



葡萄王生技

GRAPE KING BIO

Investors Presentation

May 2017

Key Milestones

- 1969: Grape King started by 3 founders
 - Founding Chairman, Shui-Chao Tseng
 - 2 Financial Investors
- 1982: Listed on the TWSE Taiwan exchange
- 2014: Dr. Sheng Lin Andrew Tseng was elected CEO & Chairman by the Board of Directors



Bio Engineering Centre

- 1991: Establishment of the Bio Engineering Centre



Bio Engineering Centre



Taiwan's
largest
fermentation
facility
281 tons



Pro – Partner

- 1993: Pro-Partner established (multi-level marketing company)



葡象企業股份有限公司
PRO-PARTNER LTD.



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科技 Technology

健康 Health

希望 Hope

Pro-Partner Shareholders

- Pro-Partner was initially 100% owned by GKI
- In 1998 a capital injection was done by the new management team - 40% of shares
- Grape King Bio owns 60% of shares



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葡家企業股份有限公司
PRO-PARTNER LTD.

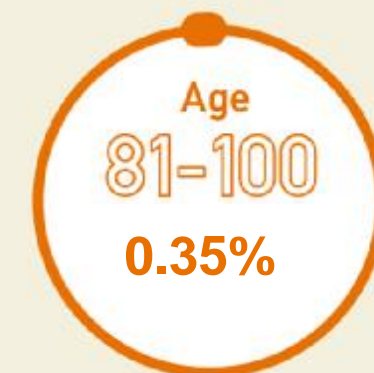
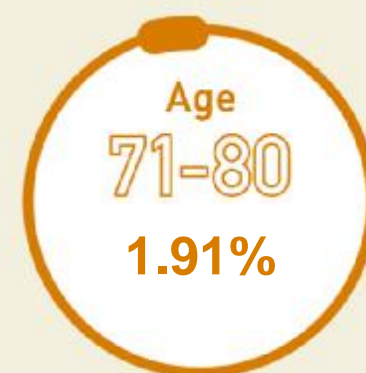
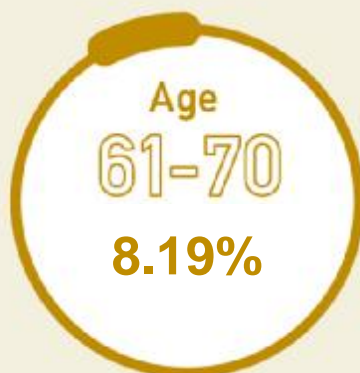
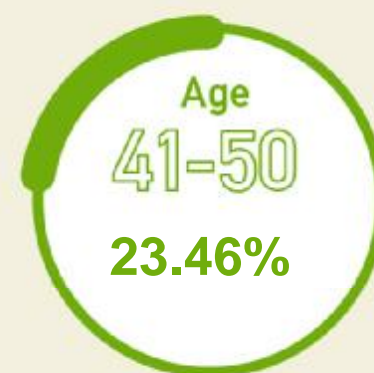
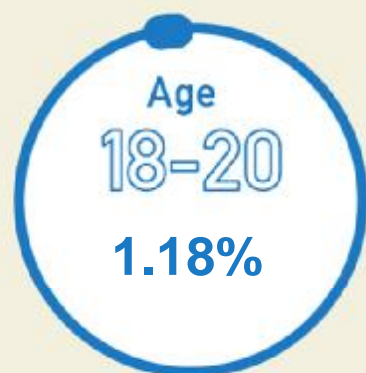


Pro-Partner Achievements

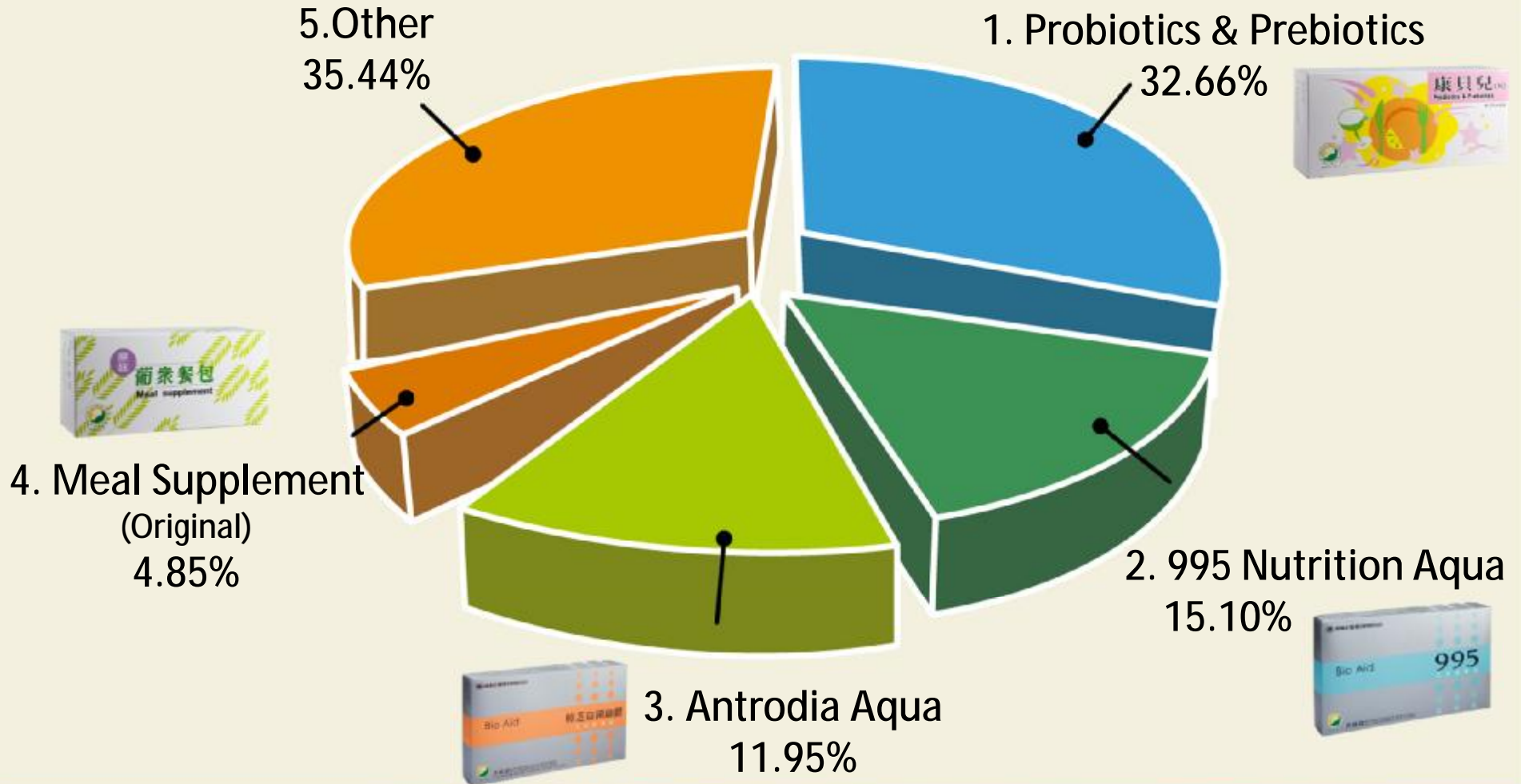
- 1** • Largest Taiwanese owned MLM company
- 2** • Since 2014 ranked No.2 on the list of MLM companies in Taiwan (based on turnover)
- 5** • Youngest company amongst the top 5
- 24** • Has the smallest product range – 24 Health and Beauty products
- 66** • No. 66 in the worldwide MLM rankings for 2013
- 190,000** • Currently has more than 190,000 members

Pro-Partner Members Profile

- May 2017, Pro-Partner has 197,640 members – YOY +18%

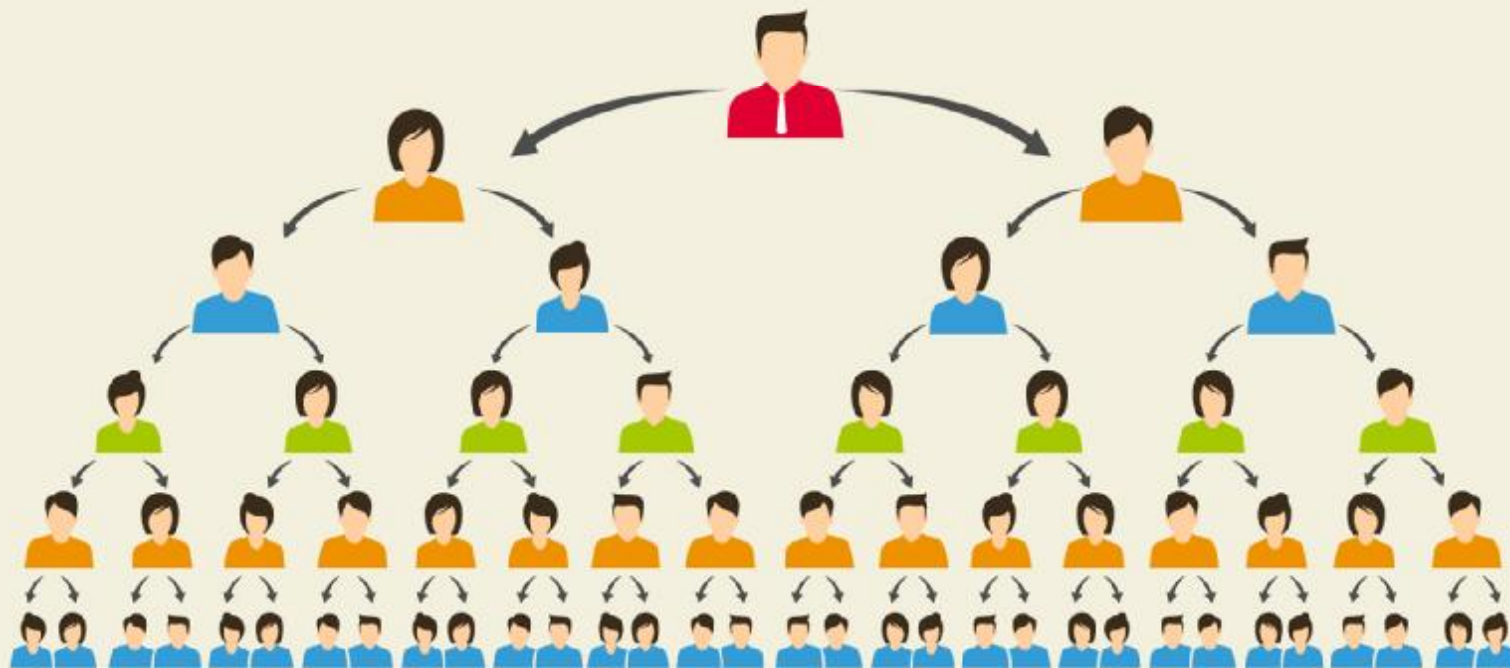


April 2017 - Pro-Partner Top 4 Products

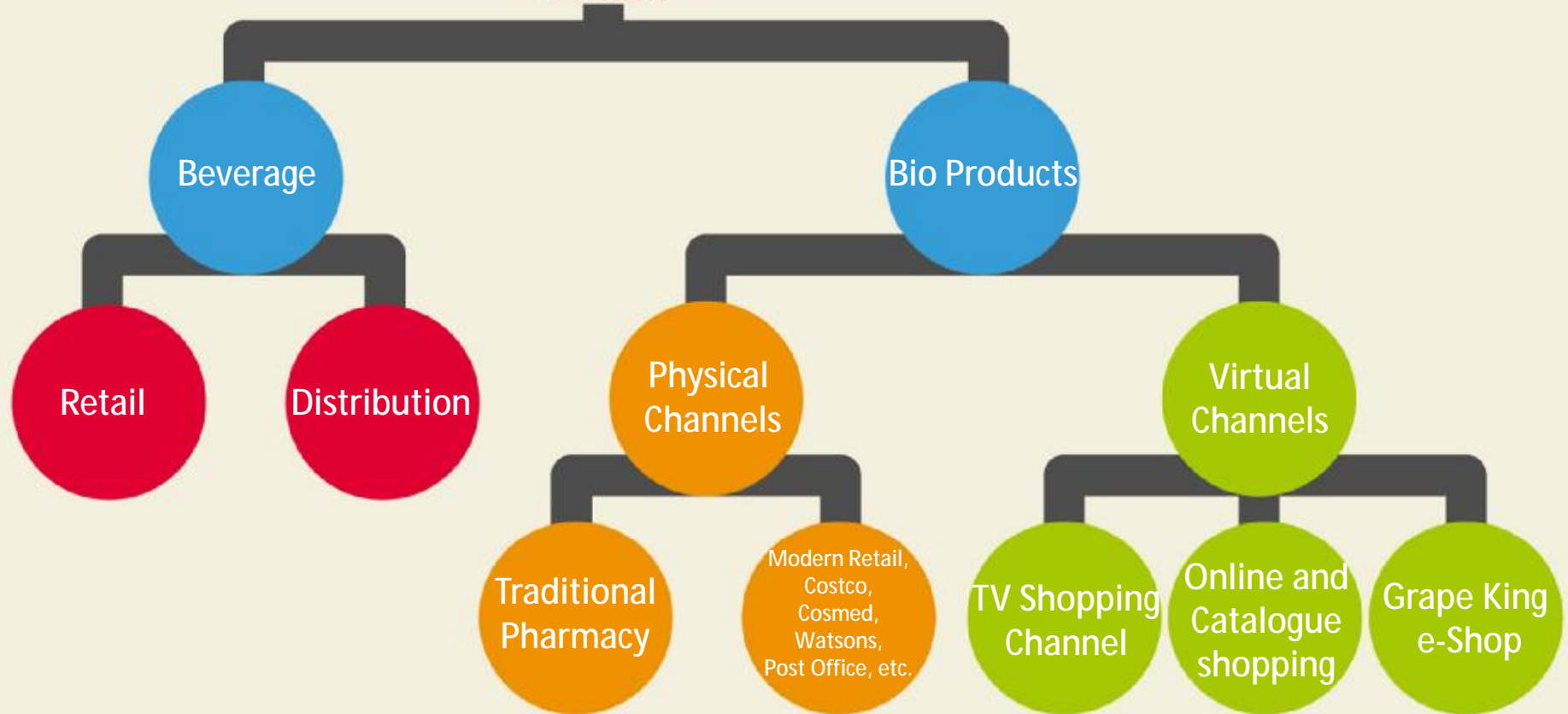


Pro-Partners Incentive and Bonus System

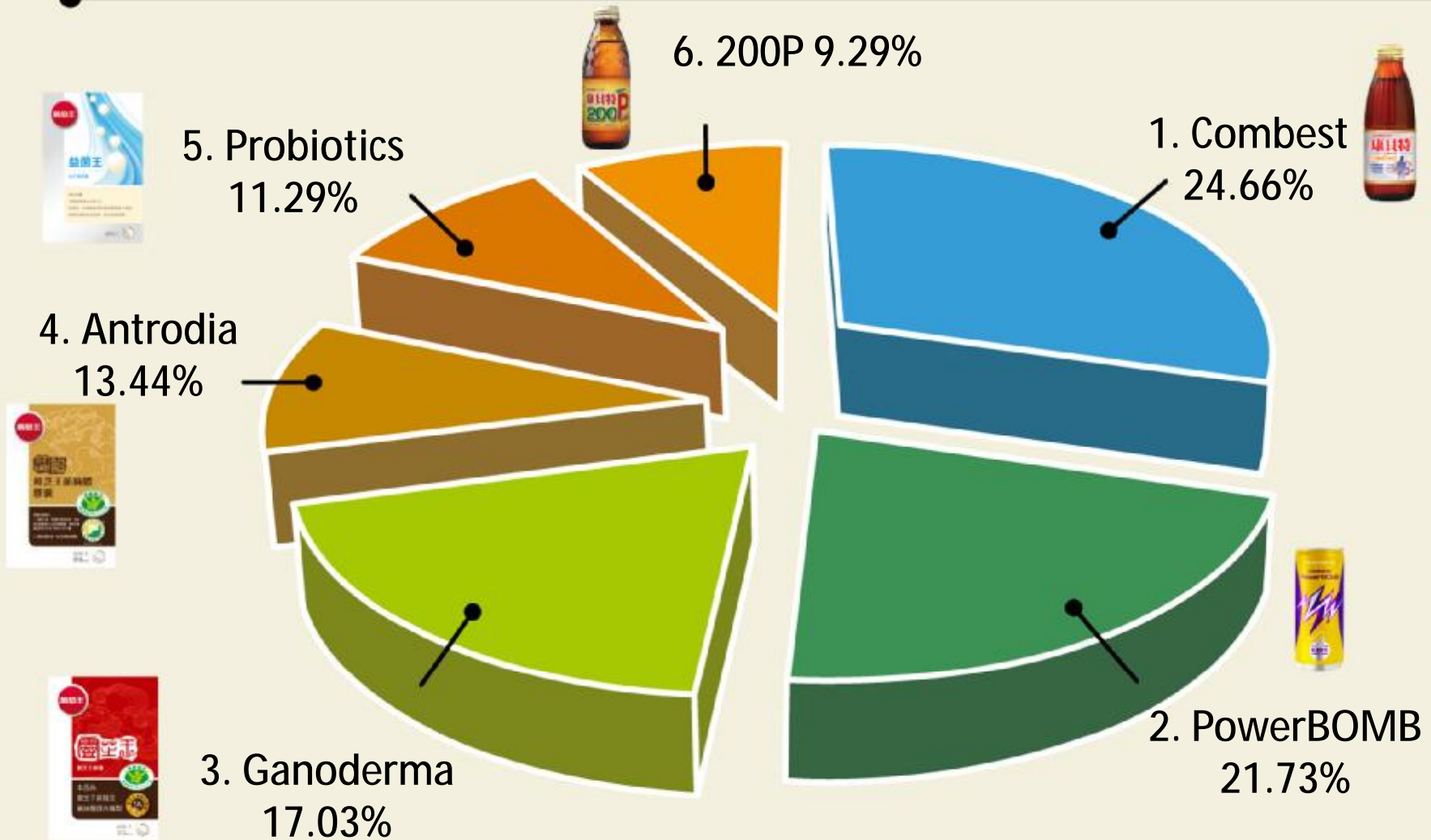
- NT\$1,000 to become a member
- Incentives and bonuses depend on what the member status is and how many people they have below them



Grape King Brand Sales Channels



2017 Jan Grape King Product Sales



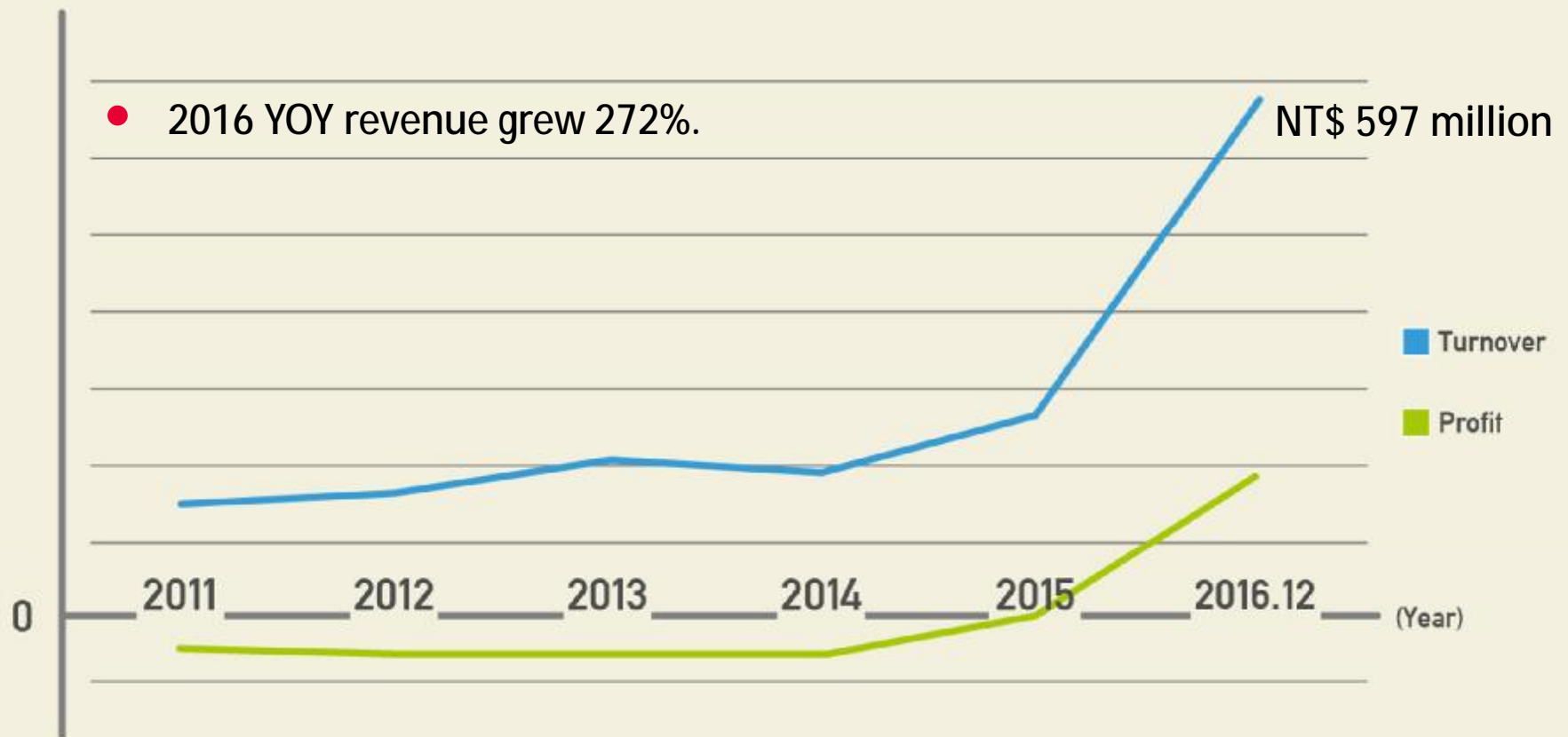
Grape King Shanghai

- 1994 - Grape King plant established in Shanghai - 100% owned by Grape King Bio
- 1997 - 116,400 sq.m piece of land was acquired

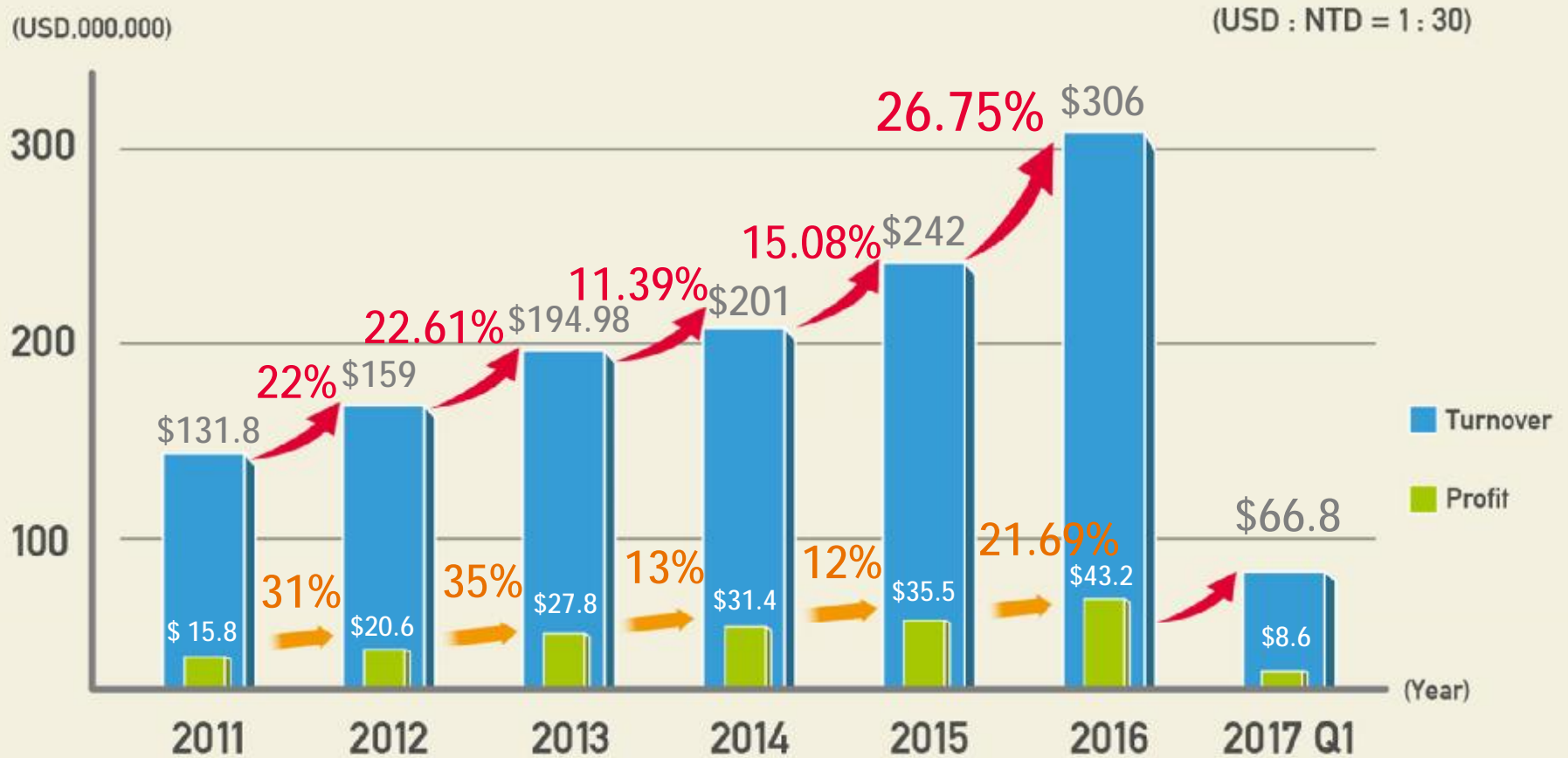


Grape King Shanghai Performance

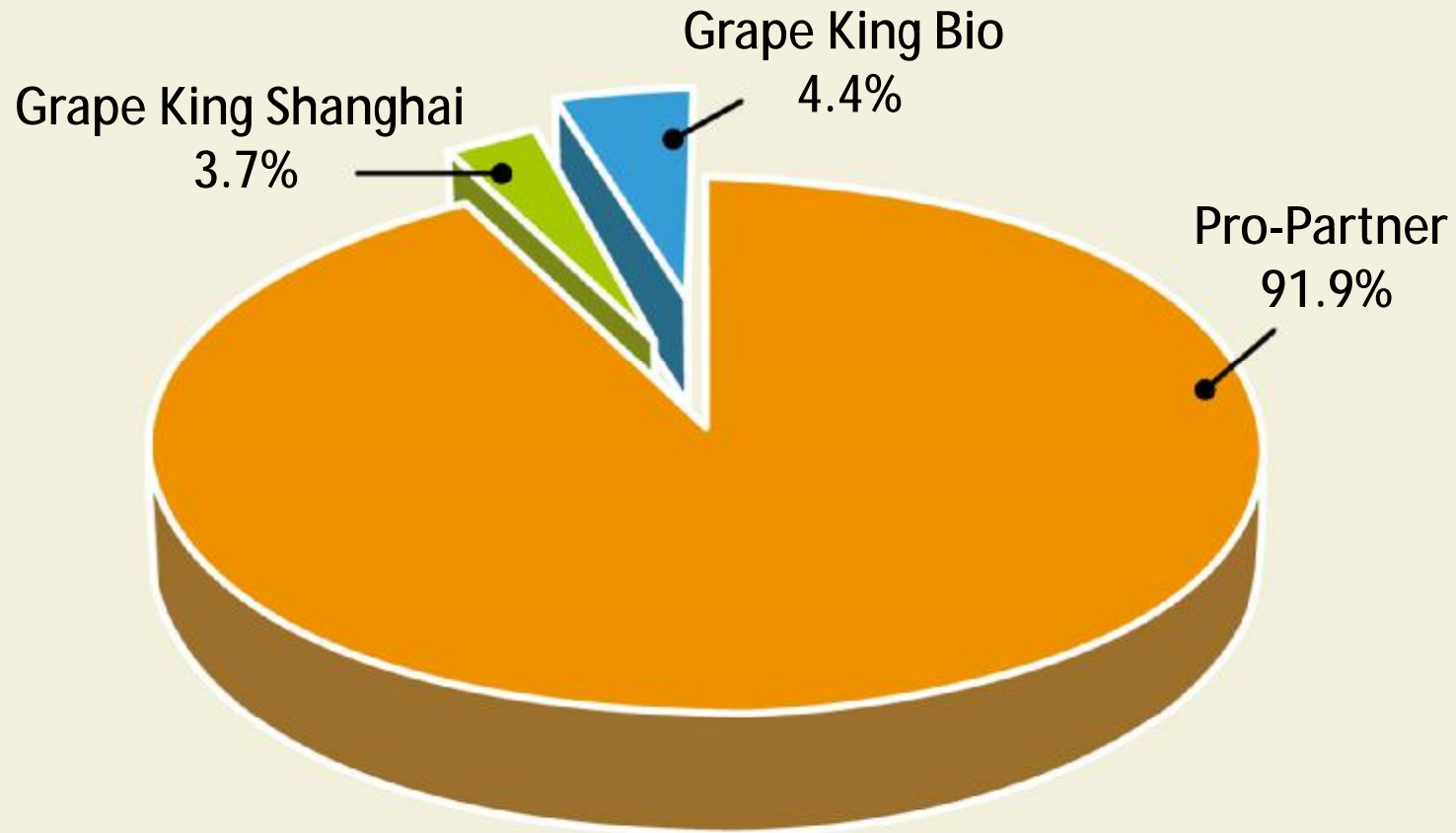
- 2015- Grape King Shanghai achieves 72% revenue growth and reaches profit level for the first time in the company's history



2017 Q1 - Consolidated Figures



2017 Q1 - Consolidated Turnover



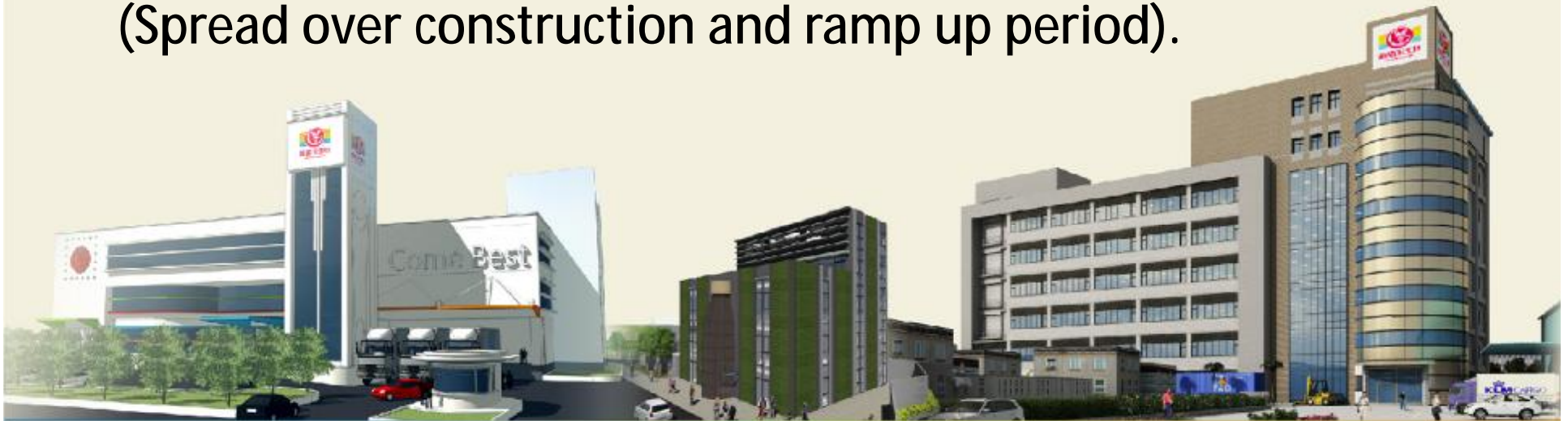
Overseas Business Development

- Work with trusted, well established Partners in South East Asia who have a good reputation within the health food industry in their own market
- We have already started to apply for product certification in Malaysia, Indonesia, Thailand, Singapore and Hong Kong



Current Expansion Project

- Construction of the second fermentation facility at Long Tan Science Park has now started.
- The facility will increase fermentation capacity by 300 tons.
- Estimated date of completion will be mid 2018.
- Capex for this project is NT\$ 1 billion (Spread over construction and ramp up period).





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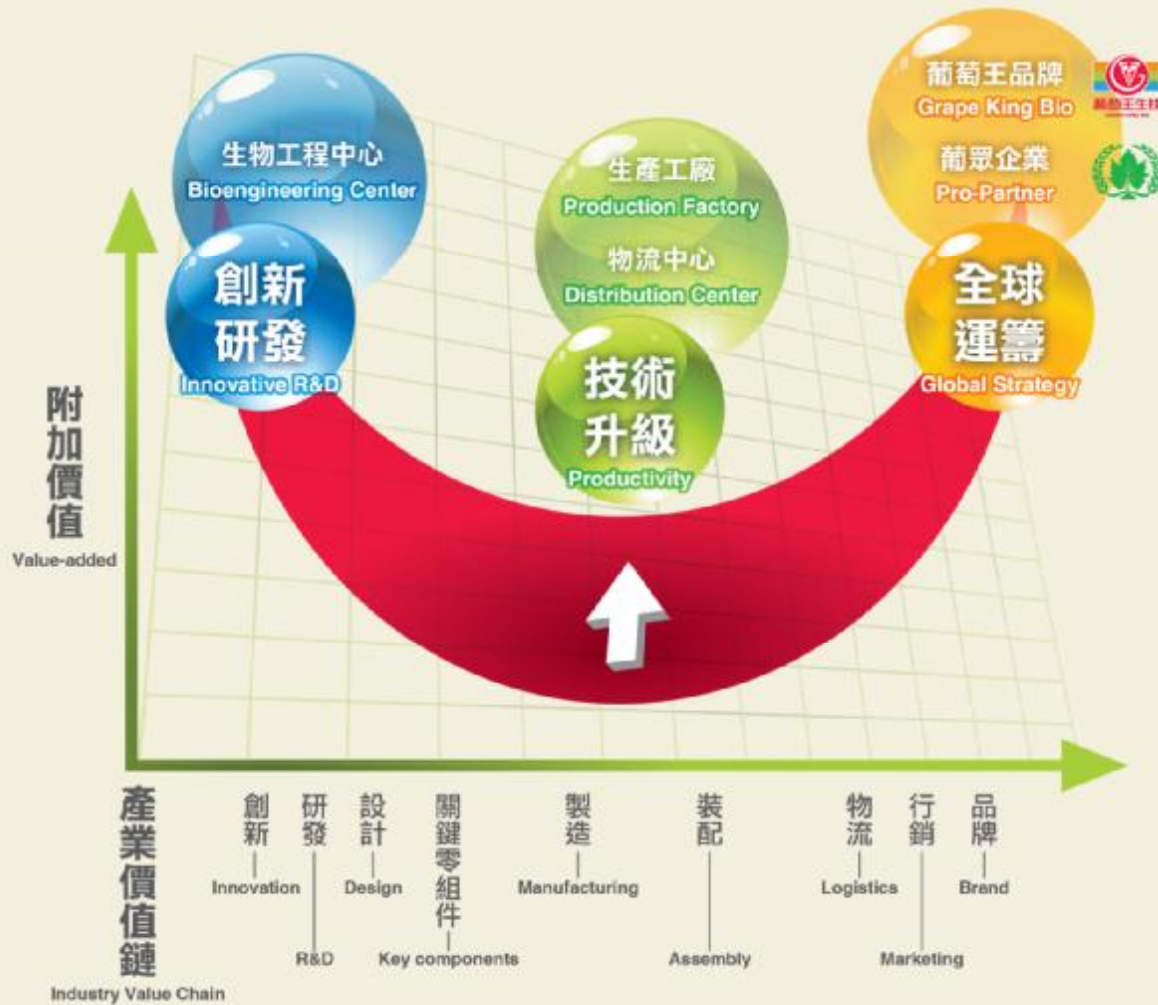
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Grape King's Smile Curve



Grape King Bio Achievements



- In 2014, Grape King Bio was awarded by the TOP 20 Innovative Companies of Taiwan



- Grape King Bio was listed in Forbes "Asia's 200 Best Under a Billion" for 2014 and 2015



- In 2013, Grape King Bio was awarded with National Brand Yushan Award- The Most Popular Brand Award



Grape King Bio Achievements



- In 2013, Dr. Andrew Tseng was awarded with the Ernst & Young Entrepreneur of the Year "In Transition Benchmarking Entrepreneur Award"



- Dr. Andrew Tseng was awarded with the "Most Promising Category" award by The Asia Pacific Entrepreneurship Awards 2015



- In 2013, Dr. Andrew Tseng was awarded with the Manager 100MVP Annual Award

Thank you

