

Grape King Bio(1707 TT) Investor Presentation

Nov 2019

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Investment Highlights



- ✓ We are a leading health food manufacturer in Greater China, specializing in probiotics, mushroom and other herbal-based supplements.
- ✓ We operate the second largest direct-selling company Pro-Partner in Taiwan (2016 market share: 9.8%).





- We are one of the few health food companies in Taiwan that possess the capability to produce our own raw materials, manufacture products and distribute through own brands and channels.
- Our expertise in raw materials allow us to develop health supplements serving different benefits.
 Therefore, many of our products are TFDA approved for different health benefits.
- We are also a frequent winner of major international conventions/competitions in respect to new product design/concept.





- ✓ We have delivered a solid earnings during 2008-2018 (CAGR of 23%/average ROE 21%).
- We have maintained more than 60% dividend payout in the past five years.
- On the back of a growing health and wellness market in Asia, we strive to deliver double digit topline growth through different growth catalysts from our individual business unit.



Company Background

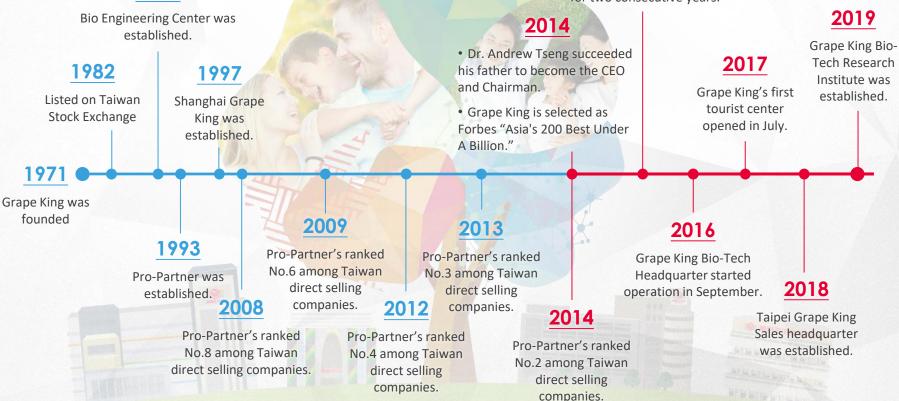
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Company Milestones

1991

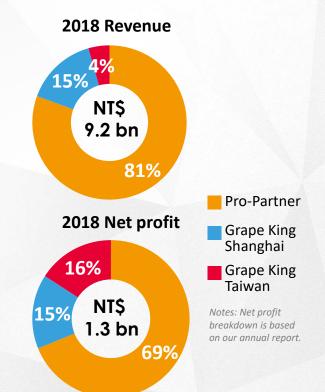
<u>2015</u>

Grape King is selected as Forbes "Asia's 200 Best Under A Billion." for two consecutive years.



Company Overview : Three core business units



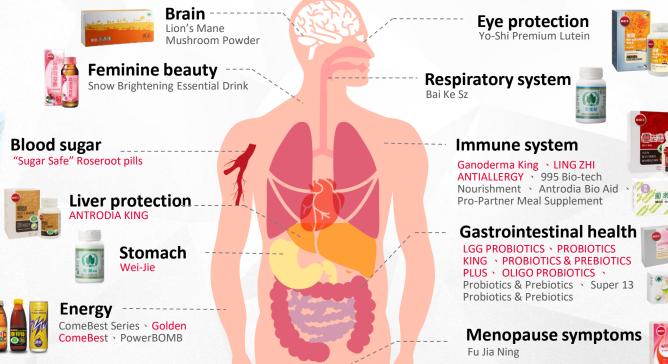


Complete Product Range



Competitive Strengths - Strong Products Capabilities

We acquired more than 52 patents and published over 20 research papers. Also, we acquired more than 10 TFDA Health Food certifications on our products.



With TFDA Health Food certifications



2017~2019 : 8 countries, 61 awards

2019/1 - 2019/5 : **19** awards



Competitive Strengths - State-of-the-Art Production Facilities

150 Liters Freeze-Dryer

50 Tons Fermentor

Shaker

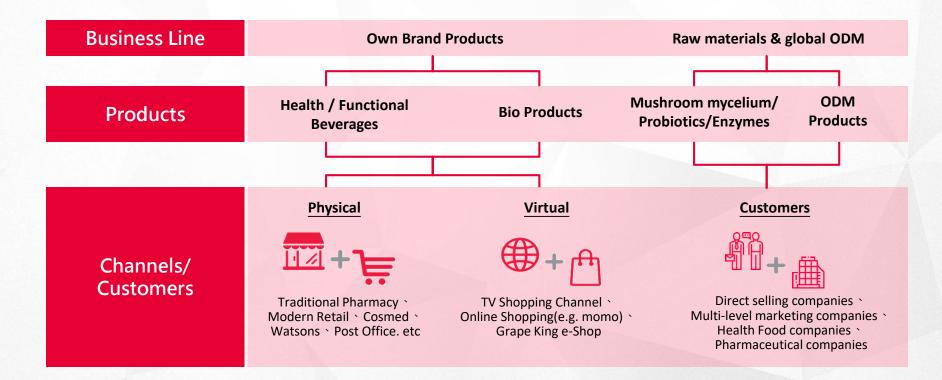
We have the largest fermentation capacity (386 tons) among all the health food companies in Asia.

Sachet Packaging Line

Glass Bottle Packaging Line

1. Grape King Taiwan

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Our best seller – ComeBest Series 32.7% of 2018 revenue

Our second best seller – Antrodia King 9.9% of 2018 revenue

Energy drinks that restore energy and provides necessary vitamins

Liver protection and hangover prevention and alleviation



益菌王

調整體質維持消化這機能 化進化器·於關係器含無

Our third best seller – Probiotics King 9.7% of 2018 revenue

30包入 6

Our fourth best seller – Ganoderma King 9.2% of 2018 revenue

免疫調節做得好

常保健康沒煩惱

國家健康認證 具免疫調節功能

Strengthens the immune system and suppress allergic reactions

Improves digestion and defecation



"

2. Pro-Partner



Pro-Partner Overview



(Source: 2019 DSN Global 100- based on 2018 revenues)

Our best seller – Probiotics & Prebiotics 30.6% of 2018 revenue

Our second best seller – Bio Aid 995 15.0% of 2018 revenue

ADDITICS INTERNET ADDITIS

Bio Aid

Promote healthy digestive system and suppress allergy

康貝兒。

康爾喜

Post operative convalescence



Our future star – Daily Light

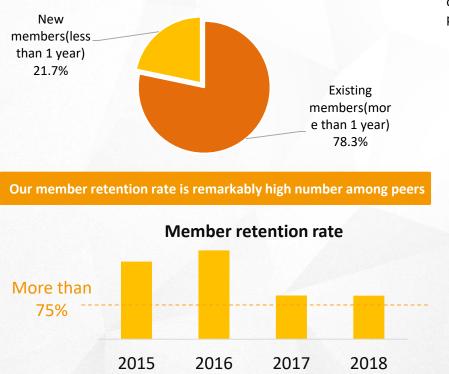
Daily Light is our new product launched in 2018 which targets weight management and is popular among our female members.

How is Pro-Partner different from other direct selling companies?



How is Pro-Partner different from other direct selling companies?

Nearly 78% of Pro-Partner's sales are contributed by old members



Pro-Partner sales contribution(2018) The growth rat

The growth rate of our executive distributors are similar to the growth rate of our members in the past years. This implies that our members are proportionally promoted each year based on their contribution to the group.

Healthy membership growth





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3. Grape King Shanghai



Grape King Shanghai Overview

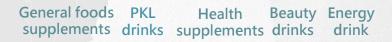
- Established in 1993, Grape King Shanghai was initially targeted as the production base for Grape King's own brand products in China.
- A change in strategy steered by the new management to an OEM/ODM model has reversed several years of losses and turned the operation profitable.
- We see tremendous growth potential for Grape King Shanghai as it continues to acquire more ODM clients locally in China.



Grape King Shanghai operating profit (Rmb m)



Product series



2000 2002 2004 2006 2008 2010 2012 2014 2016 2018



Our Goals and Strategies

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Our Group Goals

Long-term Goals

- Become a global leading herbal-and probiotics-based supplement supplier.
- Transform Grape King into a group enterprise.
- Grape King own brand, Pro-Partner, and Grape King Shanghai each to contribute 1/3 of consolidated revenue.

Med-term Goals

- Become a major herbal- and probiotics-based supplement supplier in Asia.
- Establish retail channels in China.
- China business to continue delivering double-digit growth.

Near-term Goals

- Continue to improve brand equity.
- Continue to invest in food safety measures and protection.
- Smooth ramp-up for our capacity expansion.
- Consolidated revenue to resume to double-digit growth.

Our Growth Strategies

Sustainable double-digit topline growth



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Key Objectives

Grape King Taiwan

- Brand expansion
- Market share gain
- Accelerate overseas ODM & raw materials supply businesses

Pro-Partner

- Regain growth momentum
- Accurate time to market & improve demand forecast

Grape King Shanghai

- Clients diversification
- Prepping for the probiotics boom

Levers

- Brand expansion and new channels penetration (offline & online) under company's 50-Year anniversary marketing campaign.
- Switch a new distributor to expand channel.
- Continue to research and develop new products that are suitable for the market.
- Continue to participate in overseas exhibitions and competition to promote Grape King's raw material and R&D capabilities.
- Accelerate new product launches from only 1-2 new products to 3-5 products per year.
- Improve supply chain management to ensure no supply disruption.
- KPIs implementation for timely product launches and accuracy in demand forecast.
- Cultivate 10 new customers with the potential of each contributing Rmb 10mn sales per annum
- Develop non-direct/WeChat customers
- Develop the categories of traditional supplement
- Continue to promote Grape King's product expertise in probiotics

Growing our online sales channel





Besides our existing physical retail channels, we are increasing our virtual channel penetration.

Our Virtual channel

- ✓ Grape King online store
- ✓ Online B2C stores
- TV shopping channels
- Social Media

Creative Brand Building



Grape King Antrodia King (liver protection) Stress causes high blood pressure but also harms liver

Creative Brand Building





Weight management



Healthy snacks





Oral protection



Liver protection drinks







Happiness booster

Our Capacity and Expansion Plan

Grape King Specialist Fermentation & Manufacturing Site



Production	Monthl	y Capacity
Line	2018	2019
Capsules	7 M capsules	7 M capsules
Fine Granule	2 M pack	2 M pack
Liquids-Big CC	4.2 M bottles	4.2 M bottles
Liquids-Small CC	1 M bottles	1 M bottles
PKL	1.4 M bottles	1.4 M bottles
PIC/S	0.8 M packs	0.8 M packs
Production	Cap	acity
Line	2018	2019
Lactobacilli	25 tons	25 tons
Mushroom	161.5 tons	161.5 tons
PKL Liquids	80 tons	80 tons

Grape King Shanghai Headquarters



Grape King Bio-Tech Headquarter



Capsules	8M capsules	13M capsules	4Q19
Fine Granule	15M pack	15M pack	-
Powder	1.8M packs	1.8M packs	-

Grape King Bio-Tech Research Institute

art	Production		pacity	Start
	Line	2018	2019	
19	Lactobacilli	-	40 tons	3Q19
	Mushroom	-	60 tons	3Q19







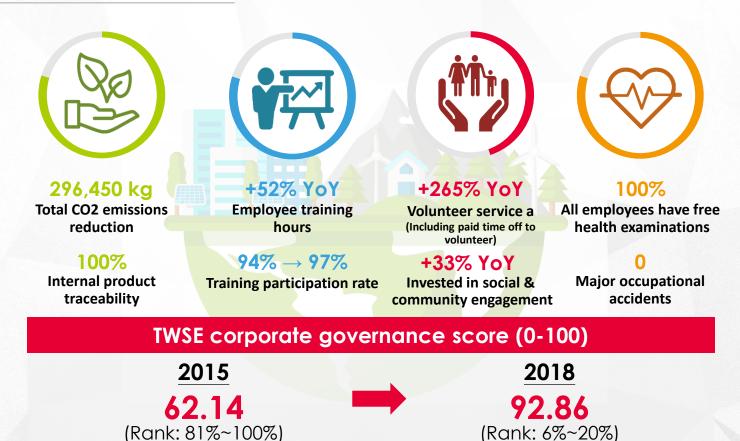




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Our Sustainability Initiatives

2018

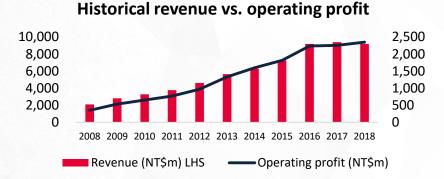




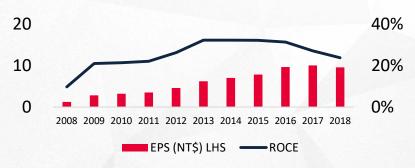
Financial Performance

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" **Financial Highlights**

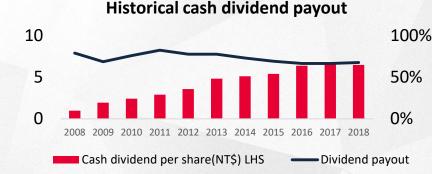


Historical EPS vs. ROCE



90% 40% 80% 20% 70% 0% 2008 2009 2010 2011 2012 2013 2014 2015 2016 2017 2018 Gross margin (LHS) -Operating margin

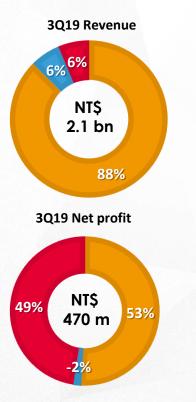
Note: The drop in gross margin is due to higher contribution from Shanghai Grape King with lower gross margin from ODM, but operating margin is around the same.



Notes: The payout ratio declined in the past three years due to capacity expansion in Taiwan and Shanghai.



Revenue Breakdown (3Q19 v.s. 3Q18)



1.Grape King Taiwan NT\$ 132 M (+18% YoY)

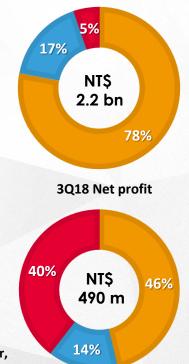
Successful anniversary campaign of own brand products and increased shipments from our overseas ODM business

2.Pro-Partner NT\$ 1,847 m (+7% YoY)

Sales momentum further improved on the back of membership growth and new product launches.

3.Grape King Shanghai NT\$ 132 m (-65% YoY)

The crack down on illegal practices caused our ODM customers to hold back orders placing/shipment, however, we started to see a gradual recovery in MoM from Sep.



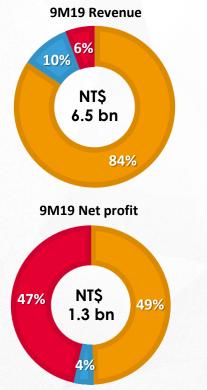
Pro-Partner Grape King Shanghai Grape King Taiwan

3Q18 Revenue

Pro-Partner Grape King Shanghai Grape King Taiwan

Notes: Net profit breakdown is based on our financial report.

Revenue Breakdown (9M19 v.s. 9M18)



1.Grape King Taiwan NT\$ 379 m (+31% YoY)

Successful anniversary campaign of own brand products and increased shipments from our overseas ODM business

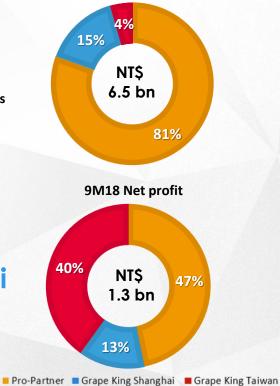
2.Pro-Partner NT\$ 5,504 m (+5% YoY)

Sales momentum further improved on the back of membership growth and new product launches.

3.Grape King Shanghai NT\$ 642 m (-35% YoY)

100 days crack-down and further restrictions by the government impacted the overall direct/wechat selling industry.

9M18 Revenue



Pro-Partner Grape King Shanghai Grape King Taiwan

Five-Year Income Statement

(NT\$ m)	2014	2015	2016	2017	2019	2018 9M19	YoY (%)					
(1413)	2014	2015	2010	2017	2010		2014	2015	2016	2017	2018	9M19
Revenue	6,283	7,248	9,185	9,388	9,183	6,526	11.4	15.4	26.7	2.2	(2.2)	0.1
Gross Profit	5,561	6,385	7,919	7,865	7,329	5,339	11.6	14.8	24.0	(0.7)	(6.8)	2.6
Operating Expenses	(3,961)	(4,573)	(5,685)	(5,610)	(4,979)	(3,755)	8.4	15.4	24.3	(1.3)	(11.2)	4.4
Operating Profit	1,600	1,812	2,234	2,254	2,350	1,584	20.3	13.3	23.3	0.9	4.2	(1.5)
Non Operating Income/(Loss)	89	70	78	151	77	76	(8.1)	(21.5)	11.8	92.6	(49.2)	35.1
Pretax Income	1,689	1,883	2,312	2,405	2,427	1,660	18.4	11.4	22.8	4.0	0.9	(0.2)
Tax Expenses	(303)	(336)	(426)	(471)	(537)	(344)	23.1	10.9	26.8	10.6	14.0	(7.6)
Minority interest	(444)	(495)	(590)	(583)	(595)	(435)	28.4	11.5	19.2	(1.3)	2.1	8.0
Net Income to Parent	942	1,052	1,297	1,352	1,295	881	12.8	11.6	23.3	4.3	(4.2)	(0.9)
Basic EPS (NT\$)	7.24	8.07	9.82	10.03	9.57	6.49	12.8	11.5	21.7	2.1	(4.6)	(1.2)
Key Financial Ratios (%)												
Gross Margin	88.5	88.1	86.2	83.8	79.8	81.8						
Operating Expense Ratio	63.1	63.1	61.9	59.8	54.2	57.5						
Operating Margin	25.5	25.0	24.3	24.0	25.6	24.3						
Effect Tax Rate	17.9	17.8	18.4	19.6	22.1	20.7						
Net Margin	15.0	14.5	14.1	14.4	14.1	13.5						

Five-Year Balance Sheet

(NIT\$ m)	2014	2015	2016	2017	2018	9M19	YoY (%)					
(NT\$ m)	2014	2015	2010	2017	2010	7/1/17	2014	2015	2016	2017	2018	9M19
Total Assets	5,369	8,612	9,550	9,892	10,648	10,531	16.0	60.4	10.9	3.6	7.6	7.8
Cash	1,374	1,433	1,899	1,920	2,050	1,186	28.6	4.3	32.6	1.1	6.8	(0.7)
AR & NR	98	97	204	160	171	279	14.0	(1.9)	111.6	(21.5)	6.8	89.9
Inventories	268	359	435	492	563	584	14.1	34.0	21.0	13.1	14.4	(2.2)
Fixed Assets	2,068	5,597	6,084	6,355	5,927	6,458	13.6	170.6	8.7	4.5	(6.7)	3.0
Total Liabilities	1,652	4,393	3,767	3,564	3,715	3,674	17.3	165.9	(14.3)	(5.4)	4.2	6.6
AP & NP	128	153	198	323	262	215	45.9	19.2	29.6	63.2	(18.9)	(39.3)
Total Borrowing	0	2,439	1,206	1,022	1,119	1,349	-	-	(50.6)	(15.2)	9.5	14.7
Total Equity	3,717	4,220	5,783	6,328	6,933	6,857	15.4	13.5	37.1	9.4	9.6	8.5
Key Financial Ratios (%)												
A/R Turnover Days	5.3	4.8	5.9	7.0	6.5	8.8						
Inventory Turnover Days	125.6	131.0	113.0	109.5	102.4	134.3						
A/P Turnover Days	53.9	58.6	49.9	61.6	56.8	64.8						
Cash Conversion Days	77.0	77.2	69.0	54.9	52.1	78.3						
ROE (%)	32.3	32.1	31.3	27.0	23.7	21.2						
ROA (%)	18.9	15.0	14.3	13.9	12.6	11.6						
Net debt (cash)/Equity %	(37.0)	23.9	(12.0)	(14.2)	(13.4)	2.4						

Dividend Payout and Capex

(NT\$ m)	2012	2013	2014	2015	2016	2017	2018
Net profit	619	836	942	1,052	1,297	1,352	1,295
Cash dividend	482	651	690	730	862	903	883
DPS (NT\$)	3.7	5.0	5.3	5.59	6.4	6.68	6.5
Payout ratio	77.9%	77.9%	73.2%	69.4%	66.5%	66.8%	67.9%
Cash yield	3.1%	3.4%	2.4%	2.6%	3.2%	2.9%	3.2%
Сарех	159	355	187	2,635	736	772	1,116

Notes:

1. The big spike in capex in 2015-2017 is largely due to the investment of 1) Pro-Partner's new headquarter building, 2) the new factory and tourist factory in Pingzhen (Grape King Headquarter), 3) the new factory in Longtan (Grape King Bio-Tech Research Institute), and 4) additional production lines for Grape King Shanghai.

2. The estimated capex for 2019 will be used for 1) Grape King Bio-Tech Research Institute, and 2) various upgrade and new production lines projects.



Appendix: Industry Trends

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Taiwan health food industry

Taiwan's health food industry is growing

Taiwan health food industry continues to be driven by consumers' increasing interest in healthier lifestyles as a cost-effective way to combat ageing and prevent modern illness.

Int Taiwan health food industry (NT\$ bn) 140 CAGR 7.5% 120 CAGR 7.5% 100 (2003-2017) 80 0 60 0 20 0 0 0 0 0

Source: AC Nielsen

We keep gaining market share in Taiwan

We have been gaining market share in Taiwan's health food industry and we are also the industry leader in both mushroom-based supplements and probiotics.

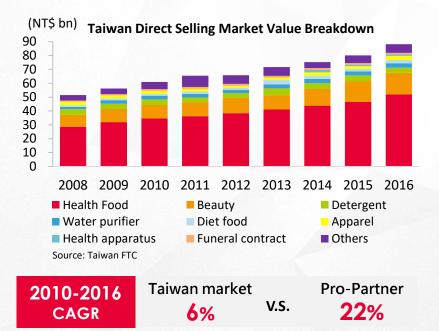
Grape King's market share in Taiwan health food industry

	<u>2013</u>		<u>2017</u>
aiwan health food	4.90%	-	5.78%
Mushroom	32.06%	•	38.54%
Probiotics	13.89%	-	39.57%
Energy drink	12.23%	-	13.71%
	Source: A	C Nielsen,	Company data

Taiwan direct selling industry

Health food takes up ~60% of direct selling industry in Taiwan

According to Taiwan FTC, health food takes up 60% of the direct selling market share, which shows that direct selling is an important channel for health food products.



Taiwan direct selling industry is strictly regulated with entry barrier



Sales incentive system

- 1) Reasonable product price (mark-up on pricing);
- 2) Reasonable compensation structure (distribution of profit)

Member's system

According to Taiwan's regulation, it is illegal to produce earnings by simply introducing new participants instead of engaging in promotion & selling goods or services. Companies in violation may be subject to imprisonment and/or fines.

Pro-Partner is the only domestic direct selling company in Top 10

Top 10 players have high market concentration Pro-Partner has highest sales per product among top 3 players

			Rank & Market		Sales contribution			
	TOP10 55%		shares (%)	s ('000)	Per member (NT\$)	Per product (NT\$m)		
1		Pro-Partner	2 (9.8%)	200	43,300	288.7		
		Nu Skin	3 (5.5%)	120	40,000	21.9		
		Amway	1 (13.4%)	350	33,857	41.0		

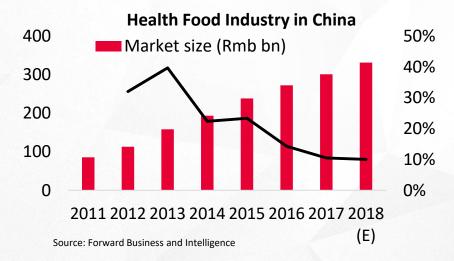
China health food industry

China's health food industry grew 23% CAGR between 2011-2017

China's health food industry mainly driven by economic growth, disposable income, and rising health awareness. The industry has been growing for the past 6 years.

China direct selling has significant growth from 2011-2016

Direct selling has become an important distribution channel as sales from direct selling has grown from 26% in 2011 to 30% in 2016.



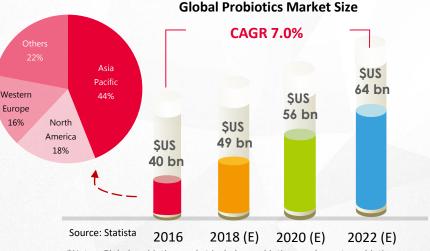


Despite the latest Administrative Measure of Health Food Registration and Filing having streamlined the certification process for vitamins and minerals, other products still need to go through the "Blue Hat" certification process by the CFDA.

China health food industry

Global probiotics market is still growing

According to Statista, global probiotics market has reached US\$40 bn with Asia Pacific region being the largest of all. The market is still increasing and is estimated to grow 7.0% CAGR between 2016-2022.



*Notes: Global probiotics market includes probiotics supplement, probiotic yoghurt, and sour milk products.

Grape King is the 7th largest distributor globally

We are ranked as the 7th largest probiotics supplement company globally, this also makes us the largest player in Greater China. Grape King is known for its capability in developing different strains of probiotics that target different health benefits.



Source: Euromonitor

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China probiotics market

China probiotics market is expected to reach Rmb 85 bn in 2020

China's probiotic consumption remains at a relatively early stage and the supply is mostly dependent on import. According to ASKCI, China probiotics market is forecasted to reach RMB 85 bn dollars by 2020.

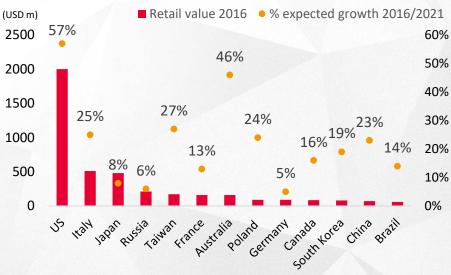
Taiwan and China probiotic supplement market are expected

According to Euromonitor, both Taiwan and China's probiotic supplement market are expected to deliver 27% and 23% of growth in 2016-2021, respectively.



yoghurt, and sour milk products.

China Probiotics Market (2014-2020)



Probiotics Supplements Retail Value (2016-2021)

Source: Euromonitor





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