

Lily Logistics Development Co., Ltd. and Its Subsidiaries Investor Conference

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Stock Code: 1443



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PART ONE

Company Overview



01

Pingzhen Logistics Center

The Pingzhen Logistics Center spans over 27,000 ping (89,256 sqm) and houses several warehouses, including A, B, C, E, F, G, and Warehouse 10. Warehouse E is leased to Eslite Spectrum Corporation, Warehouse F to HAVI Logistics (Taiwan) Co., Ltd., and Warehouse 10 to CTW Logistics Corporation.

02

Nankan Logistics Center

Covering an area of more than 16,000 ping (52,892 sqm), the entire plant is currently leased to Hong Kong-based Scandinavian Health Limited (SHL). SHL is a company engaged in manufacturing pharmaceuticals and medical materials.

03

Yangmei Logistics Center

Covering an area of more than 2,000 ping (6,611 sqm), the warehouse is currently a professional logistics warehouse primarily focused on the storage of raw herbal medicine materials.

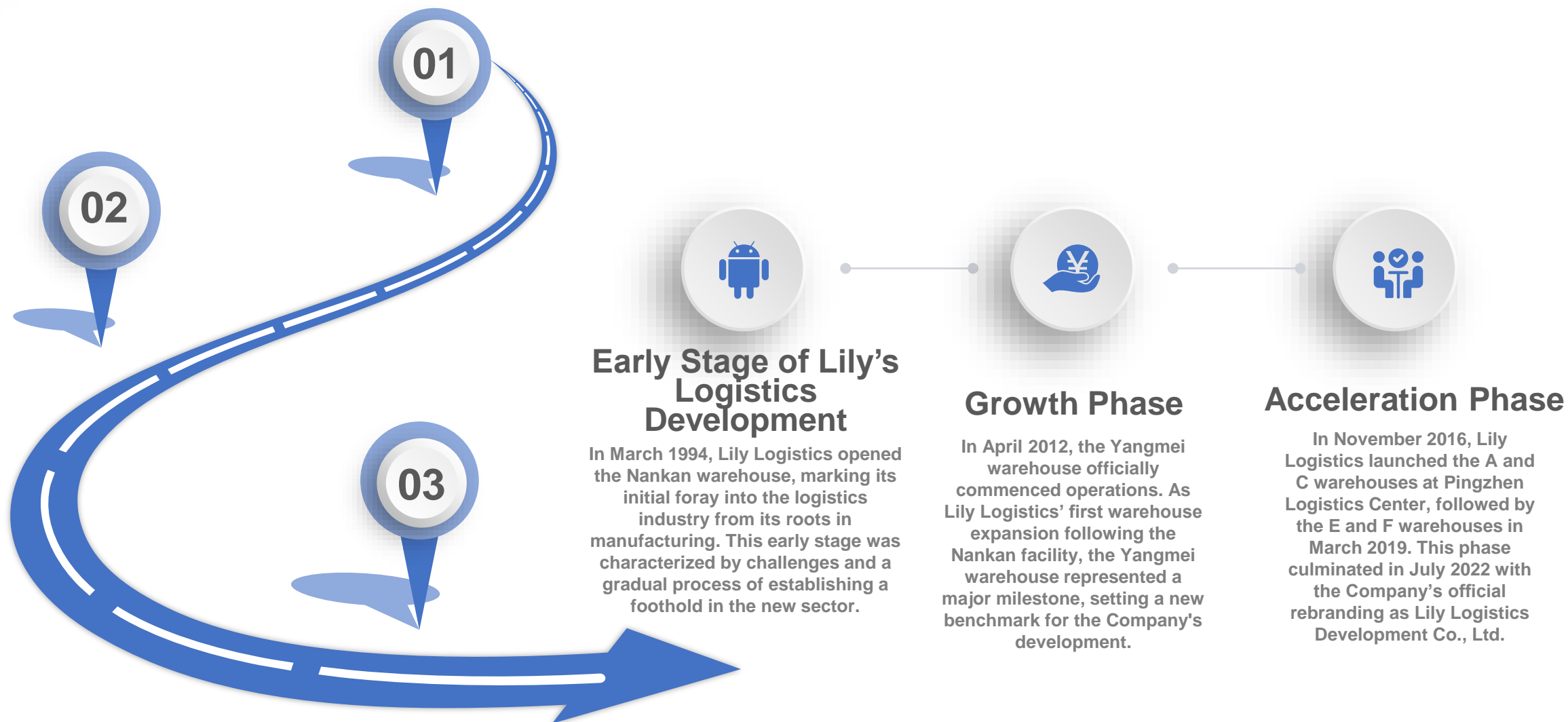
3rd Party Logistics

Logistics Real Estate

Logistics processing

Professional logistics

Company Business Overview





Diversified 3PL Business

With over 20 years of accumulated practical logistics experience, Lily Logistics has successfully undergone a transformative evolution. Today, it stands as a model of successful transformation in Taiwan's logistics industry.



Development of Professional Logistics

The future of logistics is heading towards greater precision and sophistication. Lily Logistics is actively advancing in this direction, aiming to become a leading provider of holistic and professional logistics solutions.



The Best E-Commerce Logistics Partner

Through years of supporting e-commerce operations, Lily Logistics has gained deep insights into the resources and assistance required by e-commerce businesses. It has become an indispensable logistics partner for e-commerce companies, providing tailored and reliable back-end solutions.



PART TWO

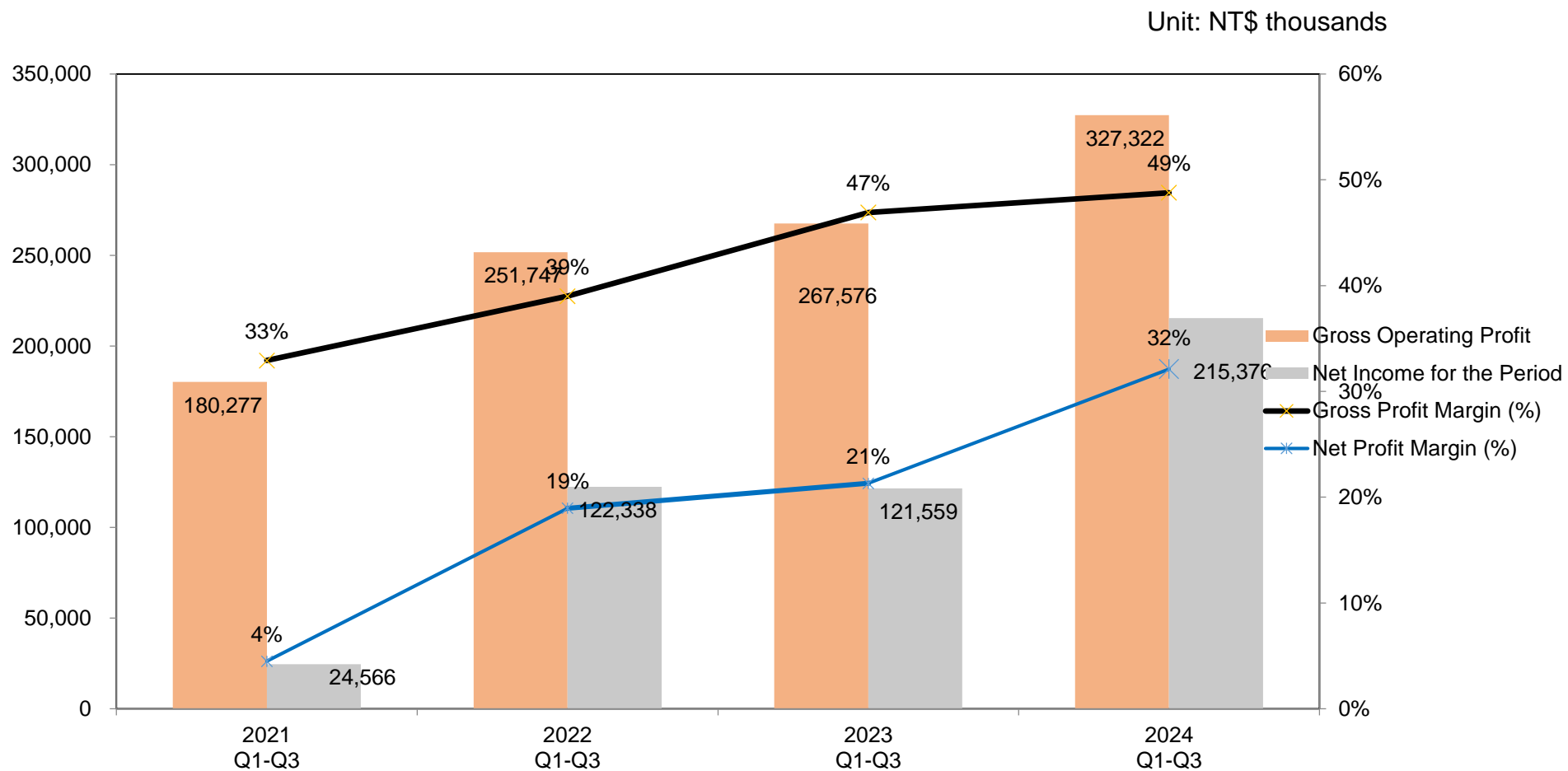
Operational Performance



Unit: NT\$ thousands

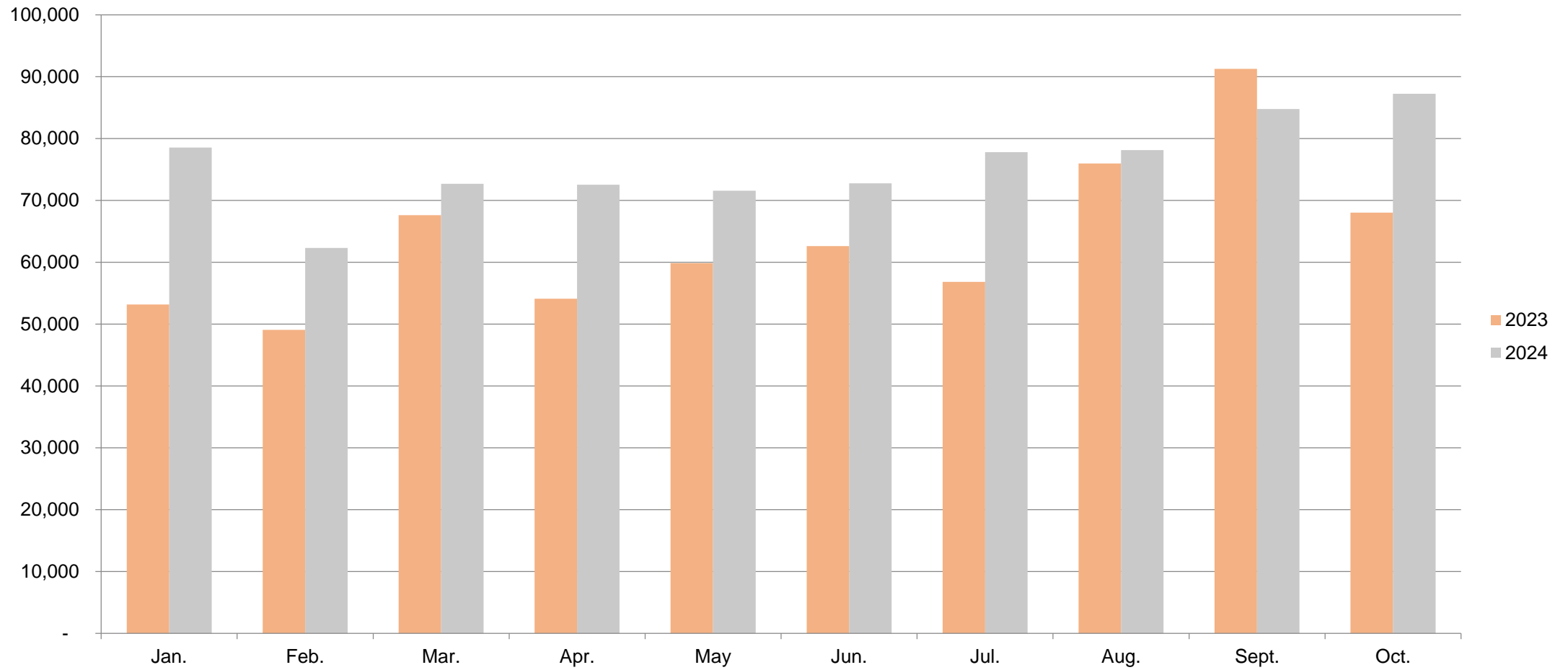
Item	2021	2022	2023	2024 Q1–Q3
Consolidated Revenue	866,817	847,500	780,755	670,996
Consolidated Gross Profit	257,020	346,069	361,434	327,322
Consolidated Operating Income	182,094	245,829	263,252	249,882

Consolidated Gross Profit and Net Profit Margin Analysis



Consolidated Revenue

Unit: NT\$ thousands

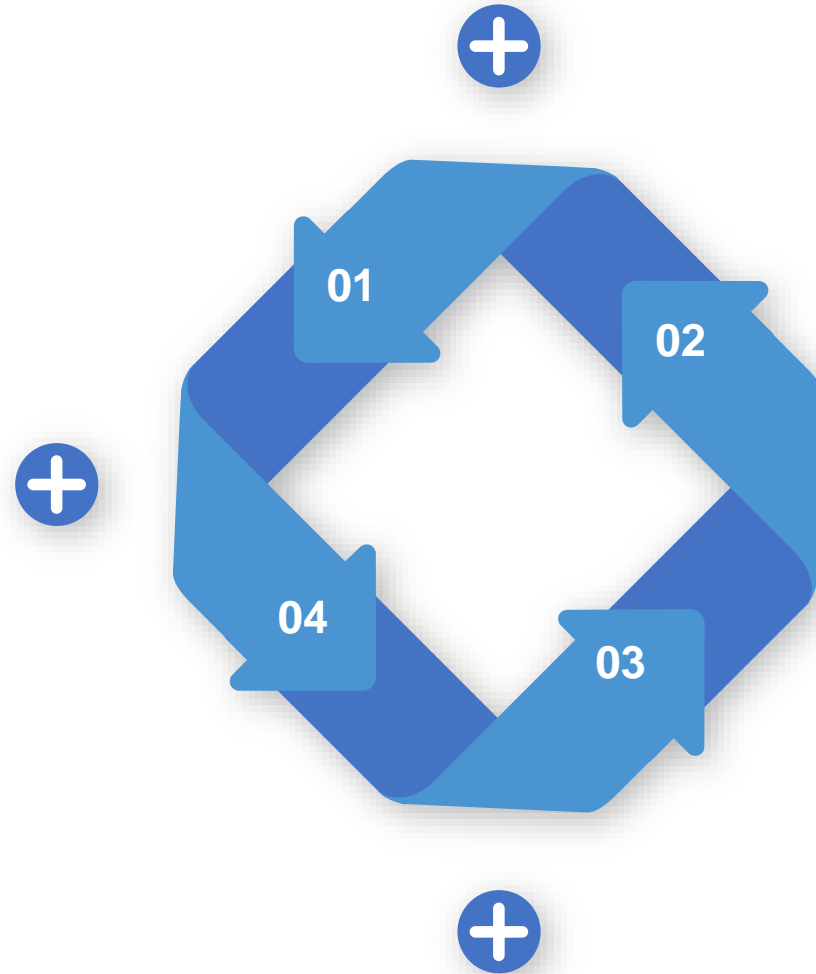


Continued Development of the Pingzhen Logistics Center

Driven by strong customer demand, the Pingzhen Logistics Center continues its development. The fourth phase is expected to commence operations in Q4 2025, with plans underway for a fifth-phase smart automated warehouse.

Steady Growth under Sustainable Development

Transitioning from manufacturing to logistics services has been a challenging path. However, through prudent management and continuous development, we have achieved steady growth and resilience to tackle various challenges.



Transition to Specialized Logistics Warehouses

Anticipating the growing demand for specialized and professional logistics, Lily Logistics is proactively planning professional warehouse solutions aligned with future market needs. The Company is also actively pursuing relevant certifications to meet these demands.

Expansion into Diversified Customer Segments

As market dynamics shift and industries transform their business models, the logistics market continues to flourish. Developing a diversified client base has become a crucial objective in our ongoing efforts to adapt and expand.

PART THREE

Industry Outlook

03



01

Robust Growth of the Logistics Market

The logistics market has experienced robust growth driven by increasing demand, attracting numerous new players to the industry.

02

Shortage of Logistics Warehouses

Market demand has made logistics warehouses a highly sought-after asset in the real estate market in recent years.

03

Manpower as a Key Indicator

Manpower remains a critical factor globally. Without sufficient workforce support, it is impossible to provide services that fully meet customer needs.



04

Digitalization and AI Integration

As the world undergoes an AI-driven revolution, the logistics industry is also embracing digitalization and upgrading its operations powered by AI technology.

05

Growing Importance of the Logistics Industry

The logistics industry is playing an increasingly pivotal role in Taiwan's economy and environment. A well-structured logistics system can significantly accelerate economic development, underscoring the need for strategic planning within the sector.

06

Demand-Driven Growth

In 2024, the logistics industry saw significant growth driven by heightened demand. The intensity of demand continues to determine the pace of the industry's expansion.

PART FOUR

Future Plans

04



Logistics Trends

Aligning with developments in the overall circulation industry, we strive to anticipate market changes and prepare in advance to meet potential customer needs.

Seeking Breakthroughs

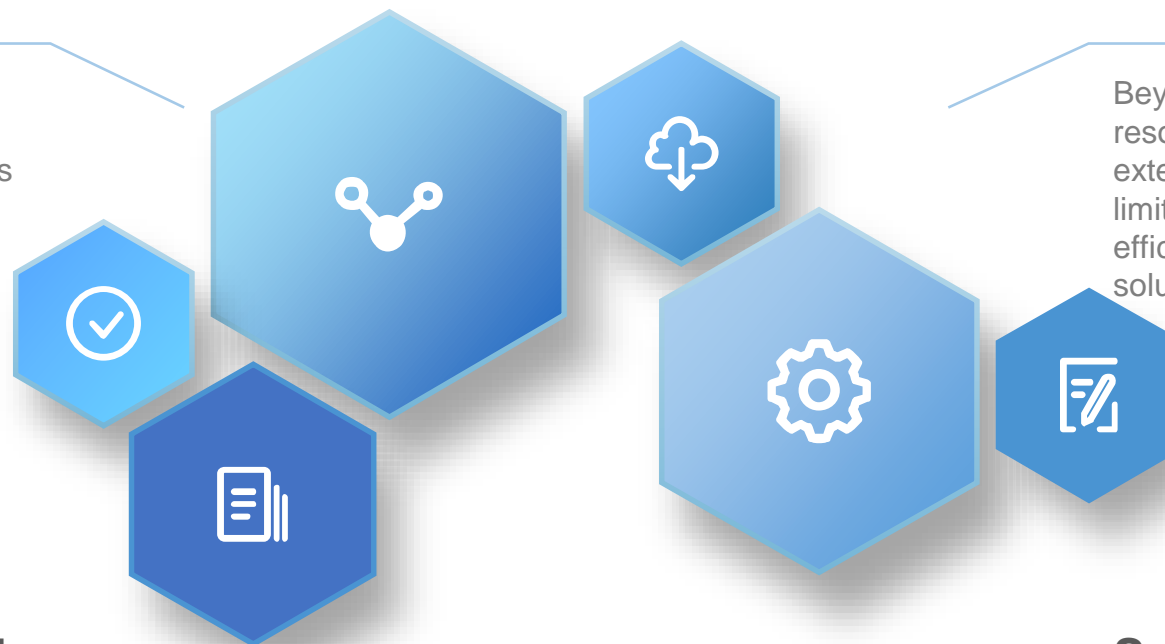
Beyond optimizing internal resources, we seek to overcome external and self-imposed limitations by offering high-efficiency, cost-effective service solutions.

Logistics-Driven Approach

By proactively identifying market needs, we leverage our professional logistics expertise to drive customer demand rather than passively waiting for inquiries. Enhanced service efficiency is key to fostering customer engagement.

Self-Evolution

Harnessing the advantages of AI-powered digitalization, we are accelerating updates to our logistics capabilities and equipment. Achieving high-efficiency productivity remains the ultimate goal as we continuously innovate and evolve.





**Thank You for
Your Attention and
Feedback**

