



TON YI

2020 Q3 Investors Conference

2020.11.19

Disclaimer

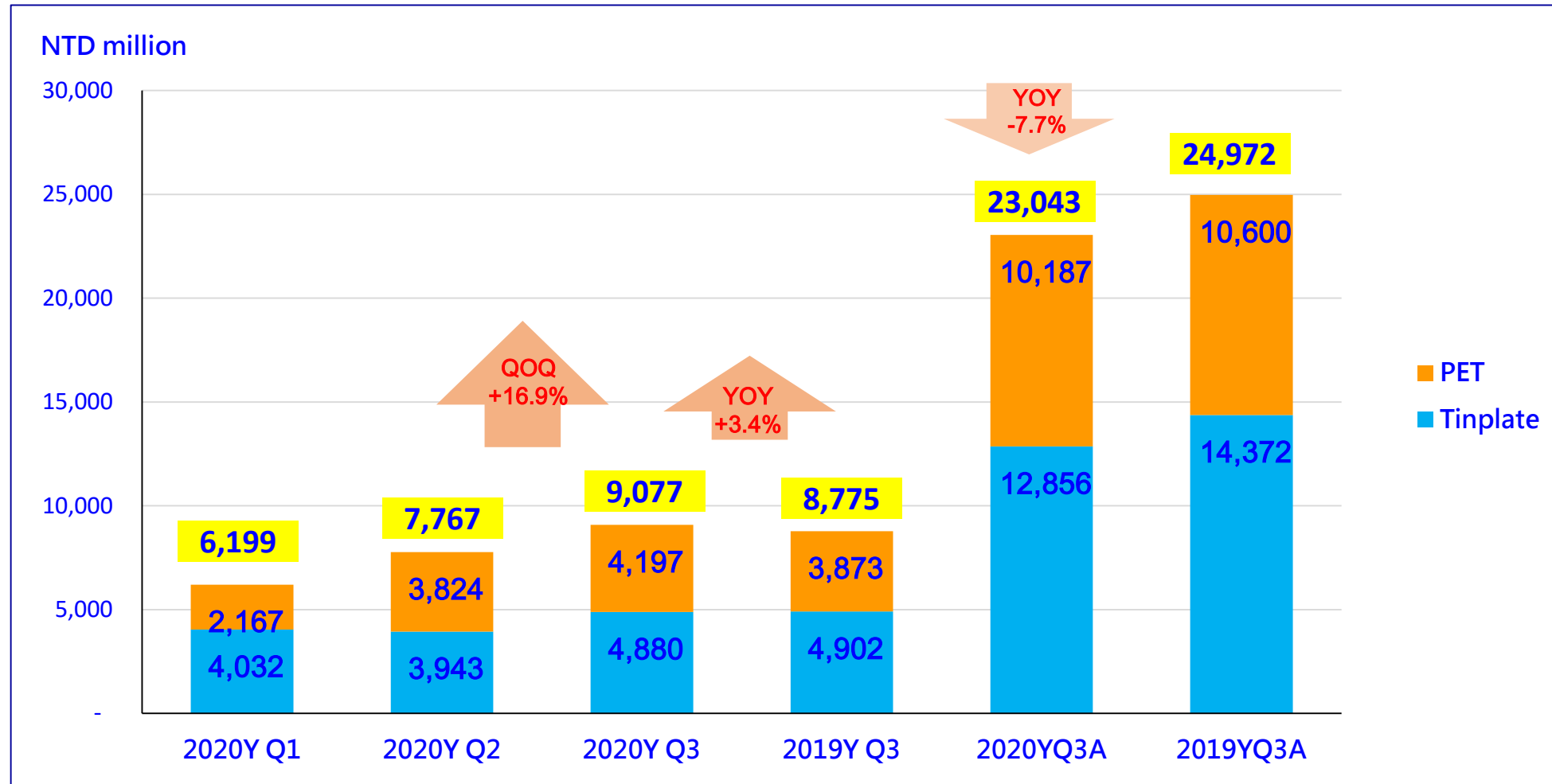
1. This presentation contains certain forward-looking statements that are based on current expectations and are subject to known and unknown risks and uncertain ties that could cause actual results to differ materially from those expressed in the statements.
2. Except as required by law, we undertake no obligation to publicly update any forward-looking statements, whether as a result of new information, future events or others.

Ton Yi's Fundaments

- A member of the Uni-President group
- Established : 1969 , Taiwan
- Capital : NTD15.79 Bil.
- Products : Cold Rolled Steel, Tin Mill Black Plate, Tinplate, Tin Cans, PET bottle packing & Filling, Tetra Pak Filling, PET Bottle Lids, New Bottle Can



Revenue (consolidated)



Segment Information

2020 Q1-Q3

Unit: NTD million

	Taiwan	Tinplate Manufacturing (in Mainland China)	PET Package Manufacturing (in Mainland China)	Others	Total	Adj.	Consolidated
Segment Revenue	8,268.93	3,297.30	10,187.72	1,289.49	23,043.44		23,043.44
YOY	-9.2%	-18.4%	-3.9%	5.3%	0.00%		-7.7%
Segment Income	829.83	-92.81	1,338.42	1,036.92	3,112.37	(1,994.72)	1,117.65
YOY	48.7%	81.7%	36.8%	115.0%	105.8%		74.7%

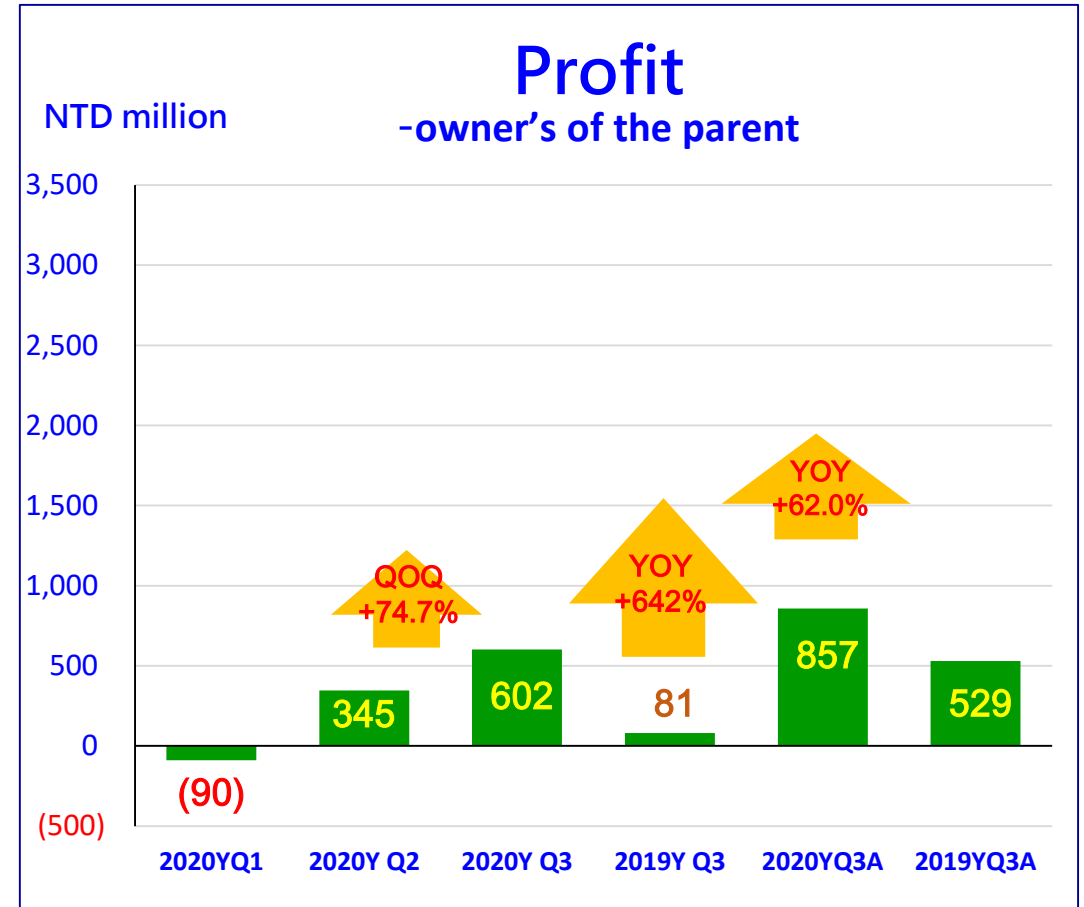
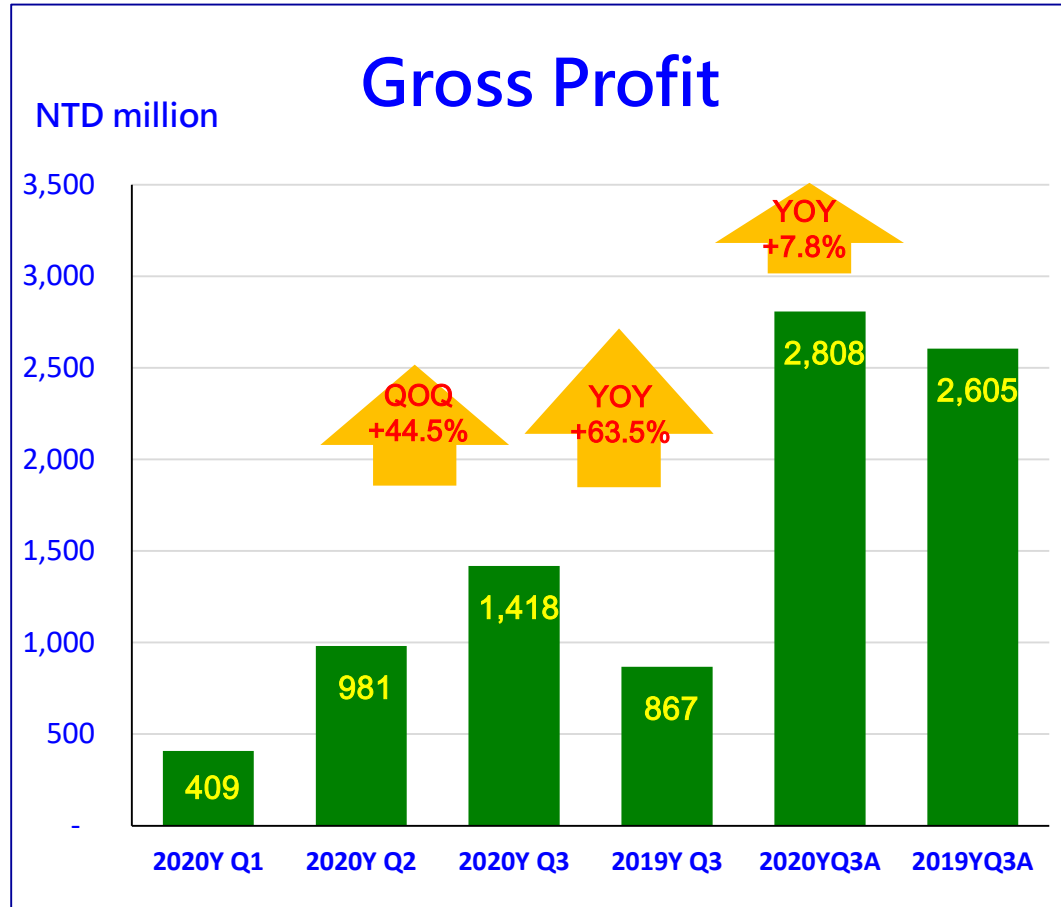
2020年Q3

Unit: NTD million

	Taiwan	Tinplate Manufacturing (in Mainland China)	PET Package Manufacturing (in Mainland China)	Others	Total	Adj.	Consolidated
Segment Revenue	2,865.84	1,514.40	4,196.74	500.27	9,077.26		9,077.26
YOY	-6.2%	10.7%	8.3%	4.5%	0.00%		3.4%
Segment Income	611.23	66.85	648.34	620.86	1,947.29	(1,157.85)	789.44
YOY	681.5%	122.6%	61.7%	606.4%	618.1%		1197.4%

Note: Segment Income means nonconsolidated profit before income tax.

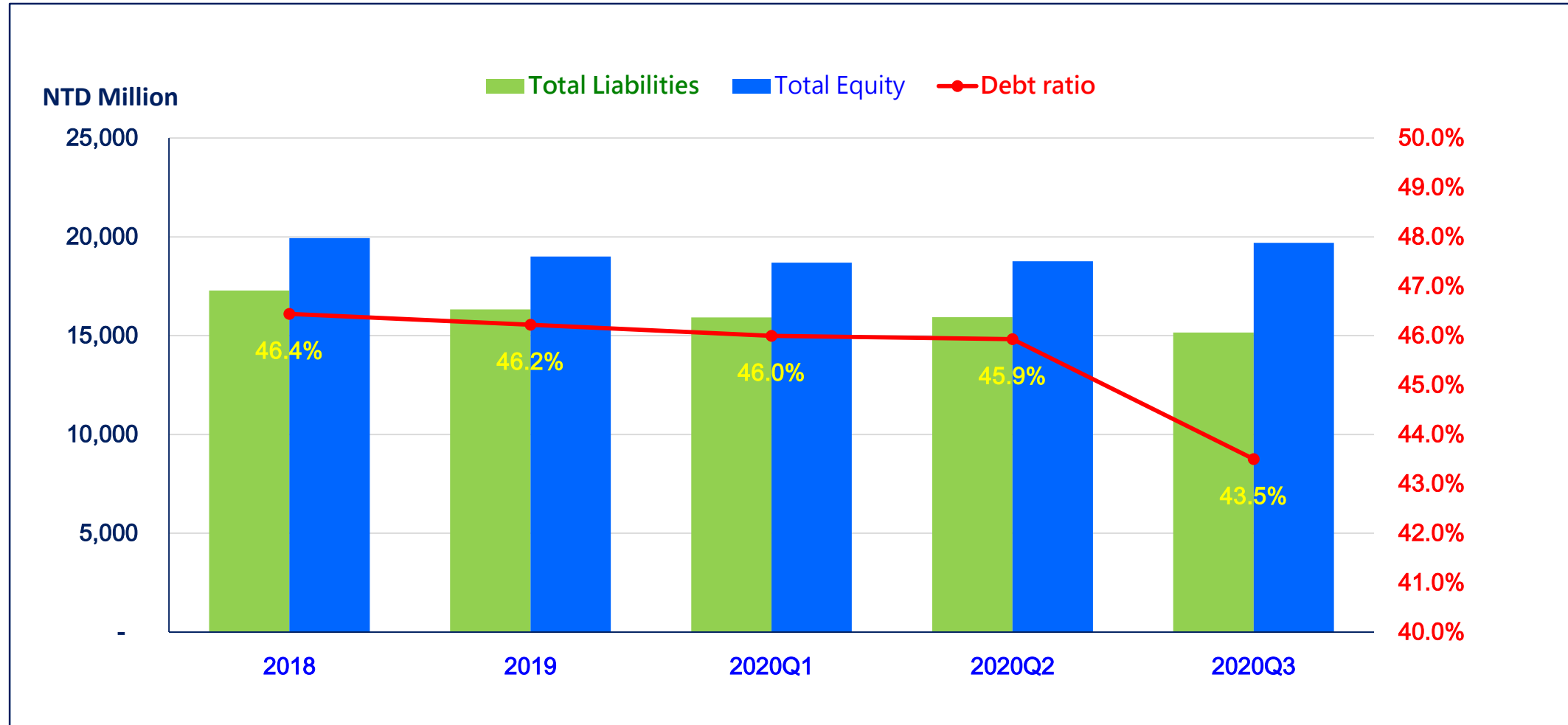
Profit (consolidated)



Key Balance Sheet (consolidated)

Unit:NTD Million	2020/9/30	%	2019/12/31	%	2019/9/30	%
Total Assets	34,849.88	100.0%	35,333.32	100.0%	37,222.73	100.0%
Property,Plant & Equipment	21,094.25	60.5%	22,096.12	62.5%	22,536.45	60.5%
Total Liabilities	15,159.74	43.5%	16,331.11	46.2%	18,095.70	48.6%
Interest-bearing Debt*	9,069.36	26.0%	10,523.99	29.8%	12,308.94	33.1%
Total Equity	19,690.14	56.5%	19,002.21	53.8%	19,127.03	51.4%
Current Ratio	162.7%		154.2%		125.9%	
Total Liability to Assets Ratio	77.0%		85.9%		94.6%	
Total Liability to Equity Ratio	65.4%		78.8%		88.4%	

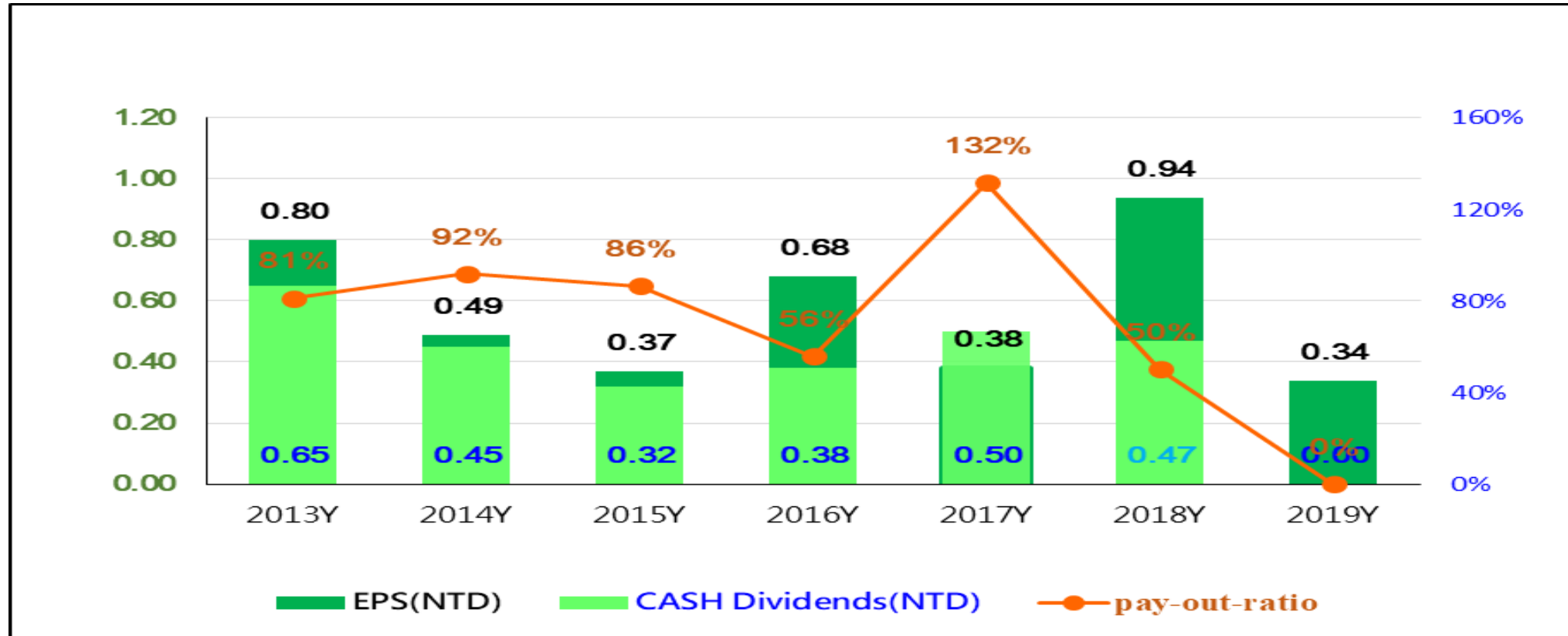
Key Balance Sheet (consolidated)



Cash Flow (consolidated)

Unit:NTD million	for the nine-month periods ended Sep. 30	
	2020	2019
Beginning Balance	1,353.47	2,265.39
Net cash provided by operating activities	3,352.29	1,670.80
Net cash used in investing activities	(808.05)	(923.37)
Net cash provided by(Used in) financing activities	(1,611.62)	(1,687.37)
Ending Balance	2,278.19	1,183.02

Dividends



Ton Yi's Factories



- Tinplate & Can
- New Bottle Can
- PET





New Bottle Can (NBC)



NBC ~ Various Type

Caliber	Φ28mm			Φ38mm	
Capacity	500ml	300ml	300ml	300ml	400ml
Type					
Height Diameter	196mm 66mm	133mm 66mm	162mm 59mm	131mm 66mm	163mm 66mm

NBC Product



NBC Product

农夫山泉
NONGFU SPRING

新上市

意式萃取工艺
100% 阿拉比卡豆
精选自全球各大产区
咖啡豆的烘焙、萃取
由农夫山泉烘焙工厂全程把控

炭欠
TANBING

无蔗糖拿铁
无糖黑咖
低糖拿铁

不加香精 不加防腐剂 不使用速溶粉



农夫山泉
NONGFU SPRING

天猫全品类狂欢节

销售捷报

农夫山泉天猫旗舰店炭欠咖啡
10月27日九点半开售

一秒卖出
20000箱

数次紧急加货
1小时卖出65000箱

小众咖啡冷萃取

农夫山泉
全新推出

NBC Product



Thank you very much.

Q & A