



# Collins Co., Ltd.

## 2022 Investor Conference

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

*Investor Relationship Officers:*

*CFO and Spokesman - Perry Wang, Vice President*

*Deputy Spokesman - Wilber Ko, Assistant Vice President*

# Disclaimer

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



Stock Code:2906

# COLLINS CO., LTD.

## 2022 Investor Conference

Presenter: Jessy Lee, CEO and President

December 21, 2022

# Agenda

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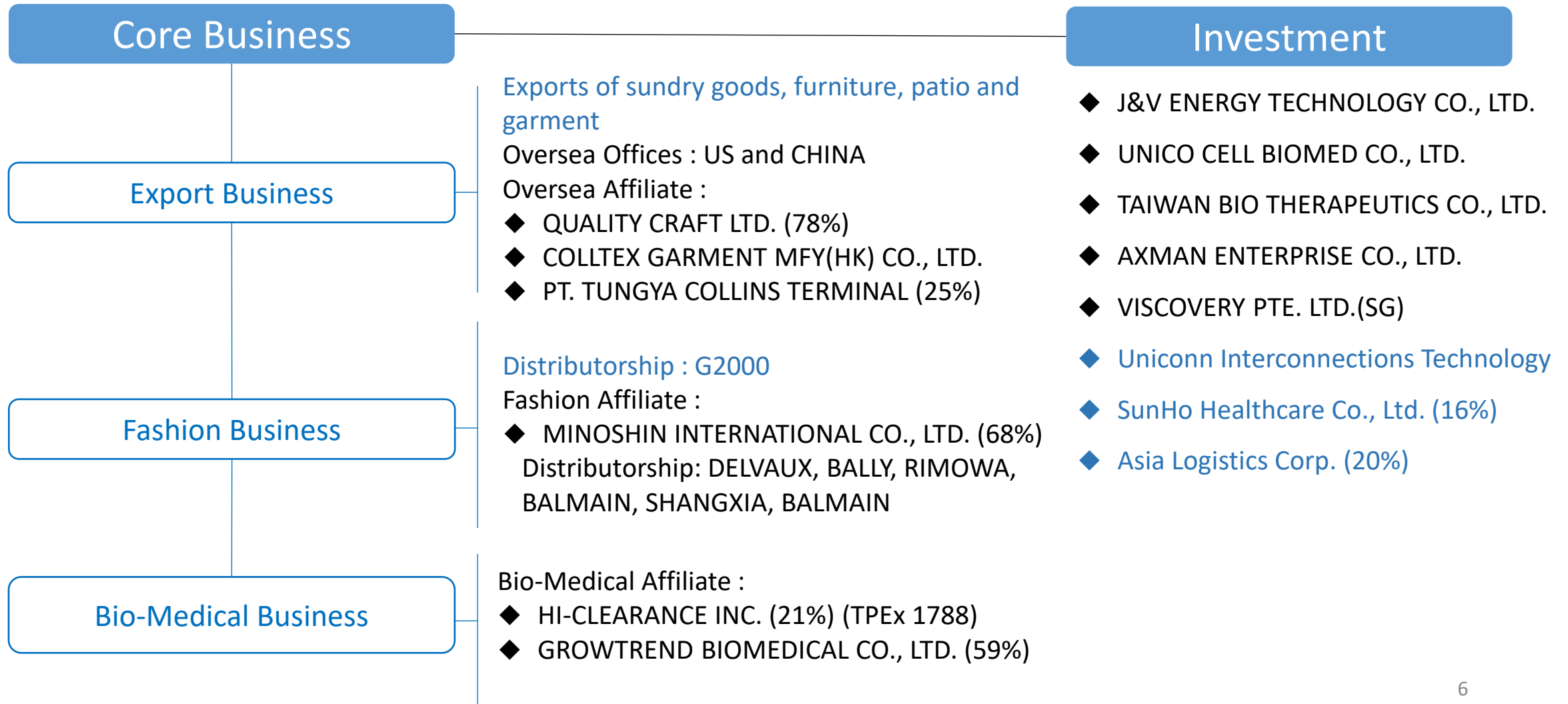
- Company Profile
- Business Scope
- Business Introduction
- Invest for the Future
- Financial Results
- Corporate Sustainability
- Business Development Strategy
- Q&A

# Company Profile

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- Established: May, 1969
- Shares listed in TWSE (stock code: 2906) since December 1989
- Capital: NTD2.09 billion
- Employee number : 771
- As of September 2022:
  - Consolidated assets = NTD10.42 Billion
  - Consolidated revenue = NTD6.94 Billion
  - Book value per share of the Company = NTD14.83

# 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



Starting from Q3 of 2021 Collins initiated a B2C business by launching grill accessories with self owned brand “Magic Flame” via Amazon US.





# Business Introduction – QUALITY CRAFT LTD.

HQ in Vancouver Canada, **Quality Craft** also has sale and sourcing offices in Laval, Illinois State of the US, as well Shanghai China. QC has provided design and handy solutions that help people to renovate home, working/playground environment, specialized in branding and R&D. QC holds 19 patents and 84 registered trademarks. Collins has invested it since 1995 and owned 78.3% stake.



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

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**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 worldwide.



# Business Introduction – PT. Tungya Collins Terminal

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PT. Tungya Collins Terminal was founded by Tungya Transportation & Terminal Co., Ltd. and Collins (owned 25%). Business covers container yard and warehousing, trucking, as well custom clearance services. It has container yards in Jakarta and Surabaya (in total of 59,000sqm), with 50,000sqm warehouse space, 50 heavy lifting vehicles and 130 trucks. The number of employees is about 500.



Container Yard



Trucking & Clearance



Warehouse



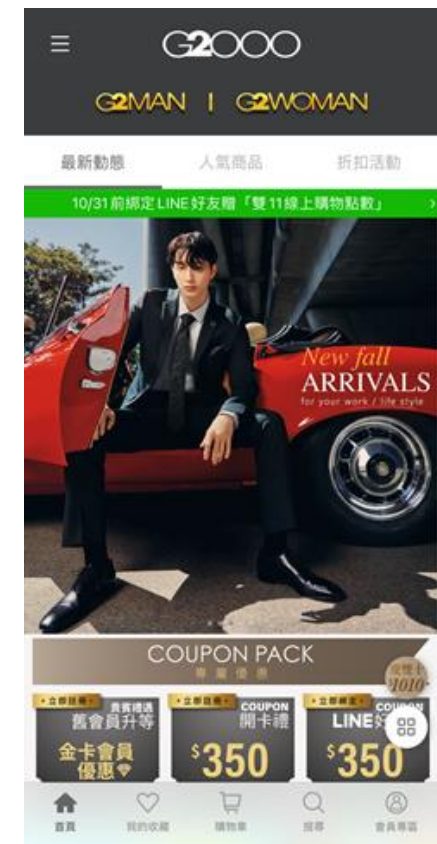
# Business Introduction – G2000

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 islandwide.



# Business Introduction - G2000 Online Store

June 2022, G2000 Taiwan official online store(PC & APP) launched OMO business.





# Business Introduction– MINOSHIN INTERNATIONAL

Founded in 1982 as luxury goods boutique, [Minoshin](#) International was upscaled in 2014 and currently focusing on a successful operator of mono-brand stores of luxury products. [Collins](#) has owned 67.7% of its stake since 2019.

**BALLY**

— 18  29 —  
**DELVAUX**

**RIMOWA**

**SIASOX**



# Business Introduction– MINOSHIN INTERNATIONAL CO., LTD.

With strong supports from Collins, **Minoshin** has improved organizational and system infrastructure, been increasing its distributing brands and the number of stores, and striving for being the most specialized brand distribution company.

**BALLY**

—18<sup>18</sup> 29<sup>29</sup>—  
**DELVAUX**

**RIMOWA**

**NISSOX**

**BALMAIN**  
PARIS

FE Shinyi A13 1F

BELLAVITA Taipei 1F

BELLAVITA Taipei 1F

BELLAVITA Taipei 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

MEGA CITY Zhubei 1F

FE SOGO Taipei Zhongxiao 1F

E Sky Mall Kaoshiung 1F

ESKY Kaoshiung 1F

Taiwan official online shop

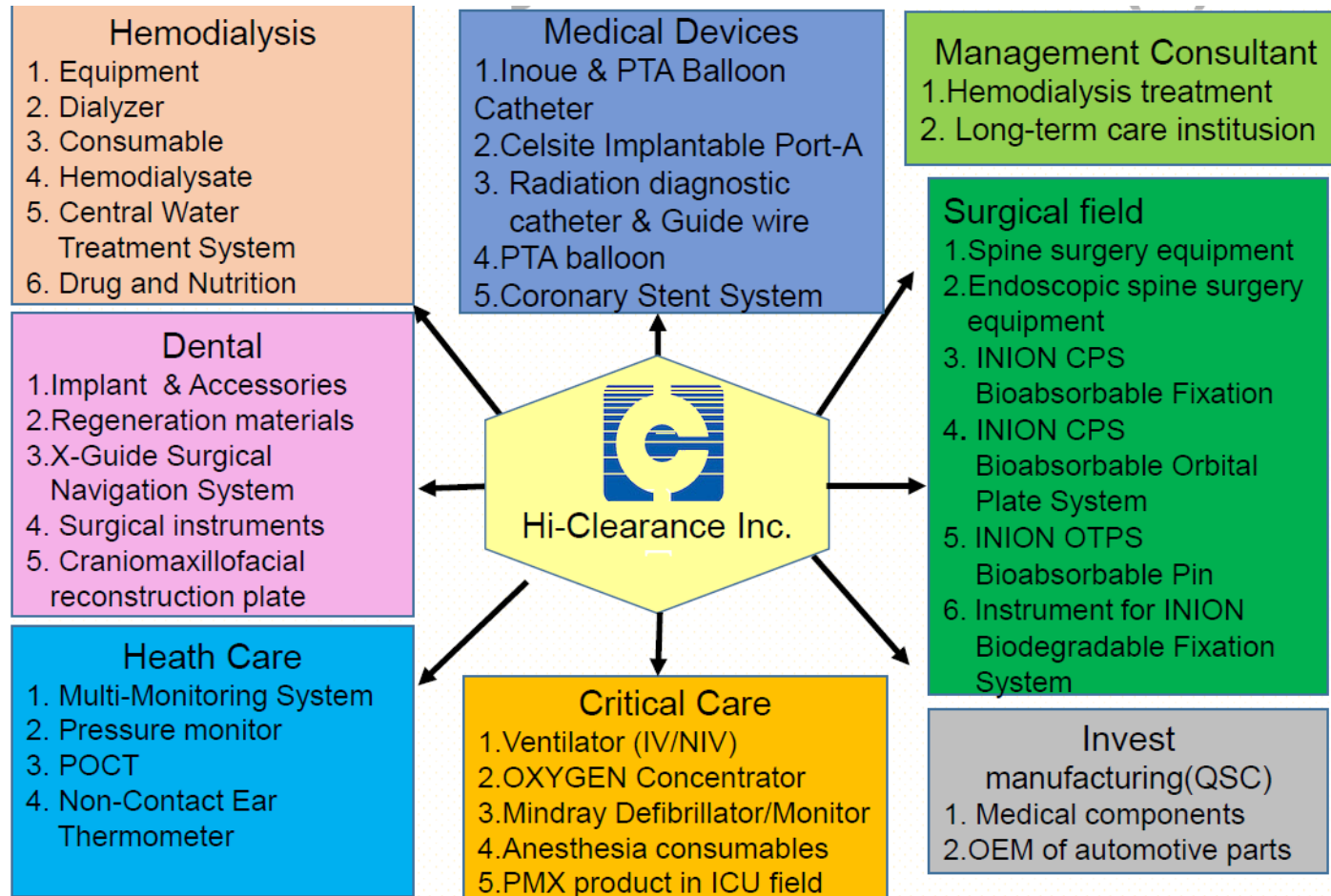
MEGA CITY Zhubei 1F

MOMO SHOP online

Breeze Online

# Business Introduction – HI-CLEARANCE

Hi-Clearance, founded in 1989 and listed in TPEX since 2009, has been dedicated the distribution of medical equipment and consumable products, especially hemodialysis. Collins has possessed the voting power of Board of Directors since 2016 and now holds 20.2% of its outstanding shares directly and indirectly.



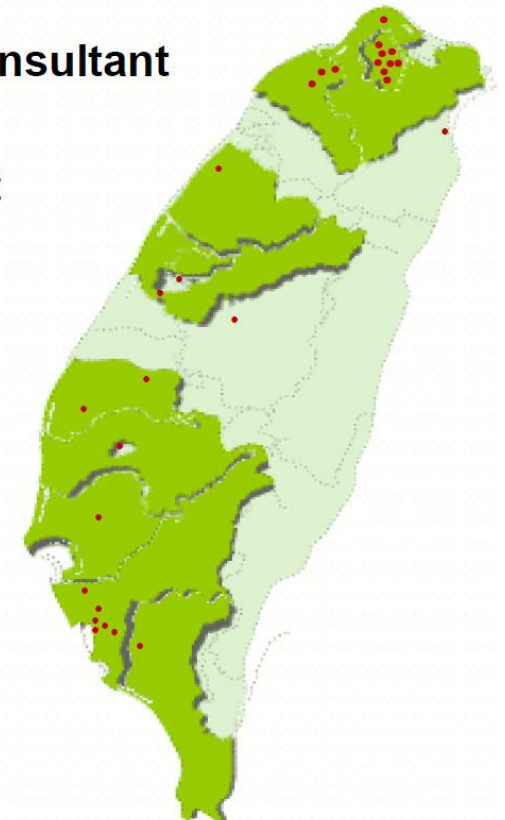
# Business Introduction – HI-CLEARANCE

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

Homecare	Hemodialysis	Dentistry	Critical Care	Radio., Cardio. Med. Material	Surgical equipment
CITIZEN	TORAY	KEYSTONE DENTAL GROUP	mindray healthcare within reach	TORAY	
BeneCheck	Baxter	OLYMPUS TERUMO BIOMATERIALS	TOKAI MEDICAL PRODUCTS	ASAHI INTECC	Mazor Robotics Inspiring the Art of Surgery
Chaban GROUP	VITAL	X-NAV TECHNOLOGIES	ResMed	B BRAUN	joimax Endoscopic Spine Experts
旺北 North-vision Tech. Inc.	Roche	Ribbond Spinal reinforcement system	Teleflex	TOKAI MEDICAL PRODUCTS	
HuBDIC Human Ductly Design Idea Company	BIOTEQ	NEXT 21	SCHILLER The Art of Diagnostics	Abbott	INION
TKS	CHI SHENG		UNITED HAYEK		
	Nephroceuticals		NIDEK Medical		
			TORAY		
			GGM		
			GETINGE PASSION FOR LIFE		

## Medical Management Consultant

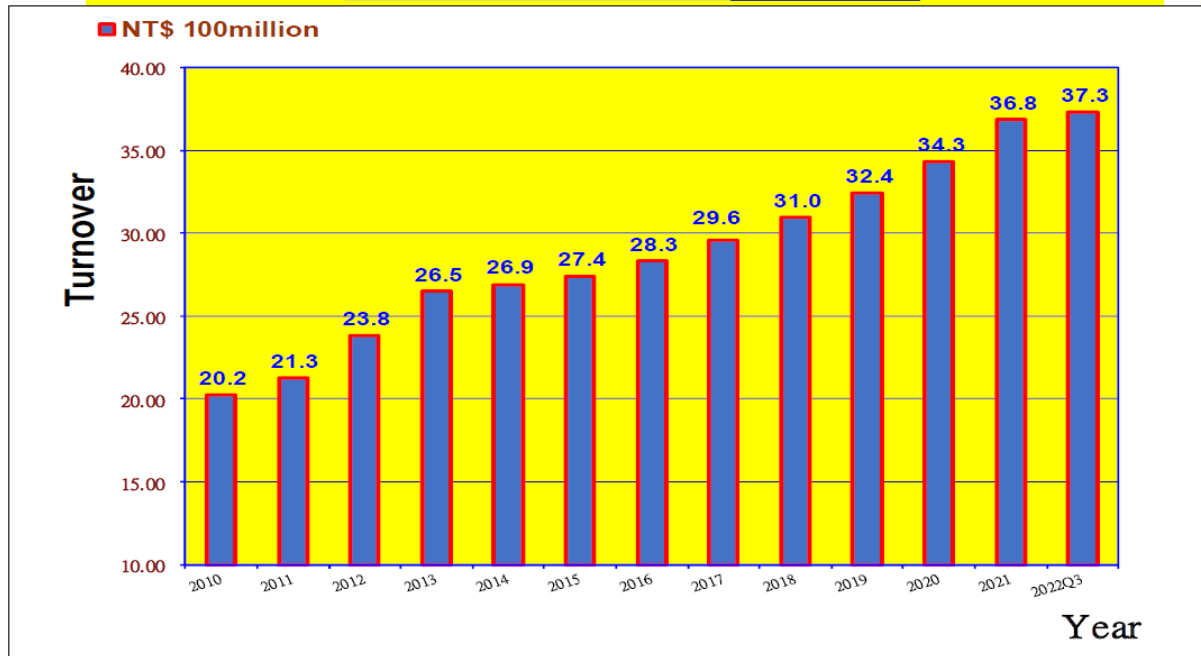
1. Hemodialysis Treatment
2. Aging Care
3. Long-term Care



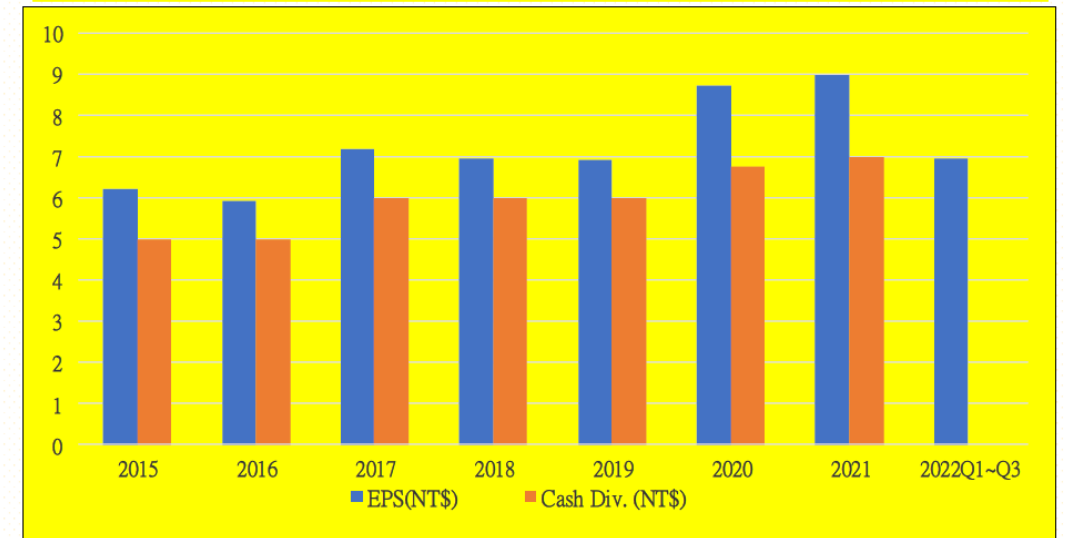
# Business Introduction – HI-CLEARANCE

By connecting key medical channels and providing competitive healthcare products, **Hi-Clearance** maintains a moderate growth in revenue and stable EPS. **Hi-Clearance** has kept its YOY growth in revenue with an increase of 31.7% as of Oct. 2022.

## 2010 ~ 2022Q3 Growth



## EPS and Dividends

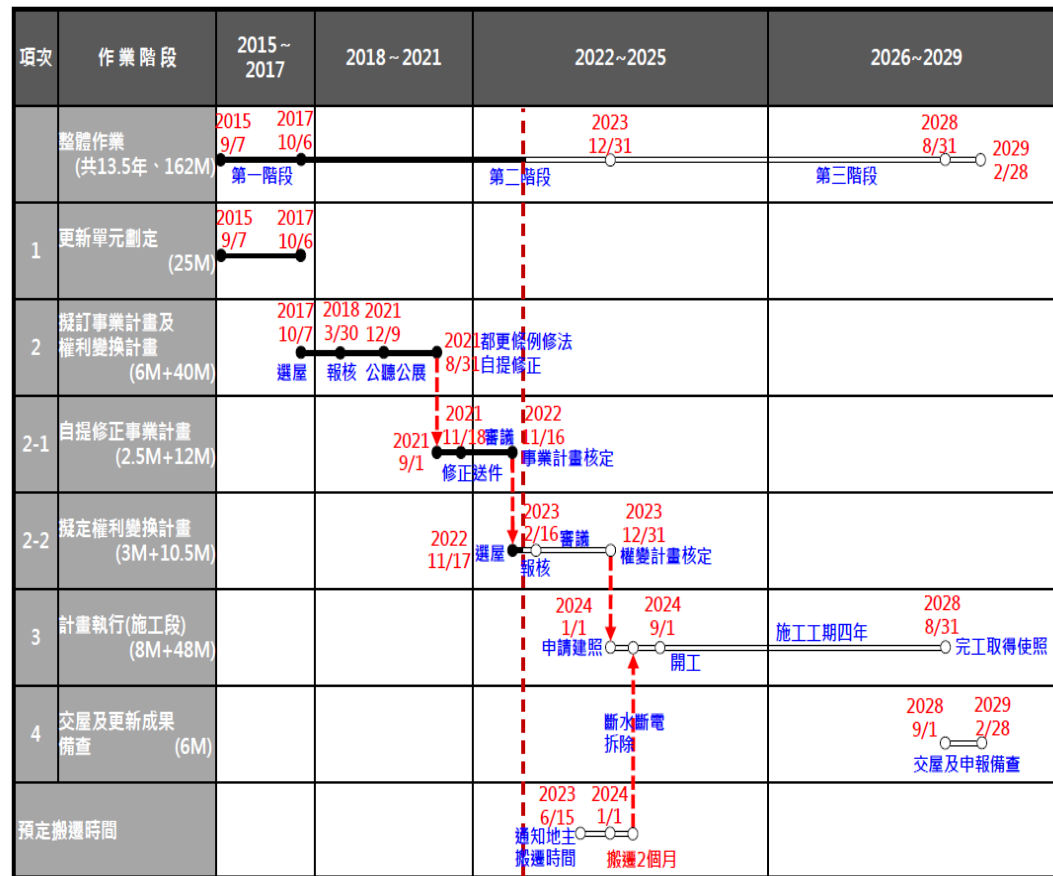


Year	2015	2016	2017	2018	2019	2020	2021	2022 Q3
EPS(NT\$)	6.2	5.93	7.17	6.96	6.91	8.72	8.99	6.95
Cash Div. (NT\$)	5	5	6	6	6	6.77	7	NA



# Schedule of Formosa Plastics Building Renovation

台塑大樓都市更新整體作業預定進度說明



更新時間：2022/12

- Formosa Plastics Group will notify to relocate scheme on June 15, 2023. The whole relocation will start from January 1, 2024, and it will take 2 months to proceed. The house clearance must be completed on March 1, 2024.
- The construction project will get started on September 1, 2024.
- The project is to be completed and to affirm the official certificate on August 31, 2028.
- Formosa Plastics Group will deliver and settle the property recording of title on September 1, 2028.

# Nankang Software Park II

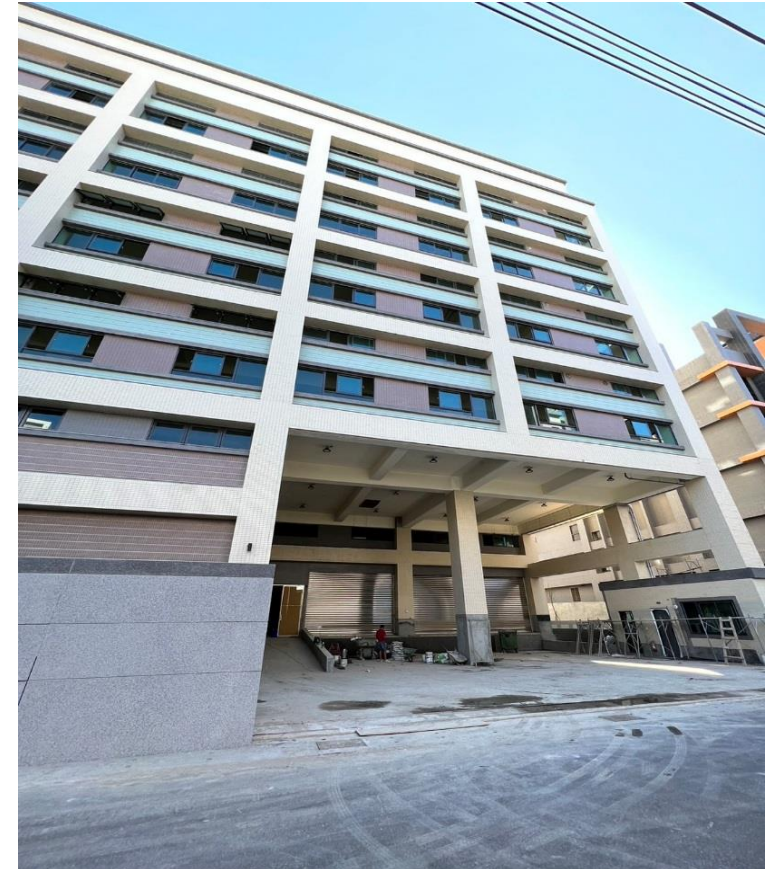
Collins acquired the 9th floor of Building F, Nankang Software Park II with 19 parking spaces in May 2016. The office area is 2,758.85 square meters, parking spaces are 807.65 square meters, and the total area is 3,566.5 square meters. Currently, the offices and parking spaces are all for lease.





# New Warehouse and Office Building in Shulin

To establish group logistics center, Collins acquired total of 2,453.05 square meters of industrial land in Dongshan Section, Shulin District, New Taipei City in November 2018, and built a factory building with 7 floors above the ground and 2 floors below the ground. Floor area is about 12,232.2 square meters. Collins applied for licensing in September 2022 and just obtained the Usage License on 14 December, 2022.





# New Headquarters Office in Xi Zhi

Collins will move to a new office site in Xi Zhi, New Taipei City, which was acquired on the first half of 2022 (projected to relocate the company headquarters by the first quarter of 2024, details to be announced later).



勘估標的使用狀況-大樓出入口



勘估標的使用狀況-公區



勘估標的使用狀況-梯廳空間



勘估標的使用狀況-公區



勘估標的使用狀況-室內照片



勘估標的使用狀況-室內照片



勘估標的使用狀況-室內照片



勘估標的使用狀況-室內照片

# Business Introduction – SunHo Healthcare

SunHo Healthcare Co., Ltd was established in 2017 by The Royal Nursing-home Group, focusing on health industry for decades. In 2019, Royal invested NT\$60 million to establish Formosa Long-term Care (LTC) Corporation in Taibao, Chiayi, then acquired Hua-Ji Hospital and surrounding areas by NT\$490 million to restructure and set up Great Formosa Healthcare Park. Paid-in capital of SunHo Healthcare Co., Ltd. is NT\$250 million, Collins owned 16% of the stake.





# Business Introduction – SunHo Healthcare

The Great Formosa Healthcare Park is going to set up three 200-bed LTC centers, a 98-bed (including dedicated wad beds) regional hospital and daycare center. The rest of surrounding land will be planned for other healthcare institutions or commercial use. In November 2022, it received the approval by the Chiayi to operate regional hospital. The first stage will take care of 200 LTC wad beds in 2023.



# Business Introduction – Asia Logistics Corporation

Asia Logistics Corporation founded in 2010, was one of subsidiaries of TTL. It reorganized in 2022 and the present business is to provide contractual transportations and distribution services of Tobacco, Liquor and FMCG product. Collins owned 20% stakes of Asia Logistics Corporation.

## Business in Service :

Client	Business Overview
TTL (Taiwan Tobacco & Liquor Corporation)	Tobacco and liquor handling and refrigerated draft beer shipping
KKL (Kinmen Kaoliang Liquor Inc)	Kinmen Kaoliang handling
Shopee	Shopee shop to shop service



# Business Introduction – GROWTREND BIOMEDICAL

GrowTrend was established in November 2016, focusing on design, certification, production and distribution of equipments for healthcare and aesthetic medicine. Collins is one of its founders and held 58.9% shareholding.

## Main Products

NIV/Bi-level PAP



Hi-Intensity Focused Ultrasound



ISO 13485 & GMP



Key Components



# Business Introduction – GROWTREND BIOMEDICAL

## Certificates and Permits

	GMP	Export Certificate	CE	TFDA	FDA
Bi-level PAP	Approval		Approval	Approval	Filing
HIFU	Approval	Approval		Approval	
Mini CPAP	Approval			Filing	Filing
Oxygen Concentrator	Filing				

## Patents

	Application	Early Publication	Approval	Withdrawal
2017	4	-	-	-
2018	0	-	3	-
2019	4	-	1	-
2020	17	4	7	-
2021	8	-	10	-
2022	8	2	3	-
Total	41*	6	24	3

*P.S. : The 41-filing including 10 design patents, 17 utility model patents, 14 invention patents.*



# 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	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%
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.	4.13%
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.	7.07%
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.	2.05%
Viscovery Pte Ltd (SG)	AI	Startup	Viscovery has been engaged in the development of AI pattern recognition technology and its applications.	6.25%
Uniconn Interconnections Technology Co., Ltd.	Semiconductor	Startup	Uniconn provides advanced Probe Card, Interposer and Load Broad PCB for renovated back-end process.	6.35%



# Financial Results - Consolidated Balance Sheet

Unit: NT Thousands

Item	Fiscal Year		Fiscal Year	
	2022.9.30	%	2021.9.30	%
Cash & Cash Equivalents	491,143	5%	422,629	4%
Accounts and Notes Receivable	2,057,218	20%	2,091,044	21%
Inventories	1,526,956	15%	1,319,480	14%
Property, Plant and Equipment	2,765,195	26%	2,410,182	24%
Intangible Assets	1,248,057	12%	1,336,242	14%
Total Assets	10,416,109	100%	9,877,951	100%
Total Liabilities	4,641,537	44%	4,293,431	44%
Total Equities	5,774,572	56%	5,584,520	56%

Ratio	2022.9.30	2021.9.30
Current Ratio:	121.78%	129.50%
Debt Ratio:	44.56%	43.46%

# Financial Results - Consolidated Income Statement

Unit: NT Thousands

Fiscal year Item	Jan. - Sep. 2022	%	Jan. - Sep. 2021	%	Growth%
Net Revenue <sup>Note</sup>	6,938,518	100	5,998,708	100	16%
Gross Profit	1,691,087	24.4	1,426,148	23.8	19%
Operating Expenses	1,361,412	19.6	1,214,311	20.2	12%
Operating Income	329,675	4.8	211,837	3.5	56%
Non-Operating Income & Expense	68,220	1.0	64,174	1.1	6%
Income before Tax	397,895	5.7	276,011	4.6	44%
Net Income	298,995	4.3	205,171	3.4	46%
Net Income Attributed to Stockholders of the Company <sup>Note</sup>	115,574	1.7	51,554	0.9	
EPS of the Company <sup>Note</sup>	0.55		0.25		

## Notes:

- THE sales was increased by 16% , due to the growth in export shipment and the expansion of the number of luxury stores.*
- Net income attributed Collins was increase by NT\$64,020K, due to the growth of export shipment and net profit contributed by Minoshin and Hi-Clearance.*

# Financial Results - Revenue Breakdown (as of Sep. 2022)

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## Revenue Breakdown by Business:

Business	Jan. – Sep. 2022	Jan. – Sep. 2021
Export Business	34.48%	45.20%
Fashion Business	11.68%	8.41%
Bio-Medical Business	53.84%	46.40%
Total	100.00%	100.00%

## Revenue Breakdown by Area:

Area	Jan. – Sep. 2022	Jan. – Sep. 2021
Taiwan	65.24%	54.59%
USA	19.06%	29.29%
Canada	11.17%	12.20%
Other	4.53%	3.92%
Total	100.00%	100.00%



# Corporate Sustainability – Initiatives and Goals

## Environment



- For energy saving, Collins-owned Shulin warehouse has adopted Solar photovoltaic device to reduce 97 tons of carbon annually, set up Rainwater harvesting system and 100% LED lightings
- Invest in energy-related industries, such as AXMAN ENTERPRISE CO., LTD. (electric bicycle industry) and J & V ENERGY TECHNOLOGY CO., LTD. (green energy industry), to promote the development of low-carbon markets.

## Social



- Take part of H-E-B foundation to raise funds for communities, schools and children
- Encouraging employees to engage indoor and outdoor sporting and travel recreation
- Donated rice and clothing to local charity houses periodically

## Governance



- Enhancing functions and performance of the Board of Directors and each of Directors
- Fulfilled the Ethics Management Guidelines
- Set up the Risk Management Committee
- Formulated 2021's Sustainability Report

# Business Development Strategy

Export	Fashion Retail	Bio-medical
<ul style="list-style-type: none"><li><i>In response to the slowdown of the COVID-19 pandemic and market is gradually opening up, aggressively communicating with customers in person, and to beware of customers' financial status</i></li><li><i>Enhance product research and development in depth and width.</i></li><li><i>Keep exploring markets other than US, including Mexico and Latin America, to develop new dealers and customers</i></li><li><i>Strengthen the network marketing (being launched via Amazon in US market), and expand the product lines</i></li></ul>	<ul style="list-style-type: none"><li><i>Improve performance of existing stores and establish stores at new channels.</i></li><li><i>Deepen cooperation with international luxury groups to introduce more high-end brands to Taiwan.</i></li><li><i>Continue to explore potential mid-priced apparel brands.</i></li><li><i>Strengthen digital marketing, connect physical stores and e-commerce businesses, and boots OMO (Online merge Offline) integration.</i></li><li><i>Complete the new warehouse in New Taipei City and install AGV system.</i></li></ul>	<ul style="list-style-type: none"><li><i>Venture: survey in Bio-Med Tech, IT and Renewable Energy fields that can bring new technology to life and have great impact to the world.</i></li><li><i>Organic and inorganic growth: survey the companies that bring synergy and create the growth momentum to our company.</i></li><li><i>Activation of financial asset: strengthen the monitoring and management of post-investment phase.</i></li></ul>

# Q&A

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

*Thank you for your participation.*