



Investor Conference 2024 Q2 Results

Vice President : Perry Wang

August 27, 2024

Disclaimer

This report is based on information that the Company obtained from existing sources. Some information may be affected by uncertain factors resulting in any discrepancy between the original plans and future prospects.

Any adjustment or change will be notified on the Market Observation Post System (MOPS).

Agenda

- 1. Company Profile**
- 2. Business Scope**
- 3. 2024 Q2 Financial Results**
- 4. Business Update and Outlook**
- 5. Formosa Plastics Building Project Updates**

Company Profile

- Established: May, 1969
- Shares listed in TWSE (stock code: 2906) since December, 1989
- Capital: NTD2.091 billion
- Number of Employee: 857
- As of June 2024:
 - Consolidated assets = NTD12.822 Billion
 - Consolidated revenue = NTD4.356 Billion
 - Book value per share of the Company = NTD16.53

Business Scope

Core Business

Export BUs

- Exports of sundry goods, furniture, patio and garment
- Oversea Offices: USA and CHINA
- Oversea Affiliates:
 - COLLTEX GARMENT MFY(HK) CO., LTD. (100%)
 - QUALITY CRAFT LTD. (78%)
 - PT. TUNGYA COLLINS TERMINAL (25%)

Fashion BUs

- Distributorship: G2000, BAYCREW'S GROUP
- Fashion Affiliates:
 - MINOSHIN INTERNATIONAL CO., LTD. (68%)
 - Distributorship: BALLY, DELVAUX, RIMOWA, SHANGXIA, BALMAIN

Bio-Medical BUs

- Bio-Medical Affiliates:
 - HI-CLEARANCE INC. (20%) (TPEx 1788)
 - GROWTREND BIOMEDICAL CO., LTD. (56%)

Investment

- J&V ENERGY TECHNOLOGY CO., LTD.
- UNICO CELL BIOMED CO., LTD.
- TAIWAN BIO THERAPEUTICS CO., LTD.
- AXMAN ENTERPRISE CO., LTD.
- VISCOVERY PTE. LTD. (SG)
- UNICONN INTERCONNECTIONS TECHNOLOGY
- SUNHO HEALTHCARE CO., LTD.
- ASIA SMART LOGISTICS CO., LTD.
- YU-GUANG ENERGY CO., LTD.
- COLLINS ENERGY SOLUTIONS CO., LTD.
- CESONE CO., LTD
- TUO-SEN ENERGY CO., LTD.
- DR TECHNOLOGY CO., LTD.
- WINCHARGE TECHNOLOGY CO., LTD.
- PU DENG TECHNOLOGY CO., LTD.
- KAILIAN ELECTRIC POWER CO., LTD.

Financial Results

2024 Q2 Highlights

- ◆ Q2: Revenue and profits grew QoQ. Revenue 2.305B (QoQ +0.254B, +12.42%), operating income 0.128B (QoQ +0.022B, +21.44%), profit attributable to Collins 0.027B (QoQ +0.013B, +95.02%) and EPS \$ 0.19.
- ◆ The revenue market share of each business segment is still mainly led by the medical and biotechnology sector, which accounts for 47.37%.
Although the trade business has seen slight growth due to the easing of the pandemic international geopolitical issues have limited its revenue increase.
- ◆ Invested in the green energy industry in the second half of 2023 & The core businesses of trade, luxury retail, and medical biotechnology sectors continuing into their peak sales season, leading to growth in revenue and profits in the second half of the year.

Financial Results

Consolidated Statement of Comprehensive Income(Quarterly)

Unit : NTD Thousand

Fiscal year item	2024 Q2		2023 Q2		YoY		2024 Q1		QoQ	
	amt	g%	amt	g%	amt	g%	amt	g%	amt	g%
Net Sales	2,305,633	100.00%	1,950,427	100.00%	355,206	18.21%	2,050,971	100.00%	254,662	12.42%
Cost of Goods Sold	(1,634,921)		(1,360,462)		(274,459)		(1,441,456)		(193,465)	
Gross Margin	670,712	29.09%	589,965	30.25%	80,747	13.69%	609,515	29.72%	61,197	10.04%
Operating Expenses	(542,613)	(23.53)%	(488,653)	(25.05)%	(53,960)		(504,035)	(24.58)%	(38,578)	
Operating Income	128,099	5.56%	101,312	5.19%	26,787	26.44%	105,480	5.14%	22,619	21.44%
Net non-operating Income	3,139	0.14%	5,302	0.27%	(2,163)		10,158	0.50%	(7,019)	
Profit(Loss) before Tax	131,238	5.69%	106,614	5.47%	24,624	23.10%	115,638	5.64%	15,600	13.49%
Net Income	96,148	4.17%	82,941	4.25%	13,207	15.92%	78,882	3.85%	17,266	21.89%
Net income attributable to Collins.	26,628	1.15%	25,373	1.30%	1,255	4.95%	13,654	0.67%	12,974	95.02%
EPS (NT\$)	\$0.13		\$0.12		\$0.01		\$0.07		\$0.06	

Financial Results

Consolidated Statement of Comprehensive Income(First Half)

Unit : NTD Thousand

Fiscal year item	2024 1H		2023 1H		YoY	
	amt	g%	amt	g%	amt	g%
Net Sales	4,356,604	100.00%	3,791,030	100.00%	565,574	14.92%
Cost of Goods Sold	(3,076,377)		(2,683,890)		(392,487)	
Gross Margin	1,280,227	29.39%	1,107,140	29.20%	173,087	15.63%
Operating Expenses	(1,046,648)	(24.02)%	(927,532)	(24.47)%	(119,116)	
Operating Income	233,579	5.36%	179,608	4.74%	53,971	30.05%
Net non-operating Income	13,297	0.31%	5,317	0.14%	7,980	
Profit(Loss) before Tax	246,876	5.67%	184,925	4.88%	61,951	33.50%
Net Income	175,030	4.02%	142,049	3.75%	32,981	23.22%
Net income attributable to Collins.	40,282	0.92%	29,728	0.78%	10,554	35.50%
EPS (NT\$)	\$0.19		\$0.14		\$0.05	

Financial Results

Consolidated Balance Sheet Highlights

Unit : NTD Thousand

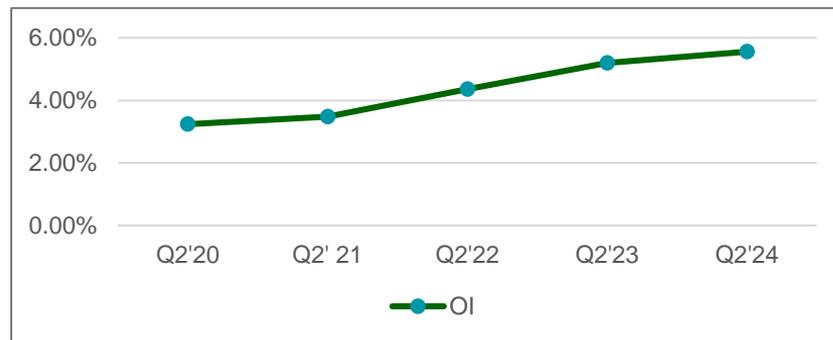
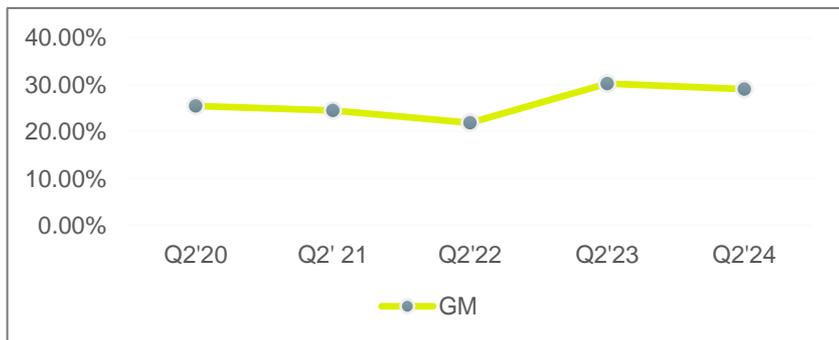
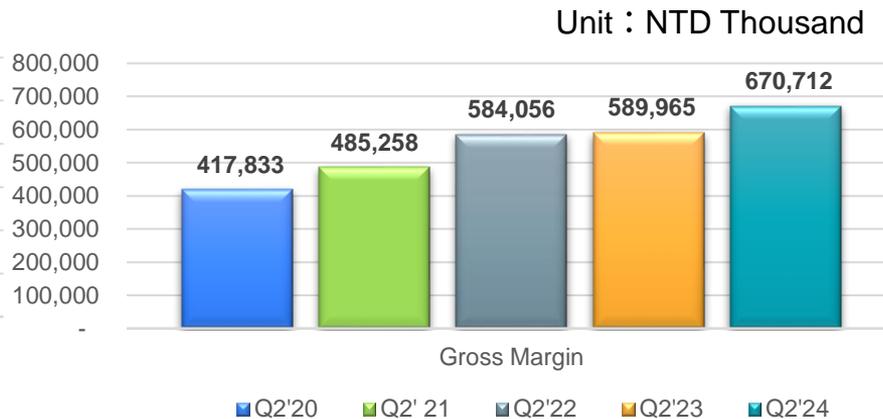
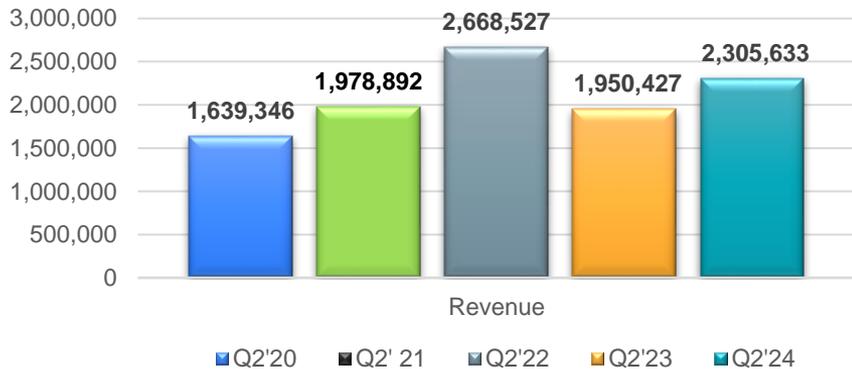
Fiscal year item	2024.06.30		2024.03.31		QoQ		2023.06.30		YoY	
	amt	g%	amt	g%	amt	g%	amt	g%	amt	g%
Cash & Equivalent	747,887	5.83%	807,282	6.30%	(59,395)	(7.36)%	797,007	6.22%	(49,120)	(6.16)%
Accounts Receivable	1,928,418	15.04%	1,669,195	13.02%	259,223	15.53%	1,631,429	12.72%	296,989	18.20%
Inventory	1,495,393	11.66%	1,587,983	12.38%	(92,590)	(5.83)%	1,195,703	9.33%	299,690	25.06%
L-T Investments	371,010	2.89%	241,926	1.89%	129,084	53.36%	238,994	1.86%	132,016	55.24%
Financial assets at fair value through other comprehensive income–non-current	1,140,577	8.90%	940,401	7.33%	200,176	21.29%	622,968	4.86%	517,609	83.09%
Total Assets	12,822,432	100.00%	12,113,699	94.47%	708,733	5.85%	10,798,119	84.21%	2,024,313	18.75%
Fin. Debt	2,398,532	18.71%	2,139,477	16.69%	259,055	12.11%	2,182,324	17.02%	216,208	9.91%
Accounts Payable	863,858	6.74%	953,173	7.43%	(89,315)	(9.37)%	755,075	5.89%	108,783	14.41%
Toal Liabilities	6,143,861	47.91%	5,426,964	42.32%	716,897	13.21%	4,644,931	36.23%	1,498,930	32.27%
Equity	6,678,571	52.09%	6,686,735	52.15%	(8,164)	(0.12)%	6,153,188	47.99%	525,383	8.54%

Financial Ratios

item	2024 Q2	2024 Q1	QoQ	2023 Q2	YoY
AR Turnover (Days)	84	83	1	90	-6
Inventory Turnover (Days)	88	97	-9	86	2
AP Turnover (Days)	52	59	-7	61	-9
Cash Conversion Cycle (Days)	172	180	-8	176	-4
Current ratio	128%	151%	-23 ppt	145%	-17 ppt
Debt ratio	48%	45%	3ppt	43%	5 ppt

Financial Trend

Quarterly Trend

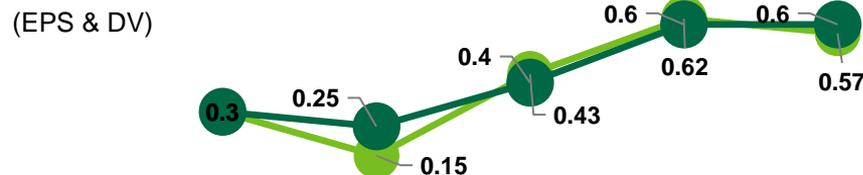
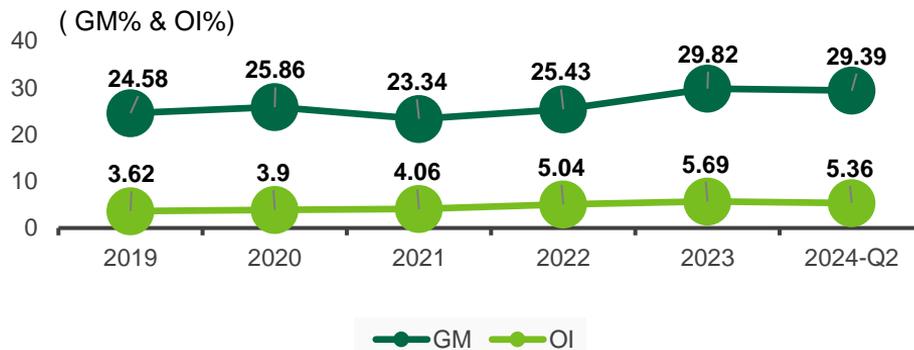
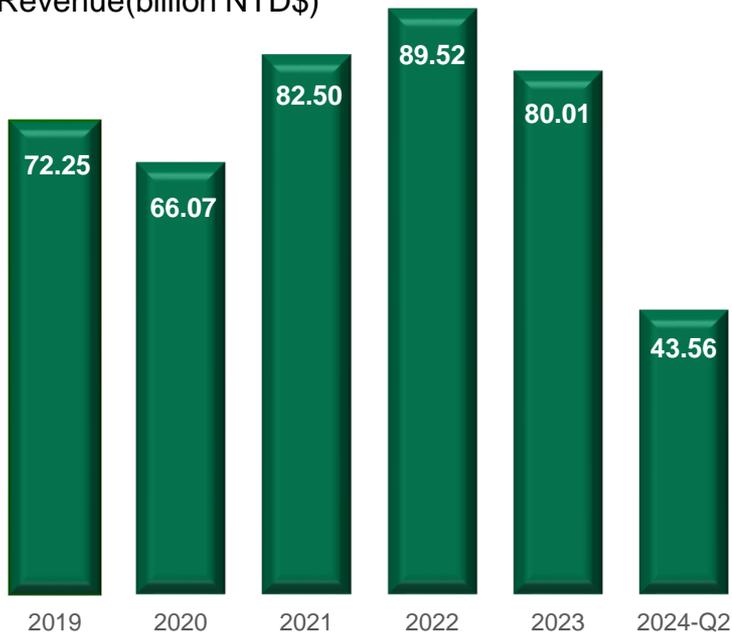


Financial Trend

Annual Trend

Stable annual growth in operating revenue, gross profit margin, net profit margin, and earnings per share.

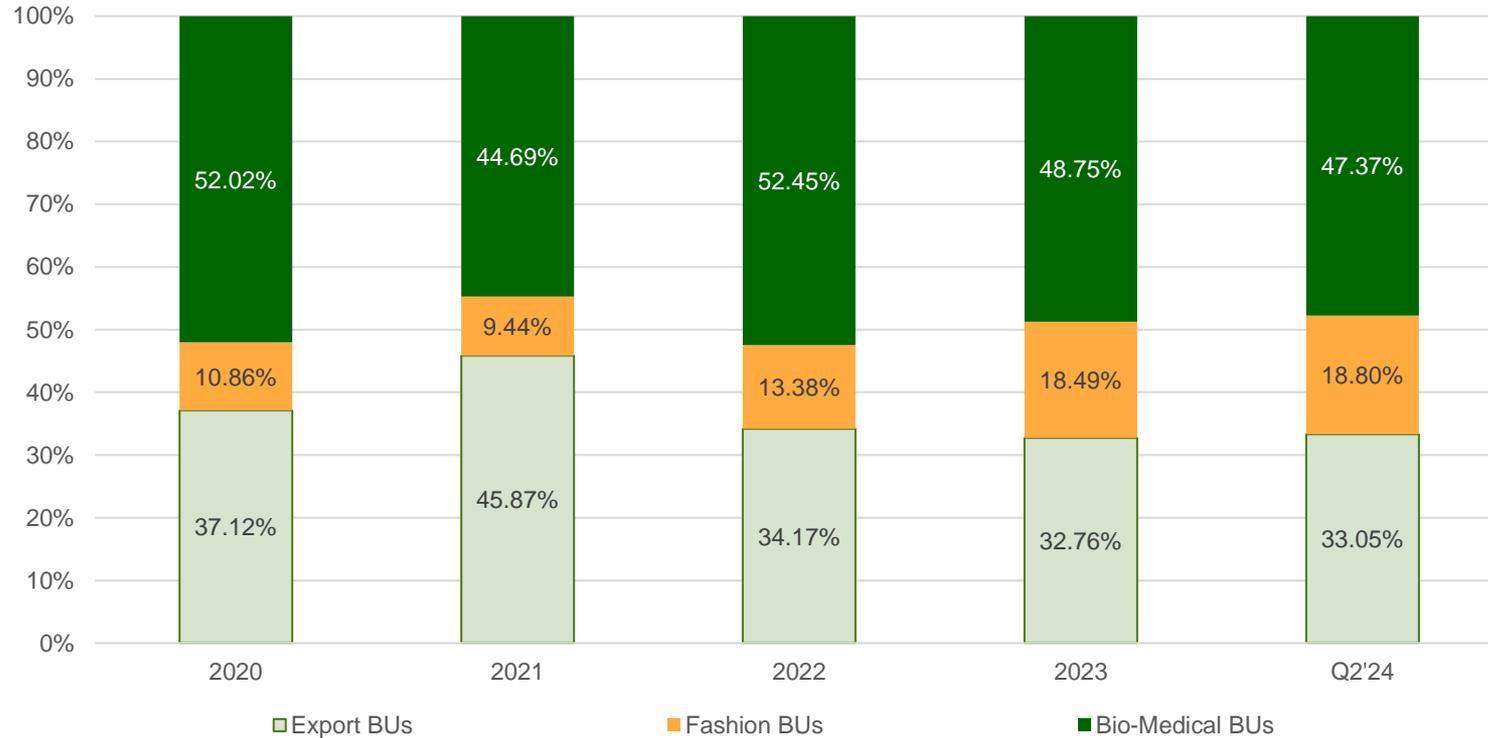
Revenue(billion NTD\$)



年份	2019	2020	2021	2022	2023
EPS	0.3	0.15	0.43	0.62	0.57
D V	0.30	0.30	0.40	0.60	0.60

Revenue Breakdown by Business

Annual Distribution



Financial Results

Revenue Breakdown

Revenue by Business:

Business	Jan. – Jun. 2024	Jan. – Jun. 2023
Export BUs	33.05%	30.52%
Fashion BUs	18.80%	18.50%
Bio-Medical BUs	47.37%	50.98%
Others	0.78%	0.00%
Total	100.00%	100.00%

Revenue by Area:

Area	Jan. – Jun. 2024	Jan. – Jun. 2023
Taiwan	66.63%	69.19%
USA	19.40%	19.83%
Canada	9.54%	7.42%
Others	4.43%	3.56%
Total	100.00%	100.00%

Business Development Strategy

Export

- Since Q2 2023, buyers had paid travels to the Asia Pacific region for product sourcing, we have proactively face-to-face communicated with customers and made best efforts to secure orders. Also, we are aware of client's financial and risk profile, to enhance tenacity and product design with new features.
- To explore markets outside USA (aiming Mexico and the rest of Latin America), we are also keen to have new customers.
- Continuously strengthening e-comm business, we have expanded product lines (addition to BBQ products), two new products "Pizza Oven" and "Electric Toothbrush" are available via Amazon USA.

Fashion Retail

- Through cooperation with international partners, we introduce more high-end/affordable brands to Taiwan. With fashion brands, we can differentiate ourselves from our competitors in the local market.
- Increase the number of locations and deepen access to regional complex lifestyle shopping malls and store renovations to provide customers with comfortable space and shopping atmosphere.
- Shulin Logistics Center has introduced RFID shipping system identification, which improves the accuracy of reading data and simplifies the human operation process when goods are stored/shipped

Bio-Medical

- Venture: to tap into Bio-Med. Tech., AI and Renewable Energy fields that can bring new technology and innovation.
- Organic and inorganic growth: to look for companies that bring business synergy and create growth momentums to Collins.
- Revitalizing assets from the book of existing investment: to strengthen monitoring and management of post-investment phase.

Company Profile | Core Business

Export
B2C in AMAZON

Houseware

Fire pit

Hand tool

Giftware

Electric appliance

Sporting goods

Lighting

X'mas tree

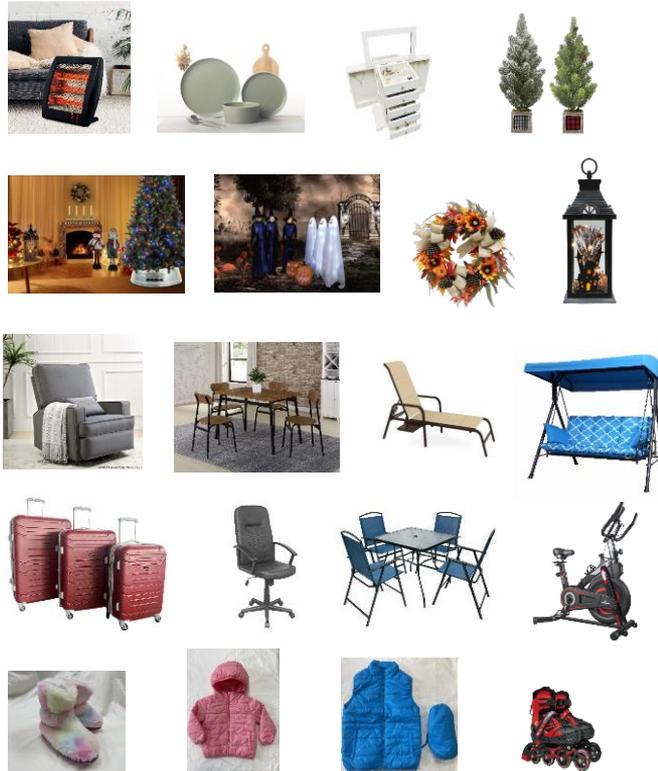
Trim-a-tree

Garden decoration

Indoor/Outdoor

Furniture

Garment



Starting from Q3 2023,
we have provided
pizza oven roasting
stoves



Starting from Q1 2023,
Collins initiated a B2C
business by launching
electric toothbrush
with self-owned brand
“ORAL MASTER ” via
Amazon USA.



Company Profile | Core Business

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

In 2023, an automated warehousing AGV unmanned transport vehicle will be planned and constructed in Shulin Warehouse Center. Compared with the past, manpower can be reduced by about 20~40%, shipping speed can be increased by about 10~25%, and the overall speed and efficiency of cargo extraction will be improved.



Company Profile | Core Business

In November 2023, JOURNAL STANDARD relume, the world's first overseas independent store outside Japan, officially opened in Taipei Q square. The 2nd store is located in Mitsui LaLaPort Taichung, to be opened in February 2024. We will introduce more BCG's clothing and catering brands, to provide customers with various and diversified choices.

Brand	Locations
JOURNAL STANDARD	1F,Eslite Spectrum Xinyi Store
JOURNAL STANDARD relume	2F,Q Square
	2F,Mitsui Shopping Park LaLaport Taichung Store
B.C STOCK	1F,Mitsui MOP Linkou Store
J.S.FOODIES TOKYO	2F,Mitsui MOP Linkou Store
	2F,Mitsui MOP Taichung Store
FLIPPER'S	3F,Eslite Spectrum South West Store



Company Profile | Core Business

Starting from 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.

Two new shopping malls will be opened at the end of 2024, Uni-president Dream Plaza and Mitsui Shopping Park LaLaport Nangang. It is expected that there will be a total of 11 counters in Taiwan (6 clothing stores and 5 catering stores).

- * Uni-president Dream Plaza (Journal Standard relume+Flipper's)
- * Mitsui Shopping Park LaLaport Nangang (Journal Standard relume+J.S. Foodies Tokyo)



Company Profile | Trading Business

Founded in Vancouver Canada in 1984, Quality Craft Imports and distributes more than 3000 products in USA and Canada. Specialized in R&D and self developed brands, Quality Craft holds 19 patents and 48 registered trademarks covering interior material, tool storage and outdoor living products. Collins owns 78% of its stake.



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Roseville, IL 60448

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



Flooring and Wall



Tool Storage



Outdoor Living

Company Profile | Trading Business

Colltex Garment 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 Asia 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

Company Profile | Trending Business

Minoshin International, founded in 2014, is dedicated to operation of mono-brand stores of luxury brands as their exclusive franchisee. Collins owns 68% of its stake.



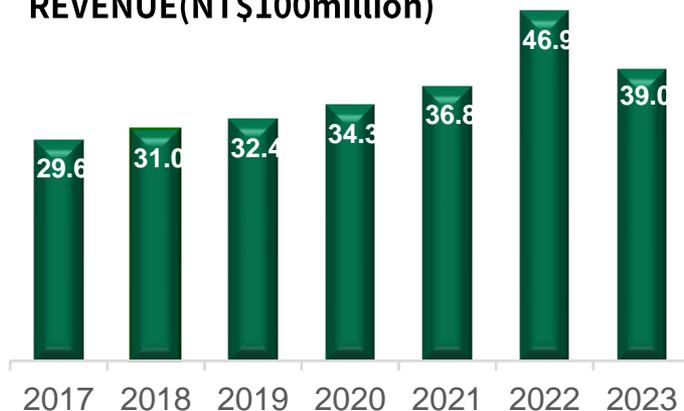
Company Profile | Biomedical & Health Care

Hi-Clearance, founded in 1989 and listed in TPEX since 2009, 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 a majority of voting power of its Board of Directors and holds 20% of its outstanding shares directly and indirectly.

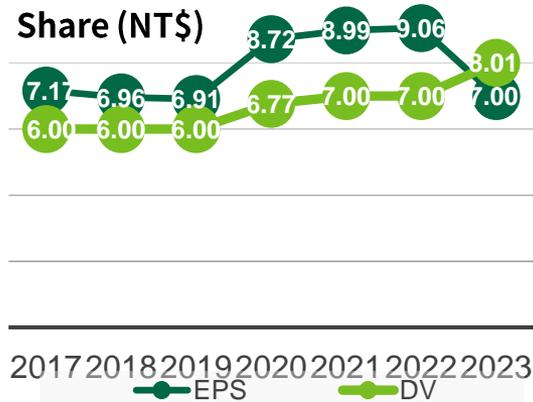


Hi-Clearance maintains stable profitability with moderate growth. In 2023, with a revenue of NT\$3.9 billion, Hi-Clearance earned an EPS of NT\$ 8.01. As of Q1 of 2024, its revenue and EPS is NT\$0.96Billion and NT\$2.16, respectively, both approximately equivalent to Q1 of 2023.

REVENUE(NT\$100million)



Earning & Dividend per



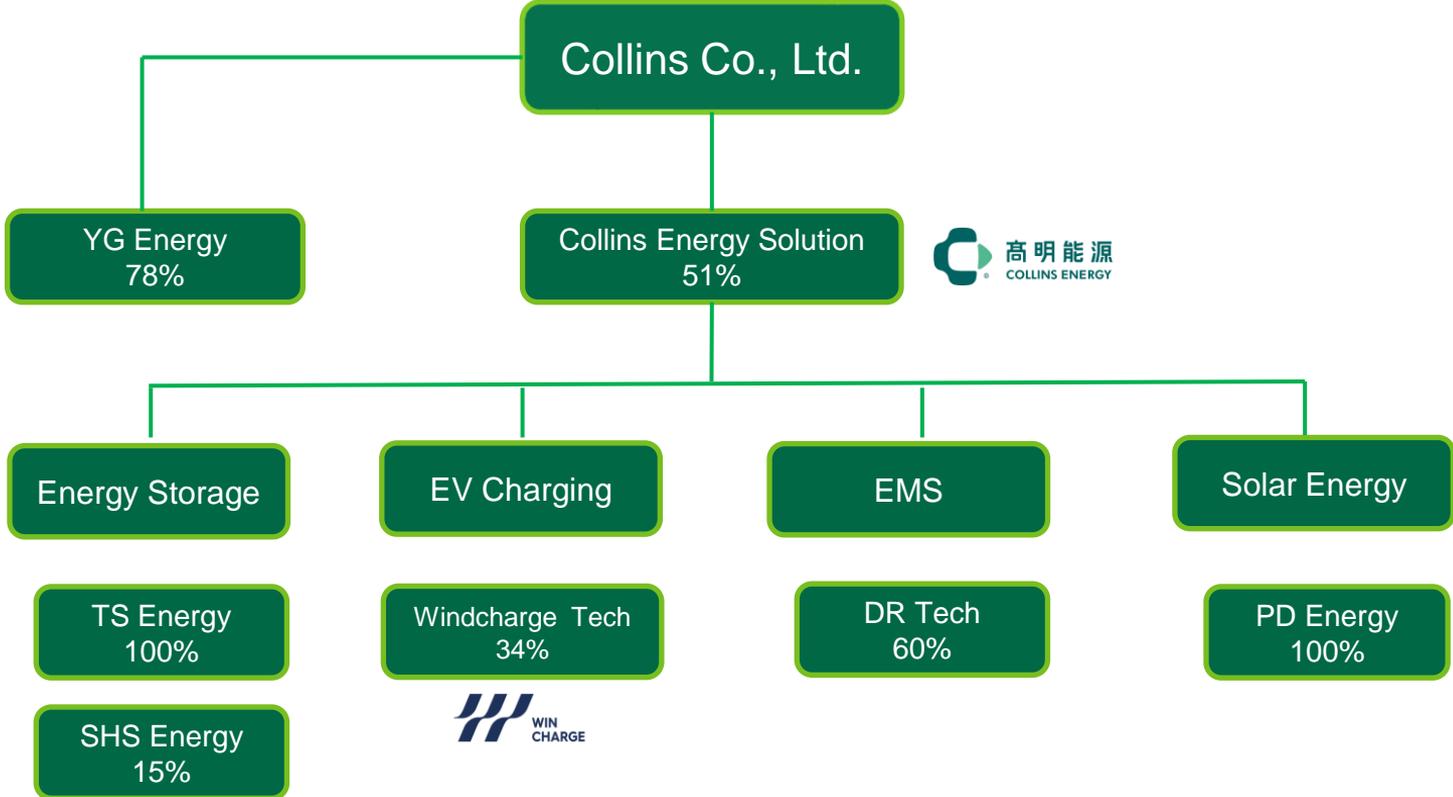
Company Profile | Biomedical & Health Care

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 CE, TFDA, ISO134685 and GMP. Collins is the co-founder of GrowTrend and owns 56% of its stake.

In 2019, SunHo Healthcare acquired ex-Huaji Hospital, with a building of 10000 pings and the land of 5000 pings in Taibao Chiayi to establish Formosa Health Care Complex (FHCC). FHCC aims to consist of 600 LTC beds and a polyclinic. FHCC has received permission for 400 LTC beds and the patients have started to enroll since May 2023. It also begins the cooperation with a polyclinic. Collins owns 16% of its stake.



Company Profile | Renewable Energy Business



Company Profile | Renewable Energy Business

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

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

S.H.S. Energy Storage, located in Letzer Industrial Park of I-Lan County, with area of 4341 pings, will begin to provide Tai-Power with 50MW E-dReg Reserve of Day-Ahead Ancillary Service in the third quarter of 2024. CES holds 15% of its stake.



Company Profile | Renewable Energy Business

Windcharge Technology is committed to total solutions for EV charging facility. It also serve as an authorized TESLA charging service partner. Windcharge has built 400 EV piles within charging stations and equipped charging facility for 50 apartments or buildings, with a total transmission capacity of 770 million KW/h. CES holds 33.75% of its stake.

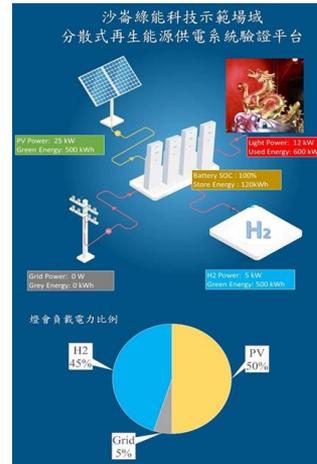
Windcharge EV Charging Management System



Charging Station Installation



De Rui Technology aims to develop energy management system for energy storage, especially for Behind-the-Meter (BTM) storage. It will boost its BTM market share through strategic alignment with storage equipment providers. CES holds 60% of its stakes.



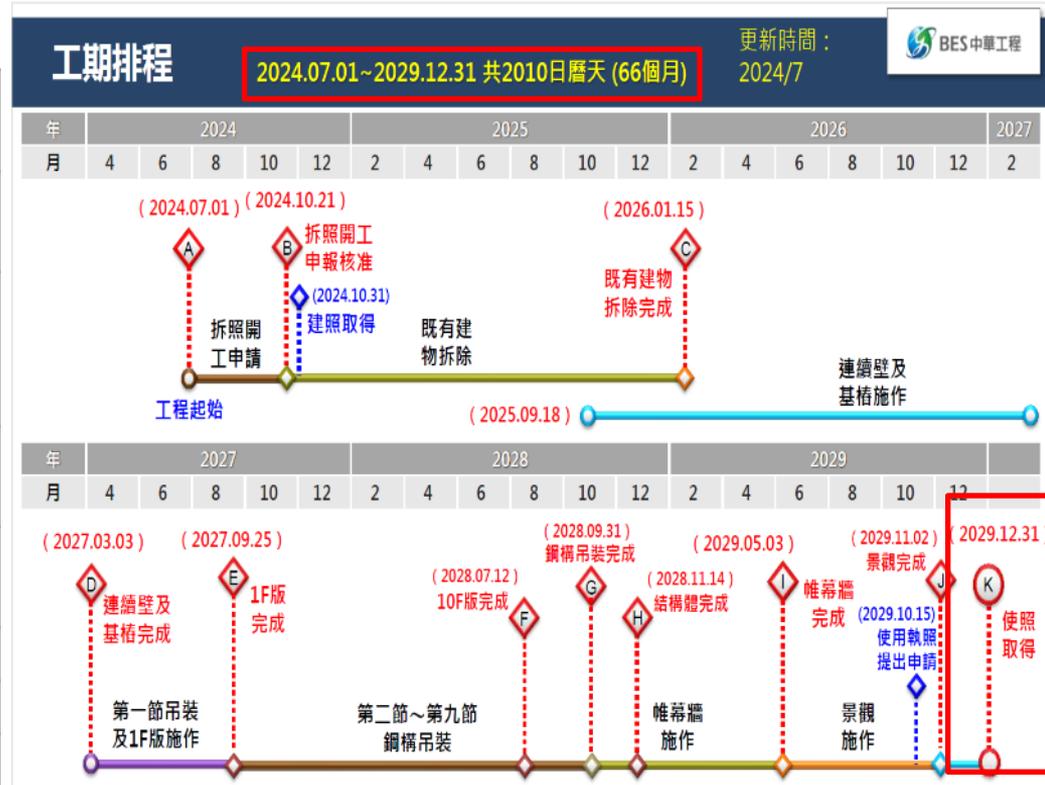
Invest for the Future

Name of Investee	Industry	Type of Corporation	Scope of Business	Shares owned by Collins
J&V Energy Technology Co., Ltd.	Renewable Energy Energy	TPEX 6869	J&V Energy has adopted a unique strategy, name "One-stop integrated service", providing three major services related to the green energy industry, including renewable energy power plant development, investment initiation and maintenance and operation management.	0.80%
DV Biomed Co., Ltd.	Biotechnology and Medical Care	TPEX 6539	DV Biomed pharmaceutical business field includes providing medical supplies, skin care and healthcare products with DV Biomed stem cell ingredient know how; besides, DV Biomed owns more than 10 beauty salons in Taiwan as service and distribution channels of its products.	6.04%
Taiwan Bio Therapeutics Co., Ltd.	Biotechnology and Medical Care	TPEX 6892	Taiwan Bio Therapeutics Co., Ltd. is mainly engaged in the development of new mesenchymal stem cell drug products and the provision of cell medical CDMO services.	5.78%
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 Edutainment Complex-Direct Investment,Development and Operational Management.	4.78%
Axman Enterprise Co., Ltd.	Other - Bike Design & Manufacture	TPEX 6804	Axman provides ODM service for high-end bicycle and E-bike Brand globally. It has been utilizing technical skills for assembly of various bicycles, with flexible production capacity and big warehouse to support customers in global business. 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 the field of electric bicycles that require higher assembly technology and sophisticated test equipment to satisfy customer's requirements.	4.02%
Viscovery Pte Ltd (SG)	AI	Startup	Viscovery has been engaged in the development of AI pattern recognition technology and its applications.	2.96%
Uniconn Interconnections Technology Co., Ltd.	Semiconductor	Startup	Uniconn provides advanced Probe Card, Interposer and Load Broad PCB for renovated back-end process.	6.05%
TXOne Networks Inc	Cybersecurity	Startup	Leader in CPS(Cyber-Physical Systems) security.	1.51%

Formosa Plastics Building Project Updates

The contractor is BES Engineering Corporation.
The total project duration is approximately 66 months.

Project Schedule	Project Descriptions
July 1, 2024	Commencement of official construction, preliminary work, and preparatory activities.
October 21, 2024	Demolition permit approval and construction initiation (Building permit obtained on October 31, 2024).
January 15, 2026	Demolition of the existing old building's front and rear sections completed.
September 25, 2027	Completion of the first-floor slab and simultaneous excavation of the basement.
November 14, 2028	Building structure completed.
May 03, 2029	Building exterior curtain wall completed.
November 02, 2029	Building landscape completed.
December 31, 2029	Building usage license obtained.



Q&A

We will feedback to your message on
the official website of Collins Co., Ltd.
www.collins.com.tw

Thank you for your participation.