



# 台灣農林股份有限公司

Taiwan Tea Corporation

107年法人說明會

2018 Investor Conference

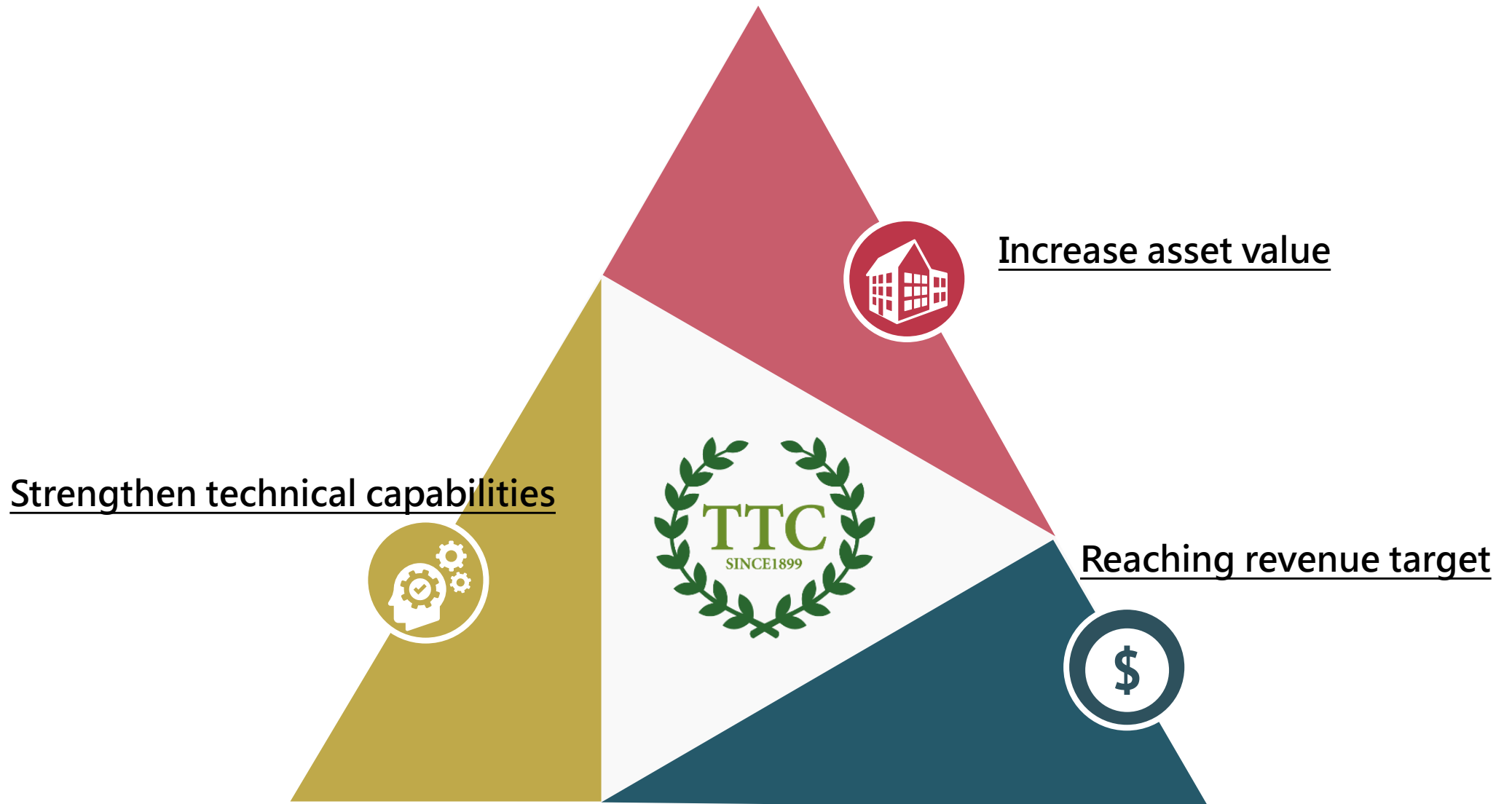
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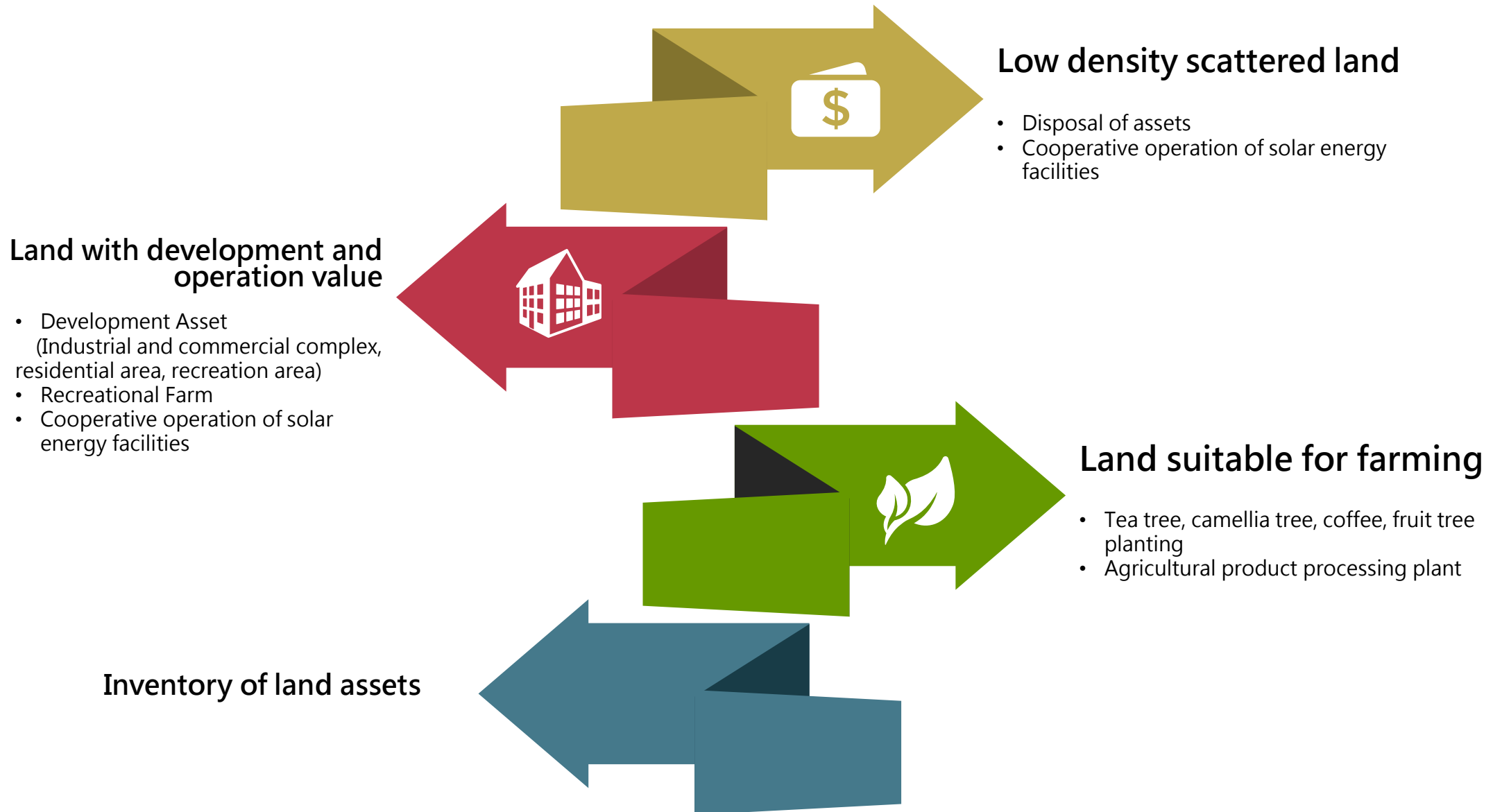
# Conference Agenda-

Agenda	Time	
Opening	5mins	Ms. Chin Yen Lin (Chairperson)
Company profile & prospect	35mins	Mr. Steven Teng (Director)
Q&A	20mins	Ms. Chin Yen Lin Mr. Steven Teng

# Operation Strategy-



# Operation Strategy- Increase Asset Value



# Operation Strategy- Strengthen technical capabilities

## Tea planting management technology

- Automatic mechanization management
- Crop physiology, fertilizer, pests and diseases management
- Water saving irrigation technology



## Tea processing technology

- Digital management of tea processing technology
- Improved design tea processing equipment
- Process parameter digital management



## Integrated management technology

- Sensor components to record atmospheric, soil, and production tool parameters
- IOT -> Big Data -> AI Agriculture



# Increase Asset Value - 【Large land development cases】

## Processing cases

### TTC Sanyi Industrial/Commercial Park

- In 2010, completed water conservation and land preparation
- In 2011, completed revising land functional zone
- Architecture design and investment plan

### Miaoli Tongluo Industrial/Commercial Park

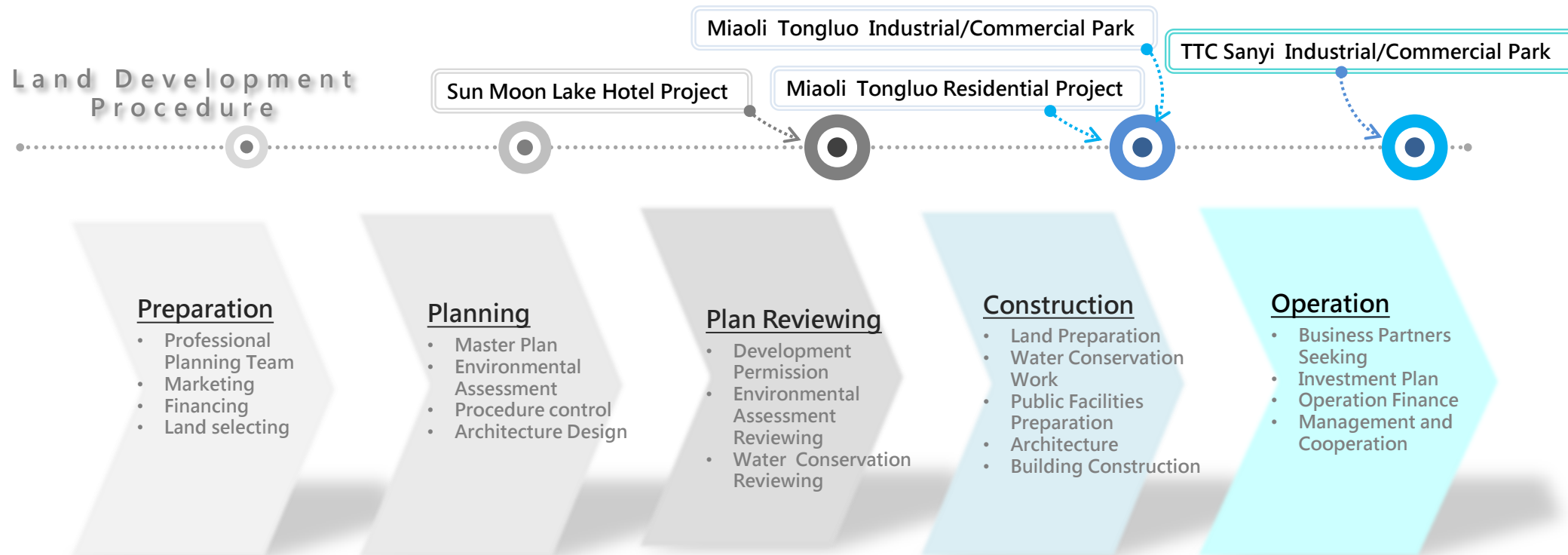
- In 2019, completed water conservation and land preparation
- In 2019, applying to revise land functional zone
- Architecture design and investment plan

### Miaoli Tongluo Residential Project

- In 2019, completed water conservation and land preparation
- In 2019, applying to revise land functional zone
- Architecture design and investment plan

### Sun Moon Lake Hotel Project

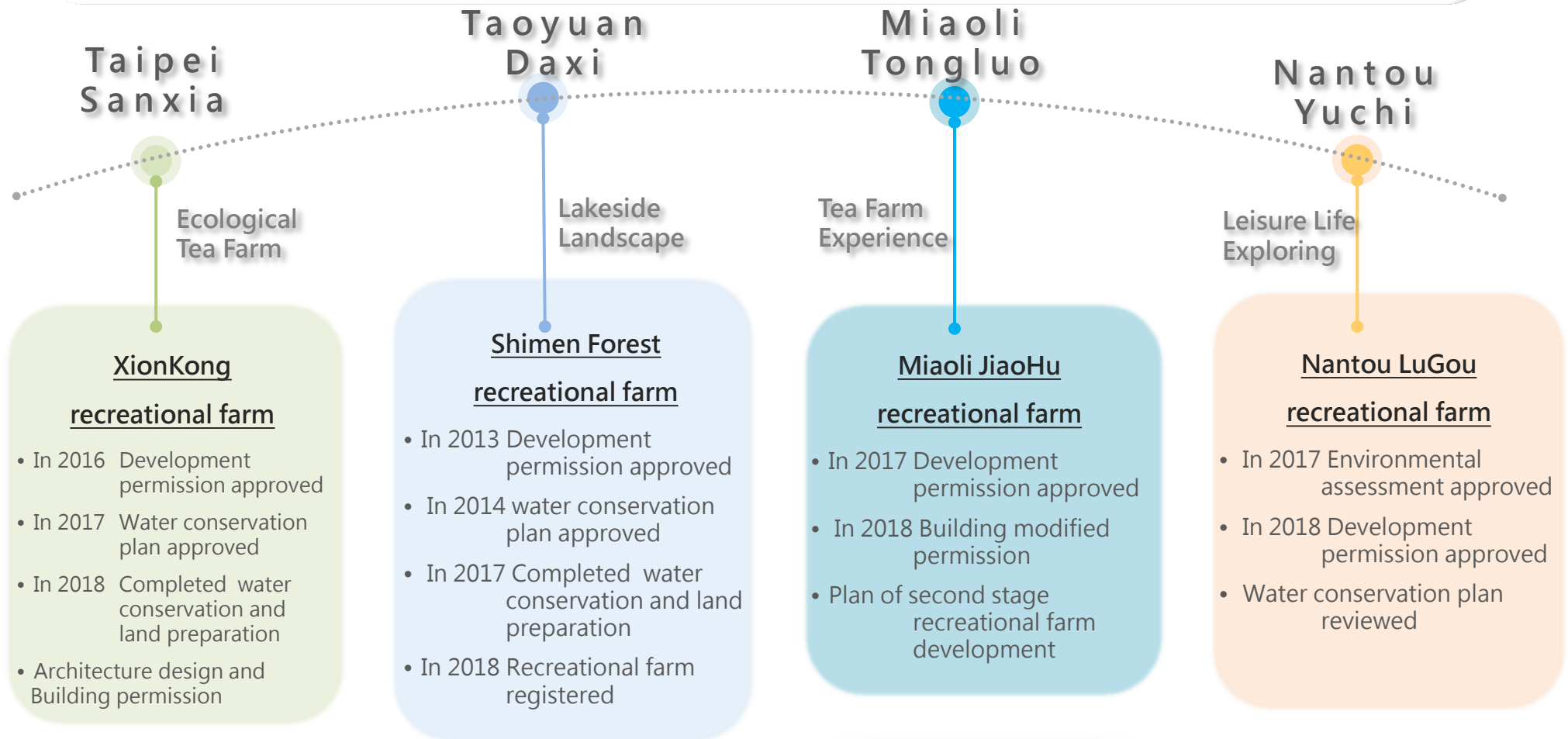
- In 2015, acquired land development permission
- In 2018, acquired water conservation and land preparation permission
- Connecting road required





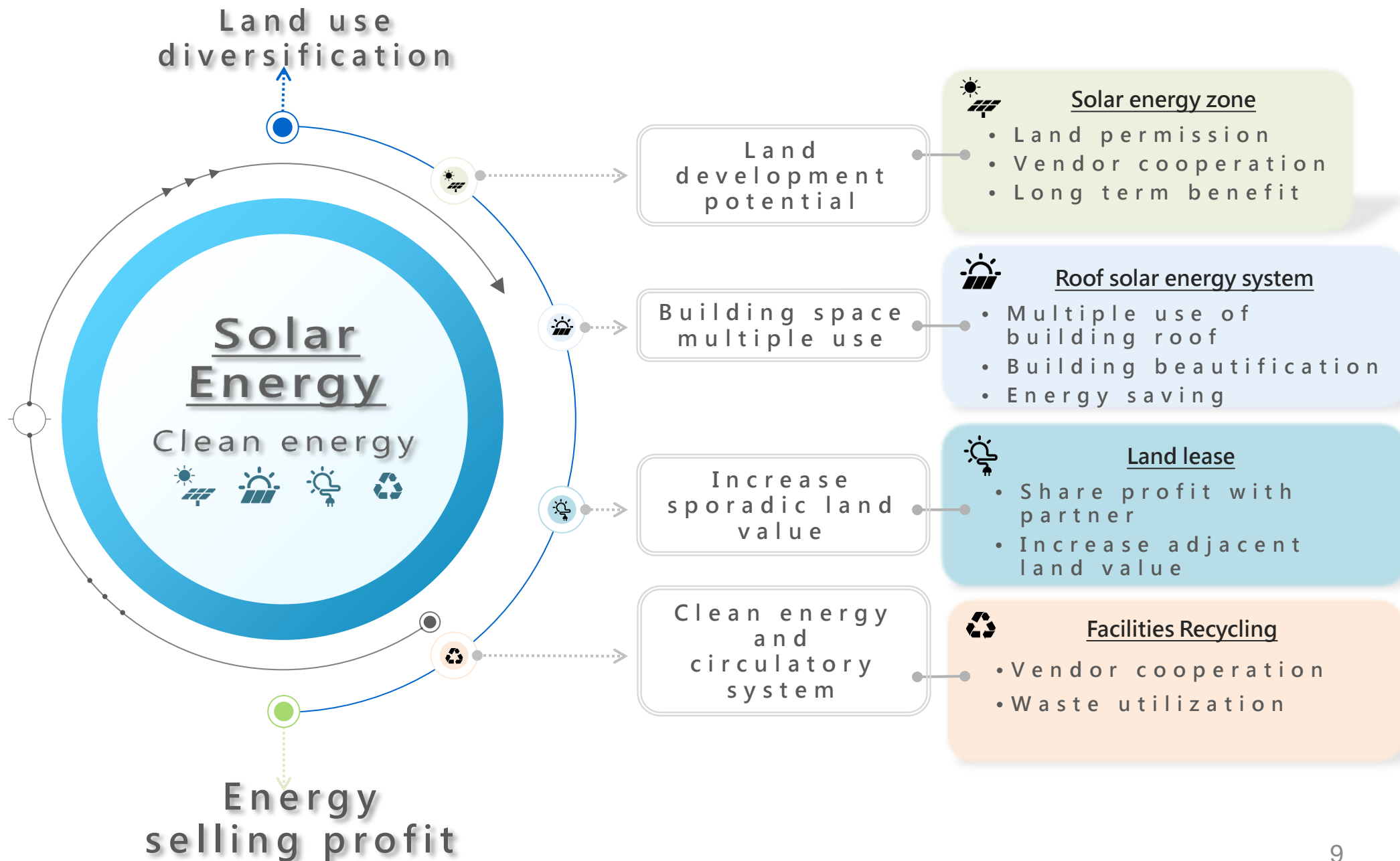
# Increase Asset Value - 【 Low density land development cases 】

- Select appropriate land to build low density recreational farm
- Meets local sightseeing area development trend
- Form our recreational farm business operating system





# Increase Asset Value - 【 Solar energy development cases 】



# Increase Assets Value – Recreational Business



## XIONGKONG TEA GARDEN

Area:168 ha  
(Tea garden  
Approx 5.6 ha)



## DALIAO HISTORICAL HOUSE

Area:3 ha



## DAXI TEA FACTORY

Area:3.7 ha



## TONGLUO TEA FACTORY

Area:30 ha



## ANTIQUE ASSAM TEA FARM

Area:21 ha

*Coming soon: LUGAO COFFEE GARDEN*



# XIONGKONG TEA GARDEN-

2017年整修訪客中心, 增設山林咖啡屋, 展售有機生態茶與商品, 提供健康簡餐服務外, 製茶廠導覽亦是不可多得的知性之旅。





# XIONGKONG TEA GARDEN-

場區廣植山林植栽, 春櫻, 李, 杜鵑, 夏杉, 秋楓, 冬梅, 落羽松. 其四季生態之美不僅侷限於有機而已.





# DALIAO HISTORICAL HOUSE-

本館為日據年代日本場長宿舍, 2013年以古法修繕後開放。館內具茶文演繹記事。品茗論茶外,以傳遞茶道文化服務為旨。二館為80年代建物,外觀改建保留質樸的磨石子牆,內部打造茶即是禪的靜謐空間。





# DALIAO HISTORICAL HOUSE-

展售滋味醇厚,獨一無二,復育於700公尺山頭,無施肥35年以上的[野放茶]與[古樹茶]. 館內並常策劃茶席,茶藝,美學,藝展, 與訪客茶文交流.



一花一世界  
一葉一如來





# DAXI TEA FACTORY-

曾走過製茶榮景,祝融肆虐,也曾落盡繁華休廠。2013年修繕完成,以茶產教育結合文化觀光,連續獲頒經濟部觀光工廠認證。百年茶廠,風華再現。





# DAXI TEA FACTORY-

以導覽其百年製茶,茶廠建築,人文歷史為導向,推展在地、有機、自然的乾淨好茶與時令舒(蔬)食。  
進而傳遞日常生活美學



傳承至今,有百年製茶歷史的台灣農林公司,是台灣唯一自摘茶園,由耕作到製茶,用一貫理念用心做好茶的上市公司。



# TONGLUO TEA FACTORY-

2016年中旬正式營運。茶廠視野寬廣遼闊, 茶園景緻一覽無遺。訪客可參與DIY茶園採製茶活動, 近距離接觸茶了解茶外, 進而認知好茶製作。





# TONGLUO TEA FACTORY-

主要茶產多以自然農法有機栽種,東方美人茶, 蜜韻紅茶最為獨特,亦是主要銷售. 訪客的一日茶農, 四季晴雨的茶園步道體驗, 更是廣為好評.





# ANTIQUE ASSAM TEA FARM-

2004年後重新建造並開始規劃轉型，從單純的製茶廠轉型成兼具生產紅茶、有機農業、推廣健康飲食與環境觀光茶廠。



日月老茶廠  
ANTIQUE ASSAM TEA FARM





# ANTIQUE ASSAM TEA FARM-

茶葉通過「慈心」的有機認證,持續朝向尊重生命和大自然的耕作方式邁進。



日月老茶廠  
ANTIQUE ASSAM TEA FARM





# LUGAO COFFEE GARDEN- *Coming soon*

預計2019年中營運,位於鹿篙咖啡園中,群山環繞,健康,樂活與土地共生.





# Tea garden/factory distribution

## 大溪老茶廠

DAXI TEA FACTORY

Area: 3.9 ha

Cultivars : Green tea & black tea



## 三義、銅鑼茶廠

SANYI · TONGLUO  
TEA FACTORY

Area: 40 ha

Cultivars : Oriental Beauty Tea



## 熊空茶園

XIONGKONG TEA  
GARDEN

Area: 6 ha

Cultivars : Organic Green Tea, black tea  
and Oolong Tea



## 日月老茶廠

ANTIQUE ASSAM  
TEA FARM

Area: 21 ha

Cultivars : TTES No. 8 、 No. 18 、 No. 21



## 老埤農場

Laupi Tea Farm

Area: 717 ha (Tea Garden Approx. 470 ha)

Cultivars: TTES No. 8, No. 2, No. 17, No. 18, Chin-Shin  
Da Pan and Shi-Ji-Chun (Four Season)



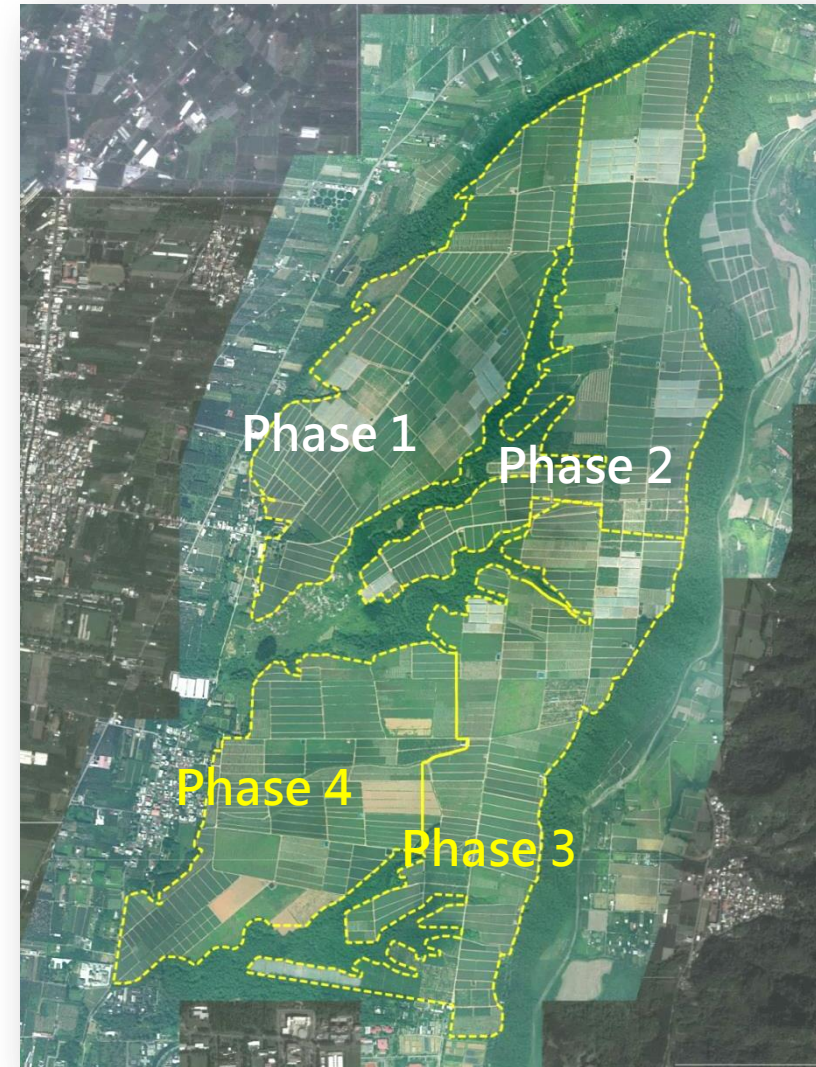


# Strengthen technical capabilities- Result 【Laupi Tea Farm】

科技  
Technology  
生態  
Ecology  
食安  
Food safety

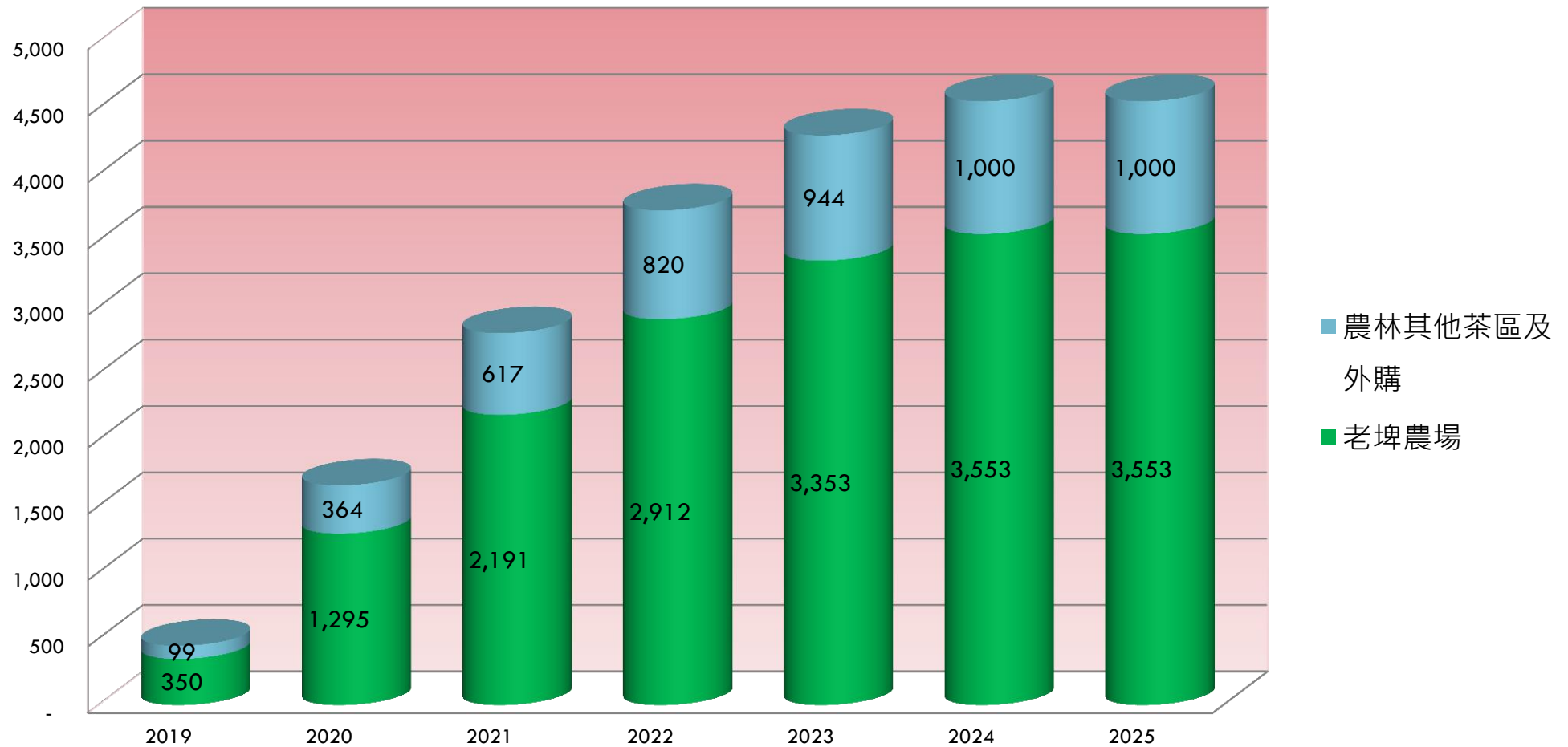
## Achievement :

- Complete Planting the first & second phase (240 ha).
- Automatic mechanized tea harvesting.
- Tea factory and Storage area are under construction.
- Start third phase planting.



# Estimation of tea production in the next seven years

## Estimated total tea production (tons)



Expected profit

Up to 3500 tons of production capacity

# Tea industry analysis

## Market demand



- ☑ Taiwan's tea import volume/value are still greater than export volume/value

2017 export volume **8,720 tons** 、 import volume **32,019 tons**  
export value **NT\$ 2.72 billion** 、 import value **NT\$2.61 billion**

(References : COA Statistical Database)

- ☑ Demand for Taiwan's tea in international market still growing

## Technical feasibility



- ☑ In Taiwan, TTC hold the most advanced scientific management technology. Laupi Tea Farm could harvest 6~7 time with production of 3,500 tons of tea a year and providing customers with stable supply of tea and price.
- ☑ Continuously improve the stats of art tea making technology and provide customized product services.
- ☑ Create production, recreation & tea culture settlement.

Video:



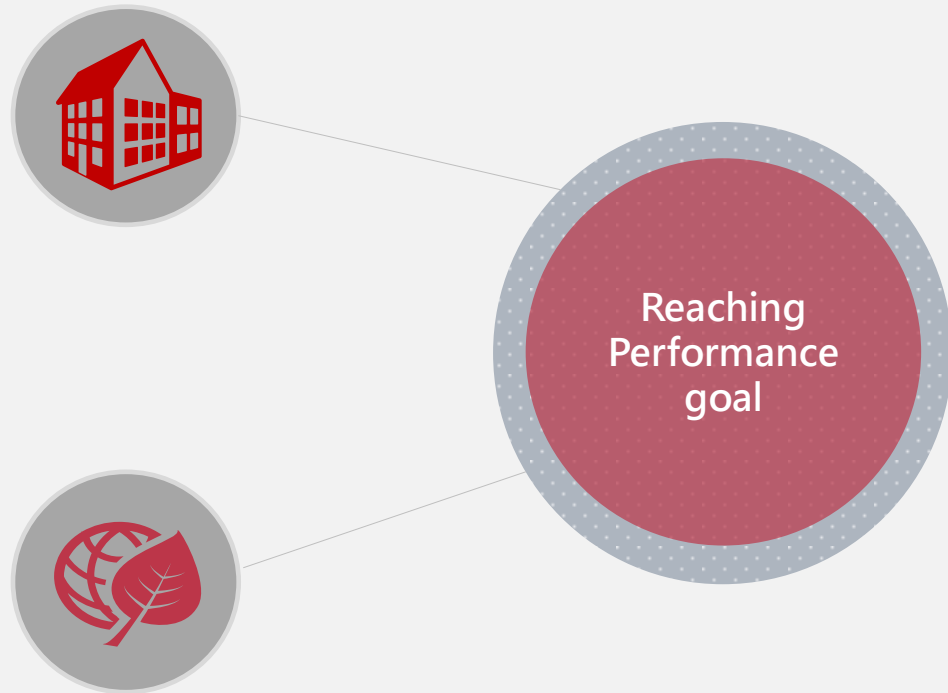
# Prospects -

## Increase asset value

- Vitalize land development create more lease or cooperation to increase profitable space.
- Vitalize land integration to settle the foundation for asset appreciation.

## Strengthen technical capabilities

- Provide tea products with more safety, stable quality, supply and price to expand the commercial tea market.
- Expect to gain profit from year 2020 to 2021 .
- At year 2024 to 2025, the tea production will reach more than 3,500 tons per year.
- Export smart AI farm technology to increase revenue and production, expand foreign markets.





# Q & A



Company address: 15F., No.3, Park St., Nangang Dist., Taipei City 115, Taiwan (R.O.C.)

TEL : +886-2-26557799

Http : [www.ttch.com.tw](http://www.ttch.com.tw)