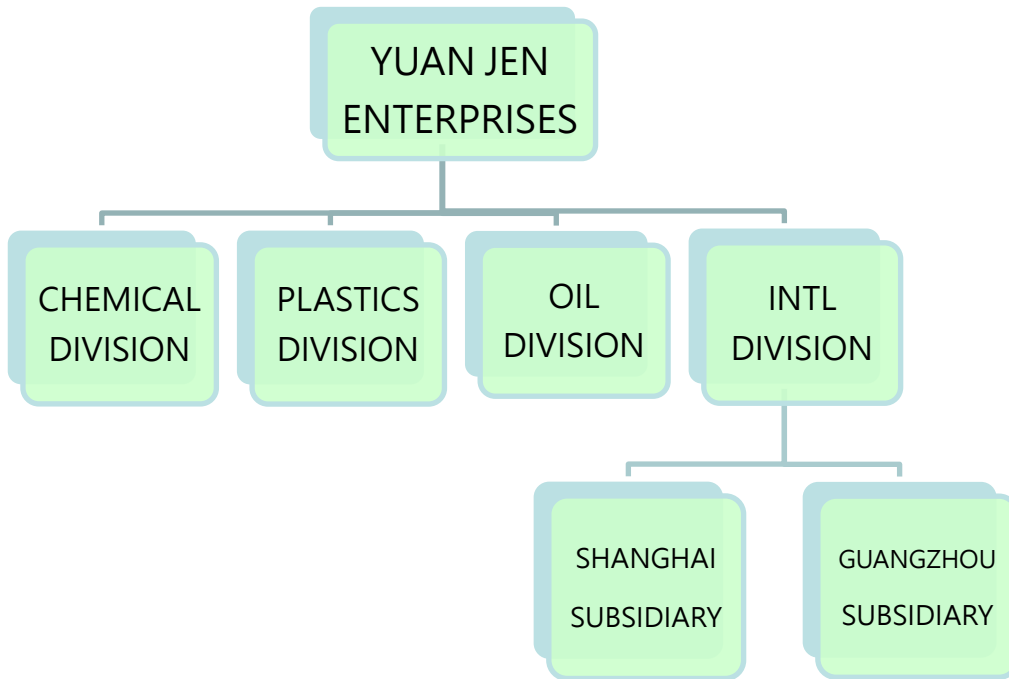


Company Overview

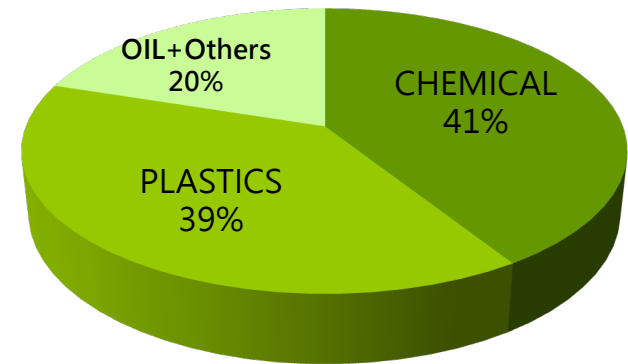
- Inception Date: July 20, 1977
- Paid-in Capital: NTD\$ 1.8BN
- Chairman: Yuan-Jen, Hsu
- Listing Date: Sept. 11, 2000
- FY 2023 Sales: NTD\$ 7.5BN (USD\$ 241MN)
- Employees: 105



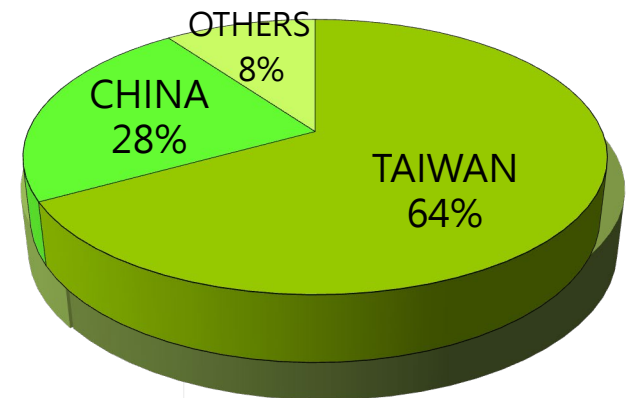
Company Structure



FY 2023 SALES-BY DIVISION



FY 2023 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, It has been established as 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

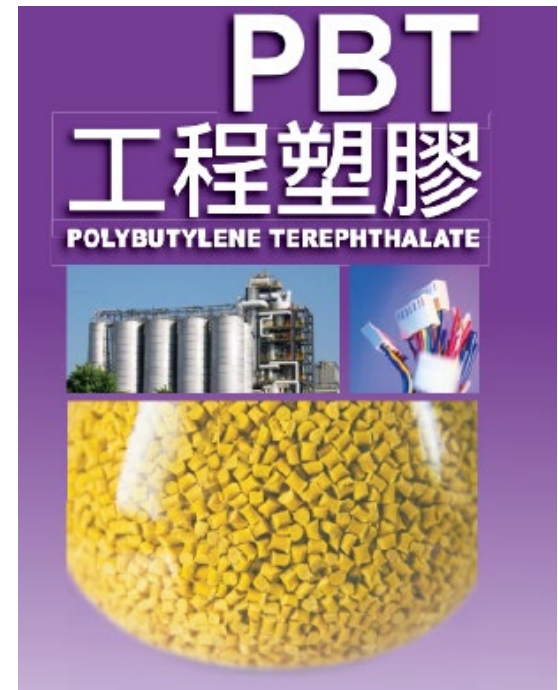
- ABS (Acrylonitrile Butadiene Styrene)
- PS (Poly-Styrene)
- PP (Polypropylene)
- HDPE (High-Density Polyethylene)
- LDPE (Low-Density Polyethylene)
- LLDPE (Linear Low-Density Polyethylene)
- PMMA (Poly-Methylmethacrylate Resin)
- EVA (Ethylene-Vinyl Acetate Copolymer)
- PVC (Polyvinyl Chloride)



Plastics Materials

➤ Engineering Plastics

- TPE (Thermoplastic Elastomer)
- POM (Acetol Co-Polymer)
- PBT (Polybutylene Terephthalate resin)
- TPU (Thermoplastic Polyurethane Elastomer)
- PC (Poly Carbonate)
- Nylon 6 (PA-6)



(Photo Credit: CCP Group)

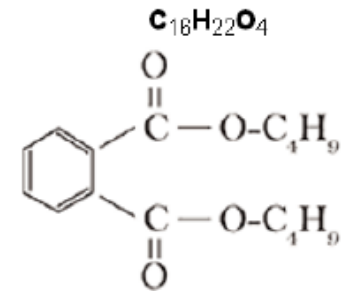
Plastics Additives

➤ 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)
- E-IPA
- E-DMK



(Photo Credit: TASCO Group)



Oils

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



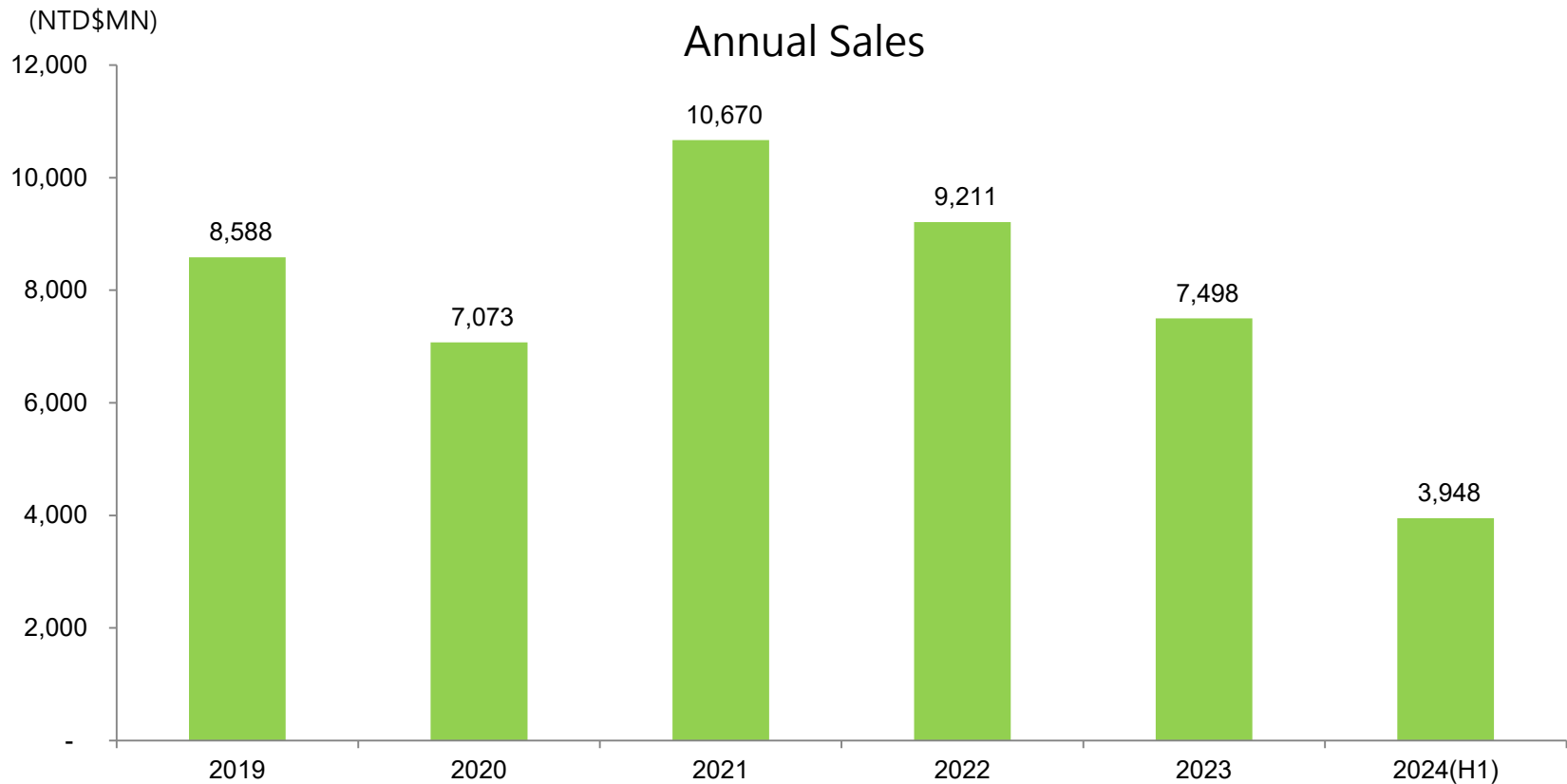
(Photo Credit: FPCC)

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 2023 Financial Highlight



2024 H1 Consolidated Financial Statement

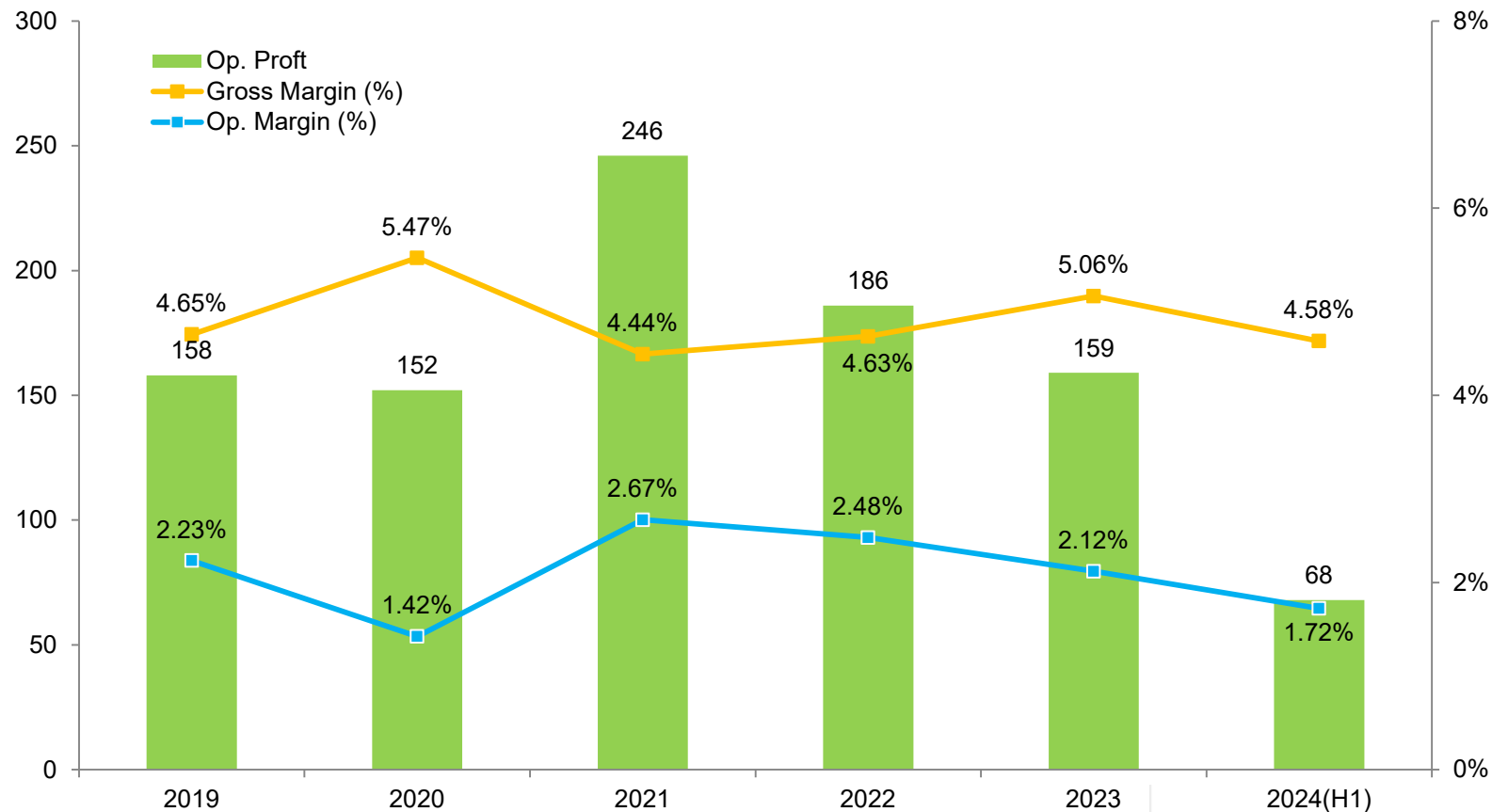
Unit: NT\$ thousand

	2024 H1	2023 H1	Compared with the same period last year
Operating Revenue	3,948,242	3,725,396	5.98%
Operating Costs	3,767,486	3,546,196	
Gross Profit	180,756	179,200	0.87%
Gross Profit Margin(%)	4.58%	4.81%	
Operating Expenses	112,342	114,456	
Operating Income	68,414	64,744	
Non-Operating Income and Expenses	65,237	11,334	475.59%
Pre-Tax Income	133,651	76,078	75.68%
Net Income	107,340	59,142	
EPS	0.59	0.33	78.79%

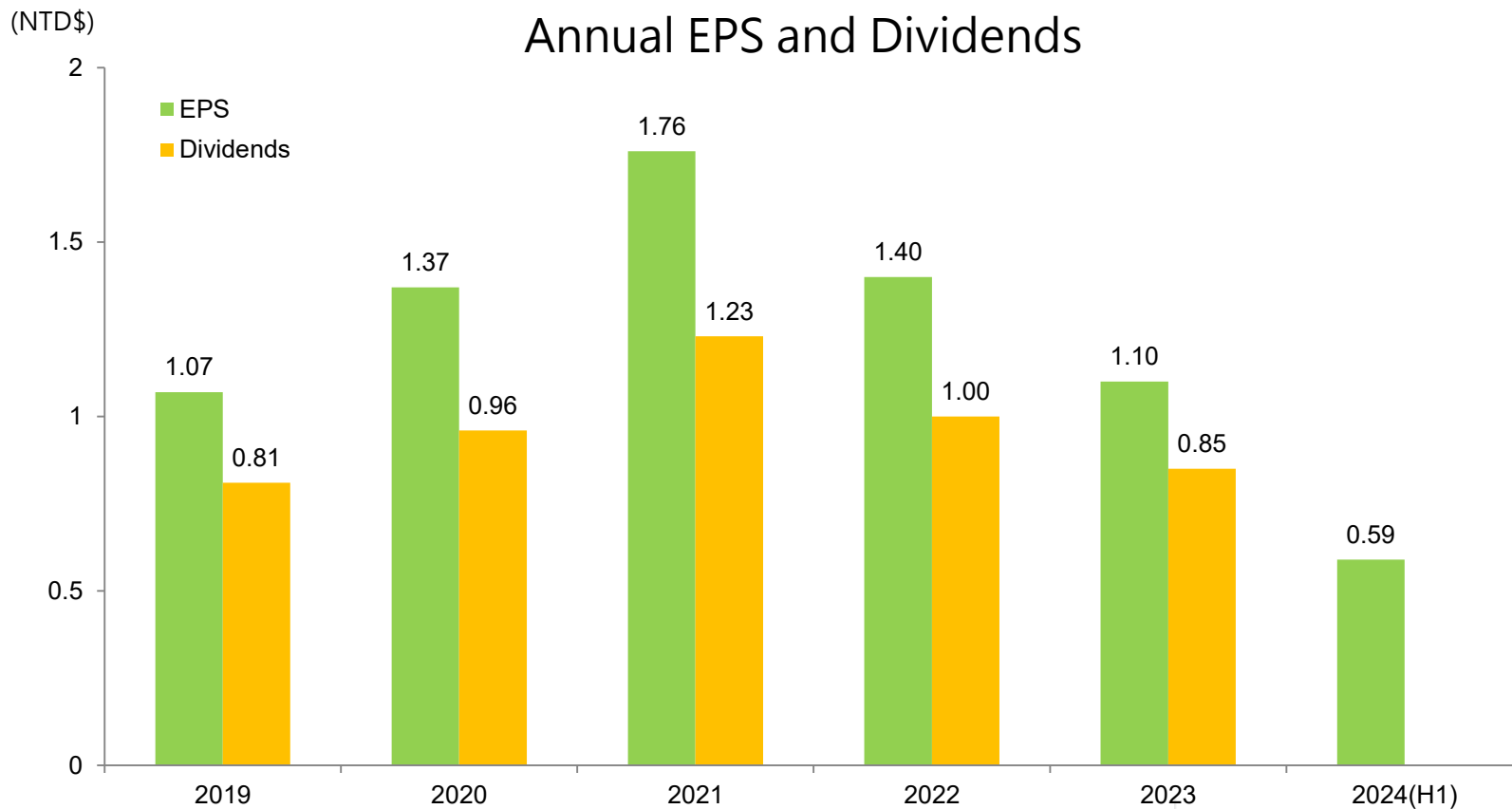


FY 2023 Financial Highlight

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



FY 2023 Financial Highlight



Future Prospects

- According to the "Top 2000 Taiwanese Companies Report" published by Common Wealth Magazine in May of 2024, we are ranked No. 216 in Service Sector and No. 10 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 the first half of 2024, as crude oil prices rebounded and suppliers reduced production to maintain stable raw material prices, product spreads improved, supplemented by non-industry income, the company's overall profit increased. Looking forward to the second half of the year, it is expected that rising international oil prices will still help push up the selling prices of petrochemical products. However, faced with the impact of China's overproduction and China's termination of ECFA tariff concessions, export orders may decline, affecting the industrial atmosphere and operating environment. Therefore, this It is still difficult to be optimistic about the industry climate; however, thanks to factors such as the global economic growth trend and the expected injection of non-industry income in the second half of the year, it is predicted that the company will still perform well throughout the year.
- Looking forward to the future, we will still be based in Taiwan, deeply cultivate on both sides of the Taiwan Strait, and expand other export markets to ensure stable and growing revenue and profits.

Q. & A.

Thank You

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