



# UnivacCO Technology Inc.

## 2018Q2

## Business Review

[www.univacCO.com](http://www.univacCO.com)



# Disclaimer Statement

This presentation and release contains “forward-looking statements” which may include, but not limited to, all statements of the Company regarding all business activities, events or developments that occur in the future. These statements are based on the Company’s assumptions about possible future operations. However, the external political, economic and market environment factors are beyond the control of the Company, and therefore the actual operating results may be subject to drastic changes in these assumptions.

The “forward-looking statements” in the release reflect the current belief of the Company. Company undertakes no obligation to update the actual results, and this release shall not be construed as an inducement or offer to buy or sell securities/stocks or other financial products.

# Outline

- ▶ **Company Profile**
- ▶ **Core Technology & Competitive Advantages**
- ▶ **Finance Review**
- ▶ **Future Plan & Corporate Governance**



# COMPANY PROFILE

# Univacco Company Profile (3303.TWO)



● **Chairman** Mr. Kuo-Lung Tsai



● **CEO** Mr. Bruce Lee



- **Established** 1990.08.29
- **Paid-up Capital** NT 961 million (as of 2018/7)
- **Consolidated Revenue** NT 2.24 billion (2017)
- **Listing Day** 2007.05.28
- **Group Employees** 656 (as of 2018/7/31)
- **Main Products** Vacuum Coating (VC) Foils, Optoelectronic films (OP)



## Focusing on Foil Business for Nearly 3 Decades



**2018H1: 94% consolidated revenue of Univacco came from VC products (foils)**

# Univacco Awards!

Univacco foil products were awarded by FSEA in 8 consecutive years, and products are well recognized and appreciated in the global market. Univacco receives numerous awards worldwide.



美國燙金協會  
FSEA  
2011-2018年獲獎



歐洲標籤協會  
FINAT  
2017年獲獎



亞洲標籤大獎  
太陽盃  
2016年獲獎



潛力中堅企業  
2017年獲獎



臺灣精品  
2017年獲獎



國家品牌玉山獎  
2017-2018年獲獎

# Foils sales over 60 countries



7 Production plants

6 Subsidiaries

16 Exclusive distributors



# Participating Trade Shows & Exhibitions





## Univacco Professional Sales Team in Trade Show





# Foils Application Markets

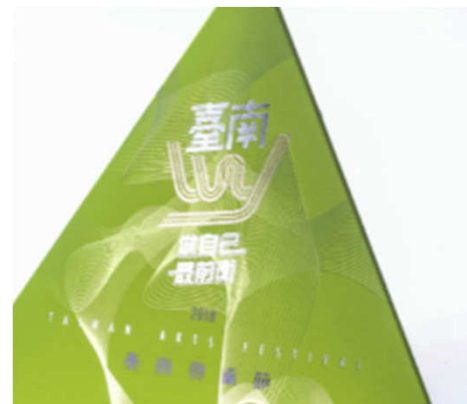
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# What is foil?

o





# CORE TECHNOLOGY & COMPETITIVE ADVANTAGES

# Self R&D, Chemical Formula, Brand

Univacco owns its core technology by building up a strong R&D team. By integrating the technologies in chemical formulation, vacuum metallizing, and coating technology, Univacco prides itself in foils development, establishing own brand name and setting up sales channels in more than 60 countries.



化學配方

**Uni**que chemical  
formula

真空蒸鍍

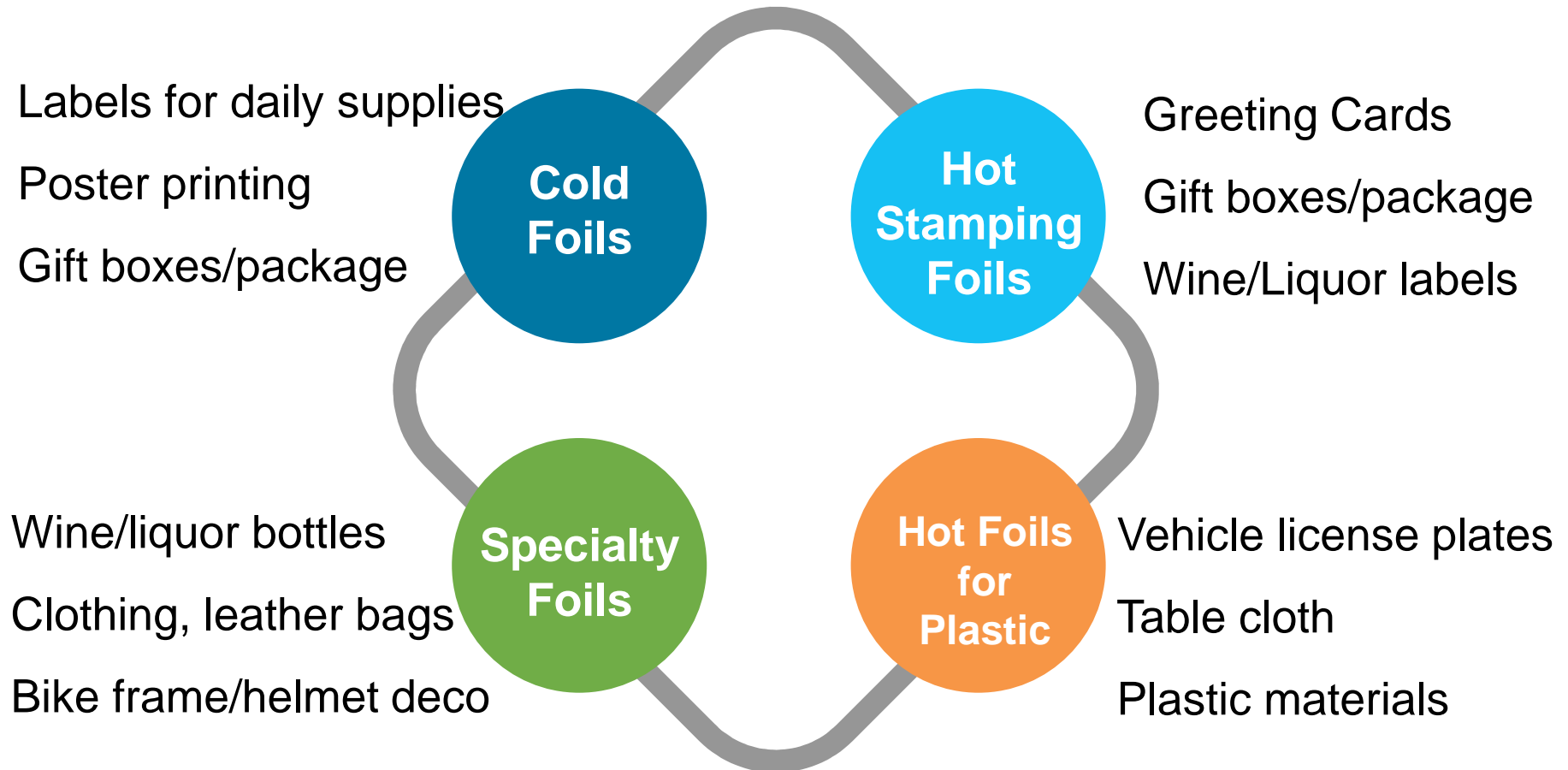
**Vac**uum  
Metalizing

精密塗佈

**Co**ating  
technology



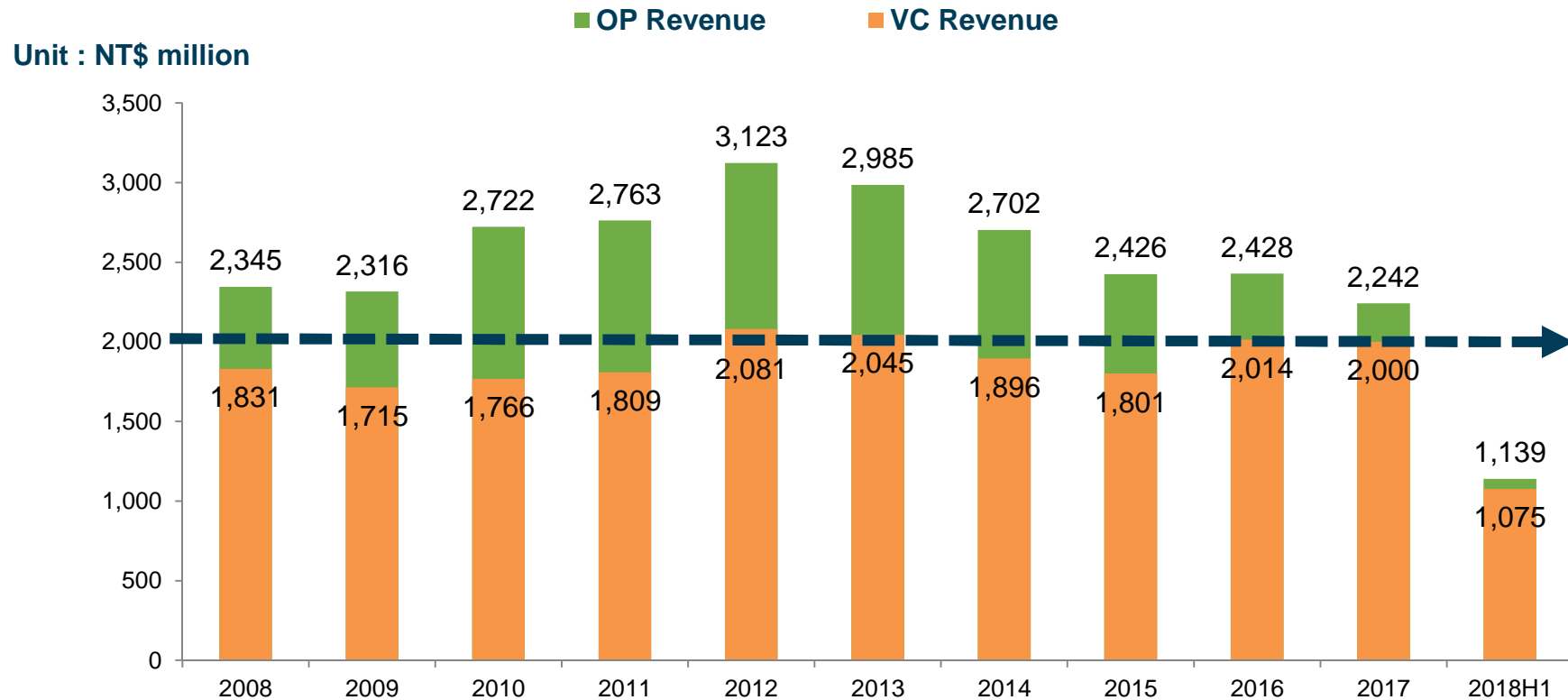
# Foils Application Markets:





# FINANCE REVIEW

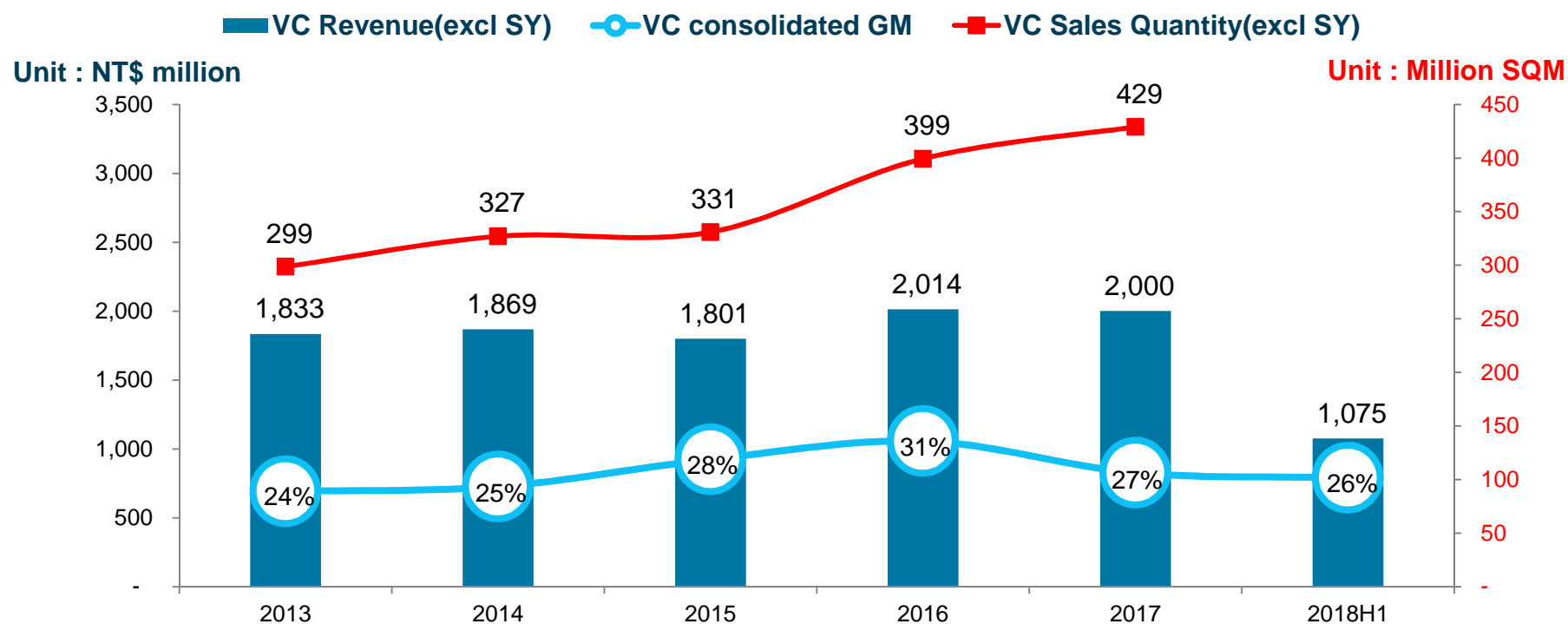
# Trend of Consolidated Revenues in 10 Years



VC PBT	135	109	(210)	(41)	92	166	202	243	310	156	112
OP PBT	26	(28)	(62)	(181)	36	9	(187)	(83)	(103)	(133)	(30)
Consolidated PBT	161	82	(272)	(222)	128	175	15	160	207	23	82

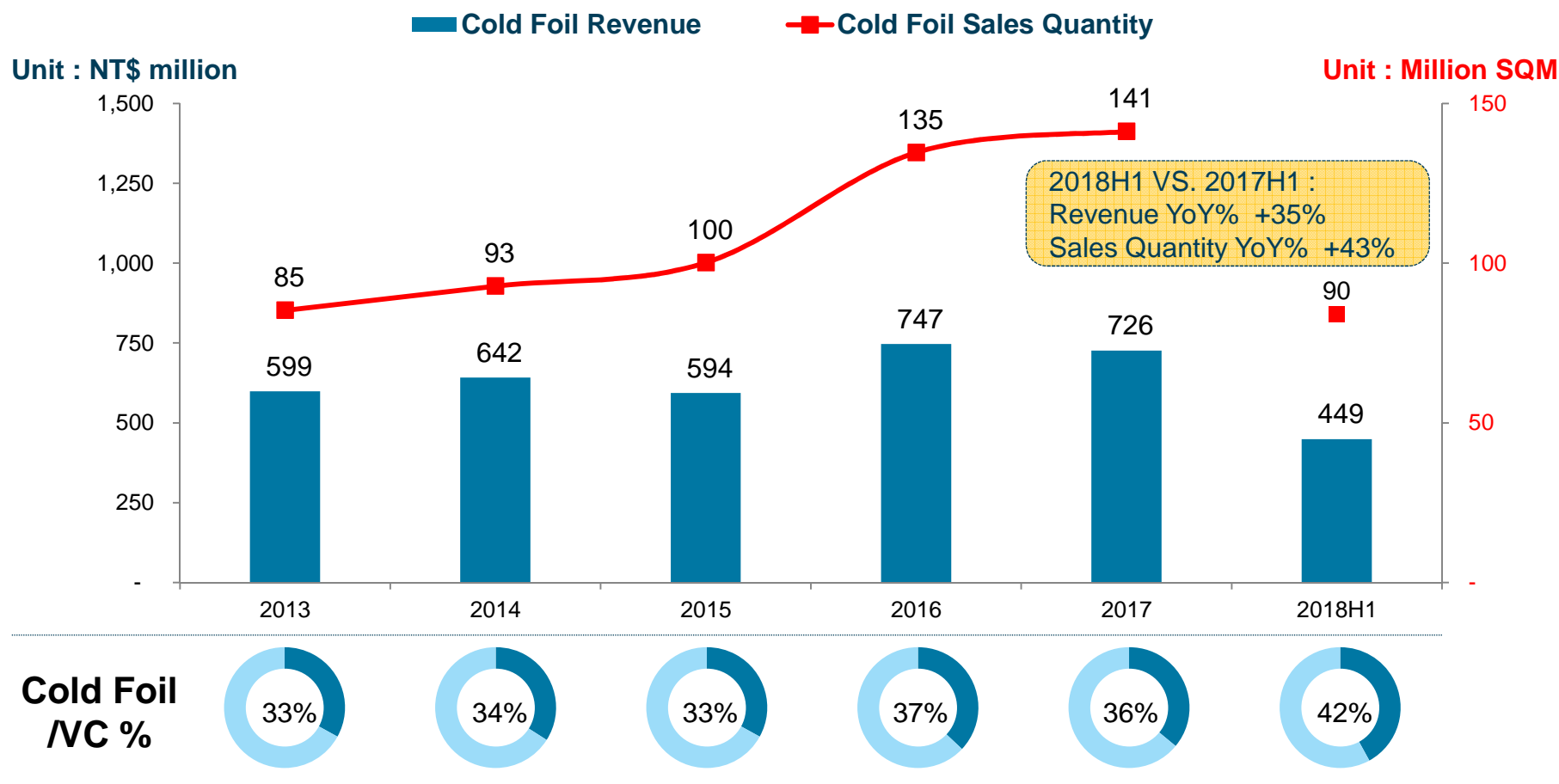
PBT: Profit Before Tax (in NT\$ million)

# VC Business Performance in 5 Years

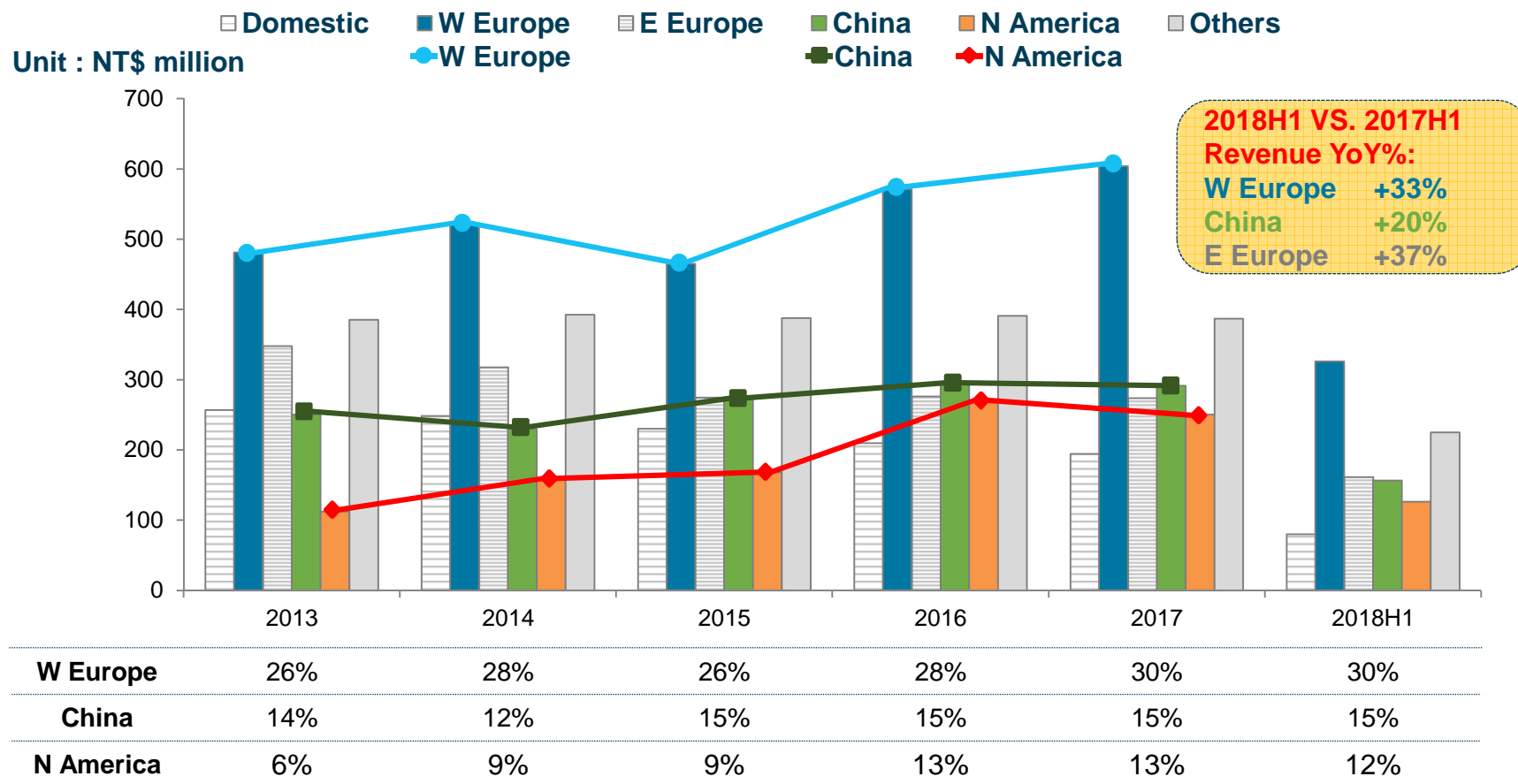


Revenue YoY%	2%	(4%)	12%	(1%)	16%
Quantity YoY %	10%	1%	21%	7%	13%

# VC Cold Foils Revenues in 5 Years



# VC Revenues by Region in 5 Years



<註>：其他係亞澳區(不含中國)、中東印非、中南美洲等區域



# Earnings & Dividends

Unit: NT\$ Million

Year	2012	2013	2014	2015	2016	2017
Profit, attributable to owners of parent	130	152	60	150	177	16
EPS (NTD/share)	1.58	1.59	0.60	1.53	1.85	0.17
Dividend (NTD/share)	0.79	1.30	0.58	1.20	1.50	0.50
Distribution Yield	50%	82%	97%	78%	81%	294%



# **FUTURE PLAN & CORPORATE GOVERNANCE**

# Univacco Vision/Mission

**UNIVACCO**



Become foils expert  
with a brand image of  
high quality &  
professional

Univacco provides the  
safe work environment  
where every employee can  
learn to grow and enjoys

**Top 2 foils  
manufacturer  
in the world**

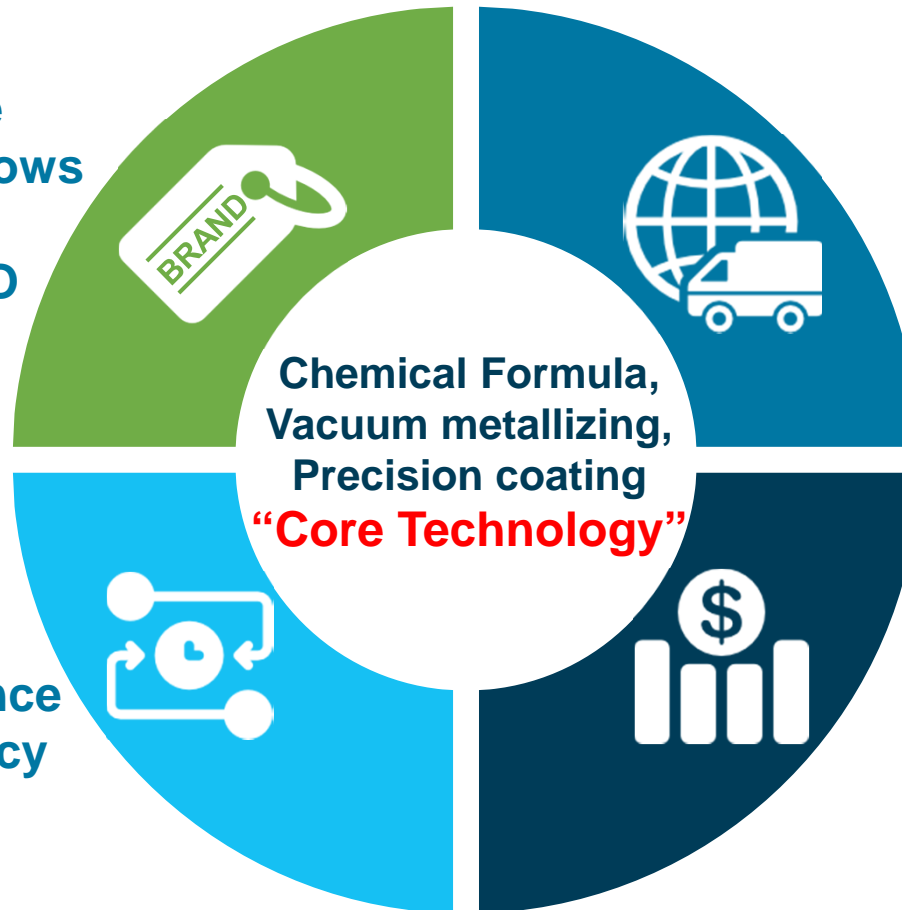
Employees are  
proud of Univacco  
&  
dedicated to be part  
of the organization

**To become the hidden champion**

# Focusing on Core Business:

Actively participate the global trade shows & exhibitions to promote UNIVACCO brand name

Expand production capacity and enhance production efficiency to reduce costs



Strengthen global sales channels and cooperate with large global printing houses

Continue to R&D and increase the sales of niche products such as cold foils

## Since 2013, Univacco spontaneously prepared Corporate Sustainability Report to public



2013年



2014年



2015年



2016年

Since 2015, Univacco has been among the top 20% Taiwan OTC listing companies in “Corporate Governance Performance Review”

# Continues to Improve Green Energy Management





# CSR highlights :

## Green Production



# Green Univacco & Social Responsibilities

Environmentally friendly water-based chemical and solvent systems are actively introduced into foil production. Regenerative Thermal Oxidizers (RTO) are used to reduce VOCs emission and recycle energy

**6 RTO furnaces**



**150,000 kWh**  
Green power subscription





# THANK YOU

**Stock Code : 3303**

**[www.univacco.com](http://www.univacco.com)**