

Lilytex Group Investor briefing 2021/12/14





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 2021**
- 3. Important matters**
- 4. Q&A**



Company profile

- **November 1972: Company established with a capital of TWD 36,000,000**
- **February 1990: Stock exchange listing through IPO**
- **August 2011: Capital amount is TWD 1,353,430,110**
- **November 2016: Construction of 1 temperature-controlled warehouse and 1 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 2 warehouses leased to Eslite Logistics and HAVI Logistics**
- **October 2021: Construction of the Phase 2 warehouse in Yangmei, which is expected to be completed in April 2022; the warehouse can accommodate 2,600 pallets.**



Consolidated Balance Sheet of Assets and Liabilities

合併資產負債表

民國110年9月30日

| 單位：新臺幣仟元 | 110年9月30日 | 109年9月30日 | | 110年9月30日 | 109年9月30日 |
|-----------|--------------|--------------|-----------|-------------|--------------|
| 資 產 | 金 額 | 金 額 | 負 債 及 權 益 | 金 額 | 金 額 |
| 流動資產 | \$ 645,551 | \$ 646,655 | 流動負債 | \$1,369,099 | \$ 4,110,239 |
| 現金及約當現金 | 55,983 | 81,522 | 短期借款 | 389,668 | 3,355,751 |
| 應收票據及帳款 | 222,647 | 192,734 | 應付票據及帳款 | 109,460 | 118,856 |
| 存貨 | 77,793 | 92,521 | 其他流動負債 | 869,971 | 635,632 |
| 其他金融資產-流動 | 179,746 | 179,889 | 非流動負債 | 3,751,126 | 662,029 |
| 其他流動資產 | 109,382 | 99,989 | 長期借款 | 3,311,741 | 251,099 |
| | | | 其他非流動負債 | 439,385 | 410,930 |
| | | | 負債總計 | 5,120,225 | 4,772,268 |
| | | | | | |
| | | | 母公司權益 | 1,280,952 | 1,155,339 |
| 非流動資產 | 5,359,460 | 4,897,087 | 股本 | 1,353,430 | 1,353,430 |
| 採用權益法之投資 | 319,265 | 261,156 | 資本公積 | 701 | 701 |
| 不動產、廠房及設備 | 3,930,084 | 3,489,540 | 保留盈餘 | (786,547) | (840,959) |
| 投資性不動產 | 919,659 | 953,505 | 其他權益 | 722,424 | 651,223 |
| 其他非流動資產 | 190,452 | 192,886 | 庫藏股票 | (9,056) | (9,056) |
| | | | | | |
| | | | 非控制權益 | (396,166) | (383,865) |
| | | | 權益總計 | 884,786 | 771,474 |
| 資產總計 | \$ 6,005,011 | \$ 5,543,742 | 負債及權益總計 | \$6,005,011 | \$ 5,543,742 |



Consolidated Income Statement of Profits and Losses

| 合併綜合損益表 | | | | |
|------------------|-------------|------------|------------|-------------|
| 民國110年第三季及1-3季累計 | | | | |
| 單位：新臺幣仟元 | 110. 7~9 | 109. 7~9 | 110. 1~9 | 109. 1~9 |
| 項 目 | 金 額 | 金 額 | 金 額 | 金 額 |
| 營業收入 | \$ 225,746 | \$ 142,706 | \$ 547,515 | \$ 408,678 |
| 營業成本 | (150,775) | (103,974) | (367,238) | (305,008) |
| 營業毛利 | 74,971 | 38,732 | 180,277 | 103,670 |
| % | 33% | 27% | 33% | 25% |
| 營業費用 | (16,279) | (15,331) | (50,663) | (48,498) |
| 營業淨利(損) | 58,692 | 23,401 | 129,614 | 55,172 |
| 營業外收入及支出 | (71,161) | (26,694) | (95,821) | (131,668) |
| 稅前淨損 | (12,469) | (3,293) | 33,793 | (76,496) |
| 所得稅(費用)利益 | (3,708) | 546 | (6,606) | 1,796 |
| 繼續營業單位本期淨損 | (16,177) | (2,747) | 27,187 | (74,700) |
| 停業單位稅後損失 | - | (2,006) | (2,621) | (8,697) |
| 本期淨損 | (16,177) | (4,753) | 24,566 | (83,397) |
| 其他綜合損益淨額 | (31,550) | 12,124 | 71,275 | 47,486 |
| 本期綜合損益總額 | (\$ 47,727) | \$ 7,371 | \$ 95,841 | (\$ 35,911) |
| 淨損歸屬於： | | | | |
| 母公司業主 | \$ 7,160 | (\$ 2,697) | \$ 47,110 | (\$ 46,515) |
| 非控制權益 | (23,337) | (2,056) | (22,544) | (36,882) |
| 基本每股盈餘-元 | \$ 0.05 | (\$ 0.02) | \$ 0.35 | (\$ 0.34) |



Consolidated Income Statement of Cash Flows

合併現金流量表

民國110年1-9月

單位：新臺幣仟元

| 項 目 | 110.1～9月 | 109.1～9月 |
|-------------------|------------|------------|
| 營業活動之淨現金流出 | 107,628 | 158,191 |
| 投資活動之淨現金流入 (出) | (307,467) | (345,128) |
| 籌資活動之淨現金流入 (出) | 167,479 | 142,027 |
| 匯率影響數 | (5,261) | 31,889 |
| 本期現金及約當現金增加(減少)數 | (37,621) | (13,021) |
| 期初現金及約當現金餘額 | 93,604 | 94,543 |
| 期末現金及約當現金餘額 | \$ 55,983 | \$ 81,522 |



A Masked year

- How did Lilytex cope with changes on the market where the logistics was faced with the crisis brought about by a Level 3 alert in pandemic prevention issued in May 2021.
- Brick-and-mortar stores were closed one after another as a result of the pandemic. The consumer market turned to e-commerce platforms where transactions were completed.
- Lilytex worked for the first time with MOMO and SHOPEE in 2021.
- Lilytex worked with large e-commerce operators for the November 11 shopping spree.
- Dynamic reaction to changes on the market with proactive adaption of operational strategies
- Opportunities and stress in an effort to play a good role as stabilizer in logistics

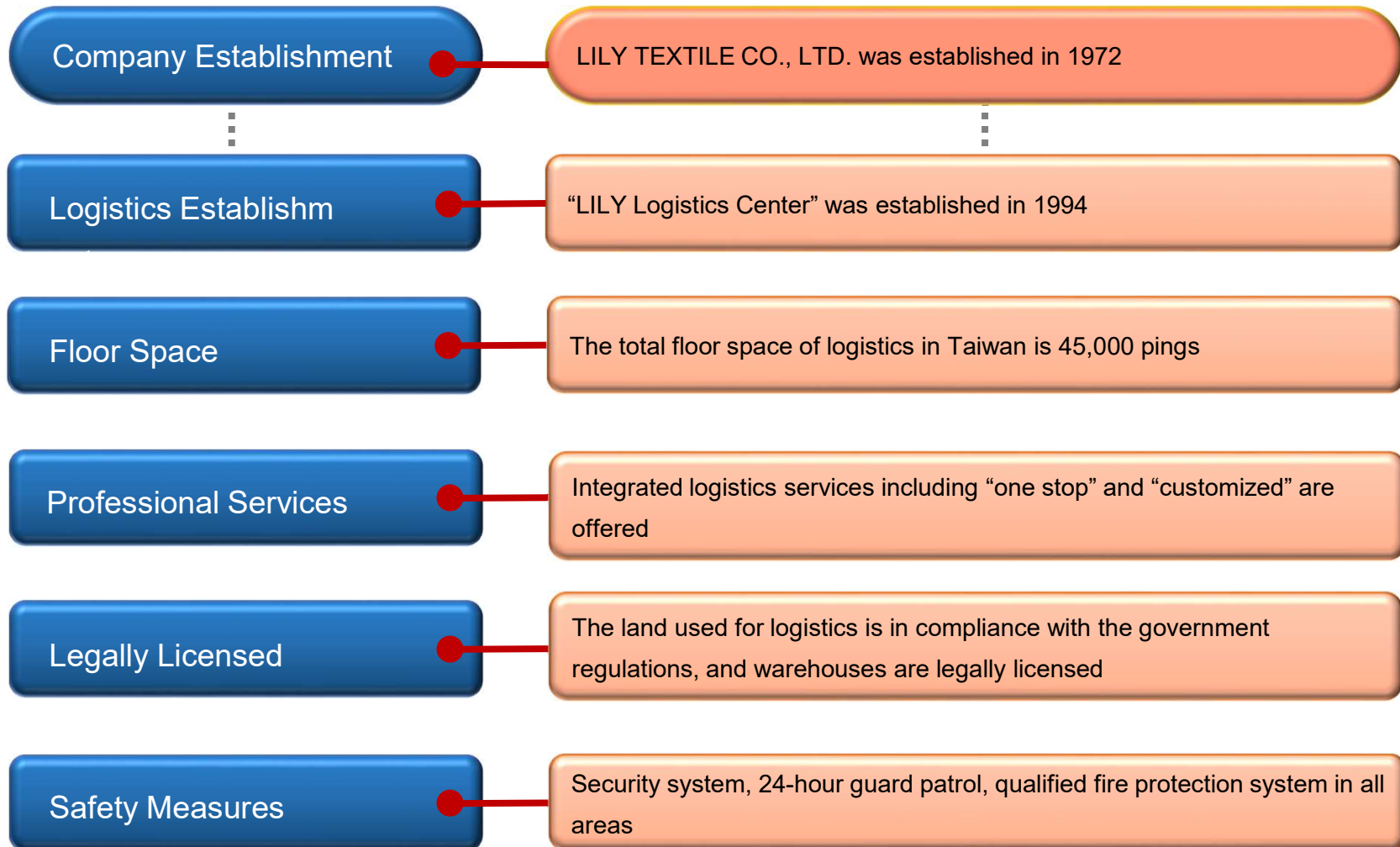


Timeline of Lilytex for **2022**

- **Continuous growth in business for optimal performance again in 2022**
- **Realized Phase 3 project planned as part of the gradual realization of the Pingzhen Logistics Park of Lilytex**
- **Continued further collaboration with large e-commerce operators**
- **Reinforced systematic automation of internal logistics operations with planned introduction of the quick e-commerce operational patterns to hopefully help accomplish more efficient logistics service and quality with e-commerce**
- **Customized service to satisfy the needs of various customers for logistics**



Logistics Introduction





The Growth of Logistics



Nankan Logistics Center
Floor space : over 52,893 m²
(569,336 sq ft)



Pingzhen Logistics Park
Floor space : over 85,950 m²
(925,166 sq ft)



Havi Logistics (Taiwan) Limited
A rental area of over 20,000 m² (213,000 sq ft)



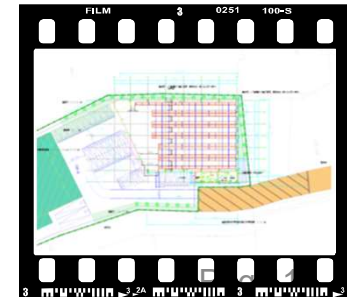
Yangmei Logistics Center
Floor space : over 3,306 m²
(35,583 sq ft)



Eslite Logistics Center
A rental area of over 28,099 m² (302,455 sq ft)



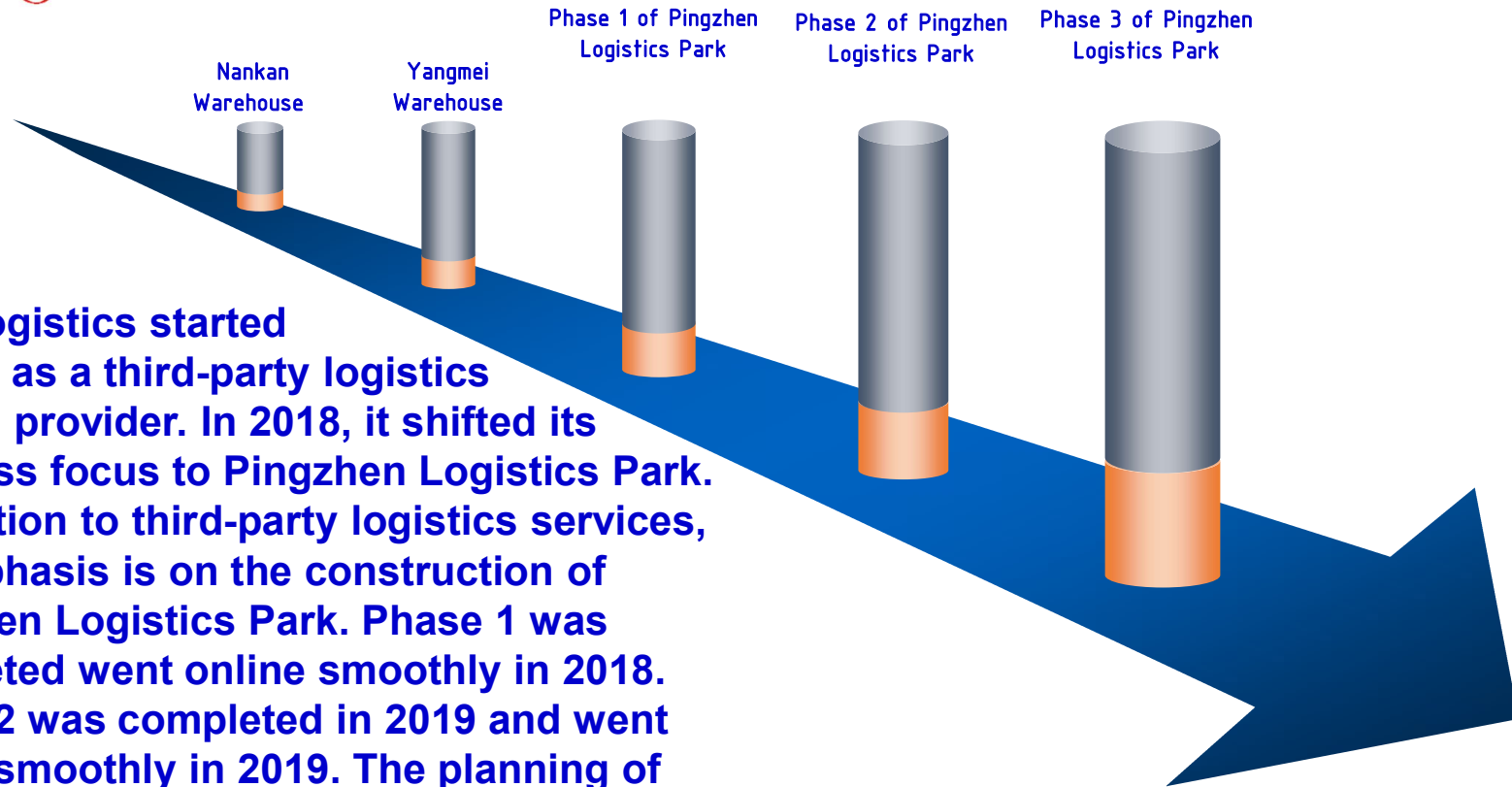
Newly built warehouse in Yangmei
Floor space : over 1,983 m²
(21,345 sq ft)



2021/11/30



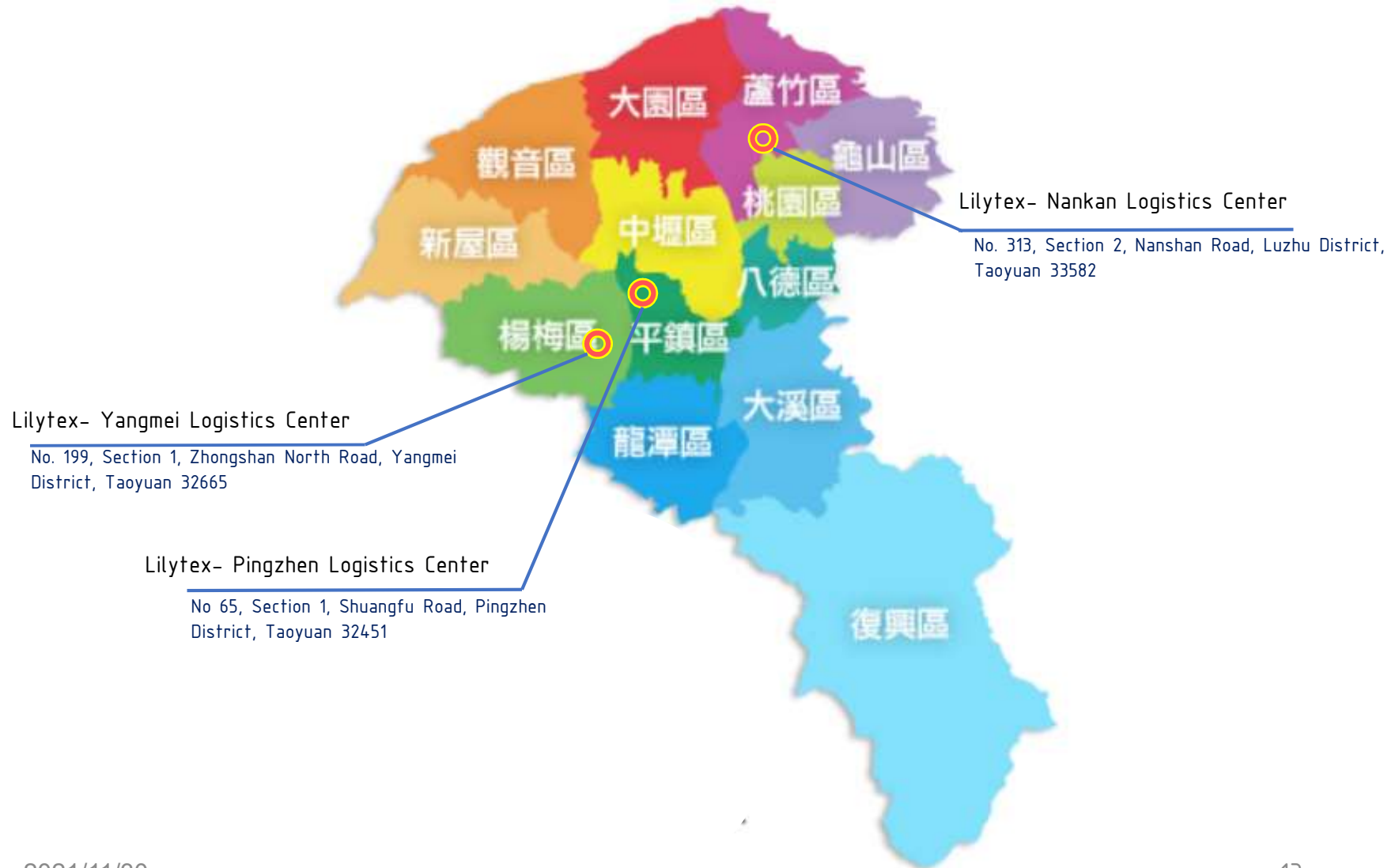
The Growth of Logistics



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 was completed went online smoothly in 2018. Phase 2 was completed in 2019 and went online smoothly in 2019. The planning of Phase 3 is currently underway and is scheduled for completion in 2022. Once Phase 3 is successfully completed, the Pingzhen Logistics Park will become a modern standard professional logistics park.



Logistics Service Locations



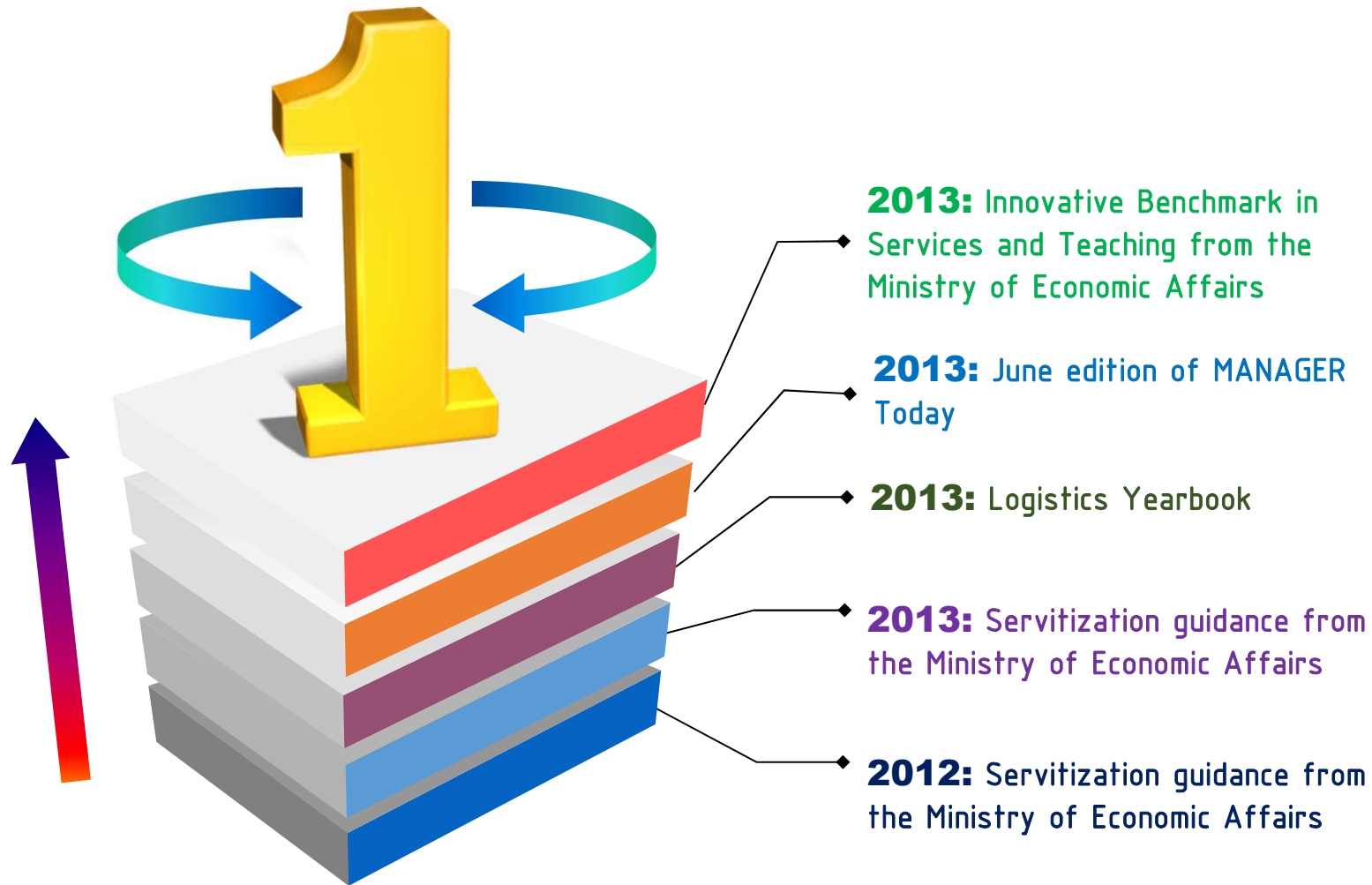


Professional logistics services





Assurance and Achievement





Logistics real estate performance

Shanjiao Warehouse (6,612 m² [71,171 sq ft]):

Yusen Logistics Co., Ltd. (NYK)

Nankan Warehouse (52,893 m² [569,336 sq ft]):

Scandinavian Health Limited (SHL)

Pingzhen Phase 2 (27,438 m² [295,340 sq ft]):

Eslite Spectrum Corporation

Pingzhen Phase 2 (13,223 m² [142,331 sq ft]):

HAVI Logistics (Taiwan) Limited



Logistics Real Estate (Yusen Logistics Co., Ltd.)





Logistics Real Estate (SHL)





Logistics Real Estate (Phase 2 of Pingzhen Logistics Park)





Logistics Real Estate (Eslite Spectrum Corporation)





Logistics Real Estate (HAVI Logistics (Taiwan) Limited)



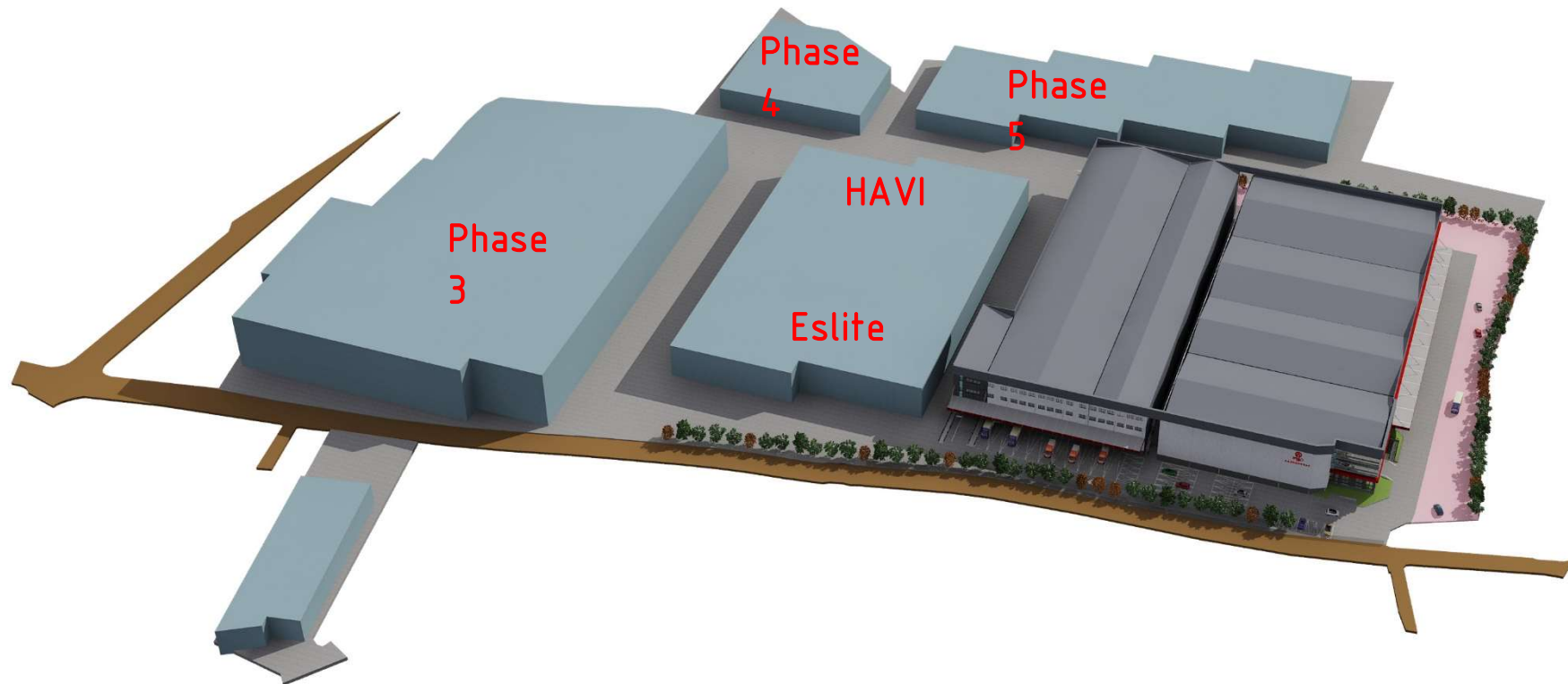


Logistics Real Estate (Phase 3 of Pingzhen Logistics Park)





Logistics Real Estate (planning of Pingzhen Logistics Park)





Pingzhen Logistics Park





Lilytex's outlook for 2021 and beyond

- With the new challenge facing the logistics industry during the post-pandemic era, Lilytex will deal with this new challenge robustly on solid ground.
- By providing customers with a sound logistics warehousing environment as needed on the market besides making the best better on the basis of current logistics operations.
- And by continuing to maximize resources that are currently available to make the best of either software or hardware.
- While creating a logistics Utopia meeting customers' expectations.



Q & A

Service Locations

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

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!

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