



Quality comes first · integrity first

Quality · Sincerity



LISTED CODE : **2069**



大發廠不銹鋼裁剪加工中心

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

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工廠：高雄市大寮區(大發工業區)華西路12號 E-Mail：info@yuenchang.com.tw



寧波高精密超薄不銹鋼冷軋廠

<http://www.qiyi.com.cn/>



地址：寧波市寧海縣寧波南部濱海新區南濱北路2號
電話：(86)574-59996888 傳真：(86)574-59990532
E-Mail：sales@qiyi.com.cn

AGENDA

- Who We Are?
- What We Do?
- How We Did?

**About
Us**

Who We Are ?

**Management
Team**

**Company
History**

About Us

Who We Are

- **Date of Established:**

July, 1987

- **Capital:** NT\$ 1.56 billion

- **Chairman:** Yen, Te-Ho

- **General Manager:** Yen, Teh-Wei

- **Address of Headquarter:**

13F, No. 235 Jungjeng 4th Rd,
Chianjin Chiu, Kaohsiung, Taiwan

- **Subsidiary:**

Ningbo Qiyi Precision Metals Co. Ltd

- **Number of Employees:** 600

- **Listed Date:**

22nd, March, 2016

- **Main Services:**

Stainless Steel Material Processing and Merchandising



Our History

Who We Are

Foundation

- Founded by the chairman, Mr. Yen, Te-Ho in 1987
- Yuen Chang formally entered the field of Stainless Steel manufacturing, processing and merchandising.

Growth

- 1988–1993
- Plant in Gangshan was completed.
- Plant in Yanchao was completed to cover Gangshan's over-loading capacity.

Transformation

- 1993–2011
- Ningbo Qiyi Precision Metals Co. Ltd was founded and commenced to run the stainless steel market in China
- Headquarter was founded in Kaohsiung, Taiwan
- **'Awarded for International Trade in 2008'** by MOEA
- Plant in Dafa as a Stainless Steel Service Center was completed to expand other overseas markets.

Our History

Who We Are

Expansion

- 2012 -
- Continuous expansion at Dafa Plant- factory building, new equipment for Fly-Shear Cut-To-Length and Polished line were completed.
- Certificated as Bonded Factory by Customs Administration, Ministry of Finance
- The Dafa Plant has been awarded as an Excellent Bonded Factory by Customs Administration, Ministry of Finance since 2014.
- Ningbo Qiyi was awarded as 'National High & Advanced Technological Enterprise' in China
- Initial Public Offering in 2014, Registered to emerging Stock Board in 2015 and listed in 2016
- New plant of Nignbo Qiyi was completed in Ning Hai on Sept. 30, 201



Management Team

Who We Are

Title	Name	Academic Background	Professional Experience
Chairman	Yen, Te-Ho	EMBA, National Sun Yat-sen University	
General Manager	Yen, Teh-Wei	BBA, Department of Business National Taiwan University MBA, University of Missouri	Manager of Financial Supervision, American Express Commissioner of Import and Export Department, Citi Bank
Managing Director of Administration Division	Yeh, Mei-Yum	EMBA, National Sun Yat-sen University	Accounting Manager, Kao Group
Vice President of Production Division/Research and Development Team	Wu, Huang-Yen	BSc, Department of Aeronautics and Astronautics, National Cheng Kung University MSc in Mechanical Engineering, National Chung Hsing University	Managing Director of Production Division, Yieh Mau Corp. Vice General Manager, YowJaan Chern Enterprise Co. Ltd (GuangDong Branch)
Assistant Vice President of Purchase Division	Huang, Ying-Hsueh	BBA, Department of Business Administration, National Sun Yet-sen University	Section Manager of Sales Department, Yieh United Steel Corp. Assistant Vice President, Ningbo Qiyi Precision Metals Co. Ltd
Assistant Vice President of Finance and Accounting Division	Chu, Pei-Chen	BBA, Department of Accounting, Tung Hai University MA in Business Management ,National Kaohsiung University of Applied Science	Director of Auditing, Crowe Horwath TW CPAs



**Current
Industry
Situation**

What We Do ?

**Production
Introduction**

**Production
Flow**

Current Stainless Steel Industry Situation

What We Do

Upstream

Midstream

Downstream

End User

Integrated
Stainless Steel Mill
TISCO, BAOSTEEL, POS
CO, WALSH LIHWA,
TANG ENG, FUXIN

Stainless Steel
Cold Rolled Mill
QIYI

- Cold Rolling
- Bright Annealing

Stainless Steel
Service Center
YUEN CHANG

- GRINDING & POLISHING
 - SLITTING
 - SHEARING
- QIYI**
- SLITTING
 - SHEARING

Retailer or
Distributor

Stamping and
Moulding
Manufacturer

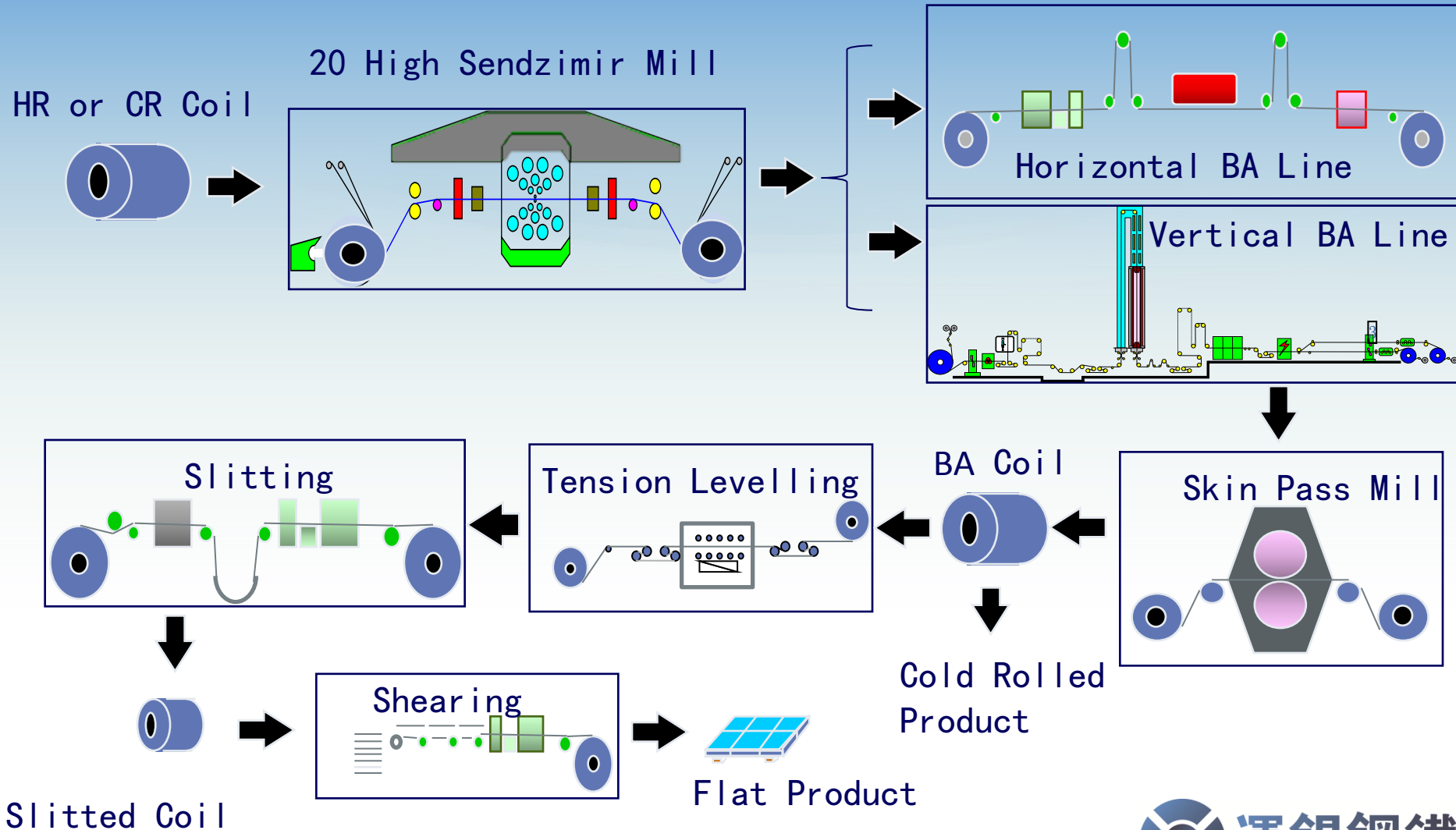
Electronic Products
Mobile Phone,
Tablet, Hard Disk,
LED Monitor

Home Appliances
Fridge, Washing
Machine, Dish Dryer,
Coffee Machine,
Microwave Oven

Construction
Engineering
Petrochemical Tank
Mechanical Equipment
Building Façade
Elevator

Cold Rolled Stainless Steel Production Flow

What We Do



Product Introduction-Type

What We Do

Yuen Chang

Ningbo Qiye

Ni-Cr Series 90%		Cr Series 10%
Ni-Cr Series 80%		Cr Series 20%
Ni-Cr Series 20%	Cr Series 80%	
Ni-Cr Series 30%	Cr Series 70%	

Product Introduction-Type

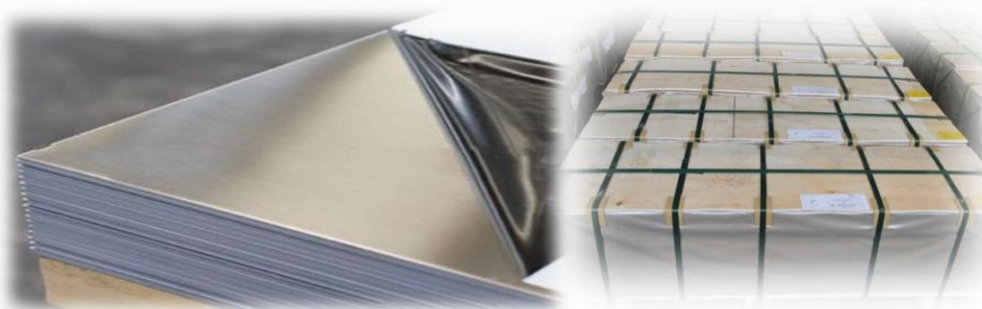
What We Do



Stainless
Steel Coil



Stainless
Steel Strip



Stainless
Steel Sheet

Product Introduction-Application

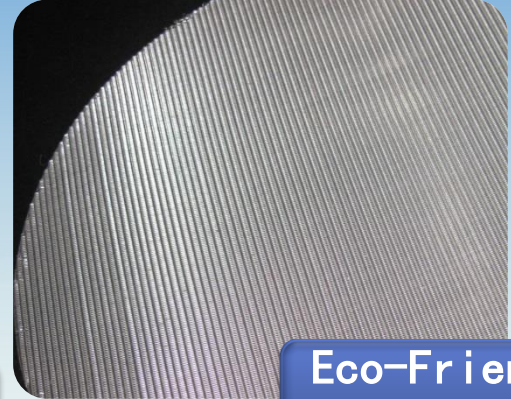
What We Do



3C Product



Automobile



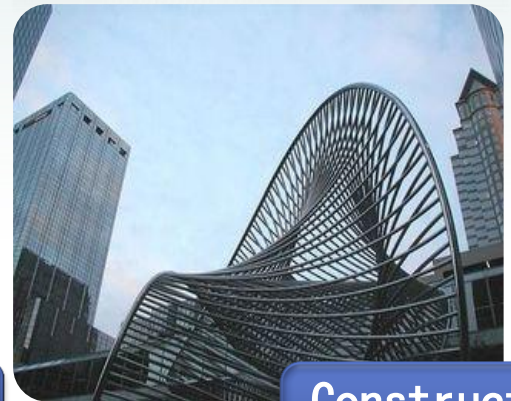
Eco-Friendly
Energy



Appliance



Battery



Construction
Engineering

Product Introduction-Customers

What We Do



PHILIPS



小天鹅



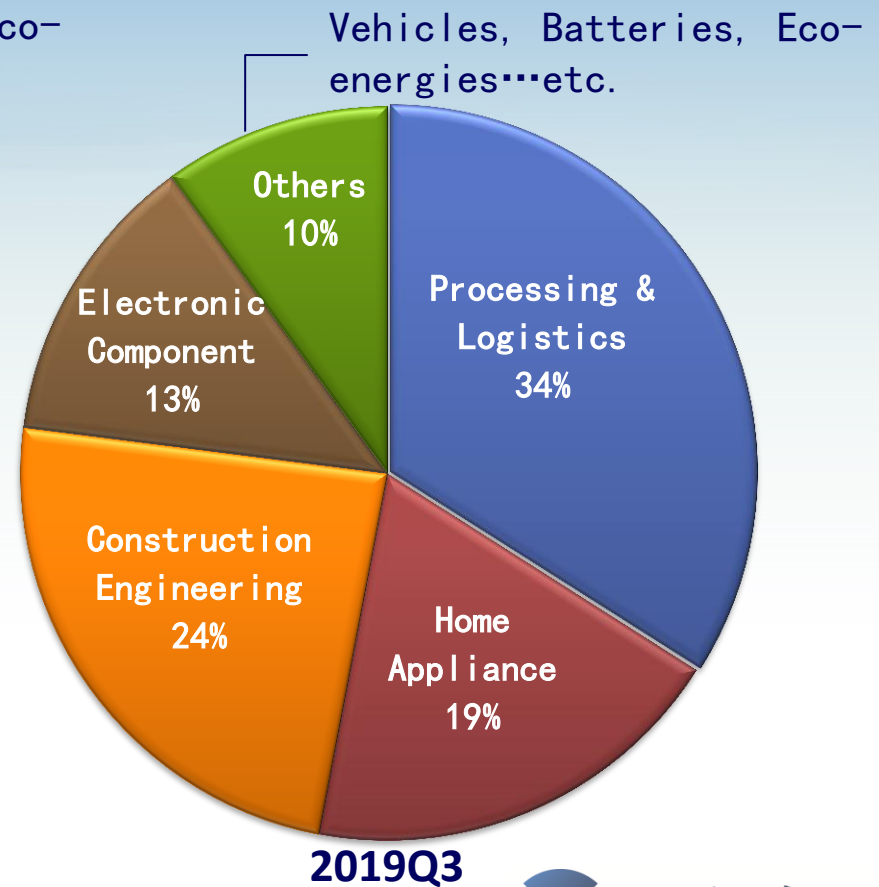
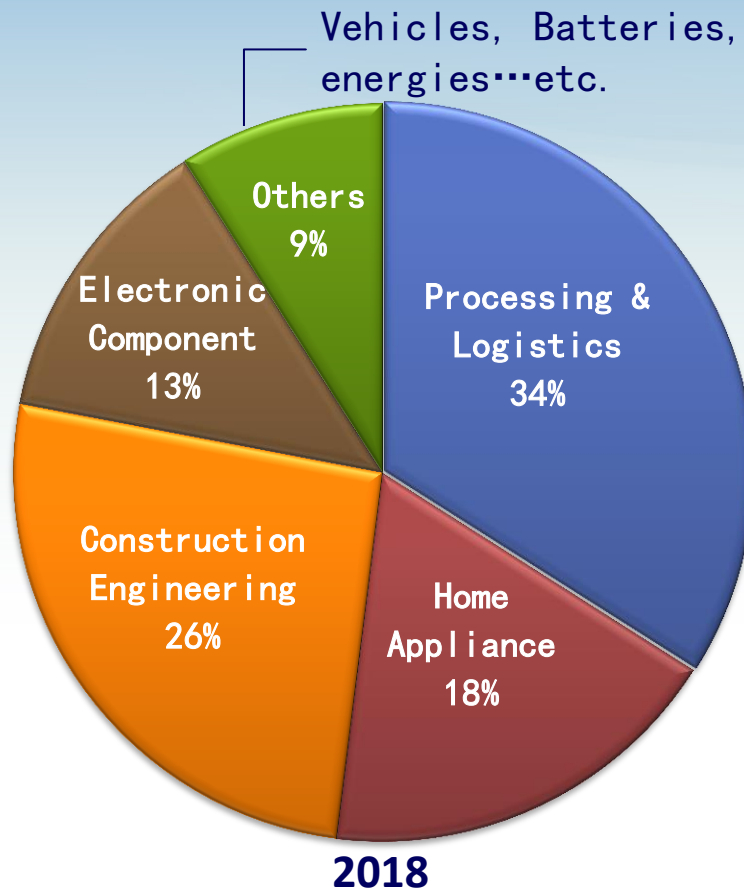
SHARP



Product Introduction- Sales Proportion

What We Do

■ Consolidated Sales Ratio



How We Did?

Performance

Competitiveness

Performance- Sales Revenue and Volume

How We Did

Thousand NT\$/Tonne	2016年		2017年		2018年		2019年Q3	
Item	Revenue	Volume	Revenue	Volume	Revenue	Volume	Revenue	Volume
Yuen Chang	4,414,520	73,975	5,212,174	78,275	5,450,024	76,518	4,050,631	60,906
Qiyi	3,051,045	67,931	3,331,433	64,111	3,103,589	54,870	2,469,749	46,972
Consolidation	7,465,565	141,906	8,543,607	142,386	8,553,613	131,388	6,520,380	107,878

Performance-Gross Margin

How We Did

%	2016年	2017年	2018年	2019年Q3
Yuen Chang	7.96	7.21	5.72	5.41
Qiyi	14.18	9.15	6.10	5.37
Consolidation	10.57	7.97	5.86	5.40

Performance- Net Profit

How We Did

Thousand NT\$	2016年	2017年	2018年	2019年Q3
Yuen Chang	110,409	114,408	59,429	19,579
Qiyi	170,541	95,048	811,079	(50,945)
Consolidation	280,950	209,456	870,508	(31,366)

Competitive Advantages- Yuen Chang Taiwan

How We Did

DUTY CONCESSION

The Dafa Plant As A Bonded Factory by free duty, taking great advantages of purchase cost of material.

FULL-EQUIPPED PRODUCT

Full-Equipped Products Satisfy Customers' Demand In One Stop Shop.

CONVENIENT TRANSPORTATION

The Dafa Plant Is Near By Kaohsiung Harbour. Its Location Facilitates Transportation To Global Stainless Steel Market.

Fully Associated with Major Global Stainless Steel Systems And Thus Easy To Obtain Timely Market Information. This Enables The Whole Group to Adjust Strategy With The Market.

MARKET INFORMATION

Competitive Advantages- Ningbo Qiyi

How We Did

CAPACITY OF R&D

Great Capacity For Customised Products, Co-development With Suppliers And Customers From R&D To Production. Enhance Added Value Of Product.

CRAFTSMANSHIP & TECHNIQUES

Excellent Craftsmanship and Techniques in Producing Ultrathin Stainless Steel Foster Qiyi's Competitiveness

GEOGRAPHIC ADVANTAGE

Located in China, The Largest Country of Stainless Steel Material Supply, Stable Material And Localised Services Have Won Qiyi An Essential Position In Chinese Supply Chain.

Significant Market Share In China's Precision Stainless Steel Market Has Stabilised Its Dominant Position.

DOMINANT POSITION

Q & A



Thank you