

股票代號：4148



全宇生技控股有限公司

All Cosmos Bio-Tech Holding Corporation

www.allcosmos.com

上市前業績發表會

全宇生技
ALL COSMOS BIO-TECH
Holding Corporation
AgriCultural Innovation

Outline

1. Company Profile
2. Operational Overview
3. Industry Overview
4. Research & Development
5. Competitive Advantage
6. Corporate Governance and Corporate Social Responsibility
7. Future Development

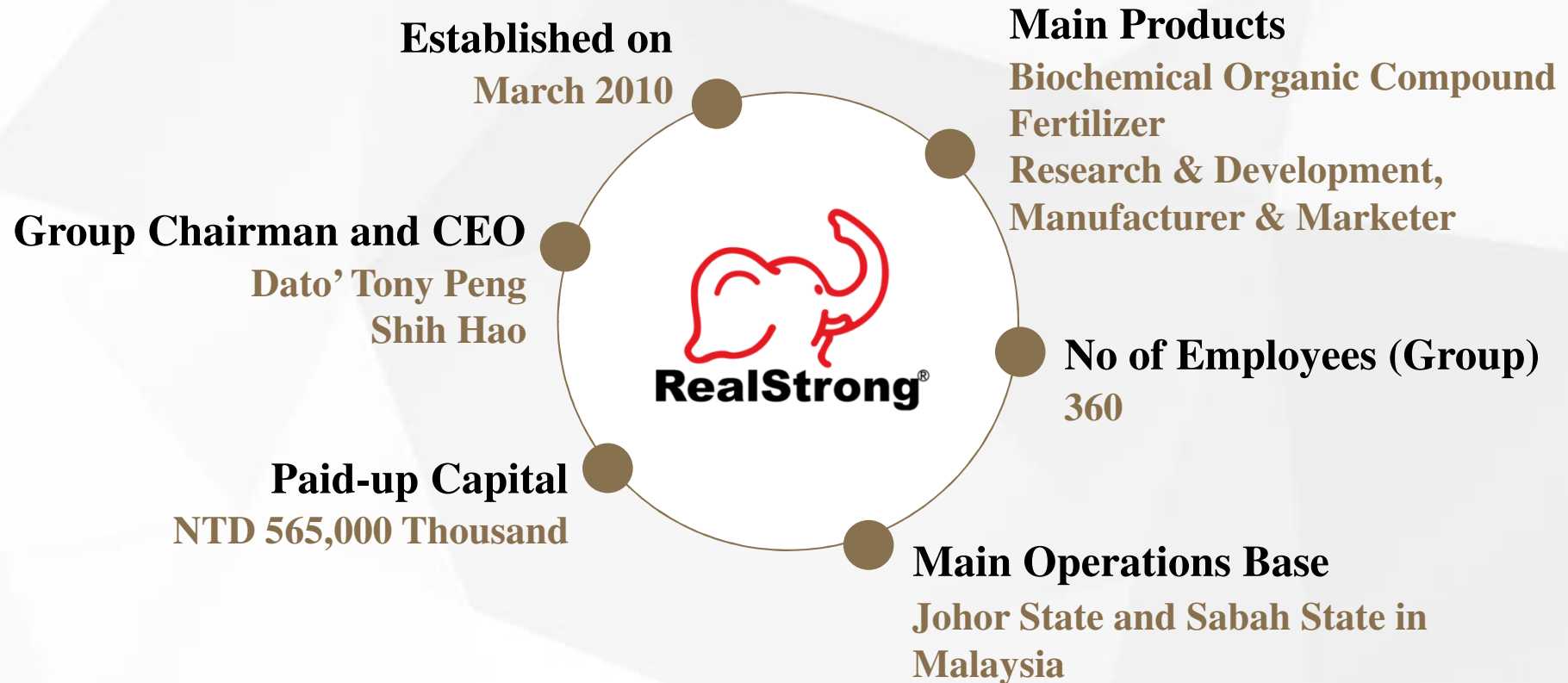


1. Company Profile

- (1) Company Introduction
- (2) Company History
- (3) Group Structure
- (4) Principal Business Plant

Company Introduction

All Cosmos Bio-Tech Holding Corporation 全宇生技控股有限公司



Company History

All Cosmos Bio-Tech Holding Corporation 全宇生技控股有限公司



1999

All Cosmos Industries Sdn Bhd (ACI) Established



2008

Collaborate with Malaysian Palm Oil Board (MPOB) To developed MPOB F4 Biochemical Compound Fertilizer



2009

Set Up R&D Center and Build Nitrogen-Fixing Bacteria Production Platform



2010

All Cosmos Bio-Tech Holding Corp (ACBT) & Sabah Softwoods Hybrid Fertilizer Sdn Bhd (SSHF) Incorporated

Company History

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2011

**Appointed by the
Ministry of Science,
Technology &
Innovation (MOSTI),
as Agricultural Green
Technology Advisors**



2012

**Develop 4 in 1
Biochemical
Compound Fertilizer,
GanoEF for
Controlling
Ganoderma Disease
in Oil Palm**



2014

**ACI West
Malaysia
Second Plant
Set up in Johor**

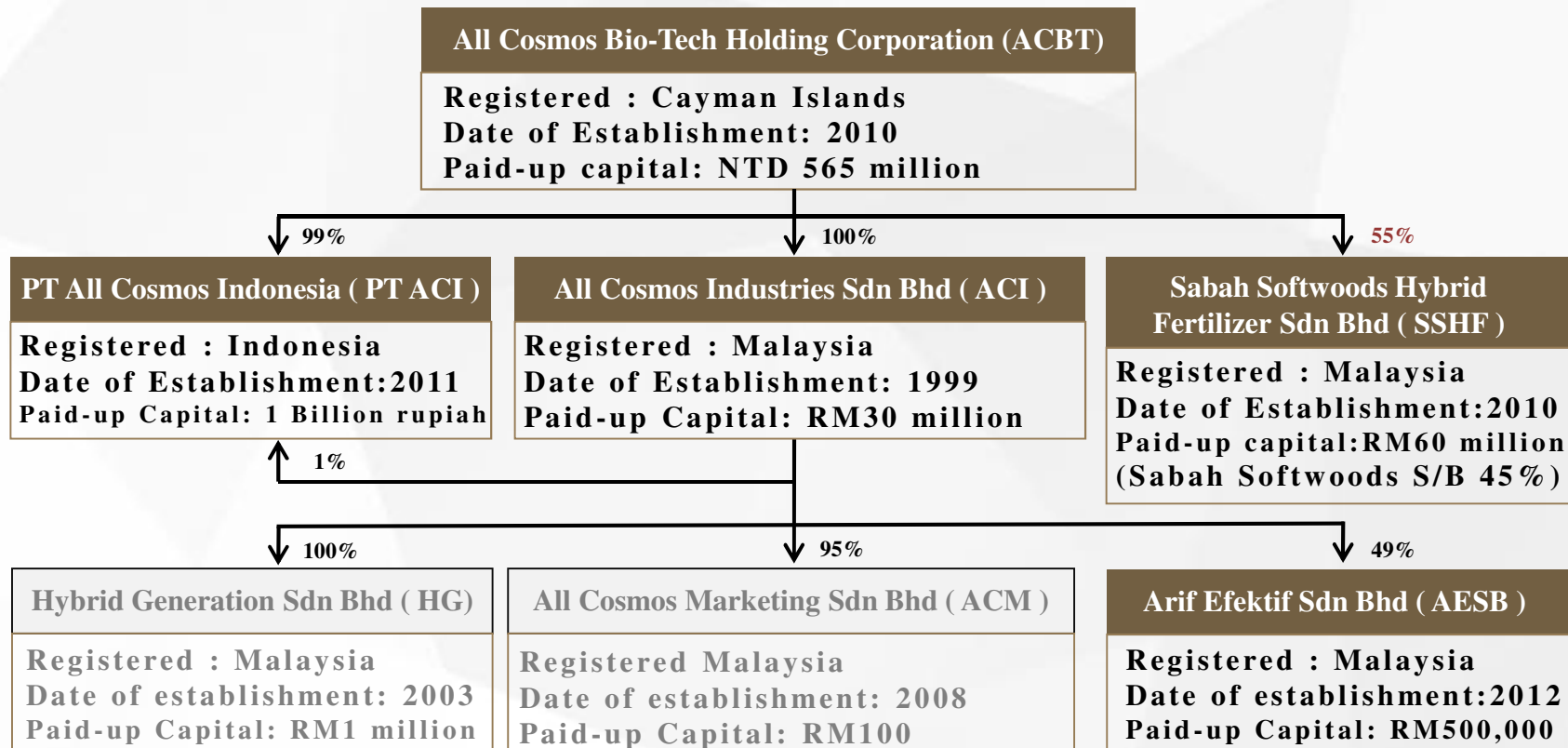


2016

**Obtained
Taiwan Patent
"Bio-Stabilized
Fertilizer and A
Method for
Producing Thereof"**

Group Structure

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Principal Business Plant

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ACI West Malaysia Plant 1
(2001 completed)
Area: 1.953 hectares
Capacity: 11.5 tons



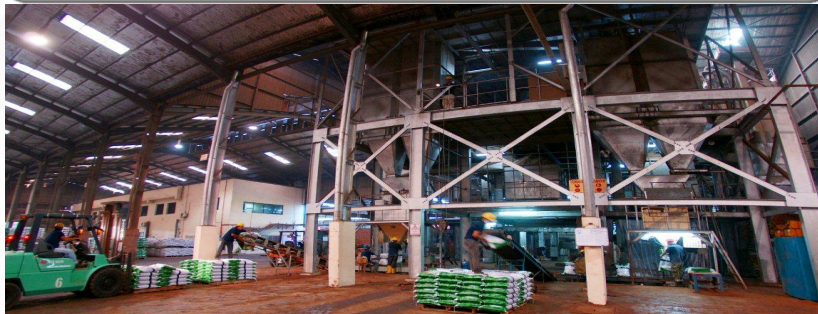
ACI West Malaysia Plant 2
(2014 completed)
Area: 3.826 hectares
Capacity: 13.5 tons



SSHF East Malaysia Plant
(2013 completed)
Area: 3.642 hectares
Capacity: 10 tons

Principal Business Plant

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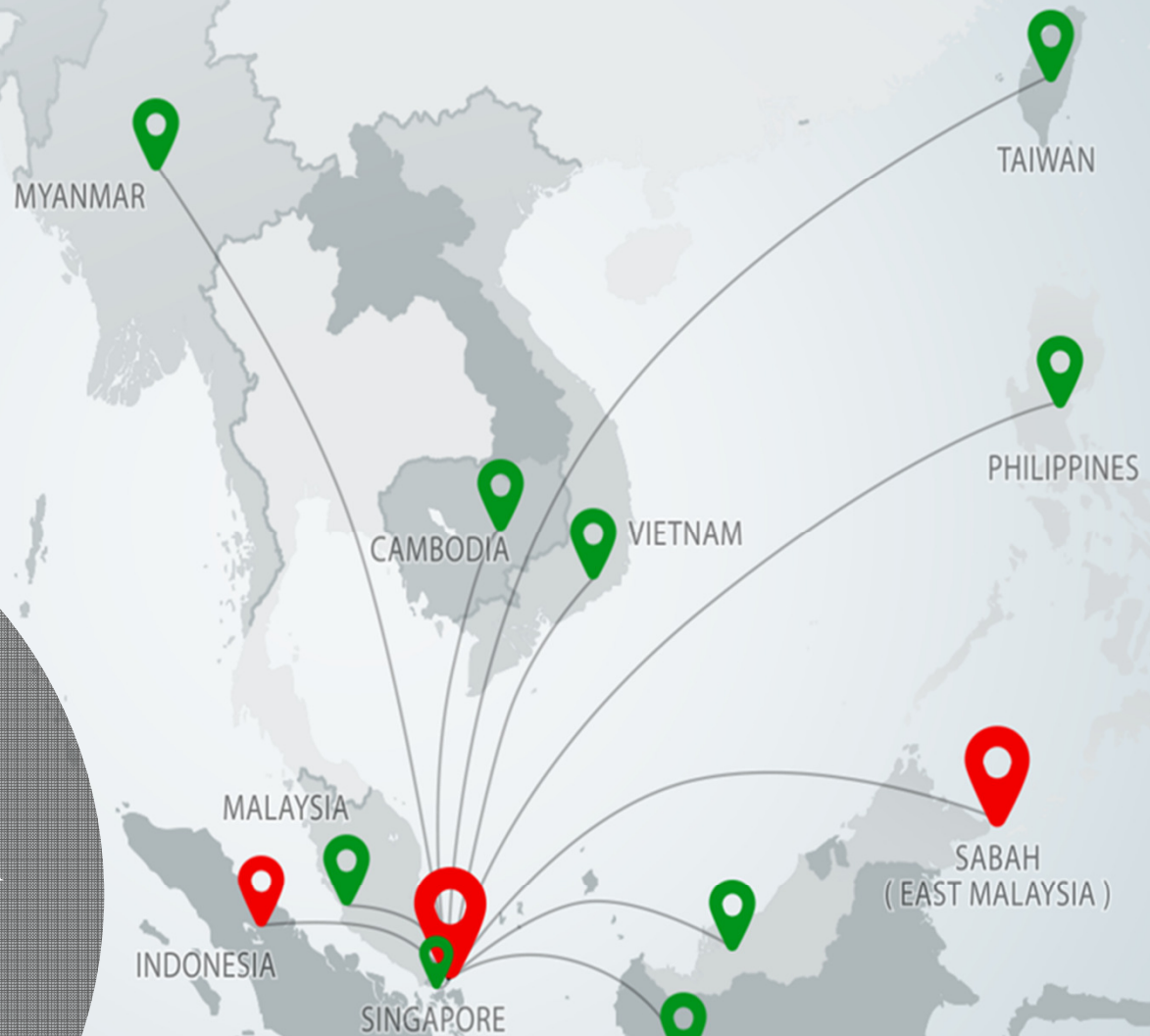
Johor, Malaysia



Sabah, Malaysia

2. Operational Overview

- (1) Products and Application
- (2) Group Performance
- (3) Major Customers
- (4) Manufacturing Process



Microbes Application In Agriculture

All Cosmos Bio-Tech Holding Corporation 全宇生技控股有限公司



Species / Breed



Soil



Weather



Plantation Management



Fertilizer



Pest & Disease Control

Types of Fertilizers

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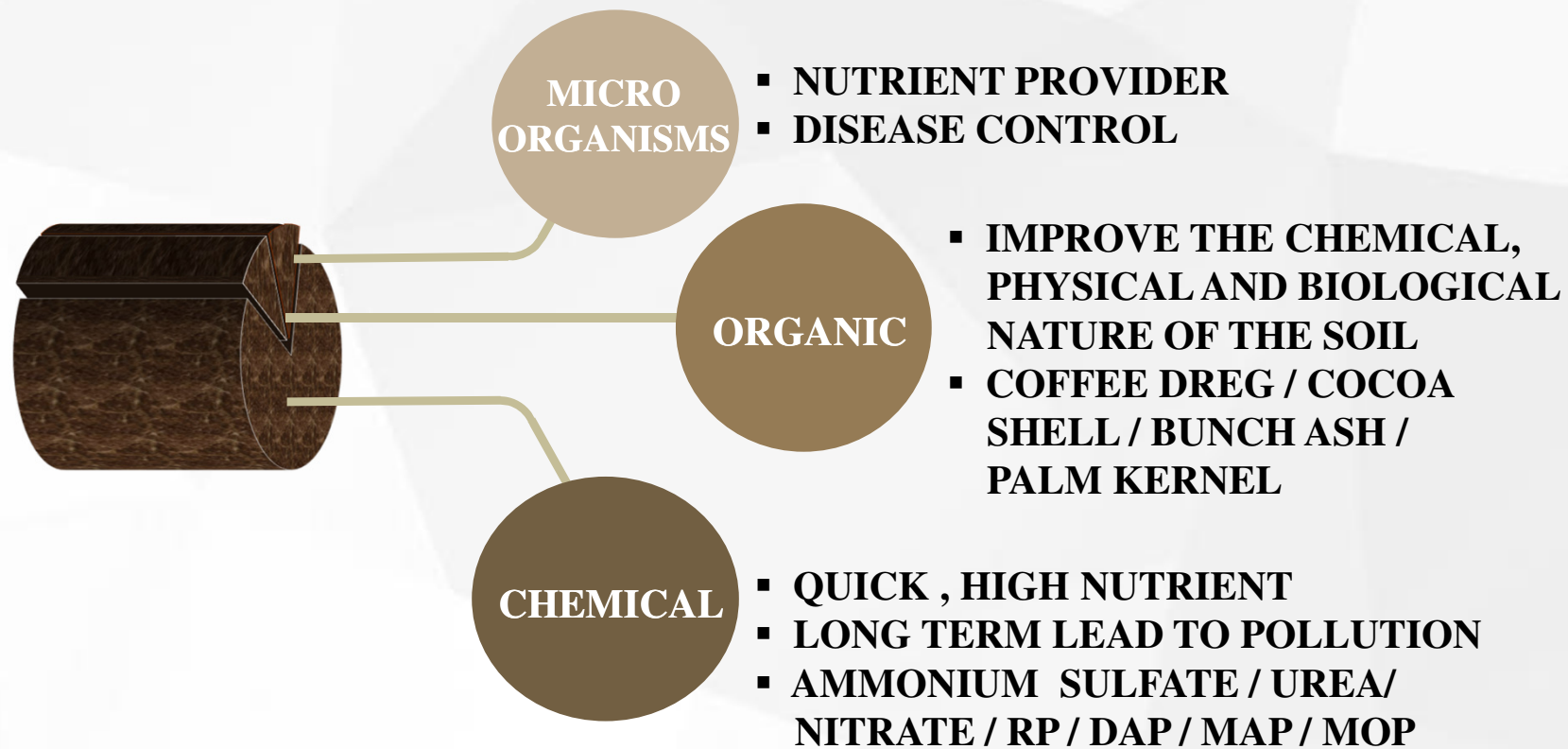


Types	Straights Fertilizers	Chemical Mixture	Chemical Compound Fertilizer	3 in 1 Bio Chemical Compound	4 in 1 Bio Control Bio Chemical Compound
Description	Containing only a single chemical element	Mixture of Two or more chemical elements	Granulation of Mixture of Two or more chemical elements	Adding organic matter with micro-organisms to chemical elements	Adding bio-control bacteria to Bio chemical compound fertilizer
Advantages and disadvantages	● Use accordingly to the crop conditions ● High labour cost due to need frequent manuring application	● Lower Production costs, Lower Manuring Frequency ● Uneven distribution of nutrients, loss of volatile easily	● The nutrients contained evenly and stable ● Long-term usage cause environmental pollution	● Combination of the advantages of chemical and organic fertilizer ● Higher Technique and Manufacturing Technology	● Additional disease-resistant function ● Higher production costs and selling price

Main Products

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Bio Chemical Compound Fertilizer with Combination of Chemicals, Organic matter and Microorganisms



Operational Overview

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Main Production Base :

- ACI West Malaysia Johor Plant 1 and 2
- SSHF East Malaysia Sabah Plant



Major Customers: Government Linked Company, Large Private Plantation

- To own the branding of "RealStrong" sales
- Divide into standard sales, project sales and marketing



Main Market:

- Malaysia is accounted for about 90%, while the rest are exported to the Philippines, Indonesia and Vietnam
- Mainly for Oil Palm, fruit, rubber, rice and other crops

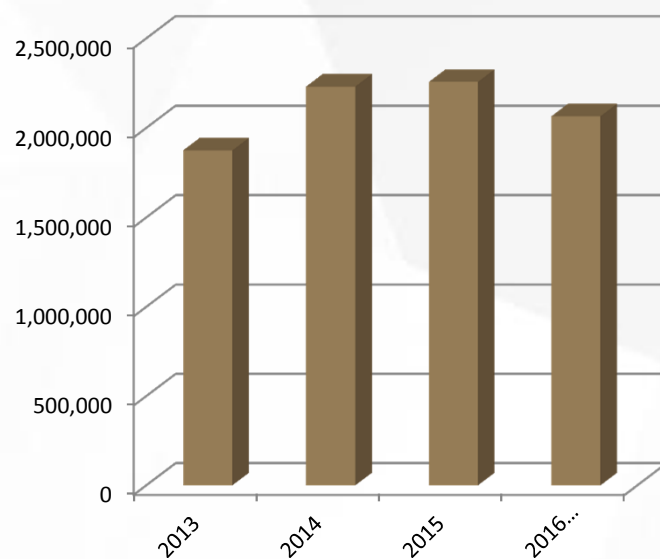
Group Performance

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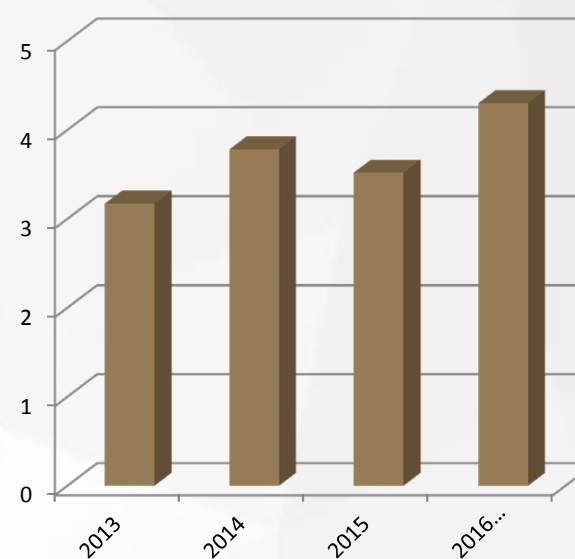
Year	2013	2014	2015	2016
Revenue (NTD'000)	1,874,852	2,231,231	2,257,308	2,065,543
Net Profit After Tax (NTD'000)	23.46%	25.47%	27.59%	31.73%
EPS (NTD)	3.17	3.78	3.52	4.30

Note: The currency exchange rate for each period: : 9.4278 、 9.3407 、 8.1647 、 7.7873 。

Revenue (MYR'000)

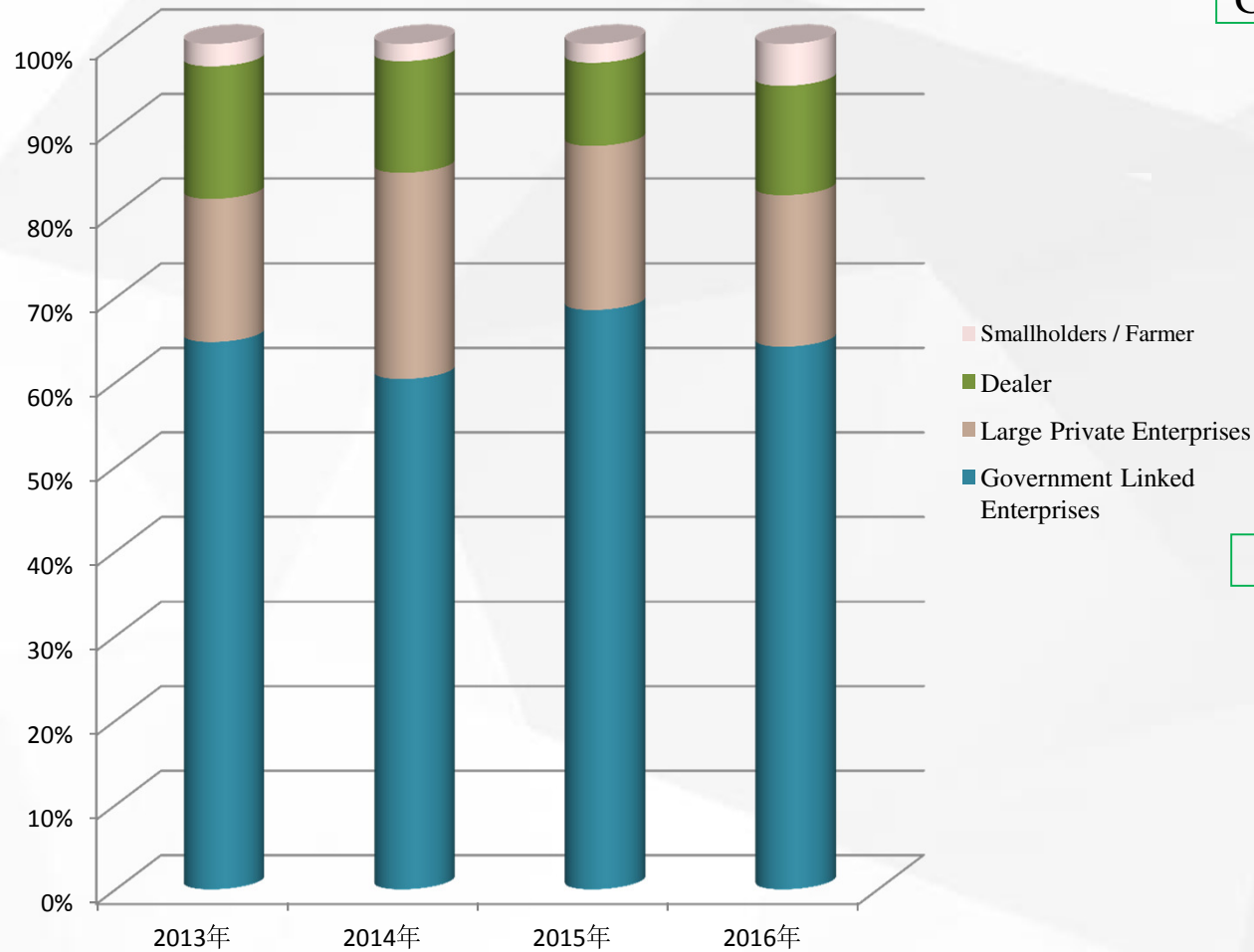


EPS (NTD)



Major Customer

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Government Linked Enterprises



YPJ HOLDINGS SDN. BHD.
(Company No. 283400 P)



Private Enterprises



Microbial Production Process

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Fertilizer Production Process

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Raw Material



Fermentation



Processing Machine



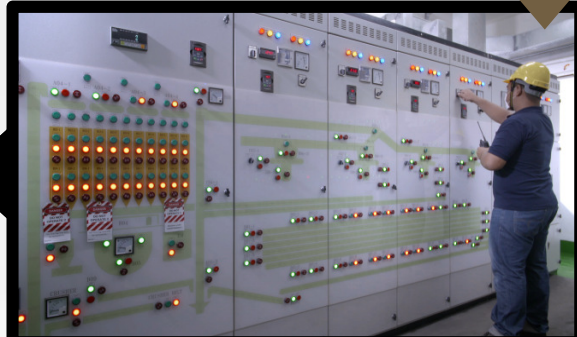
End Product



Quality Control



Control Panel





3. Industry Overview

- (1) Market overview
- (2) Oil Palm Industry
Introduction
- (3) Market share
- (4) Malaysia Industry

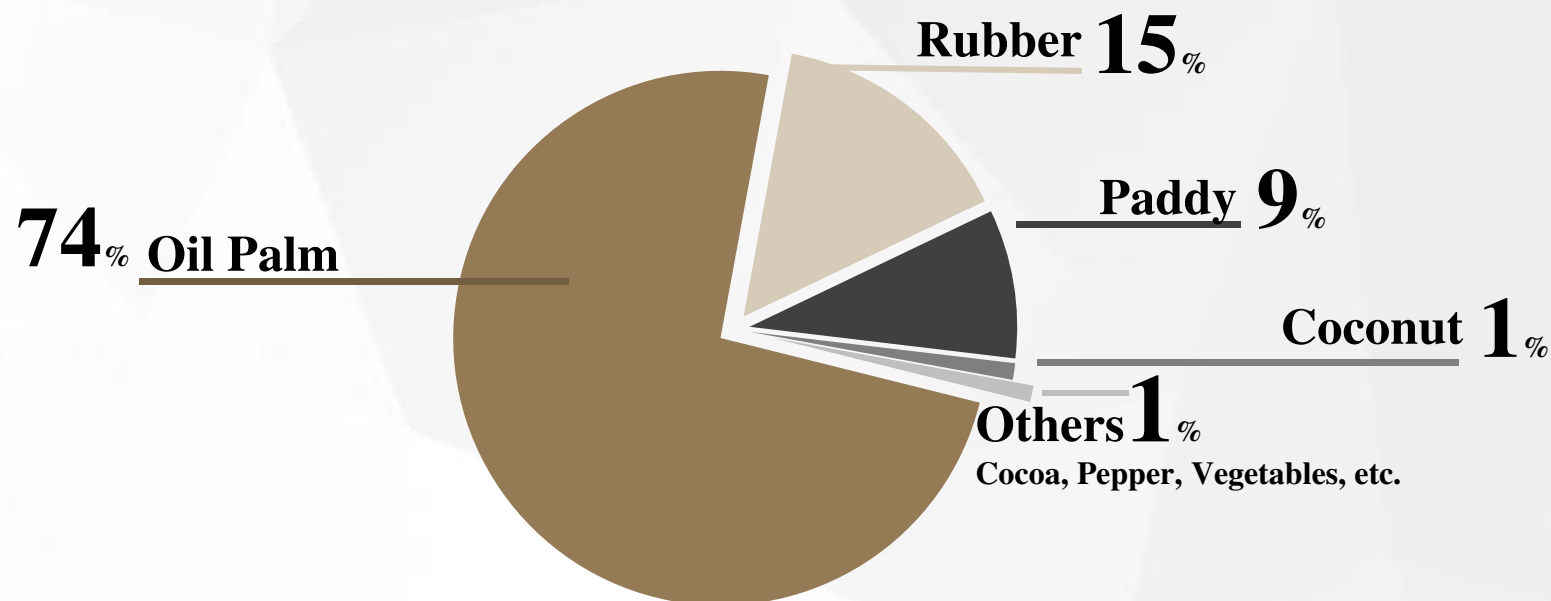
Market Overview

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All Cosmos Bio-Tech Holding Corporation 全宇生技控股有限公司

Malaysia Agriculture Overview

Unit : Hectare

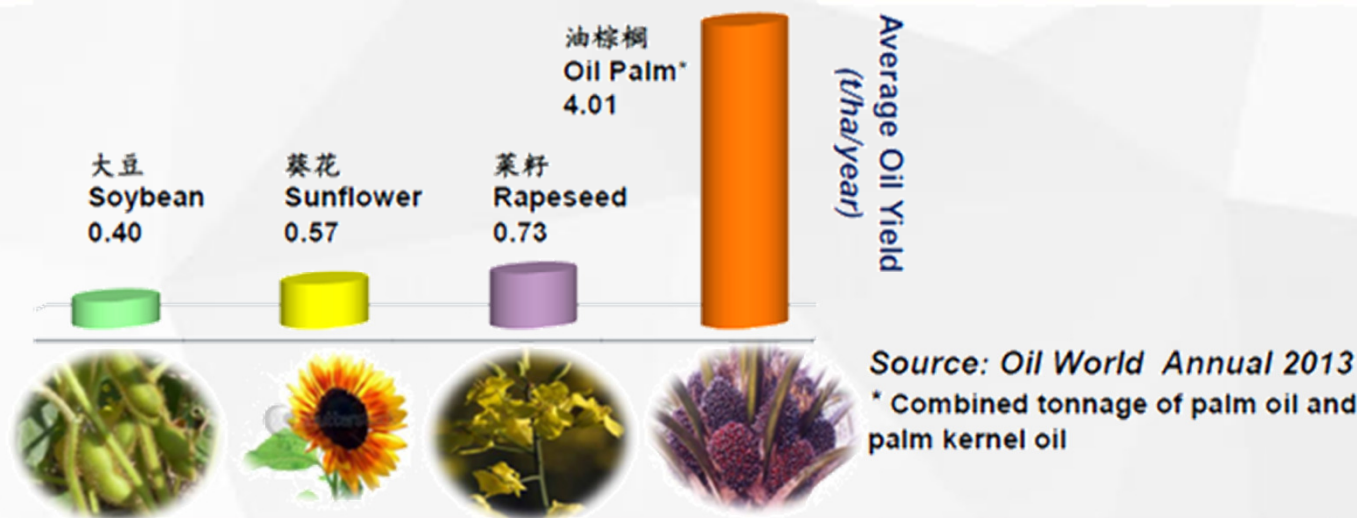
	Year 2011	Year 2012	Year 2013	Year 2014
Total Planted Area	6,887,784	6,956,821	7,092,940	7,284,631
Oil Palm Planted Area	5,000,109	5,076,929	5,229,739	5,392,235



Oil Palm Industry

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Oil Palm - The Most Productive Oil Crop



Oil Crops	Production (Mn T)	% of total production	Total area (Mn Ha)	% of total area
Oil palm*	59.39	42.3	14.8	8.3
Soybean	41.8	29.8	103.8	58.4
Rapeseed	24.4	17.4	33.3	18.7
Sunflower	14.8	10.5	25.9	14.6

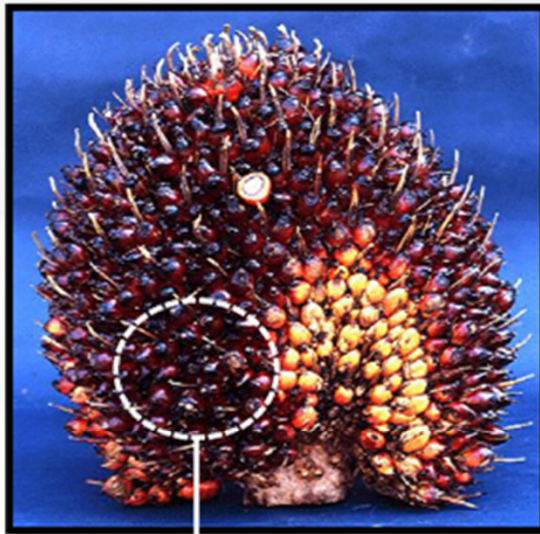


MALAYSIAN PALM OIL BOARD · 马来西亚棕榈油总署

Oil Palm Industry

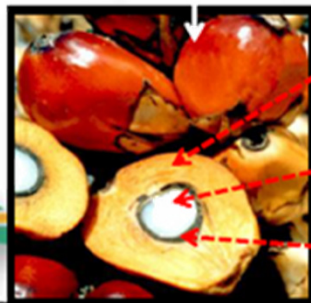
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Oil Palm Fruit Introduction



Basic Information 基本資料

- Fruits per bunch: 1000 to 3000
- Bunch Weight: 15 – 25kg
- Fruit size: 5 cm
- Fruit shape: Oval
- Fruit Color: Yellowish red
- Fruitlet weight: 10 grams
- Oil per bunch: 23 – 25%



Mesocarp: crude palm oil

Palm kernel: crude palm kernel oil

Shell



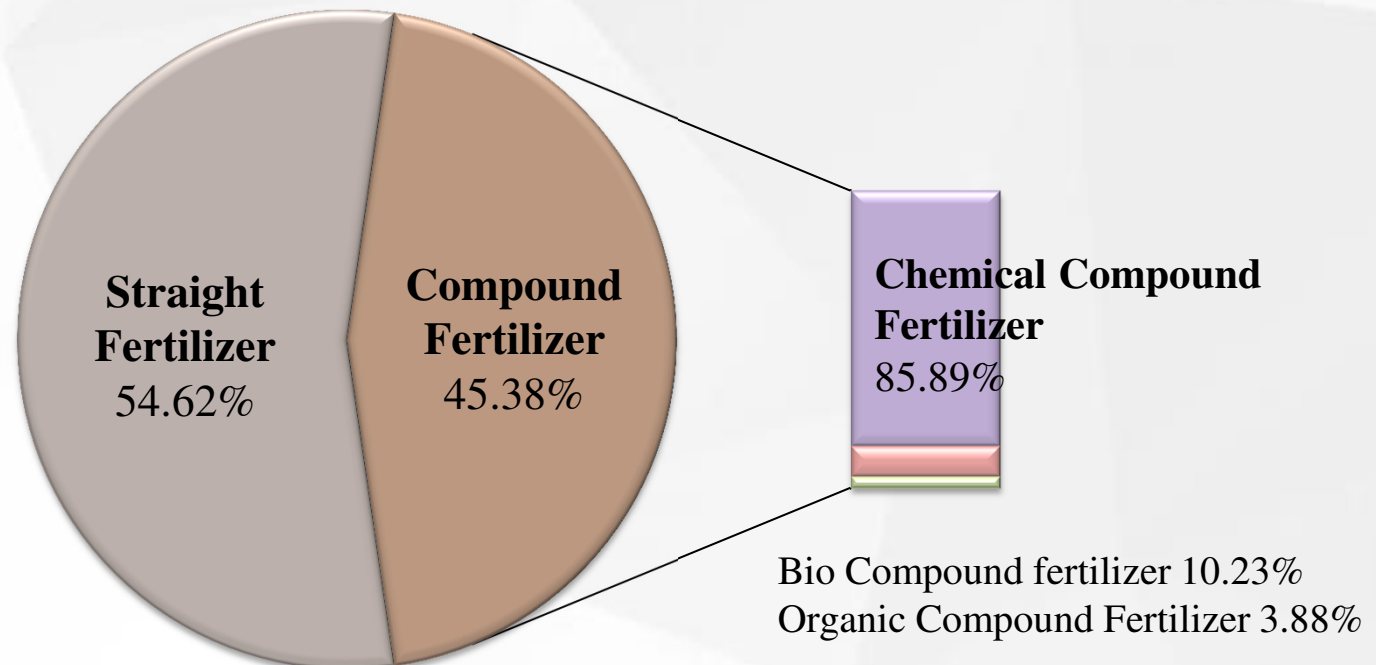
MALAYSIAN PALM OIL BOARD · 马来西亚棕榈油总署



Market Share

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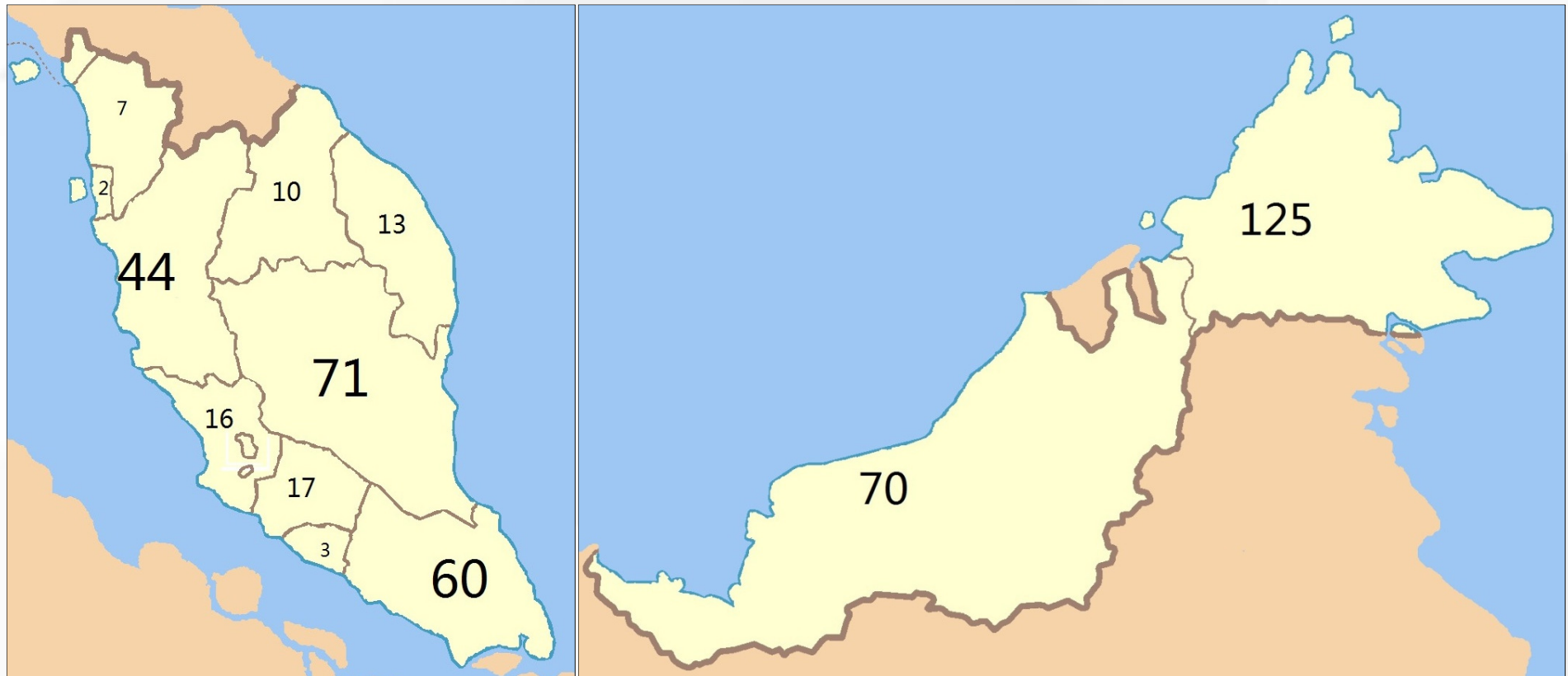
Fertilizer Market in Malaysia mainly is Chemical Fertilizers. Total fertilizer production in Year 2014 was 4.7 million tonnes, of which about 45% is Compound Fertilizer. All Cosmos' Fertilizer sales in Year 2014 accounted to about 4.25% of Malaysian market.



Malaysia Oil Mill Map

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Malaysia has a total of 438 Palm Oil Mill, all over the 12 states
West Malaysia: 243 East Malaysia: 195

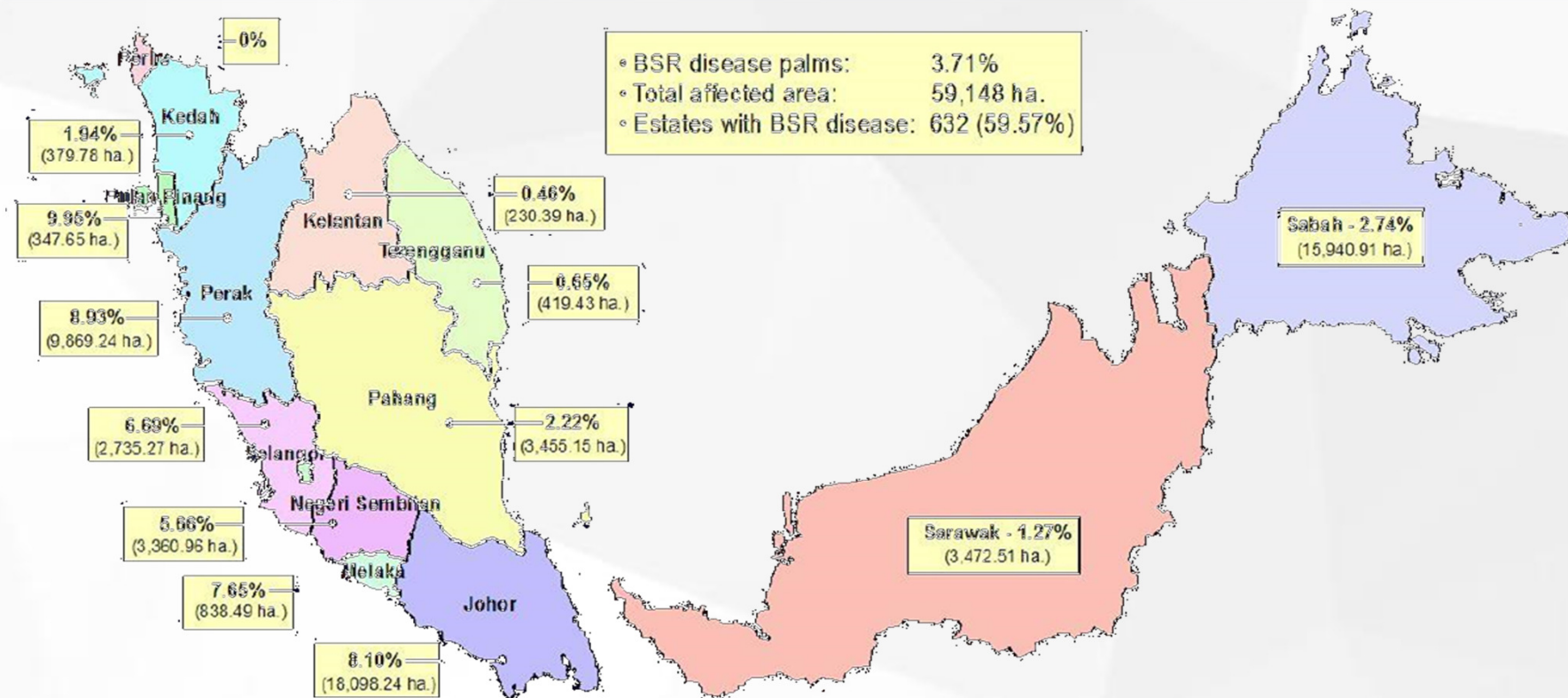


(MOPB, 2015)

Effect of Ganoderma Disease

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Total no. of estates contacted: 2,355. **BSR disease palms: 3.71%**
No. of estates responded: 1061 (45.0%). **Total affected areas: 59,148 ha.**
Total areas responded: 1.594 million ha. **Estimated losses : RM 1.5 billion**



A photograph of two scientists in a laboratory. They are wearing white lab coats, face masks, and blue gloves. They are seated at biosafety cabinets, which are large white units with glass fronts and internal lighting. The scientist in the foreground is using a pipette to transfer liquid into small vials. The scientist in the background is also working with laboratory equipment. The biosafety cabinets have digital displays on top. The overall scene is a professional laboratory environment.

4. Research & Development

- (1) R&D Collaboration
- (2) Product Development
- (3) R&D Outcome
- (4) R&D Plan

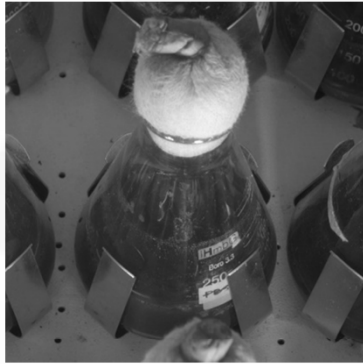
R&D Collaboration

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Government Authority	Collaboration Project
Rubber Industry Small Development Authority (RISDA)	Collaborate with RISDA to convert Empty Fruit Bunches (EFB) into high quality compost and further value added with nutrient provision microbes and bio-control microbes in combating Ganoderma disease
Malaysian Palm Oil Board (MPOB)	ACI and MPOB jointly developed 3 in 1 Biochemical Compound fertilizer MPOB F4, MPOB F4 Premium and GanoEF (Control and Prevent Ganoderma disease in oil palm)
Malaysian Agricultural Research and Development Institute (MARDI)	Developing Disease Control Function Fertilizer to reduce usage of pesticide.
Malaysian Rubber Board	Developing bio-agricultural product for Rubber
Universities (UPM, UTM, Taiwan National Chung Hsing University)	Long-term R&D Collaboration to Enhance and improve the quality of products. This Collaboration not only educates the next generation, but also bring benefits to the farmer, as well as contribute to the community.

Product Development Process

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分離

Isolation 01

第一步驟



優化

02 Optimization

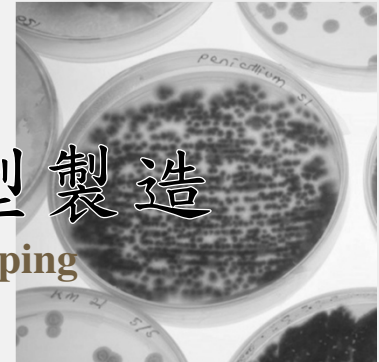
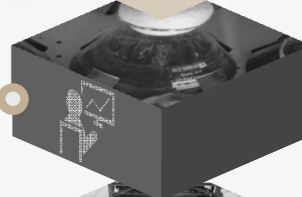
第二步驟



量化

Scaling-up 03

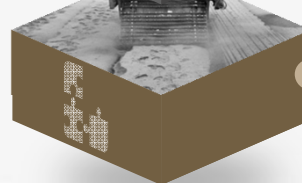
第三步驟



原型製造

04 Prototyping

第四步驟



01 Microbial Isolation

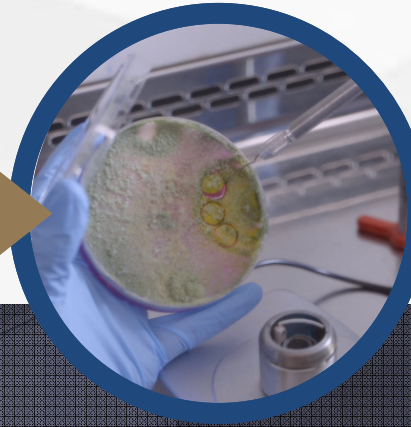
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Sampling



Treatment



Purification

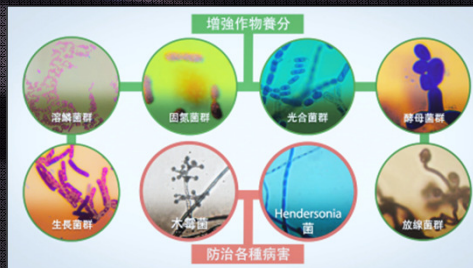


Cell Banking

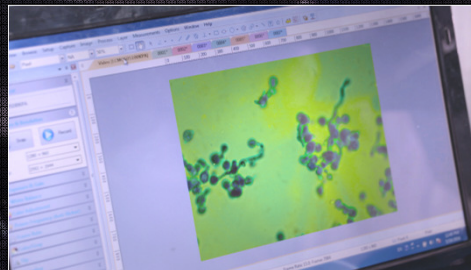
02 Microbial Optimization

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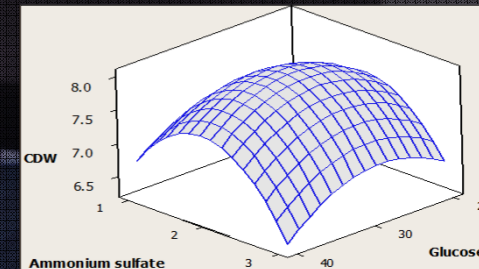
Functionality



Identification



Optimization



03 Microbial Scale up Cultivation

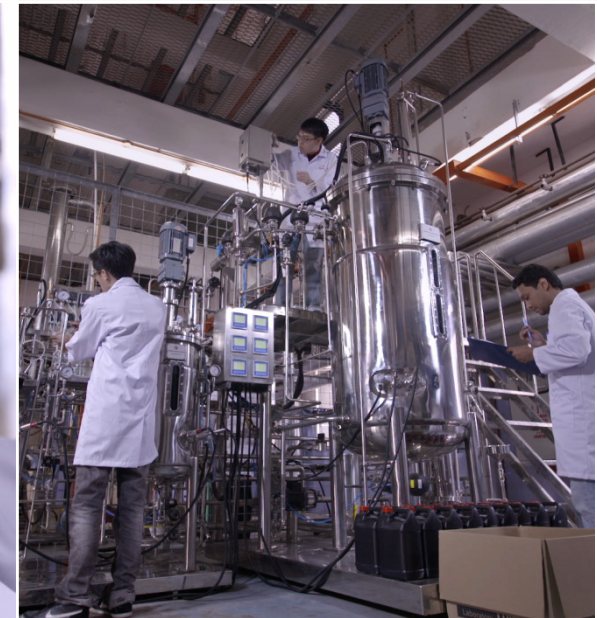
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Nutrient Optimization



**Growth Parameters
Optimization**



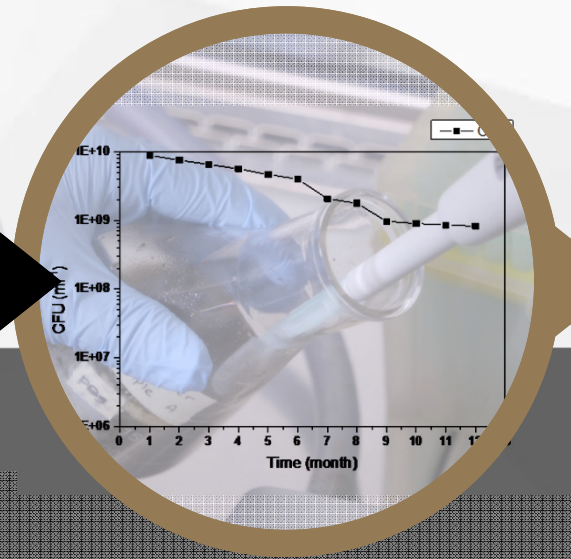
Scaling up Processes

04 Prototyping

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Antagonism
Test



Shelf-life
Test



Commercialization

R&D Outcome

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Product	Completion year	Description
GANO EF	2012	➤ Jointly developed by ACI and Malaysian Palm Oil Board ➤ Hendersonia (endophytic fungus) able to control and prevent spreading of Ganoderma disease
Asacan	2013	➤ ACI product to target total soluble fertilizer market ➤ High NPK ratio product produced by low temperature granulation technique and formed without addition of binder
MPB 15-5-14	2014	➤ Compound fertilizer formulated for pepper plant in collaboration with Malaysian Pepper Board (MPB) ➤ Contains beneficial microorganism to provide necessary nutrients to pepper plant
MPOB F4 Premium	2014	➤ Jointly developed by ACI and Malaysian Palm Oil Board ➤ Specific fertilizer to increase oil palm yield in Sabah and Sarawak soil condition
Tricho Acti Plus	2015	➤ Contains endophytic Trichoderma which is effective in controlling fungal diseases ➤ Suitable for oil palm, rubber, banana and other cash crops

R&D Plan

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R&D Project	Description
4 in 1 Phage Fertilizer	To control bacterial wilt disease on crops caused by Ralstonia bacteria, typically on chili, tomato, banana, ginger and potato.
N-fixer fertilizer for paddy and leafy vegetable	High N-fixing bacteria group able to promote growth of paddy and other short term crops, reduces N chemical fertilizers usage and help in oil palm seed growth in early stage.
4in1 white root disease control fertilizer	Incorporation of Trichoderma into fertilizer helps to control white root disease on rubber trees (<i>Rigidoporus lignosus</i>), and provide essential nutrients for plant growth.
Bio-Composting of Oil Palm by-products	Uses of microbes mixture to catalyst the composting process of Oil palm Empty fruit bunches (EFB) and other organic material, and convert the waste of palm oil extraction process into high quality organic fertilizer



5. Competitive Advantage

- (1) Key Technology
- (2) Patents
- (3) Field Trial
- (4) Awards
- (5) Competitive Niche

Key Technology

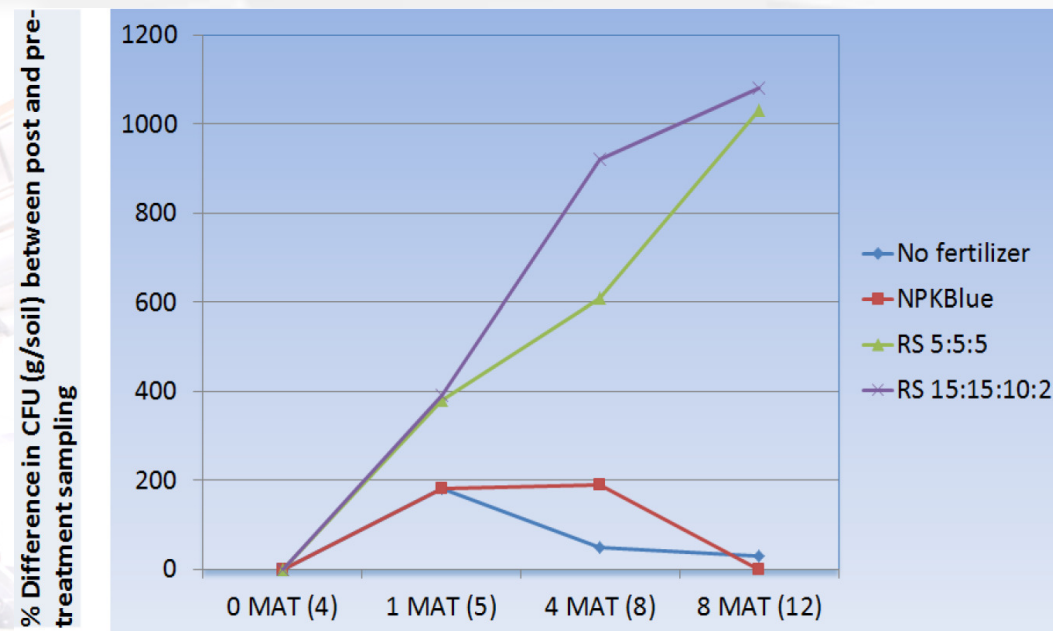
All Cosmos Bio-Tech Holding Corporation 全宇生技控股有限公司

➤ Mass Production Platform

Based on microbial growth and environmental requirement, cultivation parameters are customized and optimized to produce high cell density microbial culture at minimal time and cost effective way.

➤ Stable Fertilizer Technology

Technology to minimize harm to microbes by overcoming heat and salinity stress through carriers compatibility tests and ensure product stability and microbial survival rate. Microbial cocktail are made based on compatibility of each strains to ensure synergy effect and minimal antagonistic properties. Combination of microbial cocktail, organic matter and chemical nutrient to form a functional product.



Patents

All Cosmos Bio-Tech Holding Corporation 全宇生技控股有限公司

Patent ID	Registered Date	Patent Name	Country	Status
PI 2013702554	24-12-2013	A bio-stabilized fertilizer and a method for producing thereof 生物安定化肥料及複合生產方法	Malaysia	Filed 40 months, under examination.
P00201404962	21-08-2014		Indonesia	Filed 32 months, under examination.
102129986	29-08-2014		Taiwan	Granted
201410424480.4	26-08-2014		China	Application filed
1-2014-02755	18-08-2014		Vietnam	Filed 32 months, under examination.
UI 2014702074	25-07-2014	A method of cultivating Hendersonia spp. Hendersonia 培養之方法	Malaysia	Filed 33 months, under examination.
P00201406910	07-11-2014		Indonesia	Filed 31 months, under examination.
1403001423	05-11-2014		Thailand	Granted
UI2015701014	30-03-2015	A method for producing aerial spores of Trichoderma spp. 木黴菌空氣孢子之生產方法	Malaysia	Filed 25 months, under examination.

Field Trial

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Before



After



Awards & Recognition

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Competitive Niche

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Product Competitive Advantage

Effectively Increase
Production Yield,
Improve Soil Structure
Ecology and Prevention
of Pests & Diseases

1



2



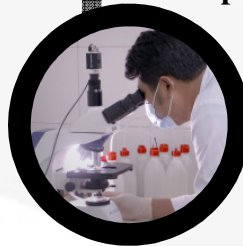
Mircobial Formulation
Maintain Microbial Activity
and Effectiveness

4



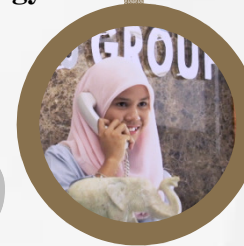
Brand Reputation
“RealStrong” is the
Well-known Bio Chemical
Compound Fertilizer Brands
in Malaysia

3



Process Technology
Microbial Scaling-up and
Compound Technology

5



Sales Services
Provide customized
products



6. Corporate Governance and Corporate Social Responsibility

- (1) Directors Activities
- (2) Corporate Social Responsibility

Audit Committee and Remuneration Committee's Recent Activities

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● Audit Committee :

Title	Name	Actual Attendance Ratio (%)	
		Year 2015 (6 Times)	Year 2016 (7 Times)
Independent Director	Lo Tzu Wu	100	100
Independent Director	Yang Yung Cheng	100	100
Independent Director	Yeh Chung Chuan (Note)	-	100

Note: The Company hold an Extraordinary Election on 19 October 2016 to appoint Yeh Chung Chuan as Independent Directors.
The number of meeting in 2016 is two times.

● Remuneration Committee :

Title	Name	Actual Attendance Ratio (%)	
		Year 2015 (3 Times)	Year 2016 (3 Times)
Independent Director	Lo Tzu Wu	100	100
Independent Director	Yang Yung Cheng	100	100
Independent Director	Yeh Chung Chuan (Note)	-	100

Note: The former Independent Director, Fang Jih resigned as Remuneration Committee on September 2016, replaced by Independent Director Yeh Chung Chuan. The number of meeting in 2016 is one time.

Board of Directors' Recent Activities

All Cosmos Bio-Tech Holding Corporation 全宇生技控股有限公司

Title	Name	Actual Attendance Ratio (%)	
		2015	2016
Chairman	Peng Shih Hao	100	100
Director	Peng Sheng Ching	100	100
Director	Peng Chia Lin	100	90
Director	Chee Kheng Hoy	100	90
Director	Chang Lu Chang	100	80
Director	Hsu Ken Tsai	100	90
Independent Director	Lo Tzu Wu	100	90
Independent Director	Yang Yung Cheng	100	90
Independent Director	Yeh Chung Chuan	-	100

Corporate Social Responsibility

All Cosmos Bio-Tech Holding Corporation 全宇生技控股有限公司

- The Company has set a “Corporate Governance” relevant norms to follow, to allow all the directors and employees jointly implement the integrity of business policy, in accordance with the principles of fairness and honesty.
- The Company cares for the society, and supports the social welfare activities in long-term basis.

Donated to one
of the Malaysia
Johor Bahru
Orphanage



Donation to
Malaysia Johor
Goodwood
Children's House



Donated to the United Nations Children's Fund



Johor State Government and Malaysian Agricultural Research and Development Institute to promote urban agriculture development

Corporate Social Responsibility

All Cosmos Bio-Tech Holding Corporation 全宇生技控股有限公司

- The Company has a code of conduct for employees. The employees may report complaints to the Human Resources department. Human Resources department will follow-up to track and reply to the staff within the deadline.
- The Company has Employees training and welfare system, smooth communication channels and harmonious relationship between Employer and Employees.





7. Future Development

- (1) Future Influencing Factors
- (2) Development Strategies
- (3) Long-term Vision & Objectives

Future Influencing Factors

All Cosmos Bio-Tech Holding Corporation 全宇生技控股有限公司

1. Global **Climate Change** is favorable to the development of BioChemical Fertilizers
2. Effect of Chemical Fertilizer on **Soil**
3. Encouraged/Promoted by **Government**
4. Combination of BioChemical fertilizers and **Disease Prevention**
5. Increasing **Labor costs** lead to increasing demand for BioChemical Fertilizers
6. Chemical Fertilizer's **Price Competition** lead to Decline of Profits
7. BioChemical Fertilizer **Market Participants** Increased
8. Agricultural Resources need to be **Recycled** and **Reuse**

Development Strategies **Response**

All Cosmos Bio-Tech Holding Corporation 全宇生技控股有限公司

**Continuous Investment in R&D, into the field of biological control.
Maintain as leading technology.**

**R&D of new strains, new applications and Overseas
market demand products, according to different
regions of climate, soil and crops.**

**Establish Sales Offices in Key Sales
regions to provide fast service.**

**Expand Product Market
Share in ASEAN countries.**

**Research &
Development**



Product Strategy



Marketing Strategy



Operation scale



Long-Term Vision & Objectives

All Cosmos Bio-Tech Holding Corporation 全宇生技控股有限公司

- **Continue Research and Development of Beneficial Microorganisms**

Customize Functional BioChemical Compound Fertilizer according to the problems face by customer with different soil and disease problems.

- **Become Strategic Alliance Partners with Upstream and Downstream Manufacturers, and Set up Factories in Key Sales Region**

To obtain better Raw Material costs than market price, Cost Saving on Transportation and Sales stability, to ensure company's products prices are more competitive.

- **Leading Malaysian Biotechnology Industry, Promote the Ecological Environment Sustainability**

Through modern management, Good customer service and High-quality Products, with the role as Professional Biochemical Compound Fertilizer manufacturers, becoming one of the industry leaders in Malaysia.

4 IN 1

RealStrong®

Ganoderma
Biofertilizer

Mengandung / Contains

Kulat endofitik untuk kawalan
penyakit Ganoderma

Endophytic fungus for control

Bahan organik

Organic matters

Nutrien NPK

NPK nutrients

Mikroorganisma bermanfaat

Effective micro-organisms

20
Kg

Jointly developed by:



Solely manufactured by:

ALL COSMOS INDUSTRIES SDN. BHD. Co., Ltd. 48004-D

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Disseminated under collaboration with

Malaysian Palm Oil Board

MAPOB NO. KPM100002

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Thank You

All Cosmos Bio-Tech Holding Corporation 全宇生技控股有限公司