

Namchow holdings Co., Ltd.

2022 Q1 Investor Conference

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Disclaimer

Namchow's presentation contains forward-looking statements subject to significant risks and uncertainties. Actual results may differ materially from those contained in the forward-looking statements.

The forward-looking statements in this release reflect the current belief of Namchow as of the date of this release, we undertake no obligation to update these forward-looking statements for new information, future events, or otherwise.

- **Company Profile**
- **Review of operations**
- **Business Highlight**
- **Business Outlook**
- **Q & A**

Company Profile

Date of Incorporation : March 29, 1952

Date of stock listed : May 30, 1973

Paid-up capital : TWD 2,941 million

Name of Representative : Fei-Lung Chen

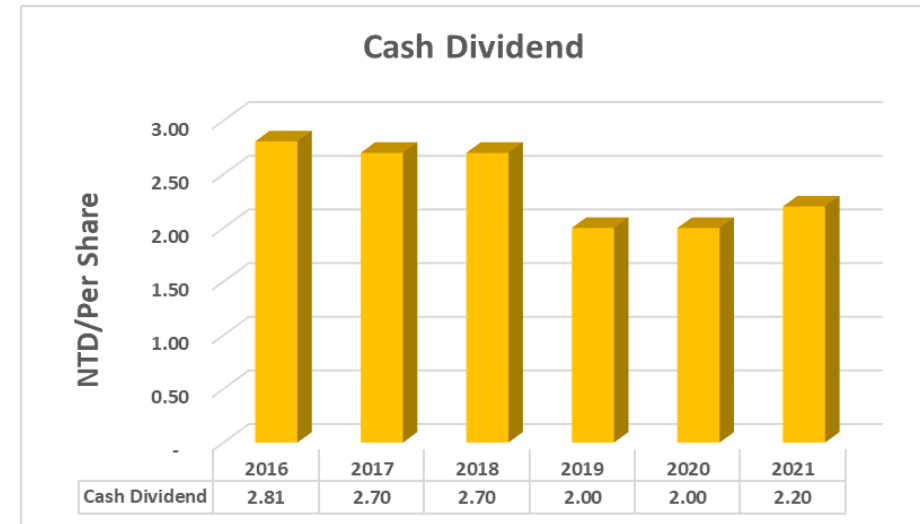
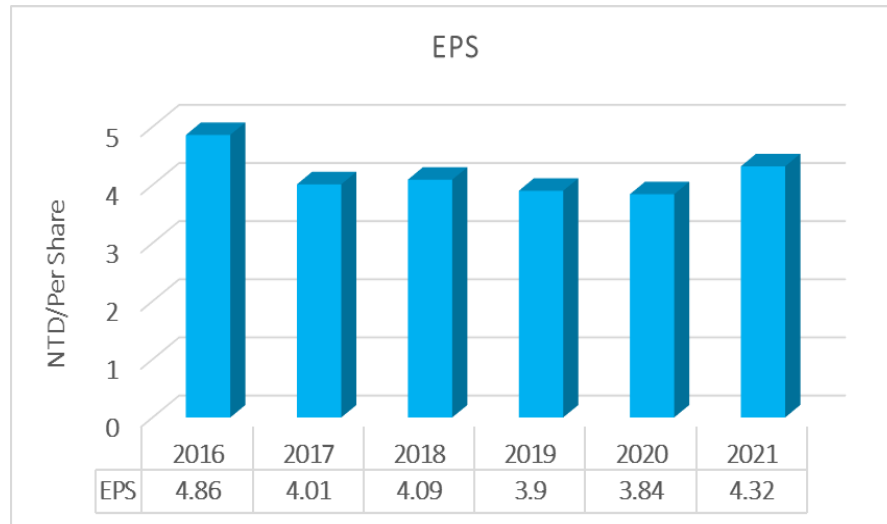
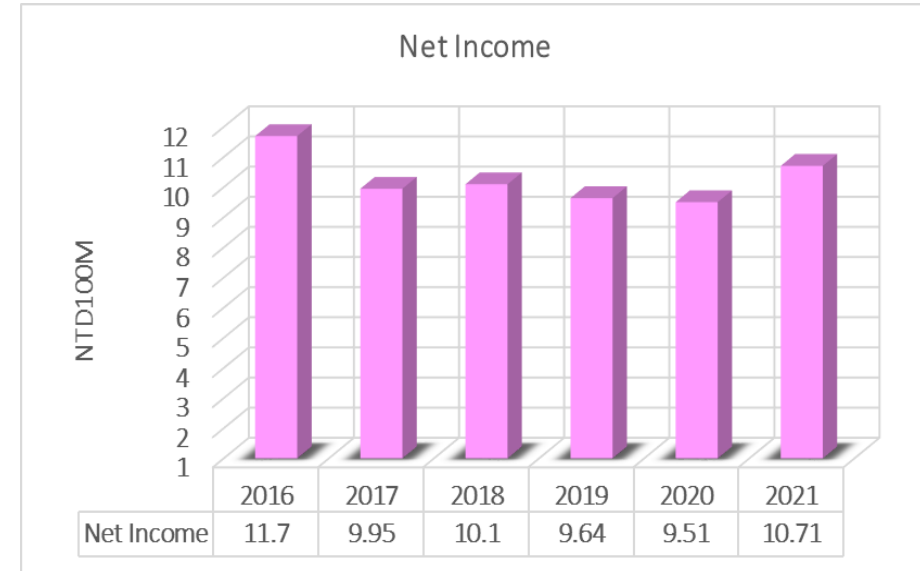
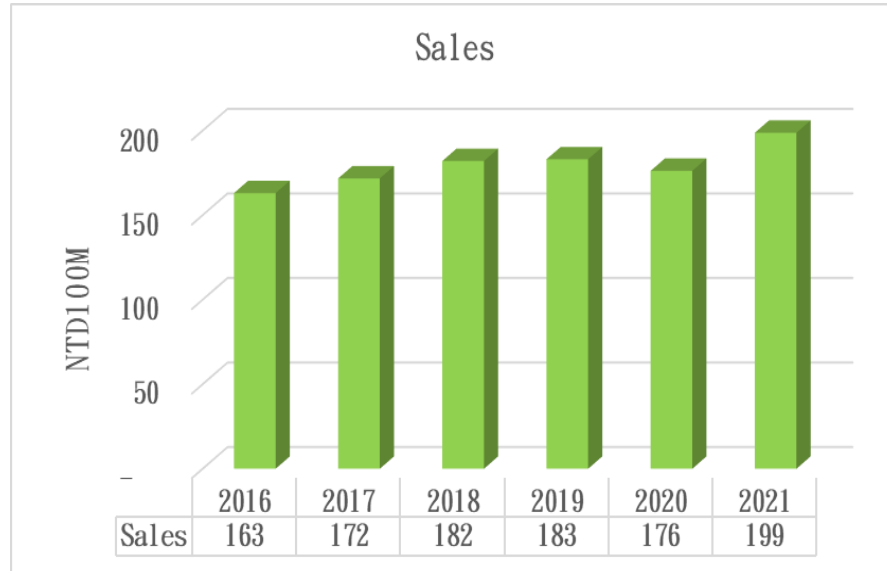
Scope of Business : Home product, Bakery oil, Frozen dough,
Ice cream, Frozen noodle, Aseptic cooked
rice, Instant noodle, rice crackers,
Dining.

Company Profile

Plant locations : Taoyuan Factory 、 Chungli factory 、 Tainan factory 、 Thailand factory 、 Tenjin factory 、 Guangzhou factory 、 Jinshan Shanghai (1st&2nd)

Food service locations : Taipei (Dian Shue Lou 、 Paulaner 、 Honbaryu Noodle Shop 、 Le vil du Petit Prince) 、 Shanghai (Paulaner) 、 Tokyo (Dian Shue Lou 、 Boutique hotel)

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Business Highlight-Consolidated Balance Sheets

Unit:NTD'000

	2022.03.31		2021.12.31		2021.03.31	
	amount	%	amount	%	amount	%
Current Assets	16,607,524	55%	16,011,182	54%	11,003,477	44%
Non-Current Assets	13,646,050	45%	13,402,686	46%	14,288,839	56%
Total Assets	30,253,574	100%	29,413,868	100%	25,292,316	100%
Current Liabilities	7,837,491	26%	6,561,148	22%	11,557,618	46%
Non-Current Liabilities	10,223,500	34%	11,017,062	38%	7,159,328	28%
Total Liabilities	18,060,991	60%	17,578,210	60%	18,716,946	74%
Stockholders' equity	12,192,583	40%	11,835,658	40%	6,575,370	26%
Total Liabilities and Equity	30,253,574	100%	29,413,868	100%	25,292,316	100%

Business Highlight-Consolidated income statement

Unit:NTD'000

	Q1-2022	Q1-2021	YoY(%)	2021 YTD	2020 YTD	YoY(%)
Revenue	4,758,074	4,660,291	2.1%	19,861,770	17,621,763	12.7%
Operating costs	3,388,982	3,091,848	9.6%	13,589,951	11,682,430	16.3%
Gross profit	1,369,092	1,568,443	-12.7%	6,271,819	5,939,333	5.6%
%	28.77%	33.66%	-4.9%	31.58%	33.70%	-2.1%
Operating expenses	1,043,969	1,114,268	-6.3%	4,483,335	4,261,588	5.2%
Operating profit	325,123	454,175	-28.4%	1,788,484	1,677,745	6.6%
%	6.83%	9.75%	-2.9%	9.00%	9.52%	-0.5%
non-operating income and expenses	31,841	17,768	79.2%	149,424	(21,094)	-808.4%
Net income before tax	356,964	471,943	-24.4%	1,937,908	1,656,651	17.0%
income tax expense	127,465	179,300	-28.9%	698,764	661,050	5.7%
Net income	229,499	292,643	-21.6%	1,239,144	995,601	24.5%
%	4.82%	6.28%	-1.5%	6.24%	5.65%	0.6%
Net income attributable to Shareholders of the parent	186,700	280,100	-33.3%	1,071,166	950,697	12.7%
EPS(NTD/per share)	\$0.75	\$1.13	-\$0.38	\$4.32	\$3.84	\$0.48

Business Highlight-Consolidated statement of cash flow(1/2)

Unit:NTD'000

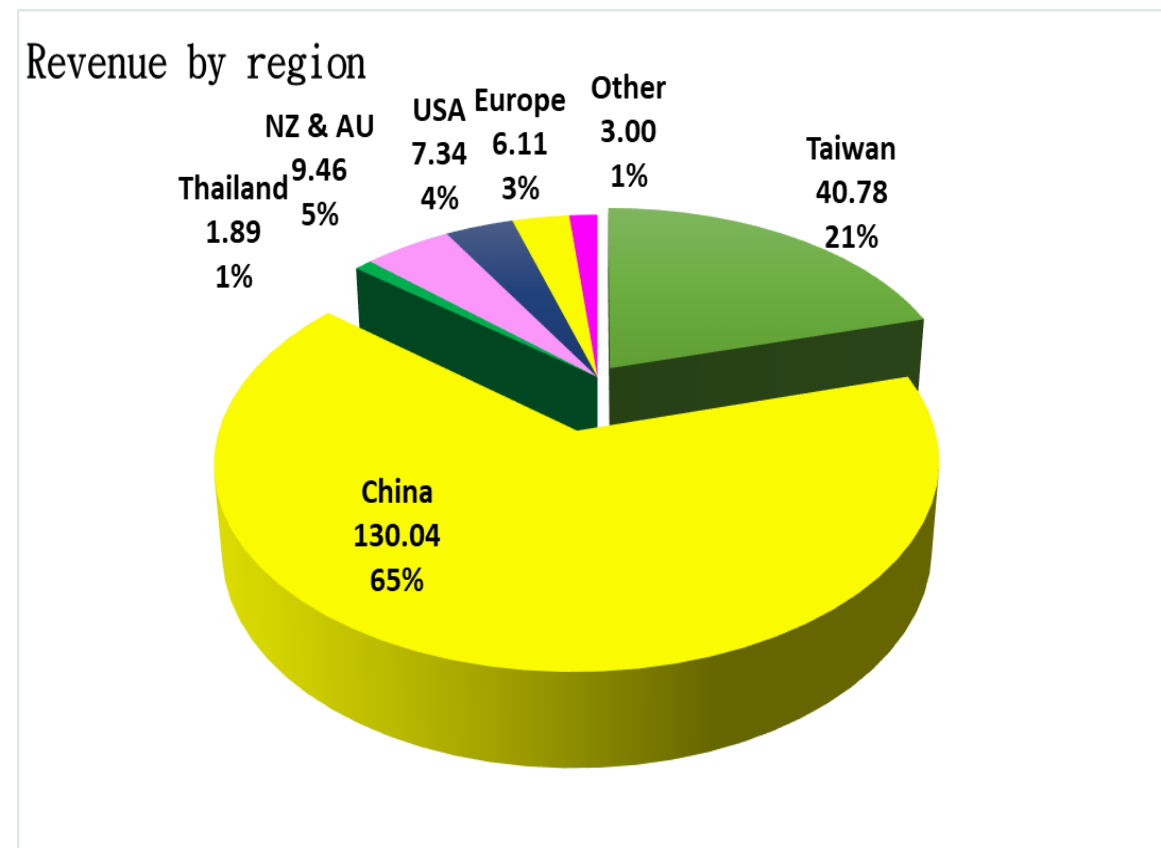
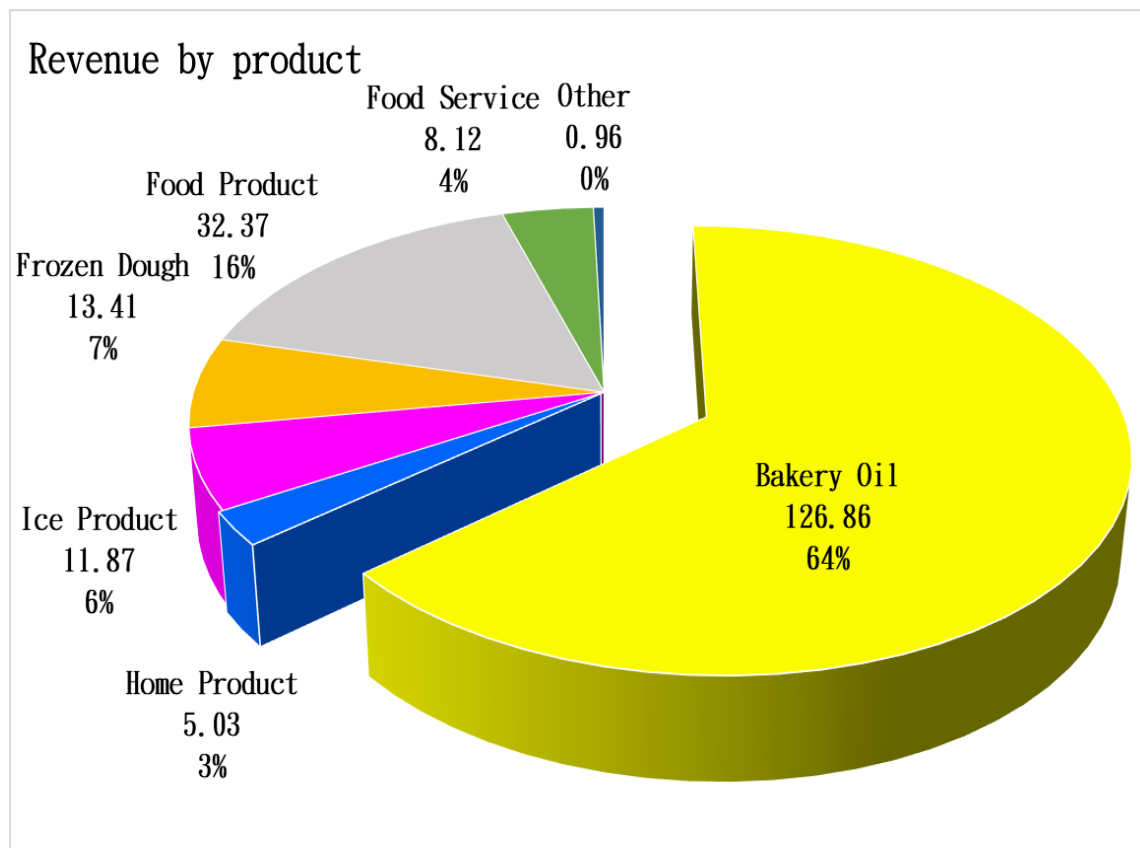
	2021 YTD	2020 YTD	YoY
Cash and cash equivalents at beginning of period	5,721,627	4,623,715	1,097,912
Net cash provided by operating activities	1,196,462	2,545,972	(1,349,510)
Net cash used in investing activities	(375,219)	(1,087,374)	712,155
Net cash provided by financing activities	3,627,176	(393,076)	4,020,252
Effect of exchange rate changes on cash and cash equivalents	(440,243)	32,390	(472,633)
Net increase (decrease) in cash and cash equivalents	4,008,176	1,097,912	2,910,264
Cash and cash equivalents at end of period	9,729,803	5,721,627	4,008,176

Business Highlight-Consolidated statement of cash flow(2/2)

Unit:NTD'000

	Q1-2022 YTD	Q1-2021 YTD	YoY
Cash and cash equivalents at beginning of period	9,729,803	5,721,627	4,008,176
Net cash provided by operating activities	344,638	45,193	299,445
Net cash used in investing activities	(188,786)	78,532	(267,318)
Net cash provided by financing activities	6,034	15,096	(9,062)
Effect of exchange rate changes on cash and cash equivalents	408,190	(88,661)	496,851
Net increase (decrease) in cash and cash equivalents	570,076	50,160	519,916
Cash and cash equivalents at end of period	10,299,879	5,771,787	4,528,092

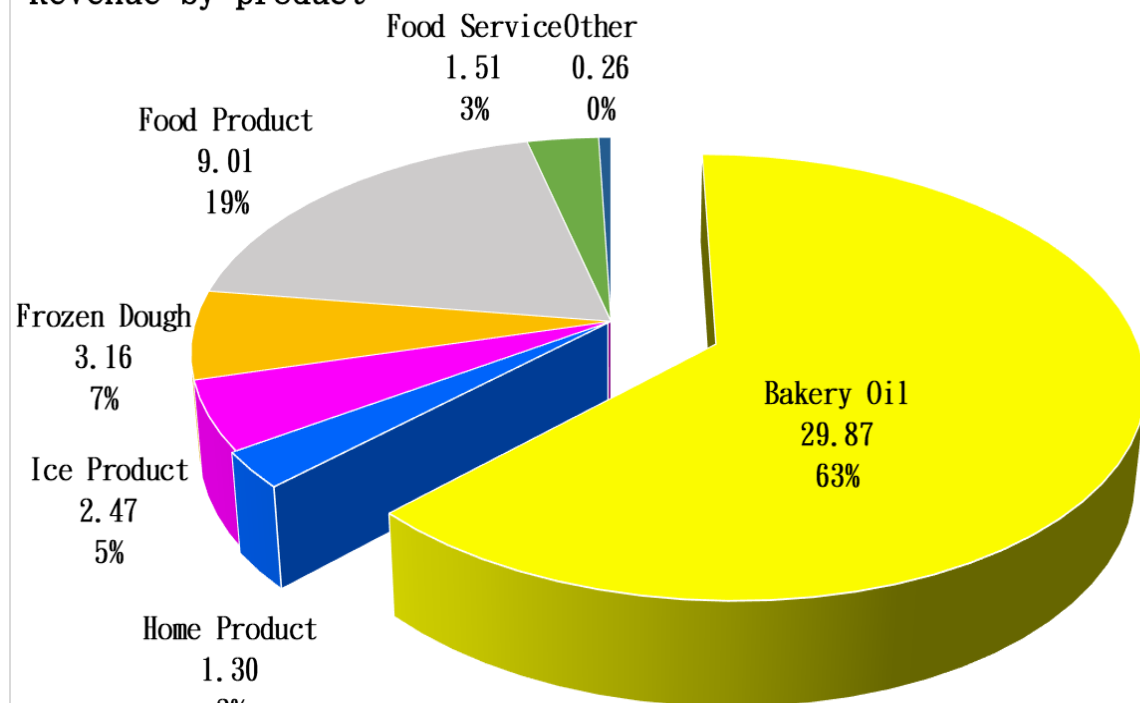
Business Highlight - 2021 YTD revenue



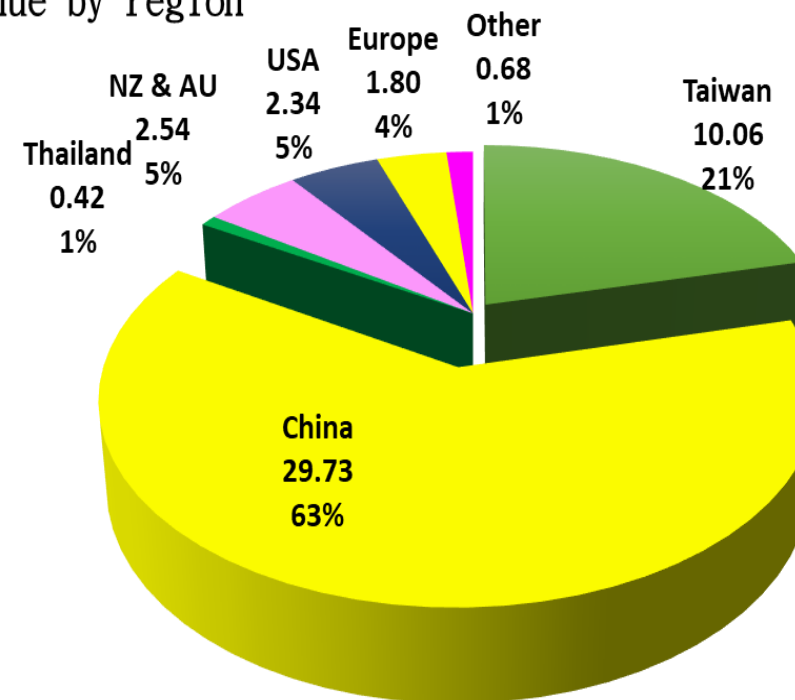
Unit: NTD 100M

Business Highlight - Q1-2022 YTD revenue

Revenue by product



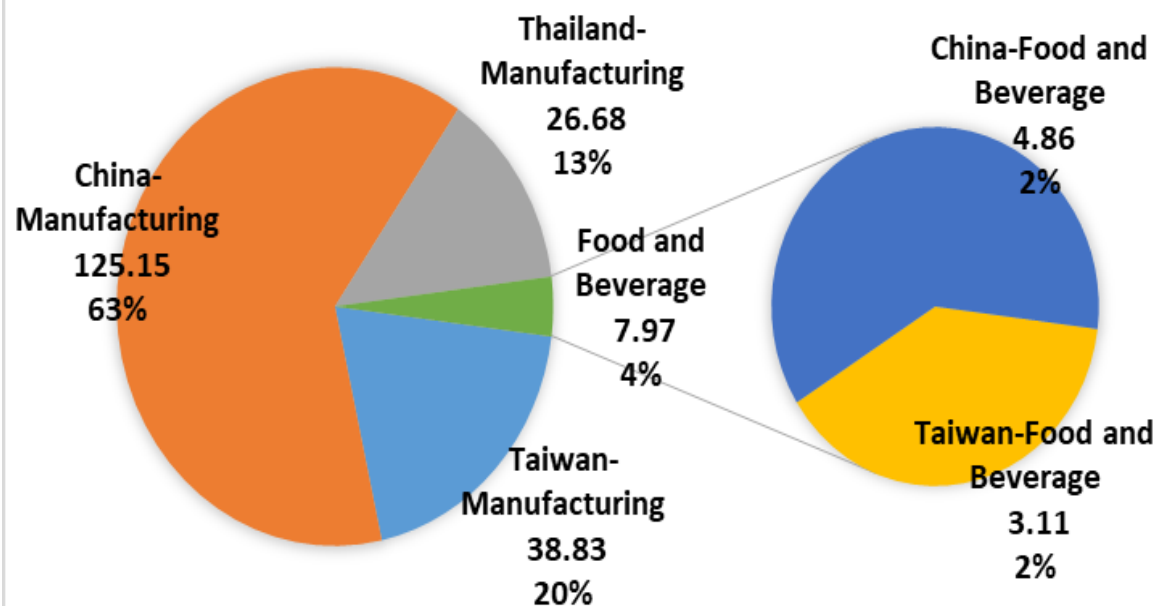
Revenue by region



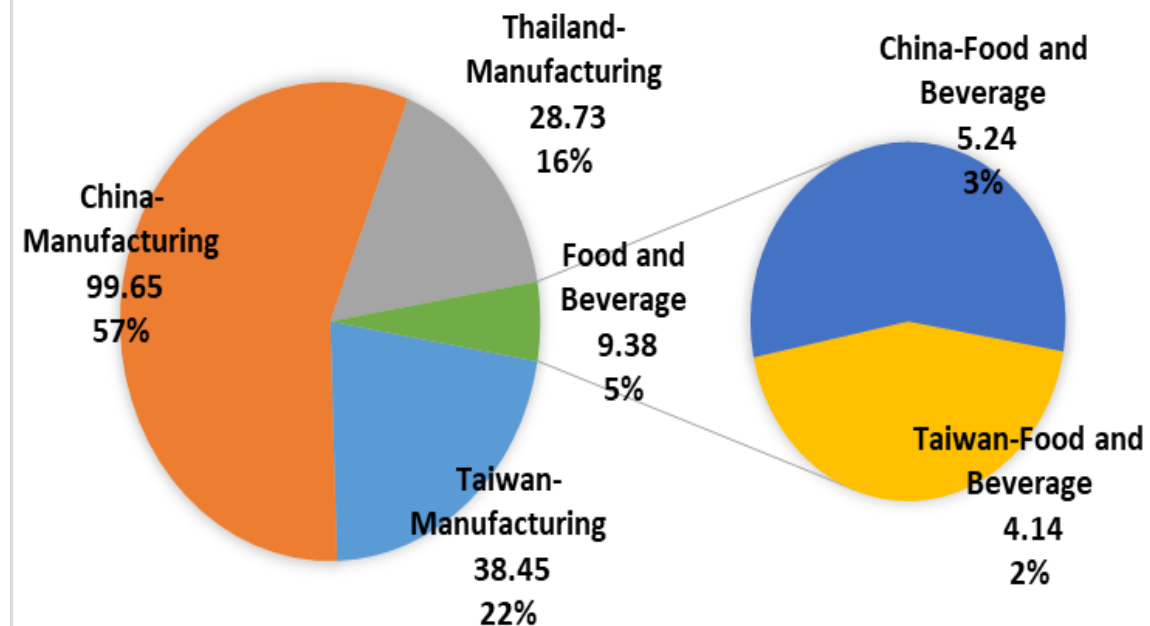
Unit: NTD 100M

Business Highlight- 2021 VS 2020 YTD revenue

2021 YTD revenue by manufacture territory



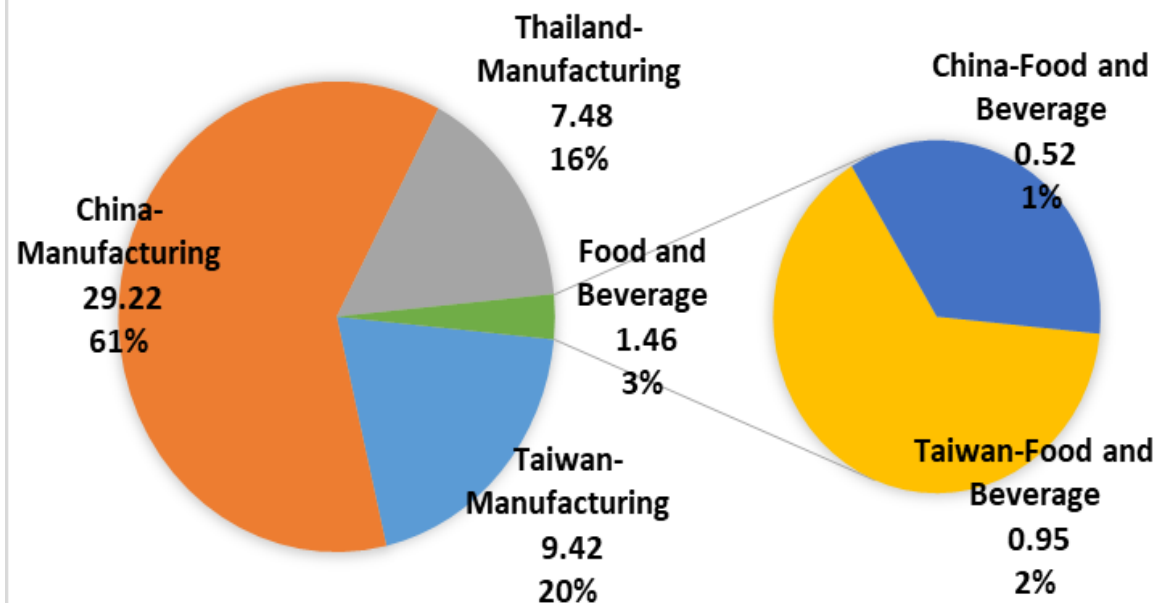
2020 YTD revenue by manufacture territory



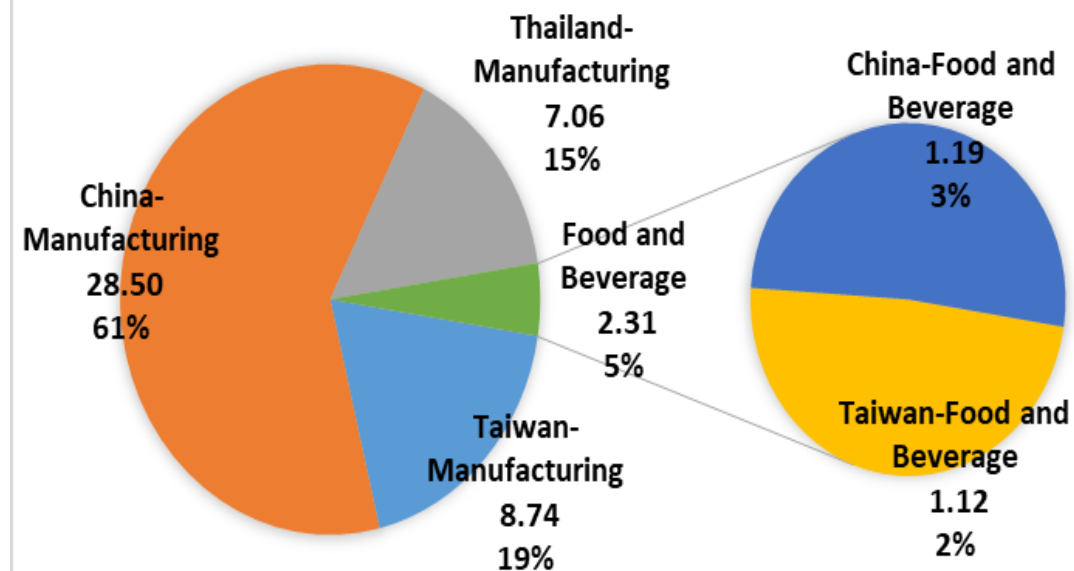
Unit: NTD 100M

Business Highlight- Q1-2022 VS 2021 YTD revenue

Q1-2022 YTD revenue by manufacture territory



Q1-2021 YTD revenue by manufacture territory



Unit: NTD 100M

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Taiwan Oil & Fat

- Added the elements of food and beverage into the bakery application, and promoted bakery products new style to be as main meals and provided to meet customers' delicious and convenient expectations. Understood the changes of Taiwan's Baking Industry in the post epidemic era, customers like to buy bread in their community bakery store. Product capability is the key to attract customers to increase added value.

Dairy products

- In addition to existing customers, develop strategic OEM and ODM products. Work with internationally and locally known brands in sales to help increase brand value (Godiva and Lipton). Export to USA、Hong Kong、Macau and South Korea to increase sale volume in winter.

Home products

- Cooperate with probiotics (益菌の革命 TripleProbio) developed by TCI Co., Ltd.(大江生醫集團) to launch the new product(益生菌高效抗菌洗衣液體皂) to decrease the bad microbiota for a long time and protect the clothing fibers. Launch 「皂力淨洗衣液體皂」 to attain multiple effects 「clean + anti-bacteria + anti-mildew + mite-proof + hyposensitivity」, recommended by Panasonic.

Thailand Namchow

- The all new production capacity was set to manufacture rice cracker and the sales reached record high in 2020. The first stage goes into full production and the second stage will be all in place and will be in production second half of the year.

China Oil & Fat

- On May 18, Namchow Food Group (Shanghai) issued A-shares in Shanghai. The issue price was RMB 16.98 and the IPO funding was RMB 1.07 billion(NTD 4.6 billion). The funding will be used in the new equipment and technical development in Shanghai factory, Tenjin factory and Guangzhou factory, cold chain storage, R&D center, call centers and the information system upgrading program.

Q & A