

Preface

Collins Co., Ltd.

2023 Investor Conference

Please leave your questions or comments during our live broadcast. We will submit feedback to your message via the official website of Collins Co., Ltd. www.collins.com.tw

Investor Relationship

Mr. Perry Wang, Vice President and CFO/Spokesman



Investor Conference

for the Year of 2023

Presenter:
Dr. Jessy Lee
President

November 29, 2023

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

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

Company Profile

- Established: May, 1969
- Shares listed in TWSE (stock code: 2906) since December, 1989
- Capital: NTD2.091 billion
- Number of Employee: 841
- As of September 2023:
 - Consolidated assets = NTD11.371 Billion
 - Consolidated revenue = NTD5.8 Billion
 - Book value per share of the Company = NTD15.66

Business Scope

Core Business

Export BUs

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

Fashion BUs

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

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 LOGISTICS CORP.
- YU-GUANG ENERGY CO., LTD.
- COLLINS ENERGY SOLUTIONS CO., LTD.
- TUO-SEN ENERGY CO., LTD.

Company Profile | Core Business

Export

Houseware

Fire pit

Hand tool

Giftware

Electric appliance

Sporting goods

Lighting

X'mas tree

Trim-a-tree

Garden

decoration

Indoor/Outdoor

Furniture

Garment



Company Profile | Core Business

B2C in AMAZON

Starting from Q3 2021, Collins initiated a B2C business by launching grill accessories with self-owned brand "MAGIC FLAME" via Amazon USA.

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



Company Profile | Core Business

B2C in AMAZON

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

ORAL MASTER



Company Profile | Core Business

HQ in Vancouver Canada, Quality Craft founded in 1984. 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 48 registered trademarks, it owned three well-known brands as ADMIRA, MONTEZUMA and BLUE SKY. Collins has invested in it since 1995 with 78% stake.



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銷售及服務據點
500 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 60448

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



Space Modeling



Storage



Outings

Company Profile | Core 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 worldwide.



Company Profile | Core Business

PT.TUNGYA COLLINS TERMINAL (TCT) was established in Indonesia in 1993. Its main business scope includes container distribution yards, freight, customs clearance, and warehousing services. Currently, it has distribution yards totaling 59,000 square meters and warehousing centers spanning 50,000 square meters in Jakarta and Surabaya. The company is equipped with approximately 50 heavy-duty machinery and about 130 container trailers. TCT has 500 staff and Collins currently owns a 25% stakeholding.



Container Yard



Trucking & Clearance



Warehouse

Company Profile | Core Business

Being the exclusive distributor of G2000 in Taiwan, there're 71 mono-brand stores, including 30 free-standing and 41 shopping counters.

Online shopping platform was launched on the Internet and mobile apps, promoting online-merge-offline business.

G2000 is applying the Automated Guided Vehicle (AGV) system in Shulin Center to save manpower, increase efficiency of stock arrangement, and enhance speed of shelving.



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. Currently, there are 7 BCG-related counters in Taiwan (4 clothing and 3 catering counters), expecting a total of 20 department-store/mall counters island-wide in near future.



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

MINOSHIN International founded in 2014 and currently focuses on the successful operation of mono-brand stores of luxury products. Minoshin has a total of 17 physical stores in Taiwan, 1 official brand website, and 3 dedicated stores on e-comm platforms nationwide. Collins owned 68% of its stake.

BALLY

— 18  29 —
DELVAUX

RIMOWA

SI&ZOX →

BALMAIN
PARIS



Company Profile | Core Business

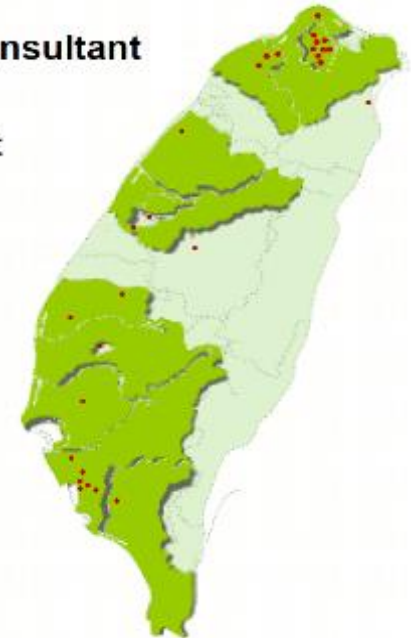
Hi-Clearance, founded in 1989 and listed in TPEX since 2009, has dedicated the distribution of medical equipment and consumable products, especially hemodialysis. The current collaboration involves a total of 40 dialysis centers. Collins has possessed a majority of voting power of Board of Directors since 2016 and now holds 20% of its outstanding shares directly and indirectly.

Primary Agency Brands :

血液透析	急重症醫療	牙科材料	醫用材料	居家保健	外科設備
'TORAY'	ResMed	KEYSTONE DENTAL EQUIP	'TORAY'	CITIZEN	Mazor Robotics
Baxter	Teleflex		ASAHI INTECC	BeneCheck	
VITA	SCHILLER The Art of Progress	OLYMPUS TERUMO ENDOMATERIALS	B BRAUN	Chaban	joimax Scoliosis Spine Experts
Roche	UNITED HAYEK	-NAV TECHNOLOGIES	TOKAI Medical Products	旺北 North-China Tech. Inc.	INION
BIOTEQ	'TORAY'	Ribbond	Abbott	HUBDIC Chinese Public Service Video Company	
CHI SHENG	GGM				
Nephroreuticals	mindray	NEXT 21			
	TOKAI Medical Products				
	GETINGE PASSION FOR LIFE				

Medical Management Consultant

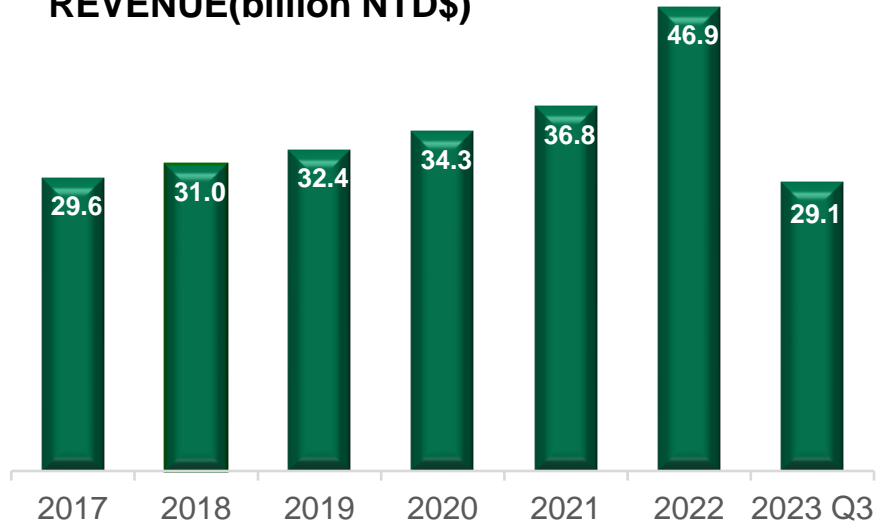
1. Hemodialysis Treatment
2. Aging Care
3. Long-term Care



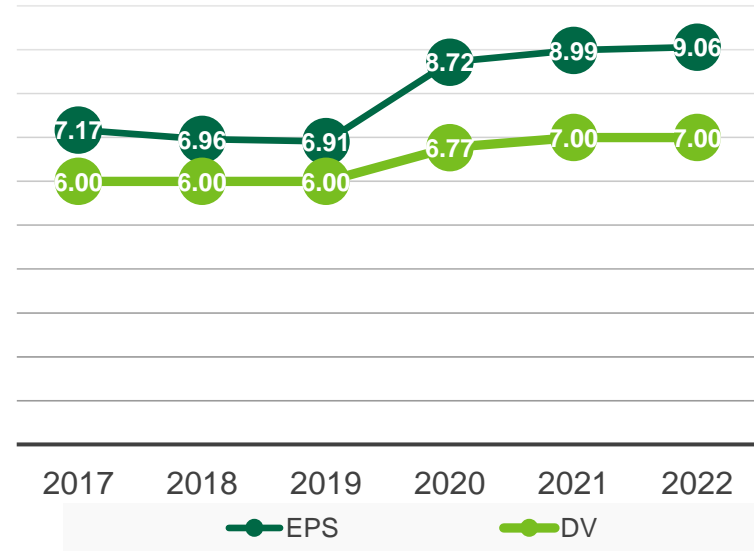
Company Profile | Core Business

Hi-Clearance maintains stable profitability with moderate growth. In 2022, Hi-Clearance earned an EPS of NT\$ 9.06. As of September 2023, the revenue was NT\$ 2.91 billion, with a YOY decrease of 21.9%.

REVENUE(billion NTD\$)



(EPS & DV,NTD\$)



Company Profile | Core Business

Established in 2016, GrowTrend is focusing on design, production and distribution of equipments for healthcare and aesthetic medicine. The core technologies of GrowTrend include key modules for medical use, medical device translational technology, medical power supply technology, and a medical satellite factory. Currently, it holds 10 design patents, 18 utility model patents and 6 invention patents. Collins is one of its founders, holding 56% of total shares.



Company Profile | Core Business

Certificates and Awards

Certifications and Awards	GMP	Export Certificate	CE	TFDA	FDA
Bi-level PAP	Approval		Approval	Approval	Filing
HIFU	Approval	Approval		Approval	
Mini BiPAP	Approval			Approval	Filing
Oxygen Concentrator	Approval				

Gold medal award for “Micro Respirator” patent and bronze medal for “Baseline Tracking of Respiratory Accelerating Method” patent, on the 2023 Taiwan Innotech Expo Invention Show.



Company Profile | Investment Business

In 2019, SunHo Healthcare established Formosa Long-term Care (LTC) Corporation (FLTCC) and acquired ex-Huaji Hospital and surrounding areas in Taibao, Chiayi. It's going to set up three 200-bed LTC centers, a 98-bed hospital (including of special care ward) and daycare center. The rest surrounding land will be planned for other healthcare institutions or commercial use.

In November 2022, SunHo Healthcare received approval to operate a hospital. FLTCC received permission and started its LTC business in May 2023. Collins invested in SunHo Healthcare in 2022 and currently owned 15.6% of its stake.



Company Profile | Investment Business

Asia Logistics, originally focused on distributing tobacco and alcohol products for Taiwanese companies, has been tapping domain into logistics services for fast-moving consumer goods since 2022. The company aims to become a preferred choice in logistics distribution. Collins invested in 2022 and currently holds a 10% of its stakes.

Partner	Business Overview
Taiwan Tobacco & Liquor Corporation	Tobacco and liquor handling and refrigerated draft beer shipping
POYA	Warehouse to local department shipping
Shopee	Shopee shop-to-shop shipping service
FamilyMart	Store itinerant delivery
NITORI	Furniture delivery and assembly



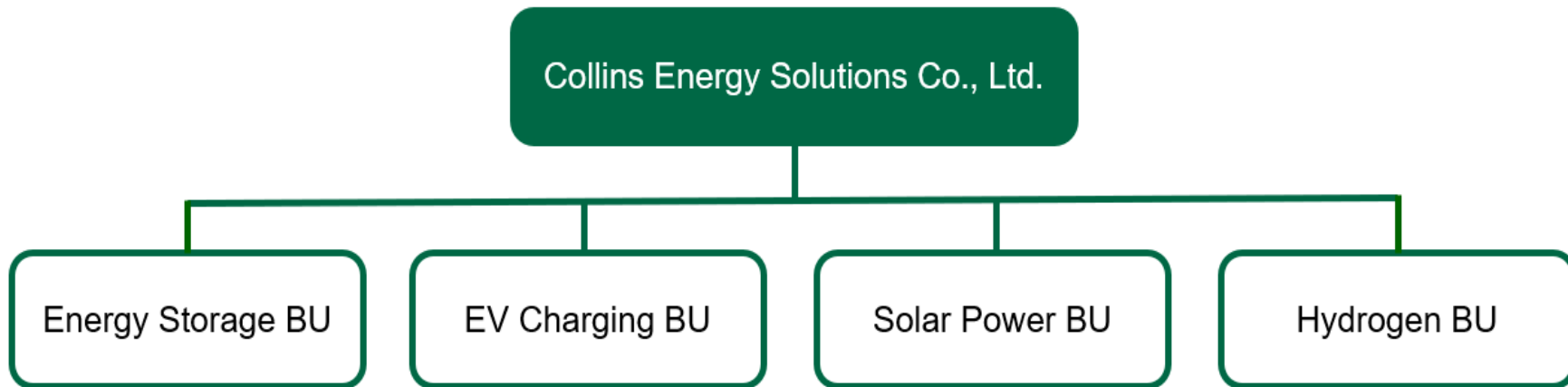
Company Profile | Green Energy Business

Collins has entered the renewable energy since February 2023. In our best efforts, Yu-Guang energy storage site was successful established in Guanyin District, Taoyuan. Afterwards, we passed the capability test from Taipower and joined the Taipower's Automatic Frequency Control (AFC) regulation reserve.



Company Profile | Green Energy Business

Collins established a holding company for new energy businesses - Collins Energy Solutions Co., Ltd. (CES), to lead the provision and integration of renewable energy. The company capital is NT\$200 million, Collins holds 51% of its shares. The scope of CES will cover four major renewable energy fields, including of energy storage, solar power, EV charging and hydrogen.



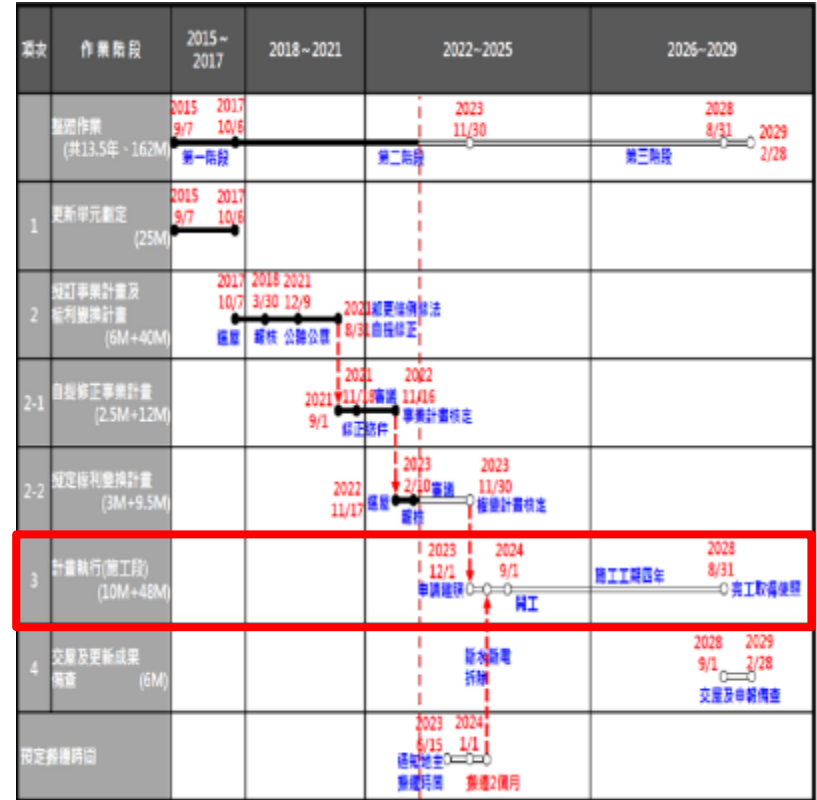
Company Profile | Green Energy Business

In August 2023, CES acquired a company named Tuo-Sen, which will operate a 4.9MW energy storage in Changhua County. We expect it obtain the capability certificate from Taipower within 1Q 2024.



Formosa Plastics Building Project Updates

- On June 16, 2023, a notice issued to all property owners for the demolition and relocation of the Formosa Plastics Building.
- By February 28, 2024, all landowners are required to complete the relocation process.
- Construction commencing officially on September 1, 2024.
- Per August 2023 updates provided by Formosa Plastics Construction Corporation, the revised property value for the whole Formosa Plastics Building Redevelopment is 101.62 billion NTD, and for Collins Corporation's revised property value is 3.94 billion NTD.



Nangang Software Park II Building

Collins acquired office on the 9th-floor of Building F, Nangang Software Park II, with 19 parking spaces. The office and parking spaces are a total of 3,566 square meters, leased out completely, and generating a monthly rental income of NT\$ 1.1 million and \$13 million annually.



Shulin Logistics Warehouse Center

Collins Shulin Building has a total inner area of 12,257 square meters in March 2023. The ground to 3rd floor (3F) all have been used by G2000 clothes warehousing, 5F and 6F are leased, 7F is served as the headquarters warehouse (4F available for lease). Monthly rental income for the 5F and 6F of Shulin Building is NT\$ 0.93 million and \$1.16 million annually.

Rooftop's solar power system generates 162.9 kw of electricity, providing annual revenue of NT\$ 0.9 million. On the two floors of the basement, there are 8 rainwater tanks with a volume of 236,000 liters.



Farglory U-TOWN Building

The 21st-floor office in Far Eastern U-TOWN Building C is the new Collins headquarter office, located in Xizhi District, New Taipei City.

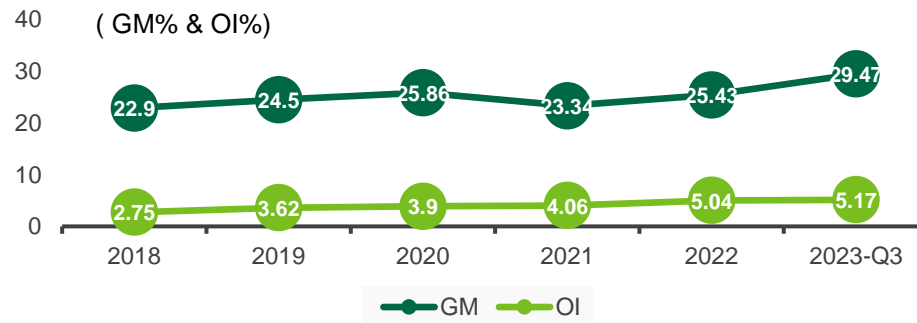
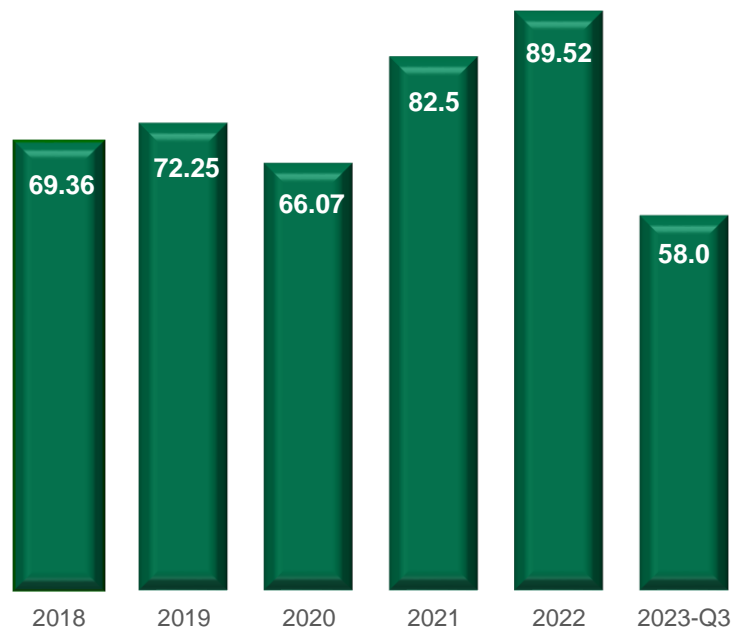


Financial Results

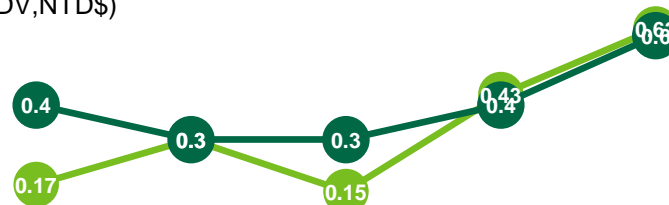
Trend Snapshot

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

Revenue(billion NTD\$)



(EPS & DV,NTD\$)



YEAR	2018	2019	2020	2021	2022
EPS	0.17	0.3	0.15	0.43	0.62
DV	0.40	0.30	0.30	0.40	0.60

Financial Results

Condensed Balance Sheet

Unit: NT Thousands

Fiscal year Item	Jan. - Sep. 2023	%	Jan. - Sep. 2022	%
Cash & Cash Equivalents	812,694	7.15	491,143	4.72
Accounts and Notes Receivable	1,943,019	17.09	2,057,218	19.75
Inventories	1,428,138	12.56	1,526,956	14.66
Property · Plant and Equipment	3,492,071	30.71	2,765,195	26.55
Intangible Assets	1,183,870	10.41	1,248,057	11.98
Total Assets	11,371,216	100.00	10,416,109	100.00
Total Liabilities	4,917,275	43.24	4,641,537	44.56
Total Equities	6,453,941	56.76	5,774,572	55.44

Ratio	Sep. 2023	Sep. 2022
Current Ratio	173.72%	121.78%
Debt Ratio	43.24%	44.56%

Financial Results

Condensed Income Statement

Unit: NT Thousands

Item \ Fiscal year	Jan. - Sep. 2023	%	Jan. - Sep. 2022	%	VAR%
Net Revenue	5,800,832	100.00	6,938,518	100.0	(16.40)
Gross Profit	1,709,243	29.47	1,691,087	24.37	1.07
Operating Expenses	1,409,504	24.30	1,361,412	19.62	3.53
Operating Income	299,739	5.17	329,675	4.75	(9.08)
Non-Operating Income & Expense	13,956	0.24	68,220	0.98	(79.54)
Income before Tax	313,695	5.41	397,895	5.73	(21.16)
Net Income	233,203	4.02	298,995	4.31	(22.00)
Net Income Attributed to Stockholders of the Company	59,628	1.03	115,574	1.67	
EPS	0.29		0.55		

Notes :

Sales revenue decreased by 16%
Net profit decreased by 22%.

Main reasons:

Export BU shipments are affected by the overseas customers' inventory digestion, leading to a decrease in the net revenue.

The operations of some subsidiaries invested earlier this year is still in construction and development stage, yet to contribute to the bottom line overall.

Financial Results

Revenue Breakdown

Revenue by Business:

Business	Jan. – Sep. 2023	Jan. – Sep. 2022
Export BUs	31.37%	34.48%
Fashion BUs	18.33%	11.68%
Bio-Medical BUs	36.70%	30.17%
Others	13.60%	23.67%
Total	100.00%	100.00%

Revenue by Area:

Area	Jan. – Sep. 2023	Jan. – Sep. 2022
Taiwan	68.30%	65.24%
USA	20.09%	19.06%
Canada	8.68%	11.17%
Others	2.93%	4.53%
Total	100.00%	100.00%

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.	4.02%
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.	5.82%
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.	2.08%
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%

Corporate Sustainability

Environment



- Complying with regulations, we aim to enhance energy efficiency and save water towards a low-carbon future.
- We established a solar power system with a capacity of 162.9 kw and 8 rainwater tanks with 236 thousand liters.
- G2000 conducts greenhouse gas (GHG) checks for all locations, in accordance with the ISO 14064-1.

Social



BJ's CHARITY CHAMPIONSHIP

- Following the UN SDGs on 'No Poverty' and 'Zero Hunger,' we have donated and supported projects for charity.
- We provided regular healthcare checks and extensive on-job-training seminars for employees.
- Established a DEI (Diversity, Equity and Inclusion) corporate culture and working environment.

Governance



- Enhanced functions and performance of the Board of Directors and each of Directors.
- Implementing Business Integrity and Secrets, along with Risk Management.
- Improving sustainability reports and corporate governance evaluation results, we strive to take part in sustainability award competition.

Business Development Strategy

Export	Fashion Retail	Bio-Medical
<ul style="list-style-type: none">● 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.	<ul style="list-style-type: none">● By teaming up with international partners, we are introducing more high-end brands to Taiwan. With fashion brands, we can differentiate from competitors in local market and increase presence of stores, especially in regional leading shopping centers.● Initiated closer cooperations with Japan's BCG and launched new apparel brands at Q square Taipei and Mitsui LaLaPort Taichung. We expect to set up more clothing and food stores in places like outlets and department stores.● To improve space utilization and efficiency of Shulin logistics center, we have implemented the AGV warehousing system.	<ul style="list-style-type: none">● 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.

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.