



上福全球科技(股)公司 6128

**General Plastic Industrial Co., Ltd.**

## Company Overview / Presentation

主講人

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上福全球科技股份有限公司  
General Plastic Industrial Co., Ltd.

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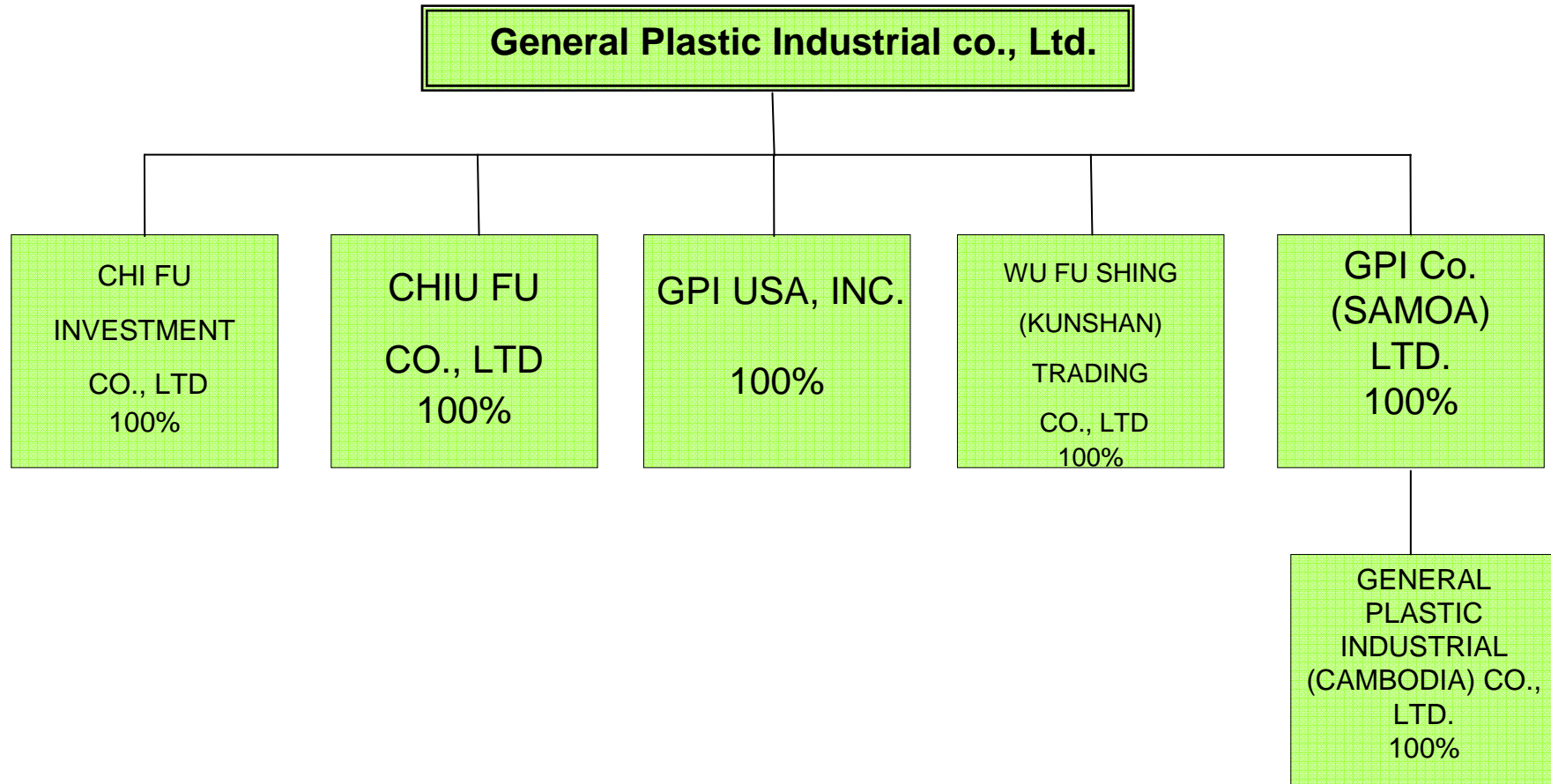


# 1. Company Profile

## History

- Company established as an industrial factory.
- Initialized the image business in producing toner cartridges for laser printers and copiers.
- Extended the development and production to precision gears for OPC drums
- Officially change name to General Plastic Industrial co., Ltd.
- Relocated HG and factory to 梧棲關連工業區, and listed on Taiwan OTC stock market
- Turned to publicly listed company, started to develop and produce cartridges for monochrome printers.
- Started to develop and produce cartridges for color printers and copiers™
- Created “CartridgeWeb” as the owned brand for distributing color printer cartridges
- Reinvested and started hotel business

# Affiliated Companies





## 2. Company Activities and Products

### Operation Groups

Image consumables

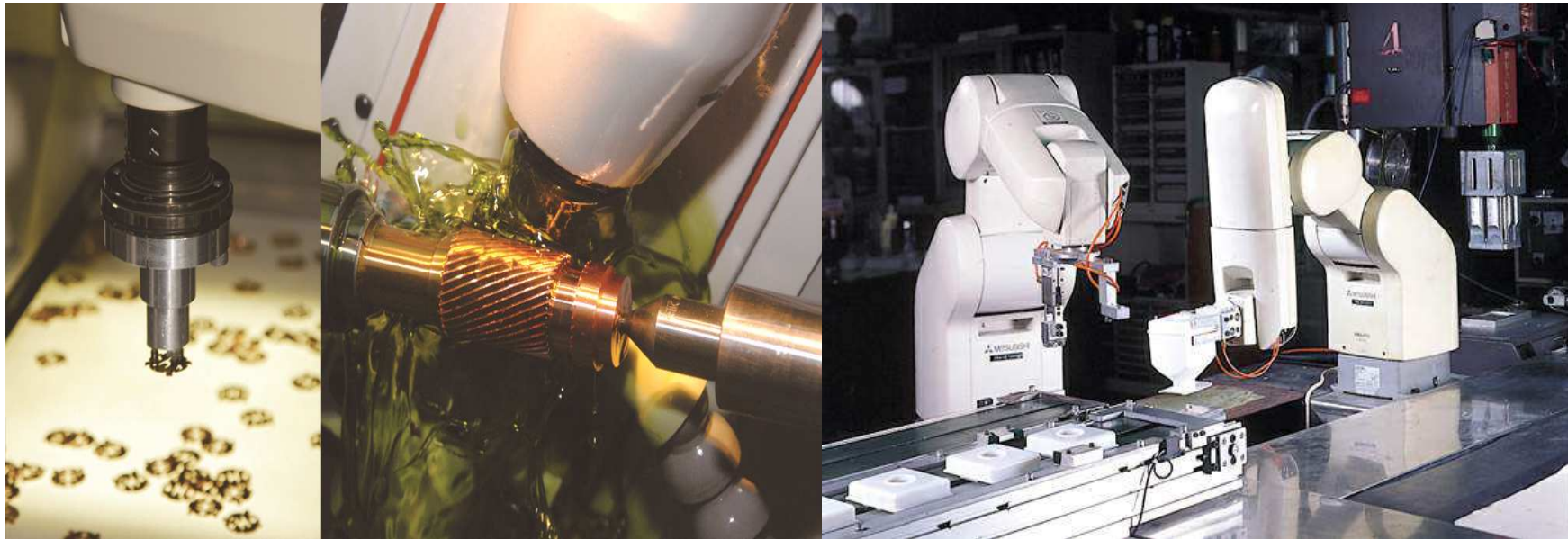


Hotel



# Image Consumables – Product Advantage

- Patent Technology
- Technology In Vertical and Horizontal Integration
- Diversification In Product Range
- One-Stop-Shop For Customer Demands.



# Image Consumables – Main products (A)

Monochrome copier cartridges



Monochrome printer cartridges



Precision gears for OPC drums





# Image Consumables – Main products (B)

Color copier cartridges

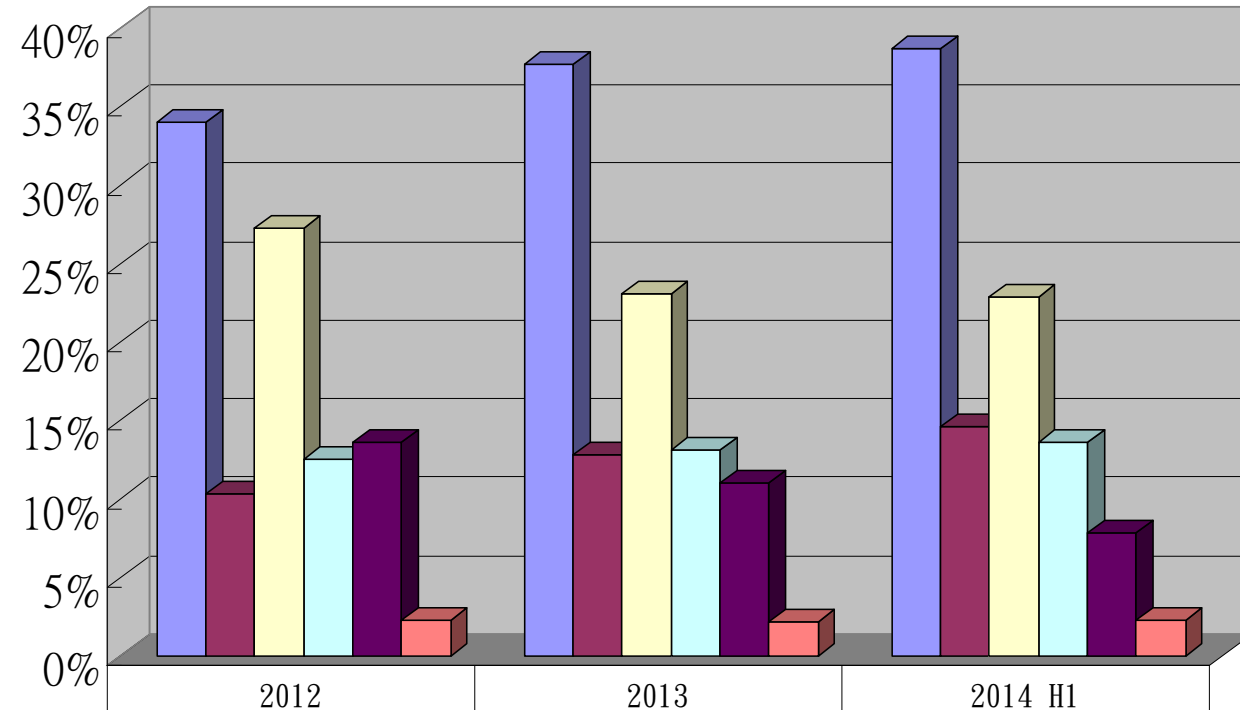


Color printer cartridges





## Image Consumables – Proportion of Business Turnover



Color copier cartridges	34%	38%	39%
Color printer cartridges	10%	13%	15%
Monochrome copier cartridges	27%	23%	23%
Monochrome printer cartridges	13%	13%	14%
Precision gears for OPC drums	14%	11%	8%
Other	2%	2%	2%

# Hotel business – Taichung Harbor Hotel

200 Guest Rooms



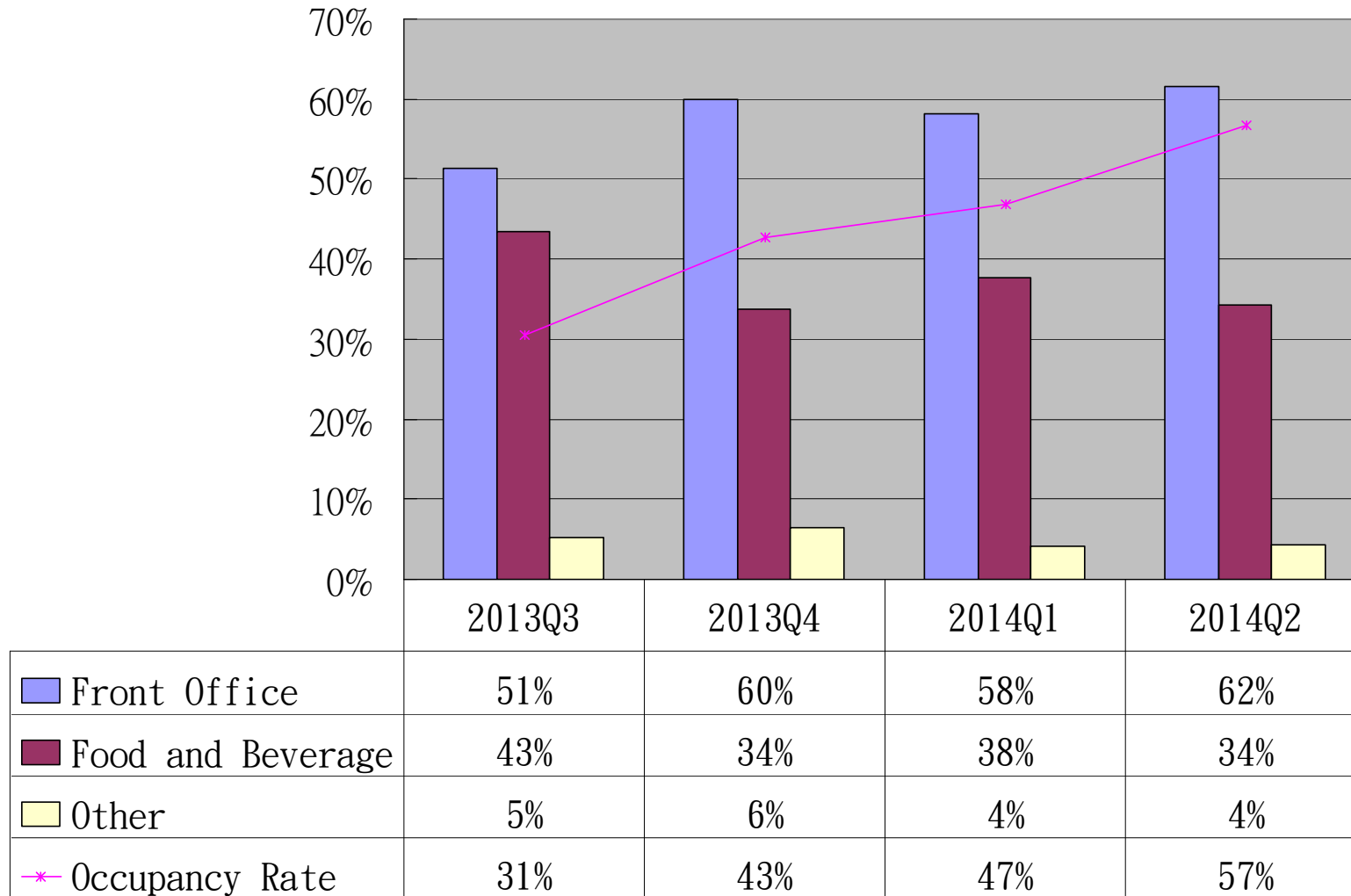
The Gladden Restaurant



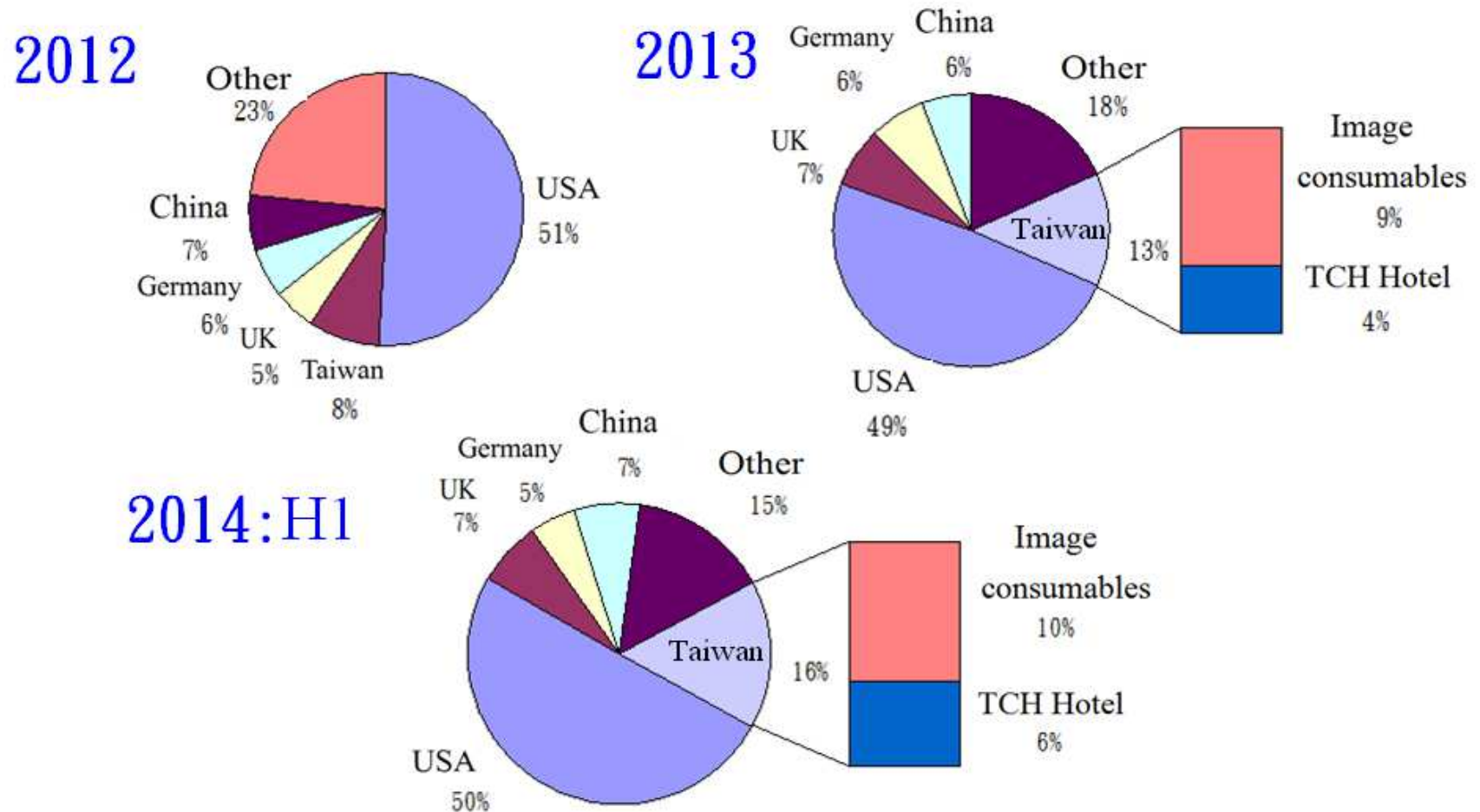
Japanese Restaurant



## Hotel business– Proportion of Business Turnover



## Consolidated Revenue – Proportion in Regions





# 3. Achievement



# Consolidated Balance Sheet

In Thousands of New Taiwan Dollars

	2012		2013		June 30, 2014	
	Amount	%	Amount	%	Amount	%
Current Assets	640,081	30	844,458	32	891,150	25
Non-Current Assets	1,525,025	70	1,817,608	68	2,679,406	75
Total Assets	2,165,106	100	2,662,066	100	3,570,556	100
Current Liabilities	475,329	22	585,303	22	1,558,420	43
Non-Current Liabilities	99,531	5	422,803	16	422,464	12
Total Liabilities	574,860	27	1,008,106	38	1,980,884	55
Common Stock	910,887	42	910,887	34	910,887	26
Additional Paid-In Capital	244,632	11	240,357	9	240,357	7
Retained Earnings	482,881	22	505,217	19	440,789	12
Total Equity	1,590,246	73	1,653,960	62	1,589,672	45

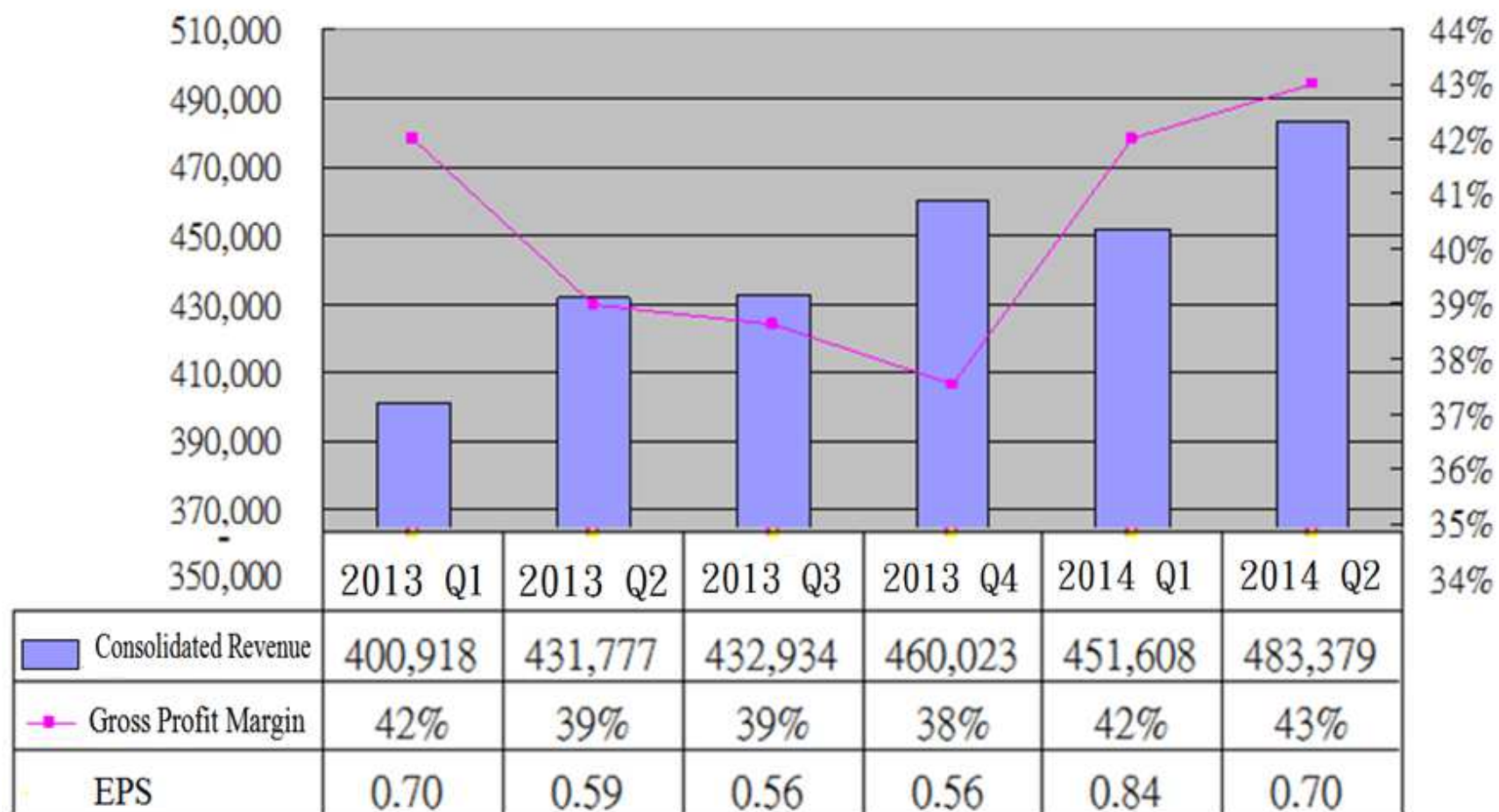
# Consolidated Income Statement Achievement

In Thousands of New Taiwan Dollars

	2012		2013		June 30, 2014	
	Amount	%	Amount	%	Amount	%
Net Sales	1,419,529	100	1,725,652	100	934,987	100
Cost Of Sales	(829,417)	(58)	(1,048,360)	(61)	(532,560)	(57)
Gross Profit	590,112	42	677,292	39	402,427	43
Operating Expenses						
Selling and marketing	(157,886)	(11)	(193,960)	(11)	(109,715)	(12)
Management and administrative	(108,810)	(8)	(140,150)	(8)	(73,968)	(8)
Research and development	(68,247)	(5)	(72,818)	(4)	(41,768)	(4)
Total Operating Expenses	(334,943)	(24)	(406,928)	(23)	(225,451)	(24)
Operating Income	255,148	18	271,019	16	175,951	19
Total Non-Operating Income and Expenses	(7,286)	-	9,945	1	(4,221)	(1)
Pre-Tax Income	247,862	18	280,964	17	171,730	18
Net Income	196,092	14	219,734	13	140,521	15
Earnings Per Share	2.15		2.41		1.54	

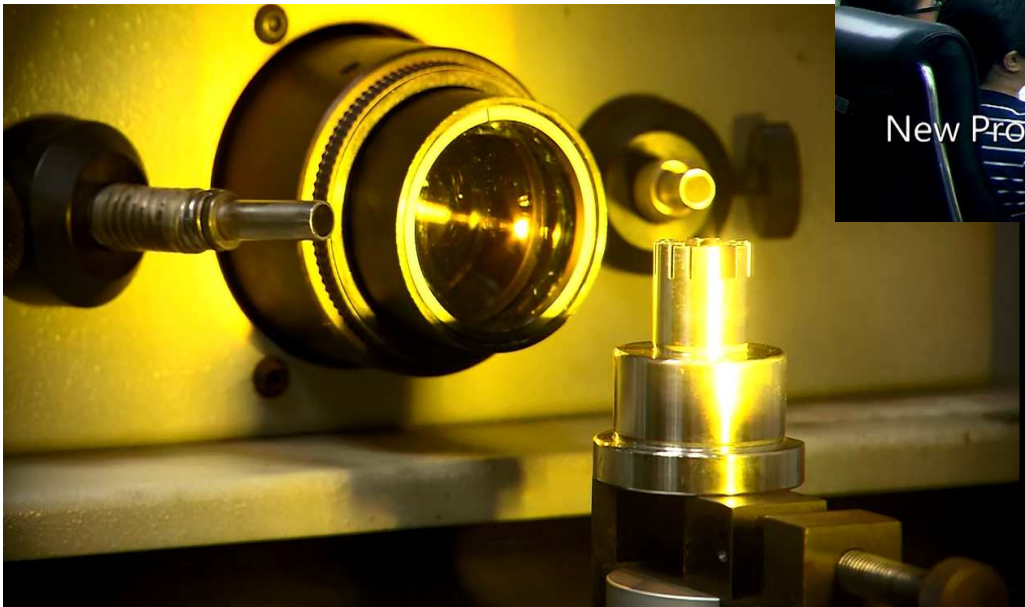
# Consolidated Revenue / Gross Profit Margin / EPS

In Thousands of New Taiwan Dollars





# 4. Strategy and Prospect

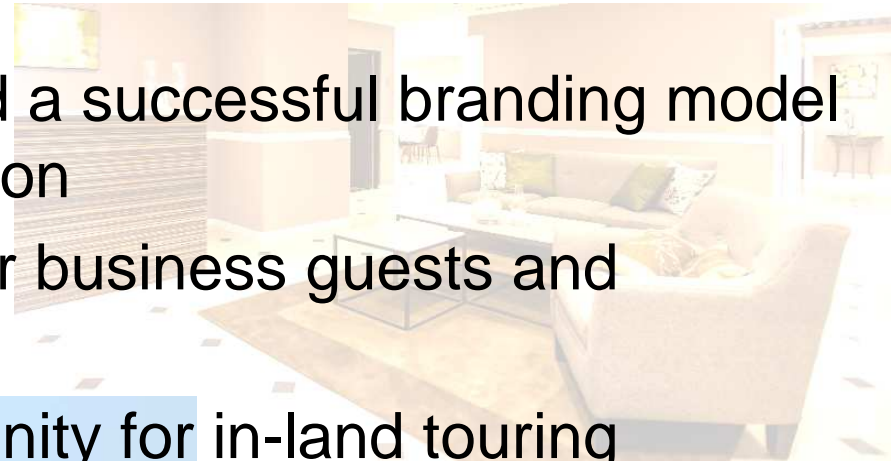


# Strategy – Image consumables

- Compete with OEM products, gain market share among OEM's territory
- Consolidate self position in high-end market by satisfying high-end users with quality products.
- Focus on dealer-systemed market which demands specialized maintenance and service
- Independent research and development, break through OEM patents and re-apply our own patents
- Enhance ability in developing chips, to accelerate the launching of new products for marketing.
- Optimize our brand effect, make our market segmentation differing from low-end / low-pricing products
- Customized service to firm the partnership and the loyalty with customers
- Establish production base in cost-efficient region to improve competitiveness in marketing.
- Utilize the benefit in China supplier chain, to accelerate the new products releasing, and further to intensify market influence

# Strategy – Hotel business

- Establish the benchmark and a successful branding model among Taichung Harbor region
- Provide integrated service for business guests and contract guests
- Seek for commercial opportunity for in-land touring
- Endeavor to matching the demands for activities of religious, medical care or self-service trip
- Match with local government's promotion for in-depth tour and extension activity
- Seeking exquisite aesthetic from delicate food, elegant environment and distinguished service



# Participate in World Expo

- **General Plastic Industrial co., Ltd**

- Dubai exhibition (Gitex Technology Week) 2014 October 12 – 16
- Zhuhai exhibition (Re-China Expo) 2014 October 16-18
- German exhibition (PaperWorld Expo) 2015 January 31 – February 3
- American exhibition (i-Text Expo) 2015 March 10-12
- Brazil exhibition  
(Reciclamais South American Expo) 2015 August

- **Taichung Harbor Hotel**

- Taichung tourist hotel association co-marketing activity  
2014 October 17- November 16
- Taipei international travel fair 2014 November 7-10
- Taichung international travel fair 2014 November 28- December 1
- Taipei Tourism Expo(TTE) 2015 May



# Q & A



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