

**Together,
We Are Stronger**

KATUN GPI



KATUN & **Cartridge Web™**
alternative solution for imaging supplies

General Plastic Industrial Co., Ltd.

6128

Investor Conference
Executive Vice President
Steven Huang
2022.11.22



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GPI CO., LTD.

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Tourist Hotel Department - Taichung Harbor Hotel

- The first and only four-star★★★★ international tourist and business hotel at the central Taiwan coastline.
- Maximized housing services, stable high-margin business travelers and domestic individual tourists
- Significant growth in the occupancy range and the average Room Rate have increased profitability
- Steady growth in 2022 sales revenues.



台中港酒店
TAICHUNG HARBOR HOTEL

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Imaging Consumables Department Main Product Lines



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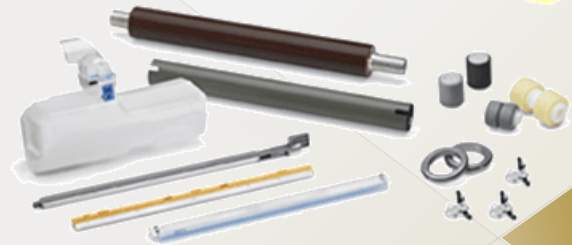
Printer Toner Cartridge



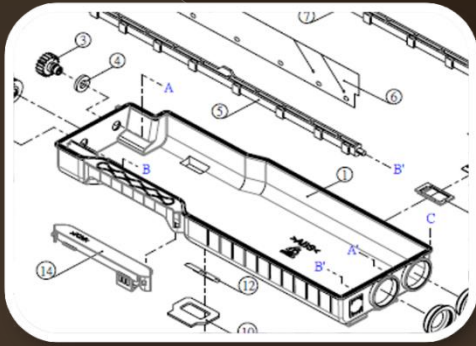
Copier Toner Cartridge



Parts



GPI Production Process



R&D



Assembly



Toner Filling



Packaging

100%
NEW
COMPATIBLE
Toner Cartridge





General Plastic Industrial Co., Ltd.



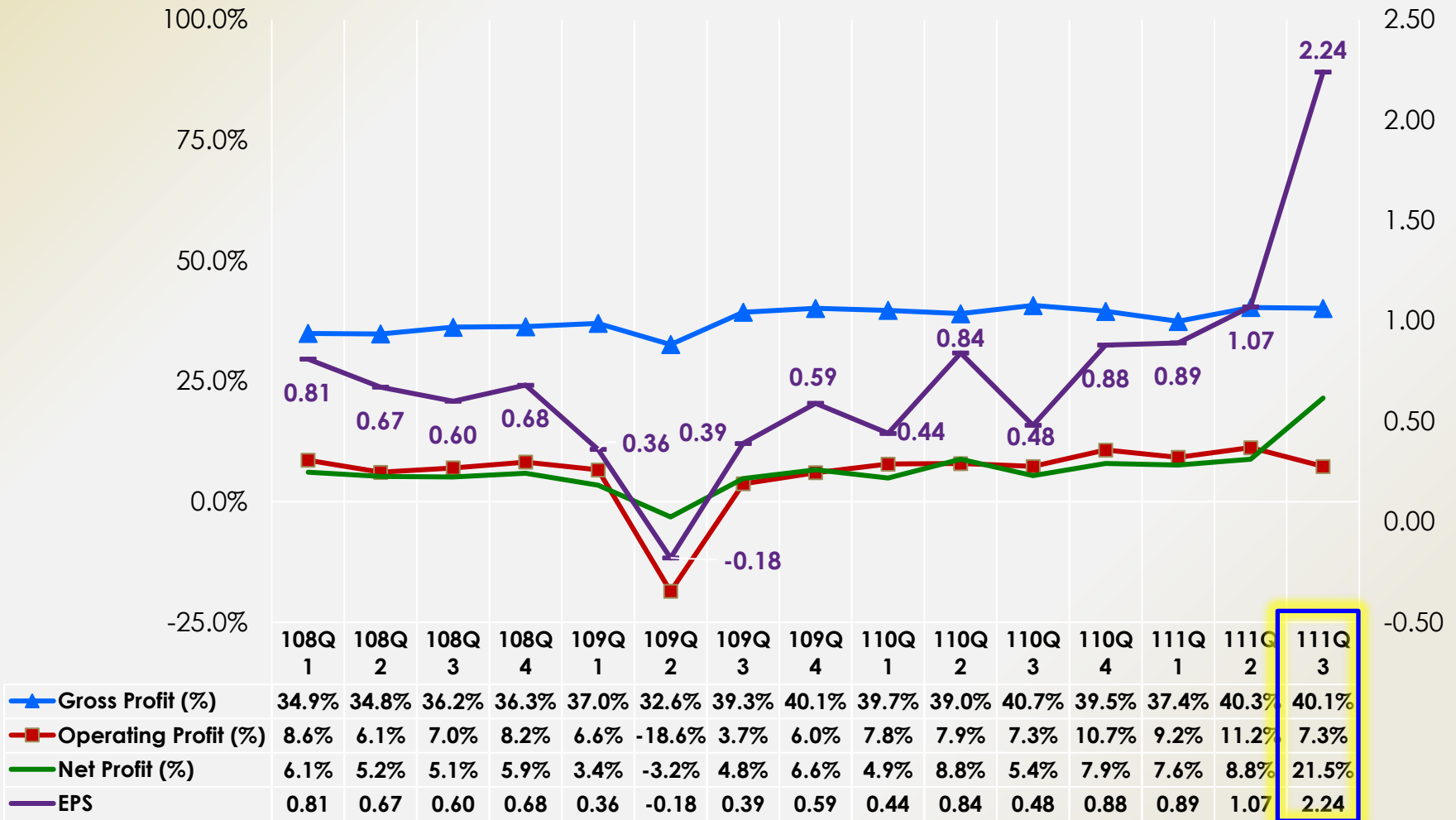
Unmatched Global Footprints

Global Logistics of GPI & KATUN



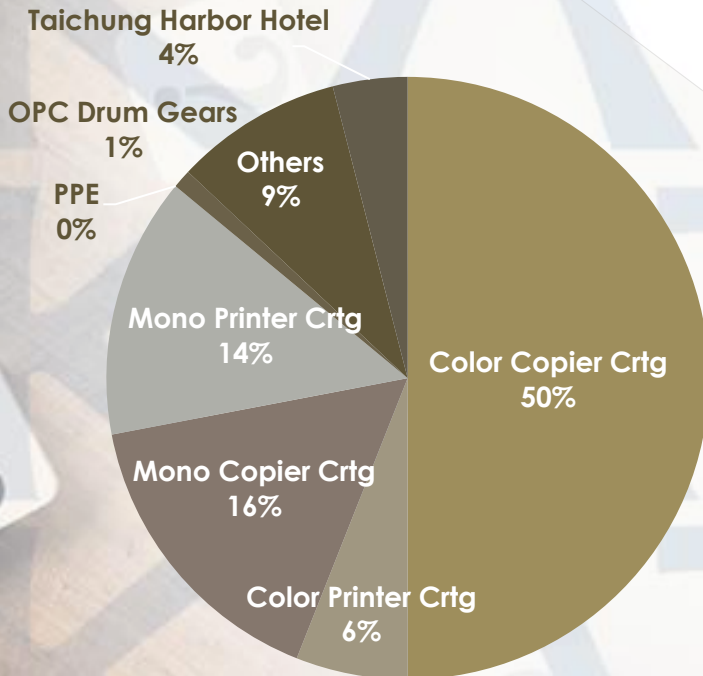
Note : Katun has 3PL sites in North America and Brazil to leverage its efficiency

Gross Profit, Income & EPS

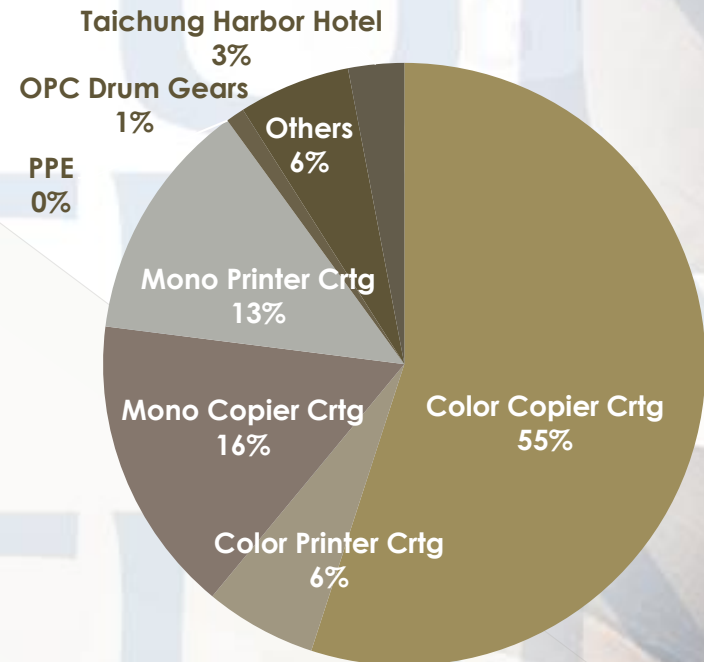


Proportion of Consolidated Sales

2021



2022 Q1-Q3





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2021 Area Proportion of Group Sales

Region	Country	% of Total Revenue
EAME	Netherlands	17.40%
EAME	Italy	10.93%
EAME	France	8.99%
EAME	U.K. Ireland	8.36%
EAME	Germany	8.27%
EAME	Spain	5.60%
EAME Total		59.55%

Region	Country	% of Total Revenue
NABU	USA	18.34%
LABU	Mexico	7.09%
LABU	Brazil	3.58%
America Total		29.01%
ASIA	Taiwan	4.42%
ASIA	Japan	0.44%
ASIA	China	0.43%
ASIA	Other Countries	6.15%
Asia Total		11.44%

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GPI 2022 Retrospect (1/2)

- ◎ Price adjustment in cope with the soaring cost of raw material and freight to maintain gross and net profit
- ◎ Flexible cost control in response to market dynamics and material shortage
- ◎ Overall sales in 2022 recovered to the pre-pandemic level roughly.
- ◎ Flexible but reasonable pricing strategy to ensure a balanced competition among Katun and GPI's direct customers
- ◎ Exchange rate fluctuation: strong USD favored GPI but weak EUR disfavored Katun



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GPI 2022 Retrospect (2/2)

- ◎ Additional support from the land sale in Cambodia
- ◎ Continuous penetration into niche markets valuing patents and quality. Persistence in brand differences and after-sales service to consolidate customer relationship.
- ◎ While others were heavily affected by the pandemic, Taichung Harbor Hotel was one of the few star-rated hotels that grew against the wind and made a profit.
- ◎ Steady customer sources with the support of offshore wind power projects and the outlet mall contributed to the increasing occupancy rate, revenue, and profit.
- ◎ The only star-rated and reputational hotel in the coastal area of middle Taiwan

2023 Prospect

- ⦿ **Cost and expense control and the recovering sales in regions will keep the momentum of 2022 towards 2023.**
- ⦿ **The green opportunity of recycled plastic materials as a diverse product choice for customers**
- ⦿ **The construction of the new operation center is in full flow which leads to the synergy of R&D, procurement, logistics, and so on.**
- ⦿ **Vision to pioneer in the aftermarket of laser toner. To seek for higher market share and the opportunity to collaborate with OEM**
- ⦿ **A more stable international freight and flexible adjustment of container loading support sales to satisfy customers' needs.**

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Q & A



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THANK YOU



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