

# **Namchow holdings Co., Ltd.**

## **2024 Q3 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 )

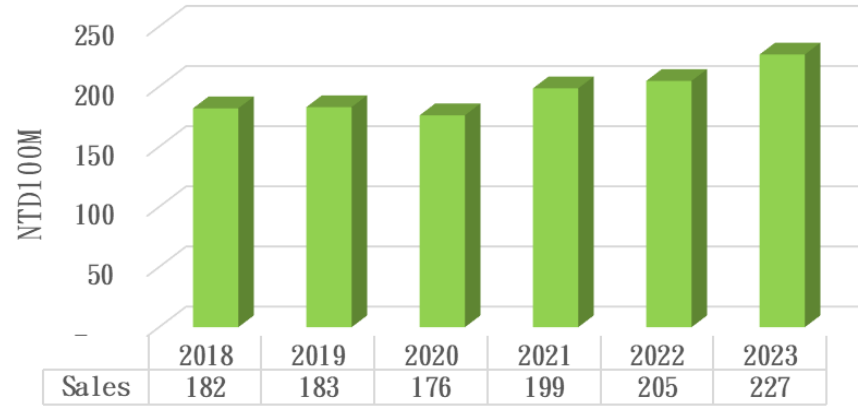
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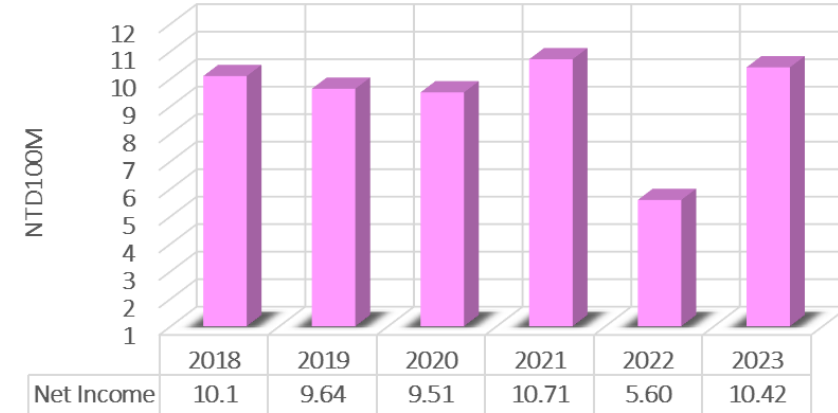
NAMCHOW

# Review of operations

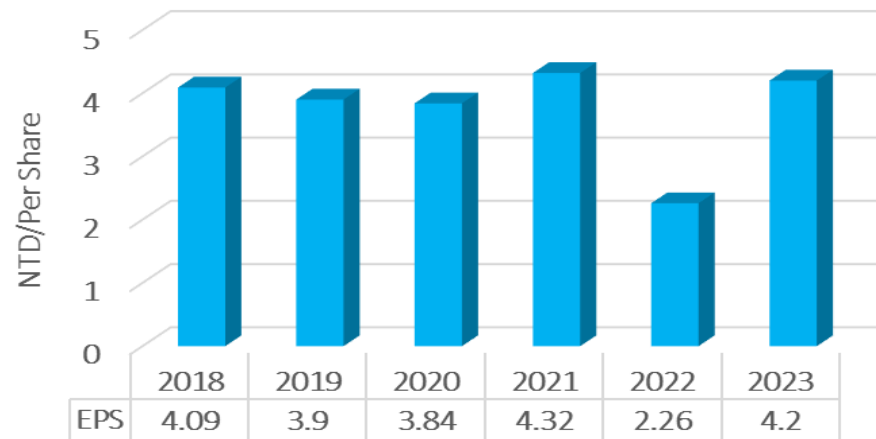
Sales



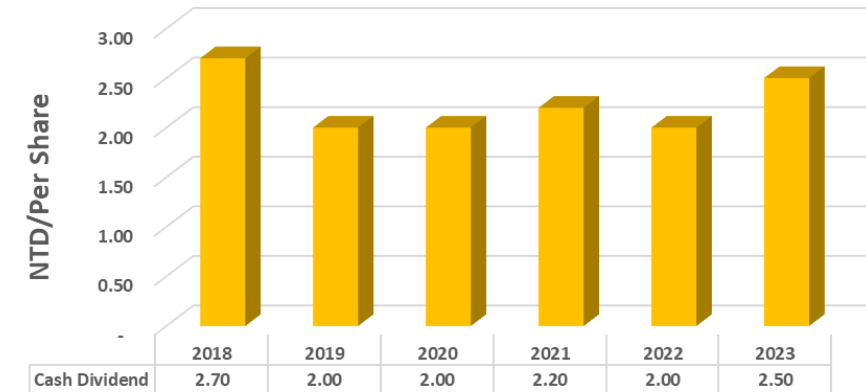
Net Income



EPS



Cash Dividend



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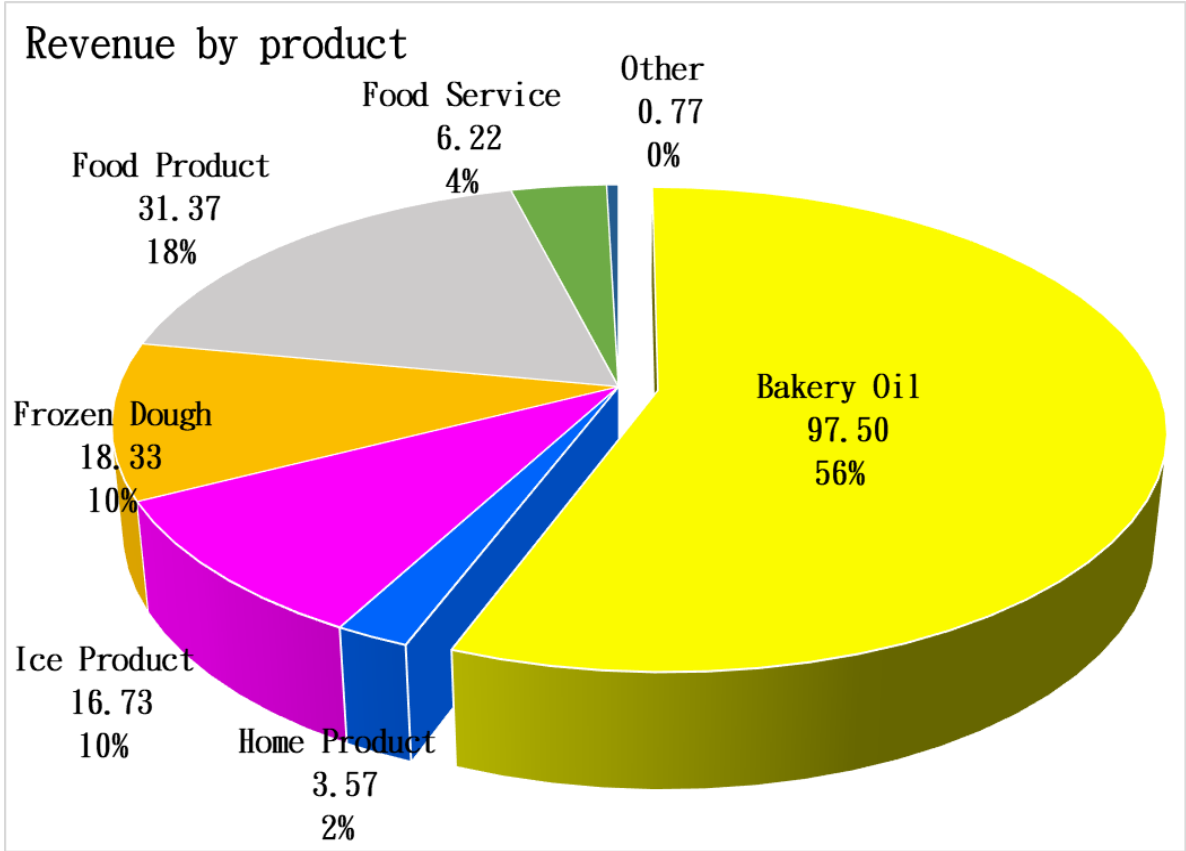
## Business Highlight-Consolidated Balance Sheets

	2024.9.30		2023.12.31		2023.9.30	
Unit: NTD'000	金額	%	金額	%	金額	%
CurrentAssets	16,996,058	51%	15,643,850	52%	16,131,904	53%
Non-CurrentAssets	16,320,044	49%	14,637,122	48%	14,511,596	47%
<b>Total Assets</b>	<b>33,316,102</b>	<b>100%</b>	<b>30,280,972</b>	<b>100%</b>	<b>30,643,500</b>	<b>100%</b>
CurrentLiabilities	8,995,047	27%	8,595,754	28%	8,491,598	28%
Non-CurrentLiabilities	9,653,561	29%	9,144,285	30%	9,744,844	32%
<b>Total Liabilities</b>	<b>18,648,608</b>	<b>56%</b>	<b>17,740,039</b>	<b>59%</b>	<b>18,236,442</b>	<b>60%</b>
Stockholders' equity	14,667,494	44%	12,540,933	41%	12,407,058	40%
<b>Total Liabilities and Equity</b>	<b>33,316,102</b>	<b>100%</b>	<b>30,280,972</b>	<b>100%</b>	<b>30,643,500</b>	<b>100%</b>

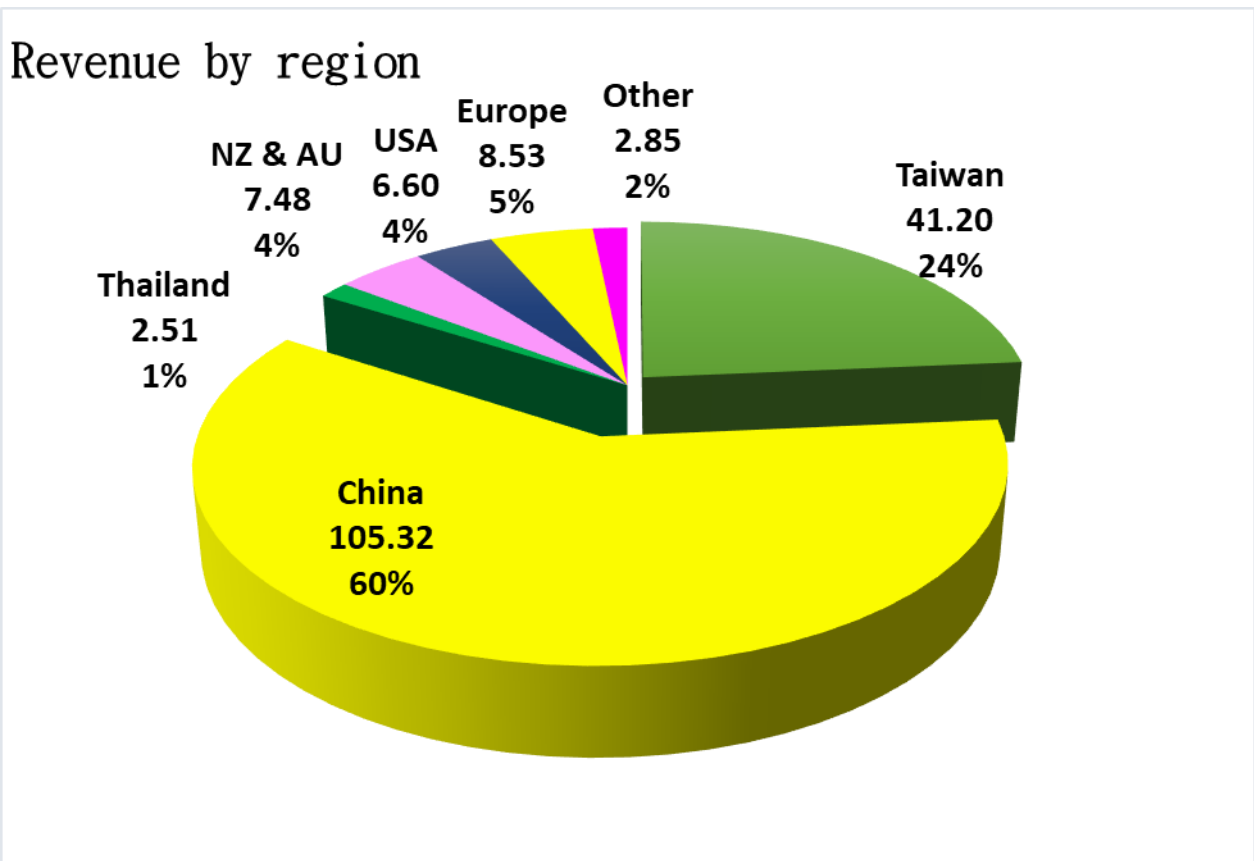
## Business Highlight-Consolidated Income Statement

Unit: NTD'000	Q3-2024	Q3-2023	YoY(%)	Q3-2024YTD	Q3-2023YTD	YoY(%)
Revenue	5,989,842	5,810,068	3.09%	17,448,936	16,799,390	3.87%
Operating costs	4,335,331	4,072,440	6.46%	12,259,465	12,132,866	1.04%
<b>Gross profit</b>	<b>1,654,511</b>	<b>1,737,628</b>	<b>-4.78%</b>	<b>5,189,471</b>	<b>4,666,524</b>	<b>11.21%</b>
%	27.62%	29.91%	-7.64%	29.74%	27.78%	7.07%
Operating expenses	1,344,762	1,316,606	2.14%	3,960,686	3,654,698	8.37%
Operating profit	<b>309,749</b>	<b>421,022</b>	<b>-26.43%</b>	<b>1,228,785</b>	<b>1,011,826</b>	<b>21.44%</b>
%	5.17%	7.25%	-28.64%	7.04%	6.02%	16.92%
non-operating income and expenses	(58,194)	31,384	-285.43%	102,703	146,344	-29.82%
<b>Net income before tax</b>	<b>251,555</b>	<b>452,406</b>	<b>-44.40%</b>	<b>1,331,488</b>	<b>1,158,170</b>	<b>14.96%</b>
income tax expense	85,184	145,550	-41.47%	428,339	394,906	8.47%
<b>Net income</b>	<b>166,371</b>	<b>306,856</b>	<b>-45.78%</b>	<b>903,149</b>	<b>763,264</b>	<b>18.33%</b>
%	2.78%	5.28%	-47.41%	5.18%	4.54%	13.92%
Net income attributable to Shareholders of the parent	141,991	279,029	-49.11%	771,490	653,939	17.98%
EPS(NTD/per share)	\$0.57	\$1.12	(\$0.55)	\$3.11	\$2.64	\$0.47

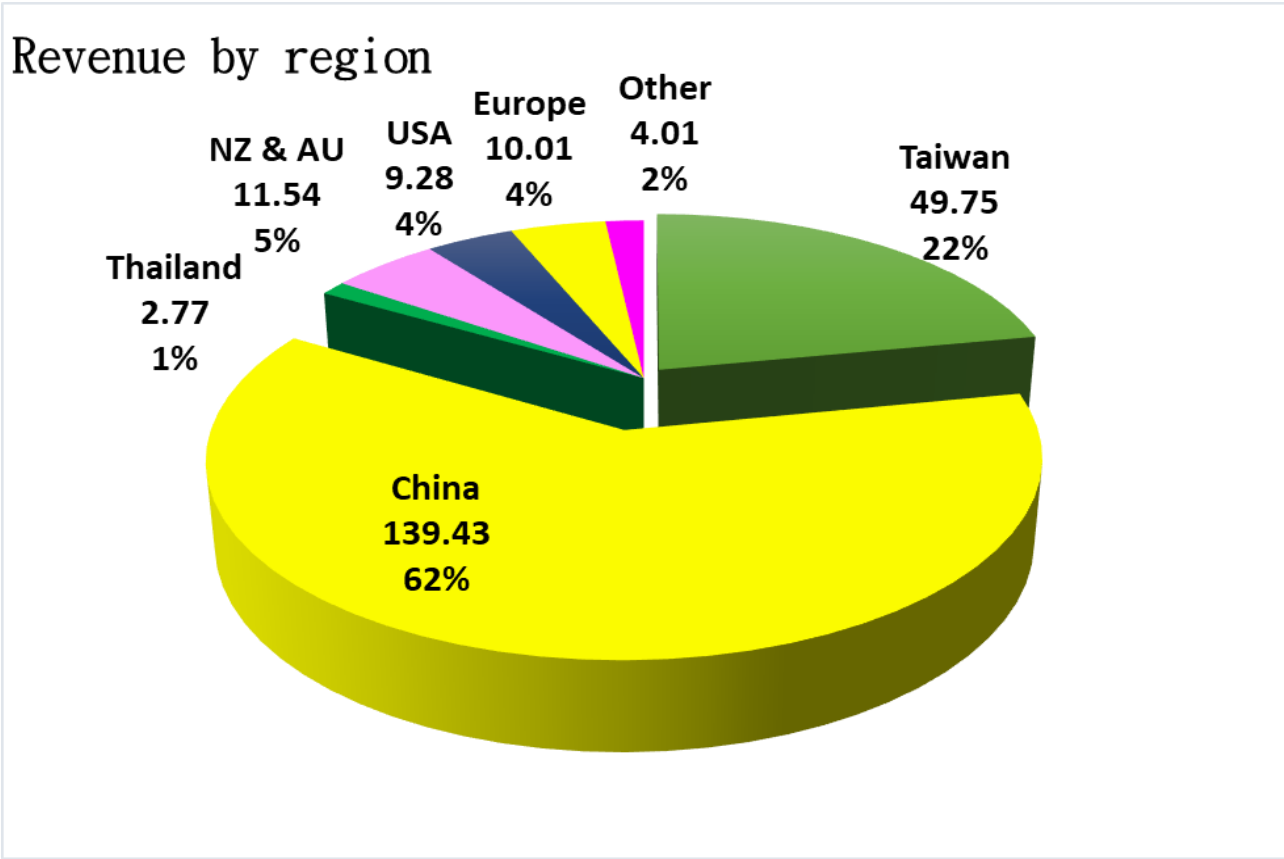
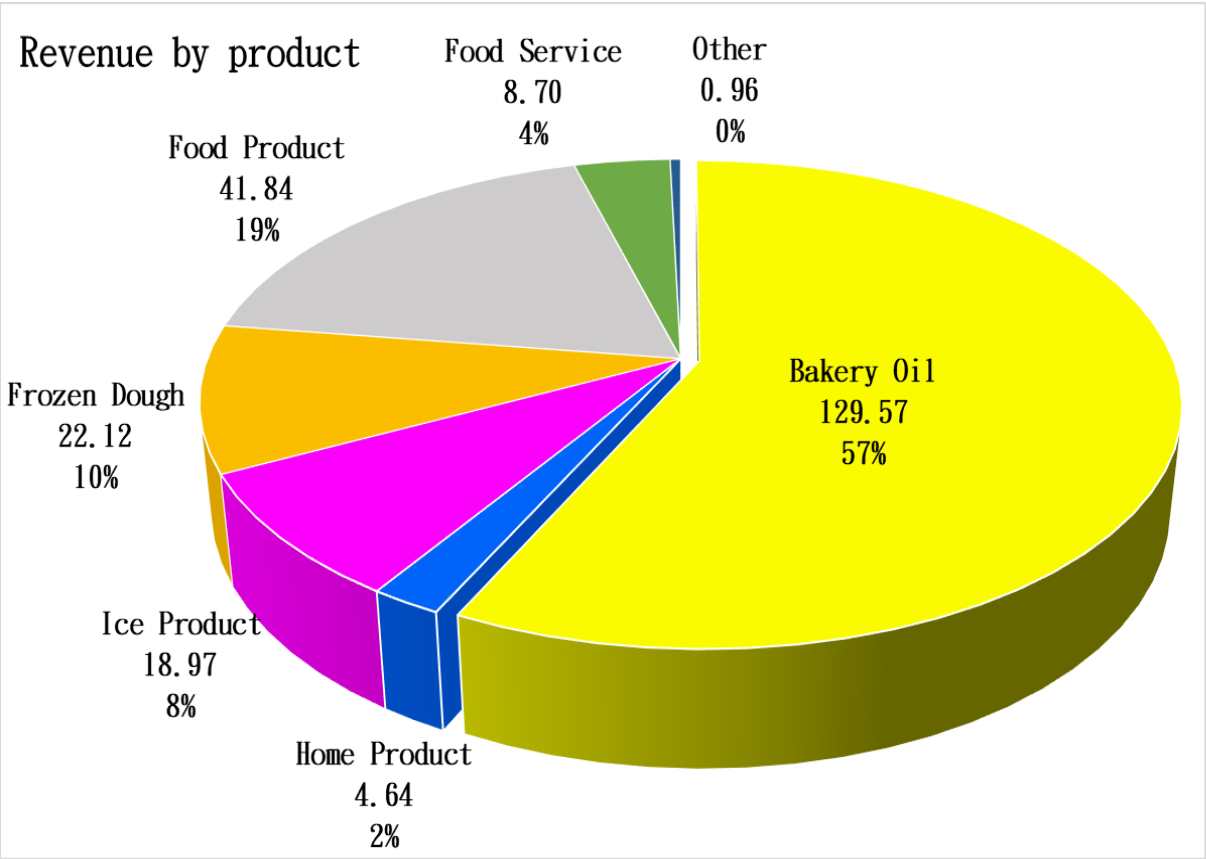
# Business Highlight - Q3 2024 YTD Revenue



Unit: NTD 100M



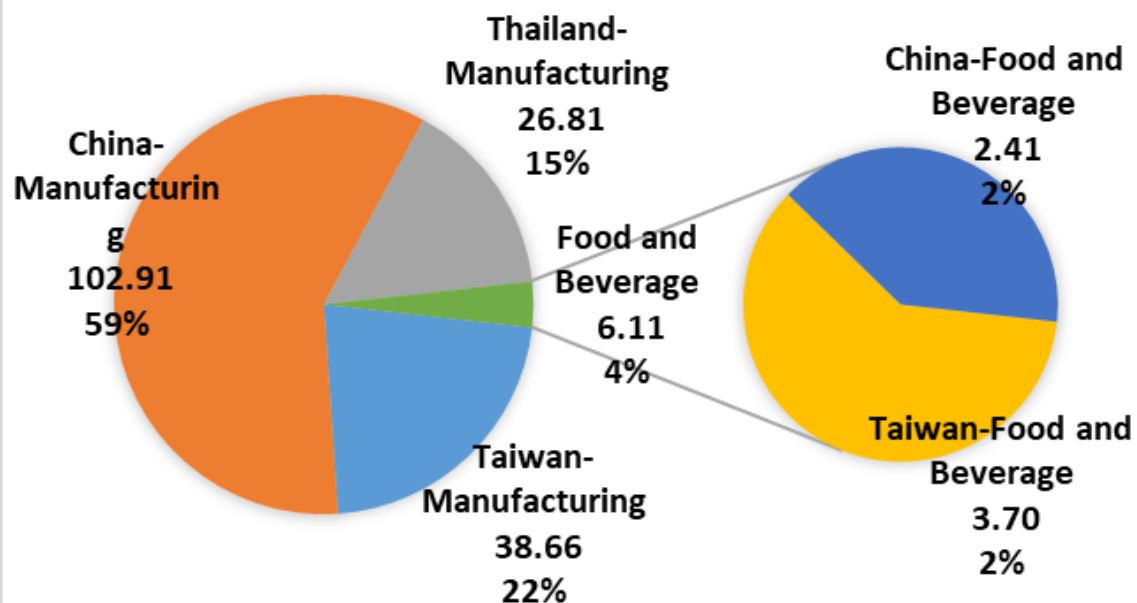
# Business Highlight – 2023 YTD revenue



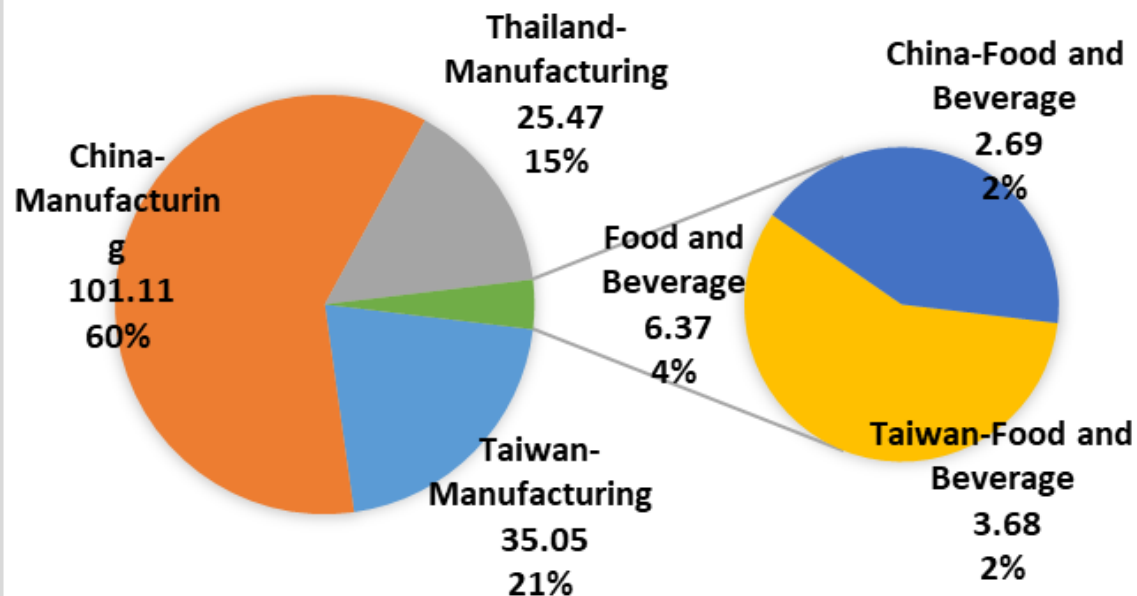
Unit: NTD 100M

## Business Highlight- Q3-2024 VS Q3-2023 YTD Revenue

Q3-2024 YTD revenue by manufacture

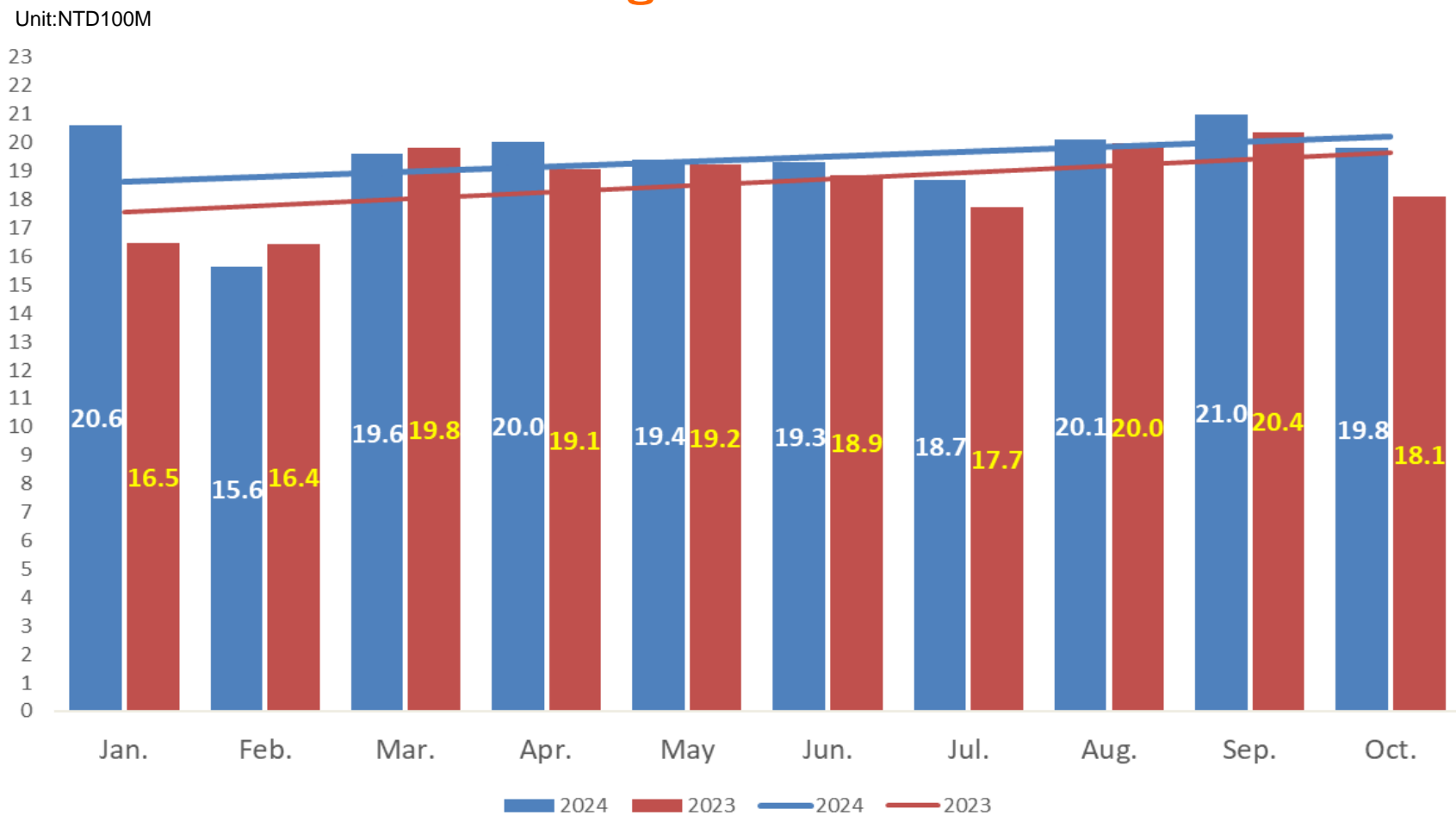


Q3-2023 YTD revenue by manufacture territory



Unit: NTD 100M

## Monthly consolidated revenue analysis in 2024 – cumulative growth of 4.42%



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# Business Outlook

## Taiwan Oil & Fat

- With many years of intensive operation since 1971, we have developed hundreds of baking grease products, and customized various special greases with professional process technology to meet the needs of different industries. In 1991, we have invested in the frozen dough business to this day to meet the needs of the consumer market. As a development center, we use professional technology to build a complete and diverse product line. Through consultative marketing services, technical services and baking education and training, we help baking industry establish a deep foundation, enhance baking competitiveness, and become the best and most loyal partner of baking customers.

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## 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). Ice dessert strategy , export to USA 、 Hong Kong 、 Macau and South Korea to increase sale volume in winter. OEM for Family Mart sales of ice cream, boosting revenue growth.

The Board of Directors approved the proposed submission of the subsidiary, Lucky Royal Co., Ltd. Application for listing (over-the-counter) in the domestic securities market and has applied submitted in October.

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## Home products

- Continue to launch a new product in the crystal series "Six-in-one Enzyme Collar Essence", an original soap + six-in-one enzyme formula, which can effectively remove all kinds of stubborn stains with micron cleansing foam, without adding nonylphenol surfactants and fluorescent whitening agents, increasing Grapefruit fruity and fresh lemon scent styles to increase market share.



## 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. Provide new momentum for the company's operation in 2023.
- The second phase of the new factory is expected to be completed and opened in the first quarter of 2025. In the future, it will produce baby rice crackers, bakery products, etc. to increase production capacity and product upgrades.
- After the completion of the second phase of the Thailand factory, Nan Chiau Group will lay out the third phase of investment and expansion plan to continue to expand production capacity.

## 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. It is expected to be completed and put into production in 2026; it also plans to add a second frozen dough production line at the Guangzhou factory to continue to improve the company's operating capabilities.
- In addition, Namchow Group has recently actively explored Southeast Asia, first set up branches in Singapore/Bangkok/Hong Kong to actively expand abroad, and continues to be optimistic about mainland baking oils, planning to export mainland baking oils and fats to Southeast Asian markets and Hong Kong and Macao.

# Q & A