

Caesar 2021 Vision

December 7th, 2021



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- **Review of Caesar 2020**
- **COVID-19 Impact in Vietnam Update**
- **2021 Sales Plan**
- **2021 Product Strategy**
- **Caesar 2021 Vision**

Review of Caesar 2020

Company Information

Headquarters

Caesar Sanitary Ware Taiwan

Founded

Dec 10, 1985

Number of
Employees

1,455

IPO

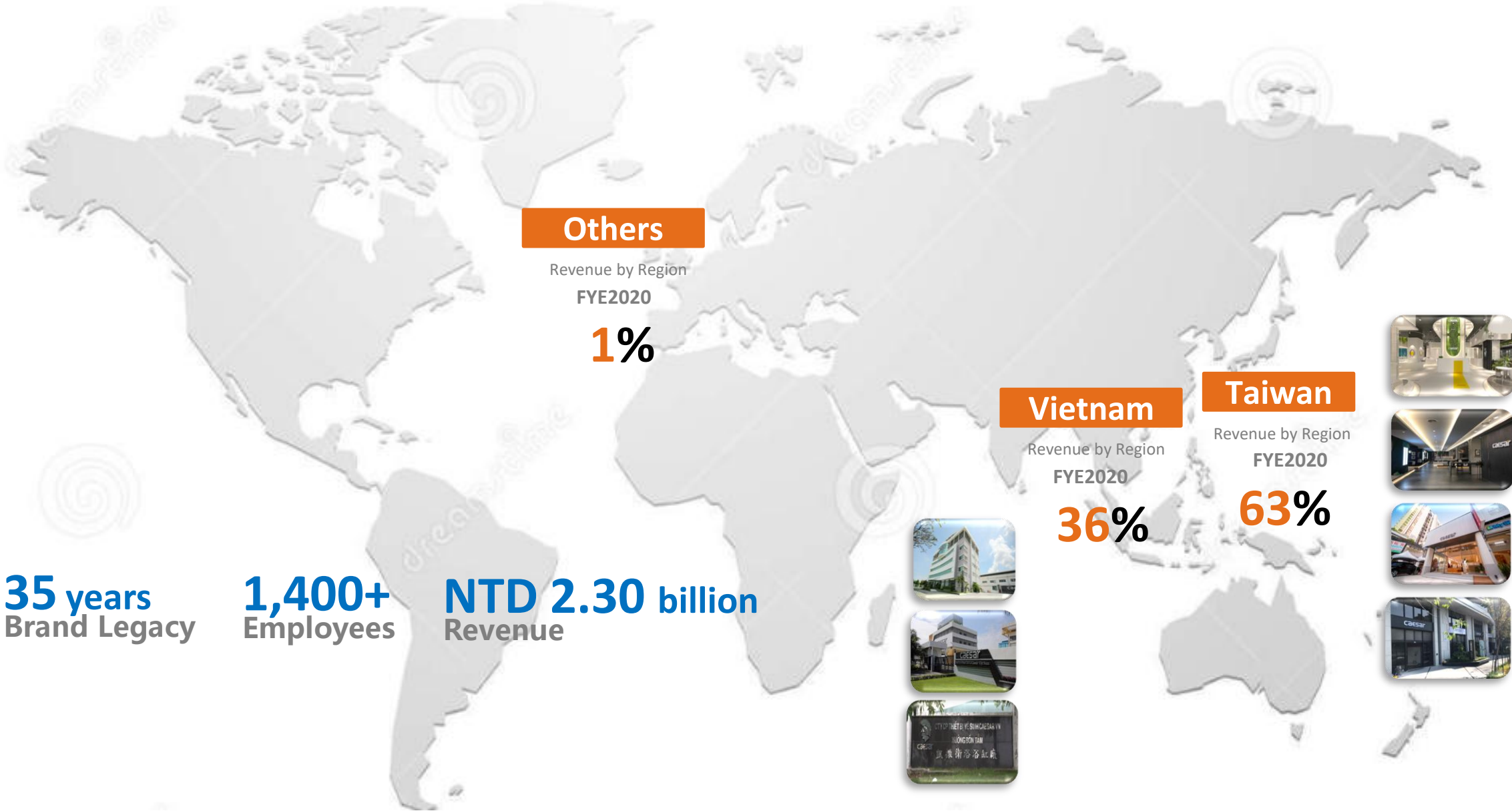
Oct 24, 2013 (TWSE : 1817)

ISO

ISO9001



Our Global Presence



Financial Results

(UNITS: In Thousands of New Taiwan Dollars)

		2021 Q1~Q3	%	2020 Q1~Q3	%
Financial Results	Operation Revenue	1,681,413	100	1,682,980	100
	Gross Profit	1,102,192	66	1,153,550	69
	Profit from Operations	579,221	34	529,430	31
	Income Before Income Tax	373,081	22	323,884	19
Profitability Ratio	Return on Equity	203,667	12	205,787	12
	Operating Income to Capital Stock	205,933	12	204,968	12
	Profit Before Tax to Capital Stock	8.35%		8.63%	
	Profit Margin	12.43%		12.53%	
	Earnings Per Share	37.68%		37.92%	

Financial Results

(UNITS: In Thousands of New Taiwan Dollars)

	Consolidated comprehensive income statements of past five years				
	FY2020	FY2019	FY2018	FY2017	FY2016
Operating Revenue	2,306,521	2,334,926	2,293,113	2,269,977	2,222,489
Debt to Total Assets	32.69%	33.02%	25.83%	23.51%	21.12%
Current Ratio	195.51%	180.86%	257.74%	319.64%	345.97%
Quick Ratio	80.12%	92.09%	115.29%	161.97%	203.16%
Return on Equity	12.91%	10.60%	15.35%	16.27%	16.06%
Profit Before Tax to Capital Stock	39.88%	33.82%	49.21%	47.09%	46.67%
EPS	3.04	2.48	3.50	3.58	3.40
Average stock price	31.18	36.92	39.94	39.37	38.44
P/E Ratio	10.26	14.89	11.41	11.00	11.31

*: 2013.10.24 IPO

COVID-19 Impact in Vietnam Update

COVID-19 Impact in Vietnam Update

全國今日新增**1萬3770**例新冠病例

2021年11月29日18:49

【本報消息】據衛生部今(29)日下午公佈，從昨日下午4時至今日下午4時，越南新增1萬3770例確診病例，其中1萬3758例是本土病例，12例是境外输入病例。累計全國新冠確診病例為122萬4110例。



衛生部要求加快疫苗接種進度

2021年12月6日09:00

【本報消息】衛生部表示，過去期間，衛生部已及時向各地方、單位分配新冠疫苗以開展接種。根據各地方、單位的綜合報告，至11月30日止，全國共接種逾1億2300萬劑疫苗。



全國今日新增**1萬3698**例新冠病例

2021年12月2日18:44

【本報消息】據衛生部今(2)日下午公佈，從昨日下午4時至今日下午4時，越南新增1萬3698例確診病例，其中1萬3677例是本土病例，21例是境外输入病例。累計全國新冠確診病例為126萬6288例。



逾**300**軍醫馳援南部各省防疫

2021年12月5日10:38

【本報消息】軍醫學院昨(4)日為逾300名幹部、學員支援第七與第九軍區防疫工作舉行出發儀式(見圖)。



全國今日新增**1萬4314**例

2021年12月5日19:34

【本報消息】衛生部今(5)日晚上公佈，從4日下午4時至5日下午4時，全國新增1萬4314例確診病例(與前一天相比增加319例)，其中2例是境外输入病例和1萬4312例是本土病例。同日，全國也有1711例康復出院。



流動醫療站須在**24**小時內 接近新冠確診者

2021年12月4日15:29

市人委會副主席楊英德日前就守德市、各郡、縣對在新冠肺炎治療單位和居家治療的新冠患者配合管理、組織照護頒行規制事宜簽訂了第4028號《決定》。



全國今日新增近**1萬4000**例確診

2021年12月4日20:11

【本報消息】據衛生部今(4)日消息稱，從本月3日下午4時至4日下午4時，我國新增1萬3998例新冠病例，其中有5例是境外输入病例和1萬3993例是本土病例(比前一天增加332例)，其中8402例是在社群中發現。



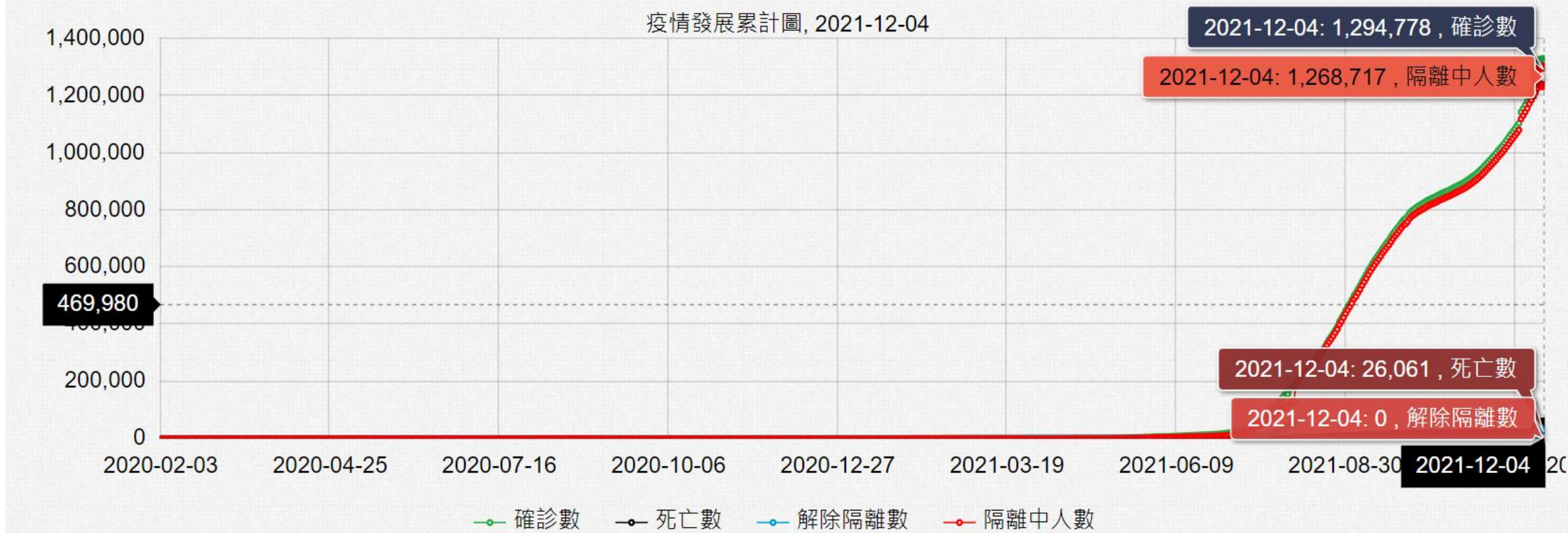
嚴密監控出現變異株國家乘客

2021年12月6日09:54

【本報消息】為主動應對及監控國內新冠肺炎疫情，同時防範新冠病毒變異株奧密克戎(Omicron)進入國內及蔓延的隱患，越南航空局要求航空部門的機關、單位按衛生部及交通運輸部的要求加強防疫措施。

COVID-19 Impact in Vietnam Update

VN/越南 COVID-19 疫情發展累計圖



Data source: <https://covid-19.nchc.org.tw/>

2021 Sales Plan

2021 Sales Plan-2021 sales target

Caesar Taiwan

UNIT: NTD

	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	YTD	Achieve rate
2021	132,077,970	85,688,426	148,821,191	128,919,756	128,126,262	134,655,952	127,918,916	134,587,341	115,653,667	1,136,449,481	69.23%
2020	88,840,946	91,637,649	125,811,285	120,288,037	110,982,630	136,886,379	126,042,403	127,633,675	123,230,068	1,051,353,072	72.41%
YoY	48.67%	-6.49%	18.29%	7.18%	15.45%	-1.63%	1.49%	5.45%	-6.15%	8.09%	

Caesar Vietnam

	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	YTD	NTD	Achieve rate
2021	94,646,677,635	34,384,751,405	93,952,517,798	94,567,582,352	95,497,603,546	102,578,411,851	71,104,415,781	49,188,242,465	44,433,557,062	680,353,759,895	829,699,707	52.60%
2020	57,211,396,608	59,735,106,048	91,877,634,256	106,054,085,488	87,713,581,026	75,878,033,544	92,821,754,570	79,668,547,423	85,446,515,361	736,406,654,324	898,056,896	63.74%
YoY	65.43%	-42.44%	2.26%	-10.83%	8.87%	35.19%	-23.40%	-38.26%	-48.00%	-7.61%		

2021 Sales Plan-2021 sales target

Caesar Taiwan

UNIT: NTD

	Q1	Gross Margin	Q2	Gross Margin	Q3	Gross Margin	YTD	Gross Margin
2021	125,508,030	34.24%	131,910,980	33.68%	125,104,710	33.08%	382,523,720	33.66%
2020	94,886,579	30.98%	116,654,426	31.69%	124,506,389	32.11%	336,047,394	31.96%
YoY	32.27%		13.08%		0.48%		13,83%	

Caesar Vietnam

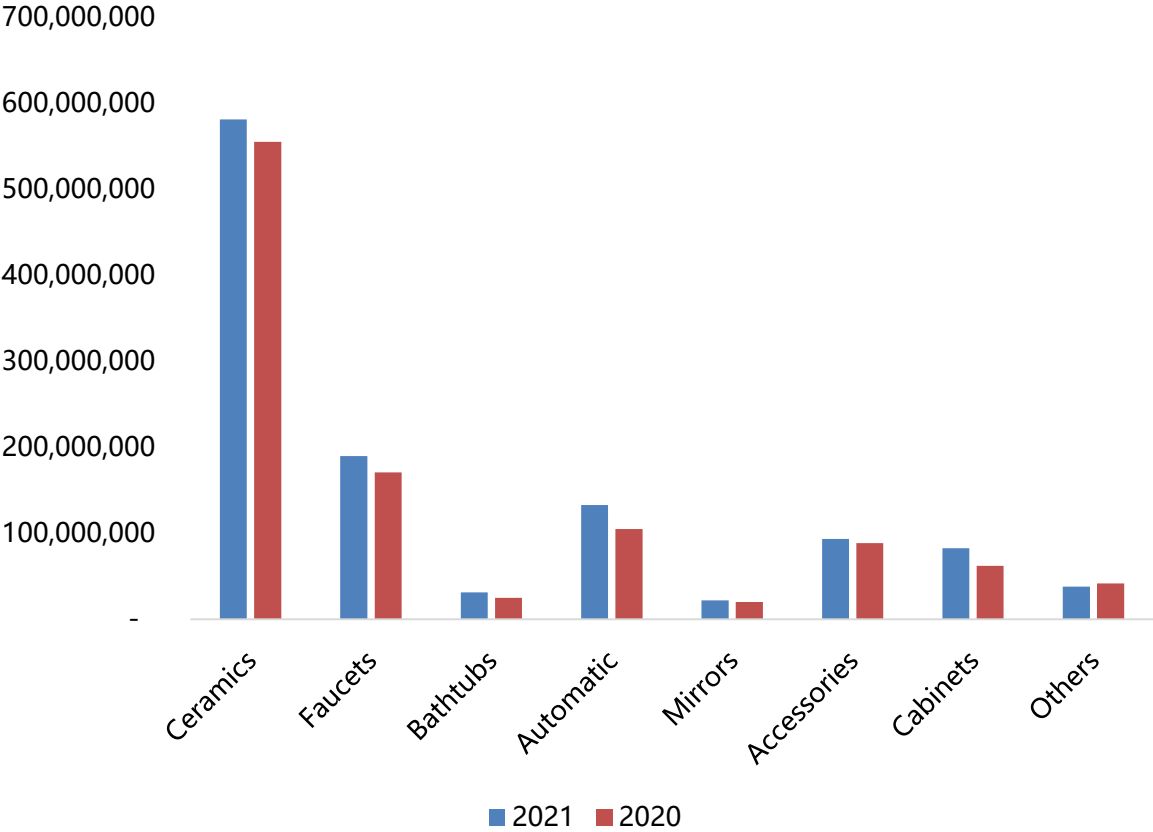
UNIT: VND

	Q1	Gross Margin	Q2	Gross Margin	Q3	Gross Margin	YTD	Gross Margin
2021	58,316,309,360	26.15%	75,728,469,882	25.88%	37,173,640,725	25.17%	171,218,419,967	25.17%
2020	41,624,899,097	19.93%	61,613,719,405	22.85%	69,354,530,497	23.44%	172,593,148,999	23.44%
YoY	40.10%		22.91%		-46.40%		-0.80%	

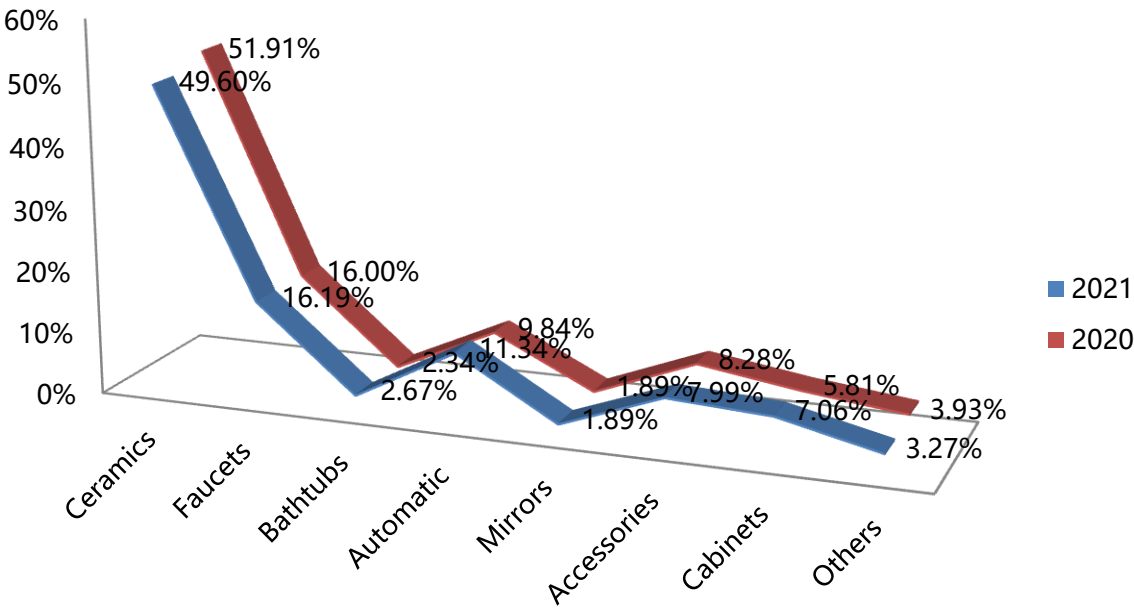
2021 Sales Plan-2021 sales target

Caesar Taiwan

Sales revenues by categories



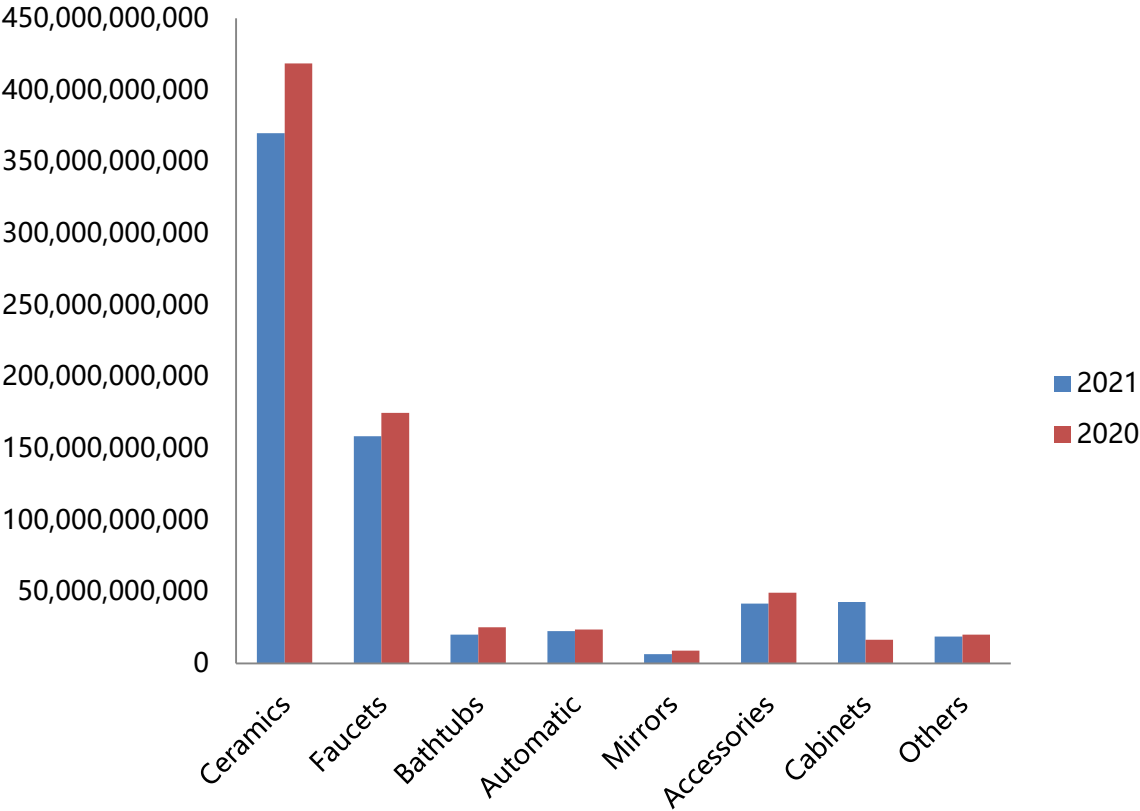
Sales(%) by categories



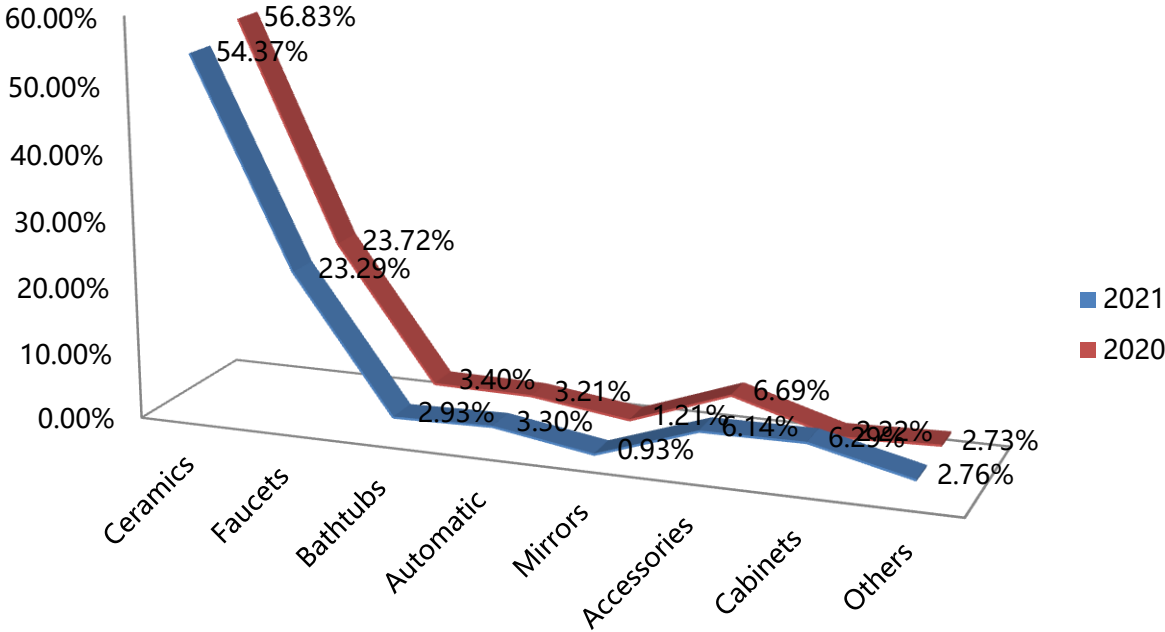
2021 Sales Plan-2021 sales target

Caesar Vietnam

Sales revenues by categories



Sales(%) by categories



2021 Product Strategy

2021 Product Strategy-CIUM

CIUM

- Clean
- Installation
- User friendly
- Maintenance



Stylish
Elegance

Provide high-quality and stylish products through ongoing research and development.

Value
Creation

Pursue customer satisfaction by exceeding expectations with our products and services.

Cross-
Alliance

Cross-industry collaboration: anti-bacterial faucets.

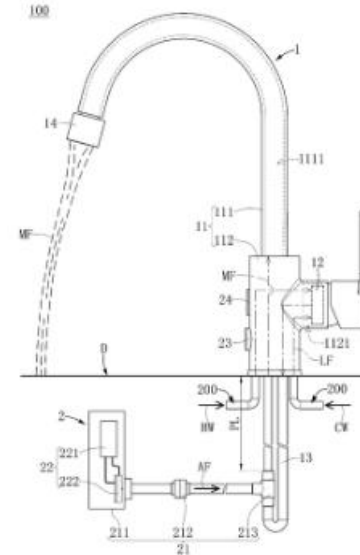
Eco/Tech

Protect the global environment by conserving finite natural resources and energy.

CIUM

CIUM oriented product development strategy

2021 Product Strategy- Anti-bacterial faucet 2022 year launch



- Patented technology
- Pure O2 origin
- No harm to skin
- No Ozone odors
- Remove Pesticides

I601694

(19)中華民國智慧財產局
(12)發明說明書公告本 (11)證書號數: TW I601694 B
(45)公告日: 中華民國 106 (2017) 年 10 月 11 日

(21)申請案號: 105117874 (22)申請日: 中華民國 105 (2016) 年 06 月 06 日
(51)Int. Cl.: C02F1/48 (2006.01)
(71)申請人: 拜普生醫科技股份有限公司 (中華民國) AMSALP BIOMEDICAL CO., LTD. (TW)
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(74)代理人: 邱珍元
(56)參考文獻:
TW M485001U CN 2279177Y
審查人員: 李明達
申請專利範圍項數: 10 項 圖式數: 10 共 26 頁

(54)名稱
電漿液產生裝置
PLASMA LIQUID GENERATING DEVICE
(57)摘要
本發明揭露一種電漿液產生裝置, 其包含一管體、一電漿產生模組、一流限元件以及一限位件。管體具有至少一進氣孔以及一流出出口。電漿產生模組設置於進氣孔旁並產生電漿。限流元件可拆卸地設置於管體中, 比進氣孔離流出口較遠。限位件可拆卸地設置於流出口, 限制限流元件之位置。
The present invention discloses a plasma liquid generating device including a tube, a plasma generation module, a flow limiting unit, and a position limiter. The tube has at least one air hole and a flow outlet. The plasma generation module is disposed next to the plurality of air holes and configured to generate plasma. The flow limiting unit is removably disposed in the tube where is farther than the air holes in respect to the flow outlet. The position limiter is removably disposed at the flow outlet to confine the position of the flow limiting unit.

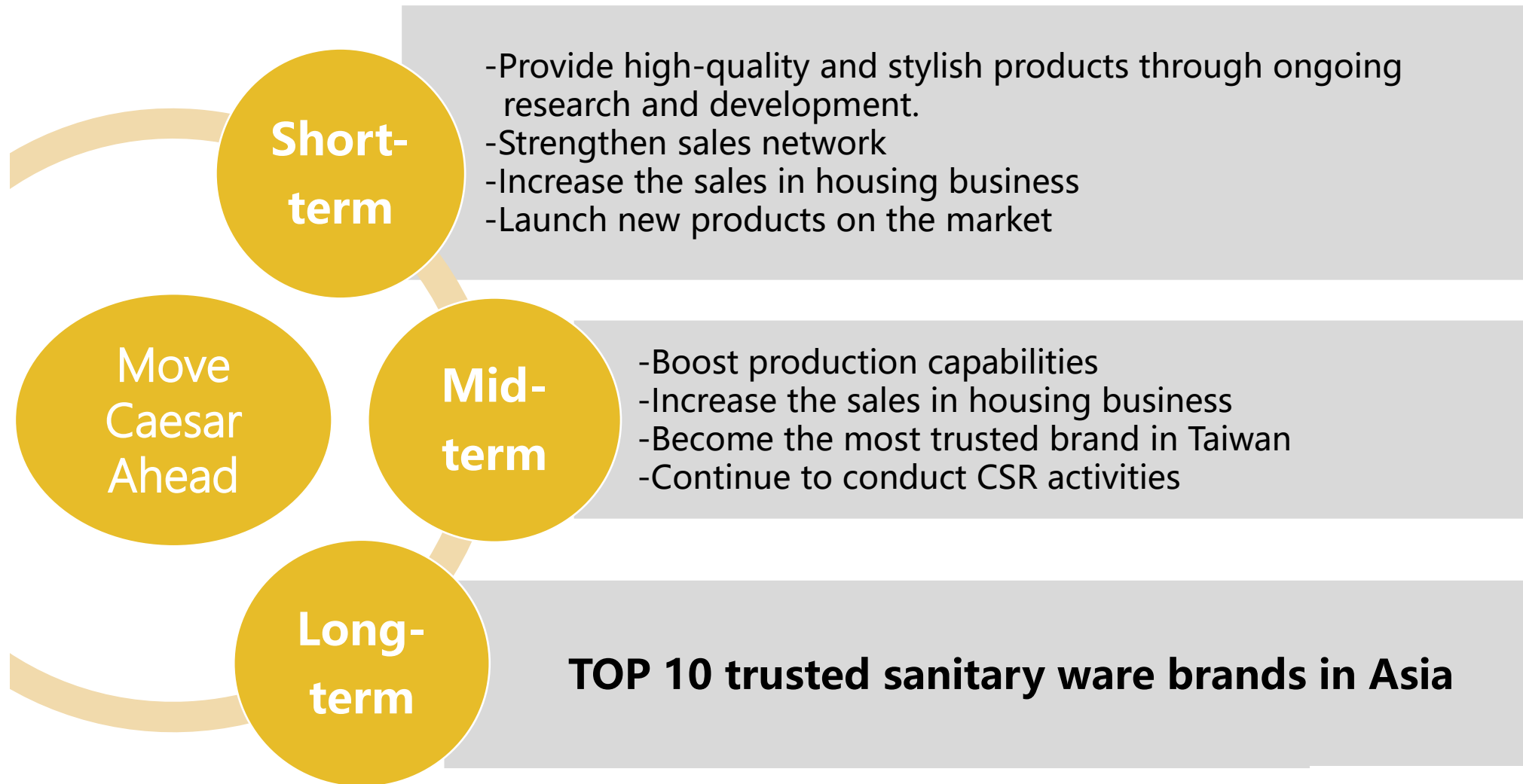
M618538

(19)中華民國智慧財產局
(12)新型說明書公告本 (11)證書號數: TW M618538 U
(45)公告日: 中華民國 110 (2021) 年 10 月 21 日

(21)申請案號: 110206103 (22)申請日: 中華民國 110 (2021) 年 05 月 27 日
(51)Int. Cl.: C02F1/48 (2006.01) C02F1/46 (2006.01)
H05H1/24 (2006.01)
(71)申請人: 凱撒衛浴股份有限公司 (中華民國) (TW)
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臺北市中山區新生北路 2 段 31 之 1 號 6 樓之 3
(72)新型創作人: 蕭俊祥 (TW)
(74)代理人: 張曜輝; 莊志強
(NOTE)備註: 相同的創作已於同日申請發明專利 (Another patent application for invention in respect of the same creation has been filed on the same date)
申請專利範圍項數: 10 項 圖式數: 10 共 33 頁

(54)名稱
電漿液系統
(57)摘要
本創作公開一種電漿液系統。電漿液系統包含一水龍頭及連接水龍頭的一電漿液產生裝置。水龍頭能用以控制電漿液的流量並導出。電漿液產生裝置包含一氣液混合模組及設置於氣液混合模組內的一電漿模組。氣液混合模組包含一容置殼, 及連通容置殼與水龍頭的一文氏管。電漿模組包含一驅動單元及電性耦接驅動單元的一電漿導出單元。驅動單元能驅動電漿導出單元導出一環形電漿, 環形電漿能電解氣體產生多個電漿粒子。當文氏管供液體流經時, 文氏管利用自壓由吸入多個電漿粒子, 使液體與多個電漿粒子混合為電漿液, 並由水龍頭導出。據此, 能有效率地產出電漿液。

Caesar 2021 Vision



Q & A



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<http://www.caesar.com.tw>



caesar

不走簡單的路，堅持邁向卓越

35年來始終如一