



**葡萄王生技**

**GRAPE KING BIO**

# Investors Presentation

*March 2014*

# Milestones (1)

- 🇹🇼 1969: Grape King started by 3 founders
  - 🇹🇼 Current Chairman, Shui-Zhao Tseng
  - 🇹🇼 2 Investors
- 🇹🇼 1982: Listed on the TWSE Taiwan exchange
- 🇹🇼 1987: GMP certified plant for pharmaceuticals



# Milestones (2)

- 🇨🇳 1991: Establishment of the Bioengineering Centre





# Grape King Bio Factory in Zhong-Li



Taiwan's  
largest  
fermentation  
facility  
281 tons



# Milestones (3)

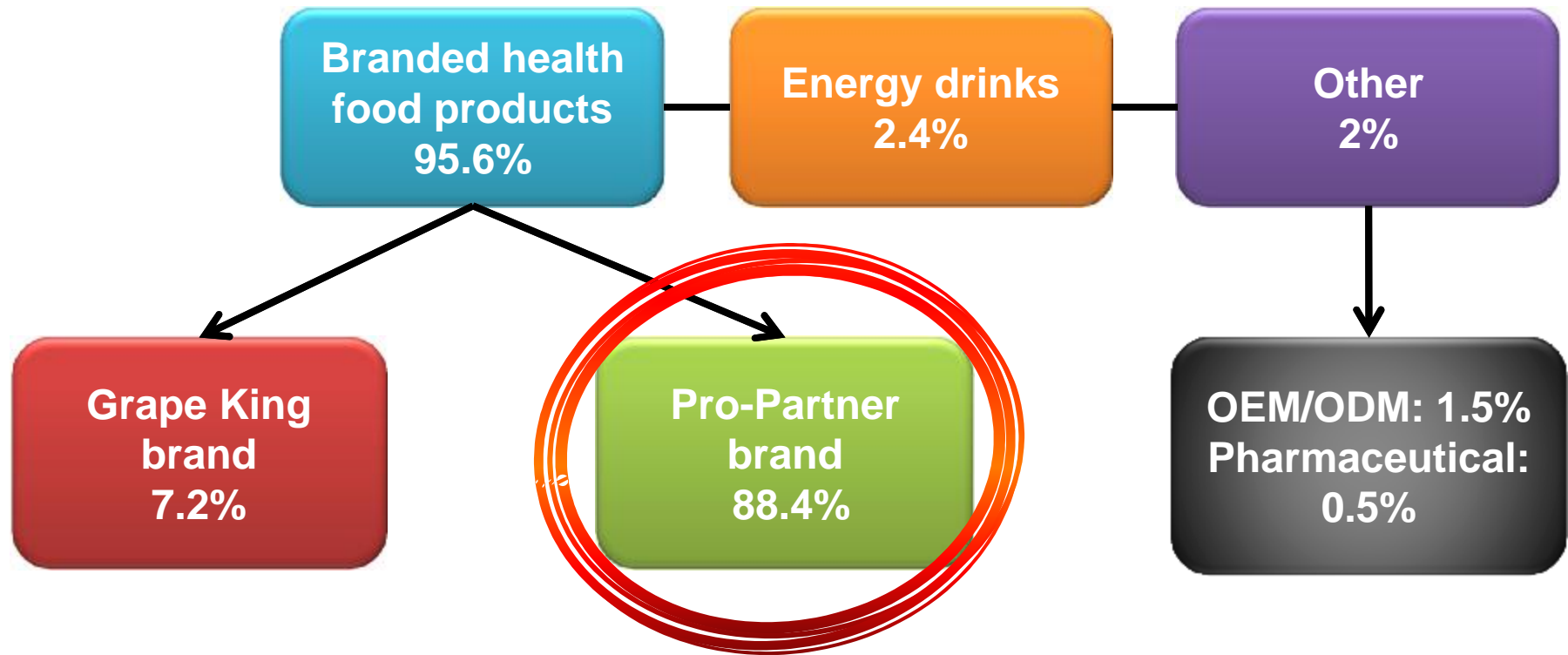
- 🇲🇵 1993: Pro-Partner established (multi-level marketing company)



**葡象企業股份有限公司**  
**PRO-PARTNER LTD.**



# Grape King (Stand alone) 2013 Sales Breakdown





# Pro-Partner Shareholders

- 🌿 In 1998 a capital injection was done by the management team - 40% of shares
- 🌿 Grape King Bio still owns 60% of shares



# Pro-Partner Achievements

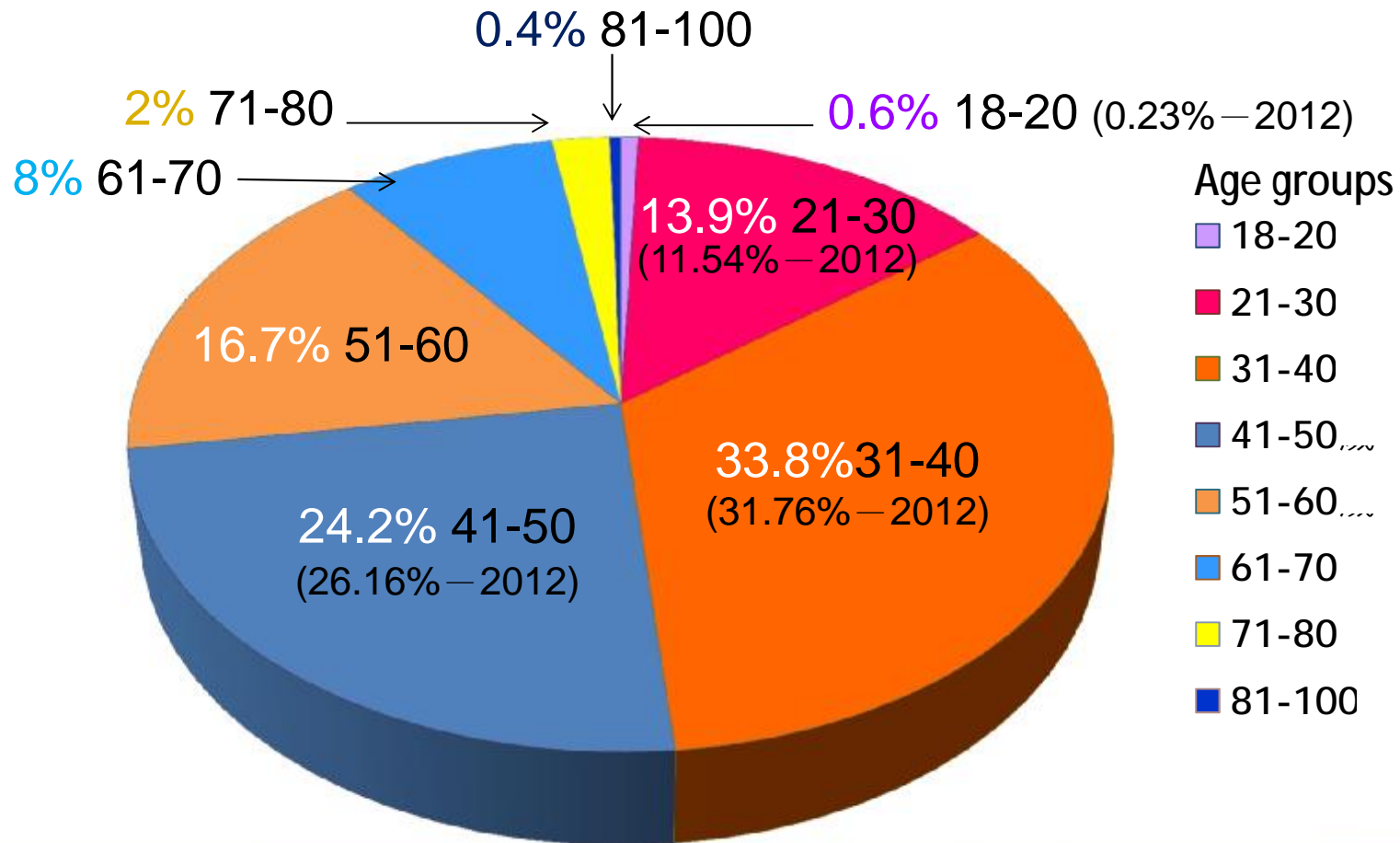
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- 🌿 The largest Taiwanese owned MLM company
- 🌿 2013 – Pro-Partner was ranked No.3 on the list of MLM companies in Taiwan (based on turnover)
- 🌿 2012 - Pro-Partner was ranked No.4 on the list of MLM companies in Taiwan (based on turnover)
  - | Youngest amongst the top 5
  - | Has the smallest product range – 22 products
- 🌿 No. 78 in the worldwide MLM rankings for 2012



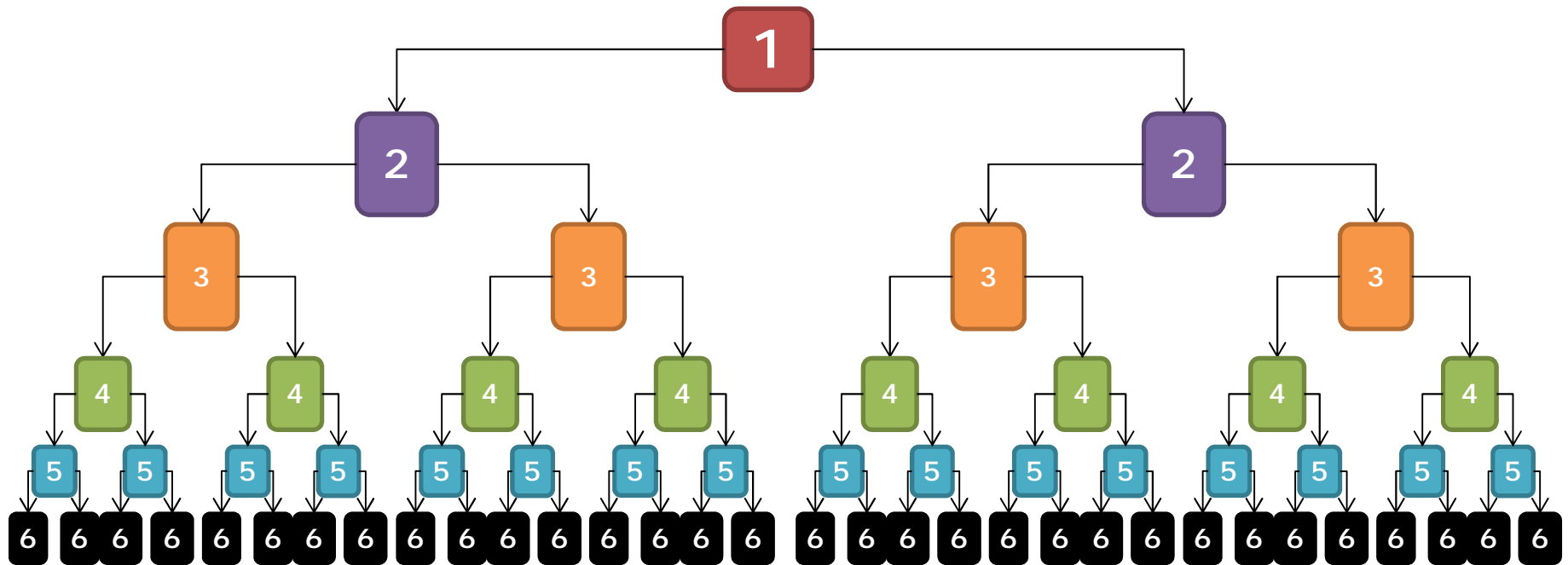
# Pro-Partner Members Profile

2013, Pro-Partner had 116,203 active members



# 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



# Pro-Partner Top 3 Products

1



29.3%

2



17.9%

3



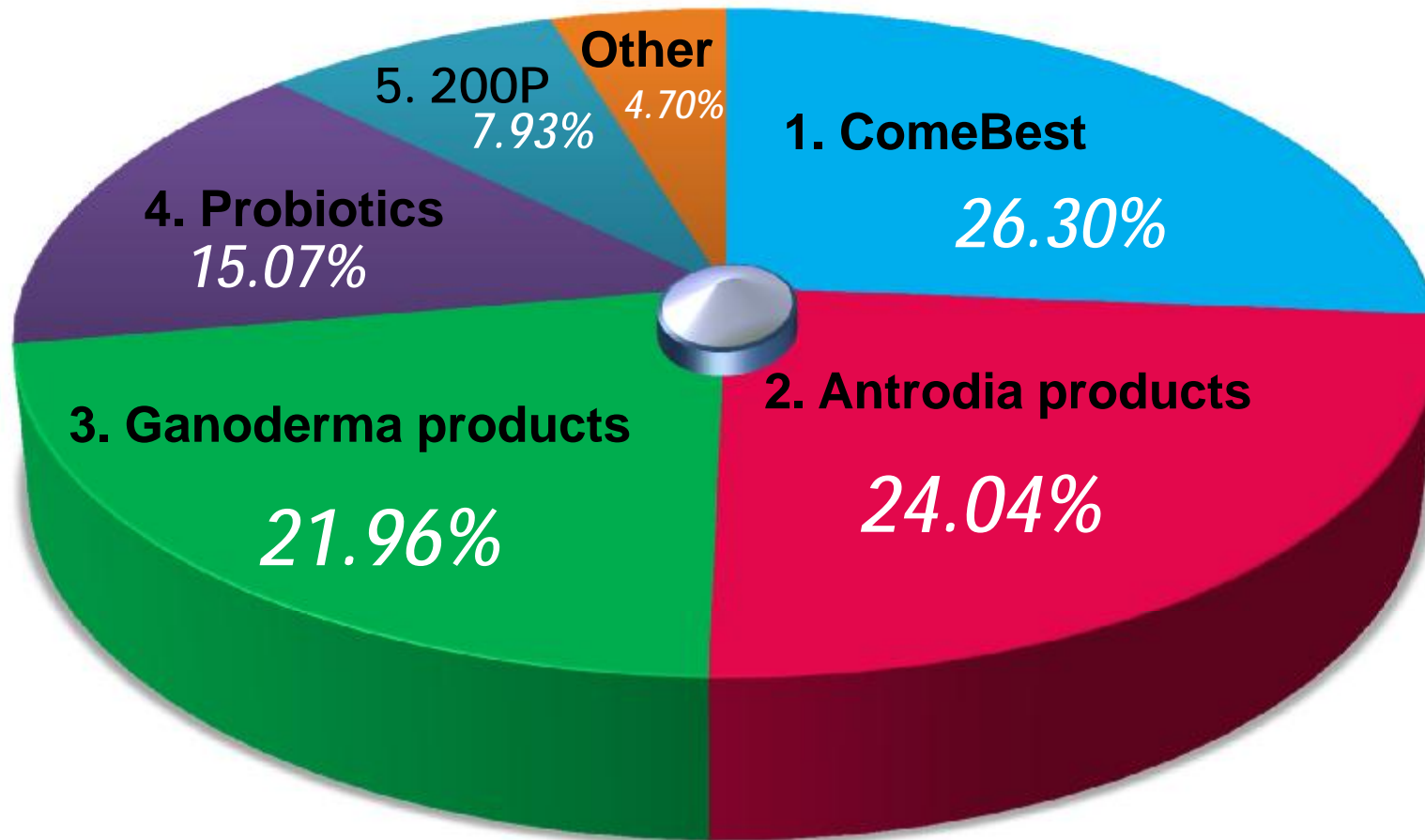
14%

# Grape King Products

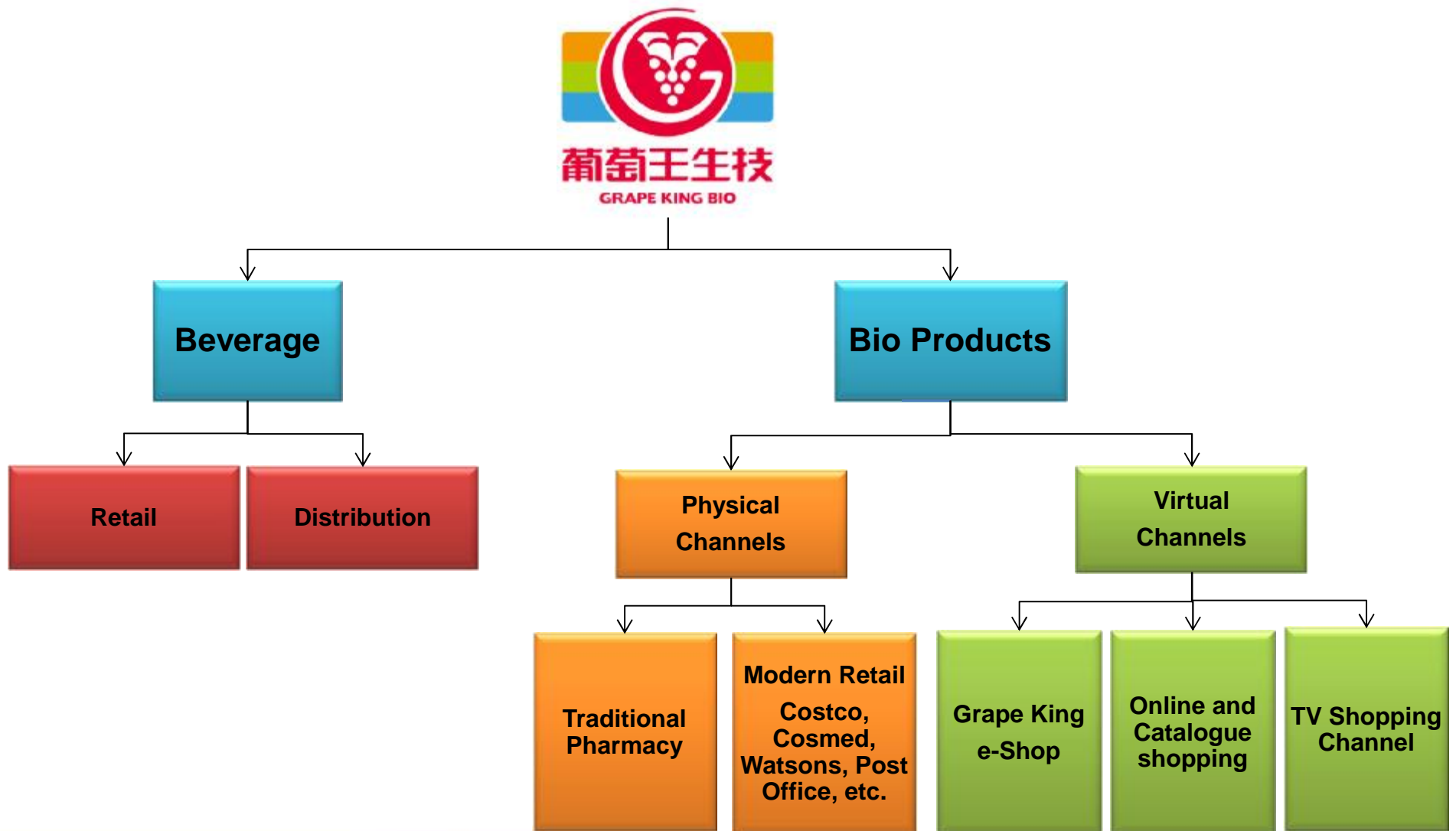




# 2013 Grape King Product Sales



# Grape King Brand Sales Channels



# Milestones (4)

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

 **Shanghai Grape King Enterprises Corp.**



# Grape King Bio Consolidated Figures

- 2012 – Turnover **NT\$ 4,611,718,709** (approx. US\$ 159m)
  - Ø 22% growth on 2011
  - Profit **NT\$ 618,902,000** (approx. US\$21m)
  - Ø 30% growth on 2011

- 2013 Turnover **NT\$ 5,654,532,000**  
(approx. US\$ 194.98m)

Ø YOY growth 22.61%

Q3 Profit - **NT\$ 580,031,856** (approx. US\$ 20m)

Ø YOY growth 30.95%



(USD : NTD = 1 : 29)

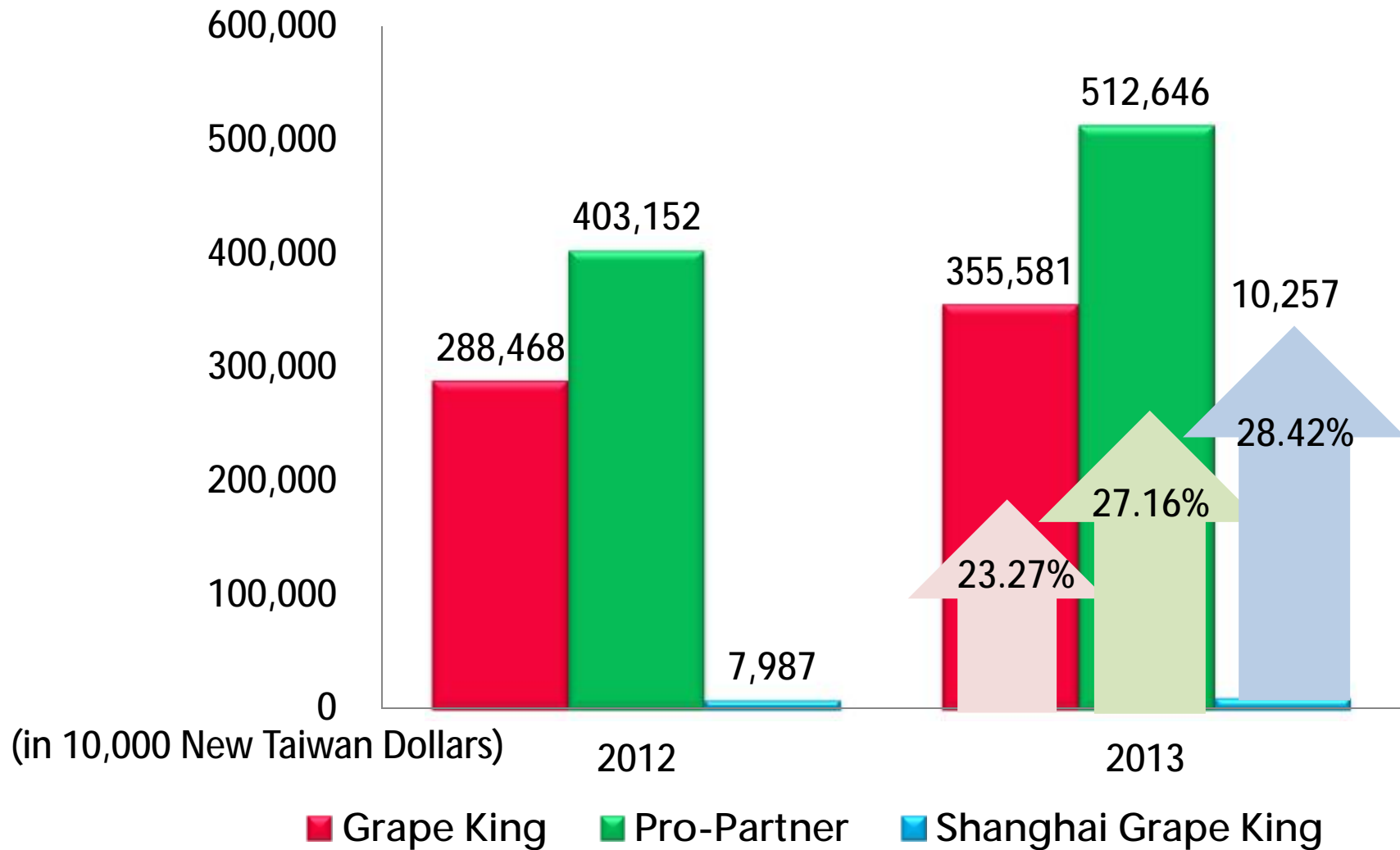


# Grape King's Consolidated Turnover

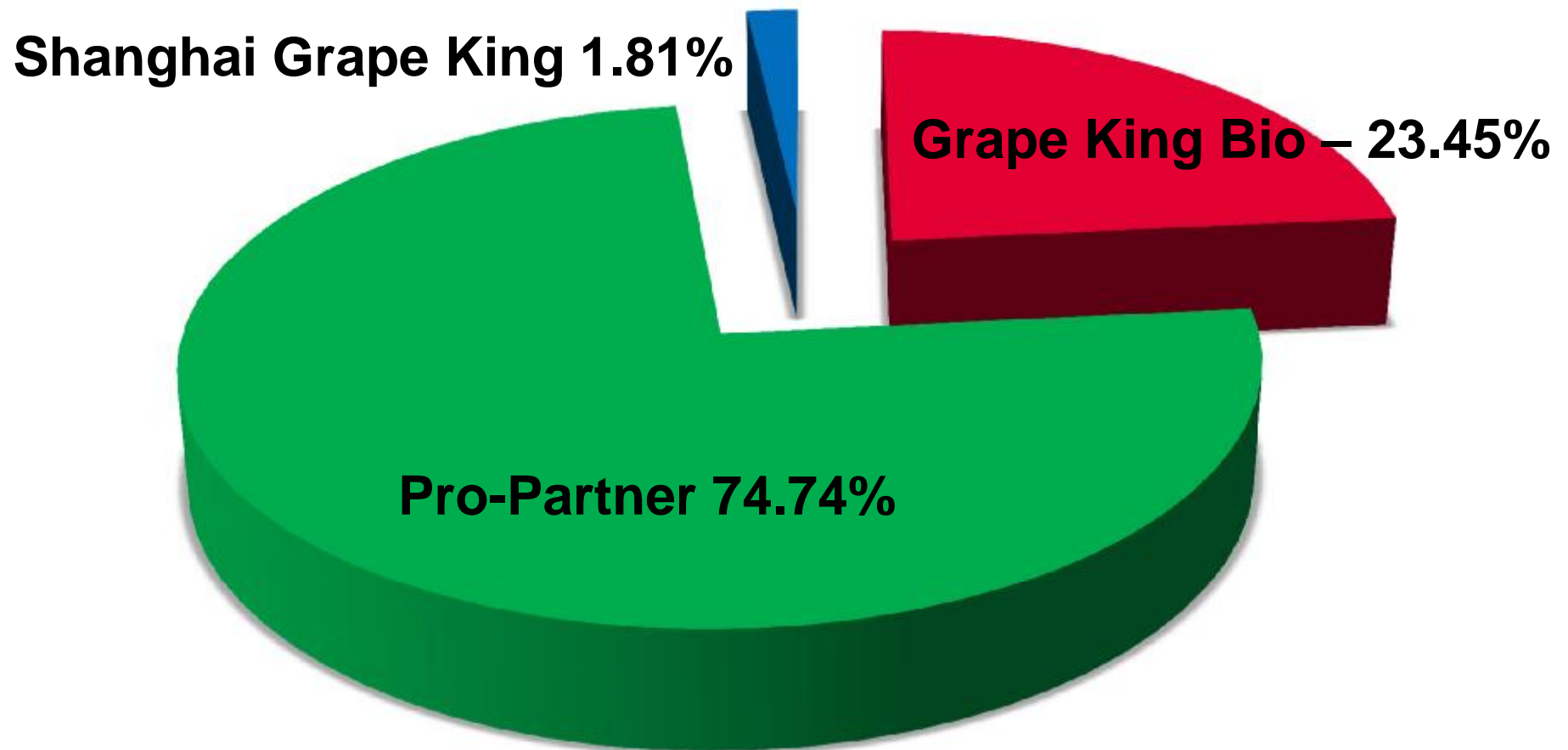
YEAR	Turnover (million USD)	Year on Year Growth	Staff	Main Products
2007	\$59,5	14%	162	Health food Products 78%
2008	\$73,8	24%	164	Health food Products 80%
2009	\$98,6	33%	172	Health food Products 80%
2010	\$114,7	16%	178	Health food Products 80%
2011	\$131,8	15%	194	Health food Products 90%
2012	\$159	22%	231	Health food Products 91%
2013	\$194,98	22.61%	254	Health food Products 97%

(USD : NTD = 1 : 29)

# 2013 YOY Growth



# 2013 Consolidated Turnover



2013 Consolidated turnover NT\$5.65billion

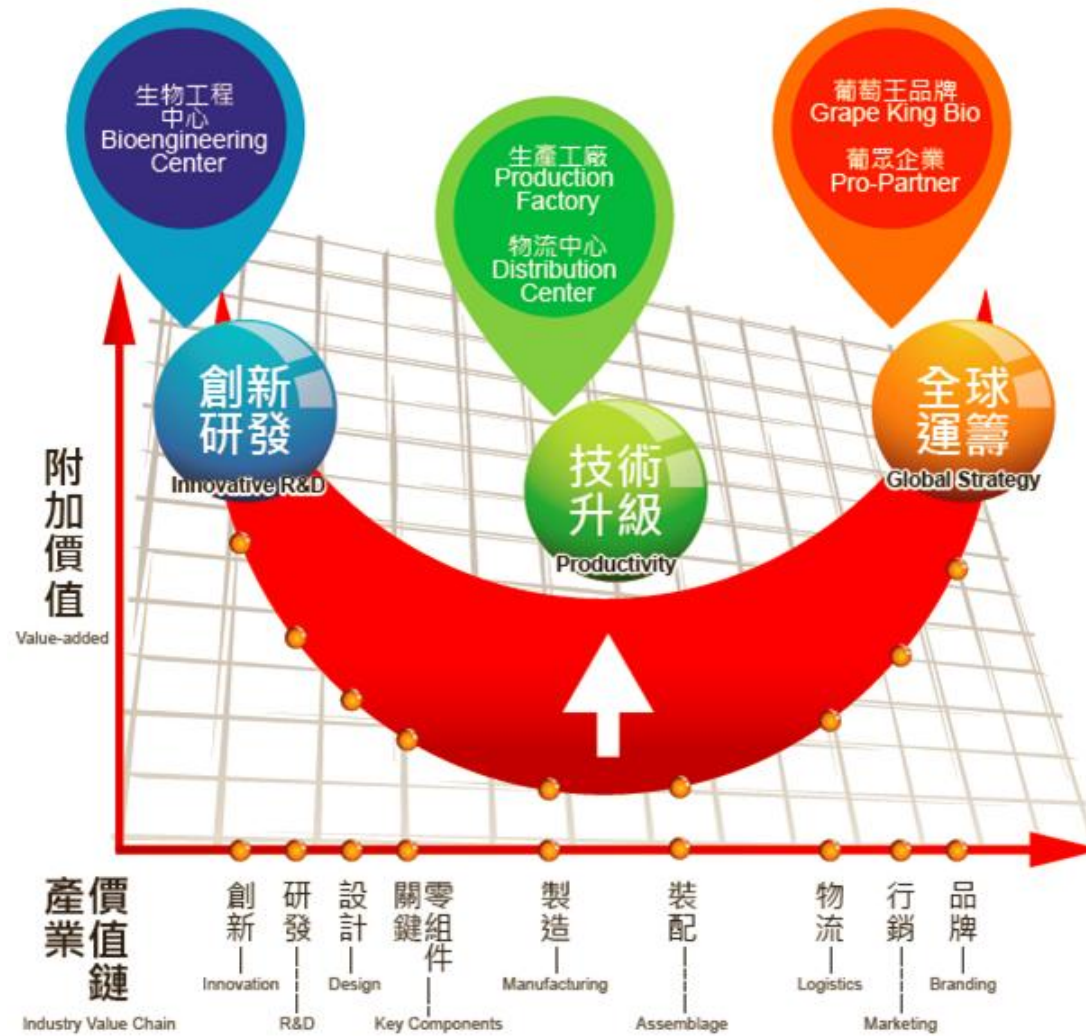
# Current Developments & Acquisitions

- 🇨🇹 Grape King Bio started to build the second factory at their current Distribution site in Ping-Zhen ( 5 minute drive from the current factory)
  - 🇨🇹 Expected to be completed 2017
- 🇨🇹 August 2013 – Pro-Partner purchased a new building
  - 🇨🇹 Headquarters for Pro-Partner
  - 🇨🇹 Training Centre for Pro-Partner
  - 🇨🇹 Grape King Bio have purchased the 11<sup>th</sup> floor to serve as Taipei office





# Grape King's Smile Curve



# Grape King's Logo

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Grape King is now going through positive changes



Rebranding was implemented 2012

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# Thank You

