股票代號：8935

專業創新 • 價值分享

# 2012 Pontex Group Business Prospect

# Investor Conference

**Lecturer：Dr.Ku Shaotu, CEO**









**April, 2012**

精進創新 • 永續邦泰

ISO 14001 · ISO 9001 · ISO 13485 · GMP

# Company Profile

- Established in 1982
- Capital: NT$2.19 billion (excludes overseas and subsidiary)
- Listed in OTC market in 2002
- Global employees: around one thousand





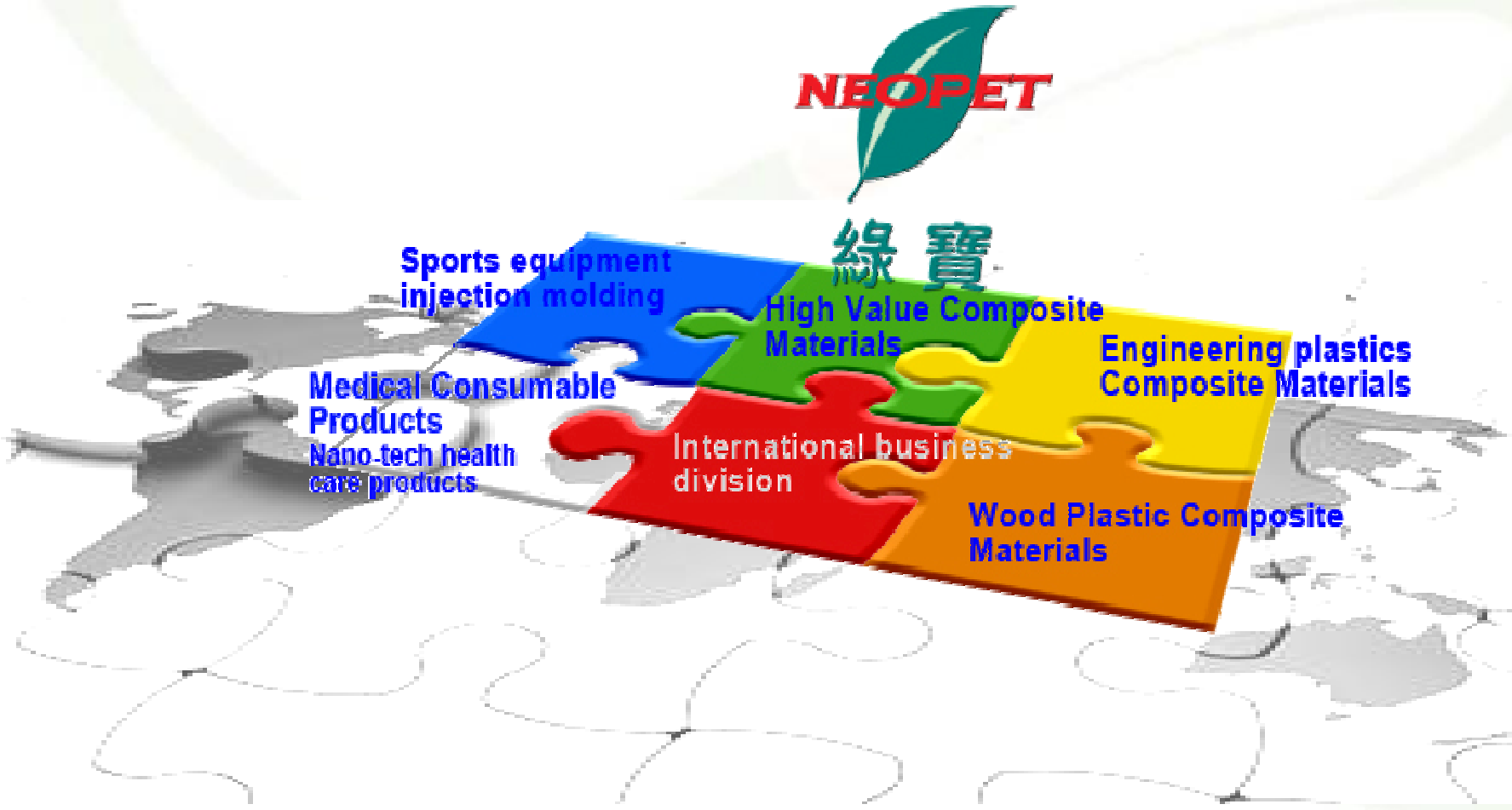
## Global subsidiaries：

Chin Hsiang Light Ray Co., Ltd (Taiwan)
ChangMing Polyblend Co., Ltd (Guangdong)
Pontex Ningbo Nano Enterprise Co., Ltd (Zhejiang)
Pontex Australia Pty Ltd (Brisbane, Australia)





# Business divisions

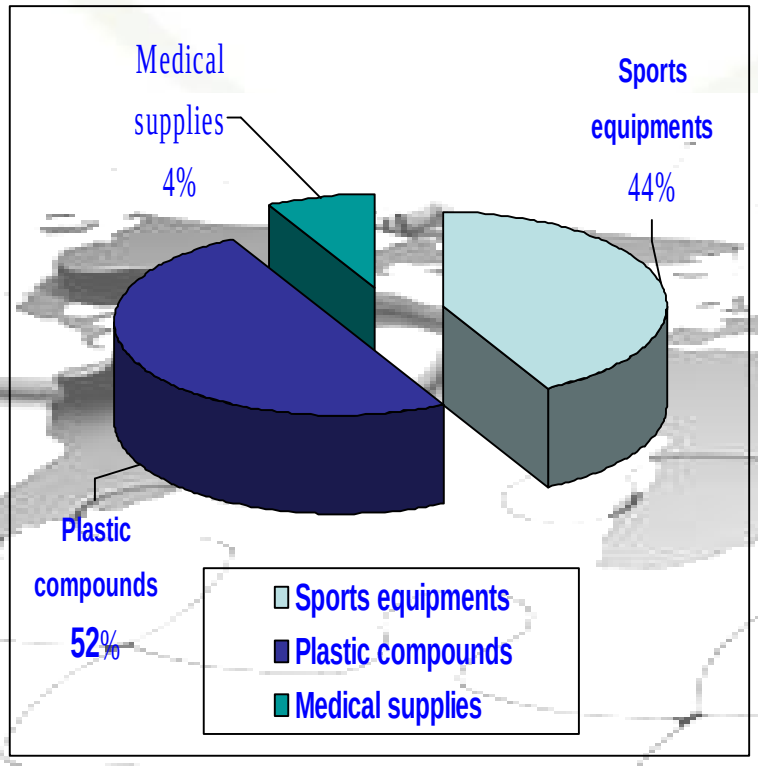


# 2012 Sales objective of three primary divisions

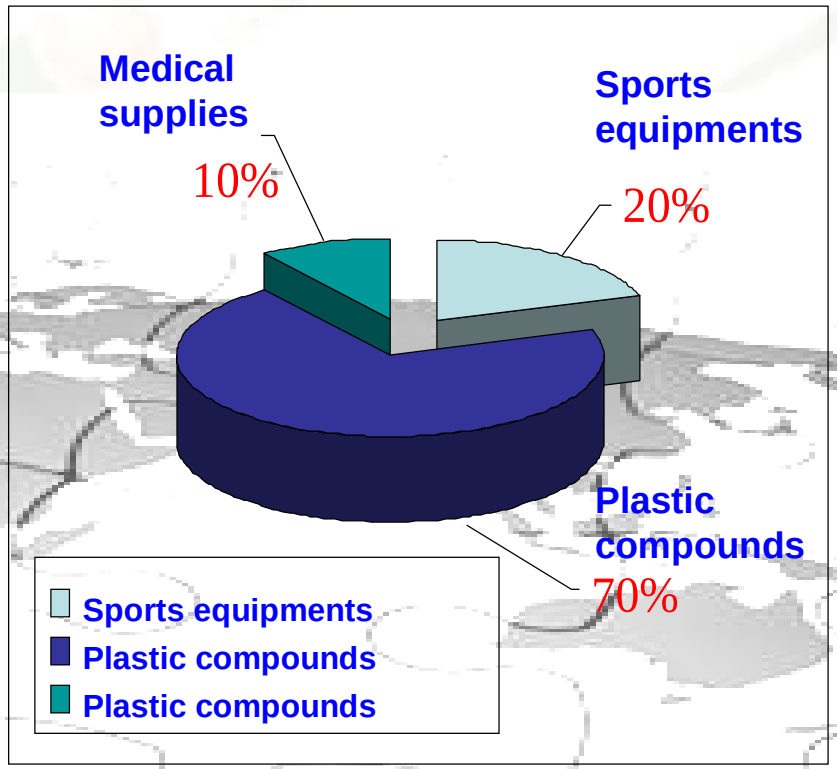
| Division | Orders on hand | Ratio | Sales objective | Ratio |
|---|---|---|---|---|
| Sports equipments | Over NT$900 million | 53% | NT$1.0 billion | 44% |
| Plastic compounds | Over NT$750 million | 45% | NT$1.2 billion | 52% |
| Medical supplies | Over NT$30 million | 2% | NT$0.1 billion | 4% |
| Total | Over NT$ 1.68 billion | | NT$ 2.3 billion | |

# Development trends of three divisions

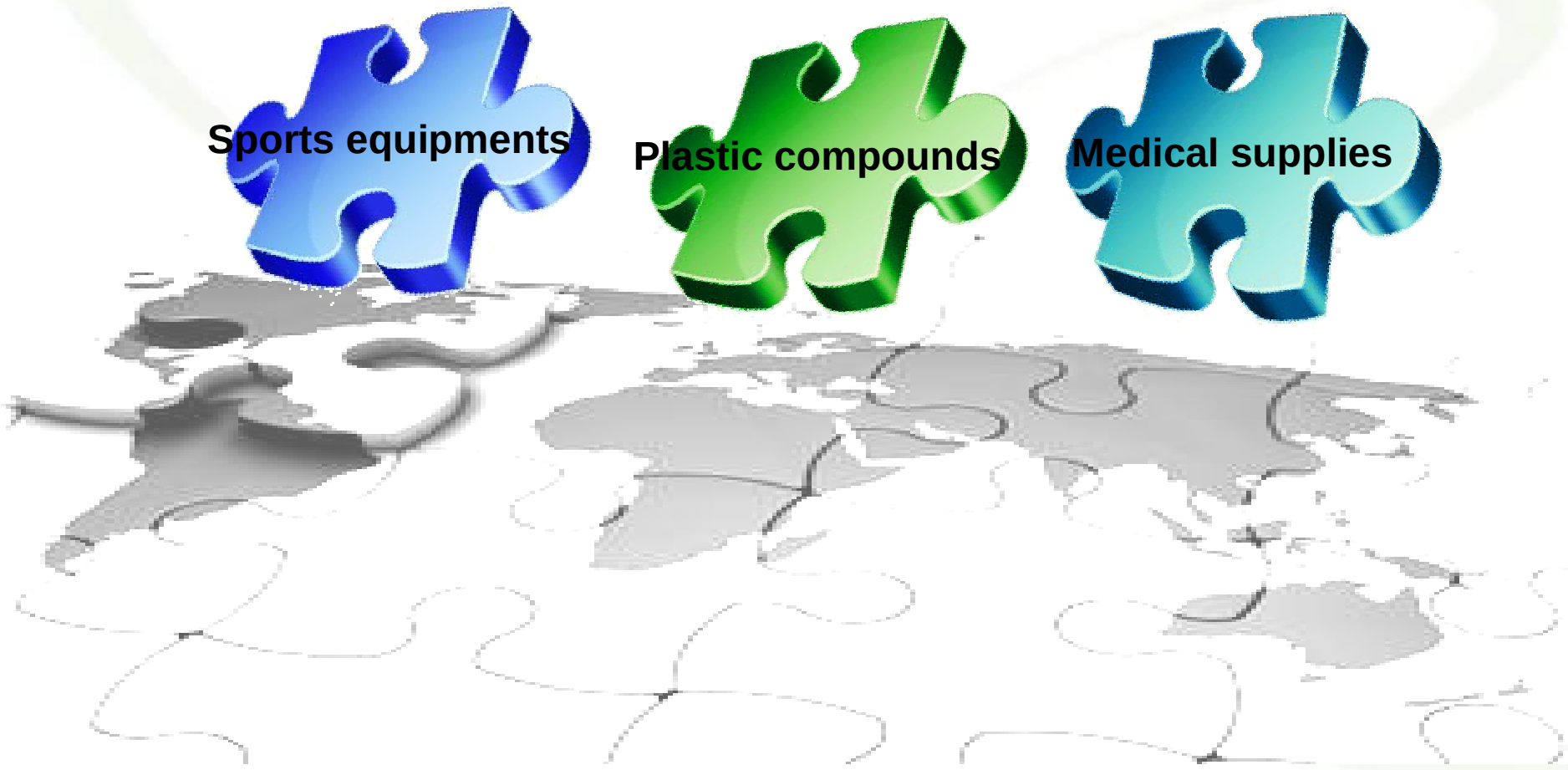
**Sales objective proportion of 2012**




**Sales objective proportion in long term (based on 10 billion sales volumes)**



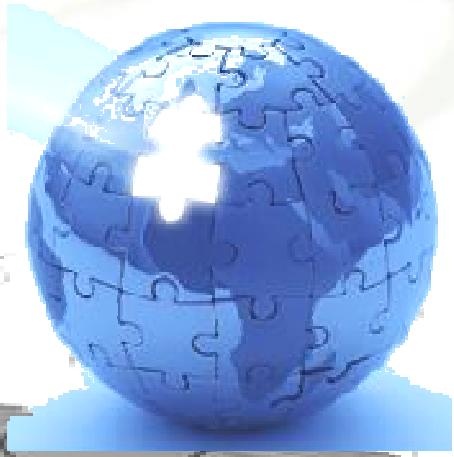
# Description of three primary divisions' 2012 prospects



# The world position of Pontex sports equipments division



- One of the most important NIKE's global suppliers
- The biggest outsole Asian manufacturer for NIKE's spike shoes
- The largest scales of precision injection molding machines in Asia

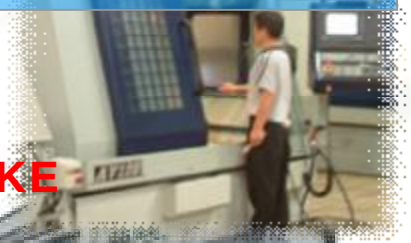




## The largest scales of machinery in Asia：

**Equipped more than one hundreds of facilities in Taiwan and China, Pontex is able to satisfy the demands from NIKE and global customers with over 10 millions pairs annual capacity.**





**Quality approval factory by NIKE**













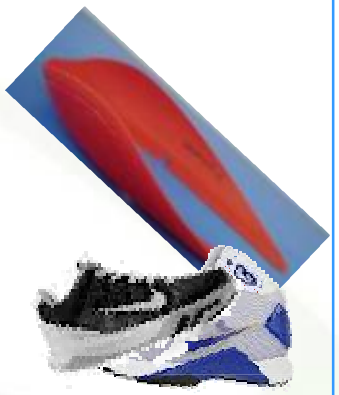


# Five major sports products in 2012








| | | | | |
|---|---|---|---|---|
|  |  |  | **b** new product |  |
| **Outsole of soccer shoes** | **Outsole of baseball shoes** | **Outsole of football shoes** | **Outsole of golf shoes** | **Parts of basketball shoes** |

# The business position of Pontex plastic compounds division



- One of the top three enterprises in Taiwan plastic compound industry
- The delegate of MOEA's High-End Petrochemical Strategic Alliance
- The one and only pioneer in Asia who develops and continuously expends the facilities for both high value engineering plastic and wood-plastic composite

# Annual capacity 28,000 tons workshops

## 1st plastic compound plant



## 2nd plastic compound plant

(WPC production lines of 1st phase)



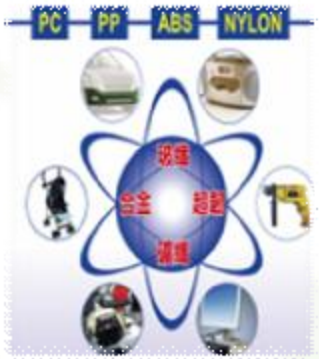
## 3rd plastic compound plant

(new)

**Germany WMP superlative extrusion facility will be set up and start production in Q2**

NEOPET 綠寶

# Five major plastic compound products in 2012

| NEOPET WPC pellet | NEOPET Elastomer compound material | Halogen free flame retardant TPU | PLA compound material | Engineering plastic compound material |
|---|---|---|---|---|
| þ PVC base -for indoor decoration<br>þ PP/PE base-for outdoor application | þ stable supply and competitive price<br>þ accept custom-made order | þ quality validated by famous enterprise and used on American solar products | þ Heat resistance 100℃<br>þ high mechanical strength<br>þ bio-degradable | þ PC<br>þ PP<br>þ ABS<br>þ NYLON |
|  |  |  |  |  |
| decking/rectangular bar/flooring | Chair back/chair seat/shoes plate | Junction box of solar inverter, connector | Heat resistant food container (lid)/tableware | Automobile/household appliance/machine tool/3C |

# The process and application of NEOPET WPC pellet






# The advantage and opportunity of Pontex medical division



- The only pharyngeal intubation guide device GMP manufacturer in Taiwan
- Quality surpasses Pentax Jepan; price is competitive in the world
- Obtained USA invention patent, Japan and China product patent. (Taiwan patent pending.)
- High margin product. Get more profit through revenues

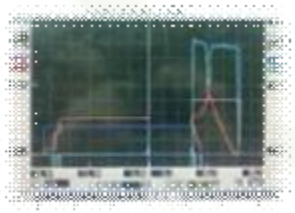


Subsidiary, Chin Hsiang Light Ray, is in charge of production
Parent company, Pontex, is in charge of sales and marketing

# Pontex Group Chin Hsiang Light Ray GMP medical factory

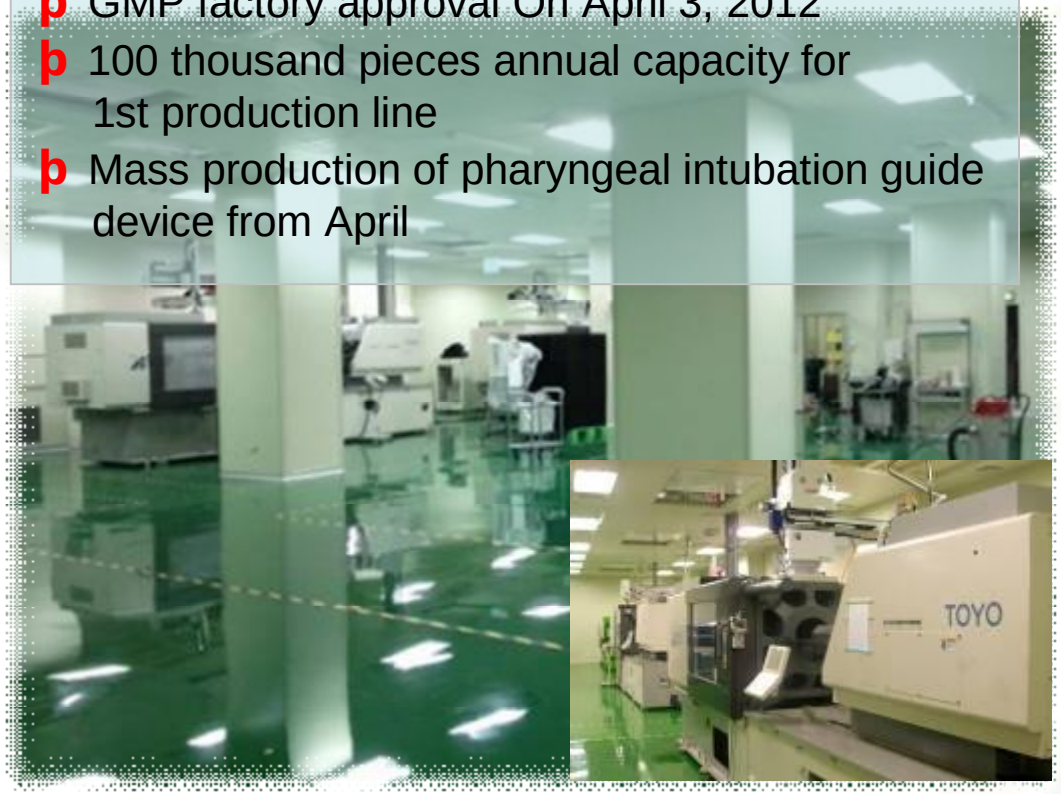


- GMP factory approval On April 3, 2012
- 100 thousand pieces annual capacity for 1st production line
- Mass production of pharyngeal intubation guide device from April

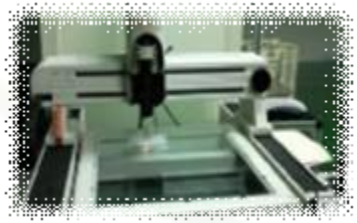












# Brief introduction of pharyngeal intubation guide device

- Developed under MOEA's Technology Development Program in Sep. 2010
- Awarded ISO13485 certificate in Nov. 2011
- Obtained USA product invention patent in Mar. 2012
- GMP factory approval On April 3, 2012





Packaging under Light Ray brand name

- High tech medical device integrated the monitor screen for intubation
- Surpass Pentax's product in features：Three independent tubes, esophageal tube, aspirator tube and endotracheal tube, are easier to suck, intubate, withdraw and clean.



**Class I medical device**


Pontex
Rapid and steady growth of Pontex golden age

The end

Thank you !

# Q&A