

Stock Code : 4148



All Cosmos Bio-Tech Holding Corporation

www.allcosmos.com

Disclaimer

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

These presentations and discussions contain certain forward-looking statements with respects to the results of operation, financial condition and current expectation about future events. By their nature, forward-looking statements involve risk and uncertainty because they relate to events and depend on circumstances that will occur in the future.

We undertake no obligation to publicly update or revise any forward looking statements whether as a result of new information, future events or otherwise. The actual result could differ materially from those anticipated in these forward looking statements.

全宇生技

ALL COSMOS BIO-TECH

Holding Corporation

AgriCultural Innovation

Outline

1. **Company Profile**
2. **Operational Overview**
3. **2020 Q3 Financial Report**
4. **Growth & Development**
5. **Q&A**



1. Company Overview

- (1) Introduction
- (2) Structure
- (3) Main Business for subsidiaries
- (4) Principal Business Plant

Company Introduction

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

Established on
March 2010

Group Chairman and CEO
Dato' Tony Peng
Shih Hao

Paid-up Capital
NTD 640,000 Thousand



Main Products

- Microbial Research & Development and Production
- Organic Compound Fertilizer and Biochemical Organic Compound Fertilizer with Effective Microorganisms

No of Employees (Group)
360

Main Operations Base
Johor State and Sabah State in
Malaysia

Group Structure

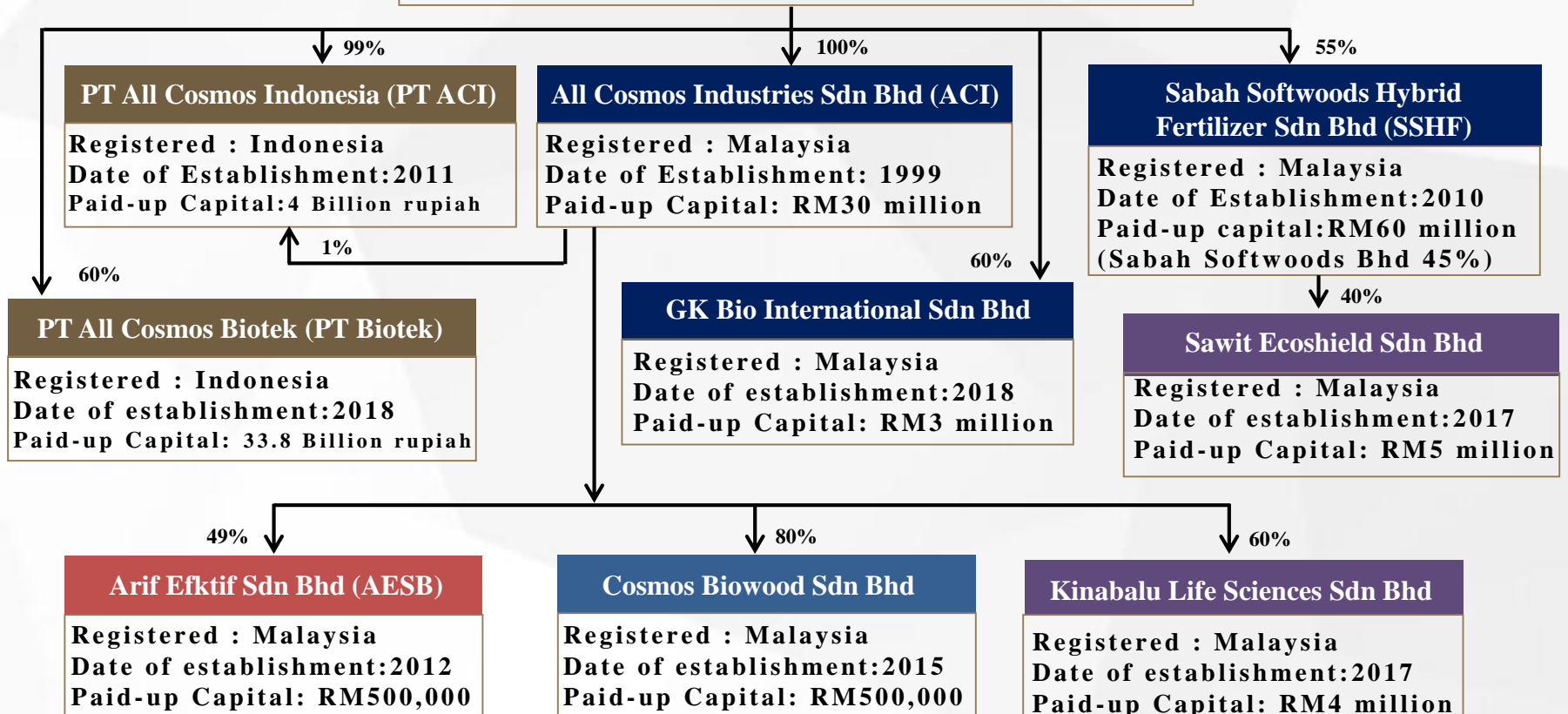
All Cosmos Bio-Tech Holding Corporation 全宇生技控股有限公司

All Cosmos Bio-Tech Holding Corporation (ACBT)

Listed : Taiwan Stock Exchange (Stock Code 4148)

Date of Establishment: 2010

Paid-up capital: NTD 640 million



Main business for subsidiaries

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

Company Name	Year of establishment	Main Business
All Cosmos Industries Sdn. Bhd (ACI)	1999	Manufacturing and sales of biochemical organic high-performance compound fertilizer
Sabah Softwoods Hybrid Fertiliser Sdn Bhd (SSHF)	2010	Manufacturing and sales of biochemical organic high-performance compound fertilizer
PT All Cosmos Indonesia (PTACI)	2011	Sales of biochemical compound fertilizer products in Indonesia market
Arief Efektif Sdn Bhd	2012	Research and production of bacterial biochemical organic high-performance compound fertilizer
Cosmos Biowood Sdn Bhd	2015	Forest planting and research for lignocellulose

Main business for subsidiaries

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Company Name	Year of establishment	Main Business
Kinabalu Life Sciences	2017	Research and production of bacterial cells into oil palm waste treatment
Sawit Ecoshield Sdn Bhd	2017	Production and sales of plant vaccine
PT All Cosmos Biotek	2018	Manufacturing and sales of biochemical organic high-performance compound fertilizer
GK Bio International Sdn Bhd	2018	Probiotics for sale

Principal Business Plant

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



ACI West Malaysia Plant 1
(2001 completed)
Area: 1.953 hectares
Capacity: 115,000 tons



ACI West Malaysia Plant 2
(2014 completed)
Area: 3.826 hectares
Capacity: 135,000 tons



SSHF East Malaysia Plant
(2013 completed)
Area: 3.642 hectares
Capacity: 100,000 tons

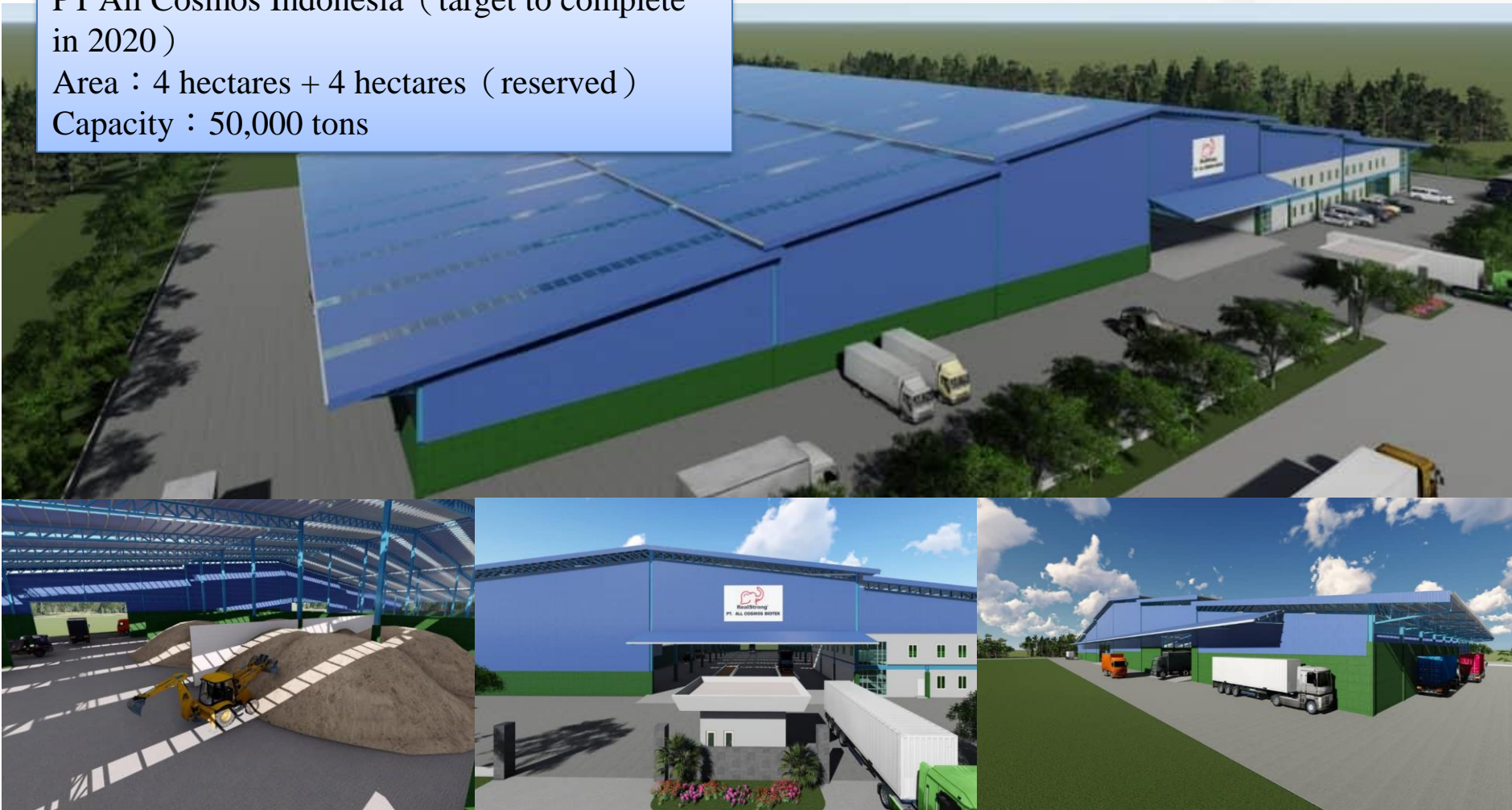
Principal Business Plant

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

PT All Cosmos Indonesia (target to complete in 2020)

Area : 4 hectares + 4 hectares (reserved)

Capacity : 50,000 tons



2. Operational Overview

- (1) Products and Application
- (2) Product Combination Ratio
- (3) Major Customers

MYANMAR

TAIWAN

PHILIPPINES

CAMBODIA

VIETNAM

MALAYSIA

SABAH
(EAST MALAYSIA)

INDONESIA

SINGAPORE



Types of Fertilizers

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

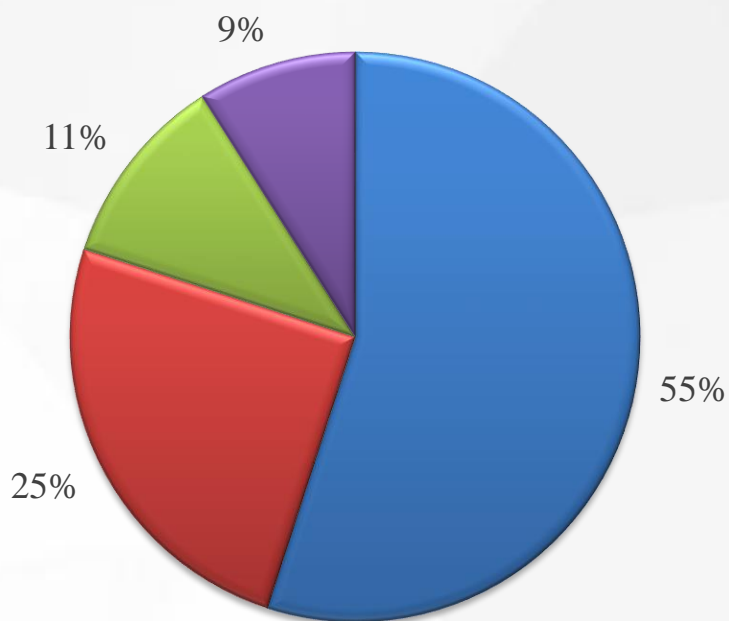


Types	Straights Fertilizers	Chemical Mixture	Chemical Compound Fertilizer	3 in 1 Bio Chemical Compound	4 in 1 Bio Control Bio Chemical Compound
Description	Containing only a single chemical element	Mixture of Two or more chemical elements	Granulation of Mixture of Two or more chemical elements	Adding organic matter with micro-organisms to chemical elements	Adding bio-control bacteria to Bio chemical compound fertilizer
Advantages and disadvantages	<ul style="list-style-type: none"> ● Use accordingly to the crop conditions ● High labour cost due to need frequent manuring application 	<ul style="list-style-type: none"> ● Lower Production costs, Lower Manuring Frequency ● Uneven distribution of nutrients, loss of volatile easily 	<ul style="list-style-type: none"> ● The nutrients contained evenly and stable ● Long-term usage cause environmental pollution 	<ul style="list-style-type: none"> ● Combination of the advantages of chemical and organic fertilizer ● Higher Technique and Manufacturing Technology 	<ul style="list-style-type: none"> ● Additional disease-resistant function ● Higher production costs and selling price

Product Combination Ratio

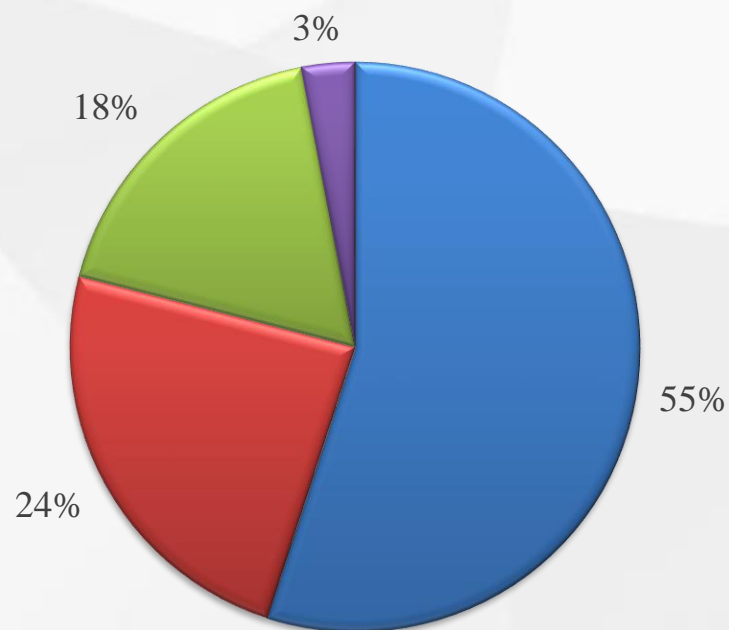
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2020 Q1~Q3



- Organic Compound Fertilizer
- Biochemical Organic Compound Fertilizer
- Chemical Fertilizer
- Microorganisms

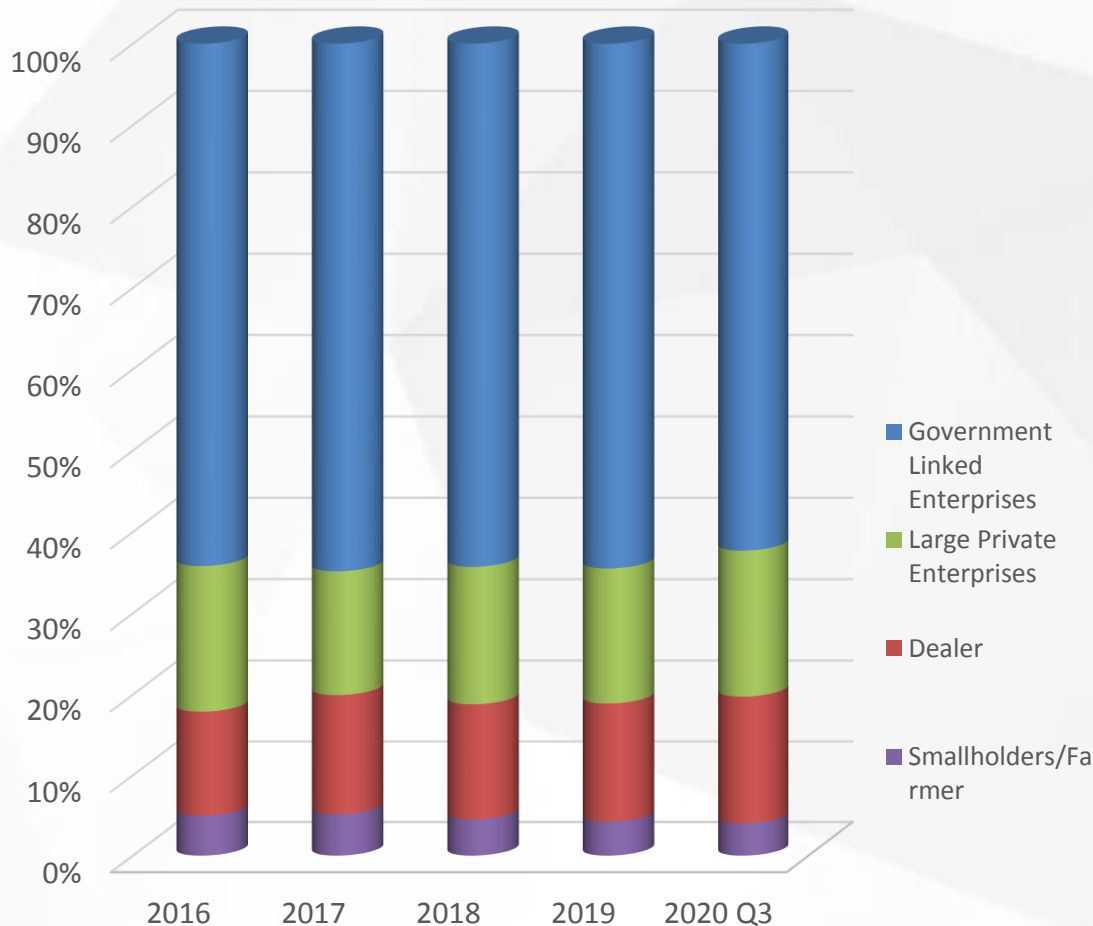
2019 Q1~Q3



- Organic Compound Fertilizer
- Biochemical Organic Compound Fertilizer
- Chemical Fertilizer
- Microorganisms

Key Customer

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Government Linked Enterprises



YPJ HOLDINGS SDN BHD
(Company No. 382400 P)



Private Enterprises



JAYA



TIASA





3. 2020Q3
Financial
Reports

Consolidated Income Statement

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

Item (NTD,000)	2020 Q1~Q3	%	2019 Q1~Q3	%	YoY (%)
Sales revenue	1,087,021	100	1,395,472	100	-22.10
Cost of goods sold	(834,556)	(76)	(1,085,676)	(78)	-23.13
Margin	252,465	24	309,796	22	-18.51
Operating expenses	(193,968)	(18)	(256,487)	(18)	-24.38
Operating profit	58,497	6	53,309	4	+9.73
Non operating income & expenses	33,959	3	26,322	2	+29.01
PBIT	92,456	9	79,631	6	+16.11
Income tax expenses	(28,011)	(3)	(42,198)	(3)	-33.62
Profit after tax	46,934	4	34,713	3	+35.21
EPS	0.73		0.54		

Consolidated Income Statement

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

Item (NTD,000)	2020 Q3	%	2019 Q3	%	YoY (%)
Sales revenue	475,297	100	453,122	100	+4.89
Cost of goods sold	(368,415)	(78)	(361,268)	(80)	+1.98
Margin	106,882	22	91,854	20	+16.36
Operating expenses	(56,131)	(12)	(73,397)	(16)	-23.52
Operating profit	50,751	11	18,457	4	+174.97
Non operating income & expenses	11,405	2	14,661	3	-22.21
PBIT	62,156	13	33,118	7	+87.68
Income tax expenses	(14,148)	(3)	(28,781)	(6)	-50.84
Profit after tax	34,532	7	6,448	1	+435.55
EPS	0.54		0.10		

Consolidated Income Statement

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

Item (NTD\$,000)	2020 Q3	%	2020 Q2	%	QoQ (%)
Sales revenue	475,297	100	396,908	100	+19.75
Cost of goods sold	(368,415)	(78)	(278,195)	(70)	+32.43
Margin	106,882	22	118,713	30	-9.97
Operating expenses	(56,131)	(12)	(77,735)	(20)	-27.79
Operating profit	50,751	11	40,978	10	23.85
Non operating income & expenses	11,405	2	13,849	4	-17.65
PBIT	62,156	13	54,827	14	+13.37
Income tax expenses	(14,148)	(3)	(11,634)	(3)	+21.61
Profit after tax	34,532	7	38,610	10	-10.56
EPS	0.54		0.60		

Consolidated Balance Sheet

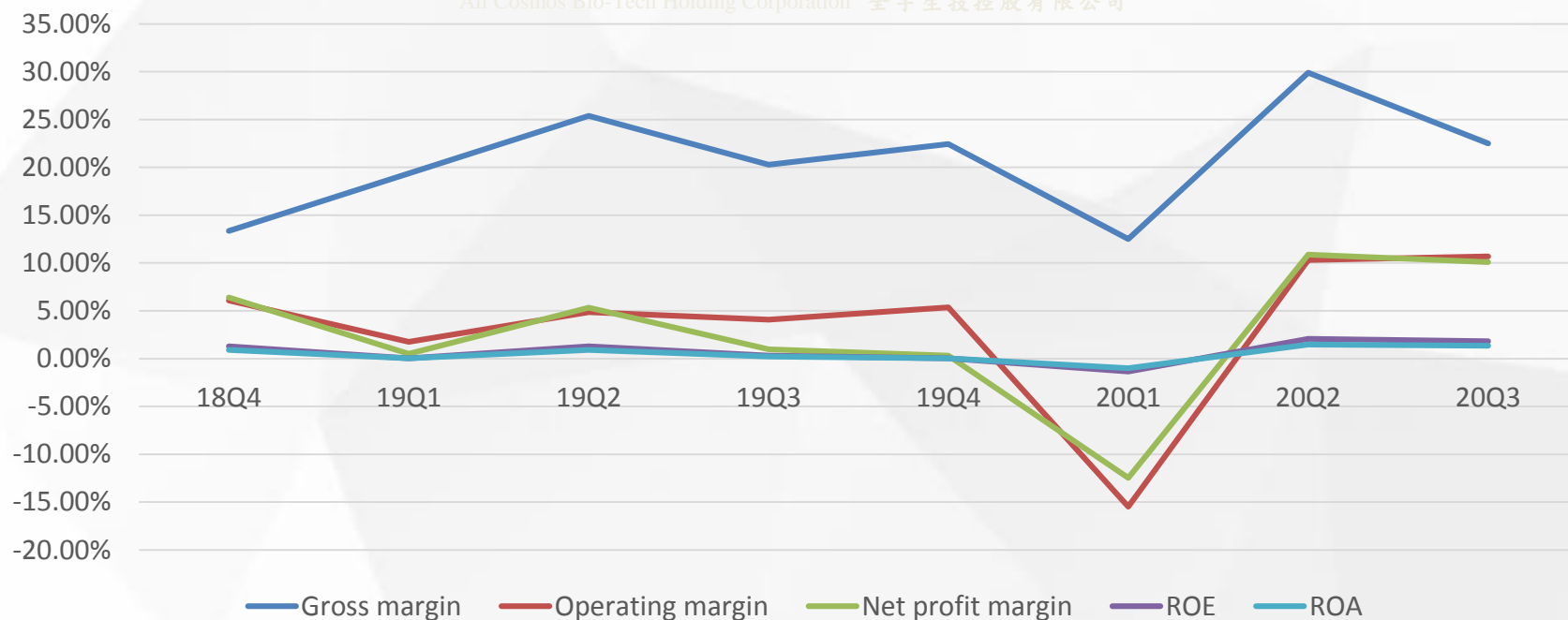
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NT,000

Item	2020.09.30	2019.09.30	YoY (\$)	YoY (%)
Cash & financial assets	929,799	848,853	80,946	+10.00
Account receivable	409,403	518,232	-108,829	-21.00
Inventory	270,930	308,619	-37,689	-12.21
Other non current asset	108,294	89,971	18,323	+20.37
Non current asset	781,205	839,053	-57,848	-6.89
Total asset	2,499,631	2,604,728	-105,097	-4.03
Short-term loan	23,887	-	23,887	
Accounts payable	106,119	98,749	7,370	+7.46
Other non current liabilities	32,966	29,262	3,704	+12.66
Non current liabilities	37,463	35,707	1,756	+4.92
Total liabilities	200,435	163,718	36,717	+22.43
Total equities	2,299,196	2,441,010	-141,814	¹⁸ -5.81

Profitability

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Item (%)	18Q4	19Q1	19Q2	19Q3	19Q4	20Q1	20Q2	20Q3
Gross margin	24.58	19.37	25.39	20.27	22.44	12.51	29.91	22.49
Operating margin	6.08	1.76	4.86	4.07	5.35	-15.47	10.32	10.68
Net profit margin	6.40	0.51	5.32	0.96	0.33	-12.46	10.88	10.10
ROE	1.30	0.02	1.29	0.31	0.05	-1.34	2.07	1.82
ROA	0.92	0.02	0.90	0.23	0.04	-1.01	1.48	1.34

Dividend Distribution

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NT,000

Item	2016	2017	2018	2019
Sales revenue	2,065,543	2,263,652	2,687,581	1,767,699
Net Income	243,217	322,873	305,058	35,694
EPS	4.30	5.31	4.76	0.56
Cash dividend/share	2.15	2.65	2.40	1
Distribution rate	50%	49.91%	50.42%	178.57%



4. Growth & Development

- (1) Operational growth
- (2) Circular Economy
- (3) Plans

Operational Growth

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Fertilizer Market:

- Government linked company, large private plantation
- Divide into standard sales, project sales and marketing

Expansion:

- Plan to complete Indonesia plant when the epidemic slows down

Revenue growth :

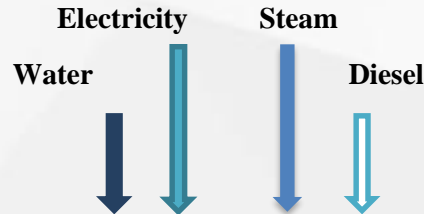
- Become Malaysian government's rice microbial subsidy supplier
- Health food business
- Plant vaccine

Palm Oil Mill Material Flowchart

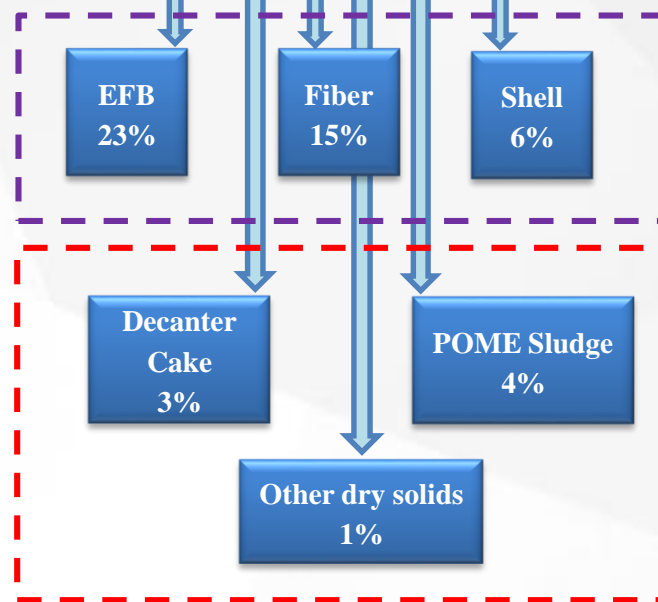
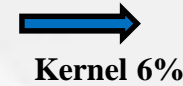
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RAW MATERIAL



PRODUCTS



Common Uses:
 EFB: Mulching, mattress filler, furniture
 Fiber: Boiler fuel, furniture
 Shell: Animal feed, boiler fuel



Re-utilization Strategy:
 Step 1: Production of Trichoderma spores
 Step 2: Drying of waste to 25 – 30% moisture
 Step 3: Cooling of dried waste
 Step 4: Inoculation of Trichoderma into waste
 Step 5: Packaging of Trichoderma solids

Palm Oil Mill

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First Palm oil mill started operation in September 2019



Plans

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Biotechnology

Green Agriculture

**South East Asia
Pioneer**

**Recycling &
Sustainability**



Eco-Friendly



Q & A

4 IN 1

RealStrong®

GanoEF

Biofertilizer

Mengandungi/Contains

Kulat endofitik untuk kawalan penyakit Ganoderma

Endophytic fungus for control of Ganoderma disease

Bahan organik
Organic matters

Nutrien NPK
NPK nutrients

Mikroorganisma bermanfaat
Effective microorganisms

Jointly developed by:



Dikilang oleh/Manufactured by:

ALL COSMOS INDUSTRIES SDN. BHD. Co. No. 487874-D

PLD 539, Jalan Keluli, Pasir Gudang Industrial Estate, 81700 Pasir Gudang, Johor, Malaysia.

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Dirumuskan oleh/in collaboration with:
Malaysia Palm Oil Board

PATENT NO. PI2011005782

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2020

Thank You

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