



TSANN KUEN CO. LTD.
CONFERENCE CALL

2023.AUG.

Anyone *Anytime* *Awesome*



Disclaimer

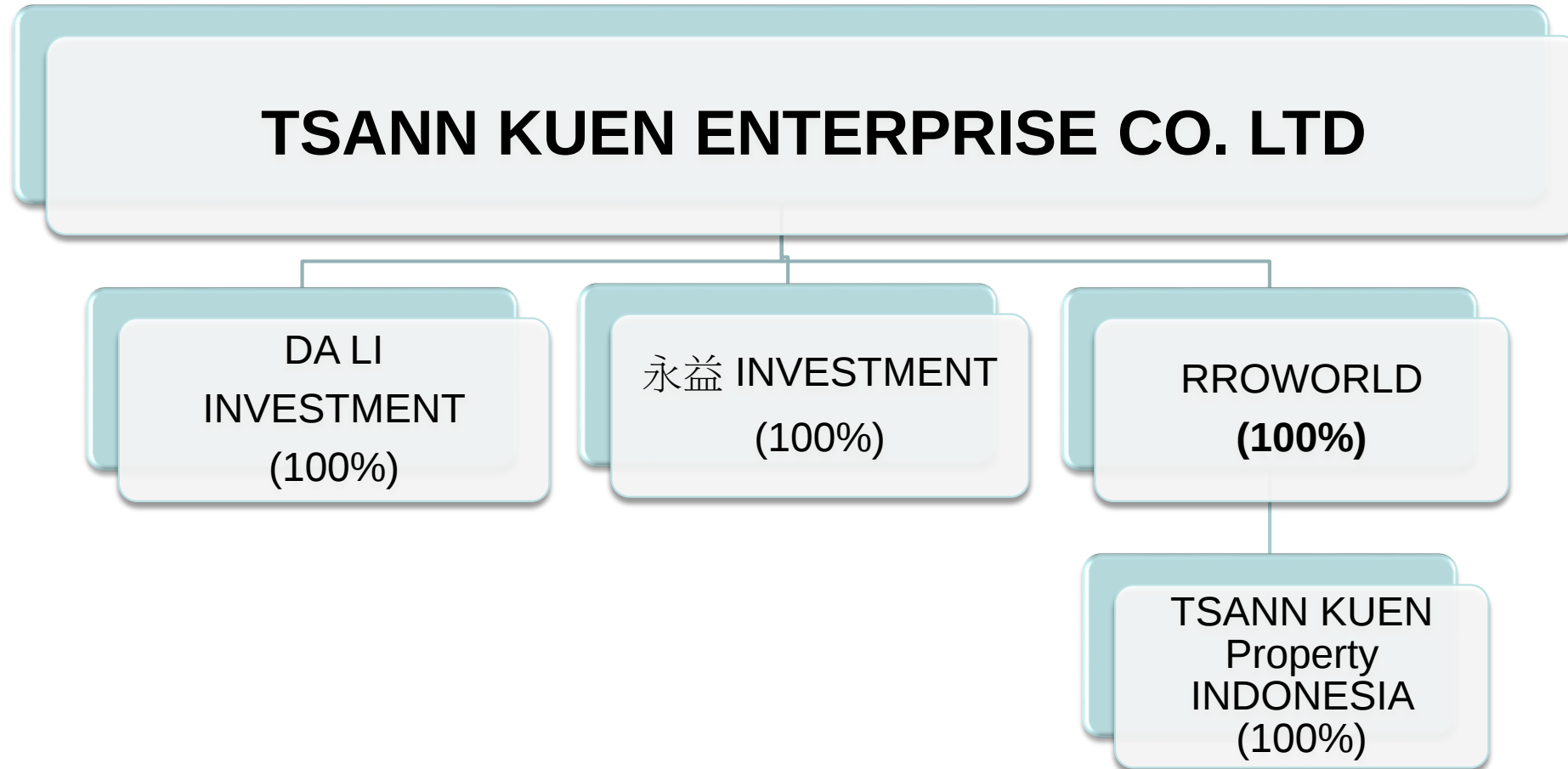
This presentation contains some forward-looking statements that are subject to substantial risks and uncertainties. Typically, these statements contain words such as “anticipate”, “believe”, “could”, “estimate”, “expect”, “intend”, “plan”, “forecast”, “project”, “predict”, “potential”, “continue”, “may”, “should”, “will”, and “would” or similar words. You should consider these forward-looking statements carefully because such statements are only our expectations or projections about future events, and actual results may differ materially from those expressed or implied by such statements. The forward-looking statements in this presentation include, but are not limited to, growth rates for various markets estimated by third party sources, future products and technology development, widespread market acceptance of the hosted delivery model, future revenue growth and profitability. You should be cautioned that the forward-looking statements are no guarantee of our future performance. The forward-looking statements contained in this presentation are made only as of the date of this presentation and we undertake no obligation to update the forward-looking statements to reflect subsequent events or circumstances, except as required by law.



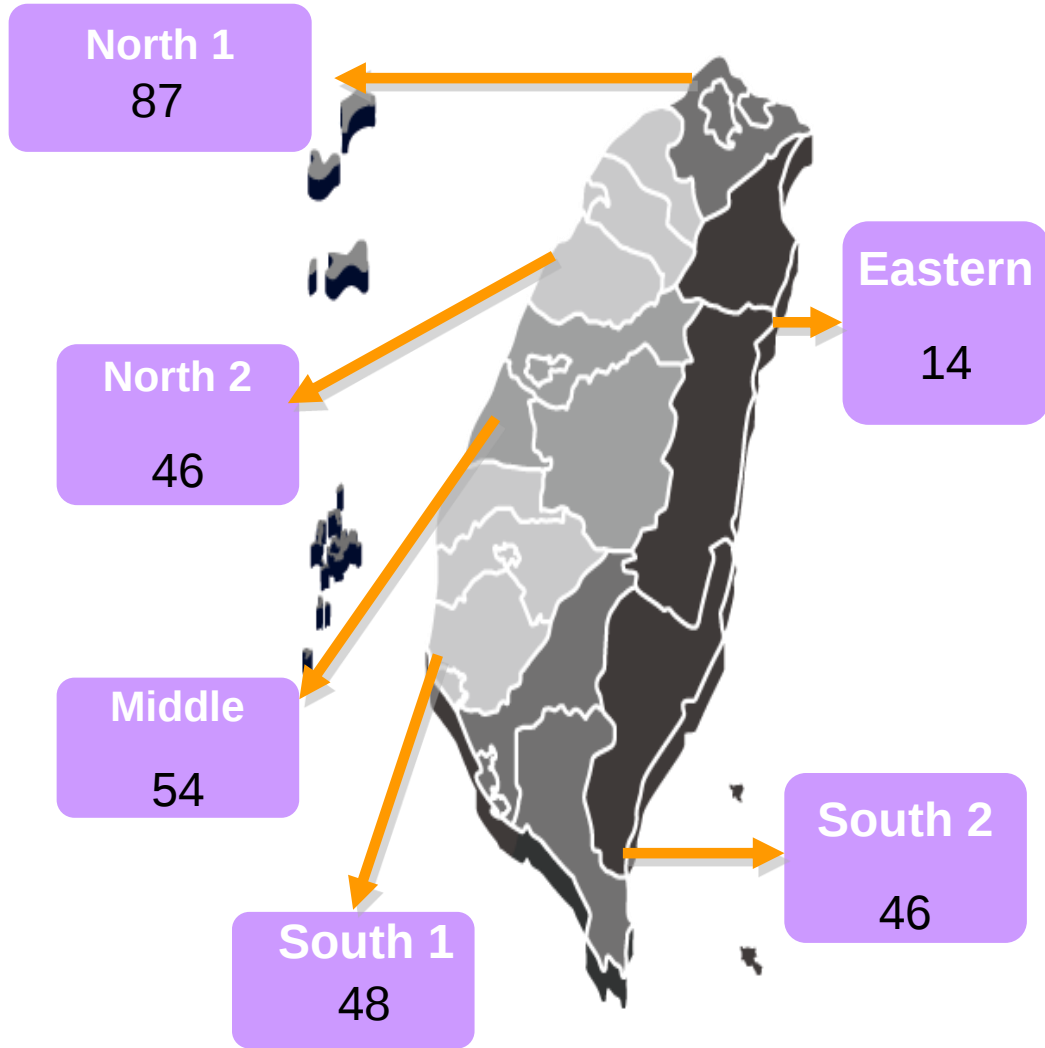
Table of Content

- ✓ Year 2023 Q2 Financial Highlight
- ✓ Stores Highlight
- ✓ Future Vision
- ✓ Dividends Policy

Organization Structure



2023 Q2 Store Number



288 stores in 2022 Q2

295 stores in 2023 Q2

2023 Q2 Income Statement

UNIT : NTD\$ Mn

	<u>2022 JUN.30</u>		<u>2023 JUN.30</u>		YoY
	<u>Amount</u>	<u>%</u>	<u>Amount</u>	<u>%</u>	
Net sales	11,692		10,152		(13.17%)
Total operating revenue	<u>11,692</u>	100.00%	<u>10,152</u>	100.00%	
Cost of goods sold	9,898	84.66%	8,665	85.35%	
Gross margin	<u>1,794</u>	15.34%	<u>1,487</u>	14.65%	(17.11%)
Total operating expenses	1,367	11.69%	1,284	12.65%	
Operating margin	<u>427</u>	3.65%	<u>203</u>	2.00%	(52.46%)
Total non-operating income	39	0.33%	32	0.32%	
Total non-operating expenses	35	0.30%	36	0.35%	
Net income before tax	<u>431</u>	3.69%	<u>199</u>	1.96%	
Income Tax	(83)		(44)		
Net income after tax	348	2.98%	155	1.53%	(55.46%)
EPS	<u>2.17</u>		<u>1.32</u>		(39.17%)

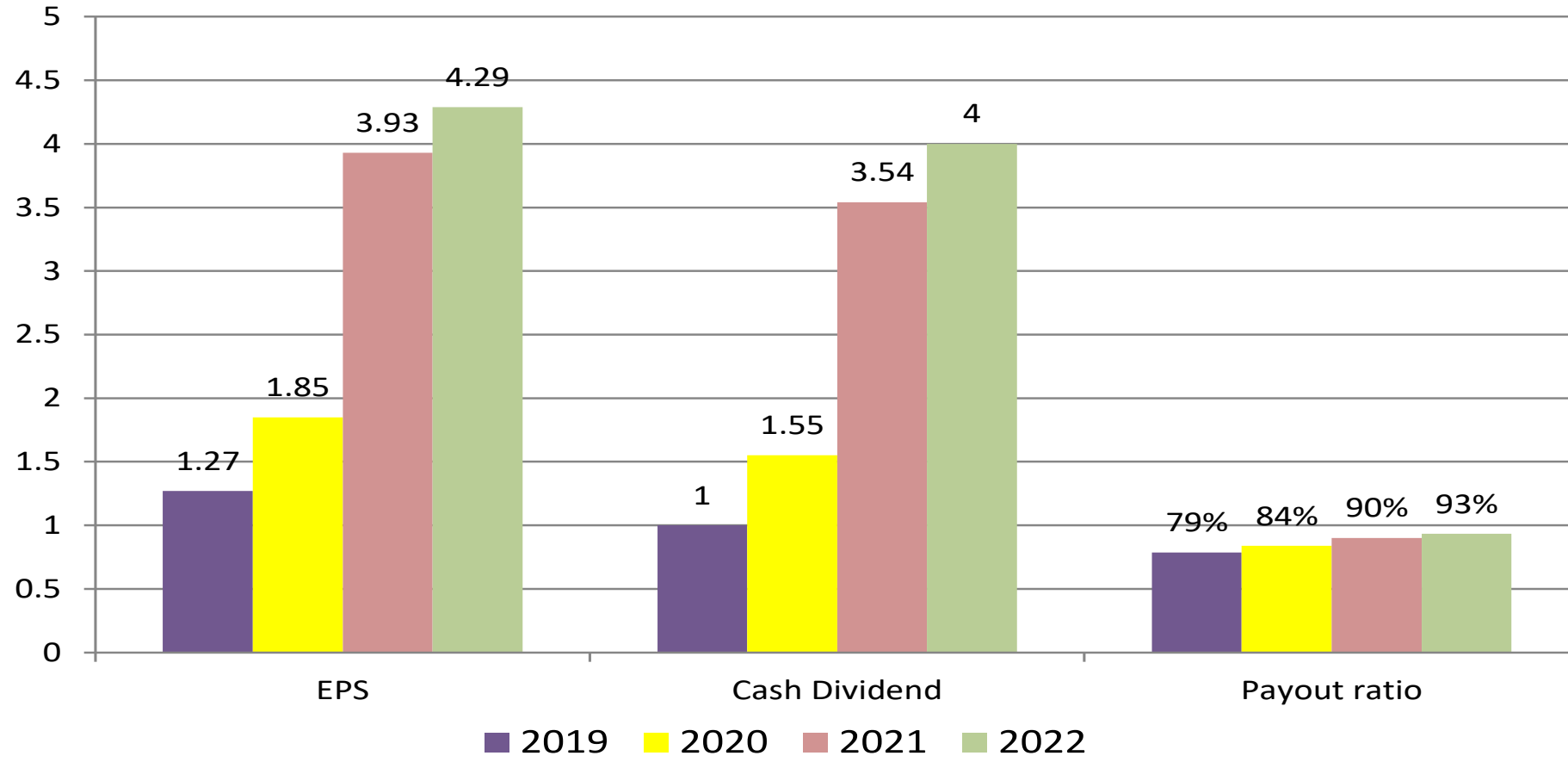
2023 Q2 Balance Sheet

<u>UNIT : NTD\$ Mn</u>					
	<u>2022 JUN. 30</u>	<u>%</u>	<u>2023 JUN.30</u>	<u>%</u>	<u>YoY</u>
	<u>Amount</u>		<u>Amount</u>		
Cash & Cash Equivalents	2,534	16%	1,419	10%	(44.00%)
Inventories	2,998	19%	2,729	19%	(8.97%)
<u>Current Asset</u>	<u>5,852</u>	36%	<u>4,389</u>	31%	(25.00%)
Non Current Asset	10,312	64%	10,000	69%	(3.03%)
<u>Totoal Assets</u>	<u>16,164</u>	100%	<u>14,389</u>	100%	(10.98%)
Account Payable	3,708	23%	3,017	21%	(18.64%)
<u>Currrent Liabilities</u>	<u>6,813</u>	42%	<u>6,023</u>	42%	(11.60%)
<u>Total Liabilities</u>	<u>11,715</u>	72%	<u>9,970</u>	69%	(14.90%)
<u>Stockholders' Equity</u>	<u>4,449</u>		<u>4,419</u>		(0.67%)
Inventory Turnover	51		57		
A/R Turnover	1		1		
A/P Turnover	66		64		
<u>C.C.C. Days</u>	<u>14</u>		<u>6</u>		

- **New Type Stores Introduction - 『12』 Stores**
- **Restructured Stores - 『12』 Stores**
- **Enhance Home Appliances Products Sales**

Dividends Pay Out

Unit: NTD



Anyone Anytime Awesome

用❤️

用心經營

安❤️

安心購物環境

貼❤️

貼心的服務

放❤️

將需求交給燦坤
放心成家

