



葡萄王生技


GRAPE KING BIO

Investors Presentation

March 2015

Appointment of CEO & Chairman



-  6th November 2014, the board members of Grape King Bio appointed Dr. Sheng-Lin Andrew Tseng as the CEO and Chairman of the Company.

Milestones

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



Milestones

🇨🇳 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.



Pro-Partner Shareholders

- 🌿 Pro-Partner was initially 100% owned by GKI, however after several years of losses a new board of management was established.
- 🌿 In 1998 a capital injection was done by the new management team - 40% of shares
- 🌿 Grape King Bio still owns 60% of shares

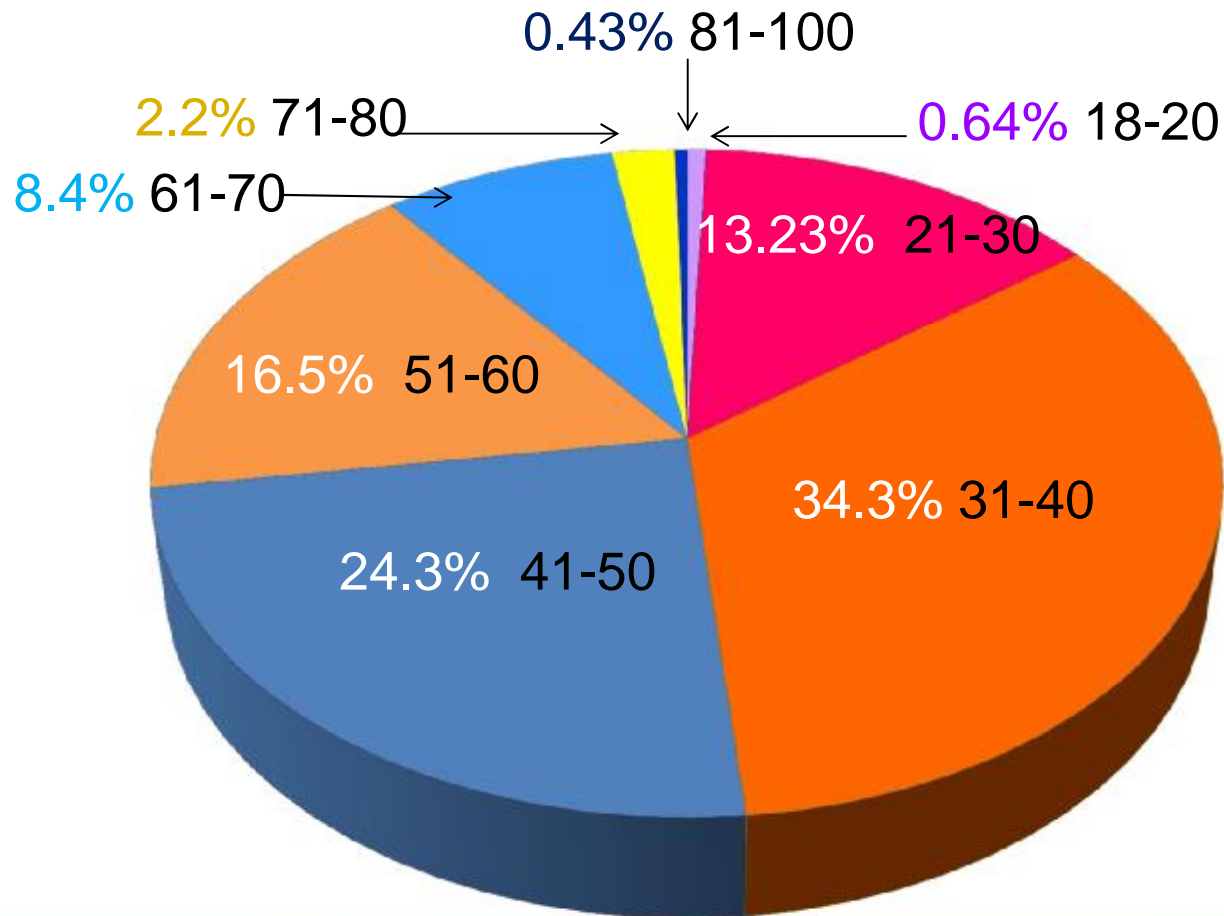


Pro-Partner Achievements

- 🌿 The largest Taiwanese owned MLM company
- 🌿 2014 – Pro-Partner was ranked No.2 on the list of MLM companies in Taiwan (based on turnover)
- 🌿 In the last 5 years Pro-Partner has risen from being ranked No.6 to No.2 on the Taiwan MLM listings in Taiwan (based on turnover)
 - 🌿 Youngest amongst the top 5
 - 🌿 Has the smallest product range – 24 products
- 🌿 No. 66 in the worldwide MLM rankings for 2013

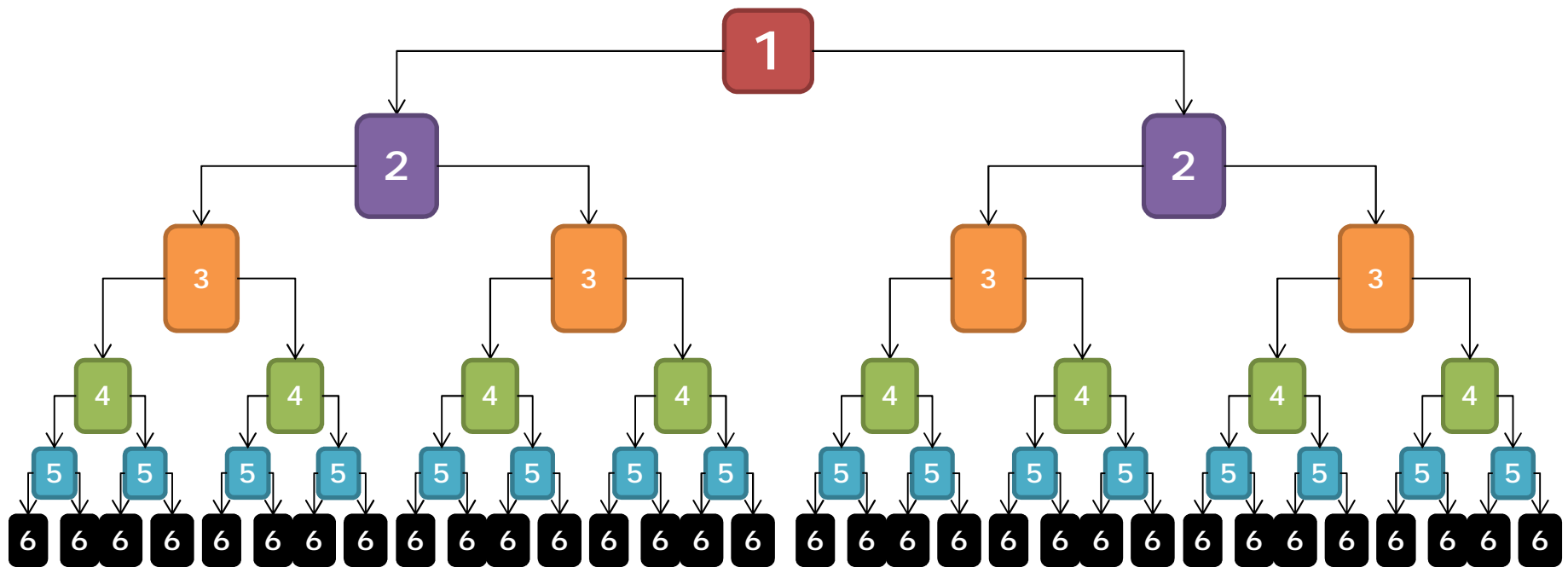
Pro-Partner Members Profile

2014 Year End, Pro-Partner had 130,058 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



2014 Pro-Partner Top 3 Products

1



30.18%

2



17.75%

3

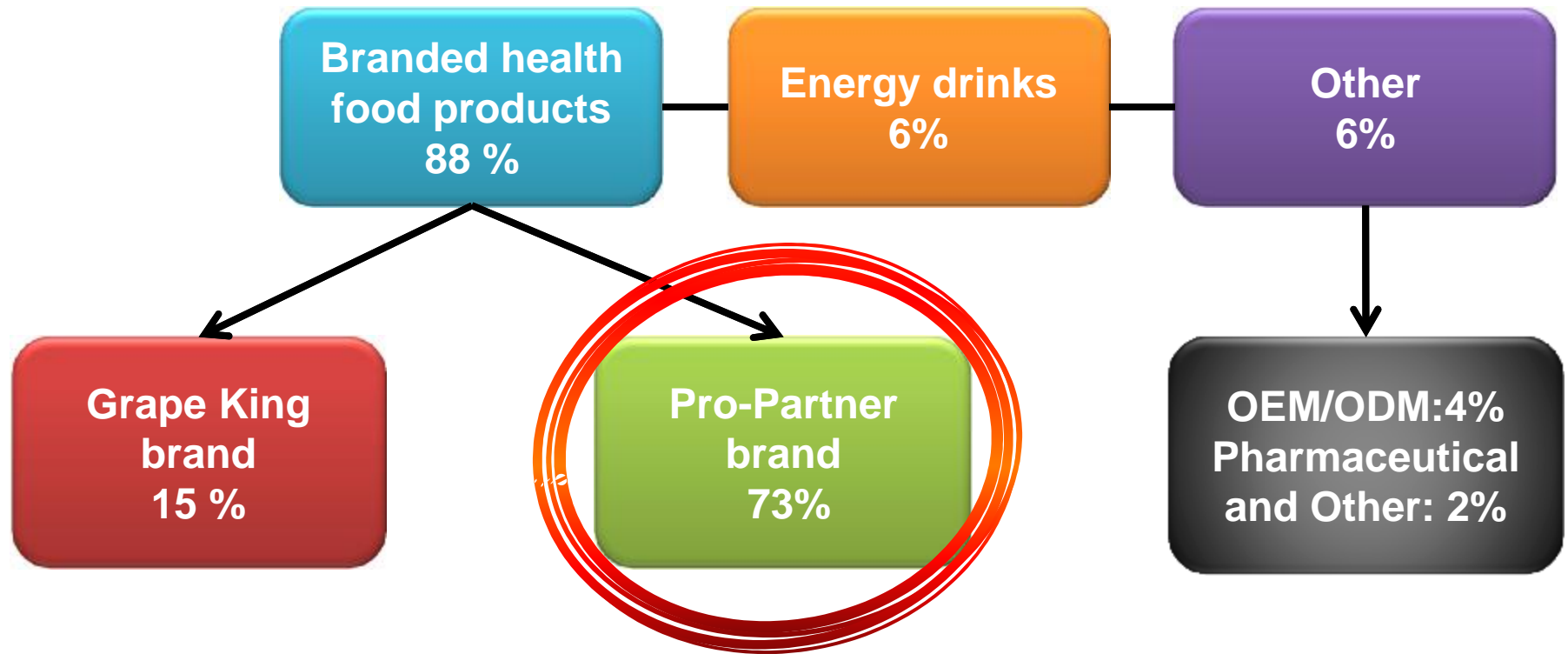


13.3%

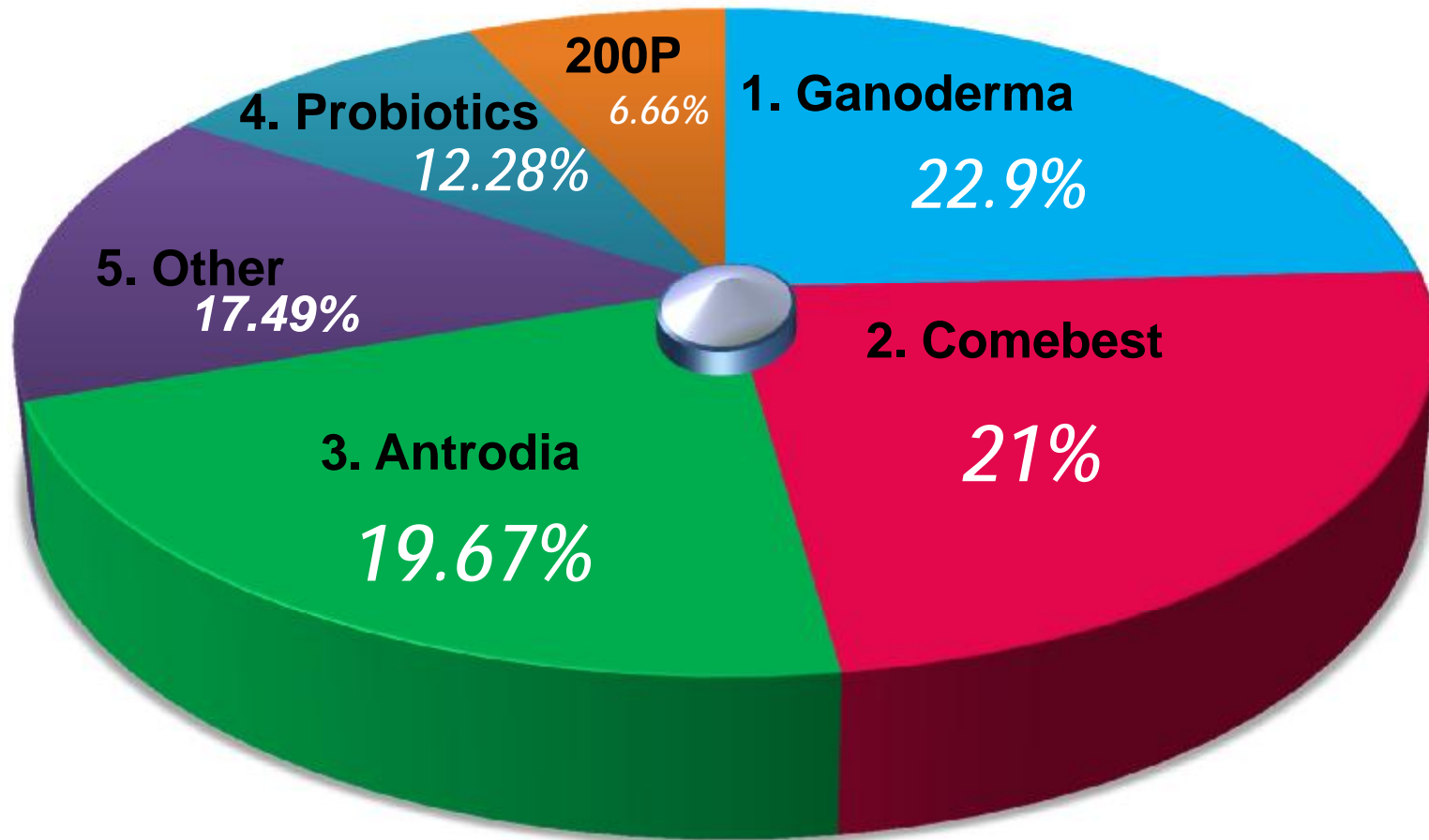
Grape King Products



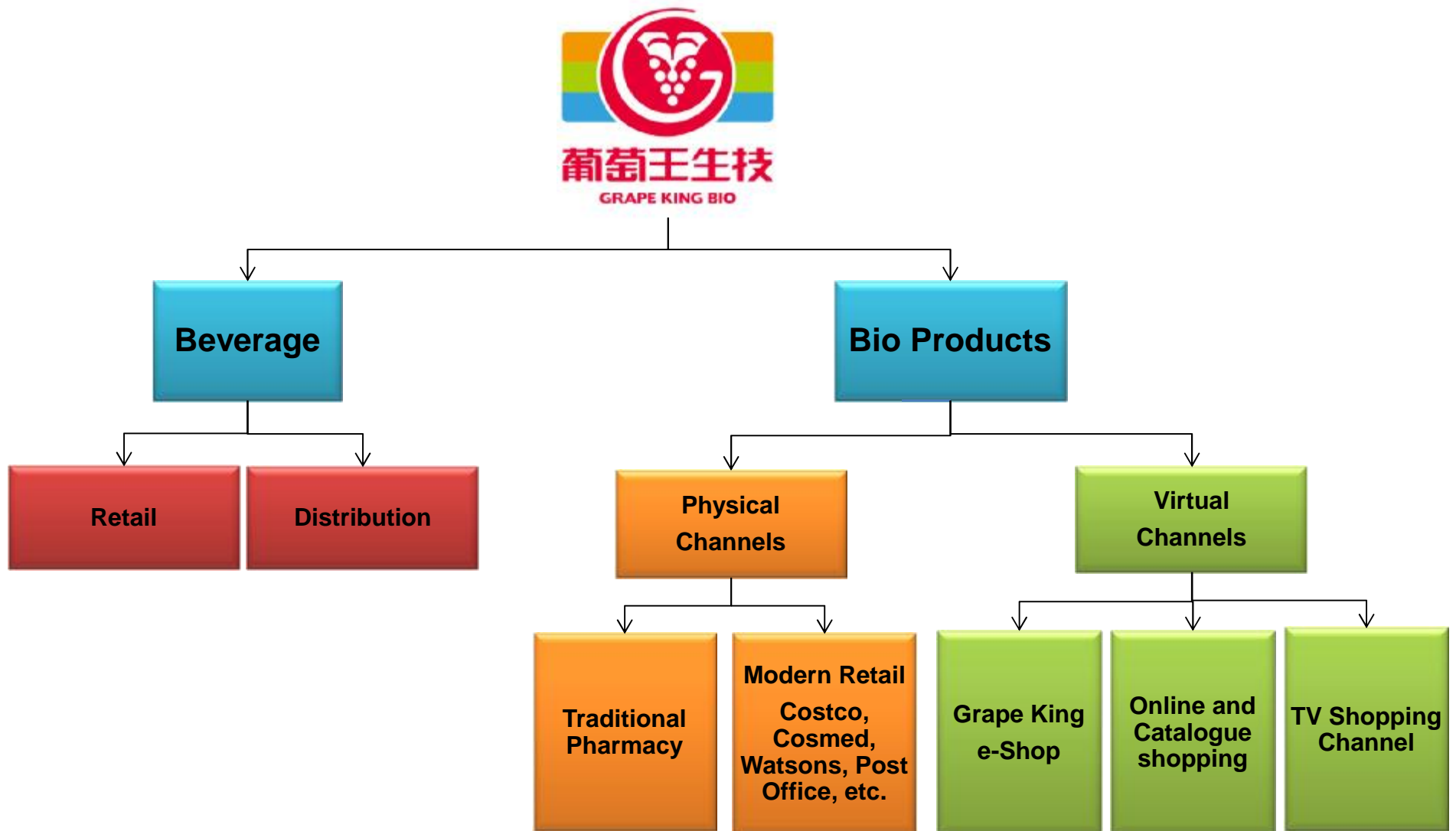
Grape King (Stand alone) 2014 Sales



2014 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

🇹🇼 2013 Turnover **NT\$ 5,652,413,000** (approx. US\$ 194.98m)

Ø YOY 22.57% growth

Profit **NT\$ 835,762,000** (approx. US\$ 28.8m)

Ø YOY 37.4% growth

🇹🇼 2014 Turnover **NT\$ 6,298bn** 11.39% growth
(approx. US\$ 217m)

2014 Up to Q3 Profit **NT\$ 650m** (approx. US\$ 22.4m)



(USD : NTD = 1 : 29)

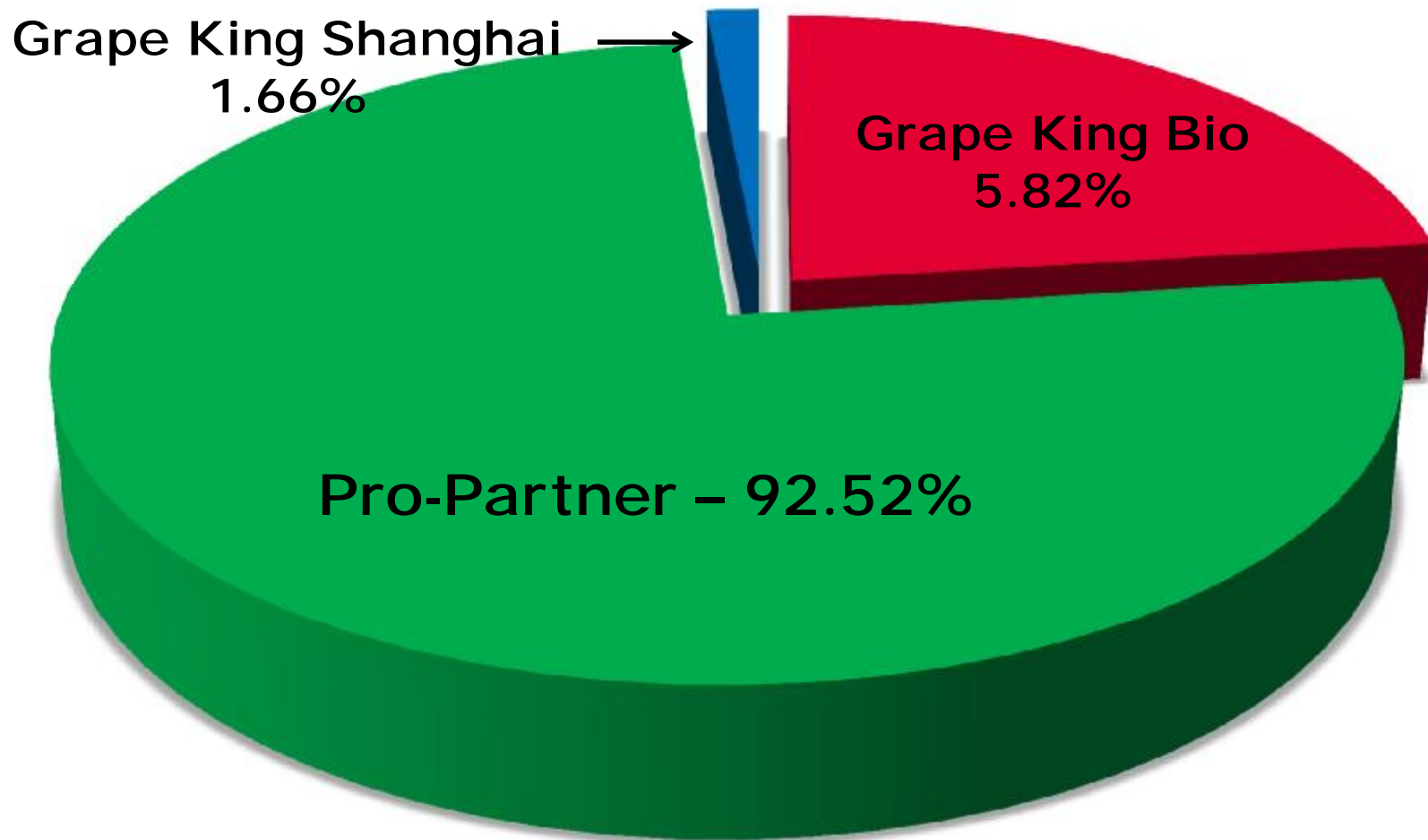
Grape King's Consolidated Turnover

YEAR	Turnover (million USD)	Year on Year Growth
2007	\$59,5	14%
2008	\$73,8	24%
2009	\$98,6	33%
2010	\$114,7	16%
2011	\$131,8	15%
2012	\$159	22%
2013	\$194,98	22.61%
2014	\$217,18	11.39%

(USD : NTD = 1 : 29)






2014 Consolidated Turnover



Consolidated – NT\$ 6,298 bn

Overseas Business Development

-  One of the ways we are planning to increase the Company revenue is by expanding our business into overseas markets
-  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.

Overseas Business Development

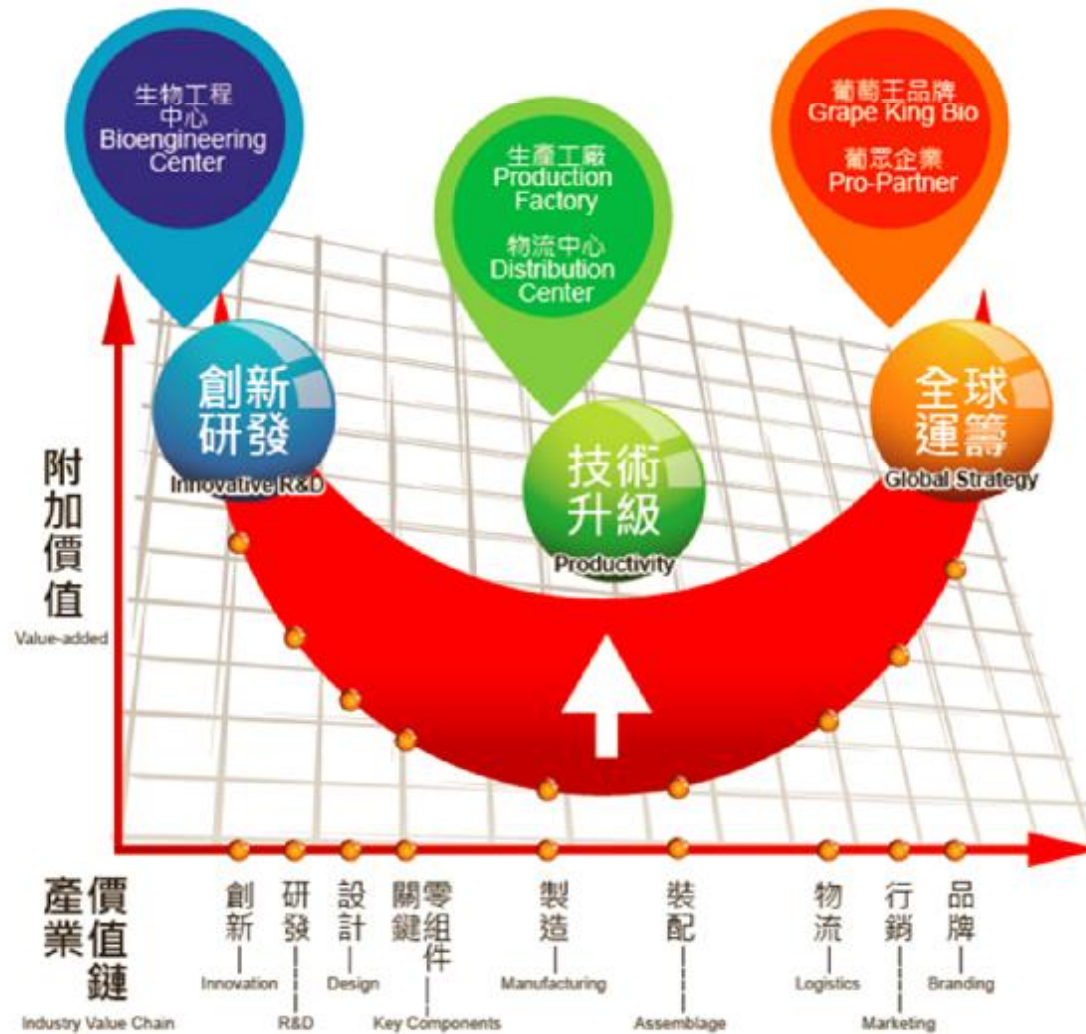
- 🇹🇼 July 2014 – Signed a 3 Year MOU
- 🇹🇼 4 part cooperation includes
 - Joint product development
 - OEM/ODM
 - Raw material purchasing
 - Sales distribution in Taiwan and China



Current Developments & Acquisitions

- 🍇 Grape King Bio have started to build the second production factory in Ping-Zhen (5 minute drive from the current factory). It is expected to be completed 2016 and operational by 2017.
- 🍇 Pro-Partner have purchased a new building which will serve as their headquarters for management operations, distribution warehouse and training center.
- 🍇 In 2015 Grape King will start construction on the second fermentation facility at Long Tan Science Park. This will be an ongoing construction with new fermenters being added when required.

Grape King's Smile Curve



Grape King's Logo

Grape King is now going through positive changes



Rebranding was implemented 2012

Thank You

