

Lilytex Group

Investor briefing

2020/11/16





Disclaimer

- This briefing and the relevant information released at the same time are based on the Company's internal data and external sources, as well as the Company's outlook going forward to reflect the Company's views to date about the future. In case of any change or adjustment to these views, the Company is not responsible for issuing timely reminders or updates.
- This document does not constitute a forecast. Statements regarding the Company's finances, business, or Q&A contained in this briefing may differ from actual results in the future. The reasons behind these differences may include changes in market needs, fluctuations in ex works prices and raw material prices, competitor behavior, international economic trends, foreign exchange fluctuations, the upstream and downstream supply chain, and other risk factors beyond the control of the Company.



Briefing Agenda

- 1. Company profile**
- 2. Operational results of 2020**
- 3. Important matters**
- 4. Q&A**



Company profile

- **September 1972: Company established with a capital of TWD 36m**
- **February 1990: Stock exchange listing through IPO**
- **August 2011: Capital amount is TWD 1,353,430,110**
- **November 2016: Construction of a temperature-controlled warehouse and a regular warehouse in Pingzhen District with a combined surface area of 20,000 m² (213,000 sq ft)**
- **March 2017: Closure of cotton textile plant due to lack of viability of cotton textile products**
- **March 2019: Construction of two warehouses leased to Eslite Logistics and HAVI Logistics**



Consolidated Balance Sheet of Assets and Liabilities

合併資產負債表

民國109年9月30日

單位：新臺幣仟元	109年9月30日	108年9月30日		109年9月30日	108年9月30日
資 產	金 額	金 額	負 債 及 權 益	金 額	金 額
流動資產	\$ 646,655	\$ 658,238	流動負債	\$ 4,110,239	\$ 3,832,199
現金及約當現金	81,522	70,722	短期借款	3,355,751	3,140,290
應收票據及帳款	192,734	126,541	應付票據及帳款	118,856	72,387
存貨	92,521	160,451	其他流動負債	635,632	619,522
其他金融資產-流動	179,889	178,663	非流動負債	662,029	476,262
其他流動資產	99,989	121,861	長期借款	251,099	70,890
			其他非流動負債	410,930	405,372
			負債總計	4,772,268	4,308,461
			母 公 司 權 益	1,155,339	1,188,549
非流動資產	4,897,087	4,465,176	股本	1,353,430	1,353,430
採用權益法之投資	261,156	264,982	資本公積	701	701
不動產、廠房及設備	3,489,540	3,016,831	保留盈餘	(840,959)	(796,934)
投資性不動產	953,505	1,014,406	其他權益	651,223	640,408
其他非流動資產	192,886	168,957	庫藏股票	(9,056)	(9,056)
			非控制權益	(383,865)	(373,596)
			權益總計	771,474	814,953
資產總計	\$ 5,543,742	\$ 5,123,414	負債及權益總計	\$ 5,543,742	\$ 5,123,414



Consolidated Income Statement of Profits and Losses

合併綜合損益表
民國109年第三季及1-3季累計

單位：新臺幣仟元	109. 7~9	108. 7~9	109. 1~9	108. 1~9
項 目	金 額	金 額	金 額	金 額
營業收入	\$ 142,706	\$ 163,326	\$ 408,678	\$ 506,989
營業成本	(103,974)	(118,991)	(305,008)	(374,988)
營業毛利	38,732	44,335	103,670	132,001
%	27%	27%	25%	26%
營業費用	(15,331)	(16,231)	(48,498)	(54,933)
營業淨利(損)	23,401	28,104	55,172	77,068
營業外收入及支出	(26,694)	(78,785)	(131,668)	(104,333)
稅前淨損	(3,293)	(50,681)	(76,496)	(27,265)
所得稅(費用)利益	546	(511)	1,796	(2,078)
繼續營業單位本期淨損	(2,747)	(51,192)	(74,700)	(29,343)
停業單位稅後損失	(2,006)	(3,091)	(8,697)	(3,209)
本期淨損	(4,753)	(54,283)	(83,397)	(32,552)
其他綜合損益淨額	12,124	96,704	47,486	108,427
本期綜合損益總額	\$ 7,371	\$ 42,421	(\$ 35,911)	\$ 75,875
淨損歸屬於：				
母公司業主	(\$ 2,697)	(\$ 32,201)	(\$ 46,515)	(\$ 6,101)
非控制權益	(2,056)	(22,082)	(36,882)	(26,451)
基本每股盈餘-元	(\$ 0.01)	(\$ 0.24)	(\$ 0.34)	(\$ 0.04)



Consolidated Income Statement of Cash Flows

合併現金流量表

民國109年1-9月

單位：新臺幣仟元

項 目	109.1~9月	108.1~9月
營業活動之淨現金流出	158,191	(149,783)
投資活動之淨現金流入(出)	(345,128)	(206,230)
籌資活動之淨現金流入(出)	142,027	288,077
匯率影響數	31,889	63,892
本期現金及約當現金增加(減少)數	(13,021)	(4,044)
期初現金及約當現金餘額	94,543	74,766
期末現金及約當現金餘額	\$ 81,522	\$ 70,722



Logistics in the wake of COVID-19 in 2020

- The logistics industry witnessed explosive growth amid the COVID-19 pandemic in 2020.
- As the virus wreaks havoc, the global supply chain is reshuffling. With the risks of chain breaking here and there, the regional markets are taking shape.
- The rapid growth of the stay-at-home economy in the pandemic is changing lifestyles and spending habits.
- Emergence of AI and Big Data in forecasting and analytics in operating procedures



Lilytex after COVID-19 in 2020

- **Steady growth in sales year-over-year, unaffected by the pandemic**
- **The warehouse leased to Eslite Logistics has been handed in. In 2021, Eslite Logistics will start formal operations in Pingzhen Logistics Park.**
- **The construction of the cold chain warehouse for HAVI Logistics (McDonald's) is on schedule and will be handed in during the second quarter of 2021.**
- **Conversation with an international manufacturer currently underway for cooperation of Phase 3 of the Pingzhen Logistics Park. Construction may start in the fourth quarter of 2021 if a contract is inked.**



Logistics Introduction

Company Establishment	LILY TEXTILE CO., LTD. was established in 1972
Logistics Establishment	"LILY Logistics Center" was established in 1994
Floor Space	The total floor space of logistics in Taiwan is 45,000 pings
Professional Services	Integrated logistics services including "one stop" and "customized" are offered
Legally Licensed	The land used for logistics is in compliance with the government regulations, and warehouses are legally licensed
Safety Measures	Security system, 24-hour guard patrol, qualified fire protection system in all areas



The Growth of Logistics

YANGMEI LOGISTICS CENTER

Operation started
in 2012

Floor space : 1000 pings

PINGZHEN LOGISTICS PARK

Operation started in
August 2018

Floor space : 28,000 pings



NANKAN LOGISTICS CENTER

Operations
started in 1994

Floor space : 16,000 pings

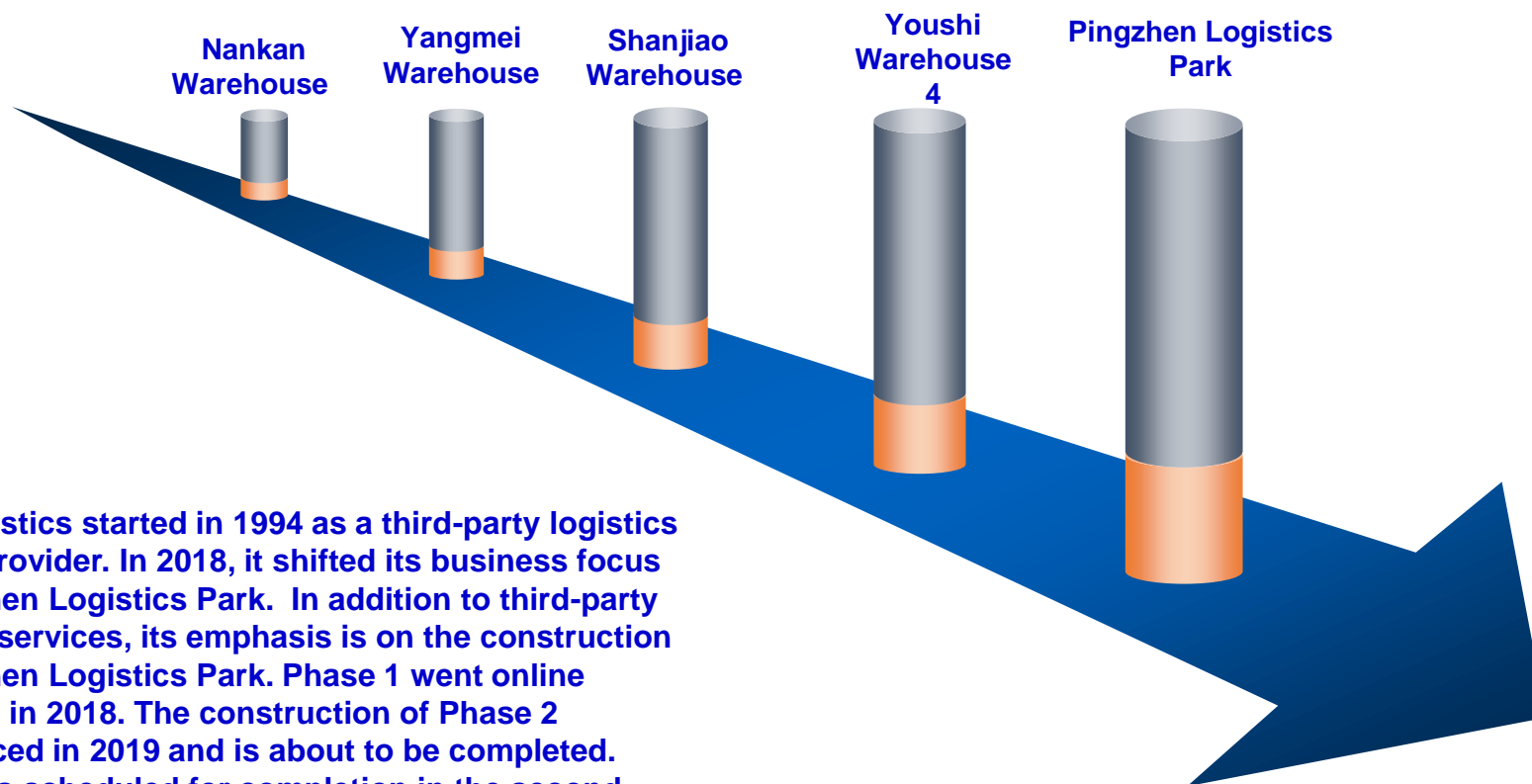
YOUSHI LOGISTICS CENTER

Operations
started in 2014

Floor space : 3,500 pings



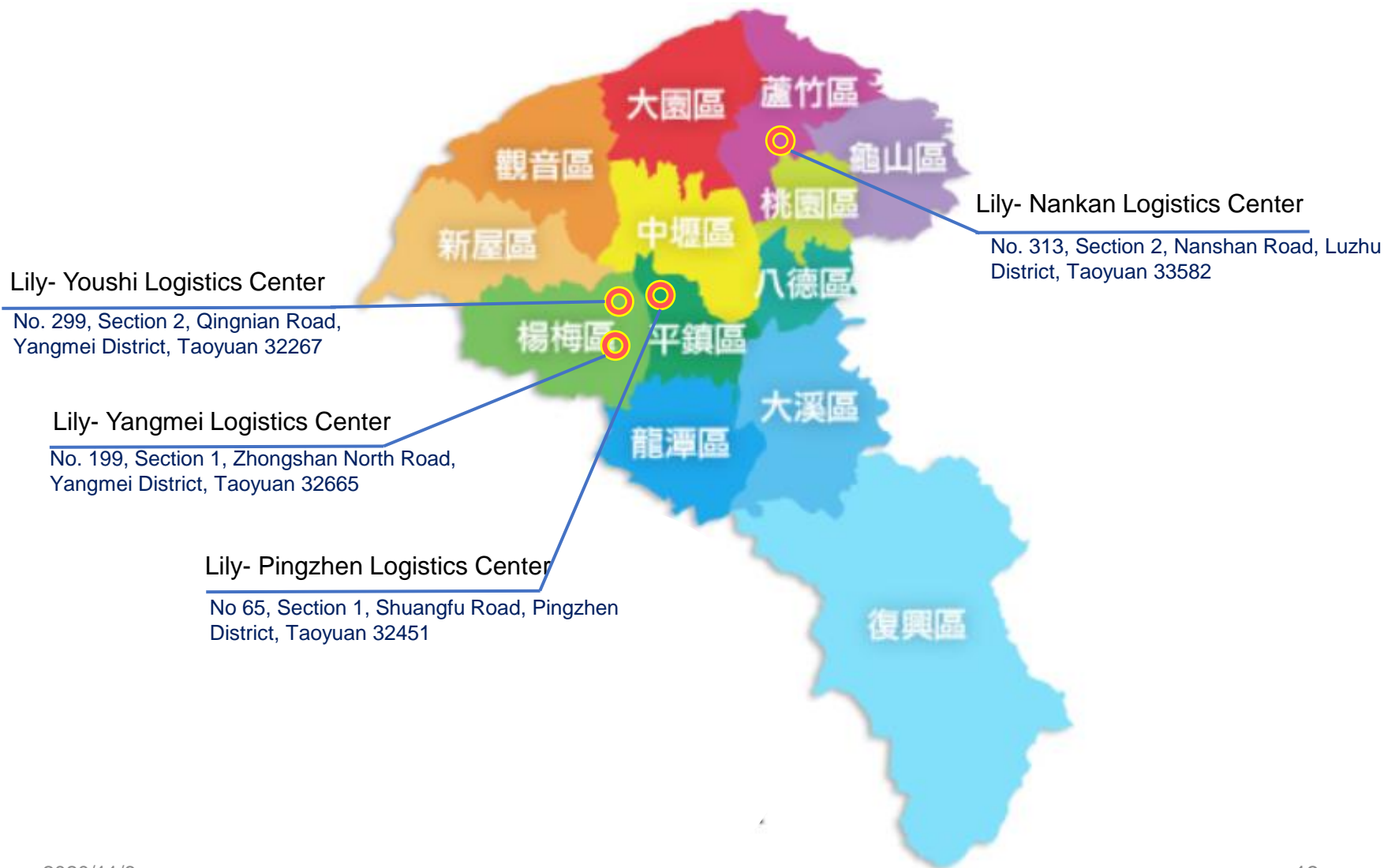
The Growth of Logistics



LILY Logistics started in 1994 as a third-party logistics service provider. In 2018, it shifted its business focus to Pingzhen Logistics Park. In addition to third-party logistics services, its emphasis is on the construction of Pingzhen Logistics Park. Phase 1 went online smoothly in 2018. The construction of Phase 2 commenced in 2019 and is about to be completed. Phase 2 is scheduled for completion in the second quarter of 2021. The planning of Phase 3 is currently underway, and the construction is planned to kick off in the fourth quarter of 2021.



Logistics Service Locations





Professional logistics services





Assurance and Achievement





Logistics real estate performance

Shanjiao Warehouse (2,000 pings):

Japan Post Co., Ltd. (NYK)

Nankan Warehouse (16,000 pings):

SHL Group

Pingzhen Phase 2 (8,300 pings)

Eslite Corporation

Pingzhen Phase 2 (4000 pings)

HAVI Logistics



Logistics Real Estate (Japan Post Co., Ltd.)





Logistics Real Estate (SHL)





Logistics Real Estate (Phase 2 of Pingzhen Logistics Park)





Logistics Real Estate (Eslite Corporation)



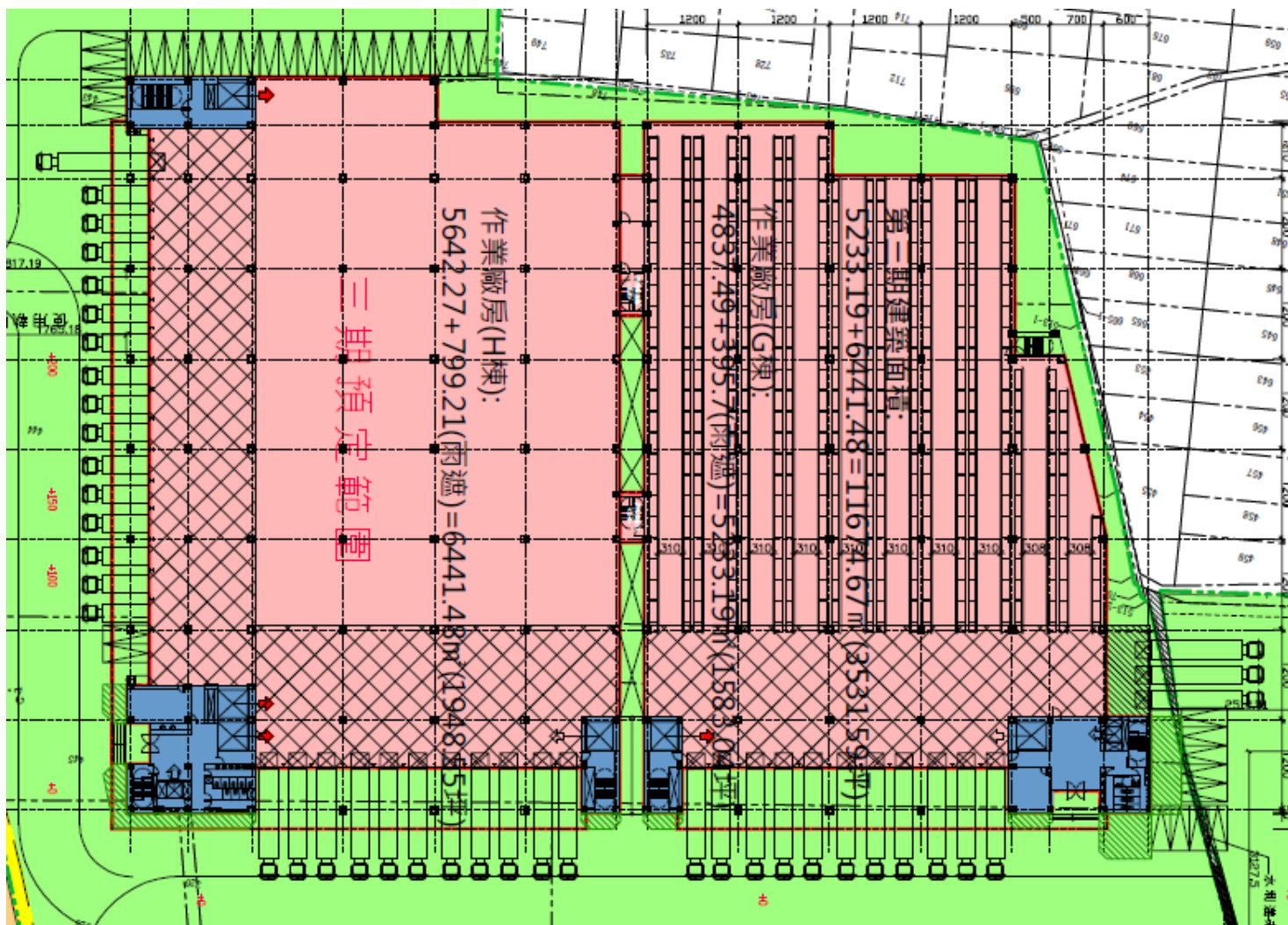


Logistics Real Estate (HAVI Logistics)



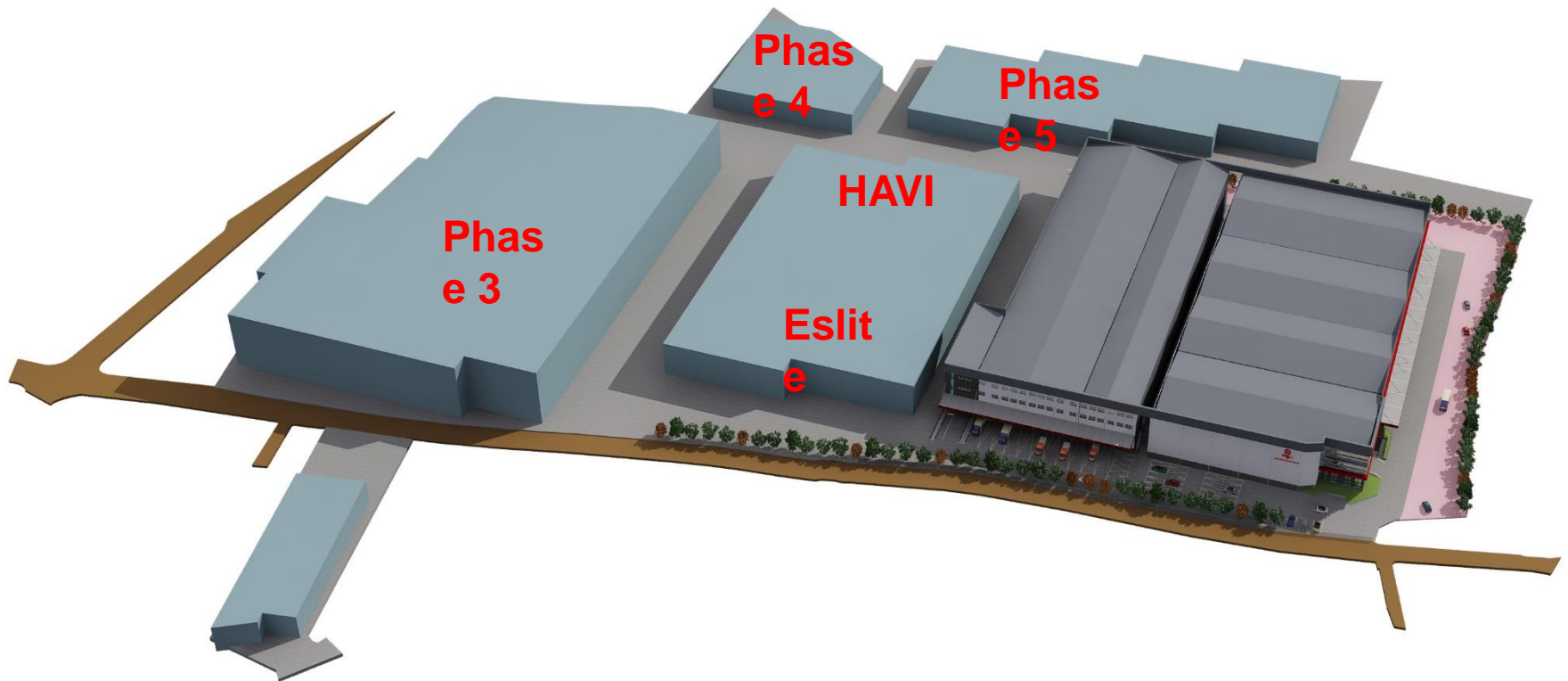


Logistics Real Estate (Phase 3 of Pingzhen Logistics Park)





Logistics Real Estate (planning of Pingzhen Logistics Park)





Lilytex's outlook for 2021 and beyond

- Lilytex has been on a path of steady growth over the years. It has been a long and difficult journey to transition from the traditional industry. However, Lilytex believes that firm and solid steps are the only way going forward.
- The planning of Pingzhen Logistics Park began in 2017 and the development is scheduled for full completion by 2023. The completion of Pingzhen Logistics Park promises a new chapter for Lilytex.
- The success of Pingzhen Logistics Park will open up a new challenge for Lilytex. The Company will maintain firm in every step of the way towards the next goals.



Q & A

Service Locations

Nankan Warehouse: No. 313, Section 2, Nanshan Road, Luzhu District, Taoyuan 33582. TEL: (03)324-6606 FAX: (03)324-6603

Youshi Warehouse: No. 299, Section 2, Qingnian Road, Yangmei District, Taoyuan 32267. TEL: (03)496-2791 FAX: (03)496-2793

Yangmei Warehouse: No. 199, Section 1, Zhongshan North Road, Yangmei District, Taoyuan 32665. TEL: (03)478-7144 FAX: (03)478-7145

Pingzhen Warehouse: No 65, Section 1, Shuangfu Road, Pingzhen District, Taoyuan 32451. TEL: (03)490-8690 FAX: (03)490-8691



Thank You!

Service Locations

Nankan Warehouse: No. 313, Section 2, Nanshan Road, Luzhu District, Taoyuan 33582. TEL: (03)324-6606 FAX: (03)324-6603

Youshi Warehouse: No. 299, Section 2, Qingnian Road, Yangmei District, Taoyuan 32267. TEL: (03)496-2791 FAX: (03)496-2793

Yangmei Warehouse: No. 199, Section 1, Zhongshan North Road, Yangmei District, Taoyuan 32665. TEL: (03)478-7144 FAX: (03)478-7145

Pingzhen Warehouse: No 65, Section 1, Shuangfu Road, Pingzhen District, Taoyuan 32451. TEL: (03)490-8690 FAX: (03)490-8691