



Security code : 1702

Namchow Holdings Co., Ltd.

2023 Q3 Investor Conference

Kevin Lee
Nov. 29, 2023



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**
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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

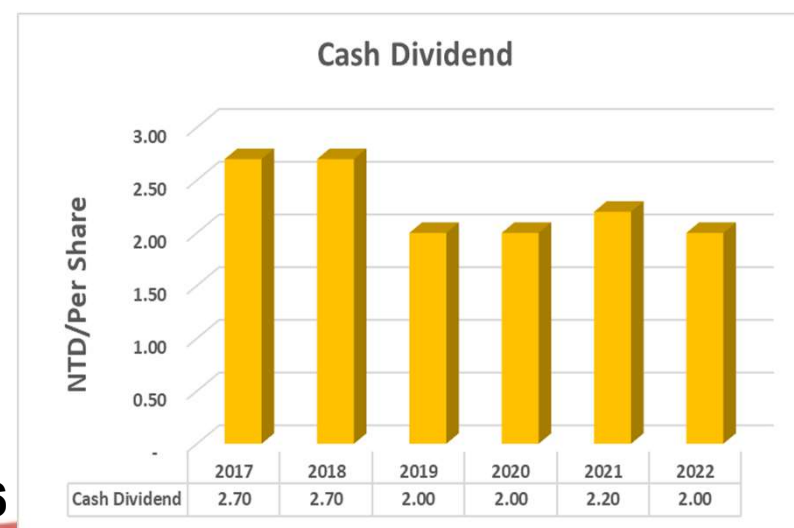
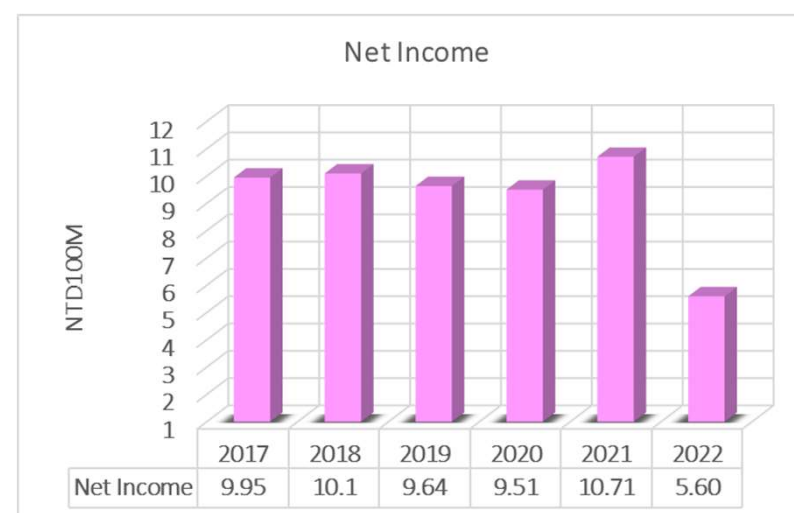
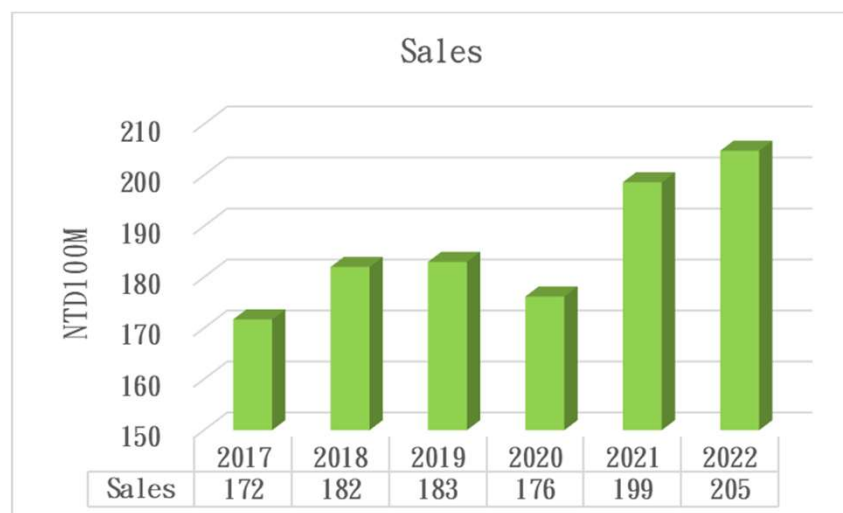
Plant locations : Taoyuan Factory 、 Chungli factory 、 Tainan factory 、 Thailand factory 、 Tenjin factory 、 Guangzhou factory 、 Jinshan Shanghai (1st&2nd)

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

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Review of Operations

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Business Highlight-Consolidated Balance Sheets

Unit:NTD'000

	2023.9.30		2022.12.31		2022.9.30	
	amount	%	amount	%	amount	%
Current Assets	16,131,904	53%	17,185,495	56%	16,954,895	56%
Non-Current Assets	14,511,596	47%	13,278,287	44%	13,262,904	44%
Total Assets	30,643,500	100%	30,463,782	100%	30,217,799	100%
Current Liabilities	8,491,598	28%	7,595,803	25%	8,485,324	28%
Non-Current Liabilities	9,744,844	32%	10,488,006	34%	9,505,822	31%
Total Liabilities	18,236,442	60%	18,083,809	59%	17,991,146	60%
Stockholders' equity	12,407,058	40%	12,379,973	41%	12,226,653	40%
Total Liabilities and Equity	30,643,500	100%	30,463,782	100%	30,217,799	100%



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Business Highlight-Consolidated Income Statement(1/2)

Unit:NTD'000	Q3-2023	Q3-2022	YoY(%)	Q3-2023 YTD	Q3-2022 YTD	YoY(%)
Revenue	5,810,068	5,054,272	15.0%	16,799,390	14,961,833	12.3%
Operating costs	4,072,440	3,806,398	7.0%	12,132,866	10,924,436	11.1%
Gross profit	1,737,628	1,247,874	39.2%	4,666,524	4,037,397	15.6%
%	29.91%	24.69%	5.2%	27.78%	26.98%	0.8%
Operating expenses	1,316,606	1,137,622	15.7%	3,654,698	3,328,790	9.8%
Operating profit	421,022	110,252	281.9%	1,011,826	708,607	42.8%
%	7.25%	2.18%	5.1%	6.02%	4.74%	1.3%
non-operating income and expenses	31,384	36,176	-13.2%	146,344	155,168	-5.7%
Net income before tax	452,406	146,428	209.0%	1,158,170	863,775	34.1%
income tax expense	145,550	39,941	264.4%	394,906	307,679	28.4%
Net income	306,856	106,487	188.2%	763,264	556,096	37.3%
%	5.28%	2.11%	3.2%	4.54%	3.72%	0.8%
Net income attributable to Shareholders of the parent	279,029	98,776	182.5%	653,939	447,322	46.2%
EPS(NTD/per share)	\$1.12	\$0.40	\$0.73	\$2.64	\$1.80	\$0.83

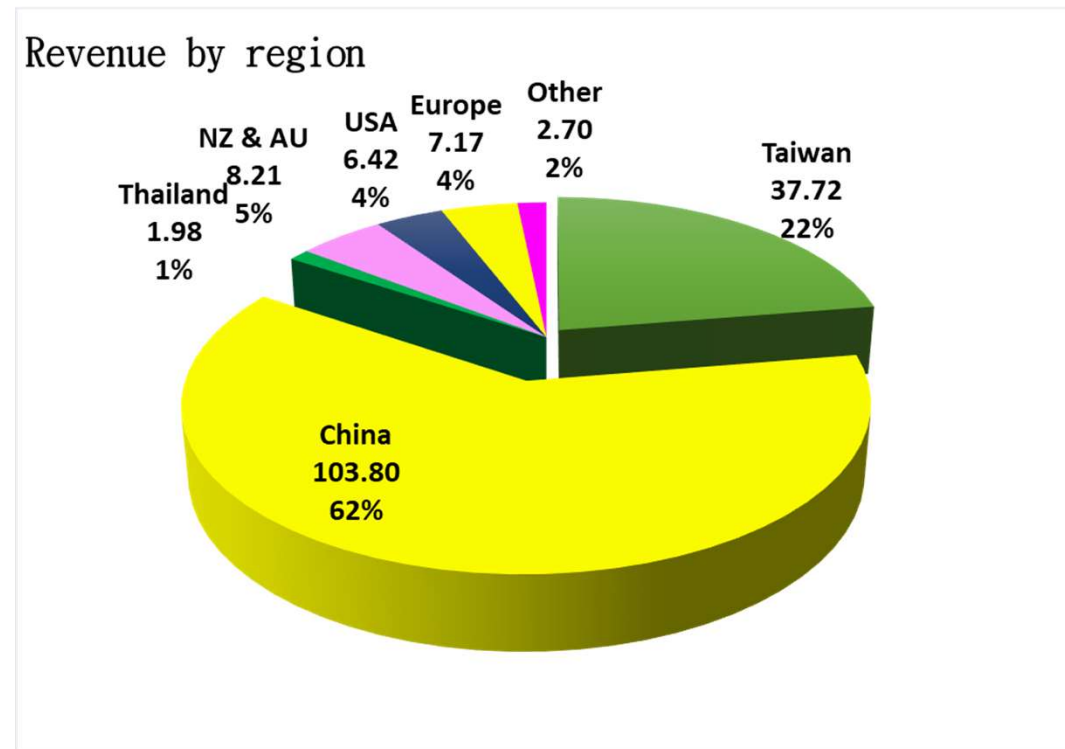
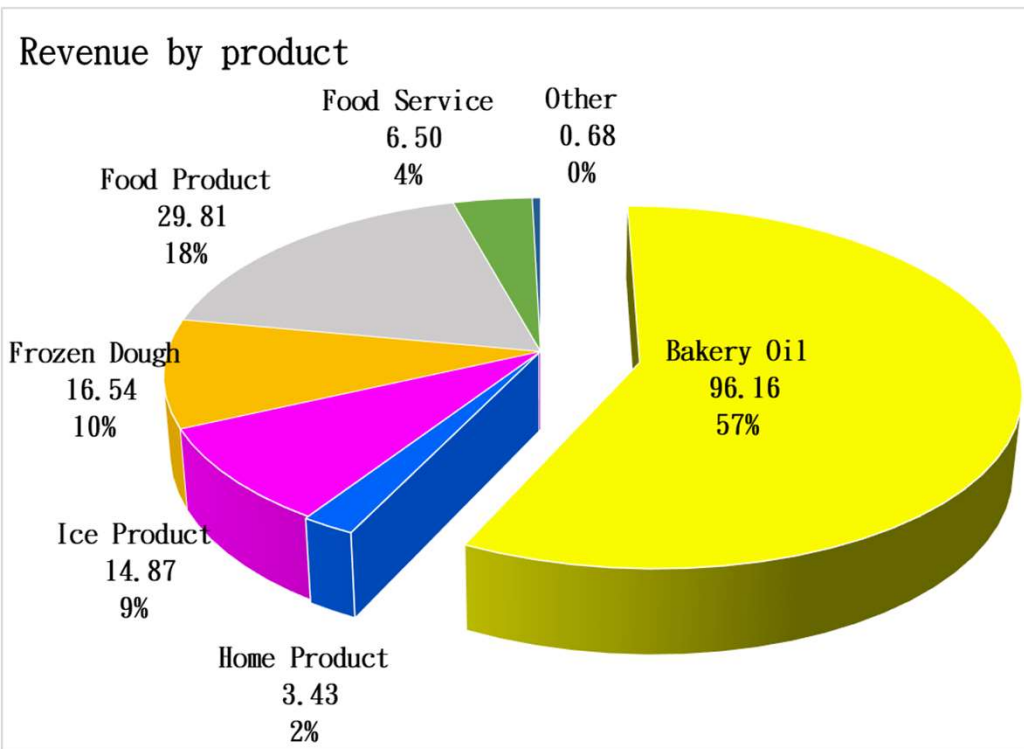


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Business Highlight-Consolidated Income Statement(2/2)

Unit:NTD'000	Q3-2023 YTD	Q3-2022 YTD	YoY(%)	Oct-2023 YTD (Non-audit)	Oct-2022 YTD (Non-audit)	YoY(%)
Revenue	16,799,390	14,961,833	12.3%	18,608,214	16,682,359	11.5%
Operating costs	12,132,866	10,924,436	11.1%	13,398,645	12,268,571	9.2%
Gross profit	4,666,524	4,037,397	15.6%	5,209,569	4,413,788	18.0%
%	27.78%	26.98%	0.8%	28.00%	26.46%	1.5%
Operating expenses	3,654,698	3,328,790	9.8%	4,044,299	3,678,207	10.0%
Operating profit	1,011,826	708,607	42.8%	1,165,270	735,581	58.4%
%	6.02%	4.74%	1.3%	6.26%	4.41%	1.9%
non-operating income and expenses	146,344	155,168	-5.7%	149,345	163,890	-8.9%
Net income before tax	1,158,170	863,775	34.1%	1,314,615	899,471	46.2%
income tax expense	394,906	307,679	28.4%	455,398	327,929	38.9%
Net income	763,264	556,096	37.3%	859,217	571,542	50.3%
%	4.54%	3.72%	0.8%	4.62%	3.43%	1.2%
Net income attributable to Shareholders of the parent	653,939	447,322	46.2%	733,780	459,575	59.7%
EPS(NTD/per share)	\$2.64	\$1.80	\$0.83	\$2.96	\$1.85	\$1.11

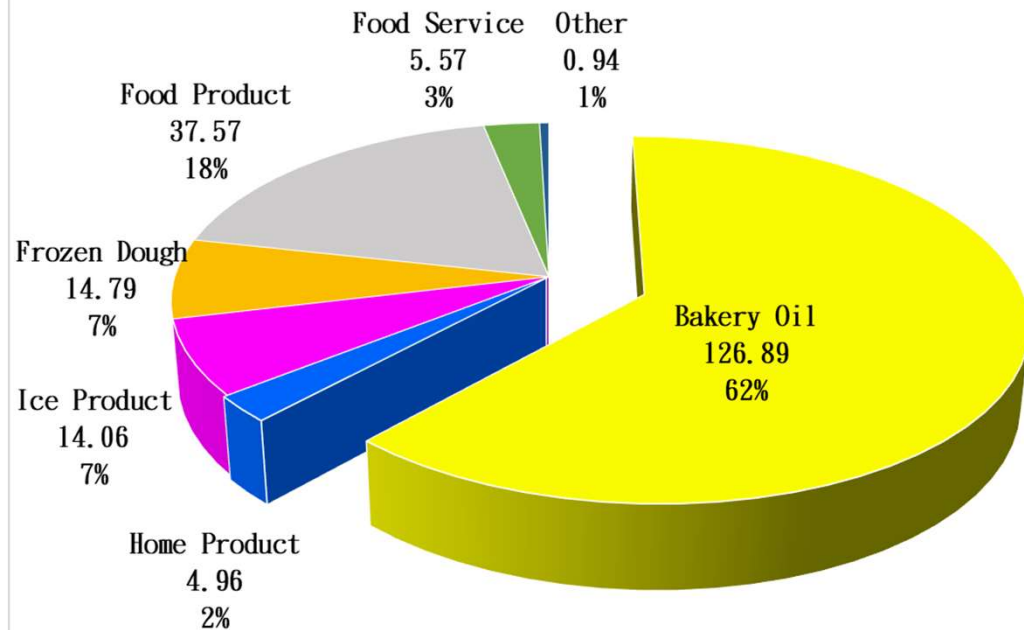
Business Highlight - Q3 2023 YTD Revenue



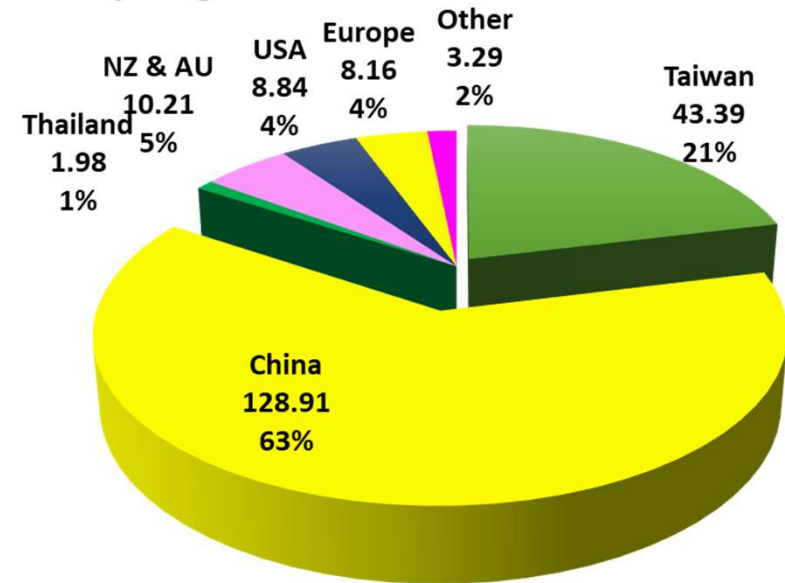
Unit: NTD 100M

Business Highlight - 2022 YTD Revenue

Revenue by product



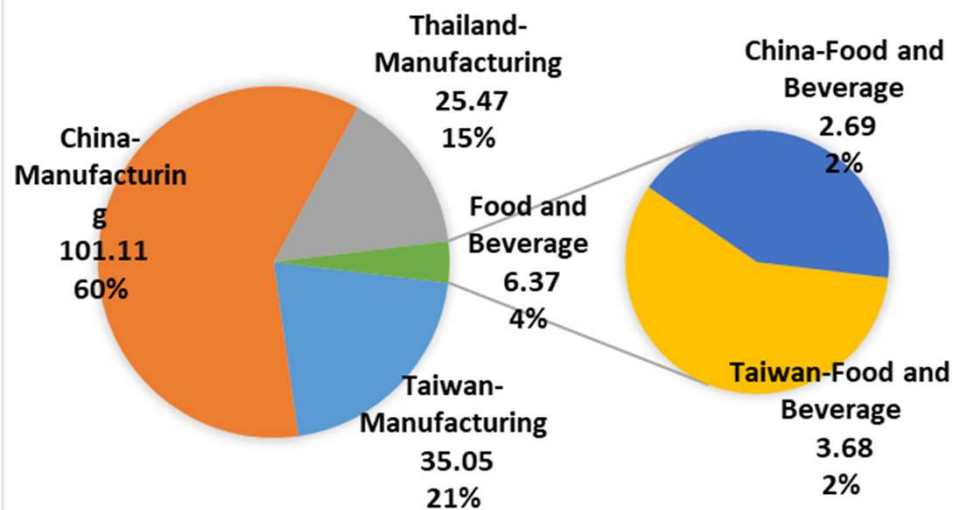
Revenue by region



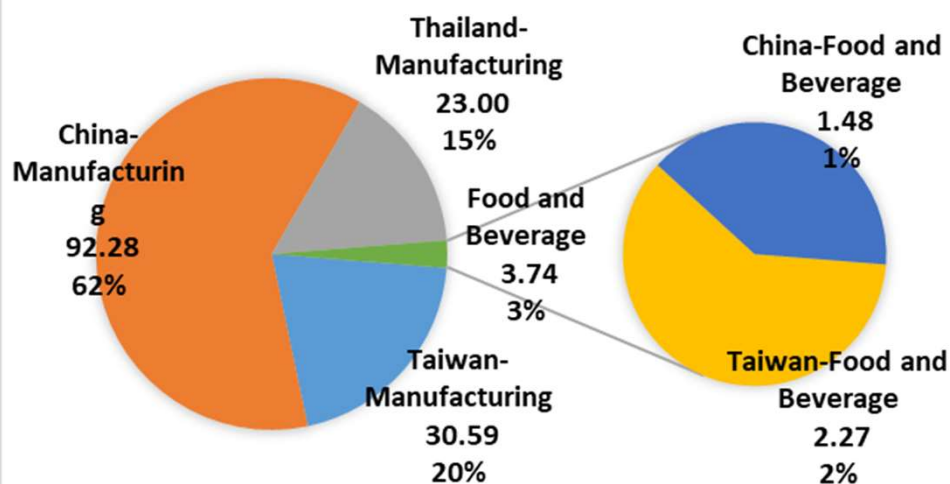
Unit: NTD 100M

Business Highlight- 2023 VS 2022 YTD Revenue

Q3-2023 YTD revenue by manufacture territory

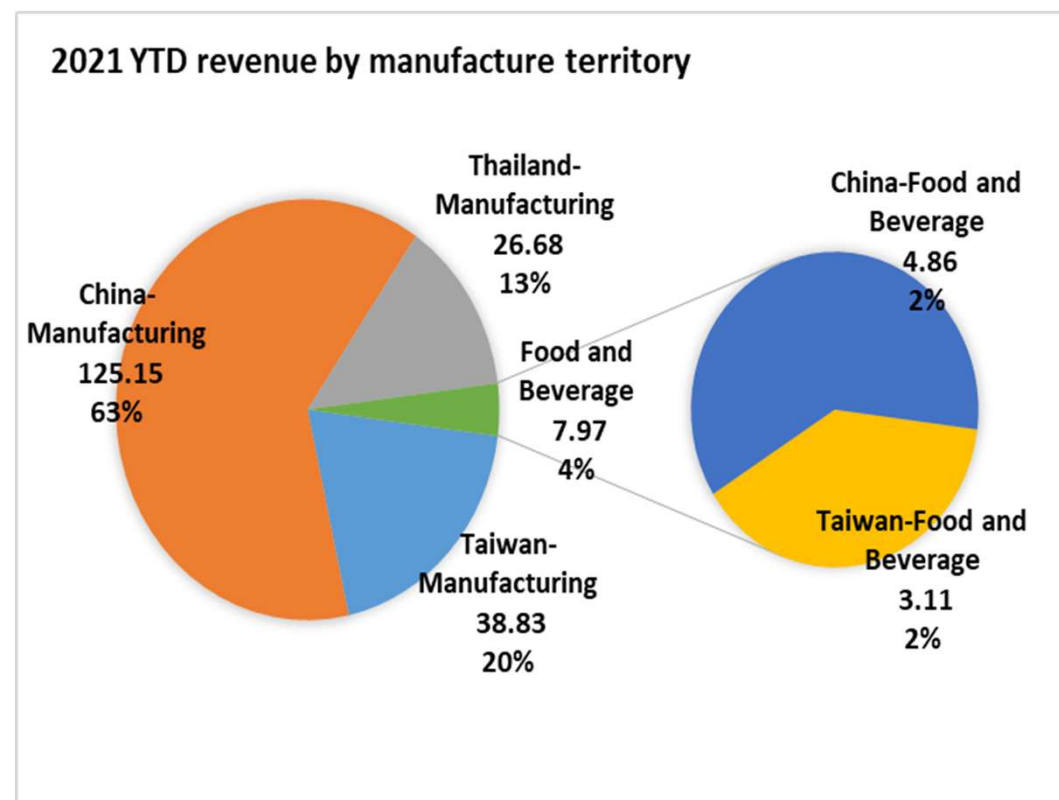
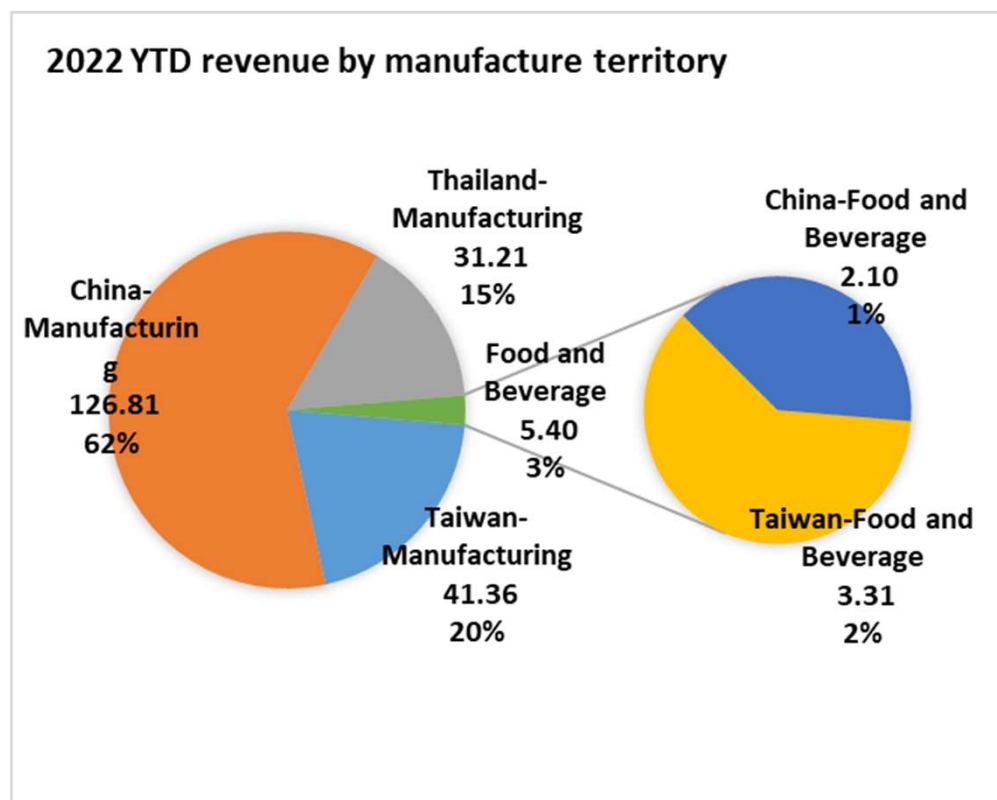


Q3-2022 YTD revenue by manufacture territory



Unit: NTD 100M

Business Highlight- 2022 VS 2021 YTD Revenue



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.

Soap

- Added probiotics, skin-friendly and moisturizing, to help skin maintain health. Naturally sourced ingredients to develop the most suitable formula for exclusive skin cleansing. No artificial flavors and pigments are added, the production process is rigorous, the soap body is solid and Q bombs are not easy to fester, and it is easy to use and durable. Make bathing a healing time.

Business Outlook

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. OEM for FamilyMart sales of ice cream, boosting revenue growth.

Home Products

- Crystal series products newly launch "Indoor Drying Antibacterial and Anti-Mold Laundry Liquid Soap", which is specially developed for indoor drying. It cleans, antibacterial and deodorizes, ending all the worries of indoor drying. Grapefruit seed extract, powerful antibacterial, SGS certified to effectively inhibit 9 major bacteria up to 99.9%

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Business Outlook

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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 goes into full production second half of the year in 2022.
- In the second phase of the new line expansion plan, rice cracker will add new lines, which will add sales.

China Oil & Fat

- Namchow Food Group (Shanghai) Co., Ltd., approved by the board of directors on August 9, 2022, established a wholly-owned subsidiary Chongqing Namchow Food Co., Ltd. in Chongqing, with an estimated investment amount of approximately RMB 480 million (NTD 2.1 billion), as the company's production base in the western mainland and Southeast Asian markets, it has become the fourth largest production base owned by Namchow Foods, and has built production workshops for the production and processing of whipped cream and frozen dough, R&D workshops and supporting facilities. equipment, to achieve production and supply nearby, and continue to improve the company's operating capabilities.

Q & A