

Tsann Kuen Enterprise

2017 1H COMPANY PROFILE

SEP. , 2017



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Milestone

1978 Tsann Kuen Enterprise Co. Established

1988 Tsann Kuen China(Xiamen) Established

1990 3C Retail China Store started in Taiwan

1993 Tsann Kuen China listed in China B-class

1997 Tsann Kuen listed in Taiwan OTC

2001 Converted from OTC into major market

2002 3C Retail reaching 100 stores in Taiwan

2003 Acquired START TRAVEL

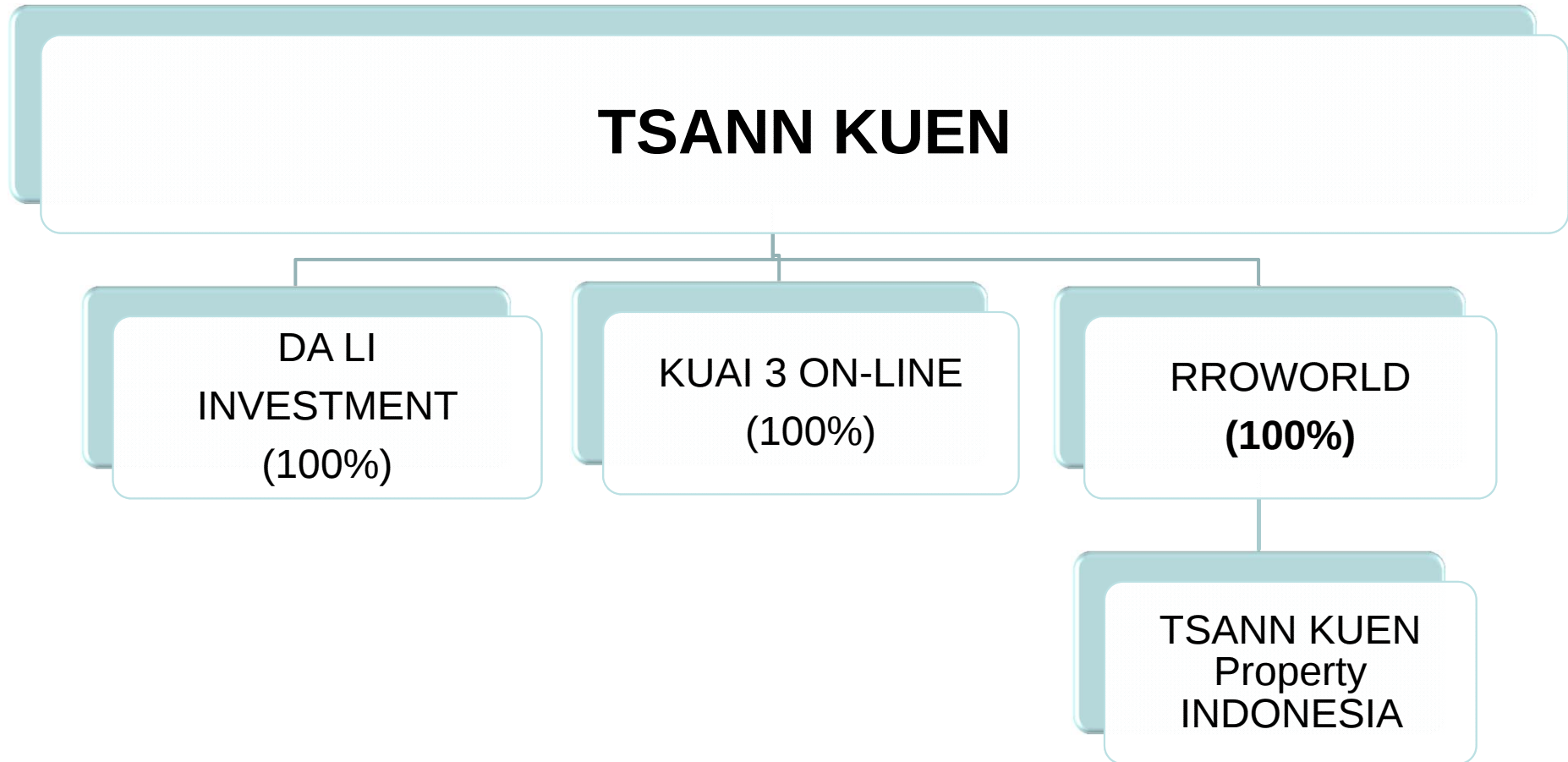
2009 Spin-Off Long-Term Investment business

2011 Establish Indonesia 3C

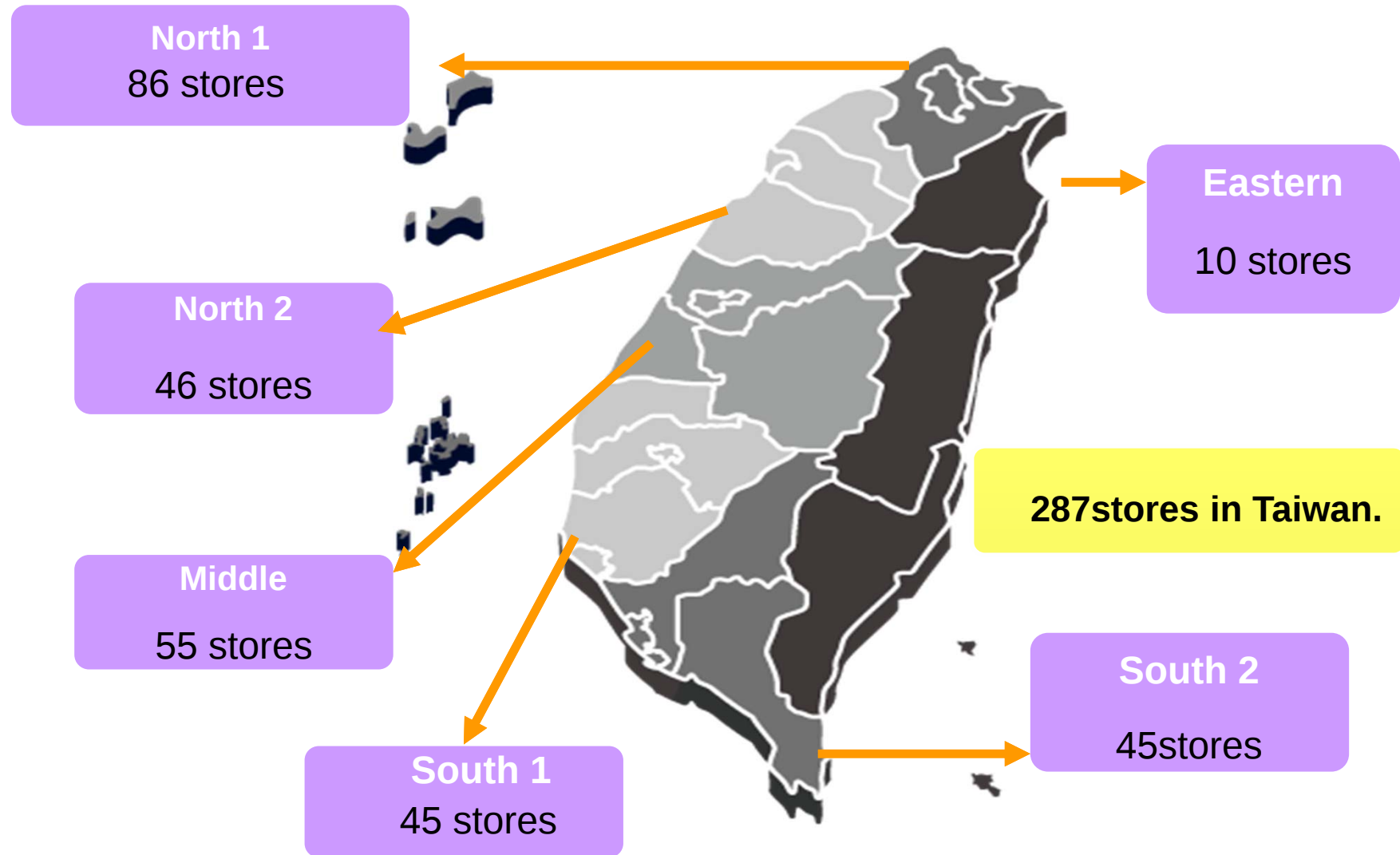
2012 Acquired AURORA TELCOM

2016 Spin-Off on line shopping and logistic department

Organization Structure



2017 1H Store Number



2016 V 2015 Income Statement

<u>UNIT : NTD\$ Mn</u>	<u>Auditing</u>		<u>Auditing</u>		
	<u>2016</u>		<u>2015</u>		<u>YoY</u>
	<u>Amount</u>	<u>%</u>	<u>Amount</u>	<u>%</u>	
Net sales	22,167		22,980		(3.54%)
Total operating revenue	<u>22,167</u>	100.00%	<u>22,980</u>	100.00%	
Cost of goods sold	18,679	84.26%	19,443	84.61%	
Gross margin	<u>3,488</u>	15.74%	<u>3,537</u>	15.39%	(1.39%)
Total operating expenses	2,787	12.57%	3,025	13.16%	(7.87%)
Operating margin	<u>701</u>	3.16%	<u>512</u>	2.23%	36.91%
Total non-operating income	21	0.09%	34	0.15%	
Total non-operating expenses	128	0.58%	219	0.95%	
Net income before tax	<u>594</u>	2.68%	<u>327</u>	1.42%	81.65%
Income Tax	(129)		(62)		
Net income after tax	465	2.10%	265	1.15%	75.47%
EPS	<u>2.88</u>		<u>1.79</u>		

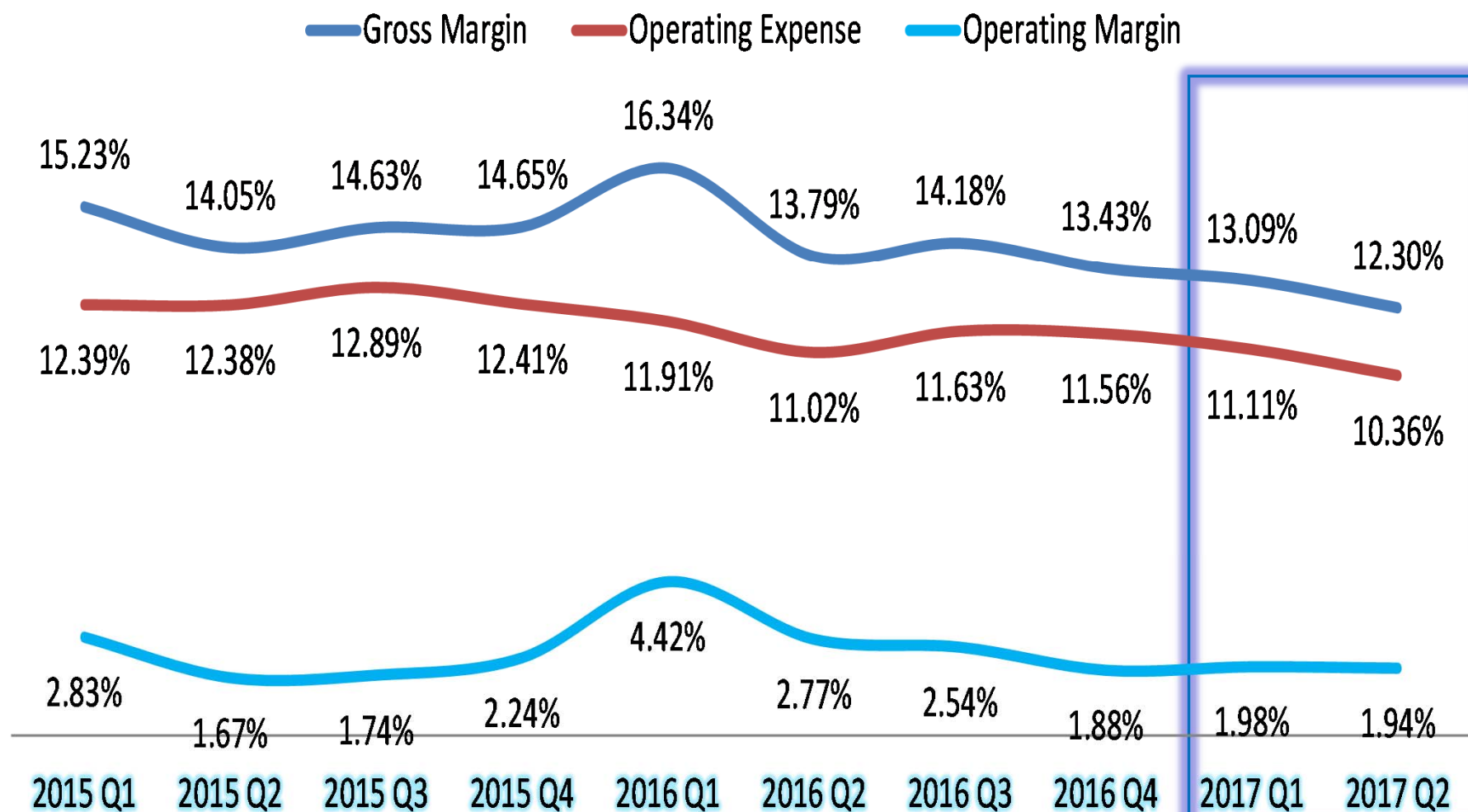
2017 1H V 2016 1H Income Statement

<u>UNIT : NTD\$ Mn</u>	<u>Review</u> <u>2017 H1</u>		<u>Review</u> <u>2016 H1</u>		
	<u>Amount</u>	<u>%</u>	<u>Amount</u>	<u>%</u>	<u>YoY</u>
Net sales	9,999		11,606		
Total operating revenue	<u>9,999</u>	100.00%	<u>11,606</u>	100.00%	(13.85%)
Cost of goods sold	8,465	84.66%	9,785	84.31%	
Gross margin	<u>1,534</u>	15.34%	<u>1,821</u>	15.69%	(15.76%)
Total operating expenses	1,297	12.97%	1,386	11.94%	(6.42%)
Operating margin	<u>237</u>	2.37%	<u>435</u>	3.75%	(45.52%)
Total non-operating income	18	0.18%	10	0.09%	
Total non-operating expenses	94	0.94%	83	0.72%	
Net income before tax	<u>161</u>	1.61%	<u>362</u>	3.12%	(55.52%)
Income Tax	(42)		(81)		
Net income after tax	119	1.19%	281	2.42%	(57.65%)
EPS	<u>0.72</u>		<u>1.77</u>		

2017 1H Balance Sheet

<u>UNIT : NTD\$ Mn</u>	<u>Review</u>		<u>Auditing</u>		
	<u>2017 JUN. 30</u>		<u>2016 JUN. 30</u>		
	<u>Amount</u>	<u>%</u>	<u>Amount</u>	<u>%</u>	<u>YoY</u>
Cash & Cash Equivaler	1,374	14%	1,948	19%	(29.47%)
Inventories	2,626	27%	2,962	29%	(11.34%)
<u>Current Asset</u>	<u>4,377</u>	46%	<u>5,220</u>	51%	(16.15%)
Fixed Asset	3,753	39%	3,541	34%	5.99%
<u>Totoal Assets</u>	<u>9,592</u>	100%	<u>10,281</u>	100%	(6.70%)
Account Payable	3,097	32%	3,748	36%	(17.37%)
<u>Currrent Liabilities</u>	<u>4,566</u>	48%	<u>5,253</u>	51%	(13.08%)
<u>Total Liabilities</u>	<u>5,012</u>	52%	<u>5,703</u>	55%	(12.12%)
<u>Stockholders' Equity</u>	<u>4,580</u>		<u>4,578</u>		0.04%

Gross & Operating Margin Performance



2017 1H Strong Sales Products

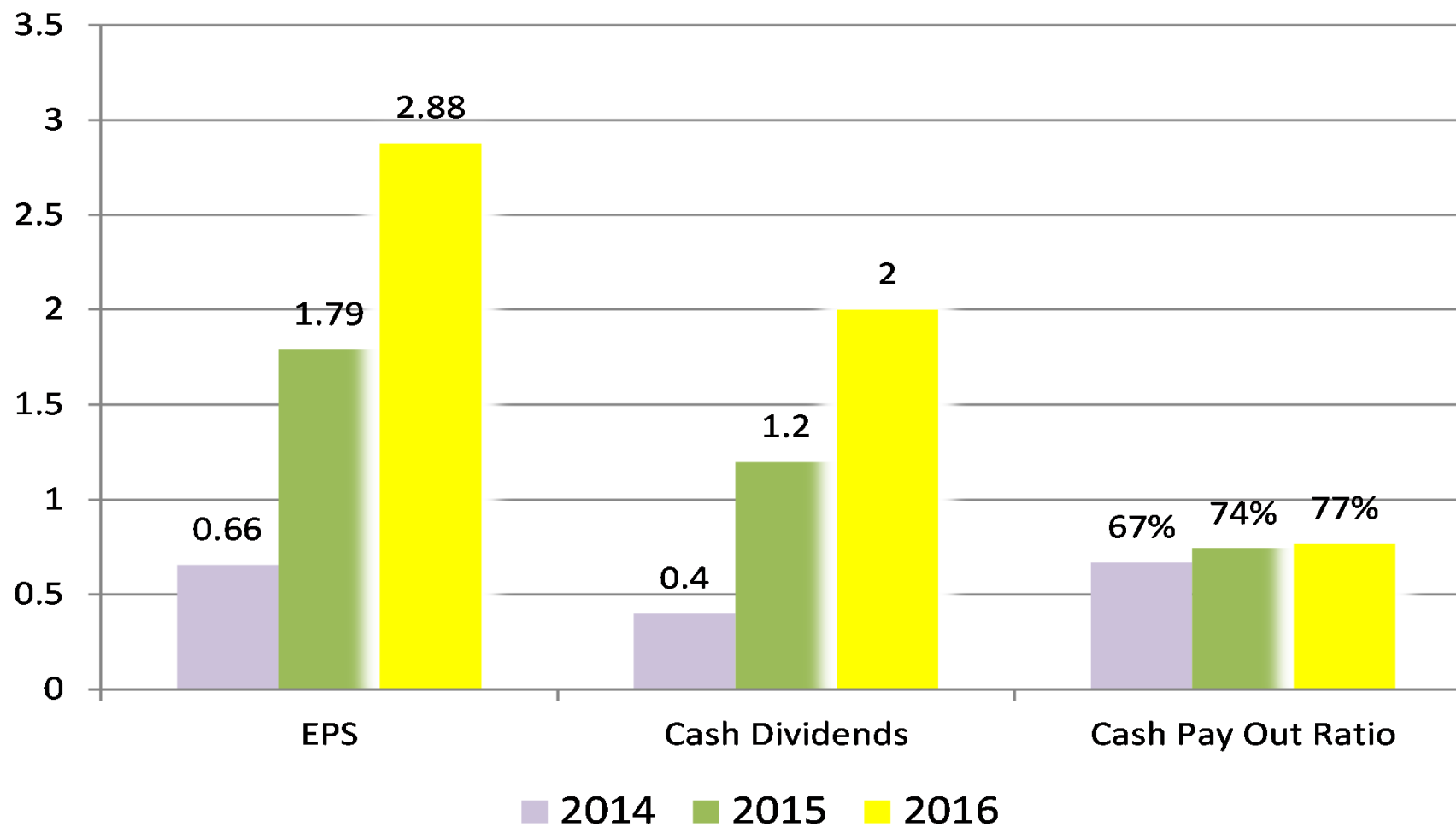
- ✓ Apple Relating Products (95 Stores)**
- ✓ Smart Phone**
- ✓ Non-I pad Tablet 、 PC**
- ✓ Energy Saving Home Appliance**

TSANN KUEN Vision In 2017

- **Continuing New Stores Opening**
- **Restructured Stores**
- **Expanding On-Line Shopping**

Dividends Pay Out

Unit: NTD



Q & A

Thanks

