

# 彰源企業股份有限公司

FROCH ENTERPRISE CO., LTD.

## 法人說明會

- Institutional Investors Conference
- **Stan Shih** - Spokesperson

2022/06/23<sup>1</sup>

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# COMPANY PROFILE

## TAIWAN PLANT

Land Size : 210,213m<sup>2</sup>

Individual/Consolidated

Sales Revenue Percentage: 80.2% (2022 H1)

## CHINA PLANT

Land Size : 250,583 m<sup>2</sup>

Individual/Consolidated

Sales Revenue Percentage: 19.8% (2022 H1)

# MATERIAL

## SOURCE OF MATERIAL

CHINA PLANT:  
100% DOMESTIC

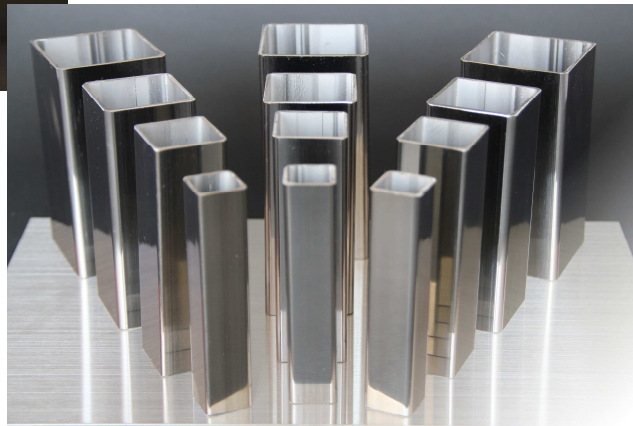
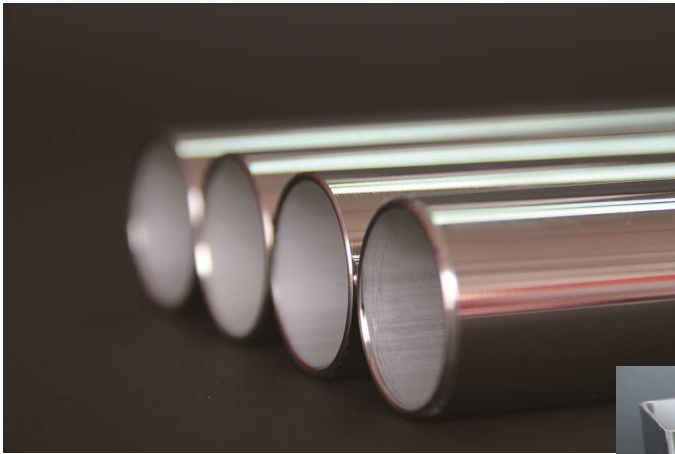
TAIWAN PLANT:  
72% DOMESTIC  
28% IMPORTED



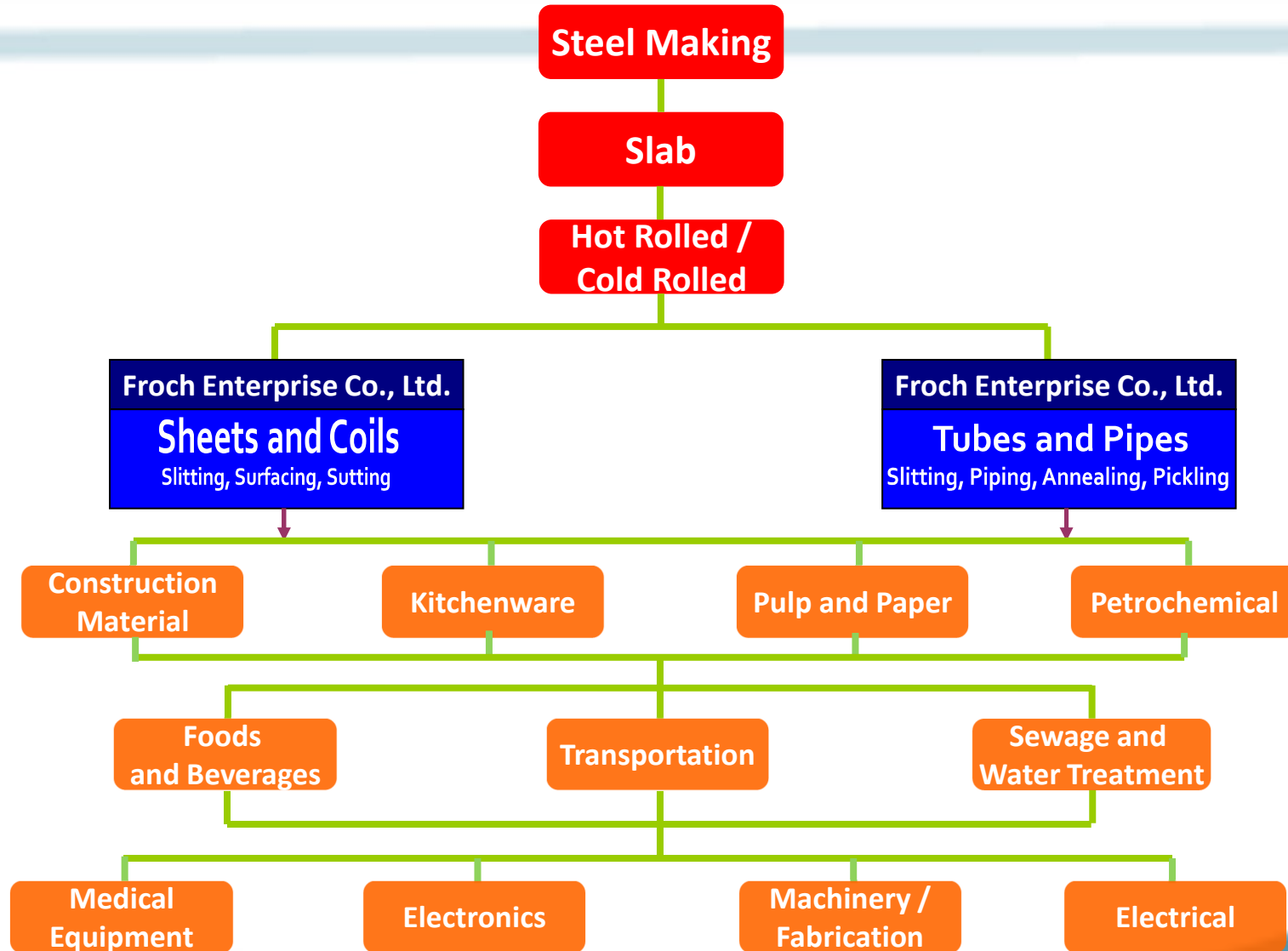
# INDUSTRIAL PIPES



# MECHANICAL TUBES



# INDUSTRY PROPERTIES



# INDUSTRIAL PIPES APPLICATIONS



Pulp and Paper



Petrochemical



Foods and Beverages



# MECHANICAL TUBES APPLICATIONS

Hand Railing



Fencing



Escalators



# STAINLESS STEEL SHEETS APPLICATIONS



**彰源不銹鋼**  
FROCH STAINLESS

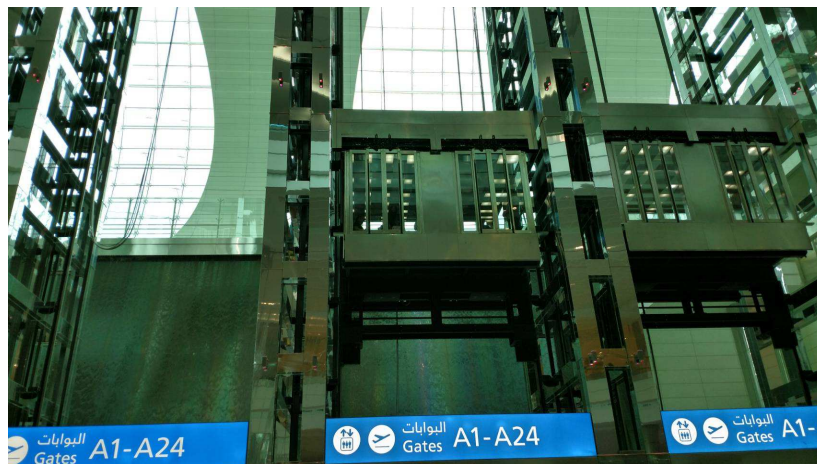
SECTORS	DESTINATIONS	USERS
OIL & GAS	SAUDI ARABIA	ARAMCO
OIL & GAS	CHINA	CNOOC
SHIP BUILDING	JAPAN	MITSUBISHI
OFFSHORE	NORWAY	BP
CONSTRUCTION	TAIWAN	TAIPEI AIRPORT
ENERGY	OMAN	ALSTOM
ENERGY	MALAYSIA	TOSHIBA
PETROCHEMICAL	THAILAND	BAYER
PETROCHEMICAL	TAIWAN	FORMOSA
PULP & PAPER	INDONESIA	APP

**Tubes and Pipes**  
Range: 1/4" - 54" in Outside Diameter  
0.6mm - 30.0mm in Thickness  
Grades: AISI 304, 304L, 316, 316L, and other special grades upon request  
Specifications: ASTM A312, A358, A409, A249, A289, A270, A554  
EN 10217-7, TCI  
JIS G3459, G3446, G3448

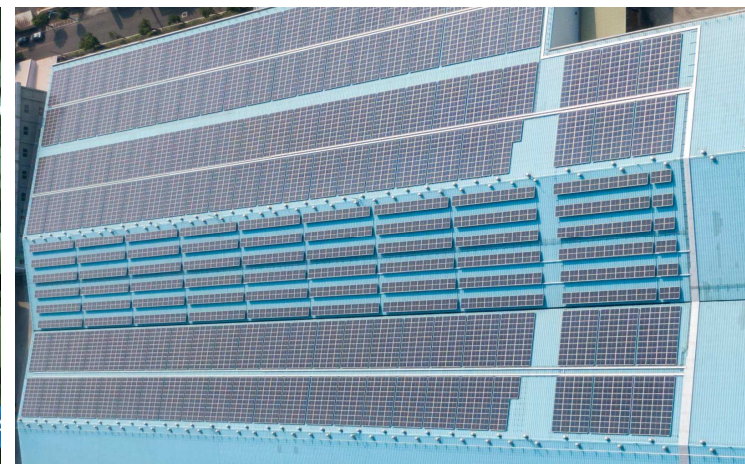
**Sheets and Coils**  
Thickness: 0.5mm - 12.0mm  
Grades: AISI 304, 304L, 316, 316L, 430  
Specifications: ASTM A240, EN10088-2  
Finish: 2B, No. 1, No. 4, HL, BA, No. 8

**FROCH ENTERPRISE CO., LTD.**  
No. 122 Industrial Road, Tou-Liu City Yun-Lin 640, Taiwan E-mail: froch@froch.com  
Tel.: 886-5-5071889 Fax: 886-5-5071339 Website: www.froch.com  
We Provide Industry and Environment a Better Future

Bulletin Boards



Elevators

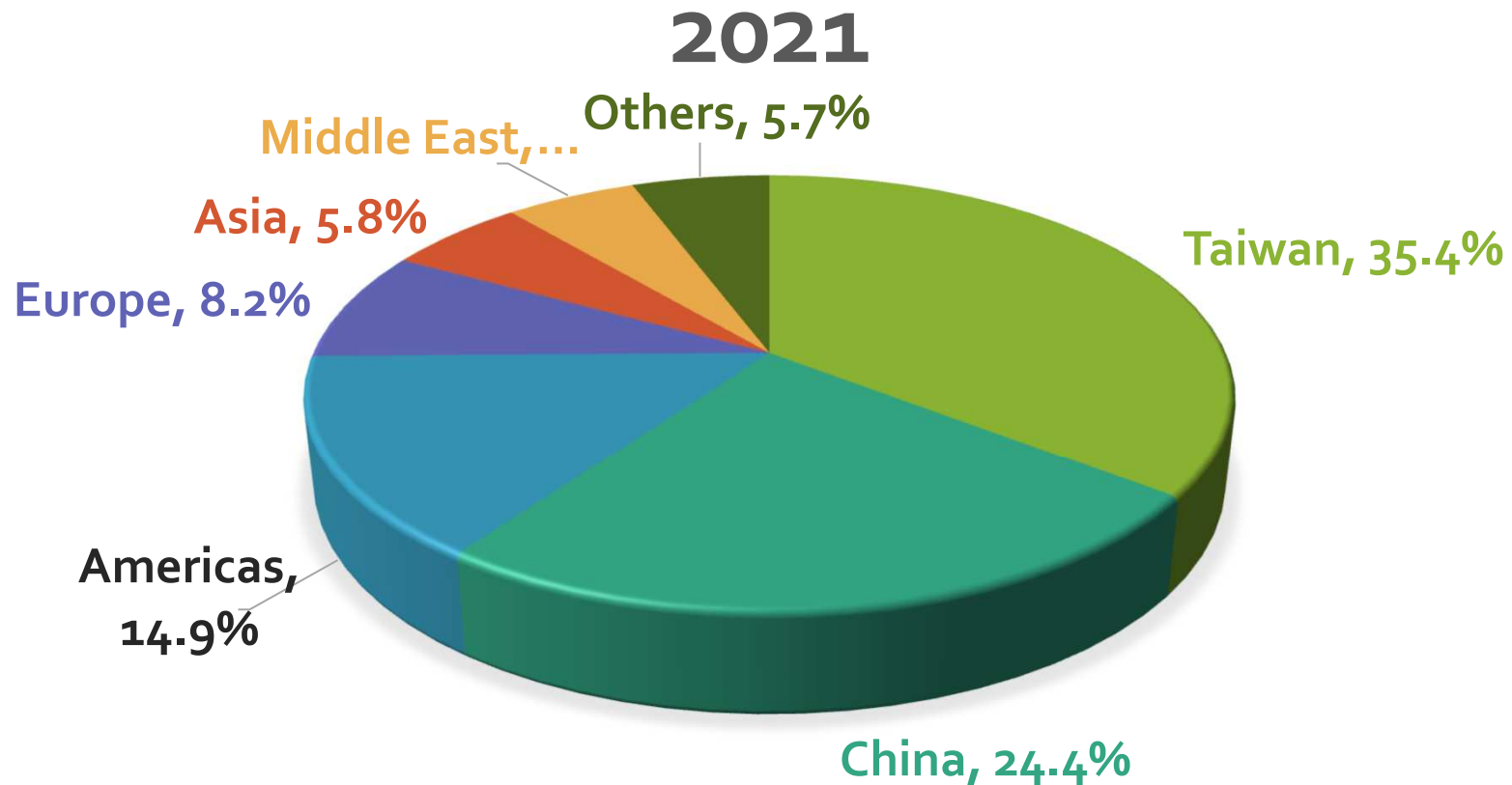


Solar Panels

# OPERATIONAL BRIEFING – PRODUCT MIX SALES PERCENTAGE

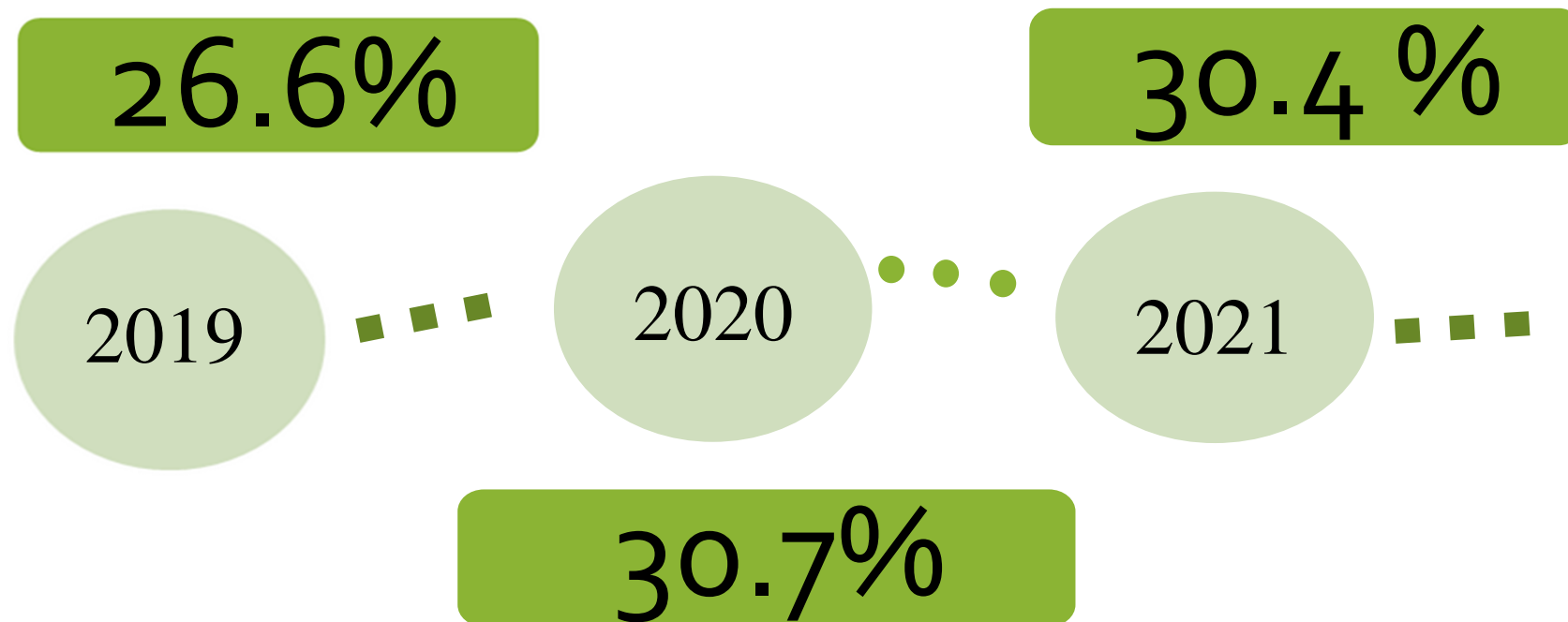
	<b>Tubes and Pipes</b>	<b>Sheets and Coils</b>	<b>Consolidated Turnover (in NT\$ million)</b>
2019	79.9%	20.1%	11,980
2020	80.4%	19.6%	10,560
2021	76.0%	24.0%	15,240
2022 Q1	74.6%	25.4%	4,450

# OPERATIONAL BRIEFING – SALES REGIONS PERCENTAGE



# OPERATIONAL BRIEFING – STAINLESS STEEL TUBES AND PIPES

Taiwan's Stainless Steel Tubes and Pipes Consumption



# OPERATIONAL BRIEFING – STAINLESS STEEL TUBES AND PIPES

Taiwan's Stainless Steel Tubes and Pipes Export Quantity

34.7%

2019

35.4%

2020

32.6%

2021



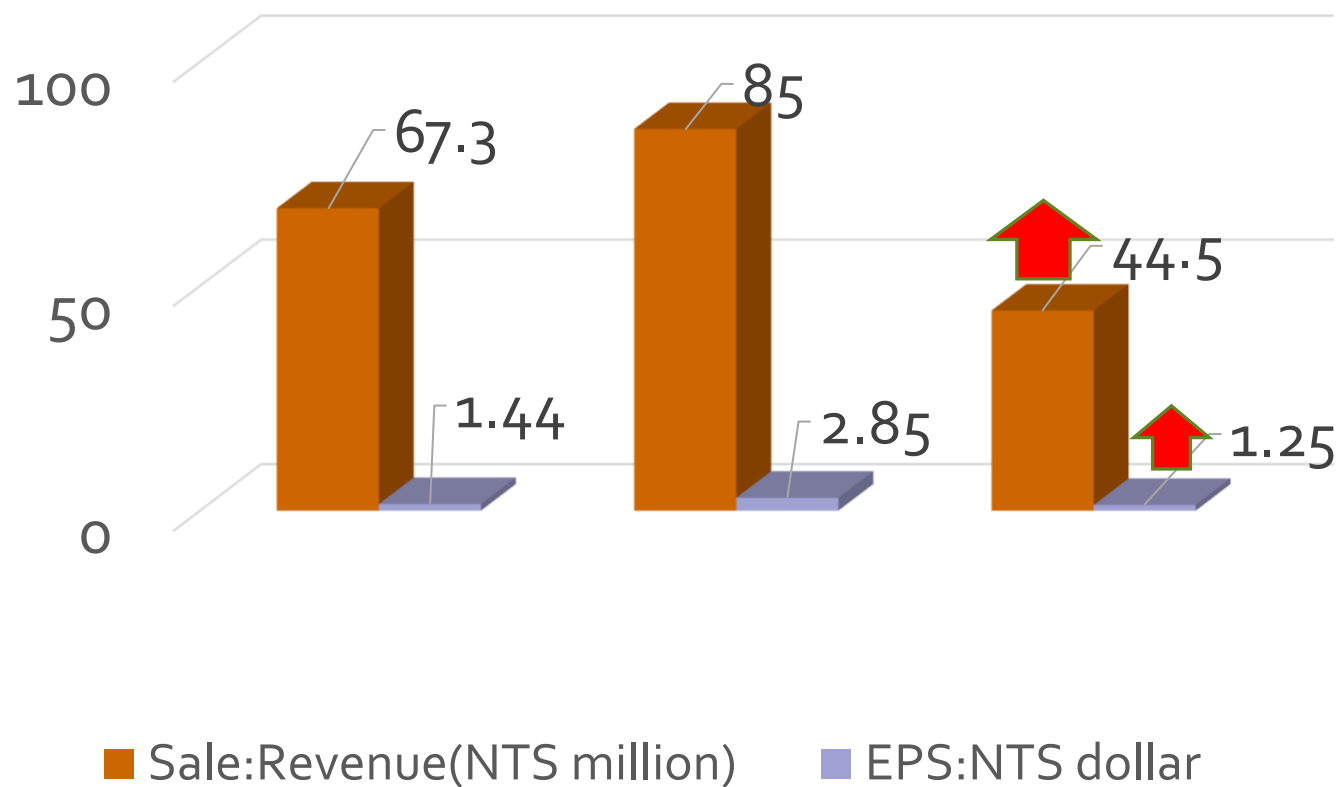
# CONSOLIDATED FINANCIAL NUMBERS – LAST 3 YEARS

NT\$ million

ITEMS	YEAR	2019	2020	2021	2022 Q1
Sales		11,980	10,560	15,240	4,450
Gross Margin		1,220	930	2,820	760
Operating Profit		490	230	1,730	450
EPS		NT\$0.94	NT\$0.38	NT\$4.29	NT\$1.25

# CONSOLIDATED SALES AND PROFITS

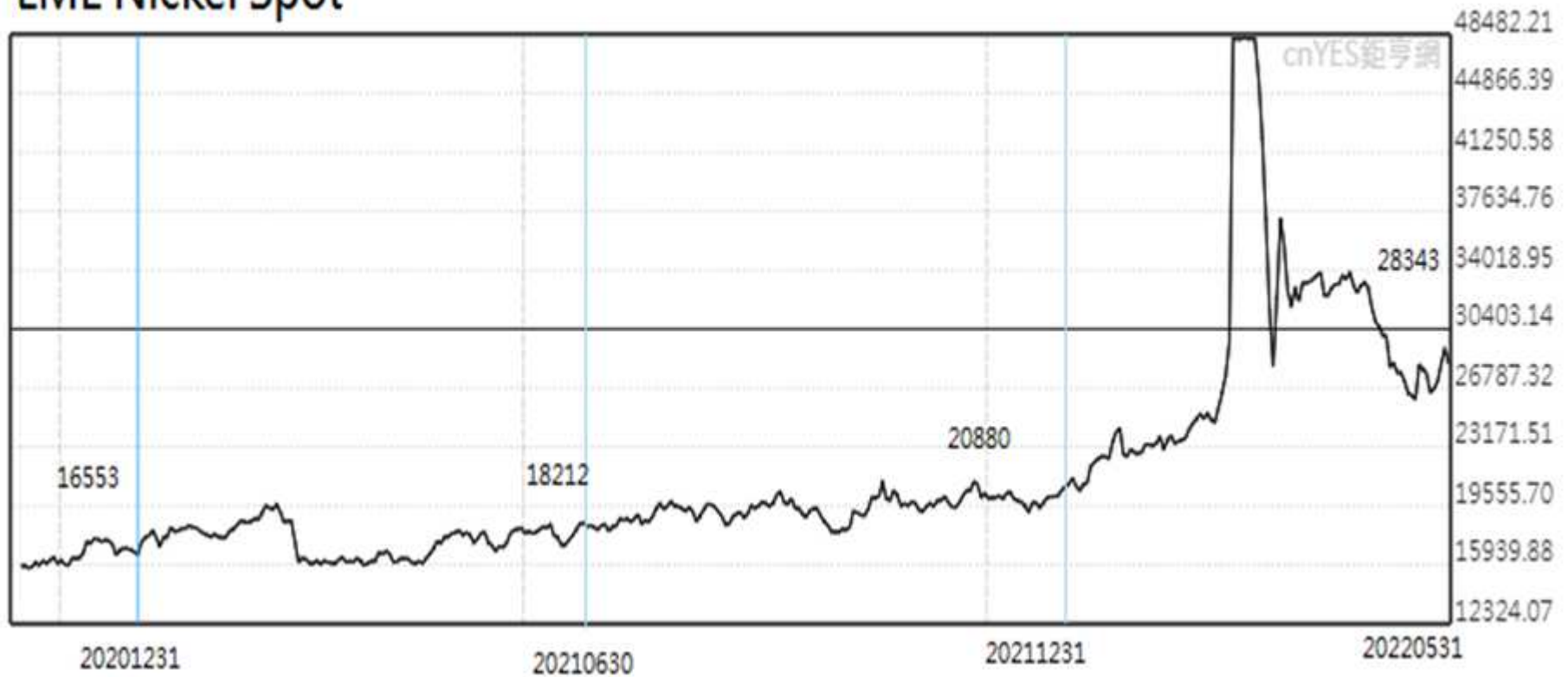
## 2021 and 2022 H1





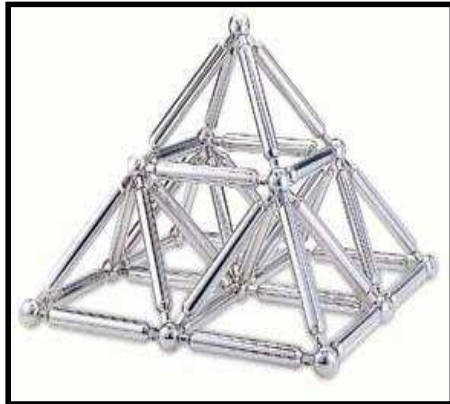
# Nickel Prices curve

LME Nickel Spot



# COMPETITIVE ADVANTAGE

## 1. Comprehensive Product Range – Satisfy Customers' One-stop Shopping Needs



# COMPETITIVE ADVANTAGE- QUALITY CERTIFICATIONS

## 2. Advanced Technology among Competitors

- 1993 : Froch was accredited with ISO-9001 by Lloyd's Register Quality Assurance.
- 1996 : Froch was accredited with ISO-9001 by Bureau of Standards, Metrology, and Inspections, Ministry of Economic Affairs.
- 1999 : Froch was accredited with ISO-14001 by Lloyd's Register Quality Assurance.
- 2001 : Quality Assurance Laboratory was accredited with ISO 17020 and ISO 17025
- 2005 : Froch was accredited with LR Ship Building Approval.
- 2009 : Froch was accredited with JIS by Japan Quality Assurance Organization (JQA).
- 2018 : Developing ISO-45001 Occupational Safety and Health System.

# COMPETITIVE ADVANTAGE

行銷網路 DISTRIBUTION NETWORKS

## 3. Comprehensive Sales Networks

- ◆ Thousands of customers domestically
- ◆ Sales to more than 100 countries globally

### 非洲 Africa

A01 阿爾及利亞	Algeria
A02 剛果	Congo
A03 埃及	Egypt
A04 肯亞	Kenya
A05 馬達加斯加	Madagascar
A06 模里西斯	Mauritius
A07 納米比亞	Namibia
A08 奈及利亞	Nigeria
A09 加納	Republic of Ghana
A10 南非	South Africa
A11 摩洛哥	Kingdom of Morocco

### 美洲 North & South America

B01 阿根廷	Argentina
B02 貝里斯	Belize
B03 玻利維亞	Bolivia
B04 巴西	Brazil
B05 加拿大	Canada
B06 智利	Chile
B07 哥倫比亞	Colombia
B08 哥斯大黎加	Costa Rica
B09 古巴	Cuba
B10 多明尼加	Dominican Rep.
B11 厄瓜多	Ecuador
B12 薩爾瓦多	El Salvador
B13 瓜地馬拉	Guatemala
B14 蓋亞納	Guiana
B15 宏都拉斯	Honduras
B16 墨西哥	Mexico
B17 巴拿馬	Panama
B18 巴拉圭	Paraguay
B19 秘魯	Peru
B20 蘇利南	Surinam Rep.
B21 美國	United States
B22 烏拉圭	Uruguay
B23 委內瑞拉	Venezuela

### 亞洲 Asia

C01 巴林	Bahrain
C02 孟加拉	Bangladesh
C03 中國大陸	China
C04 阿聯	Emirates
C05 香港	Hong Kong
C06 印度	India
C07 印尼	Indonesia
C08 伊朗	Iran
C09 以色列	Israel
C10 日本	Japan
C11 約旦	Jordan
C12 韓國	Korea
C13 科威特	Kuwait
C14 黎巴嫩	Lebanon

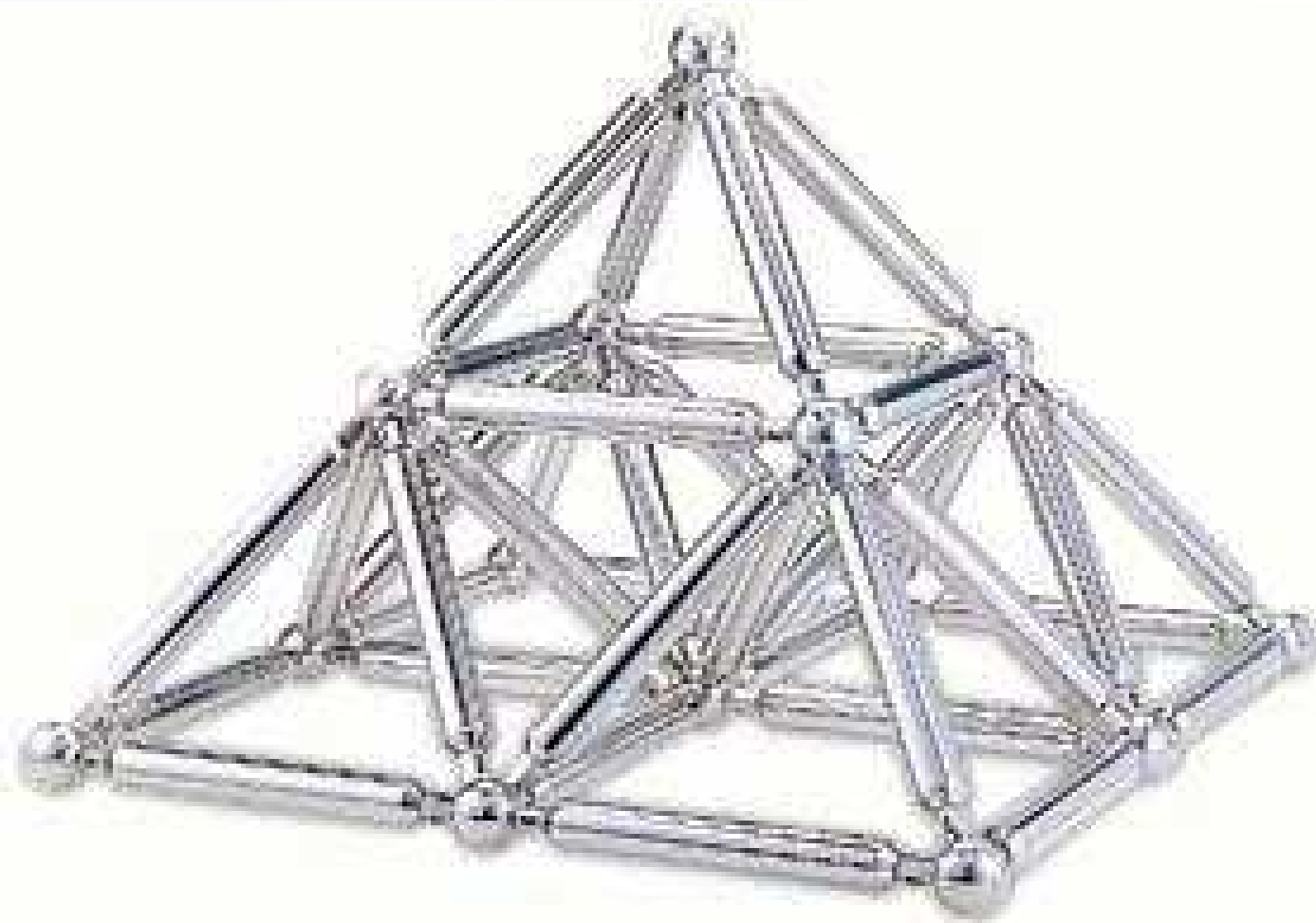
C15 澳門	Macao
C16 馬來西亞	Malaysia
C17 馬爾地夫	Maldives
C18 巴基斯坦	Pakistan
C19 菲律賓	Philippines
C20 卡達	Qatar
C21 沙烏地阿拉伯	Saudi
C22 新加坡	Singapore
C23 斯里蘭卡	Sri Lanka
C24 台灣	Taiwan
C25 泰國	Thailand
C26 土耳其	Turkey
C27 越南	Viet Nam

### 歐洲 Europe

D01 奧地利	Austria
D02 比利時	Belgium
D03 賽普勒斯	Cyprus
D04 捷克	Czech
D05 愛沙尼亞	Estonia
D06 芬蘭	Finland
D07 法國	France
D08 德國	Germany
D09 希臘	Greece
D10 愛爾蘭	Ireland
D11 義大利	Italy
D12 立陶宛	Lithuania

### 大洋洲 Oceania

E01 澳大利亞	Australia
E02 斐濟	Fiji
E03 紐西蘭	New Zealand
D13 荷蘭	Netherlands
D14 挪威	Norway
D15 波蘭	Poland
D16 葡萄牙	Portugal
D17 俄羅斯	Russia
D18 西班牙	Spain
D19 瑞典	Sweden
D20 瑞士	Switzerland
D21 烏克蘭	Ukraine
D22 英國	United Kingdom



Thank you!