



Collins Co., Ltd.

2021 Investor Conference

Please leave your questions or suggestions during our live broadcast. We will submit our feedback to your messages to the official website of [Collins Co., Ltd. www.collins.com.tw](http://www.collins.com.tw). Thank you for your participation.

Investor Relationship Officers:

Spokesman - Perry Wang, Vice President

Deputy Spokesman - Wilber Ko, Assistant Vice President

Disclaimer

- *This report is based on information the company obtains from existing sources . Some information may be affected by uncertain factors resulting in the discrepancy between original plans and future prospects.*
- *The adjustment or change will be notified on Market Observation Post System(MOPS).*



Stock Code:2906

COLLINS CO., LTD.

2021 Investor Conference

Presentation by John Lee, Chairman

December 23, 2021

Agenda

- Company profile
- Business Scope
- Business Introduction
- Investment for the future
- Financial Results
- ESG Implementation
- Business Development Strategy
- Q&A

Company profile

- Established: May,1969
- Shares Listed in Taiwan Stock Exchange :Since Dec, 1989
- Capital: NTD2.09Billion
- Employee Number :509
- As of September 2021 :
 - Consolidated Asset = NTD9.88 Billion
 - Consolidated Revenue = NTD6.00 Billion
 - Book Value per Share of the Company = NTD14.29

Business Scope



Business Introduction – Export

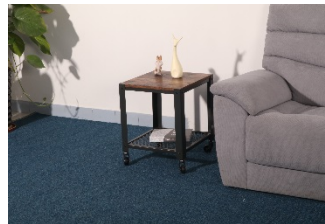
Houseware
Fire pit
Hand tool
Giftware
Electric appliance
Sporting goods
Lighting



X'mas tree
Trim-a-tree
Garden decoration



Indoor/Outdoor
furniture

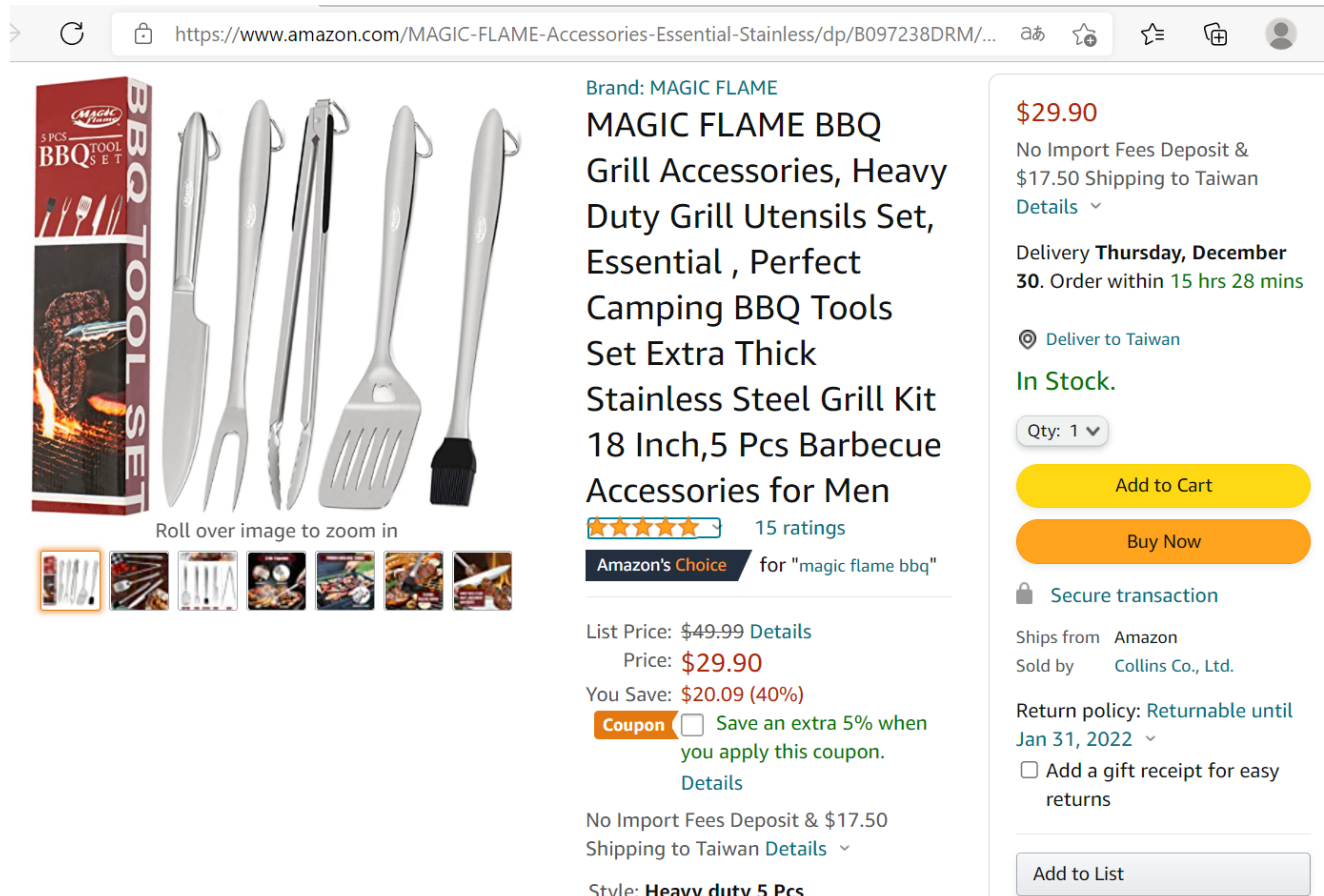


Garment



Business Introduction – B2C in AMAZON

From Q3 of 2021, Collins has started B2C business by launching grill accessories with the self-owned brand “Magic Flame” in US Amazon.



https://www.amazon.com/MAGIC-FLAME-Accessories-Essential-Stainless/dp/B097238DRM/...

Brand: MAGIC FLAME

MAGIC FLAME BBQ Grill Accessories, Heavy Duty Grill Utensils Set, Essential , Perfect Camping BBQ Tools Set Extra Thick Stainless Steel Grill Kit 18 Inch,5 Pcs Barbecue Accessories for Men

4.5 stars 15 ratings

Amazon's Choice for "magic flame bbq"

List Price: \$49.99 Details
Price: **\$29.90**
You Save: \$20.09 (40%)

Coupon Save an extra 5% when you apply this coupon. Details

No Import Fees Deposit & \$17.50 Shipping to Taiwan Details

Style: Heavy duty 5 Pcs

\$29.90
No Import Fees Deposit & \$17.50 Shipping to Taiwan Details

Delivery **Thursday, December 30.** Order within 15 hrs 28 mins

Deliver to Taiwan

In Stock.

Qty: 1

Add to Cart

Buy Now

Secure transaction

Ships from Amazon
Sold by Collins Co., Ltd.

Return policy: Returnable until Jan 31, 2022

Add a gift receipt for easy returns

Add to List



Business Introduction – QUALITY CRAFT LTD.

Quality Craft is an Canadian company distributing flooring and wall material, tool storage and fire pits in Canada and USA, focusing on branding and R&D, with 40 patents and 82 trademarks registered or under registration. Collins has invested in it since 1995 and now owns 78.26% of its shares.



Transformed Space



Life Organized



Outdoor Living

Business Introduction – QUALITY CRAFT LTD.

GLOBAL FOOT PRINT



Vancouver, BC
Head Office
#301, 17750-65A Avenue
Surrey, BC V3S 5N4

Laval, QC
Sales / Distribution
509 Lindbergh Street
Laval, Quebec H7P 2N8

Romeoville, IL
Customer Support / D.C.
1415 Enterprise Dr
Romeoville, IL 60446

Shanghai, CN
Sourcing / Development Support.
#302, 1698 Yishan Rd
Shanghai, China 201103

Business Introduction— COLLTEX GARMENT MFY(HK) CO., LTD.

Colltex Garment has been established in Hong Kong since 2006 by Collins. It is dedicated to design and OEM/ODM for European and American brands of apparel.



Business Introduction – PT. Tungya Collins Terminal

PT. Tungya Collins Terminal was founded by Tungya Transportation & Terminal Co., Ltd. and Collins. Its business covers container yard, trucking, custom clearance and warehouse, with container yards in Jakarta Surabaya of 70,000 sqm in total, warehouses of 50,000 sqm in total, 50 heavy lifting vehicles and 130 trucks. Total employee number is around 500.



Container Yard



Trucking & Clearance



Warehouse

Business Introduction – G2000

G2000 is a Hong Kong based apparel brand of urban style designed for white-collars. Collins has been the exclusive distributor of G2000 in Taiwan since 1989, Now there are 71 mono-brand stores around the island.



Business Introduction– MINOSHIN INTERNATIONAL CO., LTD.

The Minoshin family opened its select shop of luxury brands in 1982. Minoshin International was established in 2014 to focus on operation of mono-brand stores of luxury products. Collins has owned 67.71% of its shares since 2019.

BALLY

— 18  29 —
DELVAUX

RIMOWA

BALMAIN
PARIS



Business Introduction– MINOSHIN INTERNATIONAL CO., LTD.

*With the supports from **Collins**, **Minoshin International** strengthens its organization and infrastructure and gradually increases its distributing brands and number of stores.*

BALLY

— 18  29 —
DELVAUX

RIMOWA

BALMAIN
PARIS

NISSON →

.FE Shinyi A13 1F

.BELLAVITA Taipei 1F

.BELLAVITA Taipei 1F

.SKM Shinyi A9 1F

.BELLAVITA Taipei 1F (TBO)

.FE SOGO Zhongxiao 7F

.SKM Taichung 1F

.MEGA CITY Panchiao 1F

.MEGA CITY Taichung 1F

.MEGA CITY Taichung 1F

.SKM Tainan 1F

.SKM Tainan 1F

.HAN SHIN Kaoshiung 1F

.FE SOGO Taipei Zhongxiao 1F

.MEGA CITY Zhubei 1F (TBO)

.ESKY Kaoshiung 1F

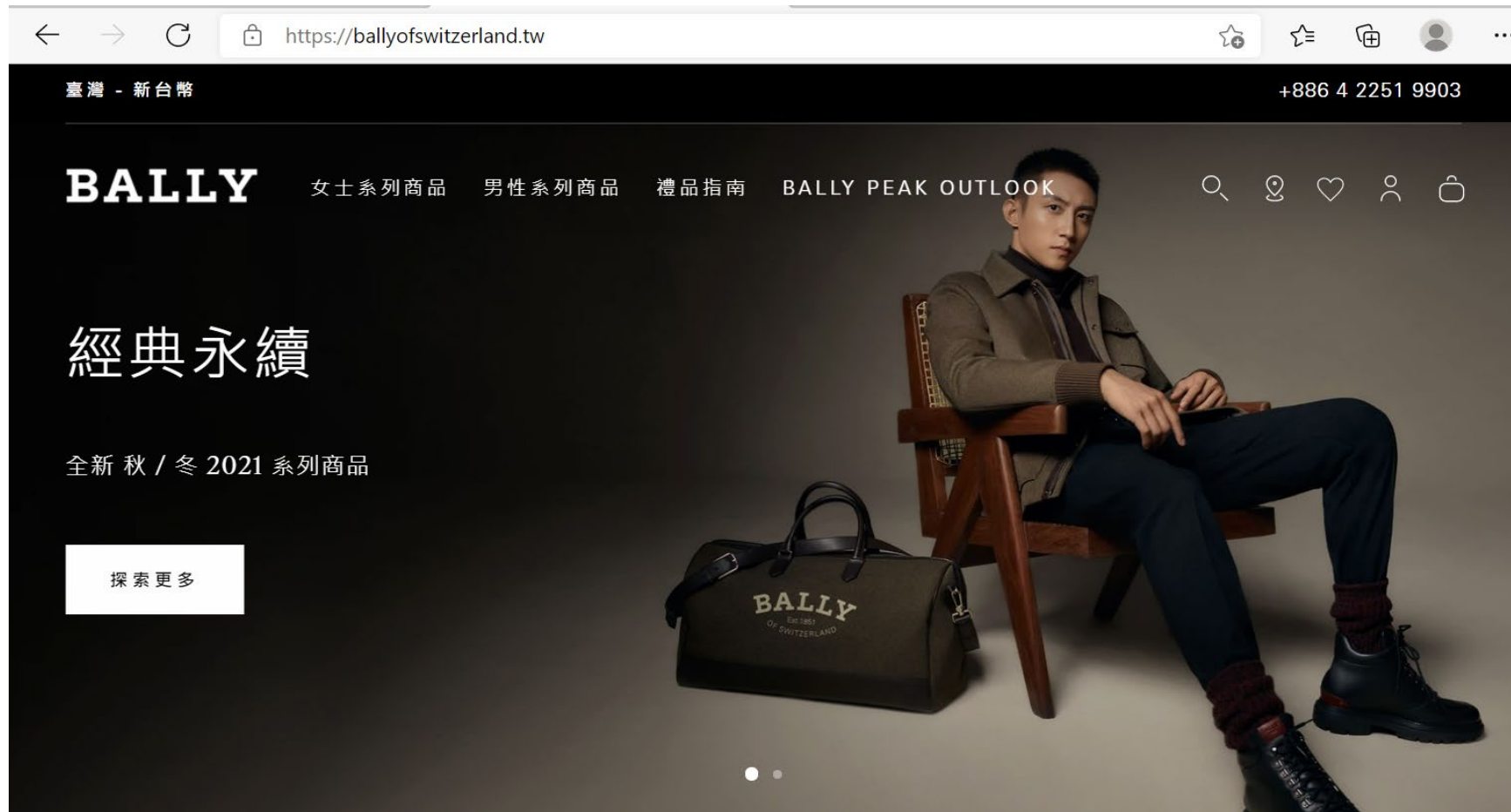
.Taiwan official online shop

.MEGA CITY Zhubei 1F (TBO)

.MOMO SHOP online

Business Introduction – BALLY On-Line Store

In December of 2021, Minoshin opens BALLY Taiwan official on-line store with the permission of brand owner to launch B2C business.



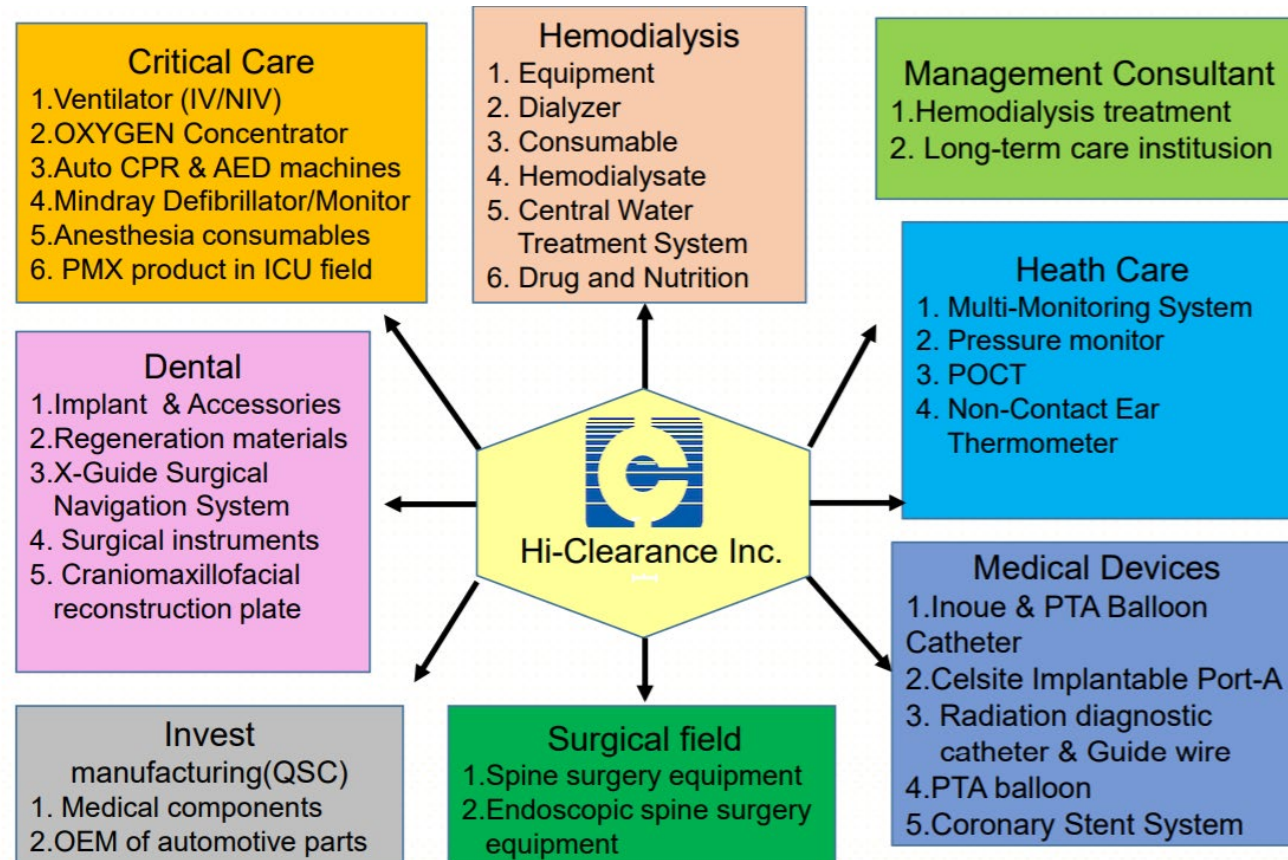
Collins' centralized warehouse under construction in Shulin District

In November of 2018, Collins purchased a Class-B industrial site of 742 pings to establish its centralized warehouse in Shulin district, New Taipei City. The warehouse will be a 7 story building with 2 underground floors and the total floor area will be 3,700 pings. The main structure will be completed by the end of 2021 and it is expected to apply the building user license around June 2022.



Business Introduction– HI-CLEARANCE INC.

Hi-Clearance, founded in 1989 and going public in 2009, has been dedicated to distribution of medical equipment and consumable products, especially hemodialysis. Collins has possessed the voting power of board of directors since 2016 and now holds 20.42% of its outstanding shares aggregately.



Business Introduction— HI-CLEARANCE INC.

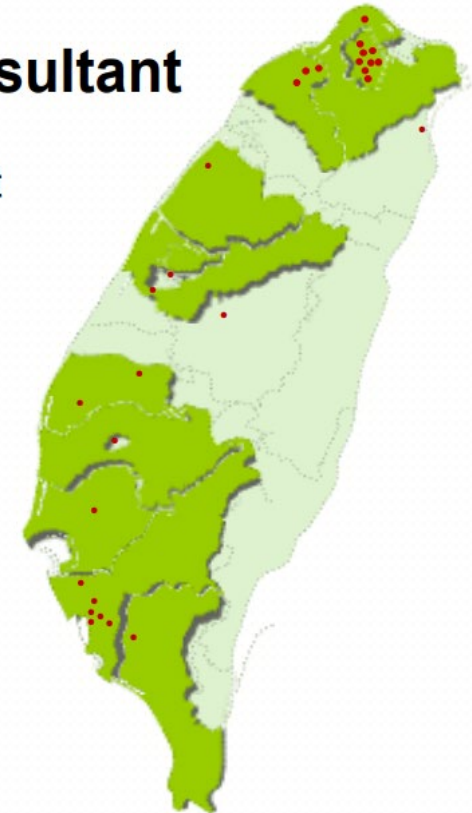
Hi-Clearance has been distributing products supplied by prevailing vendors from fields of home care, hemodialysis, dentistry, critical care, medical material, and surgical equipment. In addition, Hi-Clearance provides hemodialysis treatment centers, aging cares and long term cares with consultancy services.

HCI's Main Product Suppliers

Homecare	Hemodialysis	Dentistry	Critical Care	Radio., Cardio. Med. Material	Surgical equipment
'TORAY'	ResMed	KEYSTONE DENTAL GROUP	'TORAY'	CITIZEN	
Baxter	Drager	OLYMPUS TERUMO BIOMATERIALS	ASAHI INTECC	BeneCheck	Mazor Robotics
VITAL	Teleflex			Chaban GROUP	
Roche	SCHILLER The Art of Diagnostics	-NAV TECHNOLOGIES	B BRAUN		joimax® Endoscopic Spine Experts
BIOTEQ	UNITED HAYEK			旺北 North-vision Tech. Inc.	
CHI SHENG	NIDEK Medical	Ribbond® weldable reinforcement ribbon	TOKAI MEDICAL PHARMACEUTICALS		
Nephroceuticals	'TORAY'			HuBDIC Human Body's Doctor Idea Company	
	GGM				
	mindray healthcare within reach	NEXT 21	Abbott		
	TOKAI MEDICAL PHARMACEUTICALS				

Management Consultant

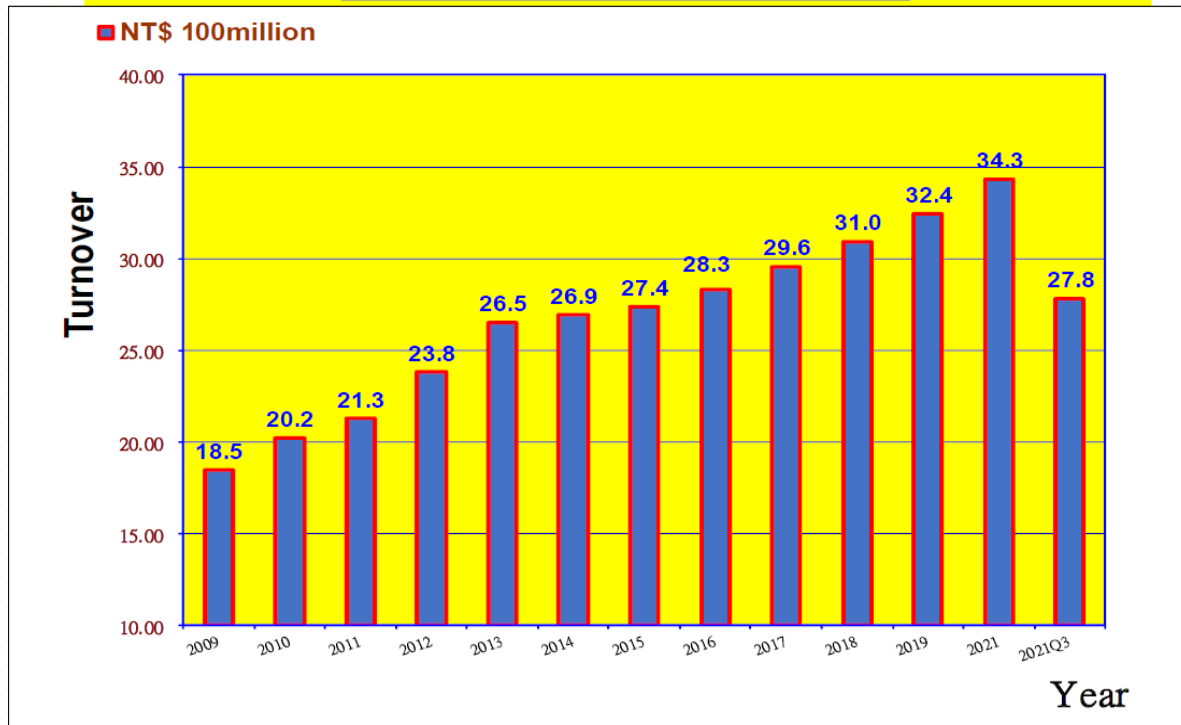
1. Hemodialysis Treatment
2. Aging Care
3. Long-term Care



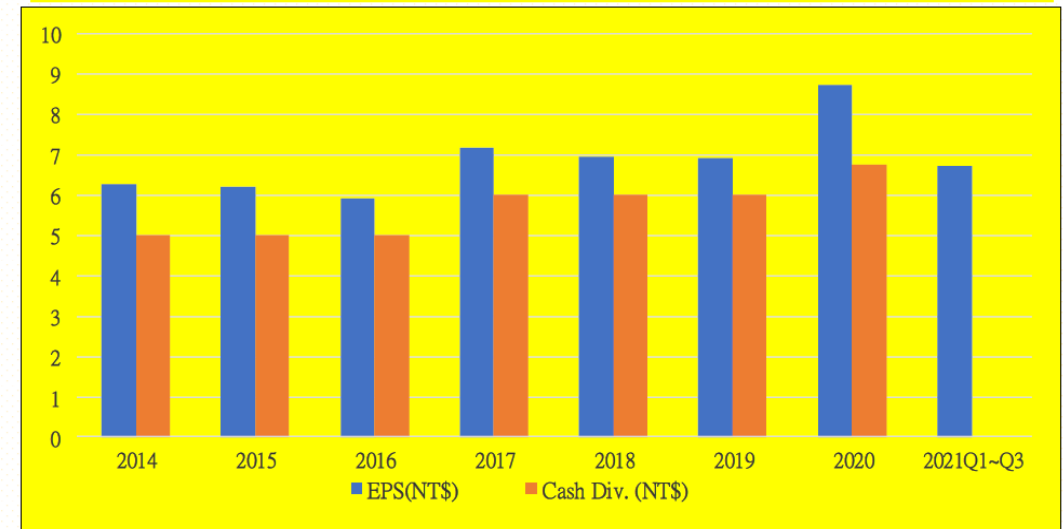
Business Introduction– HI-CLEARANCE INC.

By connecting the key medical channels and providing competitive products, Hi-Clearance maintains moderate growth in revenue and stable EPS. Amid the COVID 19 pandemic, Hi-Clearance keeps its YOY growth in revenue with an increase of 8.14% as of November 2021.

2009 ~ 2021Q3 Growth



EPS and Dividends



Year	2014	2015	2016	2017	2018	2019	2020	2021 Q3
EPS(NT\$)	6.28	6.2	5.93	7.17	6.96	6.91	8.72	6.72
Cash Div. (NT\$)	5	5	5	6	6	6	6.77	NA

Business Introduction— GROWTREND BIOMEDICAL CO., LTD.

GrowTrend was established in November 2016 , focusing on design, certification, production and distribution of equipment for health care and aesthetic medicine ◦ *Collins* is one of its co-founders and holds 62.16% of its outstanding shares ◦

Main Products

NIV/Bilevel PAP



Hi-Intensity Focused Ultrasound



ISO 13485 & GMP



Key Components



Business Introduction– GROWTREND BIOMEDICAL CO., LTD.

Certificates and Permits

1.

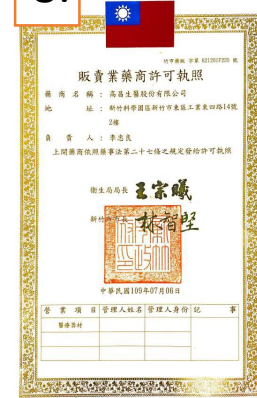


2.



GMP
Registration No:1886
Registration Products:
Focused Ultra Sound
Stimulator
Non-Continuous PAP
Effective till April 30, 2024

3.



4.



5.



6.



7.



8.



1. Bilevel CE Certificate
2. Pharmacist Manufacturing License
3. Pharmacist Selling License
4. ISO13485:2016/NS-EN ISO 13485:2016
5. Verification for CE Standards Compliance for BILEVEL
6. Verification for CE Standards Compliance for Switching Power Supply
7. Exportation Certificate for HIFU
8. Verification for CE Standards Compliance for HIFU

Investment for the future

Name of Investee	Industry	Type of Corporation	Scope of Business	Shares owned by Collins
J&V ENERGY TECHNOLOGY CO., LTD.	Green Energy	Public Company	Solar photovoltaics project coordination, offshore wind power 、 biomass energy and energy storage.	0.8%
UNICO CELL BIOMED CO., LTD.	Aesthetic Medicine and Health Care	Listed in ESM	Development and manufacture of skin care/ health care products, distribution of aesthetic medicine and cosmetics surgery products.	2.05%
TAIWAN BIO THERAPEUTICS CO., LTD.	Cell Therapy	Startup	Cell processing under CDMO, cell therapy under (Regulations of Special Medical Techniques) 、 development of cell therapeutic medical products for OA 、 CLI and others, lease of Cell Processing Unit, and services for inspection & certificate application.	7.58%
AXMAN ENTERPRISE CO., LTD.	Bike Design & Manufacture	Listed in ESM	Design and manufacture of hi-end and powered road bikes and mountain bikes, and carbon fiber frame sets	3.66%
Viscovery Pte Ltd (SG)	AI	Startup	Development of AI pattern recognition system and solution.	6.25%

Operating Result- Consolidated Balance Sheet

Unit: NT Thousands

Item	Fiscal Year		Fiscal Year	
	2021.9.30	%	2020.9.30	%
Cash& Cash Equivalents	422,629	4%	778,563	9%
Accounts and Notes Receivable	2,091,044	21%	1,606,606	18%
Inventories	1,319,480	13%	1,062,285	12%
Property、Plant and Equipment	2,410,182	24%	2,085,595	23%
Intangible Assets	1,336,242	14%	1,432,013	16%
Total Assets	9,877,951	100%	9,104,779	100%
Total Liabilities	4,293,431	43%	3,906,368	43%
Total Equities	5,584,520	57%	5,198,411	57%

Ratio	2021.9.30	2020.9.30
Current Ratio:	129.50%	146.00%
Debt Ratio:	43.50%	42.90%

Operating Result- Consolidated Income Statement

Unit: NT Thousands

Fiscal year Item	Jan. - Sep. 2021	%	Jan. - Sep. 2020	%	Growth%
Net Revenue ^{Note}	5,998,708	100	4,897,886	100	22%
Gross Profit	1,426,148	23.8	1,245,374	25.4	15%
Operating Expenses	1,214,311	20.2	1,091,263	22.3	11%
Operating Income	211,837	3.5	154,111	3.1	37%
Non-Operating Income & Expense	64,174	1.1	41,682	0.9	54%
Income before Tax	276,011	4.6	195,793	4.0	41%
Net Income	205,171	3.4	114,937	2.3	79%
Net Income Attributed to Stockholders of the Company ^{Note}	51,554	0.9	(13,089)	(0.3)	
EPS of the Company ^{Note}	0.25		(0.06)		

Notes:

- THE sales was increased by 22% , due to the growth in export shipment and the expansion of the number of luxury stores.*
- Net income attributed Collins was increase by NT\$64,643K, due to the growth of export shipment and net profit contributed by Minoshin and Hi-Clearance.*

Operating Result- Revenue Breakdown (as of 2021.09.30)

Revenue Breakdown by Business:

Business	Jan. – Sep. 2021	Jan. – Sep. 2020
Export Business	45.20%	37.75%
Fashion Business	8.41%	9.66%
Bio-Medical Business	46.40%	52.59%
Total	100.00%	100.00%

Revenue Breakdown by Area:

Area	Jan. – Sep. 2021	Jan. – Sep. 2020
Taiwan	54.59%	61.99%
USA	29.29%	21.12%
Canada	12.20%	14.39%
Other	3.92%	2.50%
Total	100.00%	100.00%

Sustainable Development – ESG Implementation

Environmental



For energy saving, Collins' future Shulin warehouse will adopt:

- Solar photovoltaic device to reduce 97 tons of carbon annually
- Rainwater harvesting system
- 100% LED lightings

Social



- Sponsoring T1 Professional Basketball League to encourage employees participating sports and entertainment.
- Donating rice and clothing to the charity periodically
- Pursuing employee insurance policy for COVID-19 and vaccination.

Governance



- Enhancing the function and performance of board of directors
- Appointing Corporate Governance Officer
- Fulfilling the ethics management guidelines
- Preparing the Corporate Sustainability Report

Business Development Strategy

Export	Fashion Retail	Bio-medical
<ul style="list-style-type: none">• <i>Be contingent to the pandemic Covid-19 and pay attention to customers' financial status.</i>• <i>To enhance product research and development in depth and width.</i>• <i>To keep exploring markets other than US, including Mexico and Central & Southern America.</i>• <i>Keep expending the E-com business launched in Amazon to increase the end user database.</i>	<ul style="list-style-type: none">• <i>Expend the number of stores of the luxury brands carried.</i>• <i>Deepen the cooperation with international luxury groups to introduce more brands to Taiwan.</i>• <i>Continue to explore potential mid-priced apparel brands.</i>• <i>Strengthen the digital marketing of G2000 to increase potential customers on-line</i>• <i>Complete the installation of centralized warehouse in New Taipei City and survey the smart systems.</i>	<p><i>Hi-Clearance:</i></p> <ul style="list-style-type: none">• <i>Continuous development of current medical territory.</i>• <i>Expend new products fields</i>• <i>Increase the sales of oversea business.</i>• <i>Enhance the dominance on sales channels.</i>• <i>Complete the installation of warehouse for medical equipment and products.</i> <p><i>GrowTrend :</i></p> <ul style="list-style-type: none">• <i>Tackle the sales for HIFU 、 Bilevel CPAP & Anti-19 NIV.</i>• <i>Search for strategic partnerships for production and technology alignment.</i>

Q&A

*We will submit our feedback to your messages to the official website of Collins Co., Ltd.
www.collins.com.tw.*

Thank you for your participation.