



# Investor Conference 3Q 2024

President : Dr. Jessy Lee

December 11, 2024

# Disclaimer

This report is based on information that Collins (the Company) obtained from the present sources. Some information may be affected by uncertainties resulting from any discrepancies between the projection and further progress.

Any adjustments or changes will be notified on the Market Observation Post System (MOPS).

# Agenda

1. Company Profile
2. Business Coverage
3. Core Business and Investment
4. The 3Q 2024 Financial Results
5. Formosa Plastics Building Project

# Company Profile

- Founded in 1969
- Listed in TWSE (2906) since 1989
- Paid-in Capital: NT\$20.91 billion
- Number of Employees: 931
- As of September 2024,  
Consolidated Assets: NT\$127.37 billion  
Consolidated Revenue: NT\$66.28 billion  
Book Value per Share: NT\$16.6



# Business Coverage

## Core Business

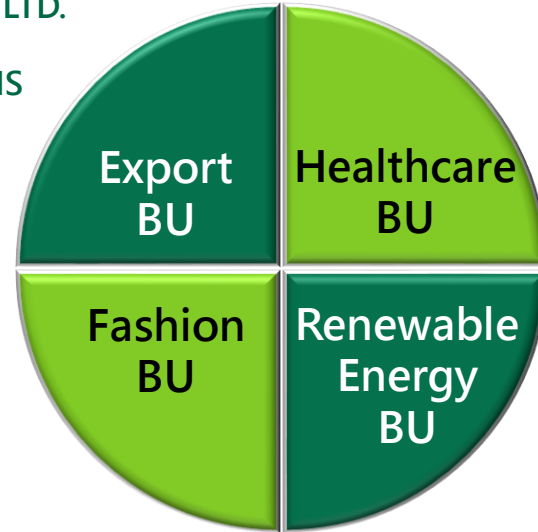
- Export  
Sundry goods, furniture, patio and garment
- Oversea Offices: the USA and CHINA



- Distributorship & Fashion Affiliates
  - G2000
  - BAYCREW'S GROUP:  
JOURNAL STANDARD, relume,  
B.C STOCK, FLIPPERS, J.S. FOODIES

- Oversea Affiliates
  - QUALITY CRAFT LTD.
  - COLTEX (HK)
  - TUNGYA COLLINS  
TERMINAL

## Investment



- MINOSHIN INTERNATIONAL  
CHRISTIAN LOUBOUTIN, BALLY, BALMAIN,  
DELVAUX, DIESEL, DOLCE&GABBANA,  
MARC JACOBS, RIMOWA, SHANGXIA

- Hi-Clearance
- DV Biomed
- GrowTrend
- Taiwan Bio
- San Ho

- J&V Energy
- Yu Guang Energy
- Collins Energy  
Solutions (CES)
- Tuo Sen Energy
- De Rui Tech
- WinCharge Tech
- Pu Deng Solar
- Kai Lan Power

# Core Business

# Export

Houseware  
Fire pit  
Hand tool  
Giftware  
Electric  
Appliance  
Sporting goods  
Lighting  
Christmas tree  
Trim-a-tree  
Garden  
Decoration  
Indoor/outdoor  
Furniture  
Garment



Being the exclusive distributor of G2000 in Taiwan, there are 69 stores, including 29 free-standing and 40 shopping counters.

- G2000 has enhanced its **brand optimization** in recent years. The business series has added technical fabrics (Quick Dry and Sweat-Wicking, NON-IRON, TEFLON, etc.) to serve urban business customers with comfort and convenience.
- In 3Q 2024, Shulin warehouse has used the **AVG and RFID system**. The goods handling process can reduce the human error rate and improve the speed and efficiency of goods distribution.





# Core Business

- Since March 2023, Collins has established a closer cooperative relationship with Japan's BAYCREW'S GROUP (BCG) to jointly develop its brands of clothing, catering and other product categories in Taiwan.
- Plan to open two shopping malls in 2025:

No	Location	Store	Estimated opening time
1	Uni-president Dream Plaza	Journal Standard relume+Flipper's	1Q 2025
2	Mitsui Shopping Park LaLaport NanGang	Journal Standard relume+J.S. Foodies Tokyo	2Q 2025

- Up to 1H 2025, it is anticipated 11 stores: 6 clothing and 5 catering stores.

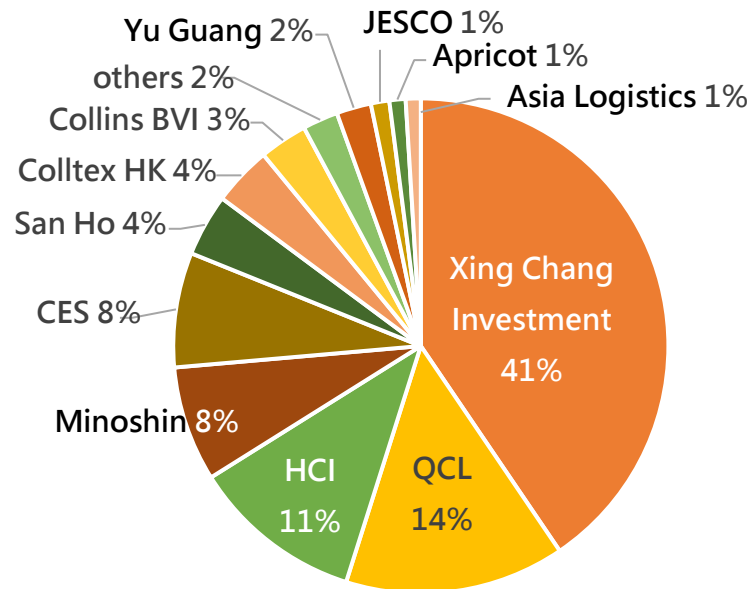




No	Name of Investee	Book Amount	%
1	Xing Chang Investment	834,974	40.9%
2	QCL	295,970	14.5%
3	Hi-Clearance (HCI)(1788)	231,141	11.3%
4	Minoshin International	154,977	7.59%
5	Collins Energy Solutions (CES)	154,486	7.6%
6	San Ho Healthcare	83,566	4.1%
7	Colltex HK	79,821	3.9%
8	Collins BVI	64,713	3.2%
9	Yu Guang Energy	46,692	2.3%
10	JESCO International	24,765	1.2%
11	Apricot Biomedical	21,762	1.1%
12	Asia Logistics	20,200	0.99%
13	GrowTrend Biomedical	19,374	0.9%
14	Easting Biotechnology	4,508	0.2%
15	Collins International	3,655	0.2%
<b>15 in Total Amount</b>		<b>2,040,604</b>	<b>100%</b>

Unit: NT\$ thousand

Invested in 15 subsidiary companies with the book amount of NT\$ 2.04 billion



Note 1: 4 companies with less than 1% are classified as others.

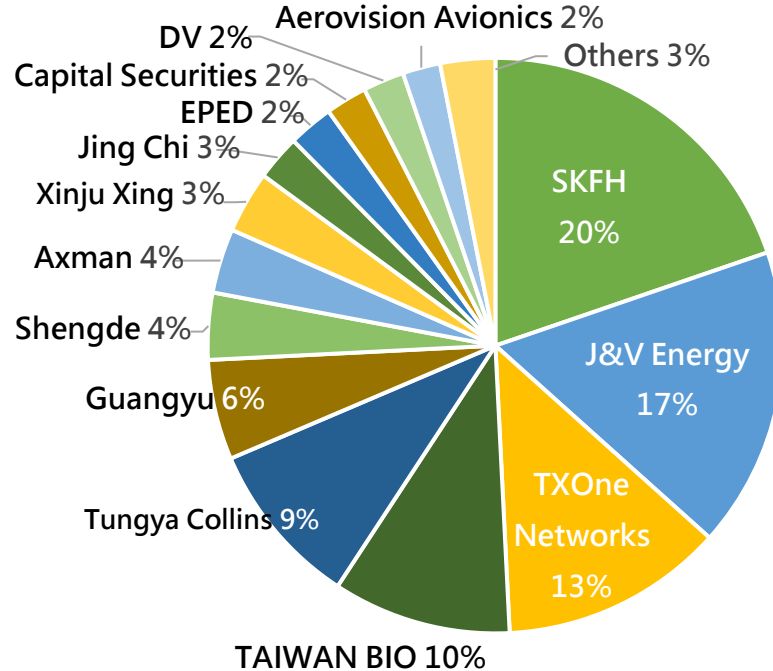
Note 2: Except for the second-tier subsidiaries, please refer to Note 13(2) of Collins's Consolidated Financial Statement.

# Investment | Impact Investing

FVOCI

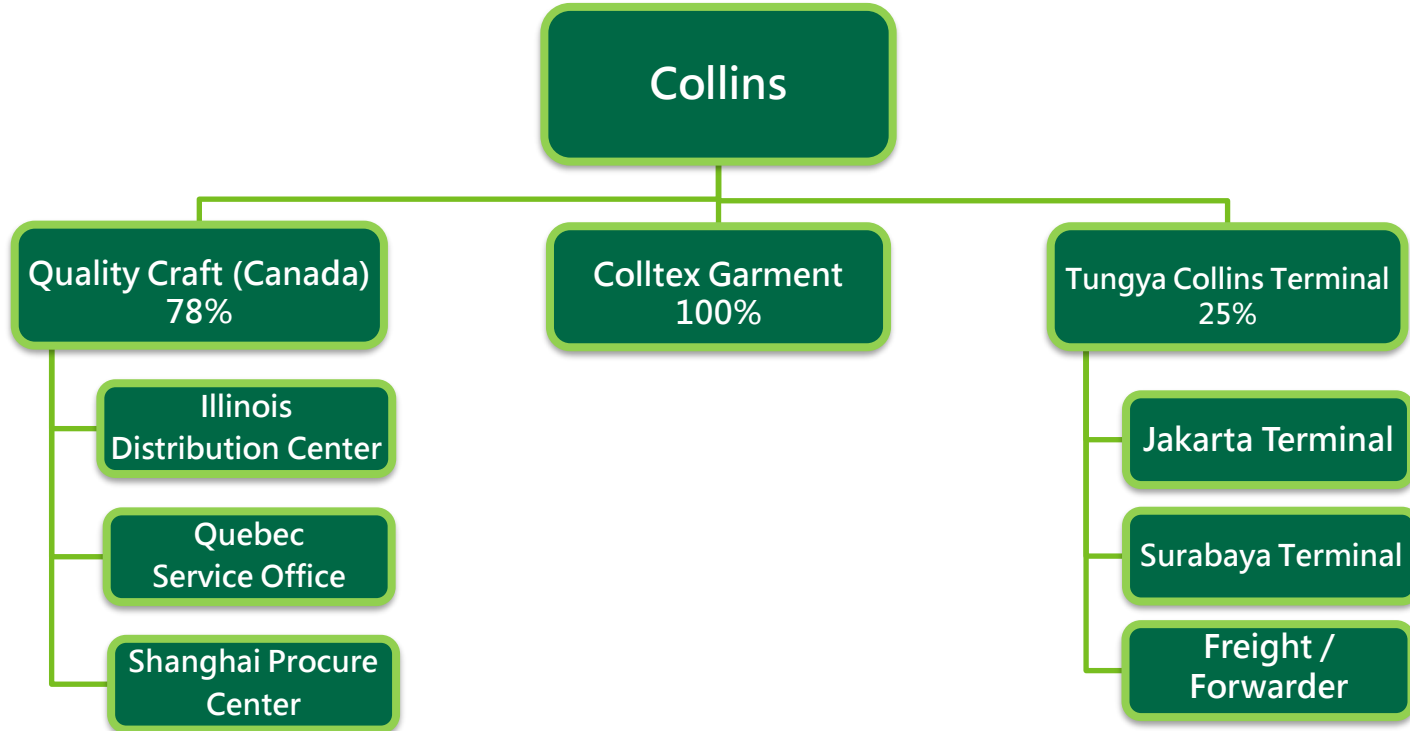
No	Marketable Securities	Fair Value	%
1	SKFH (2888)	252,543	19.7%
2	J&V Energy (6869)	216,000	16.9%
3	TXOne Networks	160,752	12.6%
4	TAIWAN BIO (6892)	128,272	10%
5	Tungya Collins	119,526	9.3%
6	Guangyu International (6595)	71,920	5.6%
7	Shengde Pharmaceutical (4123)	48,050	3.8%
8	Axman (6804)	46,376	3.6%
9	Xinju Xing Tech	44,524	3.5%
10	Jing Chi Biomed	32,543	2.5%
11	EPED (PSB 7536)	32,433	2.5%
12	Capital Securities (6005)	29,730	2.3%
13	DV Biomed (6539)	29,607	2.3%
14	Aerovision Avionics (8140)	27,122	2.1%
15	Universal EC	14,945	1.2%
16	Leadsun Investment	10,103	0.8%
17	PT.TUNGYA Perkasa	8,756	0.7%
18	Power World Fund	3,115	0.2%
19	CNC Distressed	1,047	0.1%
20	Viscovery Pte	901	0.1%
21	TDCC	595	0.05%
<b>21 in Total Amount</b>		<b>1,278,860</b>	<b>100%</b>

Holds 21 stocks in security with fair value of NT\$ 1.28 billion



Note 1: 7 companies with less than 2% are classified as other.

# Investment | Trading Business



- Founded in Vancouver Canada since 1984, Quality Craft (QC) imports and distributes 3,000+ products in the USA and Canada. Specialized in R&D and self-developed private brands, Quality Craft holds 19 patents and 48 trademarks covering interior material, tool storage and outdoor living.
- Collins owns 78% of its shareholdings.



溫哥華, 加拿大  
總部  
#301, 17750-65A Avenue  
Surrey, BC V3S 5N4

拉瓦勒, 魁北克  
銷售及服務據點  
509 Lindbergh Street  
Laval, Quebec H7P 2N8

羅密歐維爾, 伊利諾伊州  
客戶支援與發貨中心  
1415 Enterprise Dr  
Romeoville, IL 60446

上海, 中國  
採購中心  
#302, 1698 Yishan Rd  
Shanghai, China 201103



Flooring and Wall

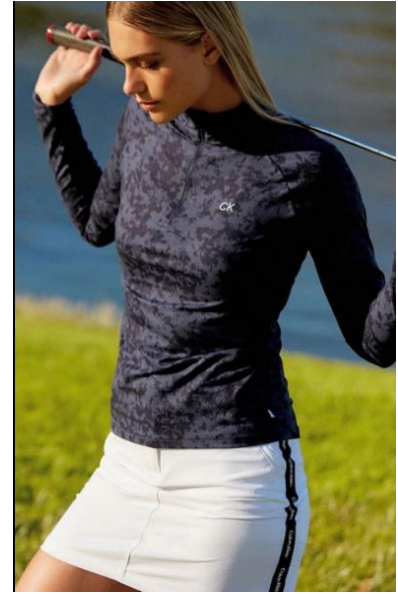


Outdoor Living



Tool Storage

- Colltex established in Hong Kong since 2006 by Collins. It dedicates to the ODM business for European and American brands of apparel with outsourcing its manufacturing in Asian countries.



- PT. Tungya Collins Terminal (TCT) was established in Indonesia in 1993, with main business includes container yards, local transportation, customs clearance, and warehousing. Now TCT has container yard of 59,000 square meters and warehouses spanning 50,000 square meters in Jakarta and Surabaya. With 500 employees, TCT is equipped with approximately 50 heavy-duty machinery and about 130 container trailers.
- Collins owns 25% of its stake.



CONTAINER YARD



TRUCKING & CLEARANCE



WAREHOUSE

- Minoshin International, founded in 2014, is dedicated to operation of mono-brand stores of luxury brands as their exclusive franchisee. It has a total of 28 mono-brand stores in Taiwan, 1 official brand website and 3 dedicated stores on e-comm.
- Collins owns 68% of its shares.

### Travel

RIMOWA

### Leather Goods

—18  29—  
DELVAUX

BALLY

### Apparel/Accessory

BALMAIN  
PARIS

DOLCE & GABBANA

**DIESEL**<sup>®</sup>  
FOR SUCCESSFUL LIVING

MARC JACOBS

### Shoes

Christian  
*Louboutin*

### Lifestyle

SI&ZOX-A



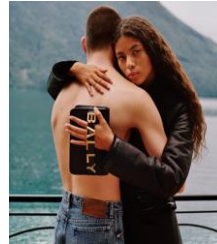


Since 2015 (3 Stores)



# BALLY

Since 2019 (7 Stores)



# RIMOWA

Since 2020 (7 Stores)



## SIANOX-

Since 2022 (2 Stores)



 COLLINS

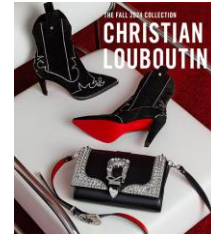
## BALMAIN PARIS

Since 2023 (2 Stores)



## Christian Louboutin

Since 2024 (1 Store)



This ain't Texas, but its craftsmanship and cowboy core have a hold on the brand's latest arrivals.



## MARC JACOBS

Since 2024 ( 5 Stores )

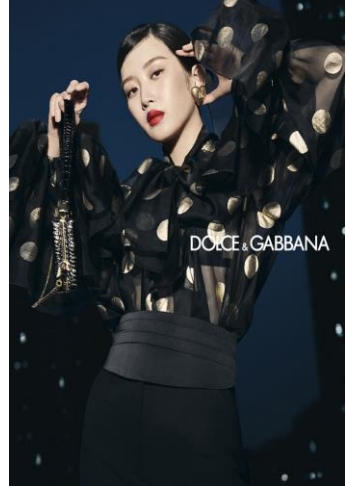


Since 2024 ( 1 Pop-up )

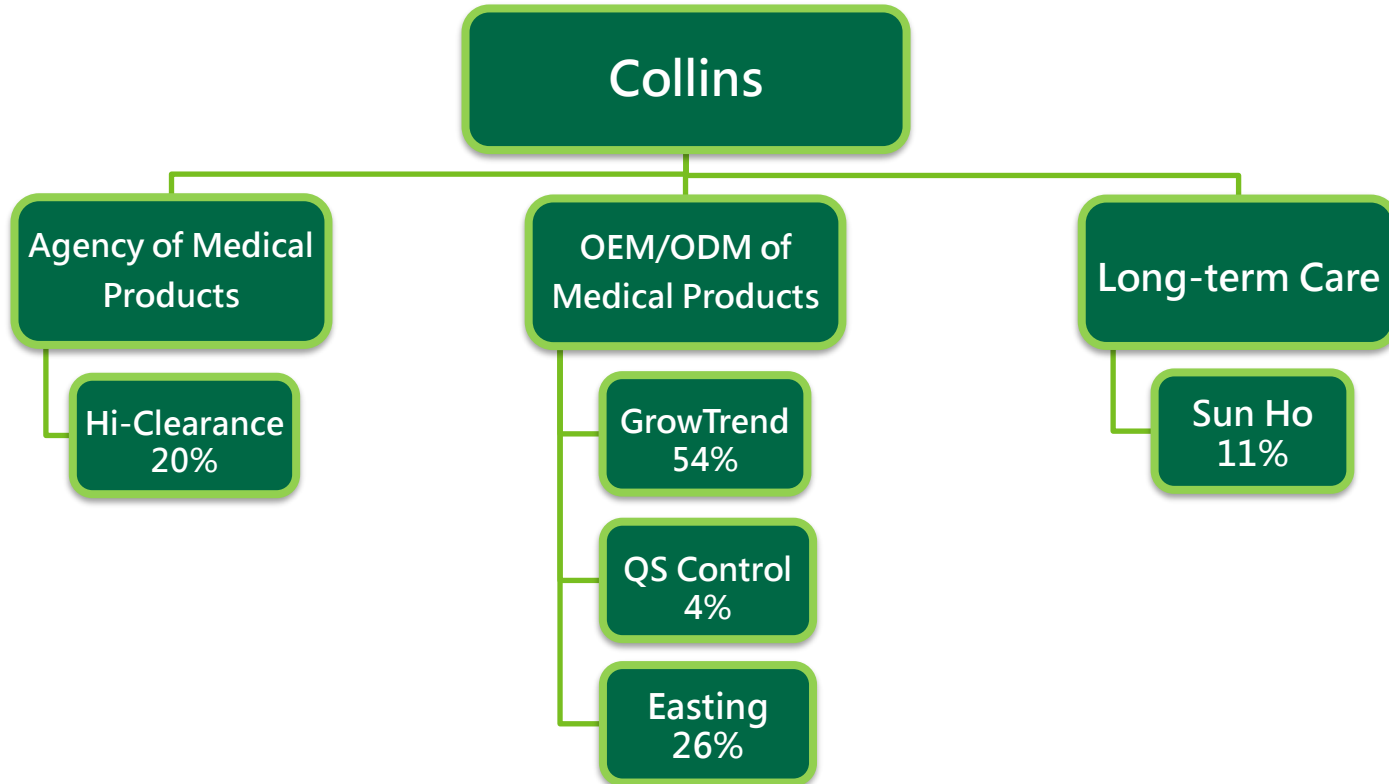


## DOLCE & GABBANA

Since 2024 (To be opened)



# Investment | Healthcare



# Investment | Healthcare

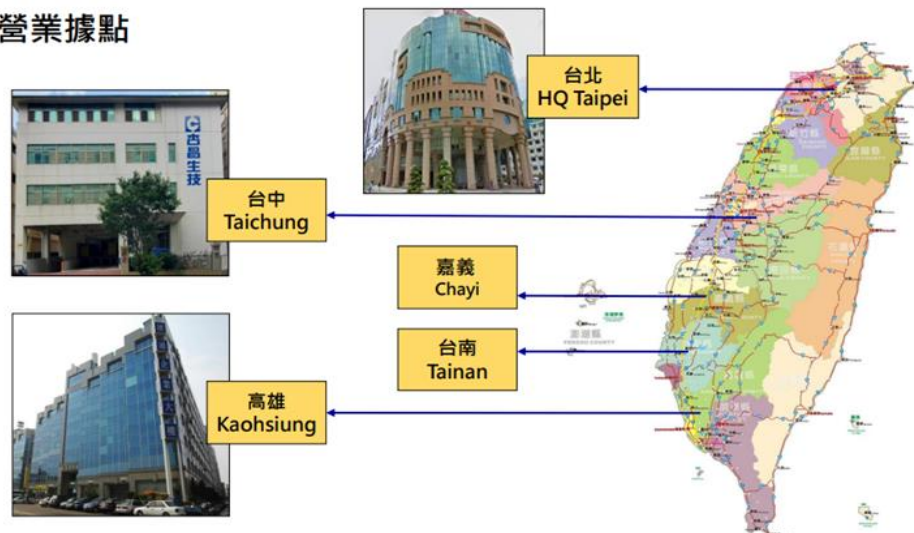
HCI

- Hi-Clearance (HCI) founded in 1989 and listed in TPEX since 2009. It has dedicated the distribution of various fields of medical equipment and medical products, especially hemodialysis. The current collaboration involves a total of 40 dialysis centers.
- Collins possesses majority voting in the Board of Directors and held 20% of its outstanding shares directly and indirectly.

## 主要供應商

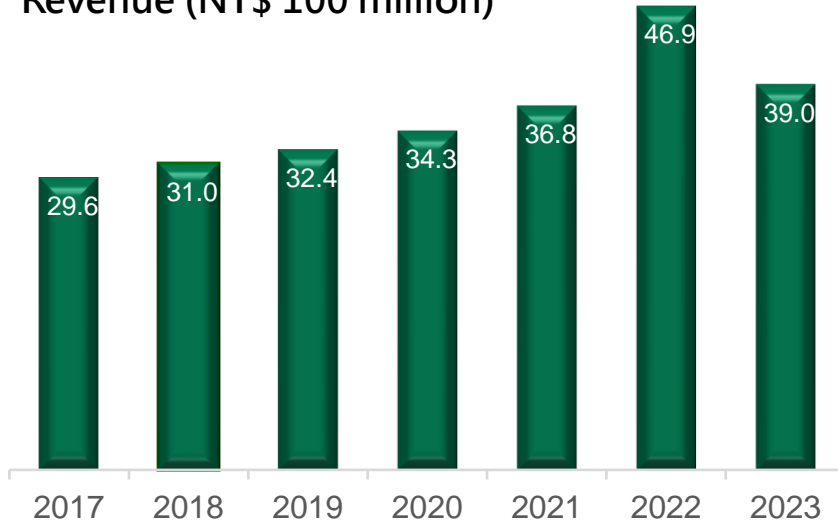
血液透析	呼吸睡眠及 麻醉急救	牙科材料	醫用材料	居家保健	脊椎外科及 整形外科

## 營業據點

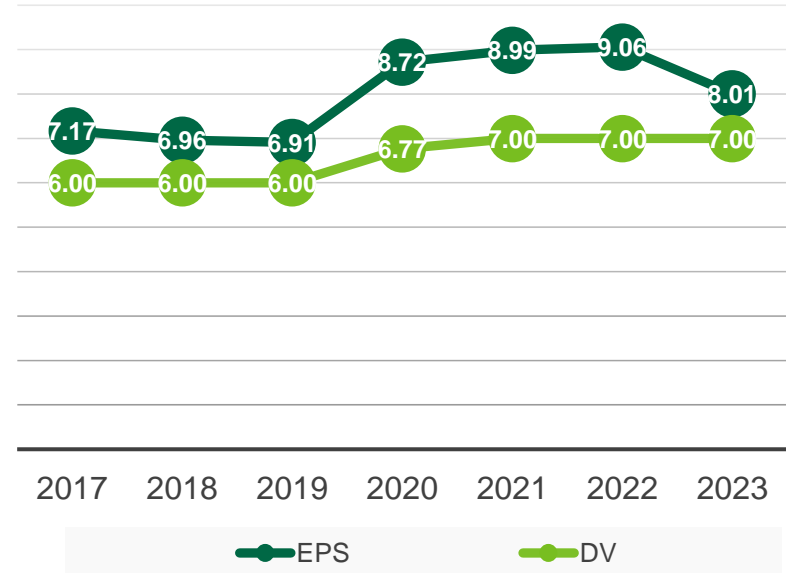


- HCI maintains stable profitability with a moderate growth. In 2023, with a revenue of NT\$3.9 billion, Earnings per Share (EPS) was at NT\$8.01.
- As of 3Q 2024, HCI revenue and EPS is NT\$ 3.1 billion and 6.46, respectively.

### Revenue (NT\$ 100 million)



### Earnings & Dividend per Share (NT\$)





- Established in 2016, GrowTrend is dedicated to full design, production and distribution of bio-medical equipment.
- It's major product fields include High Intensity Focus Ultrasound (HIFU) and Positive Airway Pressure Device (PAP), receiving certificates of the CE, TFDA, ISO134685 and GMP.
- Collins is co-founder of GrowTrend and owns 54% of its stake.



tie Taiwan Innotech Expo



Invention Contest  
Gold Medal Award  
Micro Respirator



Invention Contest  
Bronze Medal Award  
Baseline Tracking of  
Respiratory Accelerating Method

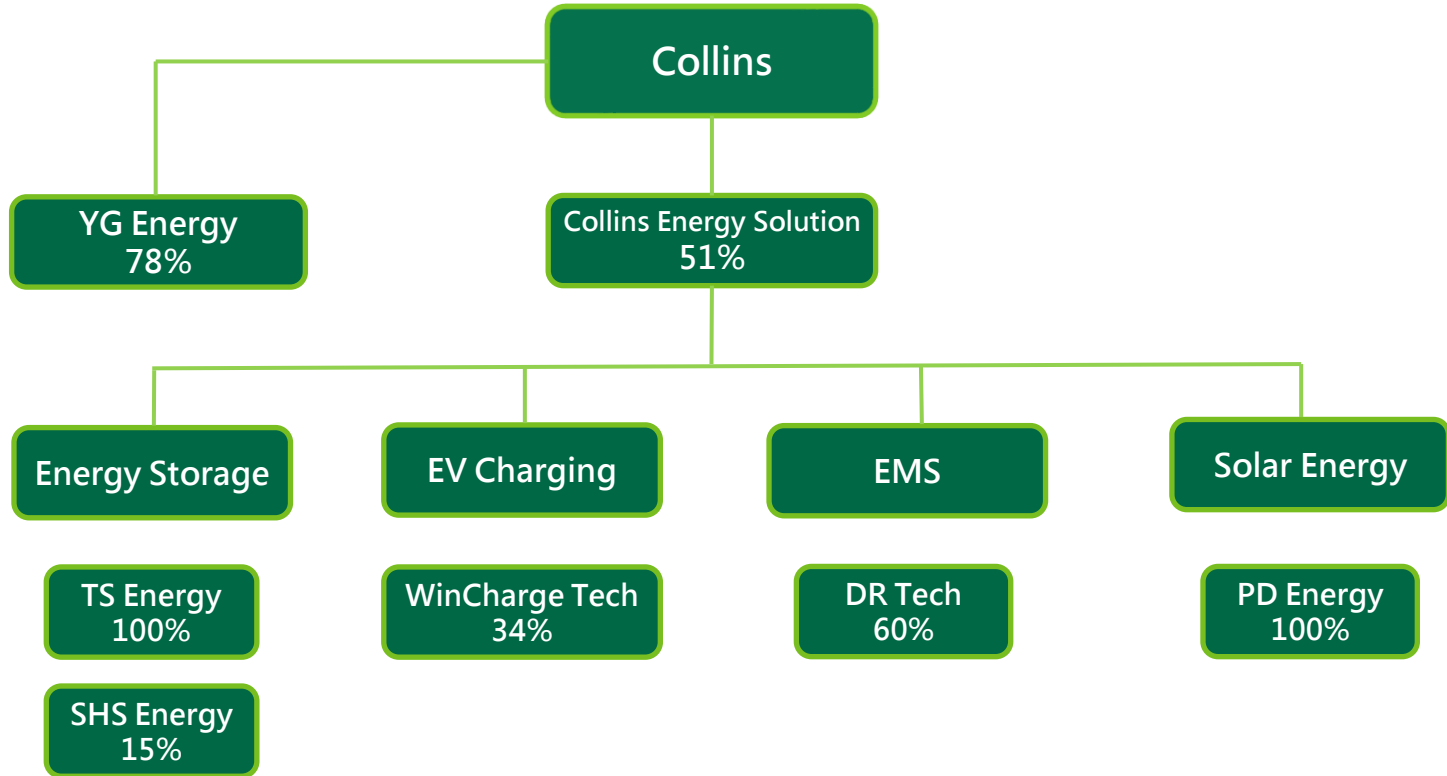
榮獲2023年創博會發明競賽  
金牌-微型呼吸器  
銅牌-呼吸基準線追蹤加速方法



- In 2019, Sun Ho Healthcare acquired previous Huaji Hospital, with building of 10,000 Pings and land of 5,000 Pings in Taibao Chiayi to rebuild Formosa Healthcare Complex (FHCC). FHCC aims to 600 long-term cares (LTC) beds, clinic and hospital.
- The 600 LTC beds are divided into three institutions: first phase of 200 beds began to provide services with Chiayi Baodao Clinic in May 2023. The second 200 beds have obtained legal registrations.
- For hospital, the building infrastructure has been reinforced and its renovation, is expected to be completed in 2Q 2026.
- Collins holds 11% of its equity.



# Investment | Renewable Energy



- Collins has been committed to renewable energy business since February 2023, while purchasing 78% shares of Yu Guang (YG) Energy Storage.
- Located in Guanyin District, Taoyuan City, Y.G. Energy began to provide Tai-Power with 4.5 mega-watt (MW) dReg Reserve of Day-Ahead Ancillary Service in January 2024.



- In August 2023, 100% shares of Tuo Sen Energy Storage was acquired by Collins Energy Solutions (CES).
- Tuo Sen Energy began to provide Tai-Power with 2.4MW E-dReg Reserve of Day-Ahead Ancillary Service from June 2024.



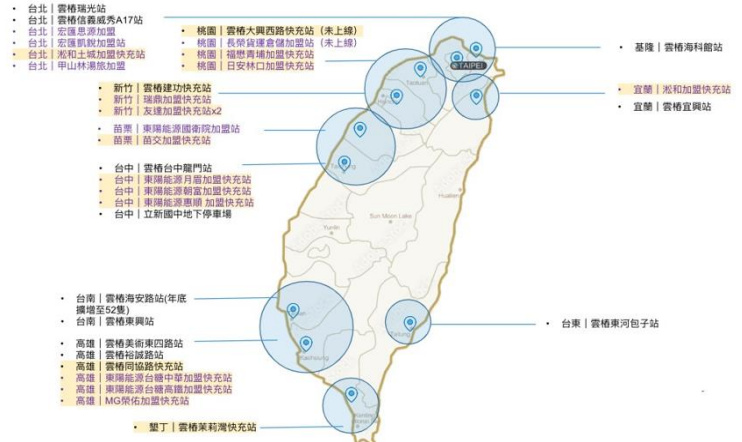
- WinCharge Technology is committed to total solutions for EV charging facility and EMS management systems. It also serves as an authorized TESLA (via its subsidiary), BMW, Volvo etc. charging service partner. It has equipped charging facility more than 4,000 buildings and commercial offices, and built 400 EV piles within charging stations and with a total transmission capacity of 8 million KW/h.
- CES holds 33.75% of its shares.



WinCharge EV Charging Management System

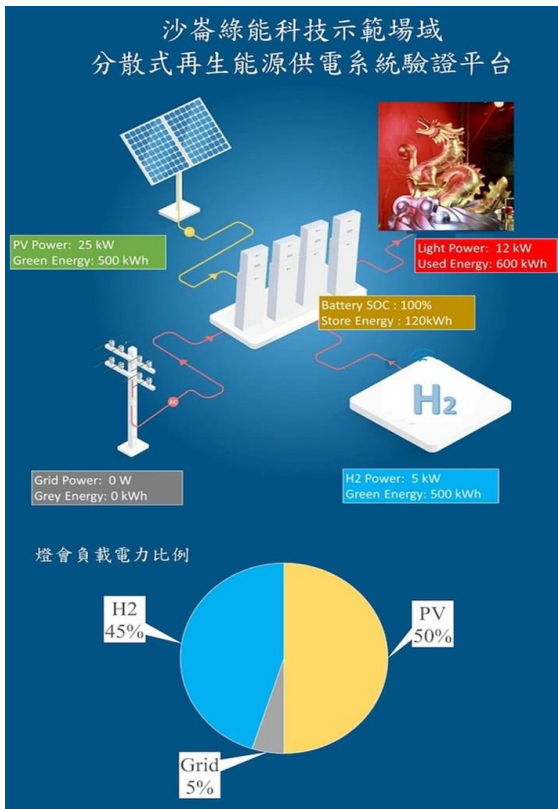


Charging Station Installation



By end of 2024, 34 charging stations will be set up, including 15 self-operated stations and 19 franchised stations.





- De Rui (DR) Technology aims to promote Energy Management System (EMS) for energy storage, especially for behind-the-meter (BTM) storage. It will boost its BTM market share through strategic partner with storage equipment providers, such as Delta.
- CES holds 60% of its shares.



- Pu Deng (PD) Solar Power, located in Tong-luo, Miaoli County, is projected to provide solar power capacity of 7.2MW. Plan of conservation engineering began in May 2024.
- CES owns 100% shareholdings.





- Kai Lan Power / SHS Energy Storage, located in Letzer Industrial Park of I-Lan County, with area of 4341 pings, will provide Tai-Power with 50MW E-dReg Reserve of Day-Ahead Ancillary Service, expecting January 2025.
- CES holds 15% stakes of Kai Lan.



# Investing for the Future

Name of Investee	Industry	Type of Corporation	Scope of Business	Shares owned by Collins
J&V Energy Technology	Renewable Energy Energy	TWSE 6869	J&V Energy has adopted a unique strategy, providing three major services related to the renewable energy industry, including of renewable energy power plant Engineering Procurement and Construction (EPC) and Maintenance and Operations (M&O) management.	0.68
DV Biomed	Biotechnology and Medical Care	TPEX 6539	DV Biomed includes providing medical supplies, skincare and healthcare products with DV Biomed stem cell ingredient know-how; besides, DV Biomed once owned 10+ beauty salons in Taiwan as service and distribution channels of its products.	2.08
Taiwan Bio Therapeutics	Biotechnology and Medical Care	TPEX 6892	Taiwan Bio Therapeutics Co., Ltd. is mainly engaged in development of new mesenchymal stem cell drug products and the provision of cell medical CDMO services.	4.13
Julien's Group	Cultural and Creative Industries	TPEX 6595	1.Theme Park Development and Project Management. 2.Digital Content Development, Production and Distribution. 3.Floating holographic content/Interactive Entertainment Solutions. 4.Digital Scene Design and Production. 5.Indoor Digital Entertainment Complex-Direct Investment, Development and Operational Management.	4.27
Axman Enterprise	Other - Bike Design & Manufacture	TPEX 6804	Axman provides ODM services for high-end bicycle and E-bike branding globally. It is being utilizing technical skills for assembly of various bicycles, with flexible production capacity and warehouse to support customers globally. Axman's production lines offer assembly of suspension bikes, electric bikes, road bikes, mountain bikes, city bikes and snow bikes. In recent years, it has entered fields of electric bicycles that require higher assembly technology and sophisticated test equipment to satisfy client's requirements.	4.02
Viscovery Pte Ltd (SG)	AI	Startup	Viscovery engaged in the development of AI visual recognition technology and its applications.	2.12
Uniconn Interconnections Technology	Semiconductor	Startup	Uniconn provides advanced Probe Card, Interposer and Load Board PCB for renovated back-end process.	5.76
TXOne Networks Inc.	Cybersecurity	Startup	Leading in Operational Technology (OT) Cybersecurity.	1.36

# Financial Results

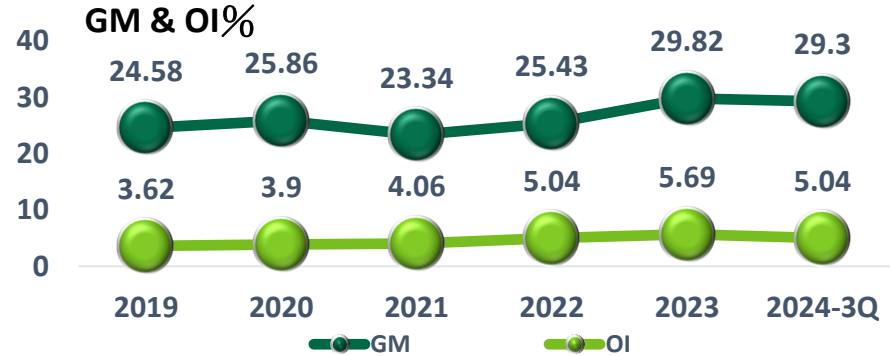
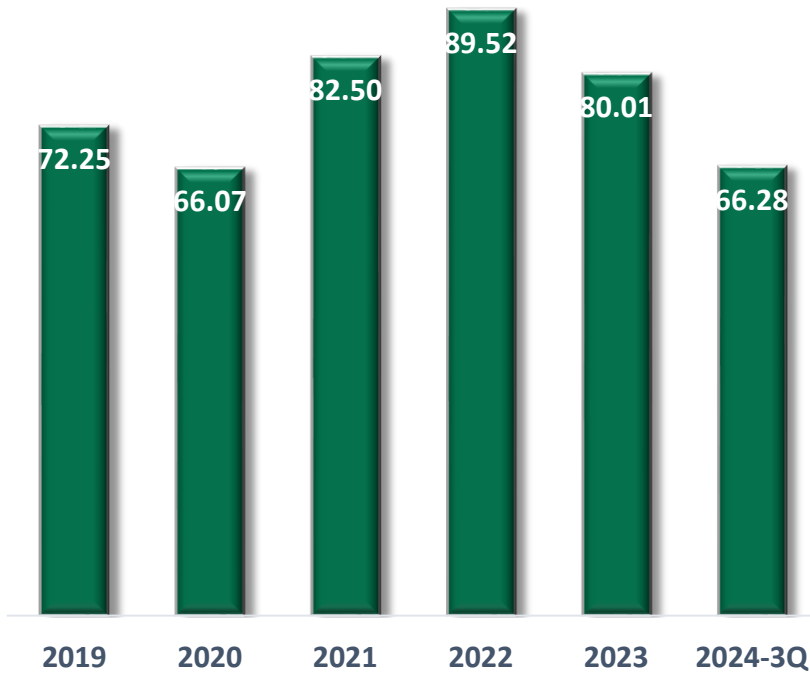
## Consolidated I/S

Fiscal Year Item	2024 1Q-3Q		2023 1Q-3Q		YoY		Highlights
	Amt	%	Amt	%	Amt	%	
Net operating revenue	6,628,588	100%	5,800,832	100%	827,756	14.27%	<ul style="list-style-type: none"> <li>As of 3Q 2024, revenue and profits grew YoY; revenue: NT\$ 6.6B (+0.83B, +14.27%) and Operating profit: NT\$ 0.33B (+0.34B, +11.51%).</li> <li>Net comprehensive income: NT\$ 0.47B (+0.14B, +42.74%); EPS: \$0.23.</li> </ul>
Cost of sales	4,686,415	70.70%	4,091,589	70.53%	594,826	14.54%	
Gross profit	1,942,173	29.30%	1,709,243	29.47%	232,930	13.63%	
Total operating expenses	1,607,934	24.26%	1,409,504	24.30%	198,430	14.08%	
Operating net profit	334,239	5.04%	299,739	5.17%	34,500	11.51%	
Total non-operating income and expenses	(10,196)	-0.15%	13,956	0.24%	(24,152)	-173.06%	<ol style="list-style-type: none"> <li>Although trading business has seen slight growth, geopolitical issues limited the momentum.</li> <li>In recent years, investment of renewable energy, luxury goods and bio-chemical have led to the growth of revenues and profitability.</li> </ol>
Pre-tax net profit	324,043	4.89%	313,695	5.41%	10,348	3.30%	
Total comprehensive income	471,989	7.12%	330,669	5.70%	141,320	42.74%	
Comprehensive income attributable to owners of parent	298,819	4.51%	151,915	2.62%	146,904	96.70%	

# Financial Results

## Annual Trend

Revenue (unit: NT\$ 100 million)



**EPS & DV**



Year	2019	2020	2021	2022	2023	2024-3Q
EPS	0.3	0.15	0.43	0.62	0.57	0.23
DV	0.3	0.25	0.4	0.6	0.6	

# Financial Results

## Revenue Breakdown

### Revenue by Business:

Business	1Q – 3Q 2024	1Q – 3Q 2023
Export BU	35.2%	31.4%
Fashion BU	17.7%	18.3%
Healthcare BU	32.4%	36.7%
Others (including Renewable Energy)	14.7%	13.6%
合計	100%	100%

### Revenue by Area:

Area	1Q – 3Q 2024	1Q – 3Q 2023
Taiwan	64.5%	68.3%
The USA	21.1%	20.1%
Canada	10.3%	8.7%
Others (including Mexico, the Central and South America)	4.1%	2.9%
合計	100%	100%

# Business Development Strategy

Export	Fashion Retail	Investment
<ul style="list-style-type: none"><li>● Note that 3Q 2024 is the peak shipping season for Fall and Holiday products; however, global trades have been affected by Geopolitics crises, led to increasing container freight cost and a shortage of shipping space. Nevertheless, by working on a various of channels, we are reserving space with forwarders to secure shipping space, so the goods can be shipped out as planned to catch up the sales season of our customers.</li><li>● In response to the US and Mexican governments (since late April this year) additional import tariffs imposed on numerous products, we not only maintain the supply chain in China, but also actively explore manufacturers in Asian countries, like Vietnam, Malaysia, Cambodia, to minimize the impact of tariffs, avoid high duty rates and to increase the competitiveness of our pricing.</li><li>● For Amazon e-comm and Summer sales, we have been active in promoting our two existing brands - Magic Flame (barbecue utensils and pizza ovens) and Oral Master (electric toothbrush) in cooperation with various sales activities on the Website.</li></ul>	<ul style="list-style-type: none"><li>● Through cooperation with international partners, we introduce more high-end/affordable brands to Taiwan. With fashion brands, we can differentiate ourselves from the local competitors.</li><li>● Increasing the number of locations and to deepen access to suburban shopping malls and store renovations to provide customers with space and cozy shopping atmosphere.</li><li>● Marketing promotion can raise client's attention; thus, the product design of clothing and catering have been diversified and upgraded, to convey an extensive fashion lifestyle of clothing and food altogether.</li></ul>	<ul style="list-style-type: none"><li>● To tap into Healthcare, AI and Renewable Energy sectors that can bring new technology and innovation.</li><li>● Organic growth and M&amp;A: to look for companies that bring synergy and sales /profit growth to Collins.</li><li>● To revitalize assets from the existing investment portfolio; meanwhile, it is critical to strengthen our skills to execute investment risk management.</li></ul>

# Formosa Plastics Building Project

- This contract is to participate and build on our own land with other landowners, which entrusted to the Formosa Plastics Construction Co., Ltd.
- The project duration is 66 months, expected that the building will obtain usage license by end of 2029.
- Per the information provided by Formosa Plastics Construction in 2023, renewed property value of the Formosa Plastics project is estimated as NT\$ 101.62 billion. The rights belonging to Collins is worth of NT\$ 3.94 billion.
- After construction completed, Collins will consider the service of Cushman & Wakefield, the real estate appraiser firm, to re-appraise the whole property value of our land and two-floored building space.





# Q&A

**We will feedback to your message on  
the official Website of Collins Co., Ltd.  
[www.collins.com.tw](http://www.collins.com.tw)**

**Thank you for your participation.**