



Stock Code:2906

# COLLINS CO., LTD.

## 2019 Investor Conference

Dec 9 ,2019

# Agenda

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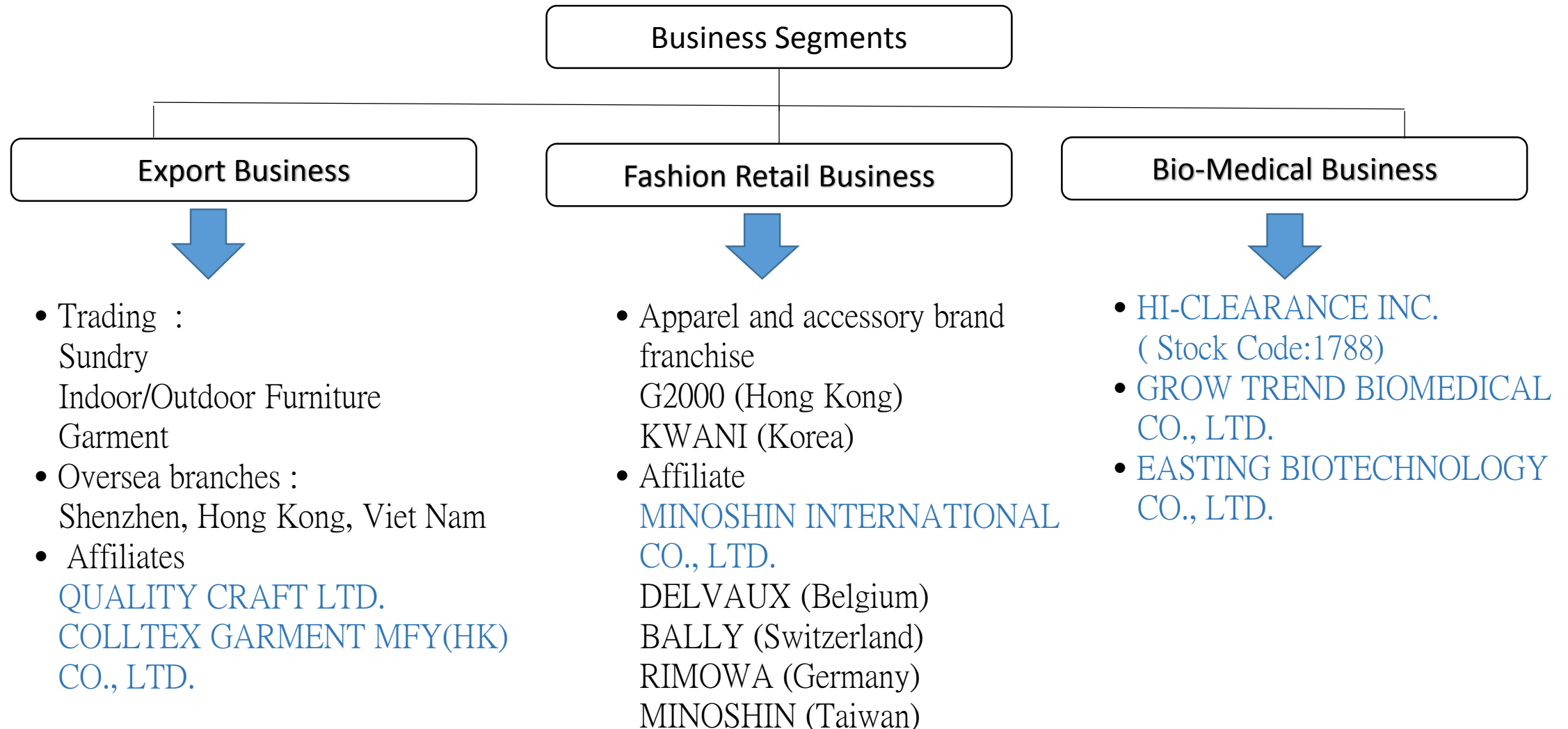
- Company profile
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# Company profile

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- Established: May,1969
- Shares Listed in Taiwan Stock Exchange :Since Dec, 1989
- Capital: NTD2.02 Billion
- Employee Number :510
- As of 2019Q3:      Consolidated Asset = NTD8.92 Billion  
                                 Consolidated Revenue = NTD5.43 Billion  
                                 Book Value per Share of the Company = NTD13.97

# Business Overview



# Business Introduction – Export Trading

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 – QUALITY CRAFT LTD.

QCL is based in Canada with service and logistics locations in USA. Collins has invested in it since 1995 and now owns 80% of its shares. QCL mainly provides American and Canadian business clients and consumers with a variety of flooring and wall material, tool storage and fire pits.

**Admira**  
COLLECTION



**Montezuma**<sup>®</sup>



**BLUE SKY**  
OUTDOOR LIVING





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

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



# Business Introduction – Fashion Retail

## G2000

G2000 is a Hong Kong based apparel brand of urban style designed for white-collars. Collins has been engaged with the franchisee business of G2000 since 1989. Now we have around 90 stores in Taiwan.



## KWANI

KWANI, a Korea based designer, offers a variety of collects of handbags with simplicity design, functionality, and reasonable pricing. KWANI is available on line in MOMO and YAHOO in Taiwan.





# Business Introduction– MINOSHIN INTERNATIONAL CO., LTD.

Minoshin started its luxury-brand select shop business in 1982. Minoshin International was established in 2014 to set up mono-brand shops as a franchisee of luxury brands. Collins has owned 67% of its shares since 2019.

**BALLY**

板橋大遠百專賣店



—18  29—  
**DELVAUX**

台中新光三越專賣店



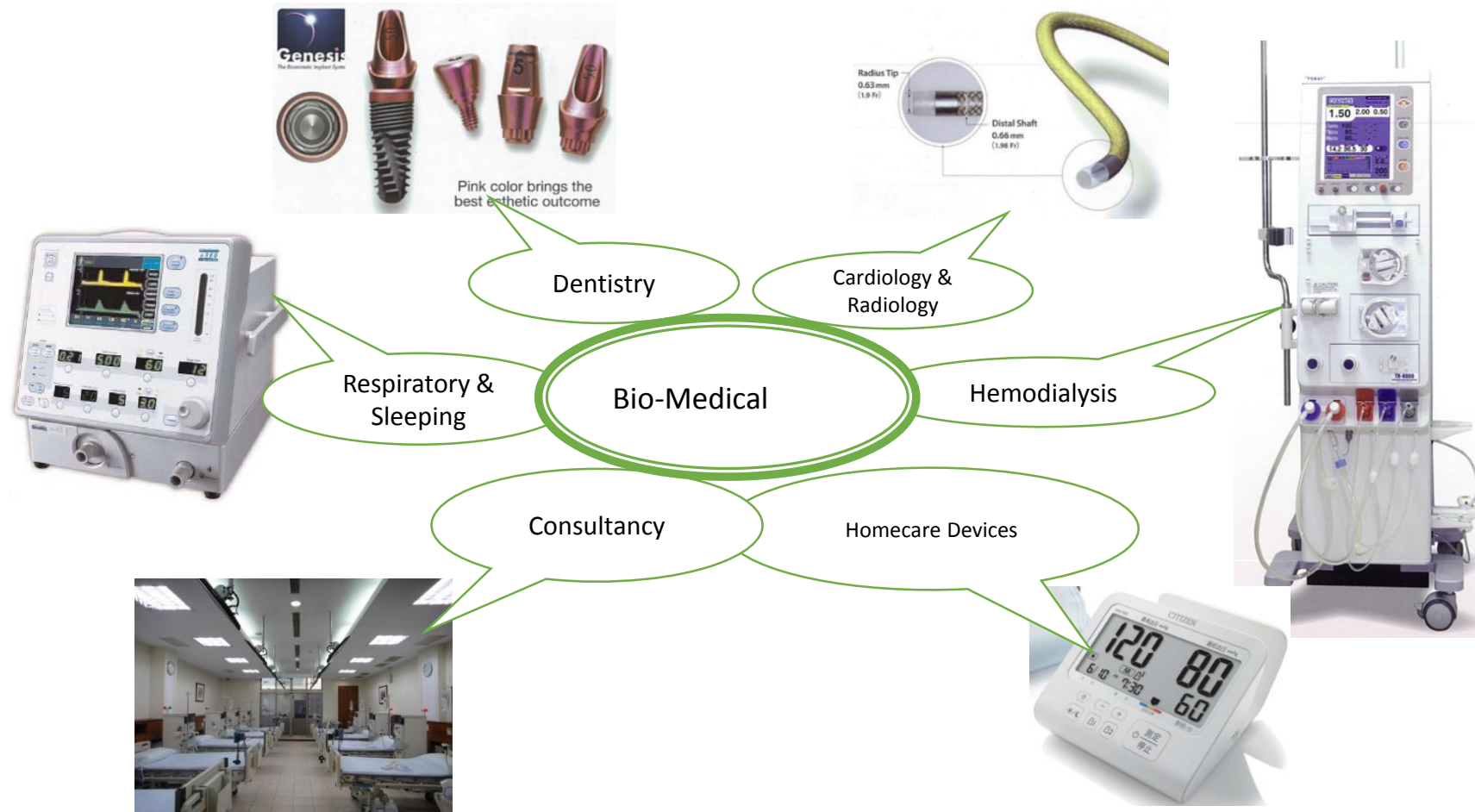
MINOSHIN

台北信義微風專櫃



# Business Introduction– HI-CLEARANCE INC.

Hi-Clearance INC. was established in 1989 and went public in 2009. Its operation covers distribution or manufacturing of products related to nephrology, cardiology, radiology, plastic surgery, dental, respiratory, hemodialysis, intensive care, home care, and healthy food. Collins' starts its invest in Hi-Clearance in 2016.



# Business Introduction— GROW TREND BIOMEDICAL CO., LTD.

Grow Trend Biomedical was established in 2016 by Collins and other shareholders. With its team of experienced specialists, Grow Trend is committed to design and manufacturing of medical and aesthetic medicine equipment.

## HIFU system

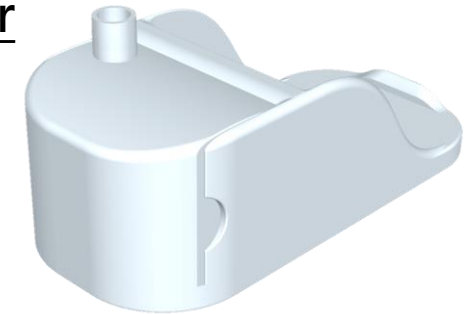
AccuLiner



LiftSonic



## Heated Humidifier



## Bilevel PAP

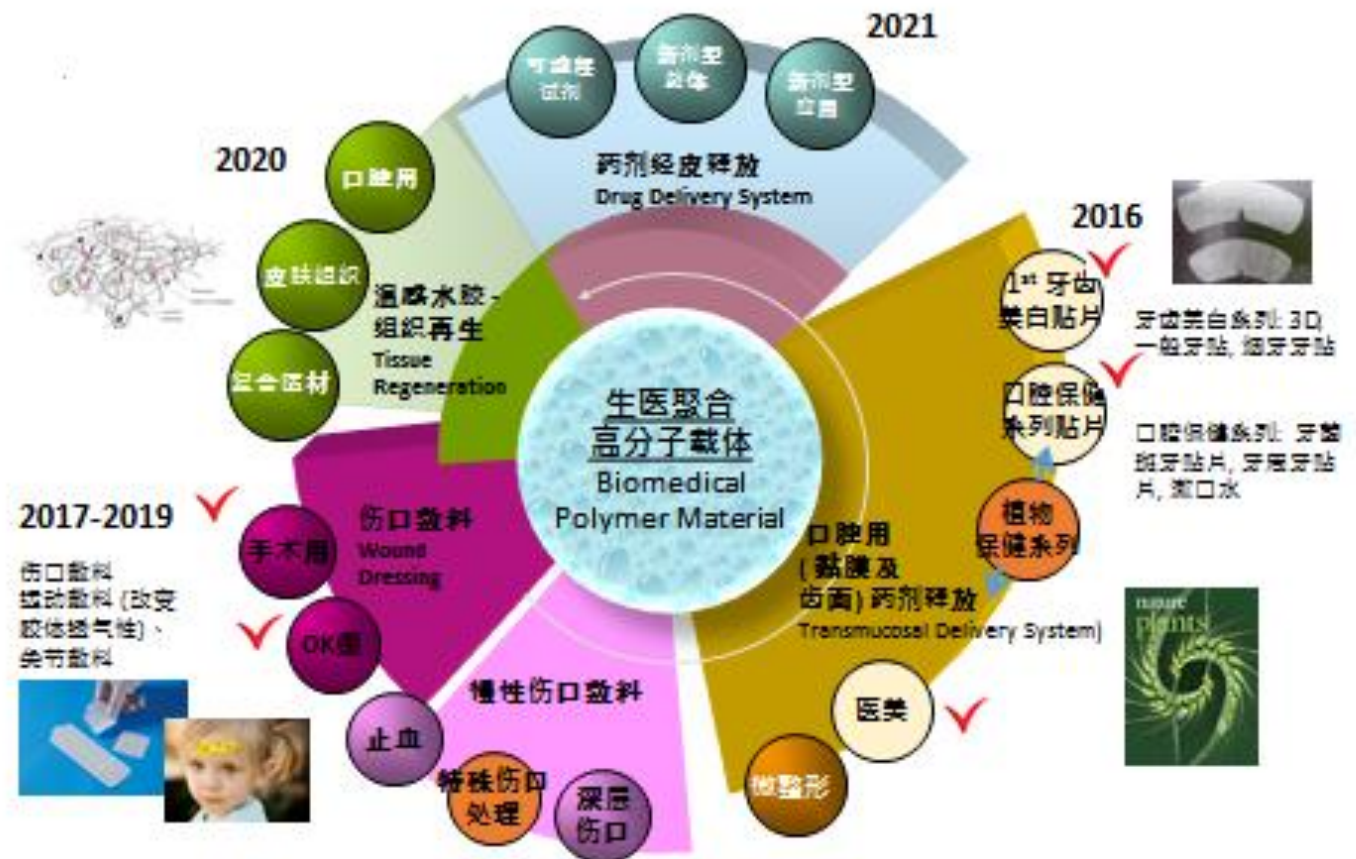




# Business Introduction— EASTING BIOTECHNOLOGY CO., LTD.

Easting Biotech, established in 2009, focuses on the development of hydrogel-based application, including teeth whitening strips, band aids, wound dressing, regenerating tissue, and drug delivery system. Easting is ready to apply GNP certification in Taiwan. Collins started the investment in 2018.

## Composite Hydrogels for Biomedical Application





# Operating Result- Consolidated Balance Sheet

Unit: NT Thousands

Item	Fiscal Year		Fiscal Year	
	2019.9.30	%	2018.9.30	%
Cash& Cash Equivalents	710,904	8%	480,878	6%
Accounts and Notes Receivable	1,848,513	21%	1,755,302	23%
Inventories	978,205	11%	806,345	11%
Property 、 Plant and equipment	1,947,073	22%	1,651,564	22%
Intangible Assets	1,361,379	15%	1,407,583	19%
Total Assets	8,919,338	100%	7,518,910	100%
Total Liabilities	3,701,072	41%	2,402,378	32%
Total Equities	5,218,266	59%	5,116,532	68%

Ratio	2019. 1~9	2018.1~9
Current Ratio:	161%	161%
Debt Ratio:	41%	32%
Return on Equity:	2.3%	2.2%

# Operating Result- Consolidated Income Statement

Unit: NT Thousands

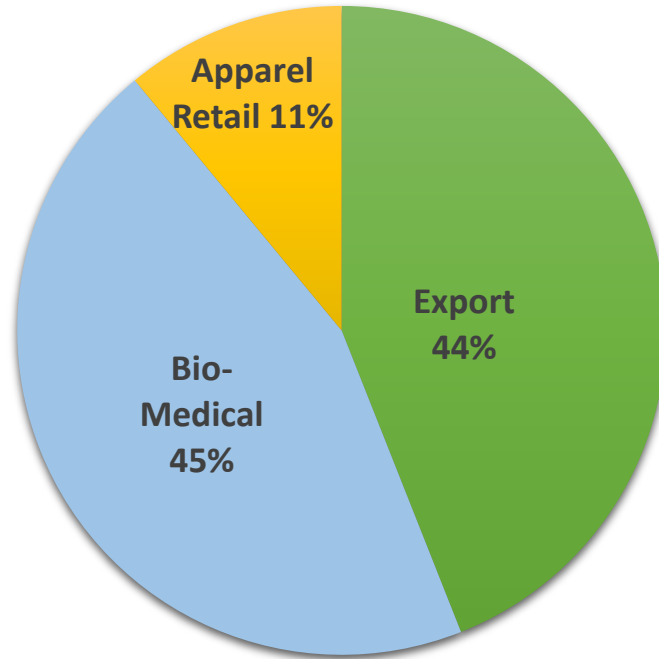
fiscal year Item	2019.1~9	%	2018.1~9	%	Growth%
Net Revenue <sup>Note</sup>	5,433,389	100	5,202,877	100	4%
Gross Profit	1,300,855	23.9	1,183,208	22.7	10%
Operating Expenses	1,127,508	20.8	1,047,072	20.1	8%
Operating Income	173,347	3.2	136,136	2.6	27%
Non-Operating Income & Expense	15,899	0.3	40,817	0.8	-
Income before Tax	189,246	3.5	176,953	3.4	7%
Net Income	120,324	2.2	110,706	2.1	9%
Net Income Attributed to Stockholders of the Company <sup>Note</sup>	45,526	0.8	21,236	0.4	114%
EPS of the Company <sup>Note</sup>	0.22		0.10		

## Notes:

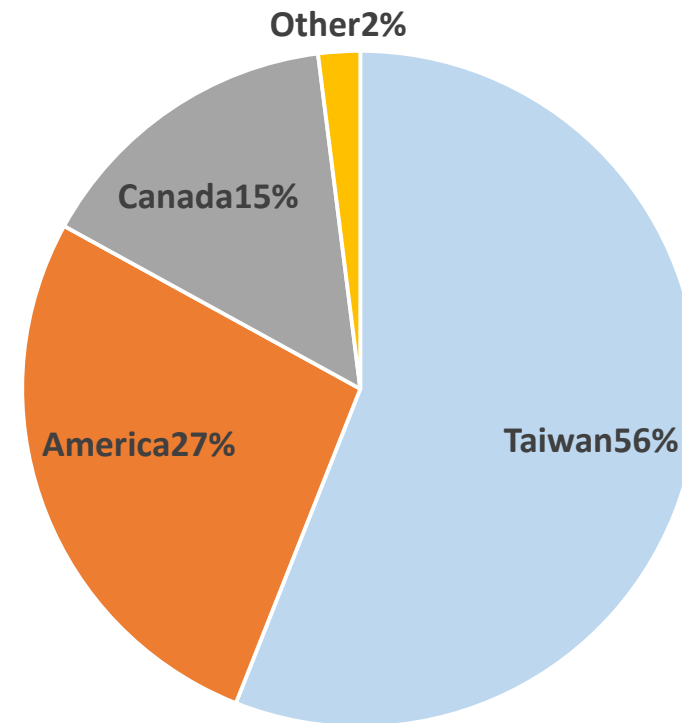
1. Consolidated Net Revenue in 2019 increased due to the steady growth of Hi-Clearance Inc. and Quality Craft Ltd.
2. Increase of Net Income Attributed to Shareholders of the Company was majorly due to AR loss provision recorded in 2018 for Sears' filing of chapter11 bankruptcy protect.
3. EPS of the Company increased from NTD0.1 in 2018 to NTD0.22 in 2019

# Operating Result- Revenue Breakdown Information (as of 2019.09.30)

Revenue Breakdown by Segment

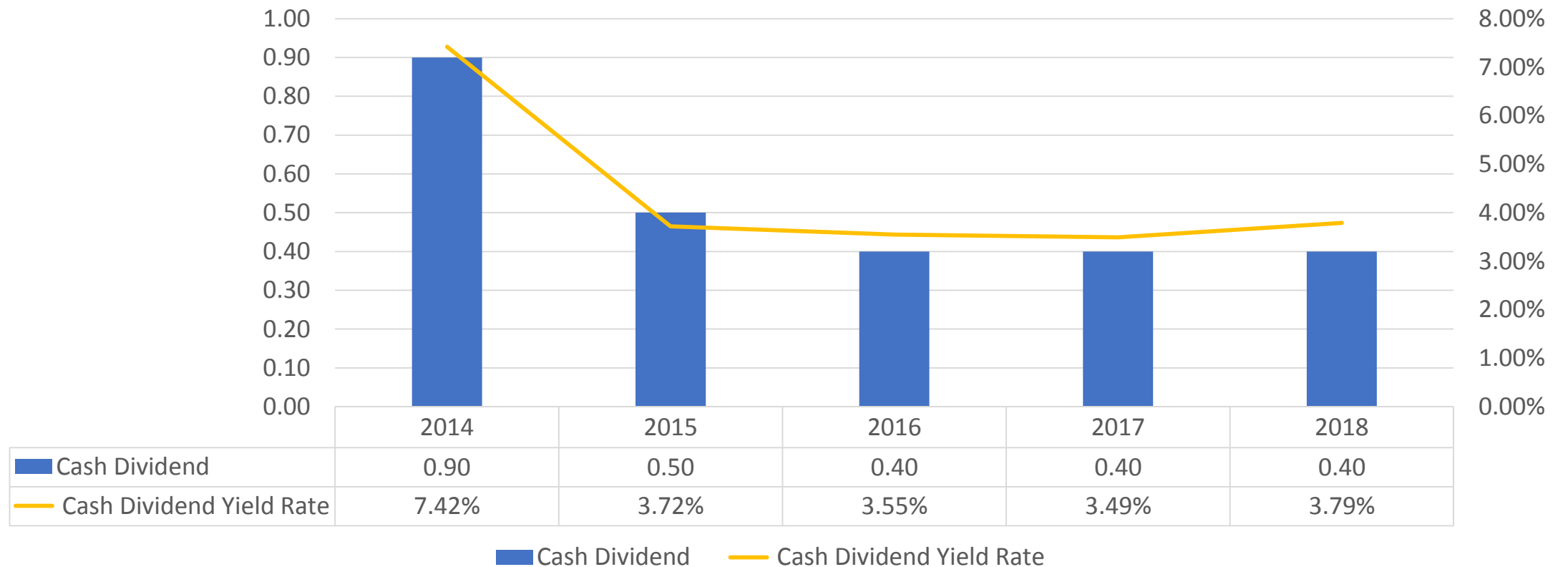


Revenue Breakdown by Market



# Cash Dividend and Yield Rate

Cash dividends in last 5 years and cash dividend yield rate





# Business Development Strategy

Export	Fashion Retail	Bio-medical
<ul style="list-style-type: none"><li>• To enhance product research and development in depth and width</li><li>• To seek alternative resources minimizing the impacts of the trade war</li><li>• To keep exploring markets other than US, including Mexico and Central &amp; Southern America</li></ul>	<ul style="list-style-type: none"><li>• To keep improving existing store operation, product mix and promotion</li><li>• To accelerate the preparation for new business which is about to start</li><li>• To seek new brands of potential growth</li><li>• To tackle design and construction of Shulin logistics center</li></ul>	<ul style="list-style-type: none"><li>• To shorten R&amp;D lead time and acquire the necessary authentication</li><li>• To expand the sales channel and enlarge customer base</li><li>• To continue to seek potential investment and integration to broaden and deepen our business engagement with the bio-medical industry</li></ul>

# Disclaimer

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- 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).

Q&A

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Thank You