



**Lily Logistics Development Co.,  
Ltd. and its Subsidiary  
(Originally Named as LILY  
TEXTILE CO., LTD.)  
Road Show 12/5/2022**





# Disclaimer

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- This Presentation and related information released are taken from internal and external information sources of the Company, and the outlook for the future reflects the Company's views on the overall situation so far. For any changes or adjustments to these opinions in the future, the Company will not be responsible for notifying or updating them at any time.
- The Company has not released financial forecasts, and the financial, business or Q&A statements contained in the Presentation may differ from actual future results. Such difference may be the results from changes in market demand, ex-factory price and raw material price fluctuations, competition among the industry, international economic trend, currency exchange rate fluctuations, upstream and downstream supply chains, and other risk factors beyond the control of the Company.



# Outline

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- 1. Company Introduction**
- 2. Operating Performance of 2022**
- 3. Notice**
- 4. Q & A**



# Company Introduction

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- **Founded in November 1972 with a registered capital of NT\$36,000,000**
- **Stocks issued and Company listed in February 1990.**
- **In November 2016, a warm-temperature warehouse and a general warehouse building were built in the Pingzhen Branch, with an area of approx. 6,000 pings**
- **In March 2019, two logistics warehouses were built and respectively leased to Eslite and HAVI.**
- **In October 2021, the construction of Yangmei Phase 2 Warehouse was commenced and is expected to be completed in April 2022. This warehouse offer 2,600 pallet storage slots.**
- **On July 8, 2022, the Company changed its name to “Lily Logistics Development Co., Ltd.”**
- **On October 6, 2022, the construction of Pingzhen Logistics Park Phase 3 Project was officially initiated.**



# Consolidated Balance Sheet

合併資產負債表					
民國111年9月30日					
單位：新臺幣仟元	111年9月30日	110年9月30日		111年9月30日	110年9月30日
資 產	金 額	金 額	負 債 及 權 益	金 額	金 額
流動資產	\$ 619,788	\$ 645,551	流動負債	\$ 1,515,462	\$ 1,369,099
現金及約當現金	88,989	55,983	短期借款	466,844	389,668
應收票據及帳款	195,385	222,647	應付票據及帳款	92,859	109,460
存貨	57,691	77,793	其他流動負債	955,759	869,971
其他金融資產-流動	208,997	179,746	非流動負債	3,614,597	3,751,126
其他流動資產	68,726	109,382	長期借款	3,156,166	3,311,741
			其他非流動負債	458,431	439,385
			負債總計	5,130,059	5,120,225
			母公司權益	1,642,768	1,280,952
非流動資產	5,787,253	5,359,460	股本	1,353,430	1,353,430
採用權益法之投資	381,157	319,265	資本公積	701	701
不動產、廠房及設備	4,298,390	3,930,084	保留盈餘	( 402,355)	( 786,547)
投資性不動產	916,503	919,659	其他權益	690,992	722,424
其他非流動資產	191,203	190,452	庫藏股票	-	( 9,056)
			非控制權益	( 365,786)	( 396,166)
			權益總計	1,276,982	884,786
資產總計	\$ 6,407,041	\$ 6,005,011	負債及權益總計	\$ 6,407,041	\$ 6,005,011



# Consolidated Statement of Comprehensive Income

合併綜合損益表				
民國111年第三季及1-3季累計				
單位：新臺幣仟元	111. 7~9	110. 7~9	111. 1~9	110. 1~9
項 目	金 額	金 額	金 額	金 額
營業收入	\$ 245,112	\$ 225,746	\$ 645,520	\$ 547,515
營業成本	( 138,611)	( 150,775)	( 393,773)	( 367,238)
營業毛利	106,501	74,971	251,747	180,277
%	43%	33%	39%	33%
營業費用	( 16,625)	( 16,279)	( 63,220)	( 50,663)
營業淨利(損)	89,876	58,692	188,527	129,614
營業外收入及支出	( 52,394)	( 71,161)	( 58,879)	( 95,821)
稅前淨利(損)	37,482	( 12,469)	129,648	33,793
所得稅(費用)利益	( 1,527)	( 3,708)	( 7,310)	( 6,606)
繼續營業單位本期淨損	35,955	( 16,177)	122,338	27,187
停業單位稅後損失		-	-	( 2,621)
本期淨利(損)	35,955	( 16,177)	122,338	24,566
其他綜合損益淨額	18,185	( 31,550)	( 18,072)	71,275
本期綜合損益總額	\$ 54,140	(\$ 47,727)	\$ 104,266	\$ 95,841
淨損歸屬於：				
母公司業主	\$ 90,153	\$ 7,160	\$ 211,653	\$ 47,110
非控制權益	( 54,198)	( 23,337)	( 89,315)	( 22,544)
基本每股盈餘-元	\$ 0.67	\$ 0.05	\$ 1.56	\$ 0.35



# Consolidated Statement of Cash Flows

合併現金流量表			
民國111年1-9月			
項 目	單位：新臺幣仟元		
	111.1~9月		110.1~9月
營業活動之淨現金流出	214,965		107,628
投資活動之淨現金流入 (中)	( 140,260)		( 307,467)
籌資活動之淨現金流入 (中)	( 85,309)		167,479
匯率影響數	( 71,623)		( 5,261)
本期現金及約當現金增加(減少)數	( 82,227)		( 37,621)
期初現金及約當現金餘額	171,216		93,604
期末現金及約當現金餘額	\$ 88,989		\$ 55,983





## **During the year after the epidemic**

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- **In the year of 2022, we will continue the face against difficult challenge of the epidemic in 2021. With the spirit of customer first, we will stick to our jobs to serve and meet the needs of customers.**
- **The impact of the epidemic has changed the market and the consumption behaviors. We have improved our services and strive to follow the changes to meet the market demands.**
- **During the year after the epidemic, we were not affected by the epidemic and did not become stagnated. On the contrary, we are faced directly against the epidemic and made bold moves.**





## **Lily's Progress in 2022**

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- **In July 8, 2022, the company changed its name to “Lily Logistics Development Co., Ltd.”**
- **Our business performance continues to grow, and the warehouse capacity has been full in 2022.**
- **The construction of Phase 3 Branch of the Lily Pingzhen Logistics Park had been officially commenced on October 6, 2022.**
- **On November 1, 2022, we cooperated with the Double 11 Campaign held by MOMO/SHOPEE.**
- **From November 1, 2022, the actual daily shipment performance exceeded 10,000 consignments.**



# Introduction of Lily Logistics

## Establishment

Lilytex Group was founded in 1972



## Launch of logistics services

Established the “Lily Logistics Center” division in 1994

## Scale

Total area: approx. 45,000m<sup>2</sup>

## Professional Services

“One-Stop” and “Customized” Integrated Logistics Services

## Licenses

Logistics warehousing real estate in compliance with government regulations, with legal warehouse license

## Safety Facilities

Security system, 24h guard patrol, area-wide qualified fire protection system



# Our Growth



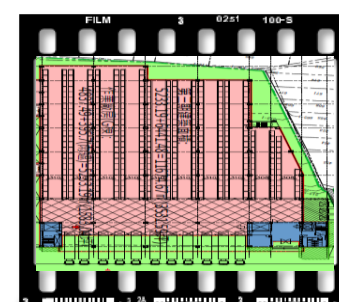
**Nankan Logistics Center**  
16,000 pings



**Pingzhen Logistics Park**  
26,000 pings



**HAVI Logistics Center**  
6,000 pings (leased)



**Pingzhen Logistics Park 3-1**  
4,270 pings



**Yangmei Logistics Center**  
1,000 pings



**Eslite Logistics Center**  
8,500 pings (leased)



**New Warehouse in Yangmei**  
600 pings





# Our Growth

**Nankan  
Branch**

**Yangmei  
Branch**

**Pingzhen  
Phase 1**

**Pingzhen  
Phase 2**

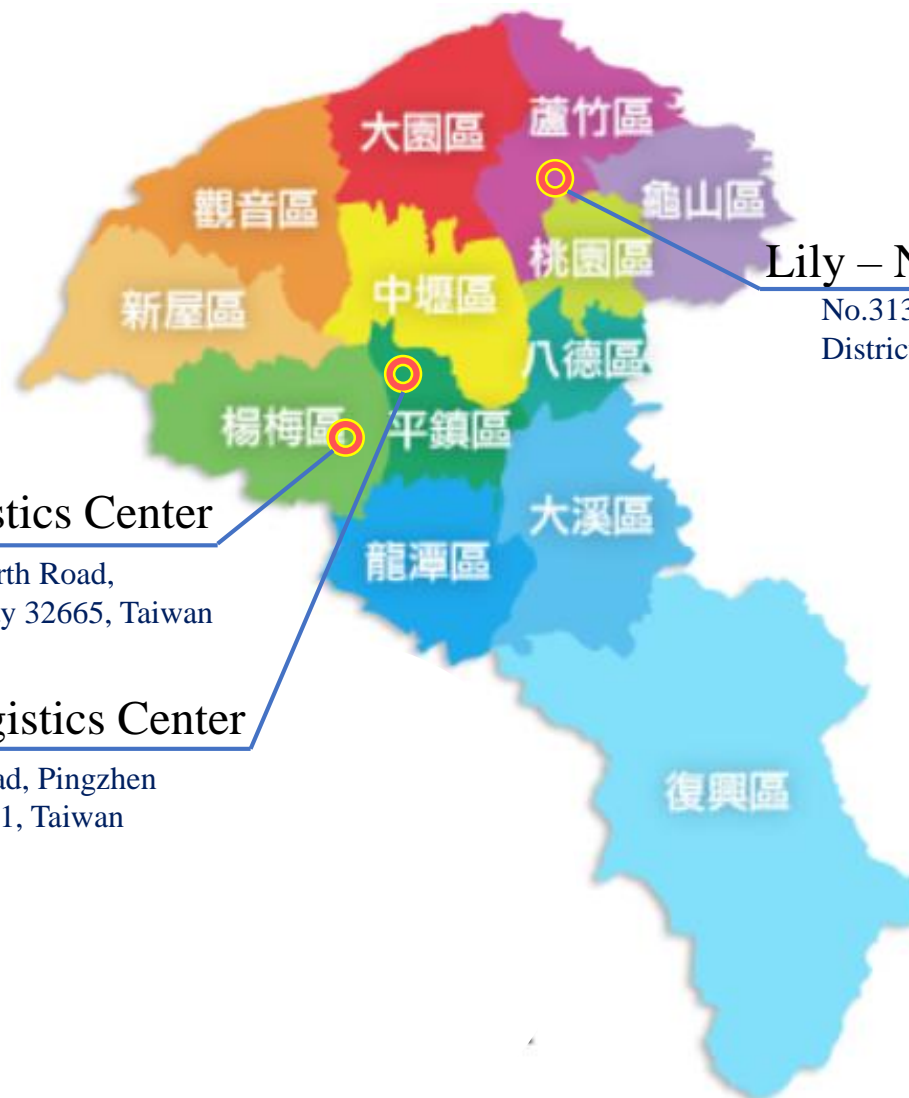
**Pingzhen  
Phase 3**

At its establishment in 1994, LilyLogistics was only a department affiliated to Lily Textile that provided customer with logistics services. Before 2016, Lily Logistics diligently expanded from Nankan Branch to Yangmei Branch, which was a process that laid the solid foundation for Our logistics business.

Since 2016, the logistics department has been affirmed and supported by the head office, and has begun to plan and implement the Lily Pingzhen Logistics Park Project. Starting from the Pingzhen Phase 1 Branch, we have now completed the Phase 2 Branch. On October 6, 2022, the groundbreaking ceremony for the construction of Phase 3 Branch was presided over by Chairman Su, and the Phase 4 Branch is also under planning and designing currently.



# Service Locations



## Lily – Nankan Logistics Center

No.313, Sec.2, Nanshan Road, Luzhu District, Taoyuan City 33582, Taiwan

## Lily- Yangmei Logistics Center

No.199, Sec.1, Zhongshan North Road, Yangmei District, Taoyuan City 32665, Taiwan

## Lily- Pingzhen Logistics Center

No.65, Sec.1, Shuangfu Road, Pingzhen District, Taoyuan City 32451, Taiwan



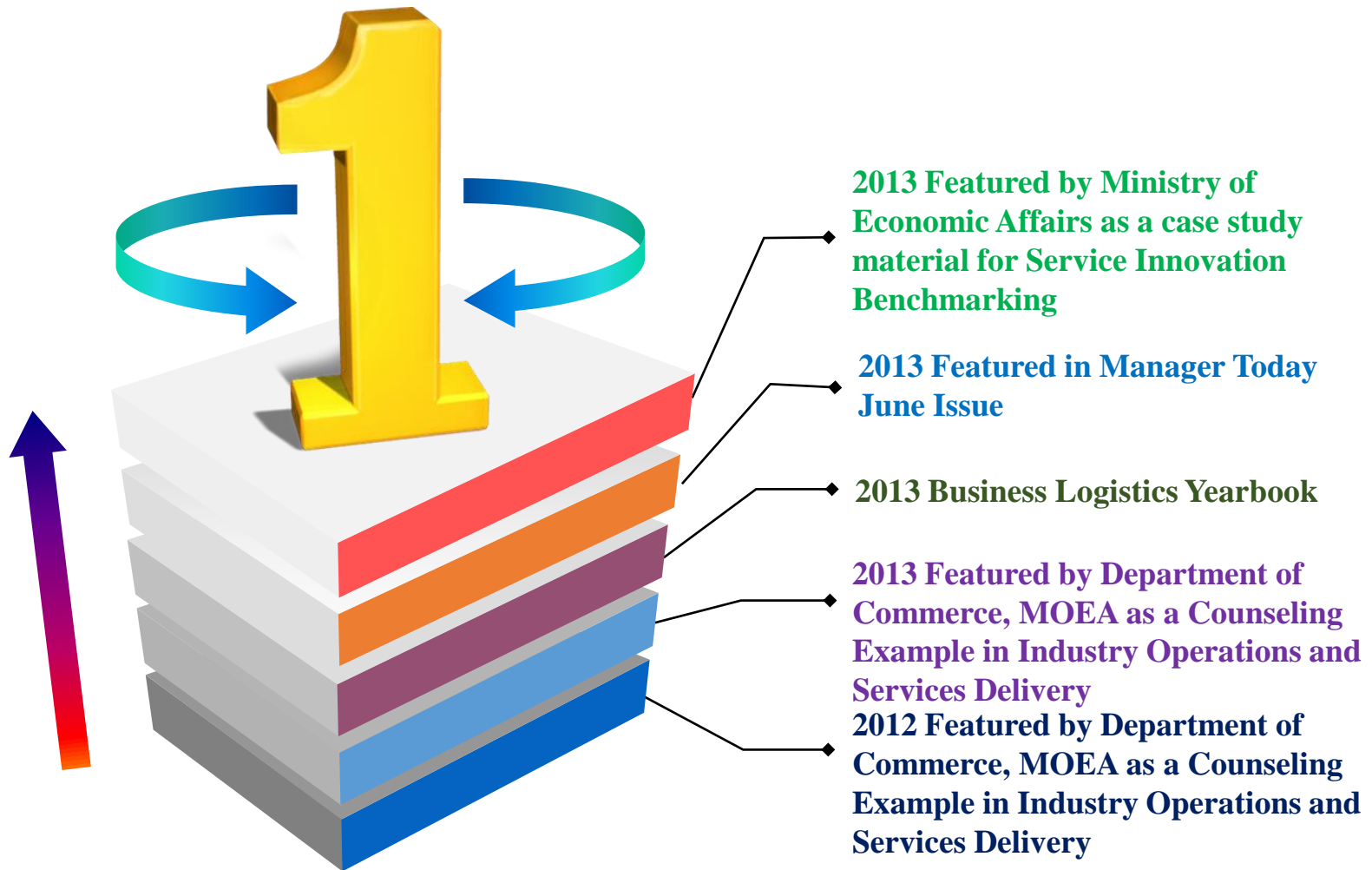
# Professional Services

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# Recognitions and Awards







## **Our Logistics Real Estate**

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**Shanjiao Branch (2,000 pings):**

**Nippon Yusen Kabushiki Kaisha (NYK)**

**Nankan Branch (16,000 pings):**

**Scandinavian Health Limited (SHL)**

**Pingzhen Phase 2 Branch (8,300 pings):**

**Eslite Corporation**

**Pingzhen Phase 2 Branch (4,000 pings):**

**HAVI GROUP HOLDING LLC**

**Pingzhen Phase 3 Branch (4,270 pings):**

**Officially initiated on October 6, 2022**

**Pingzhen Phase 4:**

**Under planning and designing**



# Logistics Real Estate (Nippon Yusen Kabushiki Kaisha)

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# Logistics Real Estate (Scandinavian Health Limited)







# Logistics Real Estate (Pingzhen Logistics Park Phase 2)





# Logistics Real Estate (Eslite Corporation)







# Logistics Real Estate (HAVI GROUP HOLDING LLC)

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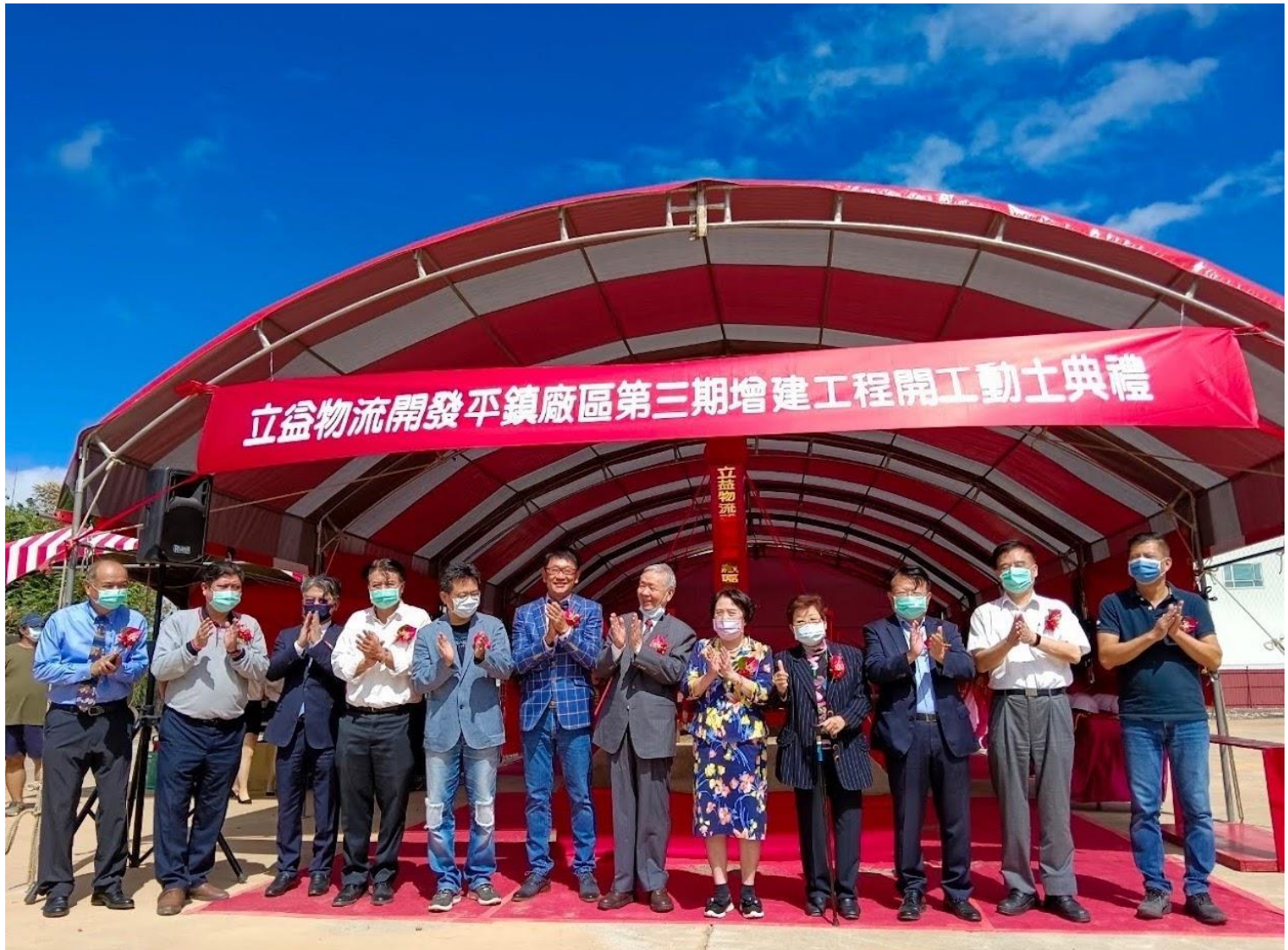
# Logistics Real Estate (New Warehouse at Yangmei Branch)





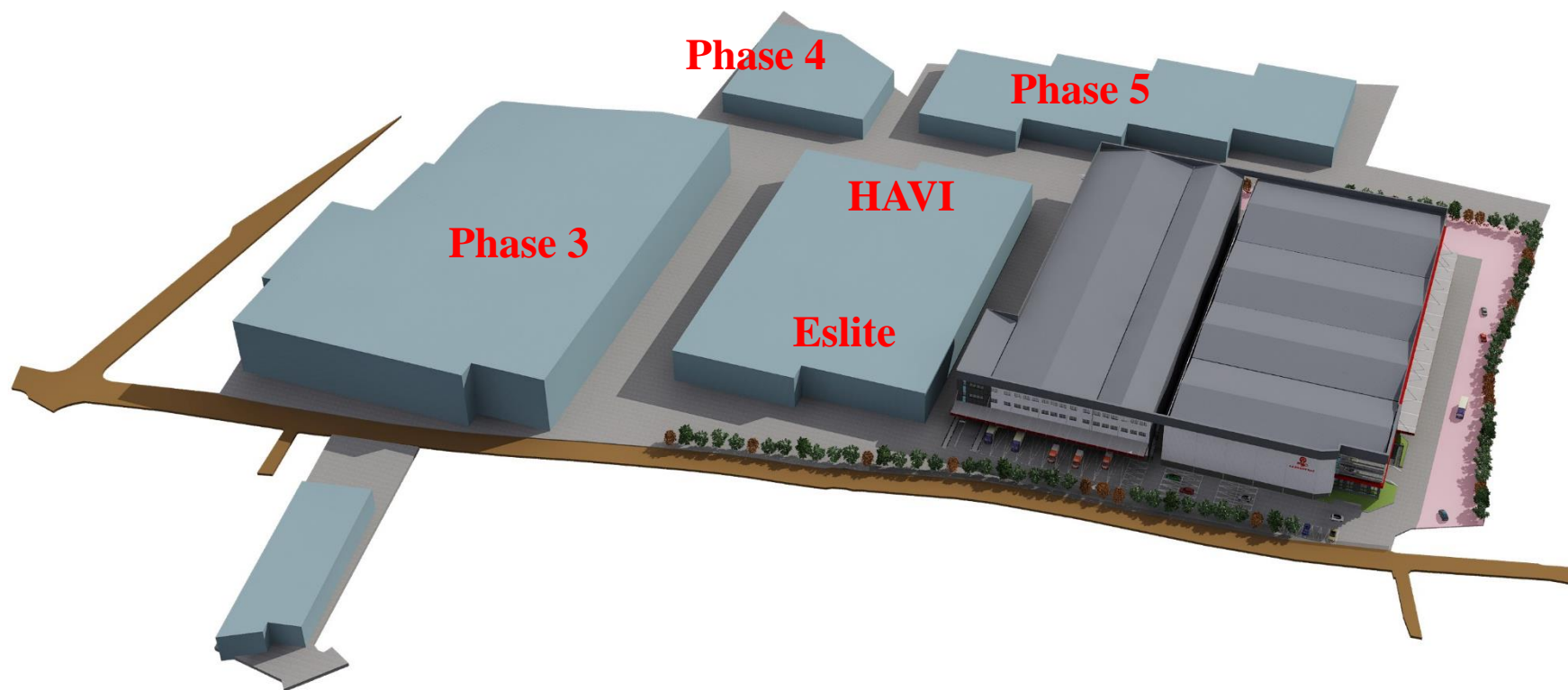


# Logistics Real Estate (Pingzhen Logistics Park Phase 3)





# Logistics Real Estate (Design Drawing for Pingzhen Logistics Park)





# Pingzhen Logistics Park

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# Outlook of 2022 and Beyond

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- With the dividend from the epidemic about to end in 2023, the supply chain will return to the state before the epidemic after lifting the ban. Lily Logistics will not be affected by such changes. On the contrary, we will improve even more based on such changes and we are ready!
- During the epidemic, we have already prepared ourselves to meet the market changes after the lift of ban. In 2022, our warehousing is in short supply. For the coming 2023, we have already prepared well to cooperate with our customers.
- For the planning of Phases 3 and 4 of Pingzhen Branch, we are proceeding according to the Pingzhen Logistics Park Program formulated a few years ago, and we will continue to grow steadily in 2023.



# Q & A

## Service Location

Nankan Branch: No. 313 Sec. 2, Nanshan Rd., Luzhu Dist., Taoyuan City 33582 TEL:(03)324-6606 FAX:(03)324-6603

Yangmei Branch: No. 199, Sec. 1, Zhongshan N. Rd., Yangmei Dist., Taoyuan City 32665 TEL:(03)478-7144 FAX:(03)478-7145

Pingzhen Branch: No. 65, Sec. 1, Shuangfu Rd., Pingzhen Dist., Taoyuan City 32451 TEL:(03)490-8690 FAX:(03)490-8691



# Thank You !

**Service Location**

Nankan Branch: No. 313 Sec. 2, Nanshan Rd., Luzhu Dist., Taoyuan City 33582 TEL:(03)324-6606 FAX:(03)324-6603

Yangmei Branch: No. 199, Sec. 1, Zhongshan N. Rd., Yangmei Dist., Taoyuan City 32665 TEL:(03)478-7144 FAX:(03)478-7145

Pingzhen Branch: No. 65, Sec. 1, Shuangfu Rd., Pingzhen Dist., Taoyuan City 32451 TEL:(03)490-8690 FAX:(03)490-8691