



Collins Co., Ltd.

2020 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.

2020 Investor Conference

Presentation by John Lee, Chairman

Dec 28 ,2020

Agenda

- Company profile
- Business Overview
- Business Introduction
- Financial Results
- Business Development Strategy
- Q&A

Company profile

- Established: May,1969
- Shares Listed in Taiwan Stock Exchange :Since Dec, 1989
- Capital: NTD2.09Billion
- Employee Number :468
- As of September2019 :
 - Consolidated Asset = NTD9.11 Billion
 - Consolidated Revenue = NTD4.90 Billion
 - Book Value per Share of the Company = NTD13.53

Business Overview



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 – QUALITY CRAFT LTD.

Quality Craft is an Canadian company with service and logistics locations in Canada and USA. Collins has invested in it since 1995 and now owns 78.26% of its shares. Quality Craft mainly provides American and Canadian corporate clients and end users with a variety of flooring and wall material, tool storage and fire pits.

Admira
COLLECTION



Montezuma[®]



BLUE SKY
OUTDOOR LIVING



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

Colltex Garment has been established in Hong Kong since 2006 by Collins. It is dedicated to OEM/ODM business 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 the exclusive distributor of G2000 in Taiwan since 1989, Now there are 75 mono-brand stores around Taiwan.



KWANI

KWANI, a Korea based designer, offers a variety of collects of handbags with simplicity design, functionality, and reasonable pricing.



Business Introduction– MINOSHIN INTERNATIONAL CO., LTD. (1)

The Minoshin family started its select shop of luxury brand 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

FAR EASTERN Shinyi A13



—18  29—
DELVAUX

SK MITSUKOSHI Taichung Zhongkong




RIMOWA

BELLAVITA Taipei



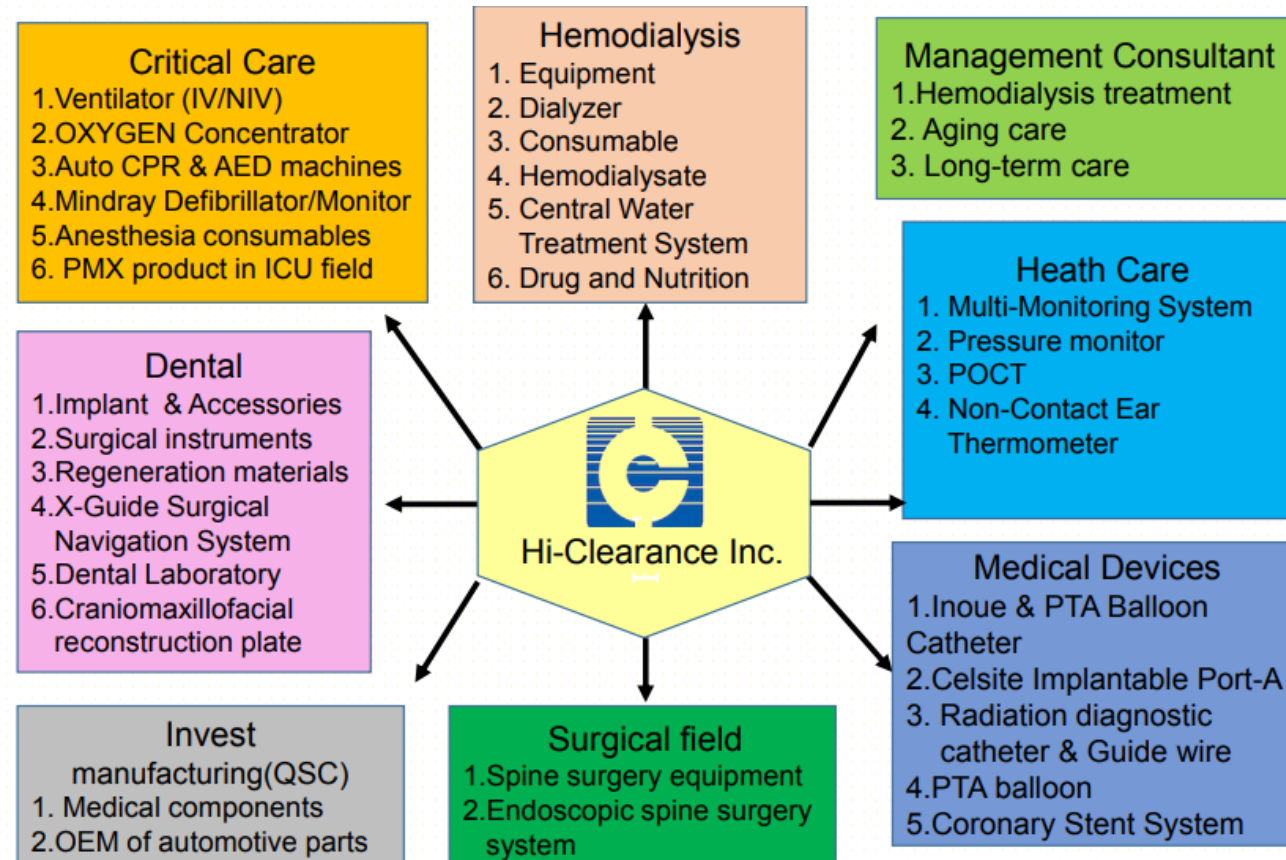
Business Introduction– MINOSHIN INTERNATIONAL CO., LTD. (2)

With the supports from [Collins](#), [Minoshin International](#) strengthens its organization and infrastructure and gradually increases its distributing brands and number of stores.

BALLY	 DELVAUX	RIMOWA
<ul style="list-style-type: none"> .FAR EASTERN Shinyi A13 1F .FE SOGO Taipei Zhongxiao 7F .SK MITSUKOSHI Taichung Zhongkong 3F .HAN SHIN Kaoshiung 1F .MOMO SHOP online .BREEZE online .SK MITSUKOSHI Beautystage 	<ul style="list-style-type: none"> .BELLAVITA Taipei 1F .SK MITSUKOSHI Taichung Zhongkong 1F 	<ul style="list-style-type: none"> .BELLAVITA Taipei 1F .MEGA CITY Panchiao 1F .MEGA CITY Taichung 1F

Business Introduction– HI-CLEARANCE INC. (1)

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 22.69% of its outstanding shares.



Business Introduction– HI-CLEARANCE INC. (2)

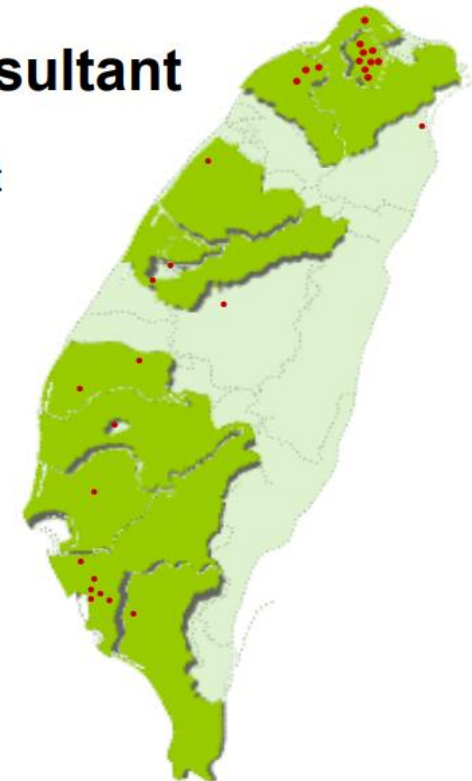
Hi-Clearance has been distributing products supplied by prevailing vendors from fields of home care, hemodialysis, dentistry, critical care, medical material, and surgical equipment. In addition, Hi-Cleanance provides hemodialysis treatment centers, aging cares and long term cares with consultancy services.

HCI's Main Product Suppliers

Homecare	Hemodialysis	Dentistry	Critical Care	Radio., Cardio. Med. Material	Surgical equipment
CITIZEN	'TORAY'	Keystone DENTAL	ResMed	'TORAY'	Mazor Robotics
BeneCheck	Baxter	OLYMPUS TERUMO BIOMATERIALS	Drager	ASAHI INTECC	
Chaban GROUP	VITAL	X-NAV TECHNOLOGIES	Teleflex	B BRAUN	joimax Endoscopic Spine Experts
North-vision Tech. Inc.	Roche	3M Science. Applied to Life.™	SCHILLER The Art of Diagnostics	TOKAI MEDICAL PRODUCTS	
HuBDIC Hanan Buddy Design Also Company	BIOTEQ	Ribbond	UNITED HAYEK	Abbott	
	CHI SHENG	NEXT 21	NIDEK Medical		
	Nephroceuticals		'TORAY'		
	Star		GGM		

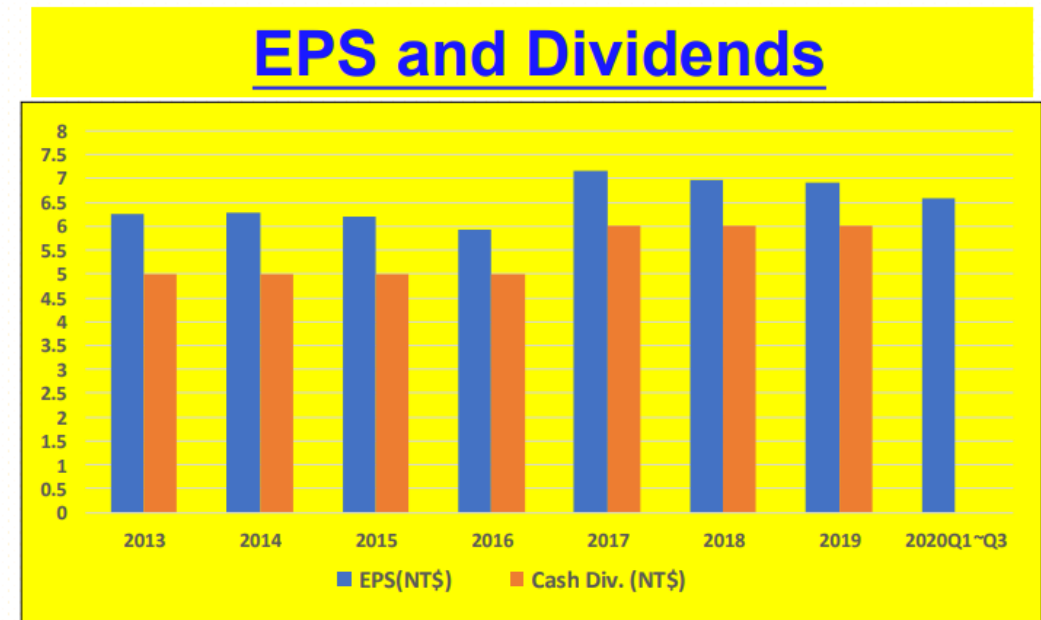
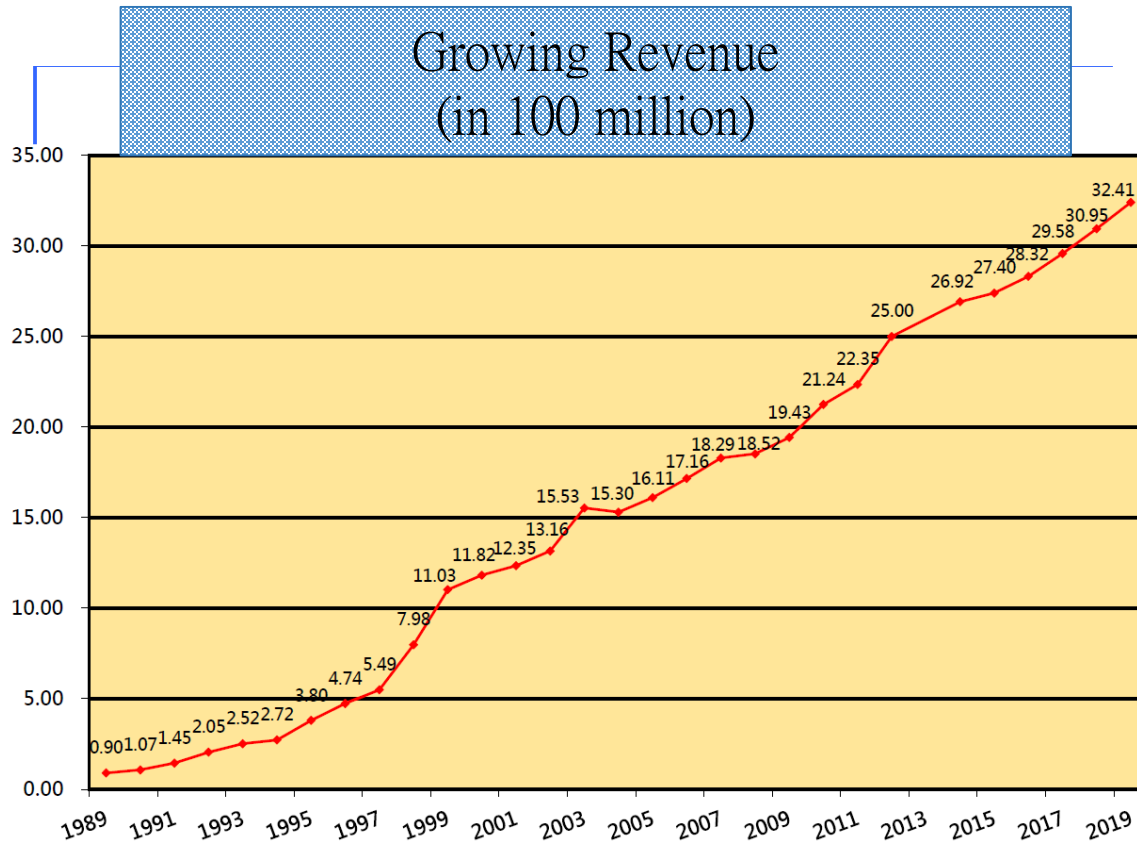
Management Consultant

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



Business Introduction– HI-CLEARANCE INC. (3)

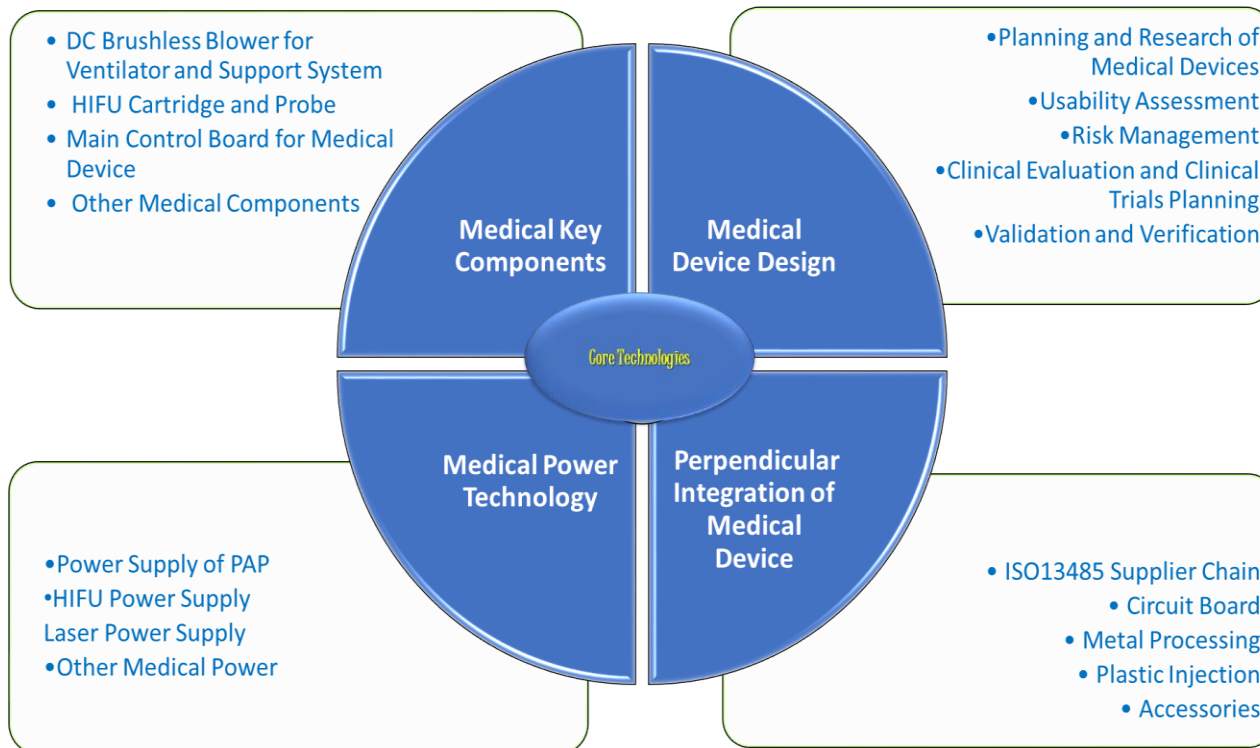
By connecting the key medical channels and providing competitive products, the revenue of Hi-Clearance has been growing consistently and producing stable profits. Amid the COVID 19 pandemic, Hi-Clearance maintains its growth in revenue with an increase of 5.42% as of November 2020 compared to same period in 2019.



Year	2013	2014	2015	2016	2017	2018	2019	2020 Q3
EPS(NT\$)	6.26	6.28	6.2	5.93	7.17	6.96	6.91	6.58
Cash Div. (NT\$)	5	5	5	5	6	6	6	NA

Business Introduction– GROWTREND BIOMEDICAL CO., LTD. (1)

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



ISO 13485



Business Introduction– GROWTREND BIOMEDICAL CO., LTD. (2)

High-Intensity Focused Ultrasound will be submitted to apply CE soon, and it is expected to apply export GMP around the end of January, 2021

GT Bilevel CPAP has been submitted to CE for its certification. GT Anti-19 Bilevel NIV (Non-Invasive Ventilation System) will apply US FDA EUA (Emergency Use Authorization).

High-Intensity Focused Ultrasound

GT Chang'E

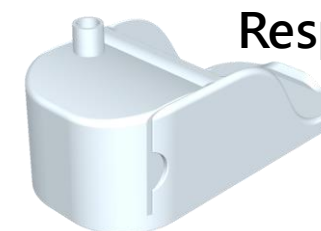
Mobile AccuLiner



GT Anti-19 Bilevel NIV



Bi-Level CPAP



Respiratory Humidifier

Operating Result- Consolidated Balance Sheet

Unit: NT Thousands

Item	Fiscal Year		Fiscal Year	
	2020.9.30	%	2019.9.30	%
Cash& Cash Equivalents	778,563	9%	710,904	8%
Accounts and Notes Receivable	1,606,606	18%	1,848,513	21%
Inventories	1,062,285	12%	978,205	11%
Property 、 Plant and equipment	2,085,595	23%	1,947,073	22%
Intangible Assets	1,432,013	16%	1,361,379	15%
Total Assets	9,104,779	100%	8,919,338	100%
Total Liabilities	3,906,368	43%	3,701,072	41%
Total Equities	5,198,411	57%	5,218,266	59%

Ratio	2020.9/30	2019.9/30
Current Ratio:	146%	161%
Debt Ratio:	42.9%	32%
Return on Equity:	2.2%	2.3%

Operating Result- Consolidated Income Statement

Unit: NT Thousands

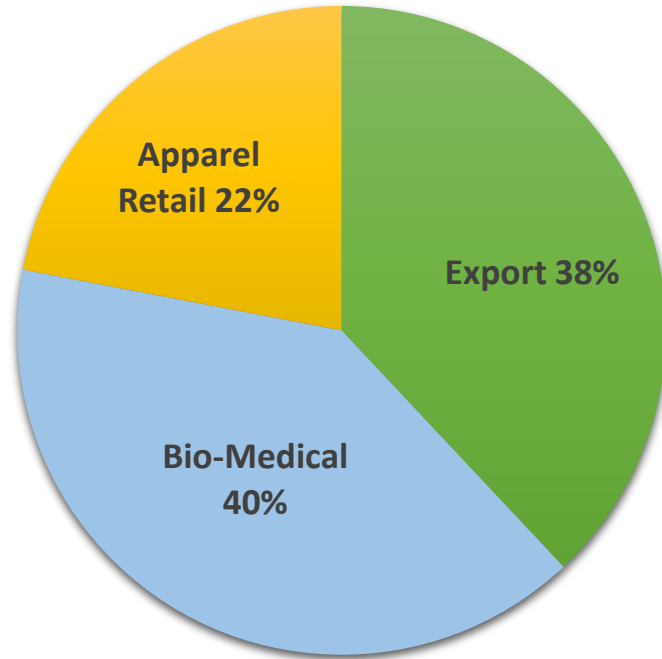
Fiscal year Item	2020.1~9	%	2019.1~9	%	Growth%
Net Revenue ^{Note}	4,897,886	100	5,433,389	100	-10%
Gross Profit	1,245,374	25.4	1,300,855	23.9	-4%
Operating Expenses	1,091,263	22.3	1,127,508	20.8	-3%
Operating Income	154,111	3.1	173,347	3.2	-11%
Non-Operating Income & Expense	41,682	0.9	15,899	0.3	-
Income before Tax	195,793	4.0	189,246	3.5	3%
Net Income	114,937	2.3	120,324	2.2	-4%
Net Income Attributed to Stockholders of the Company ^{Note}	(13,089)	(0.3)	45,526	0.8	-129%
EPS of the Company ^{Note}	(0.06)		0.22		

Notes:

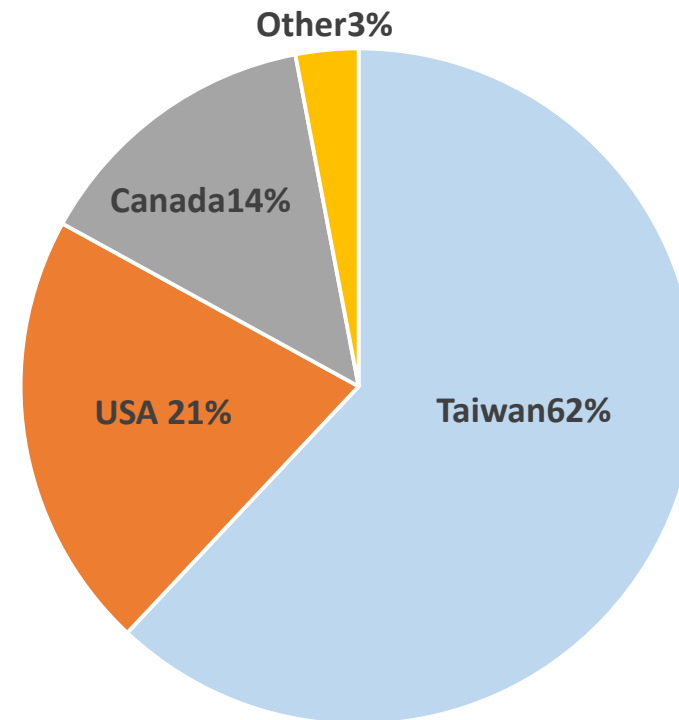
1. Consolidated Net Revenue as of September 2019 decreased by 10% due to the negative impact brought by Covid-19 on oversea demands and domestic apparel market.
2. Decrease of Net Income Attributed to Shareholders was majorly due to sales decrease of trading business and **G2000**. **Minoshins** wrote off net asset value of three select shops to temporarily cease the multi-brand store operation.

Operating Result- Revenue Breakdown Information (as of 2020.09.30)

Revenue Breakdown by



Revenue Breakdown by Area



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>Be ready to launch on-line business on E-Com platforms like Alibaba</i> 	<ul style="list-style-type: none"> • <i>Expend the scale of luxury brand business</i> • <i>Continue to contact potential mid-priced apparel brands</i> • <i>Continue to increase the profitability of G2000 by moderate adjustment to existing stores</i> • <i>Construction of centralized warehouse in New Taipei City</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 including spine surgery 、 endoscopic spine surgery and sleep apnea therapy</i> • <i>Explore dental market in China and hemodialysis market in Indonesia</i> • <i>Enhance the dominance on sales chains</i> <p><i>Growthtrend :</i></p> <ul style="list-style-type: none"> • <i>Complete certificates for HIFU 、 Bilevel CPAP & Anti-19 NIV</i> • <i>Build up partnerships for production and distribution</i>

Collins' centralized warehouse under construction in Shulin District

In November of 2018, *Collins* purchased a Class-B industrial site of 742 pings to establish the 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 3,679 pings. The groundbreaking ceremony was held on October 27, 2020, and the construction period will be 600 days.



Q&A

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www.collins.com.tw

Thank you for your participation.