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FROCH ENTERPRISE CO., LTD.

Institutional Investors Conference

○ Kuei-Ling Liao- Acting spokesperson

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Table of contents

The diagram features a large, light gray circle at the top center containing the title 'Table of contents'. Below this circle, four vertical dashed lines divide the space into four columns. Each column contains a numbered circle (1, 2, 3, 4) and a corresponding text label below it. The background is a light gray geometric pattern of overlapping triangles. There are also two solid blue dots, one on the left and one on the right, positioned between the top circle and the numbered circles.

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**COMPANY
PROFILE**

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**OPERATION
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**COMPETITIVE
ADVANTAGE**

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Q&A



1

COMPANY PROFILE

TAIWAN PLANT

Land Size : 210,213m²

Individual/Consolidated

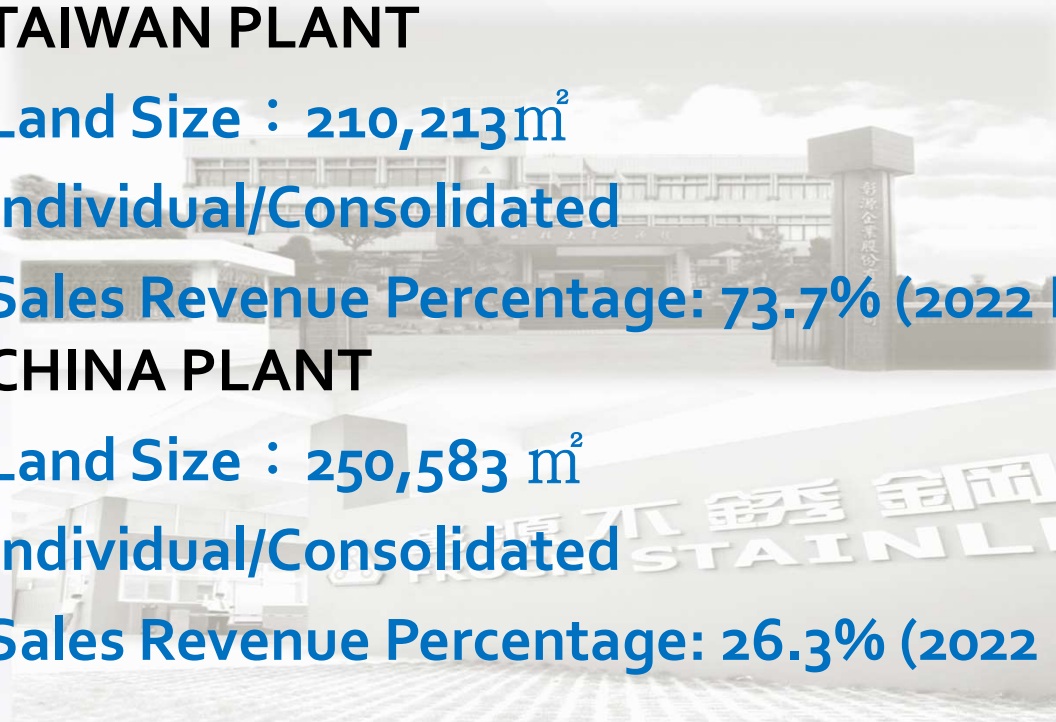
Sales Revenue Percentage: 73.7% (2022 H1)

CHINA PLANT

Land Size : 250,583 m²

Individual/Consolidated

Sales Revenue Percentage: 26.3% (2022 H1)



MATERIAL

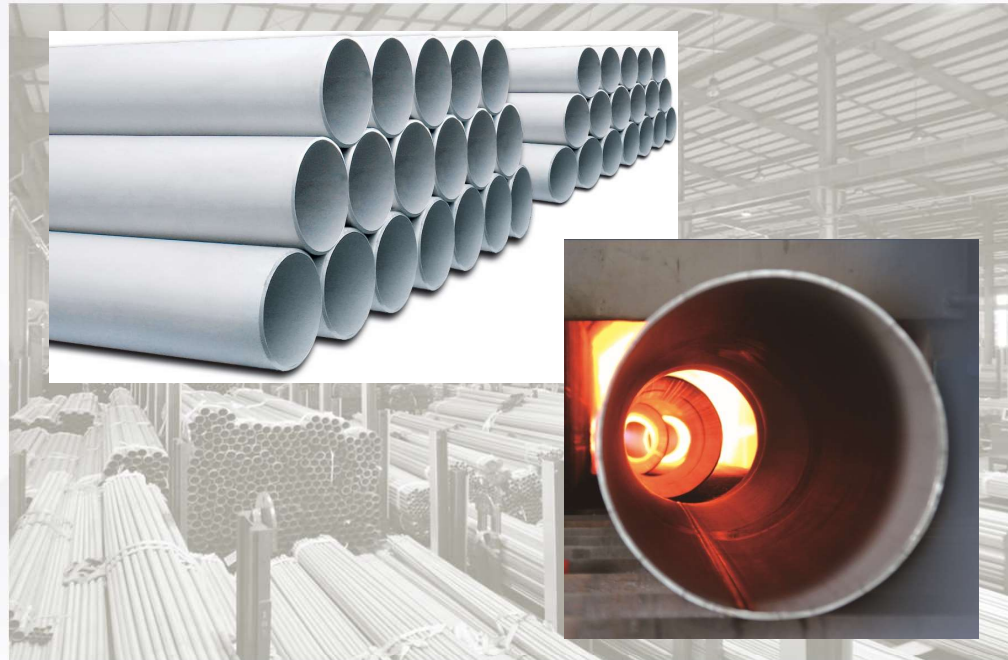
SOURCE OF MATERIAL:

CHINA PLANT:
100% DOMESTIC

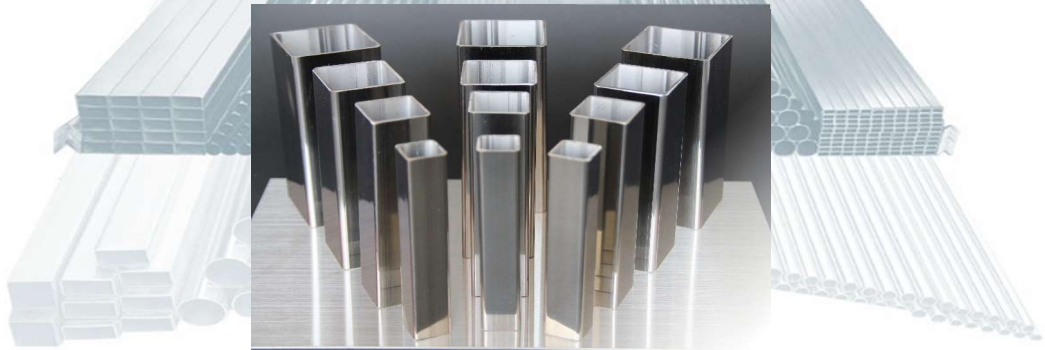
TAIWAN PLANT:
66% DOMESTIC
34% IMPORTED



INDUSTRIAL PIPES



MECHANICAL TUBES



INDUSTRY PROPERTIES



INDUSTRIAL PIPES APPLICATIONS



Pulp and Paper



Petrochemical



Semiconductor

MECHANICAL TUBES APPLICATIONS



**Hand
Railing**



Escalators

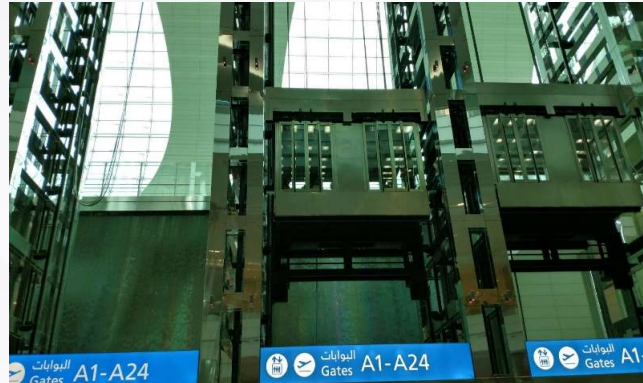


Fencing

STAINLESS STEEL SHEETS



Building's Curtain Walls



Elevators



Satinless Steel sanitation Tanks



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OPERATIONAL BRIEFING

- PRODUCT MIX SALES PERCENTAGE
- SALES REGIONS PERCENTAGE
- STAINLESS STEEL TUBES AND PIPES
- STAINLESS STEEL TUBES AND PIPES
- CONSOLIDATED FINANCIAL NUMBERS
- CONSOLIDATED SALES AND PROFITS
- NICKEL PRICES CURVE

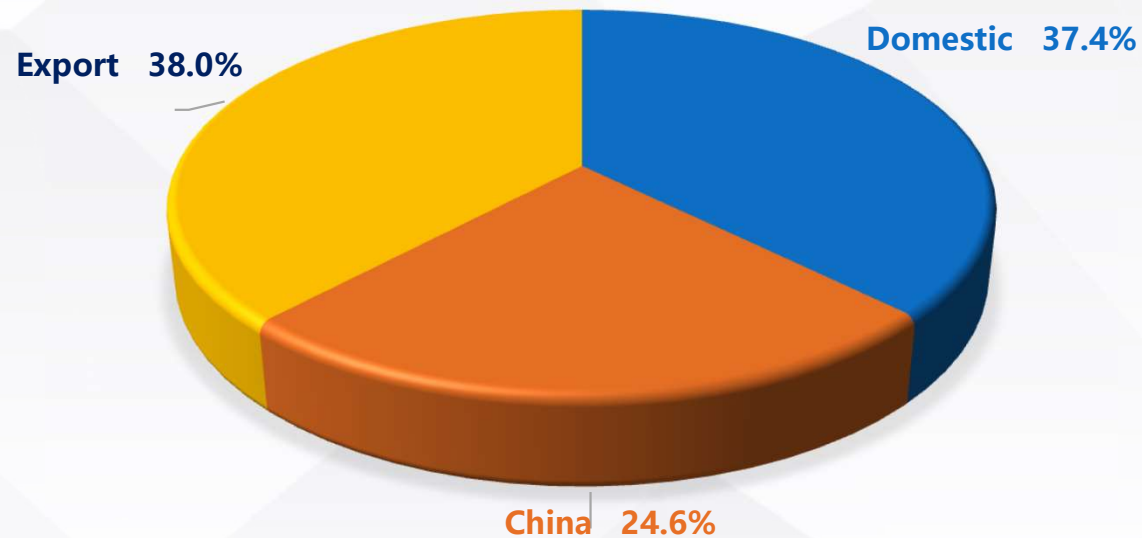
OPERATIONAL BRIEFING

PRODUCT MIX SALES PERCENTAGE

Product	Tubes and Pipes	Sheets and Coils	Consolidated Turnover (in NT\$ million)
2020	80.4%	19.6%	10,560
2021	76.0%	24.0%	15,240
2022	79.0%	21.0%	16,250
2023Q1	81.0%	19.0%	3,230

OPERATIONAL BRIEFING

2022 SALES REGIONS PERCENTAGE



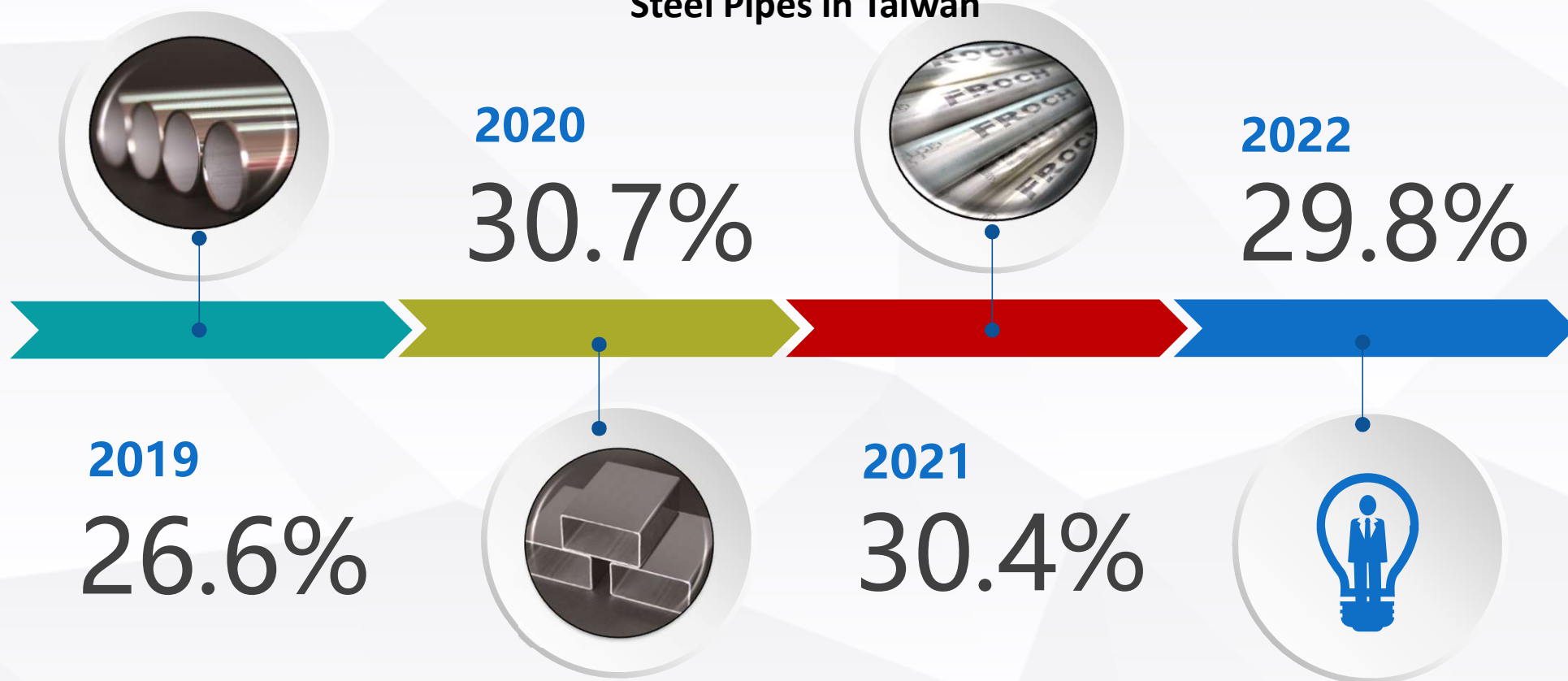
■ Domestic
+2.0%

■ China
+0.2%

■ Export
-2.0

OPERATIONAL BRIEFING

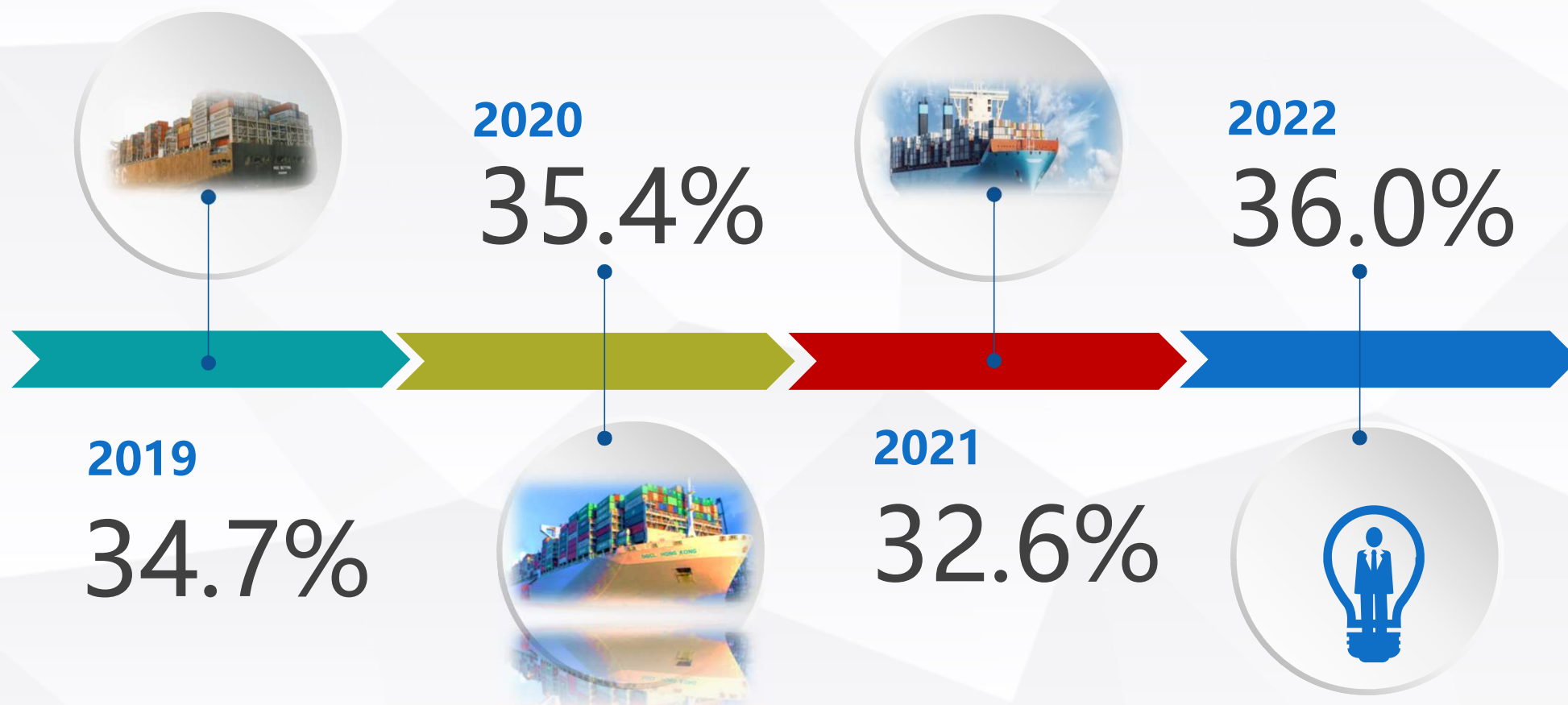
STAINLESS STEEL TUBES AND PIPES Market Share of Domestic Sales of Stainless Steel Pipes in Taiwan



OPERATIONAL BRIEFING

STAINLESS STEEL TUBES AND PIPES

Market Share of Satinless Steel Pipes Export from Taiwan



OPERATIONAL BRIEFING

CONSOLIDATED FINANCIAL NUMBERS – LAST 3 YEARS

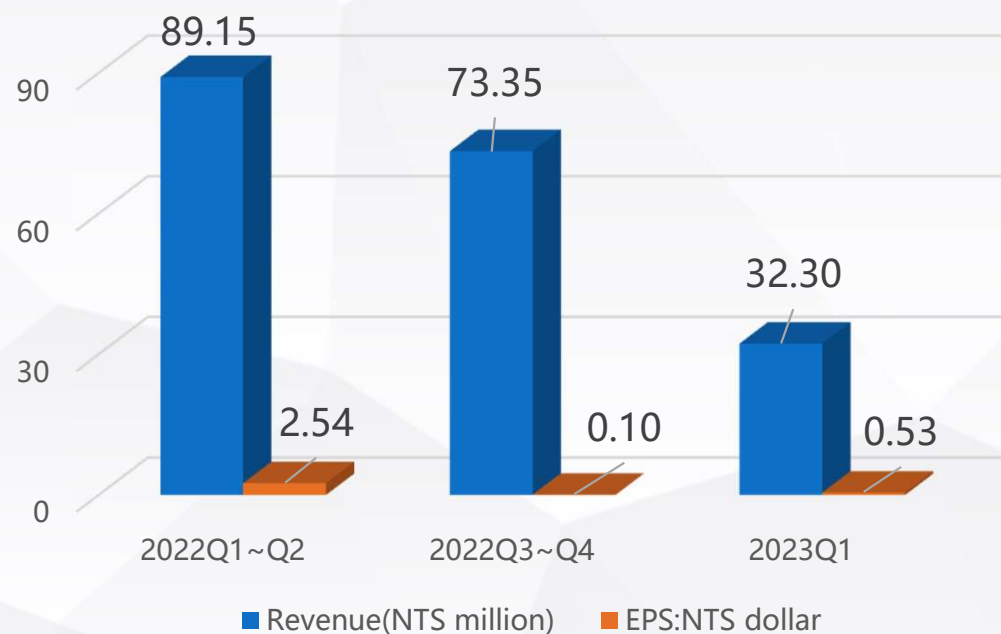
NT\$ million

ITEMS	YEAR	2020	2021	2022	2023Q1
Sales		10,560	15,240	16,250	32.3
Gross Margin		930	2,820	2,180	3.8
Operating Profit		230	1,730	1,160	2.2
EPS		NTD\$0.38	NTD\$4.29	NTD\$2.64	NTD\$0.53

OPERATIONAL BRIEFING

CONSOLIDATED SALES AND PROFITS

2022 and 2023 H1



OPERATIONAL BRIEFING

Nickel Prices curve





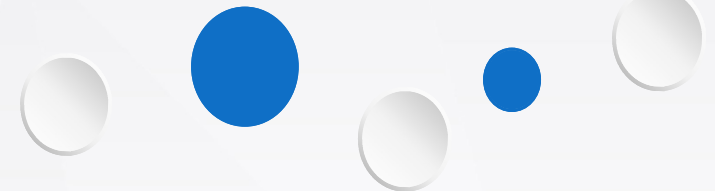
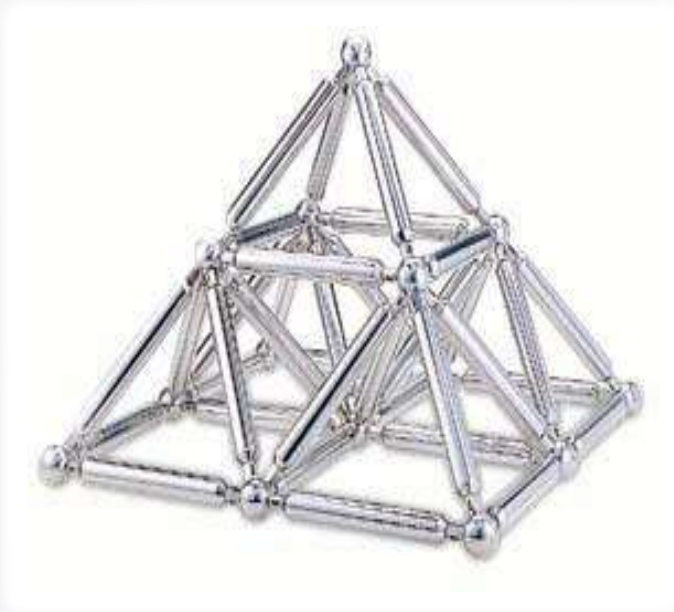
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COMPETITIVE ADVANTAGE

- Satisfy Customers' One-stop Shopping Needs
- Advanced Technology among Competitors
- Comprehensive Sales Networks

COMPETITIVE ADVANTAGE

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



COMPETITIVE ADVANTAGE

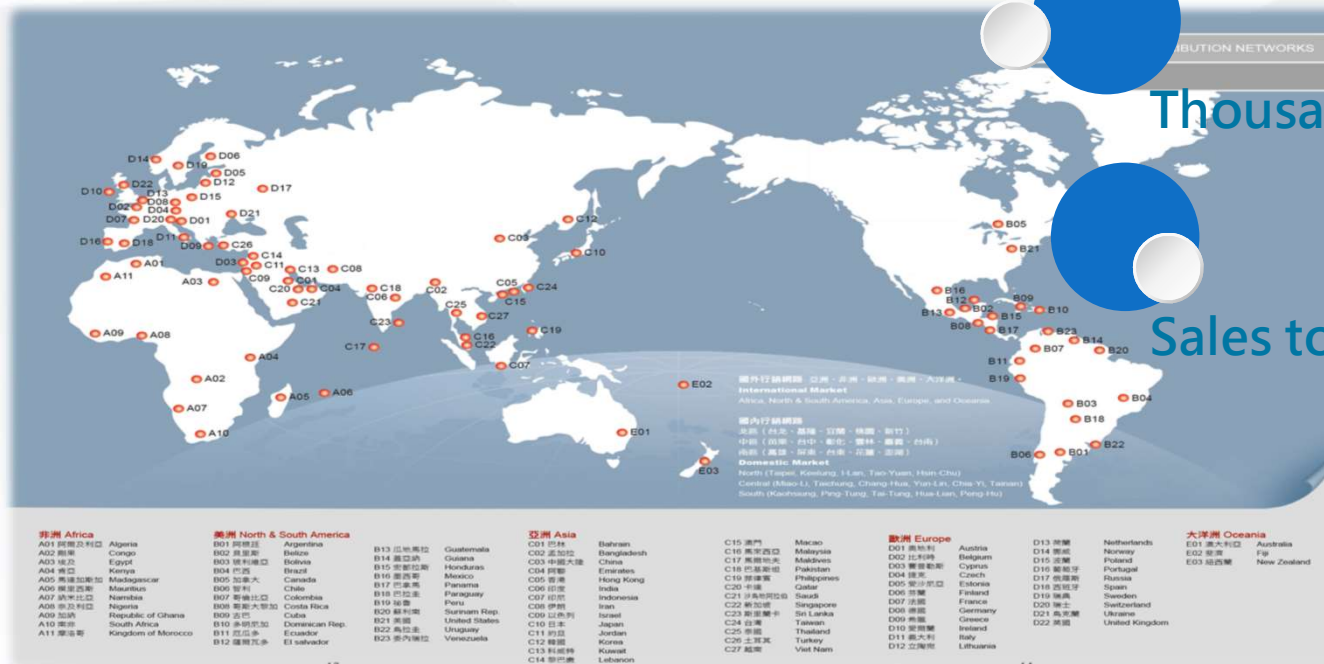
QUALITY CERTIFICATIONS

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).

COMPETITIVE ADVANTAGE

Comprehensive Sales Networks



Thousands of customers domestically

Sales to more than 100 countries globally



Thank you!!

NEXT Q&A