

彰源企業股份有限公司

FROCH ENTERPRISE CO., LTD.

行銷網路 DISTRIBUTION NETWORKS





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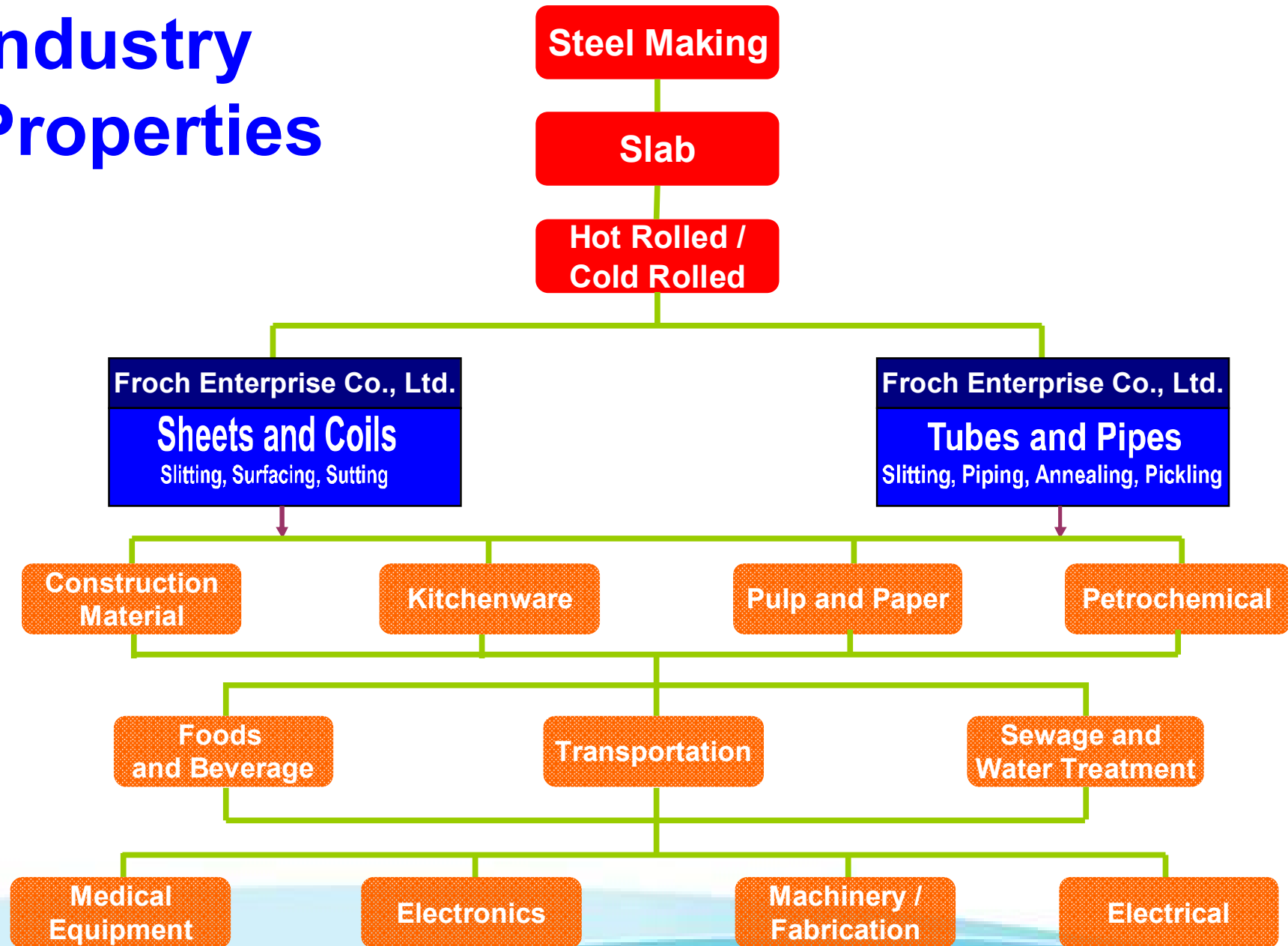
1. Company Profile
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1. Company Profile

- **Share Capital : NT\$2.86 billion**
- **Land Area : Taiwan 210,213m², China 250,583m²**
- **Number of Employees : Taiwan 637, China 270**
- **Main Products : Stainless Steel Tubes, Pipes, Sheets, and Coils**



Industry Properties



Main Products

◆ Industrial Pipes :

High quality Stainless Steel pipes for Heat Endurance, Corrosion Resistant, Pressure Endurance, etc.

Applications: Chemical, Pulp and Paper, Foods and Beverage, Sewage and Water Treatment industries, etc.

◆ Structural Tubes :

High quality Stainless Steel Round tubes, Square and Rectangular Tubes, shiny polished.

Applications: Furniture, Decorative Materials, Construction Materials, Transportations, etc.

◆ Sheets and Coils :

High quality stainless steel sheets, shiny polished.

Applications: Kitchenware, Furniture, Construction Materials, etc.





Stainless Steel Material



Industrial Pipes





Industrial Pipes





Structural Tubes





Structural Tubes





Sheets



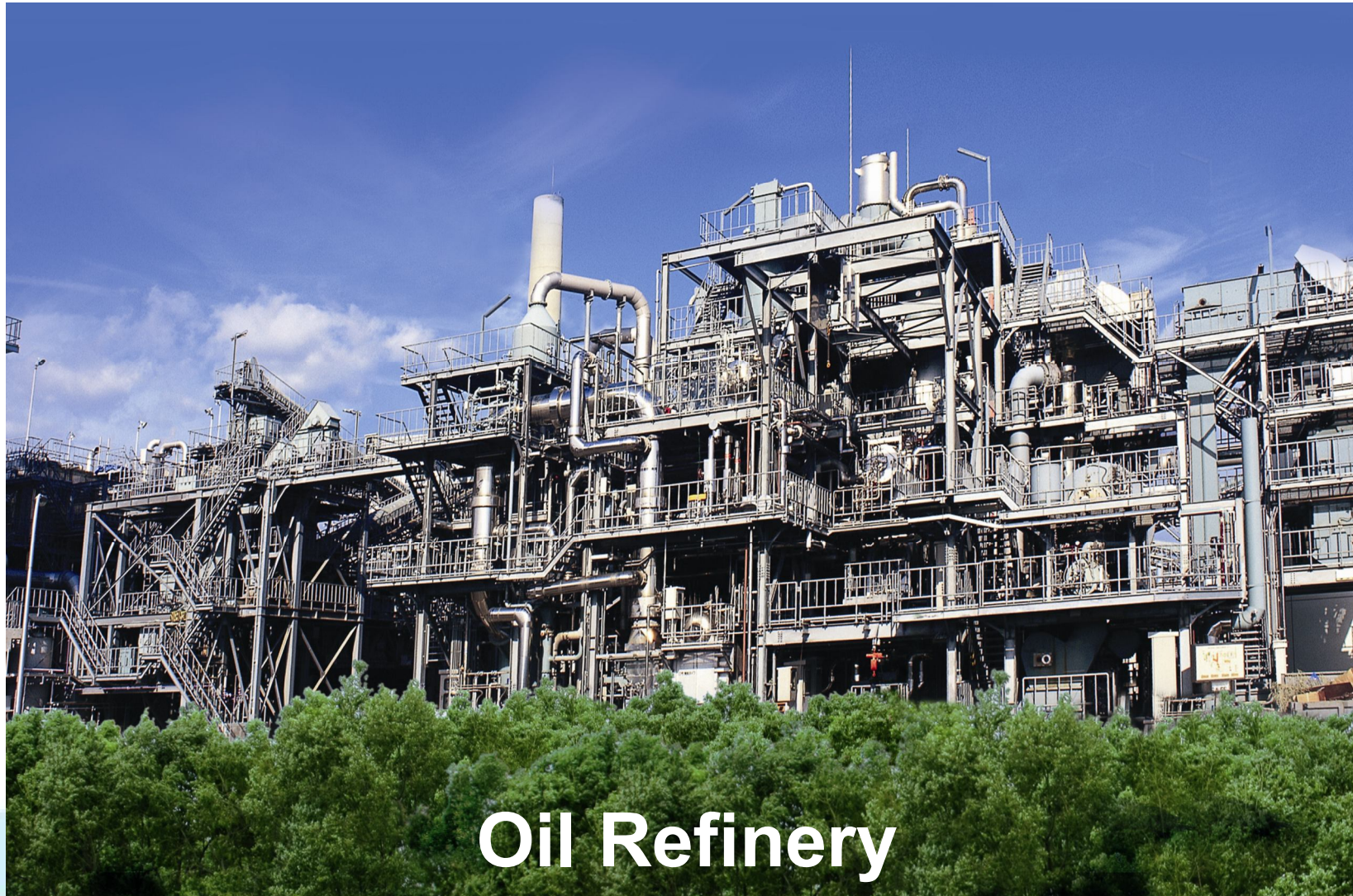


Sheets and Plates





Industrial Pipes - Applications





Industrial Pipes - Applications



Foods and Beverage



Petrochemical

Structural Tubes - Applications



Stair Handrail



Doors / Windows



Boiler



Stainless Steel Sheets and Coils - Applications



Escalators / Elevators

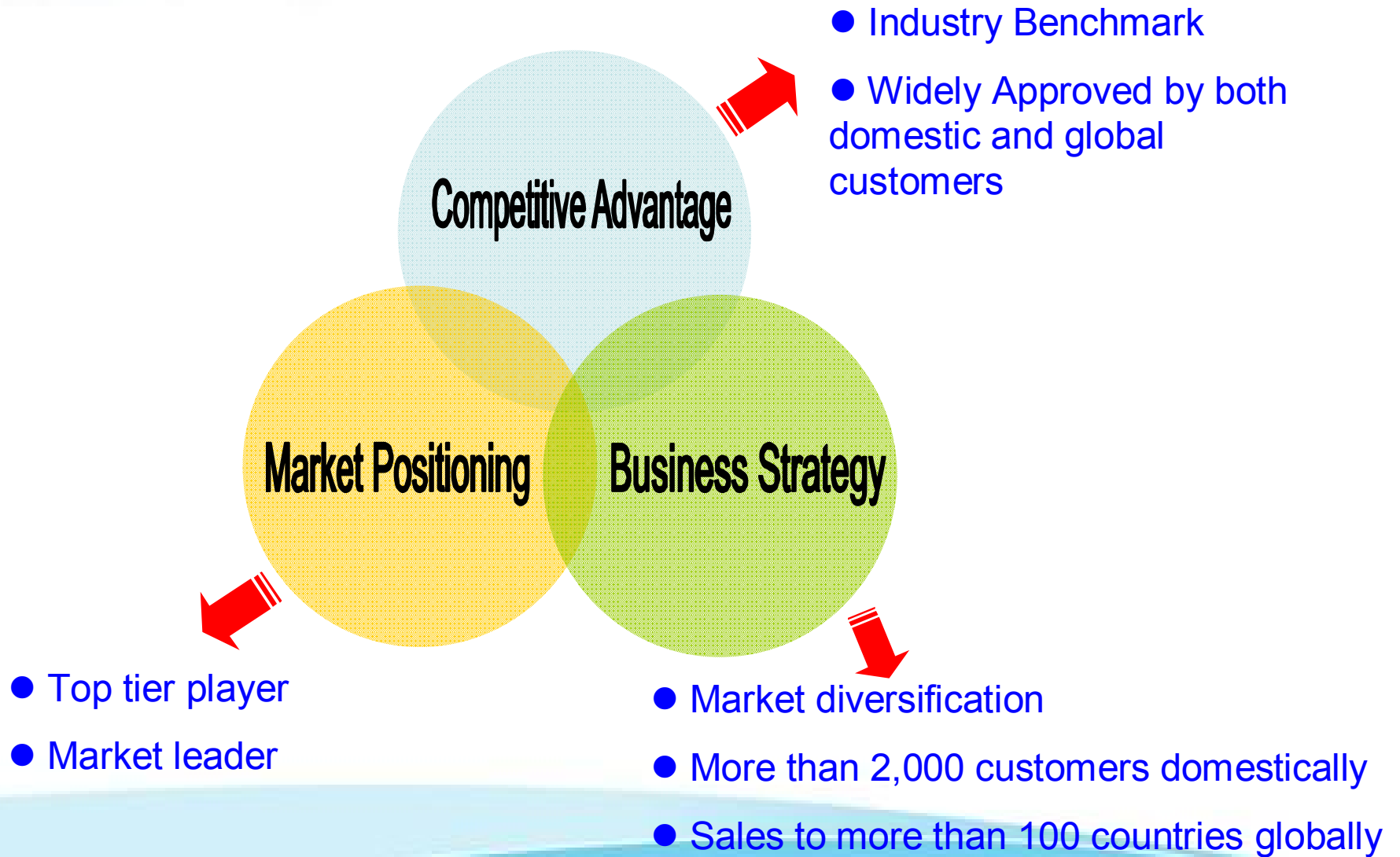
Stainless Steel Sheets and Coils - Applications



Skylight House



2. Operational Briefing

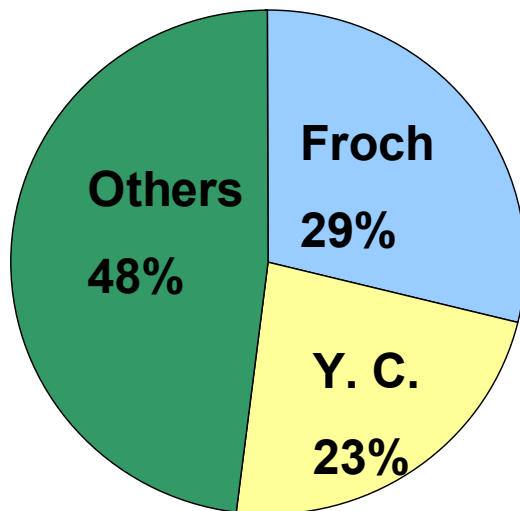




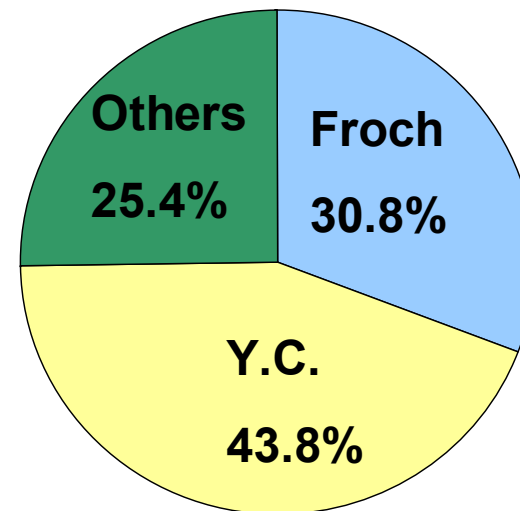
2. Operational Briefing - Year 2016

Stainless steel tube and pipe:

**Domestic Sales -
Taiwan Consumption**

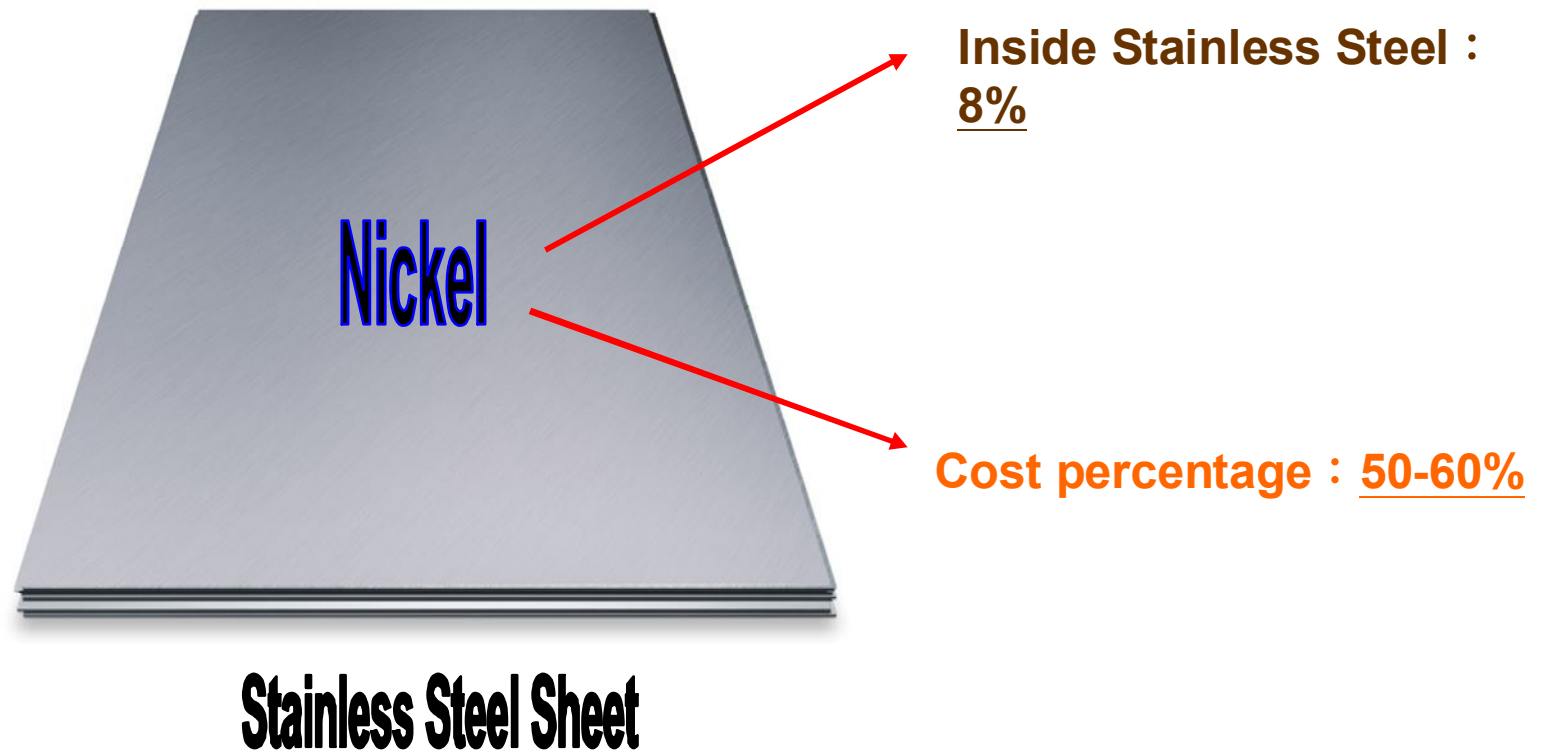


**Export Sales –
Taiwan Export Quantity**



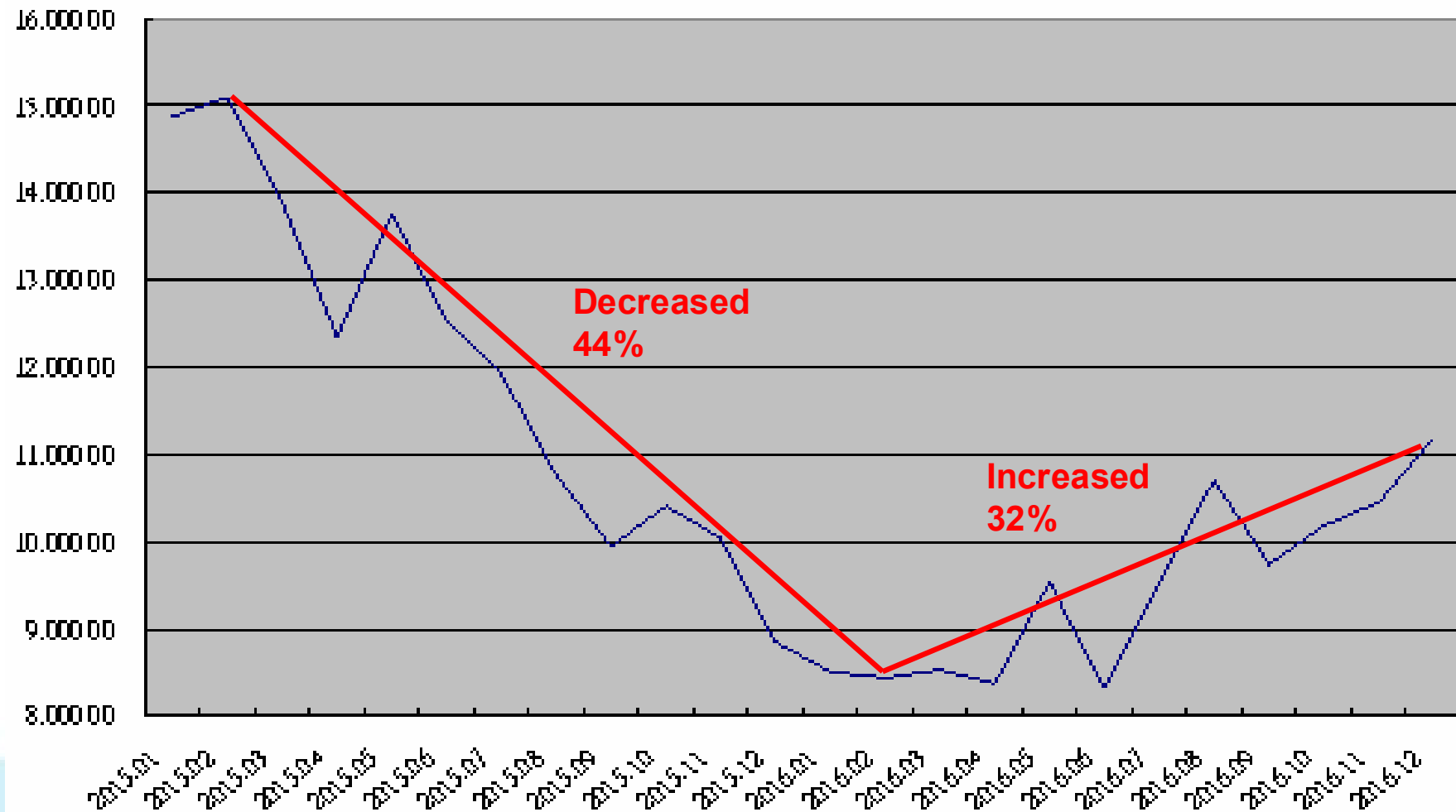


2. Operational Briefing - Cost



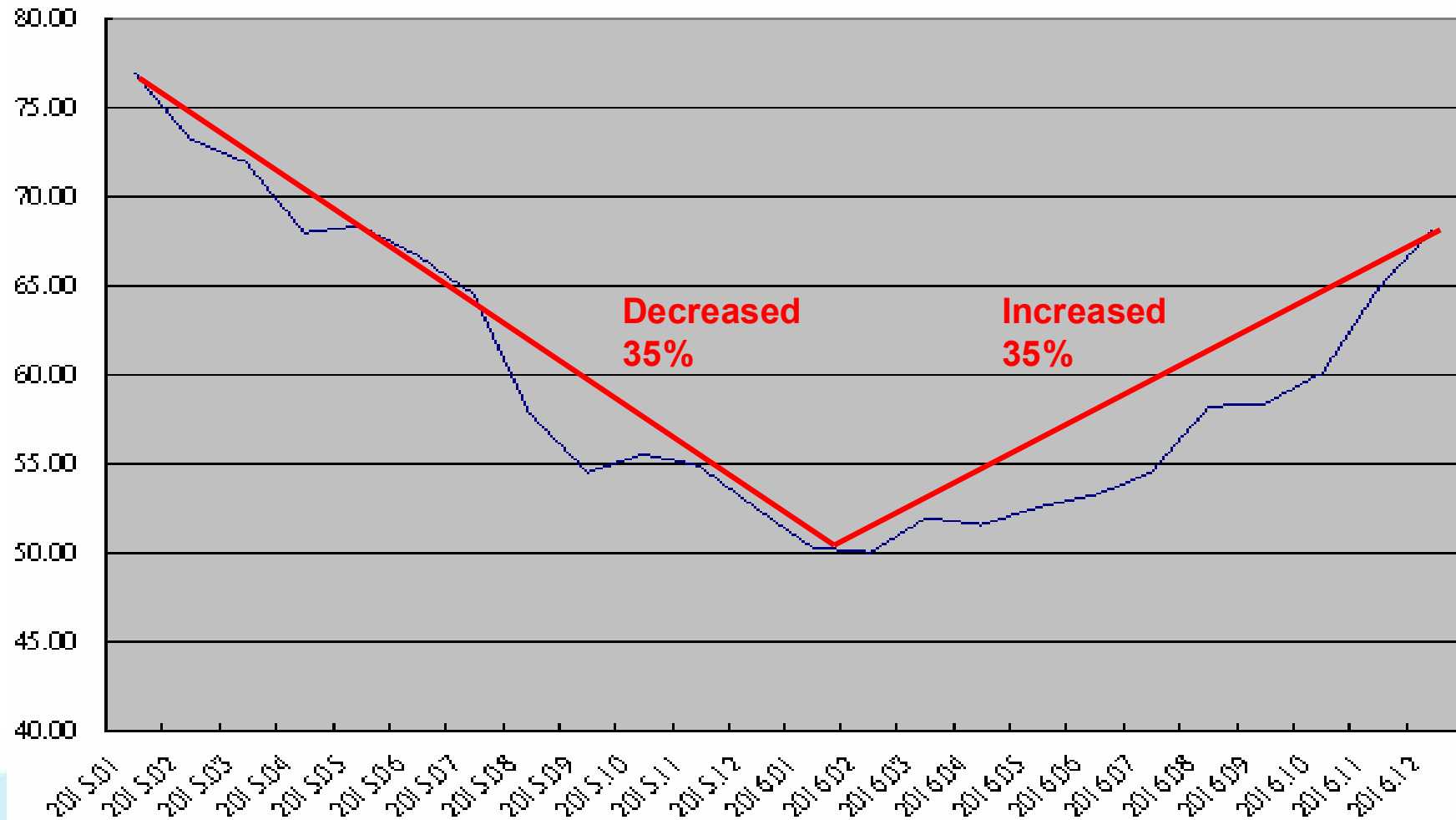
2. Operational Briefing – Last 2 Year Prices

Nickel Prices



2. Operational Briefing – Last 2 Year Prices

Product Prices

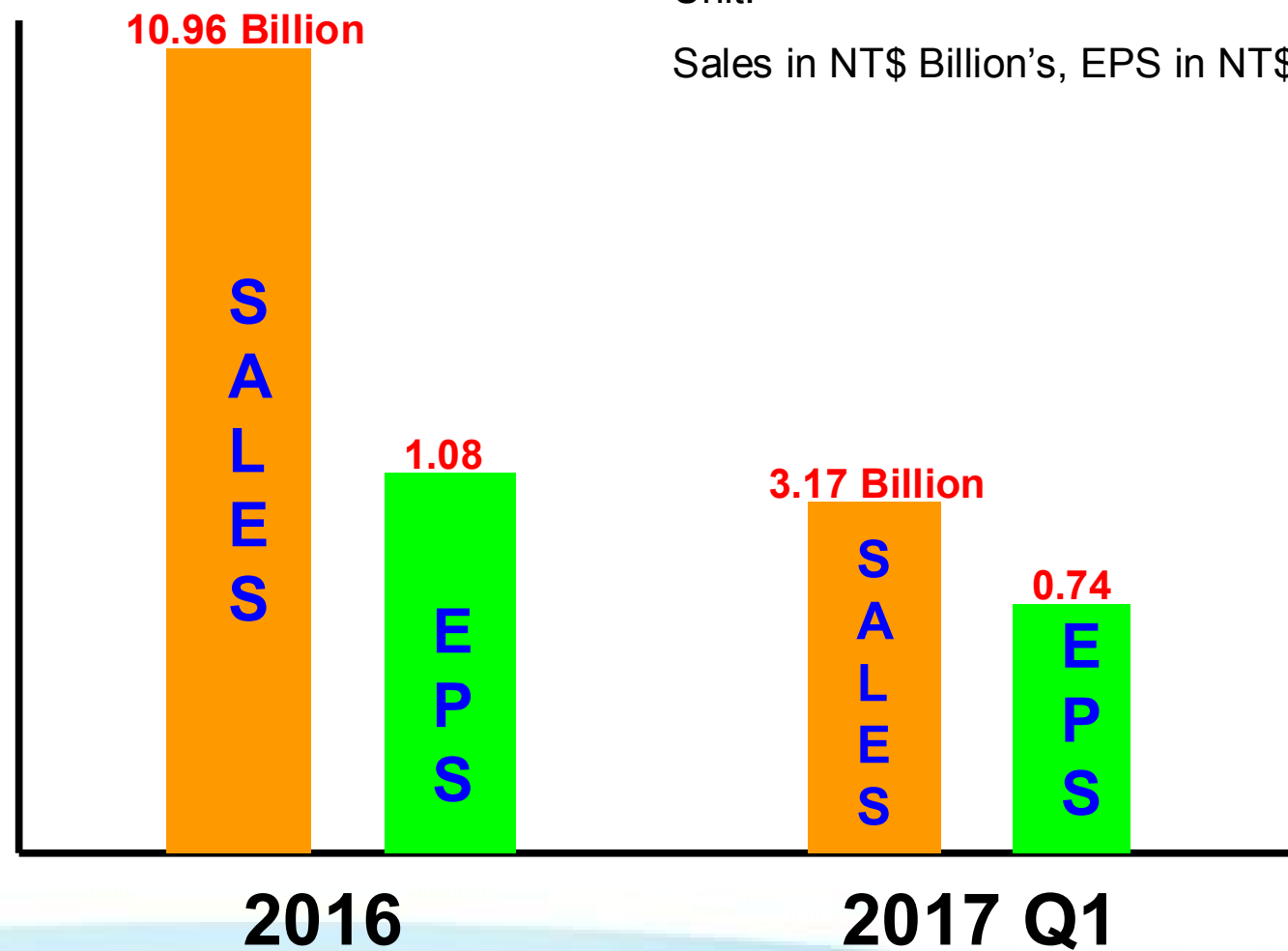




2. Combined Sales and Profit

Unit:

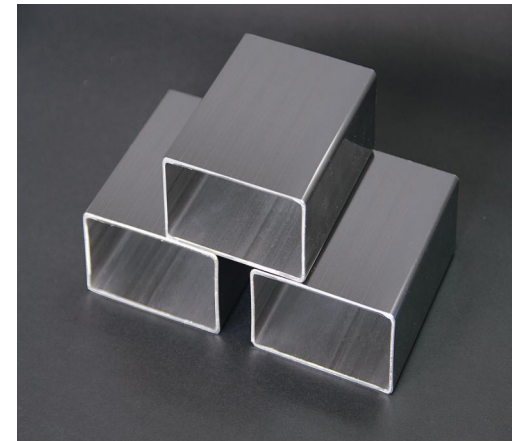
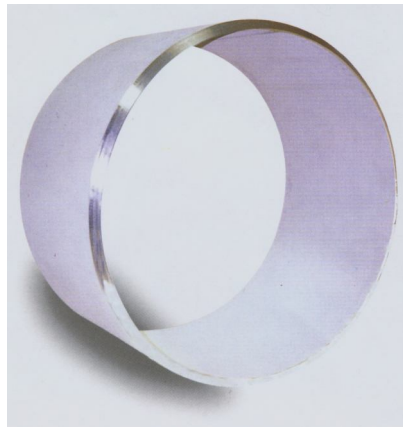
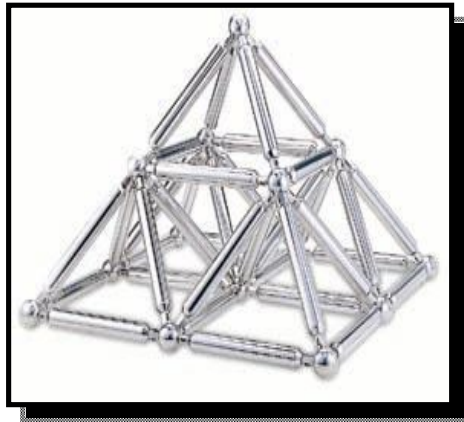
Sales in NT\$ Billion's, EPS in NT\$ Dollar's





3. Competitive Advantages

- **Comprehensive Product Range -**
Customers satisfied with One-Stop shopping.





3. Competitive Advantages

B. Leading Production Capabilities among the Industry -

- ◆ **First to be accredited with ISO-9001.**
- ◆ **Accredited with ISO-14001 by Lloyd's Register Quality Assurance in 1999.**
- ◆ **Quality Assurance Laboratory was approved by Taiwan Accreditation Foundation (TAF) in 2001.**
- ◆ **Accredited with JIS mark by Japan Quality Assurance Organization (JQA) in 2009.**



3. Competitive Advantages

C. Complementary Domestic Sales of 40% with Export Sales of 60%.

- **Worldwide clientele**
 - ◆ More than 2,000 customers domestically.
 - ◆ Sales to more than 100 countries globally.





4. Looking Forward

- **Expand High Value-added Products**
- **Expand Sales Channels and Sales Locations**
- **Maintain Market Leader Position by Increasing Market Share**



THANKS

