

TWSE Stock No. : 8480 (Taisun-KY)

# TAISUN INT'L (HOLDING) CORP.

DATE : 20<sup>th</sup> NOVEMBER, 2020



# Safe Harbor Notice

This presentation is based on the information obtained from various sources which the Company believes to be reliable. But at some points in the future, there are a variety of factors which could cause actual results to differ materially from those statements. Therefore, please refer to the information on the MOPS website for basis on any adjustments that have been made.

(<http://mops.twse.com.tw>)



# TABLE OF CONTENTS

1

Group Overview

2

Product Introduction

3

Business Performance

4

CSR/ESG

5

Outlook and Strategies



# 01 GROUP OVERVIEW



# GENERAL INFORMATION

- **Established in February 2014**  
(Taisun Vietnam HQ was established in February 2001)
- **Chairman and General Director: Mr. Tai Chao Rong**
- **Paid-in capital: NT \$ 393 million**
- **Headquarters: Ho Chi Minh City, Vietnam**
- **Employees: 887 employees (Oct 2020)**





# Board Members



Chairman  
TW/Mr. Tai, Chao  
Rong

Founder of Taisun Group

More than 30 years of  
experience in the diaper  
industry



Director  
VN/Mrs. Le Thi Thanh  
Hien

Senior Director of Foreign  
Trade of Taisun Group



Director  
TW/Mr. Liu, Wu  
Shiung

Senior Director of a well-  
known TW Automobile  
Group



Independent  
Director  
TW/Mr. Chen, Min  
Hun

Senior Director of TW's  
Largest Steel Group



Independent  
Director  
TW/Mr. Yu, Shang  
Wu

Reputable TW University  
Professor of Finance

Public Director of TWSE



Independent  
Director  
TW/Mr. Hsieh, Jau  
Hwang

Chief Strategy Officer of  
Leading TW Food  
Manufacturer



Independent  
Director  
TW/Ms. Hou, Gue  
Feng

Deputy Editor of famous  
Business Magazine in  
Taiwan

Chief Editor of Mainstream  
Health Magazine in TW



Chief Auditor  
VN/Ms. Tran Ngoc  
Lan

Rich experience in Top 4  
Accounting Firms, VN CPA  
Certificate



CSR Manager  
TW/Mrs. Chen, Juei-  
Feng

Senior Audit and Finance  
Manager of Listed Company

# Management Team



Group Trading V.G  
Director  
TW/Mr. Paul Lee

West Coast University  
Business Management Major

More than ten years of experience  
in diaper related industries



Group CEO  
TW/Mr. Tai, Chao Rong

Founder of Taisun Group

More than 30 years of experience  
in the diaper industry



Group CFO  
TW/Mr. Tom Lin

Cheng Kung University  
Accounting Major

Rich Financial experience in Top  
4 Accounting Firms and listed  
companies



Cambodia V.G  
Director  
CN/Mr. Wu Fu Yan

Senior Director of TW & CN  
Diaper Manufacturers

More than 20 years of experience  
in QA & Manufacturing for  
diapers



Taiwan Operation  
Director  
TW/Mr. Anthony Hsieh

I-Shou University  
Department of Information  
Management

Well-known Foreign Sales  
Manager in TW



Vietnam Export  
Director  
VN/Mrs. Le Thi Thanh  
Hien

Senior Director of Foreign Trade  
of Taisun Group

More than 10 years of experience  
in export promotion



Vietnam Chief  
Accountant  
VN/Mrs. Nguyen Thi  
Phuong

Senior Director of Accountant of  
Taisun Group

License of VN Chief Accountant,  
Years of experience in accounting  
and tax laws



Vietnam Domestic  
V.G Director  
VN/Mr. Alan Phan

Yunlin University of  
Science & Technology  
Finance Major

Vast experience in TW industry,  
fluent in Chinese, English and  
Vietnamese



Cambodia Finance  
Director  
TW/Mr. Vic Lin

Kaohsiung University of  
Science & Technology  
IEM Major

Rich experience as Financial  
Manager of listed companies



Cambodia Marketing  
Manager  
CB/Mr. Ratanak

Cambodia Angkormilk  
Marketing Manager

Rich experience in Cambodia  
Market



Vietnam Manufacturing  
Director  
VN/Mr. Nguyen Ba  
Vuong

Master in Automation TW

15 years of experience as Factory  
or Technical Director in  
Vietnam's Enterprises



Vietnam QA V Director  
VN/Mr. Tran Huu Vinh

Hanoi University of Science and  
Technology  
Chemical Engineering Major

Rich experience as Biochemical/  
Food QA Manager of Vietnam's  
large Foreign Companies



Vietnam R&D Manager  
VN/Ms. Tran Thi Truc  
Linh

Bachelor of Science/Master of  
Pharmacy of HCMC University of  
Medicine & Pharmacy

Senior QA Manager of Large  
Foreign Pharmaceutical Factory in  
Vietnam



Vietnam HR Manager  
VN/Mrs. Doan Thi  
Van Trang











University of Economics  
HCMC

Senior Manager of Taisun Group



# Key Economic Data of ASEAN



Country		Population (17 Nov. 2020)	GDP Growth 2019	GDP Growth 2020 est
	Vietnam	97,669,299	7.02%	1.80%
	Cambodia	16,805,874	7.00%	-4.00%
	Thailand	69,866,569	3.90%	-8.00%
	Laos	7,315,185	6.50%	-2.50%
	Myanmar	54,547,875	6.30%	1.80%
	Philippines	110,129,227	6.70%	-7.30%
	Indonesia	274,613,936	5.40%	-1.00%
	Malaysia	32,521,937	4.90%	-5.00%
	Brunei	439,060	1.00%	1.40%
	Singapore	5,867,738	0.70%	-6.20%
Total		669,776,700		



# Major Operational Bases



**TAISUN  
VIETNAM**



**TAISUN  
TAIWAN**

**WINSUN  
CAMBODIA**



**AB CARE  
SINGAPORE**





# Main Markets

**TAISUN HAS BUSINESSES**  
**in MORE THAN 20 NATIONS** around the world

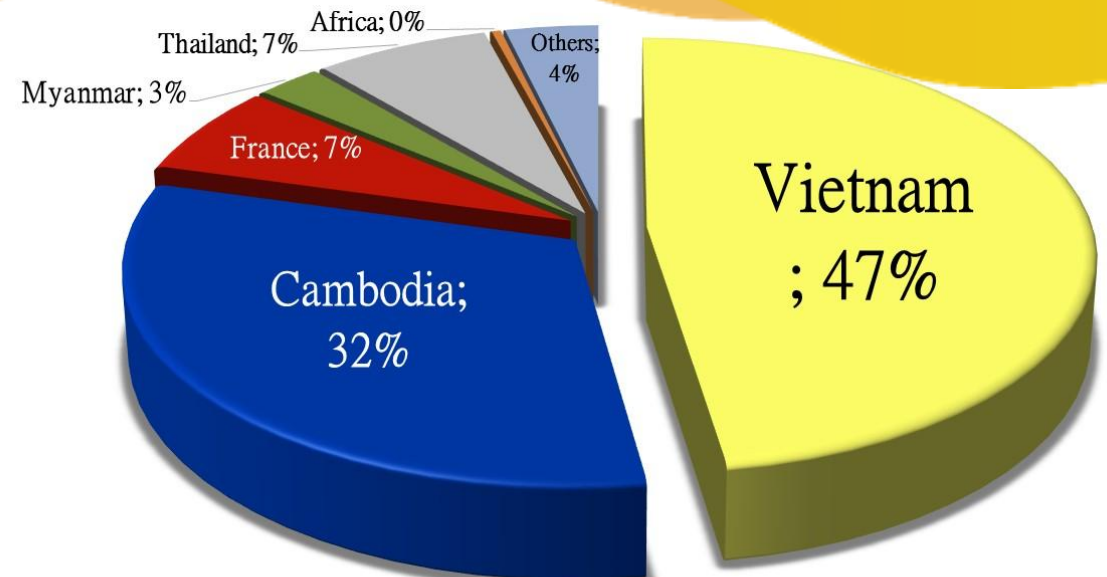
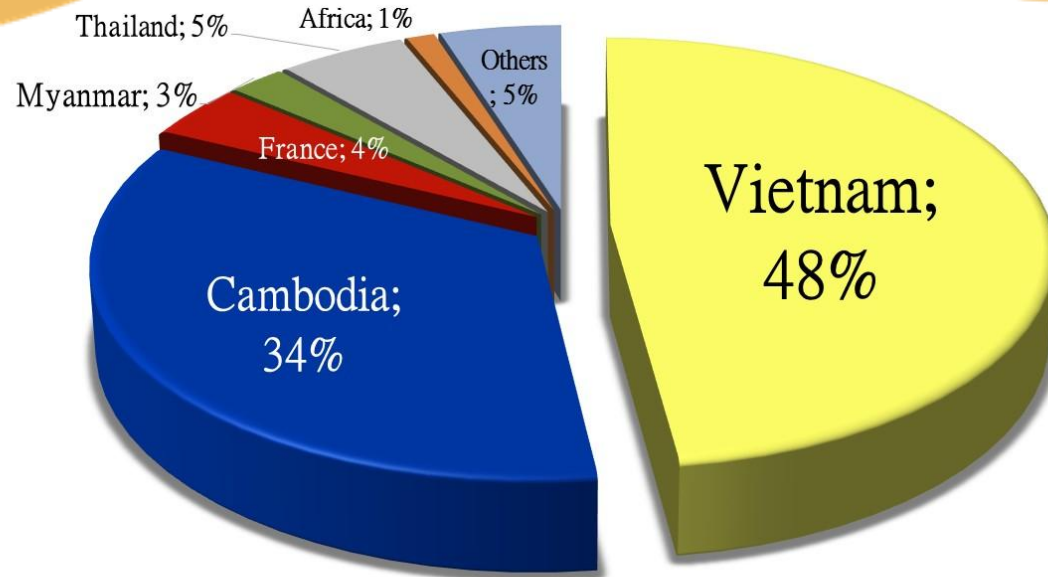




# Q3.2020- Sales by Countries

Q3. 2020

Q3. 2019

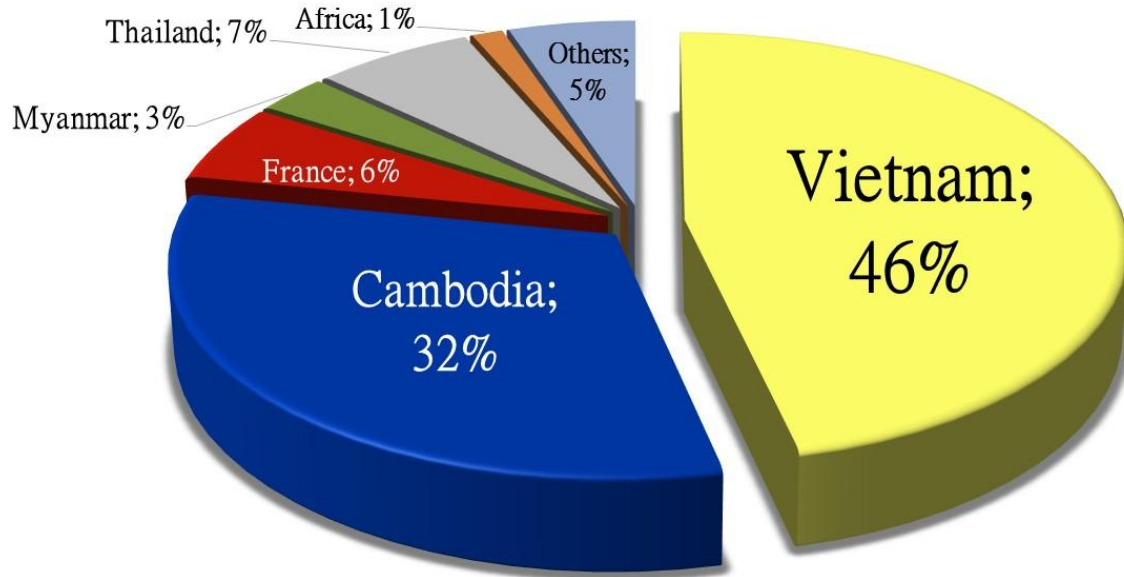


Unit: NTD thousands

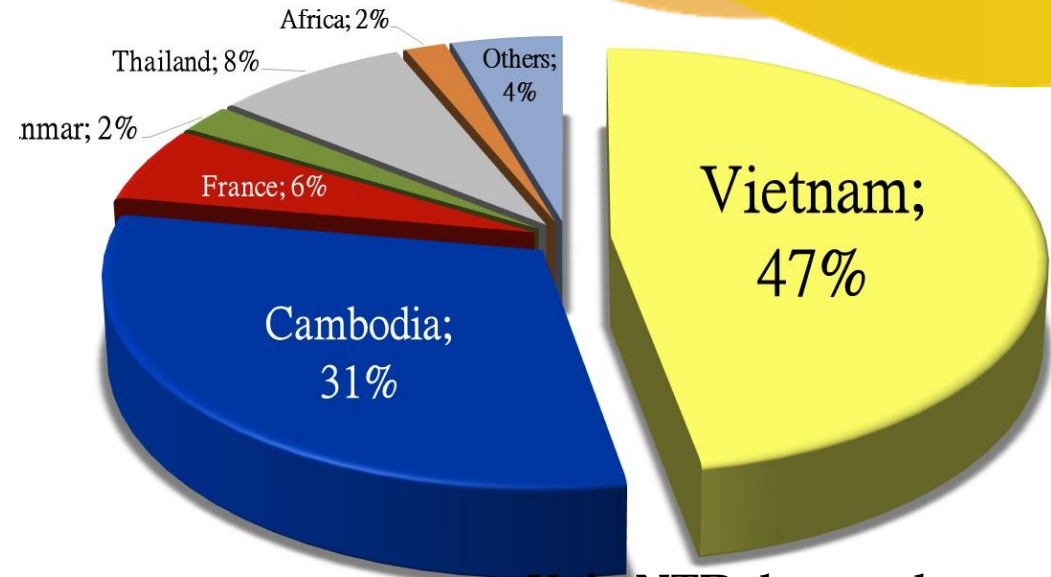
Areas	2020Q3		2019Q3		Var.	
	Amount	%	Amount	%	Amount	%
Vietnam	221,961	47.96%	237,591	47.63%	(15,631)	-6.58%
Cambodia	158,139	34.17%	157,980	31.67%	159	0.10%
France	18,948	4.09%	33,690	6.75%	(14,742)	-43.76%
Myanmar	10,912	2.36%	13,156	2.64%	(2,245)	-17.06%
Thailand	24,261	5.24%	35,515	7.12%	(11,254)	-31.69%
Africa	5,425	1.17%	1,890	0.38%	3,535	187.05%
Others	23,170	5.01%	18,986	3.81%	4,185	22.04%
Total	462,817	100.00%	498,809	100.00%	(35,992)	-7.22%

# Jan - Sep 2020 - Sales by Countries

Jan-Sep 2020



Jan-Sep 2019



Unit: NTD thousands

Area	Year 2020		Year 2019		Var.	
	Amount	%	Amount	%	Amount	%
Vietnam	645,521	46.45%	670,253	47.12%	(24,732)	-3.69%
Cambodia	439,772	31.65%	435,612	30.63%	4,160	0.96%
France	81,328	5.85%	81,811	5.75%	(483)	-0.59%
Myanmar	41,061	2.95%	30,968	2.18%	10,094	32.59%
Thailand	91,101	6.56%	114,011	8.02%	(22,909)	-20.09%
Africa	17,859	1.29%	24,071	1.69%	(6,212)	-25.81%
Others	73,016	5.25%	65,612	4.61%	7,404	11.28%
<b>Total</b>	<b>1,389,659</b>	<b>100.00%</b>	<b>1,422,337</b>	<b>100.00%</b>	<b>(32,678)</b>	<b>-2.30%</b>



A baby is sitting on a light-colored carpet, wearing a grey hoodie with animal ears and a snout. The baby is looking to the right. In the background, a white teddy bear is sitting on the carpet near a window. A large orange hexagon is overlaid on the image, containing the text '02 Product Portfolio'.

02

## **Product Portfolio**





# QUALITY PRODUCT PORTFOLIO



# Baby Care



**UniDry®**

*Baby care*

**Baby Diaper, Baby Pants,  
Newborn Baby Diaper**

The guardians of your greatest treasure  
from birth to growth



# Adult Care



*Adult care*

**TOP 2 TRUSTED BRANDS IN VIETNAM**

**Adult Pants, Adult Diaper, Insert Pad, and Under Pad**

Complete range of products to serve our customers on all levels of incontinence





# Lady Care

Soft

Comfort

Leak Prevention

*sunfree®*  
*Soft & Thin*  
*for confidence*



- Day use/ Night use/ Extra
- Ultra thin/ Super dry
- 3D standing safeguard



# Wet Wipes

Unifresh®

Antibacterial  
No Parabens  
Pure Water

Baby  
Use

Family  
Use

Medical  
Care

Skin  
Care

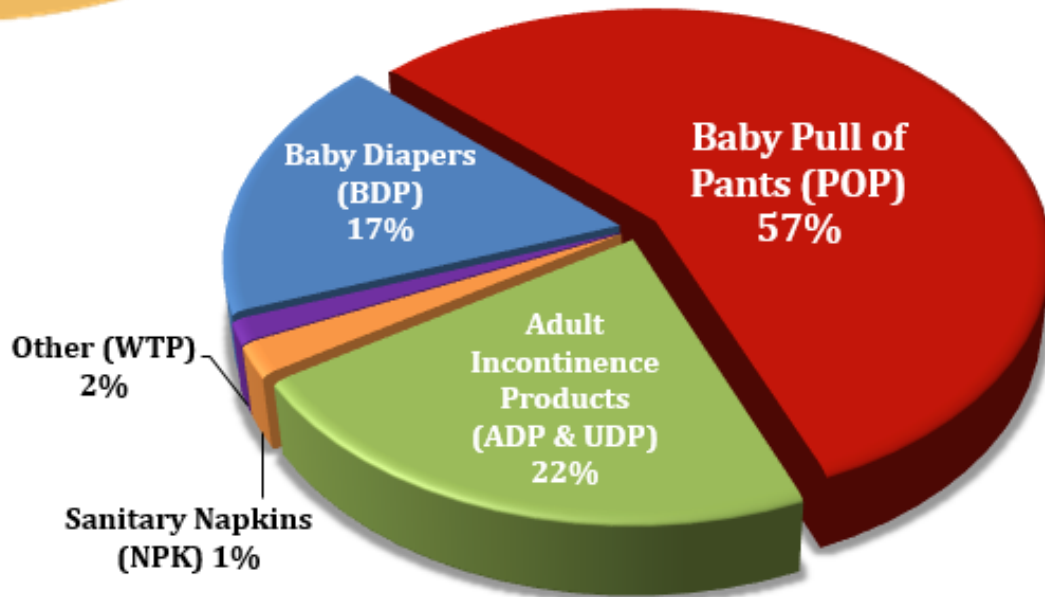
Purity



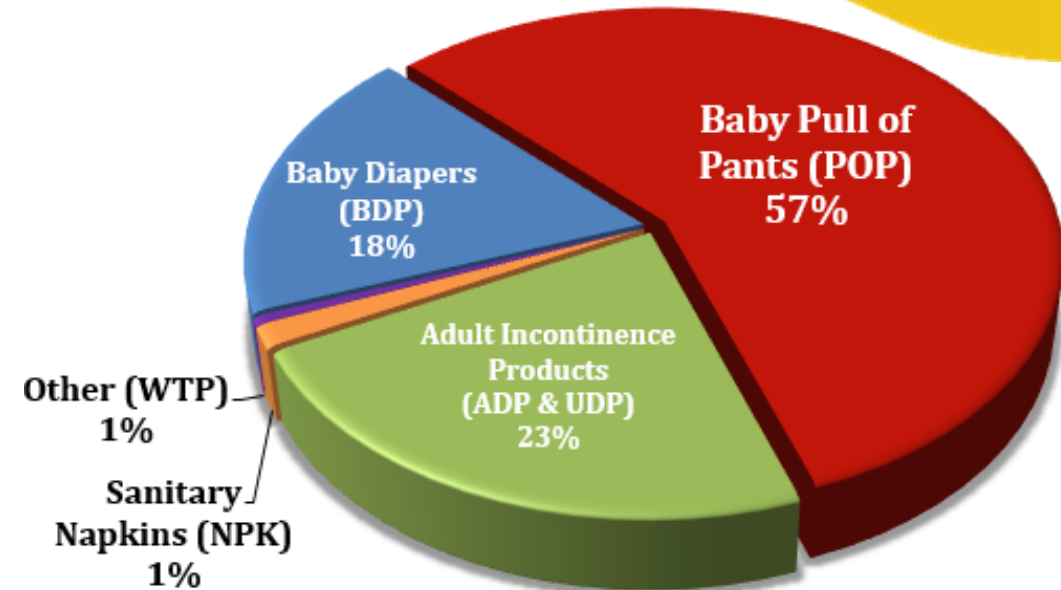


# Q3.2020- Sales by Products

Q3. 2020



Q3. 2019

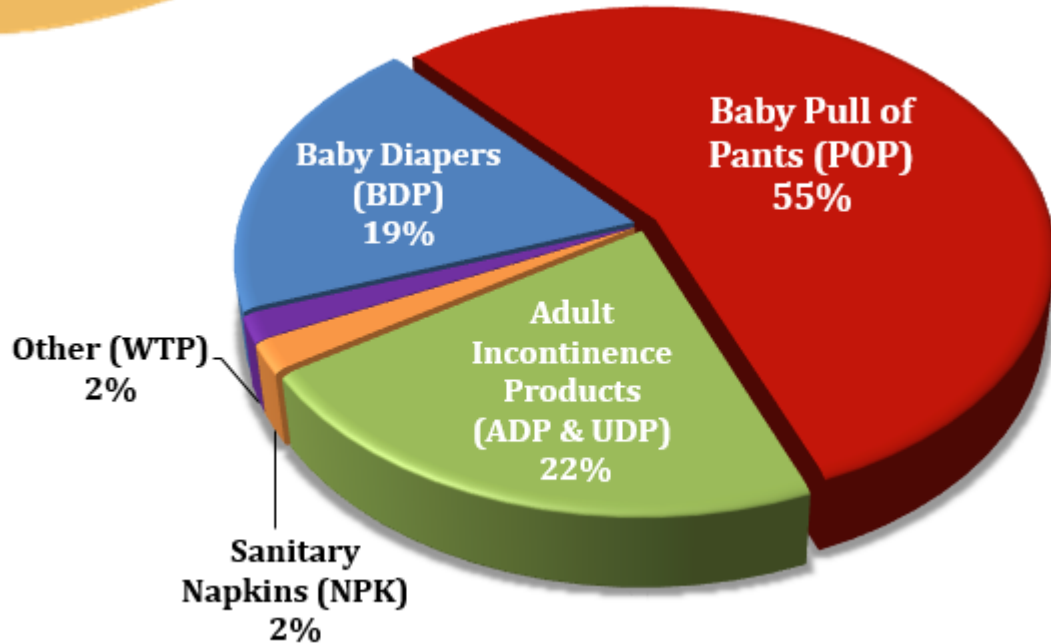


Unit: NTD thousands

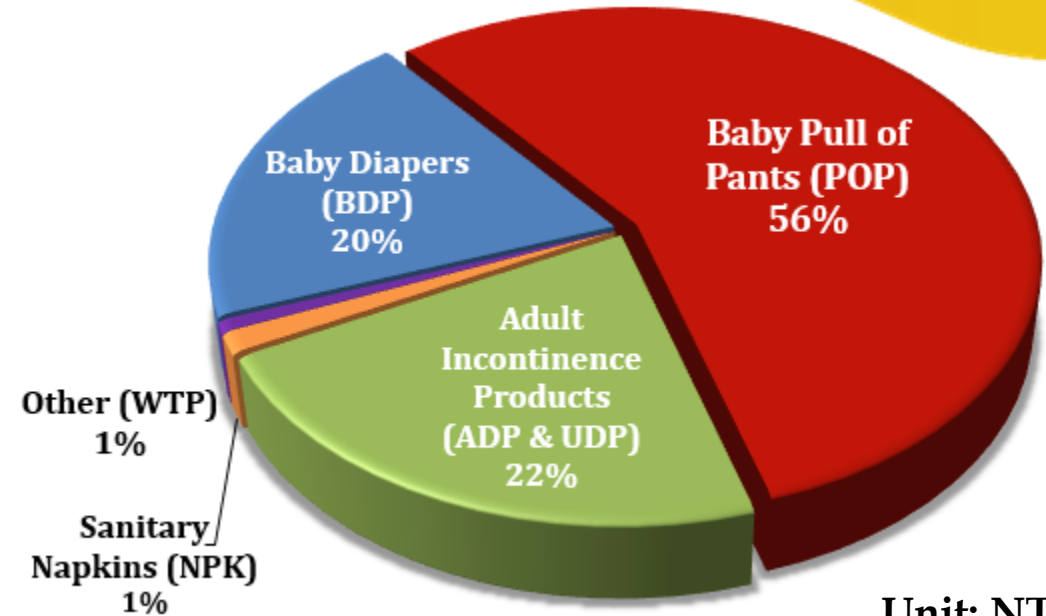
Product	2020Q3		2019Q3		Var.	
	Amount	%	Amount	%	Amount	%
Baby Diapers (BDP)	80,805	17.46%	89,762	18.00%	(8,957)	-9.98%
Baby Pull of Pants (POP)	263,221	56.87%	285,198	57.18%	(21,977)	-7.71%
Adult Incontinence Products (ADP & UDP)	102,658	22.18%	114,208	22.90%	(11,550)	-10.11%
Sanitary Napkins (NPK)	9,493	2.05%	7,034	1.41%	2,458	34.95%
Other (WTP)	6,640	1.43%	2,606	0.52%	4,034	154.78%
<b>Total</b>	<b>462,817</b>	<b>100.00%</b>	<b>498,809</b>	<b>100.00%</b>	<b>(35,992)</b>	<b>-7.22%</b>

# Jan – Sep 2020 - Sales by Products

Jan-Sep 2020



Jan-Sep 2019



Unit: NTD thousands

Products	Jan-Sep 2020		Jan-Sep 2019		Var.	
	Amount	%	Amount	%	Amount	%
Baby Diapers (BDP)	262,487	18.89%	280,538	19.72%	(18,051)	-6.43%
Baby Pull of Pants (POP)	772,360	55.58%	798,570	56.14%	(26,210)	-3.28%
Adult Incontinence Products (ADP & UDP)	304,602	21.92%	314,769	22.13%	(10,167)	-3.23%
Sanitary Napkins (NPK)	26,704	1.92%	18,139	1.28%	8,565	47.22%
Other (WTP)	23,506	1.69%	10,322	0.73%	13,184	127.72%
Total	1,389,659	100.00%	1,422,337	100.00%	(32,678)	-2.30%





# 03

## Business Performance



# Q3.2020- Income Statement

Unit: NTD thousands

Profit & Loss	2019					2020			
	Q1	Q2	Q3	Q4	Year 2019	Q1	Q2	Q3	Year 2020
Net Sales	461,233	462,295	498,809	555,029	1,977,366	498,677	428,165	462,817	1,389,659
Gross profit	126,151	133,854	165,790	186,885	612,680	187,306	153,515	160,787	501,608
Gross margin (%)	27.35	28.95	33.24	33.67	30.98	37.56	35.85	34.74	36.10
Operating expenses	67,302	69,068	76,738	84,563	297,671	89,581	75,898	81,256	246,735
Operating expenses (%)	14.59	14.94	15.38	15.24	15.05	17.96	17.73	17.56	17.76
Operating income	58,849	64,786	89,052	102,322	315,009	97,725	77,617	79,531	254,873
Operating income (%)	12.76	14.01	17.85	18.44	15.93	19.60	18.13	17.18	18.34
Total non-operating income and expenses	13,481	14,505	19,029	18,253	65,269	16,931	26,072	22,232	65,235
Profit before Income Tax	72,330	79,291	108,081	120,575	380,278	114,656	103,689	101,763	320,108
Net income	65,167	72,503	98,085	109,408	345,164	103,760	91,383	89,002	284,145
Net income (%)	14.13	15.68	19.66	19.71	17.46	20.81	21.34	19.23	20.45
Earnings per share	1.66	1.85	2.49	2.79	8.79	2.64	2.33	2.27	7.24

**Note: Consolidated financial statements are audited by Deloitte**



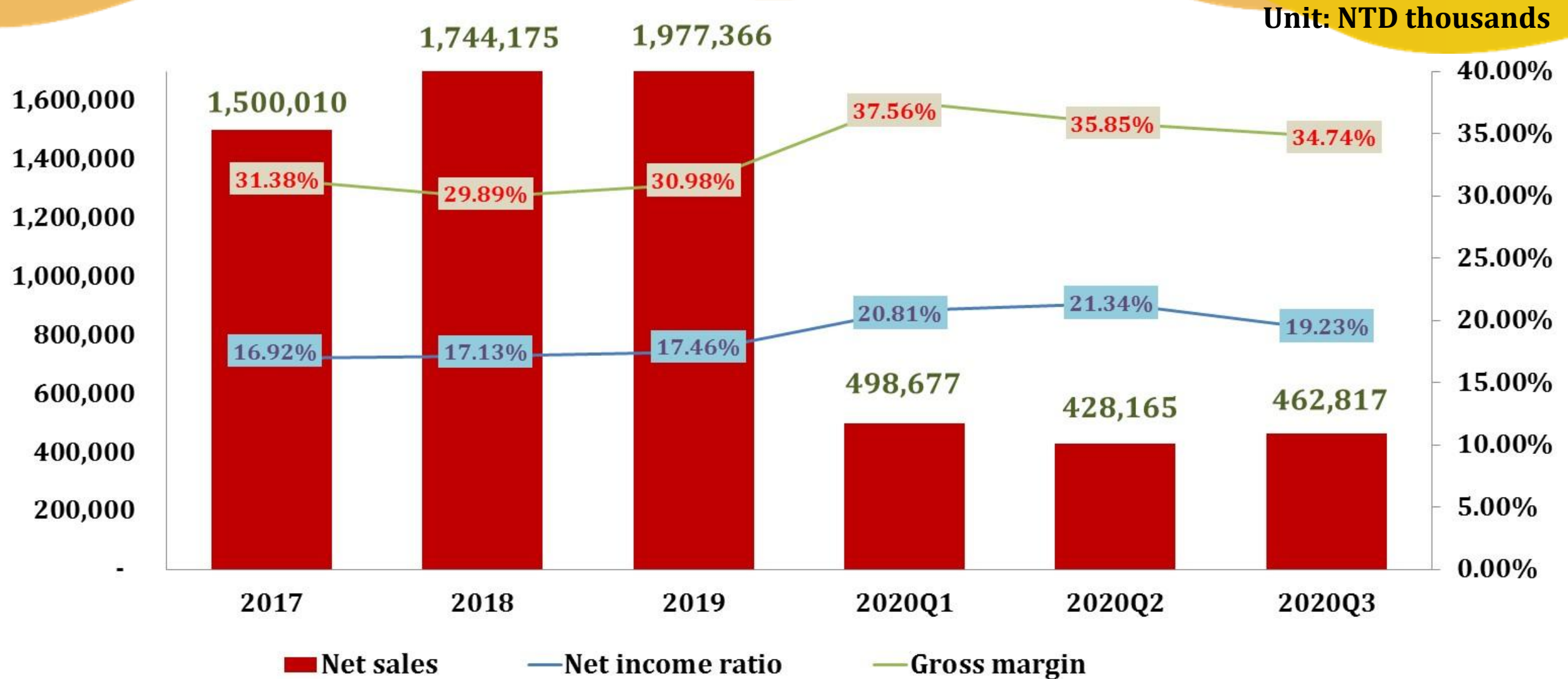
# Q3.2020- Income Statement

Unit: NTD thousands

Profit & Loss	2020Q3	2019Q3	2020Q2	Var.		2020	2019	YOY
				Q3.2020 vs. 2019	Q3 vs. Q2 .2020			
Net Sales	462,817	498,809	428,165	-7.22%	8.09%	1,389,659	1,422,337	-2.30%
Gross profit	160,787	165,790	153,515	-3.02%	4.74%	501,608	425,795	17.80%
Gross margin (%)	34.74	33.24	35.85	-	-	36.10	29.94	-
Operating expenses	81,256	76,738	75,898	5.89%	7.06%	246,735	213,108	15.78%
Operating expenses (%)	17.56	15.38	17.73	-	-	17.76	14.98	-
Operating income	79,531	89,052	77,617	-10.69%	2.47%	254,873	212,687	19.83%
Operating income (%)	17.18	17.85	18.13	-	-	18.34	14.95	-
Total non-operating income and expenses	22,232	19,029	26,072	16.83%	-14.73%	65,235	47,015	38.75%
Profit before Income Tax	101,763	108,081	103,689	-5.85%	-1.86%	320,108	259,702	23.26%
Net income	89,002	98,085	91,383	-9.26%	-2.61%	284,145	235,755	20.53%
Net income (%)	19.23	19.66	21.34	-	-	20.45	16.58	-

Note: Consolidated financial statements are audited by Deloitte

# Key Financial Indicators-1



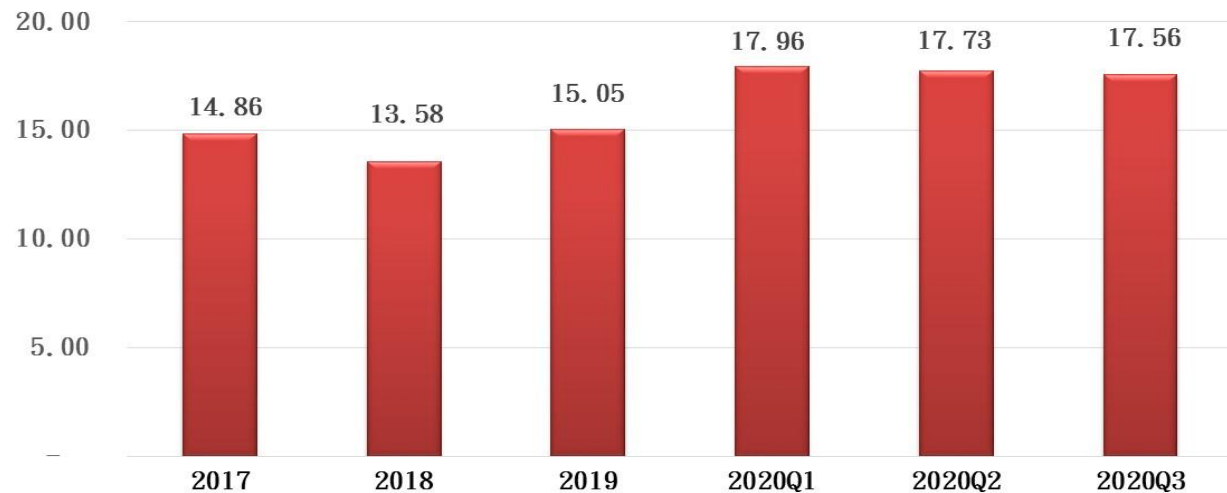
Note: Consolidated financial statements are audited by Deloitte



# Key Financial Indicators-2

Unit: NTD thousands

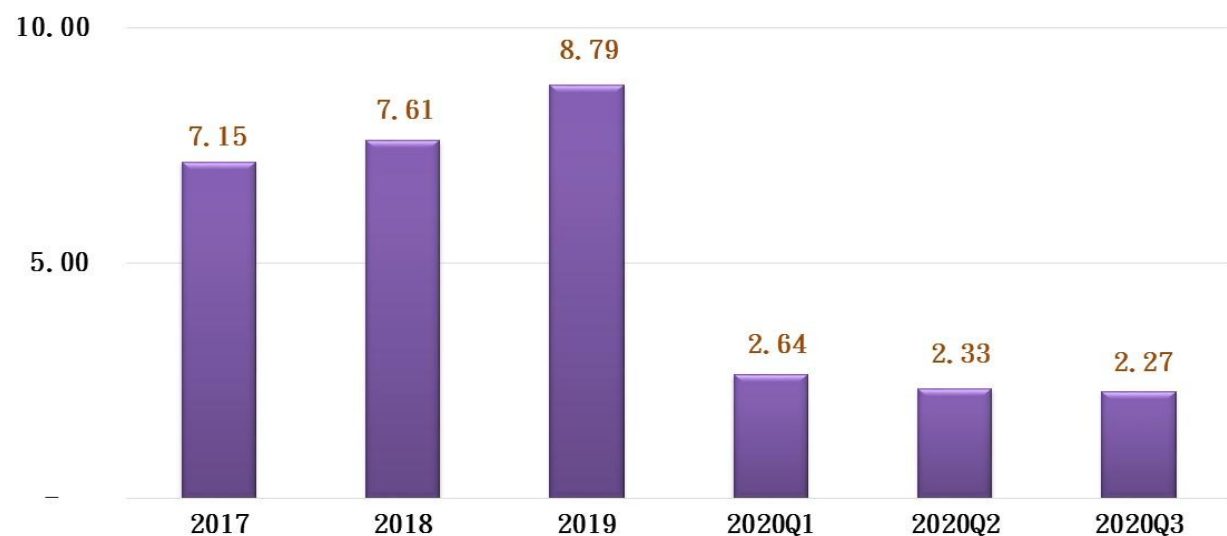
## Operating expenses ratio



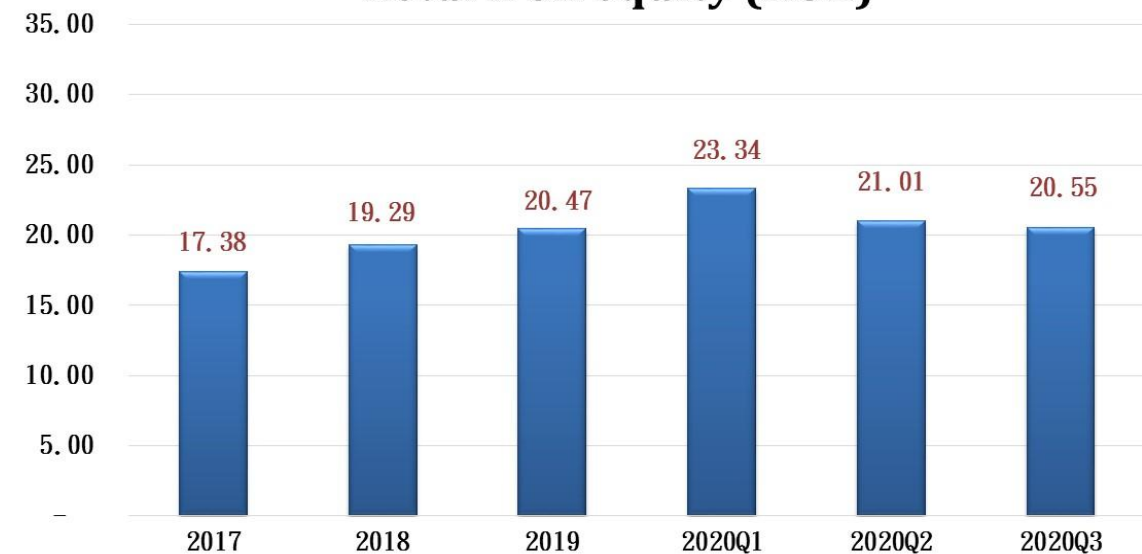
## Operating income ratio



## Earnings per share (EPS)



## Return on equity (ROE)



# Dividend Policy

**Dividend policy** : over 70% of NPAT and 100% Cash

Unit: NTD

		Year 2016	Year 2017	Year 2018	Year 2019
EPS		8.06	7.15	7.61	<b>8.79</b>
Dividend	Cash	6.00	4.00	5.30	<b>6.2</b>
	Stock	-	1.00	-	-
Dividend payout ratio (%)		74.44%	69.93%	69.65%	<b>70.53%</b>
Dividend yield (%)		4.62%	3.05%	4.1%	<b>4.75%</b>



# Company Features and Highlights

**01**

First baby diaper manufacturing company in Vietnam and Cambodia

**02**

ASEAN concept stock, our main operating locations and 90% of our revenue come from rapidly developing ASEAN countries

**03**

Average NPAT has exceeded 20% in the past 4 quarters, making us a top performing hygiene products company in ASEAN

**04**

Stable distribution of cash dividends every year, high yields and returns on shareholders' equity

**05**

FMCG has high demographic dividend within ASEAN, giving us steady revenue growth and stable cash inflow from operating activities

**06**

Locally operated and full transparency, to being repeatedly awarded the best trade union and extinguished enterprise in HCM City

# Corporate Core Competitiveness (Compared to Leading Brands Internationally)

High C/P value  
products, targeting  
middle-income families

**Our product price is 15%  
~ 20% lower than our  
main competitors, but  
quality remains highly  
competitive. This gives us  
perfect position within the  
fast-growing middle-class  
population**

Immediate & Flexible  
decision making,  
fast product  
development

**The management team  
has been operating in the  
local markets for many  
years, with flexible and  
immediate responses to  
market changes, we can  
quickly launch new  
products**

Highly localized  
team, solid local  
distributor channel  
system

**Possesses a highly  
localized operational and  
sales team, and has been  
cultivating the market for  
decades to establish a  
strong local distributor  
channel system  
throughout the country**





04

**CSR & ESG**



# CSR / ESG

## Environment

Solar Energy

Comprehensively Installed Green Energy System

Green Material

R&D: Decomposable, Environmentally-friendly, Non-toxic Materials

Emission Reduction

Local Supply Chain, Reduce Production Loss, Waste, Wastewater & CO2

## Social

Society Care

1. Regularly Support Orphanages and Hospitals
2. Sponsor of University Scholarships

Inclusive Workplace

## Governance

Integrity Management

Independent Directors > 50%

CSR Report

Transparent and Published Annually

1. More than 40% of Management Positions held by Women
2. Annual Average Salary Adjustment Rate Greater than Required Government Regulations
3. Special Employee Benefits: Free Products for Employee Use  
OT Pay at Full Salary...etc total 9 items



A hand is shown in the upper right corner, carefully placing a coin onto a stack of other coins. In the foreground, several stacks of coins are visible on a lush green grassy field. The background is a soft-focus view of a green field under a clear blue sky. A large, semi-transparent yellow hexagon is centered on the image, containing the text '05 Strategies & Projects' in white and brown fonts.

# 05 Strategies & Projects

# Outlook for the 4<sup>th</sup> quarter of 2020

- ❖ Regarding the outlook for the 4<sup>th</sup> quarter of the year 2020, the positive and negative factors assessments are as follows:

## Positive factors:

1. The Covid-19 pandemic has been eased and consumption power has gradually recovered to welcome the traditional peak season.
2. The peak period relating to demand of raw materials has been passed, and the gross profit margin remains high.

## Negative factors:

1. The continued devaluation of the U.S. dollar affects the company's revenue and profit.

- ❖ In summary, the company is conservatively optimistic that it can achieve double-digit profit growth targets in 2020.



# Outlook for 2021

❖ Regarding the outlook for the year 2021, the positive and negative factors assessments are as follows :

## Positive factors:

1. Possible end to the pandemic and complete recovery of ASEAN and global consumer markets
2. ASEAN countries are expected to benefit from the restructuring of the international supply chain, in turn the economy will return to high growth, which will directly drive the market demand for consumer goods.
3. Growth opportunities brought about by the development and investment in markets (Taiwan, Myanmar, France, etc.) and niche products (anti-bacterial, Environmental protection).

# Outlook for year 2021

## Negative factors:

1. Exchange rates are unstable, which affects the company's revenue and profit.
  2. Increasing competition due to attractive growth of target markets
- ❖ In conclusion, the company assesses that positive factors outweigh the negative factors, thus setting the goal of double-digit growth in revenue and profits in 2021.



# Five-year Growth Plan (2021 ~ 2025)

## Current Market and Products Development (Hygiene Products)

- Increase market share
- Secondary market development strategy

## New Material R&D Projects (Eco-friendly Materials)

- Decomposable non-toxic/production via green energy
- Enter mature markets

## New Investment Projects (Key Raw Materials)

- Self-manufacturing increase to 50%
- Venture into medical products supply chains

## New Business Development (Medical products)

- Medical mask/protective garment
- Huge market potential from ASEAN & other overseas markets



# 2025 Market Share Goals in Main Markets



## Vietnamese market target

01

Rank top 3 in baby care products

02

Rank 1<sup>st</sup> in adult care products



## Cambodian market target

01

Rank 1<sup>st</sup> in baby care/adult care products

02

Rank top three in sanitary napkins products



## Myanmar market target

01

Rank top 3 in baby care products

02

Rank 1<sup>st</sup> in adult care products





# 5-Year Strategy for Secondary Markets

## Taiwan & Thailand market



**# Rank top three  
In market share  
for adult products**

01

**Rapid increase in aging  
population**

02

**Huge potential for adult care  
products market**

03

**Mainly focusing on adult care  
products**



## France market



**# Rank 1<sup>st</sup> in market share for  
baby and adult  
products in specific regions**

01

**Planned partnerships with  
existing OEM customers**

02

**Focusing on adult/baby/medical  
products in pharmacy channels**



## India market



**# Become one of the  
leading brands in Bangalore  
and Mumbai**

01

**Bangalore and Mumbai as  
development centers**

02

**Continue to invest in market  
research and brand establishment**

03

**Identifying mainly with baby  
products, and using adult products  
as compliments**



# Marketing Strategies



Vietnam's market			
Product	Baby	Adult	Female
<b>Market share (2019)</b>	11.5% (No.4)	30.3% (No.2)	2% (No.5)
<b>Competitors</b>	Unicharm - Bobby (40% - No.1) KC - Huggies (29% - No.2) P&G - Pampers (13% - No.3)	Unicharm - Caryn (57% - No.1) Kyvy - Kyhope (10% - No.3)	Unicharm - Diana (41% - No.1) KC - Kotex (39% - No.2) Local - Thach Thao (5% - No.3) Kao - Laurier (3% - No.4)
<b>Market's opportunities</b>	<ol style="list-style-type: none"> <li>1. Low penetration rate ( Baby &lt; 40% )</li> <li>2. High economic growth rate and consumption rate is also increasing year by year</li> <li>3. High demographic dividend &amp; steady annual growth in market size</li> </ol>	<ol style="list-style-type: none"> <li>1. Low penetration rate ( Adult &lt; 10% )</li> <li>2. High economic growth rate and consumption rate is also increasing year by year</li> <li>3. High demographic dividend &amp; steady annual growth in market size</li> </ol>	<ol style="list-style-type: none"> <li>1. Chance to enter high-end markets</li> <li>2. Niche products still have potential for development</li> </ol>
<b>Market's challenges</b>	<ol style="list-style-type: none"> <li>1. Market competition is becoming increasingly fierce</li> <li>2. Marketing channel is gradually changing (traditional channel → modern trade channel)</li> </ol>	<ol style="list-style-type: none"> <li>1. Market size still small</li> <li>2. Mainly saturated with lower-end products</li> </ol>	<ol style="list-style-type: none"> <li>1. Saturated market, leading brands are oligopolistic, and high barriers to entry</li> <li>2. Must respond to rapidly changing consumer behaviors</li> </ol>



# Marketing Strategies



## Vietnam's market

Product	Baby	Adult	Female
<b>Market strategies</b>	<ol style="list-style-type: none"><li>1. Strengthen distribution channels in Central and Northern regions</li><li>2. Increase physical retail channel from 30,000 to 60,000 locations</li><li>3. New product development – Premium and upgraded baby diapers and more</li><li>4. Strengthen development and operations of eCommerce channels</li><li>5. Precision brand marketing through digital integration (AI, Big data)</li></ol>	<ol style="list-style-type: none"><li>1. Strengthen the penetration of physical channels</li><li>2. Introduce products related to adult care</li><li>3. Proactively seeking medical channel (hospital, pharmacy, ect.)</li><li>4. Enhance brand investment and product promotional learning.</li></ol>	<ol style="list-style-type: none"><li>1. Develop niche high-end products</li><li>2. Engage in e-commerce and online channels</li><li>3. Design social media marketing campaigns</li></ol>

# MARKET STRATEGIES



## Cambodia Market

Product	Baby	Adult	Female
Market share (2019)	45% (No. 1)	60% (No. 1)	N/A
Competitors	SCA - Drypers (20%) Unicharm - Bobby(15%)	Unicharm - Lifree DSG - Certainty	Local - 77777 Unicharm - SOFY SCA - Libresse Local - MIMI
Market's opportunities	<ol style="list-style-type: none"> <li>1. Low penetration rate ( Baby &lt; 25% )</li> <li>2. High economic growth rate and consumption rate is also increasing year by year</li> <li>3. High demographic dividend &amp; steady annual growth in market size</li> </ol>	<ol style="list-style-type: none"> <li>1. Extremely low penetration rate ( Adult &lt; 3% )</li> <li>2. The Taisun brand has been in Cambodia for the longest</li> </ol>	<ol style="list-style-type: none"> <li>1. Our solid distribution channels in baby care products enable fast market penetration with ease</li> <li>2. The market still has capacity for growth (Penetration rate &lt; 65%)</li> <li>3. Local brands lack professionalism and competitive edge</li> </ol>



# Marketing Strategies



## Cambodia Market

Product	Baby	Adult	Female
<b>Market Challenges</b>	<ol style="list-style-type: none"> <li>1. Constant influxes of Chinese OEMs for local brand products</li> <li>2. Law-abiding companies are subjected to more regulations</li> </ol>	<ol style="list-style-type: none"> <li>1. Smaller market size due to younger population</li> <li>2. Limited retail outlets that sell adult care products</li> </ol>	<ol style="list-style-type: none"> <li>1. Female consumers are more reluctant to switch to a different brand of products</li> <li>2. Penetration rate is already high</li> </ol>
<b>Market Strategies</b>	<ol style="list-style-type: none"> <li>1. Maintain our lead and continue to invest in marketing and brand image</li> <li>2. Increase our retail outlets from 17,000 to 25,000 locations</li> <li>3. Continue to expand modern channels</li> <li>4. Open the path to more premium segments of baby diaper market</li> </ol>	<ol style="list-style-type: none"> <li>1. Increase adult product retail channels.</li> <li>2. Set up more promotion or activities to educate our consumers on adult care product usage</li> </ol>	<ol style="list-style-type: none"> <li>1. Joined forces between feminine care and baby care products</li> <li>2. Explore middle-class and metropolitan markets for women</li> <li>3. Elevate investments in advertising and marketing.</li> </ol>

# Expansion Projects in 5 years

## Key raw materials

( Medical, Environmental protection , Organic materials )

**Sales+ US\$ 30,000,000**



## Industrial Product

( Packing Materials, Carry Bag, Filter )



## Medical products

( Mask, Protective garment )



## Retail & Marketing

( Pharmacy Chain & Professional Distributor M&A ) **Sales+ US\$ 20,000,000**





# New investment arrangement - Key raw materials

Hygiene products



**#Secure source of key raw materials**  
**#Self-produced key raw materials to take up 50%**

Medical products



**#Medical masks/protective garment etc.**  
**#Tremendous market potential in ASEAN & overseas market**

**Channel integration**

50%

50%



Key raw materials production

**Target relevant revenue to reach USD 30 Million by 2025**

# Major R&D Plans – Eco-Friendly Materials

Recyclable and Biodegradable

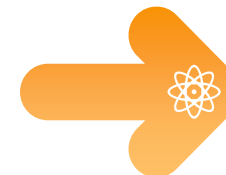
Green Energy Manufacturing

Organic & non-toxic

Ultra-thin



Eco-certified products account for more than 20% of the product portfolio, and 50% are manufactured by green energy

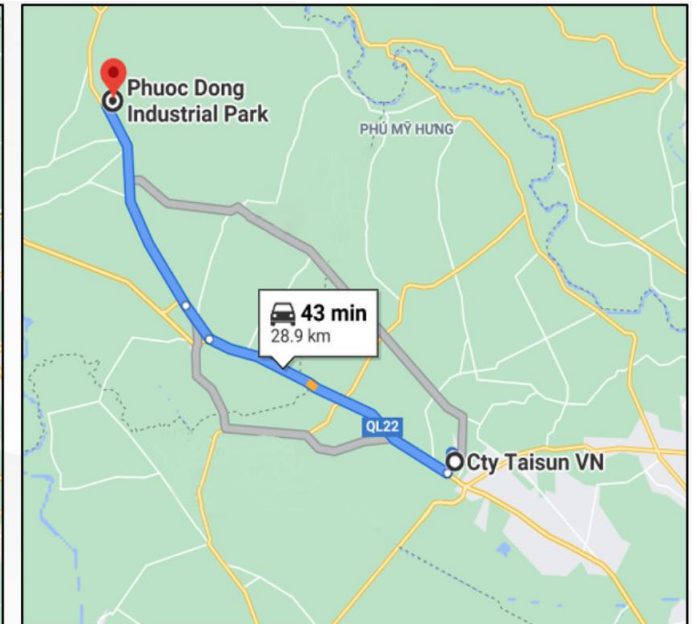
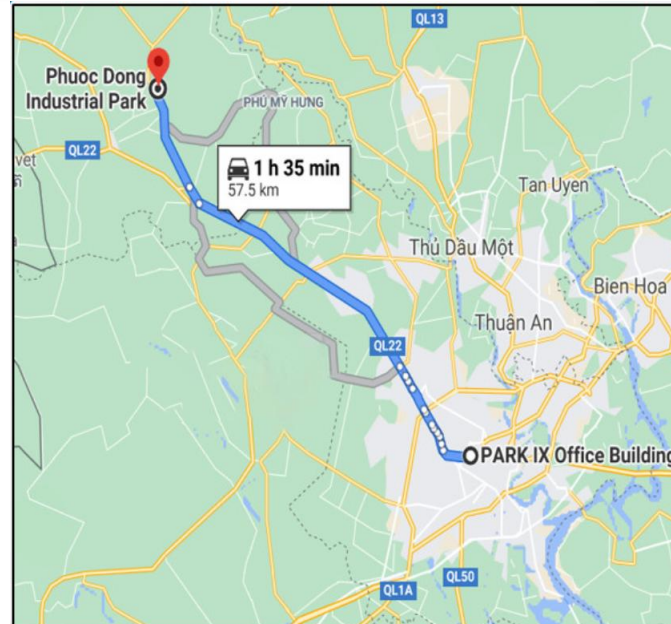


Entering Mature Markets



# Land use right

- 



# New investment project

## Investment's general information

#Product : New Green Materials (For Hygiene & Medical Products)

#Total investment cost : USD 15,000,000

#Total net sales with full capacity : USD 23,000,000

#Start manufacturing : 1<sup>st</sup> quarter of year 2022





Everyday, we serve millions  
of consumers around the world  
with high quality service and care.  
This is not only a great honor  
but also our responsibility!

*Growing Together*

INVESTOR RELATIONSHIP'S CONTACT:

**Taisun Int'l (Holding) Corp.**

TOM LIN — Finance Director

Tel: +886-988 395 938 (Taiwan)

+84-908 186 871 (Vietnam)

Email: [ir@taisun.com.vn](mailto:ir@taisun.com.vn)