

SANLUX Taiwan Sanyo

2019 INVESTOR UPDATE

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Summary

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二、Products & Operations Overview

三、Assets Utilization

四、A Look Into the Future

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Company History and Introduction

Company History

1963

SANYO

Sanyo Electric Taiwan was founded in collaboration with Sanyo Electric Co of Japan, with a capital of three millions NT.

1997

Taiwan Sanyo Electric Co., Ltd. went public.



1999

Mr. Wun Fon Lee serves as chairman

2008

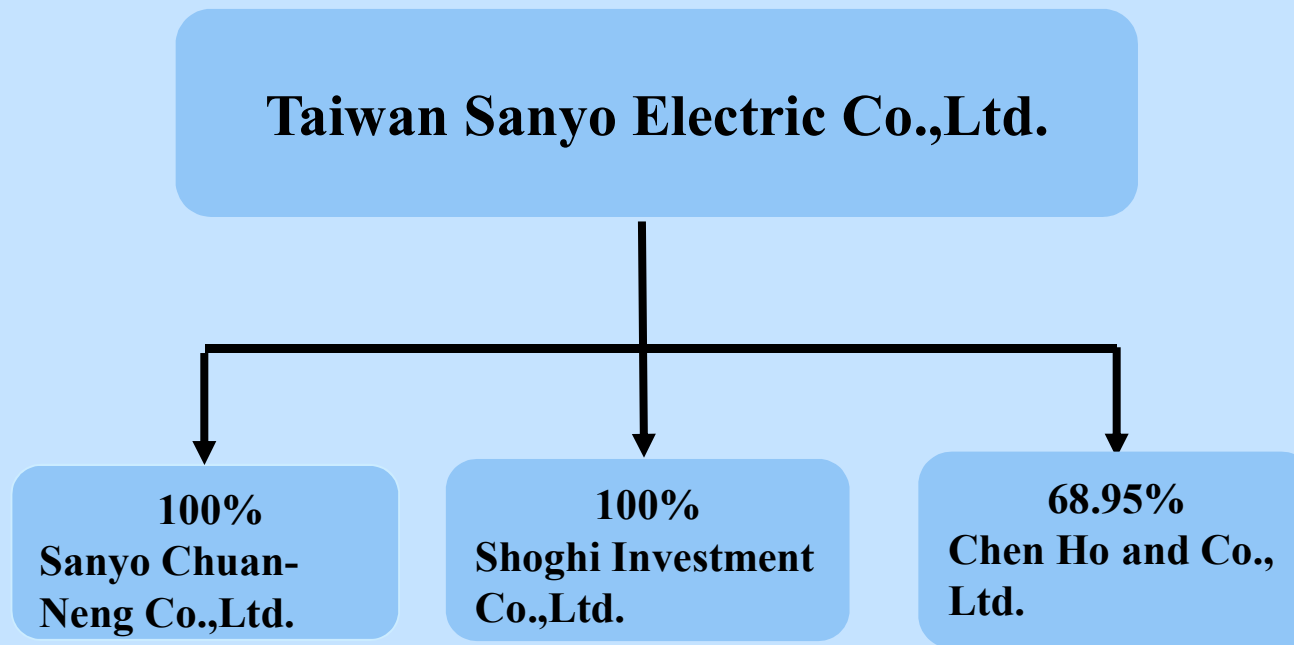
Panasonic Japan bought out Sanyo Co of Japan.

2013

SANLUX

Sanyo Co of Japan withdrew from Taiwan Sanyo Electric Co., Ltd. and the new brand name SANLUX was officially introduced.

Company Introduction-Group Structure



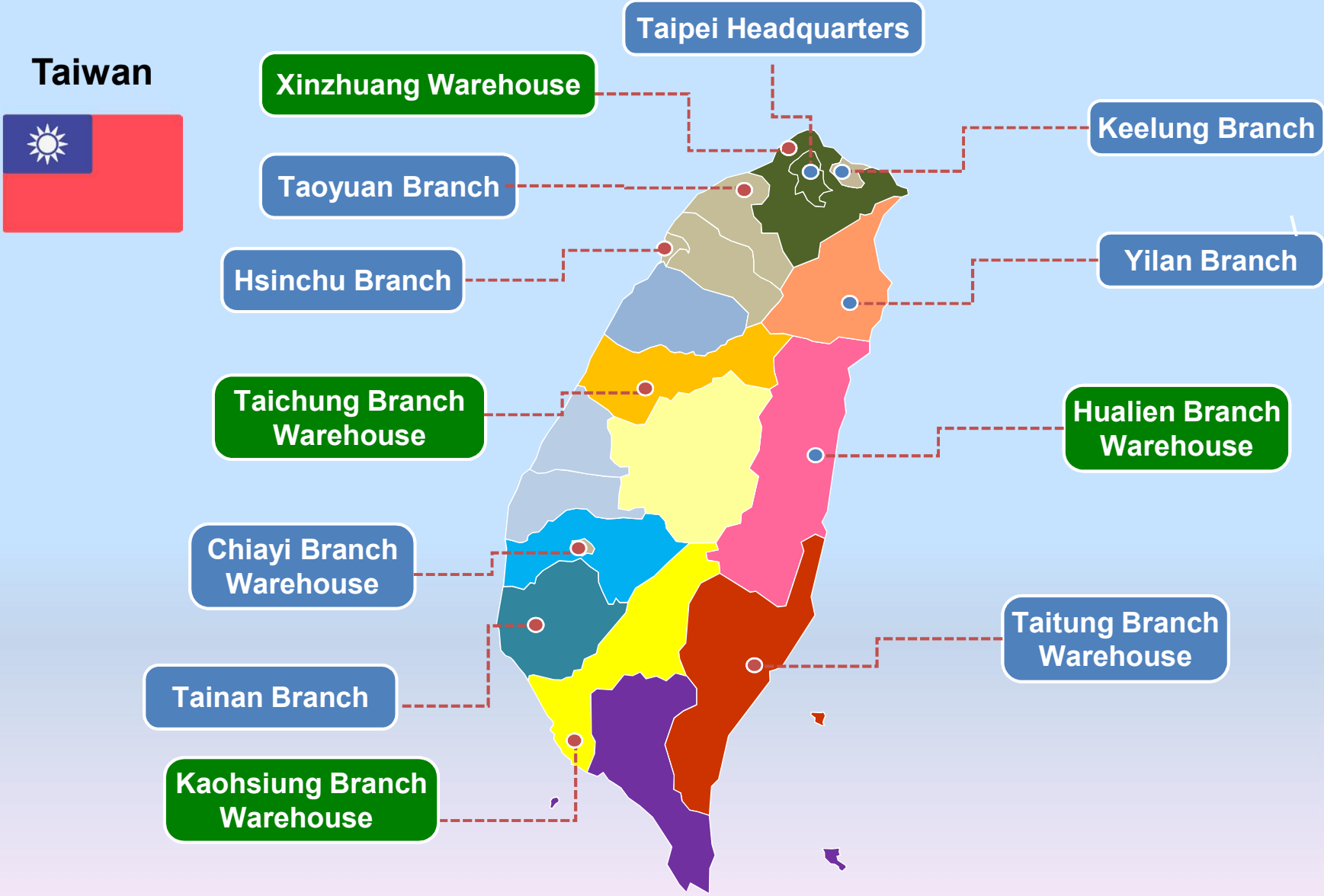
Headquarter : No.266 Songjiang Rd, Zhongshan Dist, Taipei 104, Taiwan R.O.C

Manufacturing Plant : No,35 Guifeng St, Taishan Dist, New Taipei243, Taiwan R.O.C (Danfeng MRT Station/Taishan Guihe Station Taoyuan Metro)

Number of Employees : Approx 1,011

Operation Area : Development , manufacture , and sales of home appliances , real estate rentals and developments

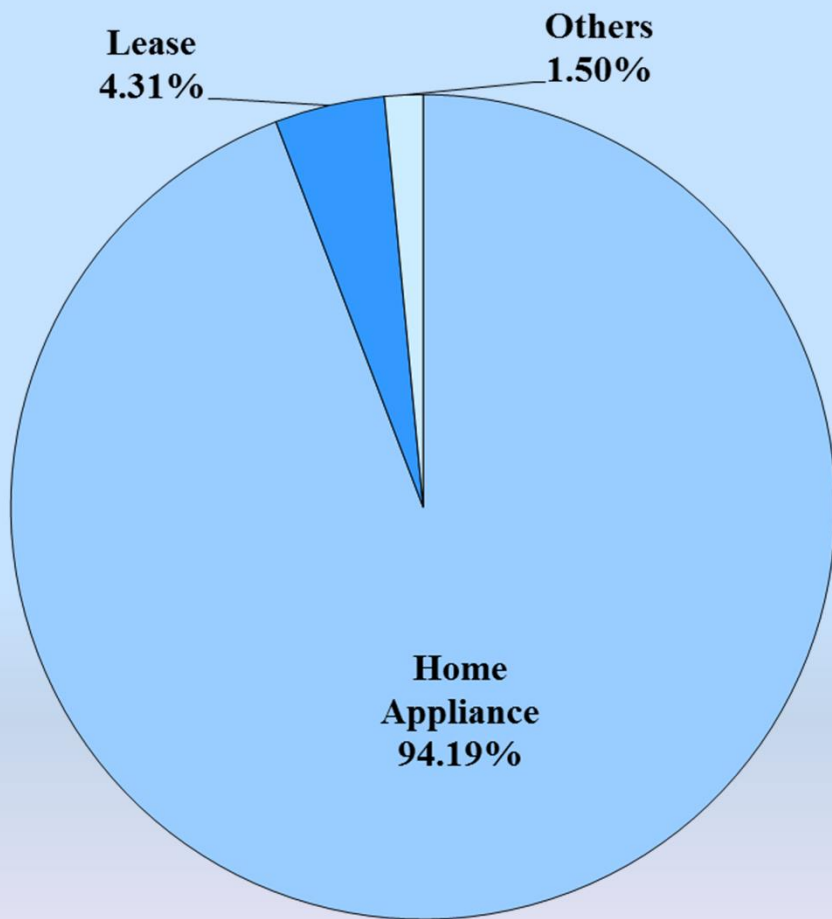
Company Introduction-Location



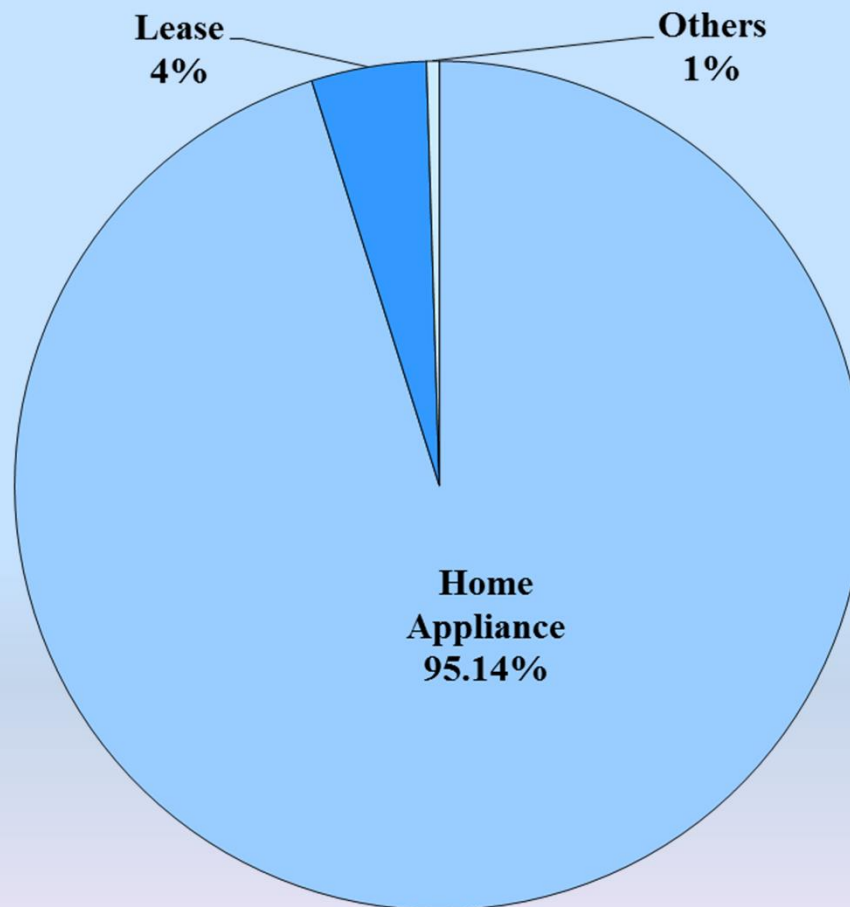
Products & Operations Overview

Products & Operations Overview

2017 Operations Overview

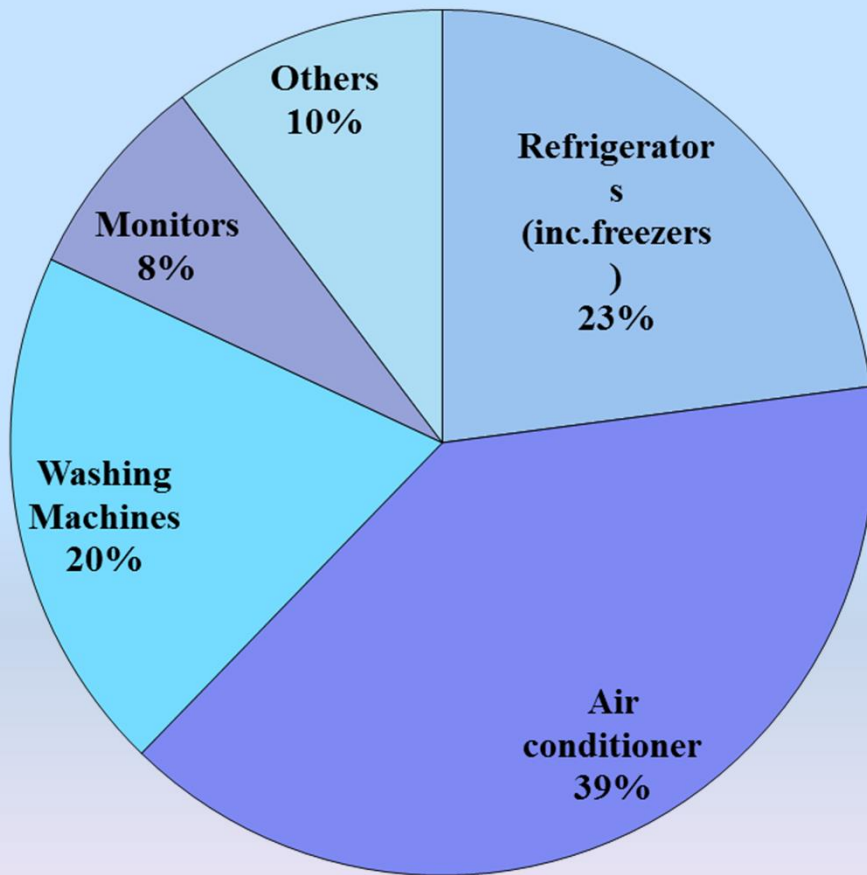


2018 Operations Overview

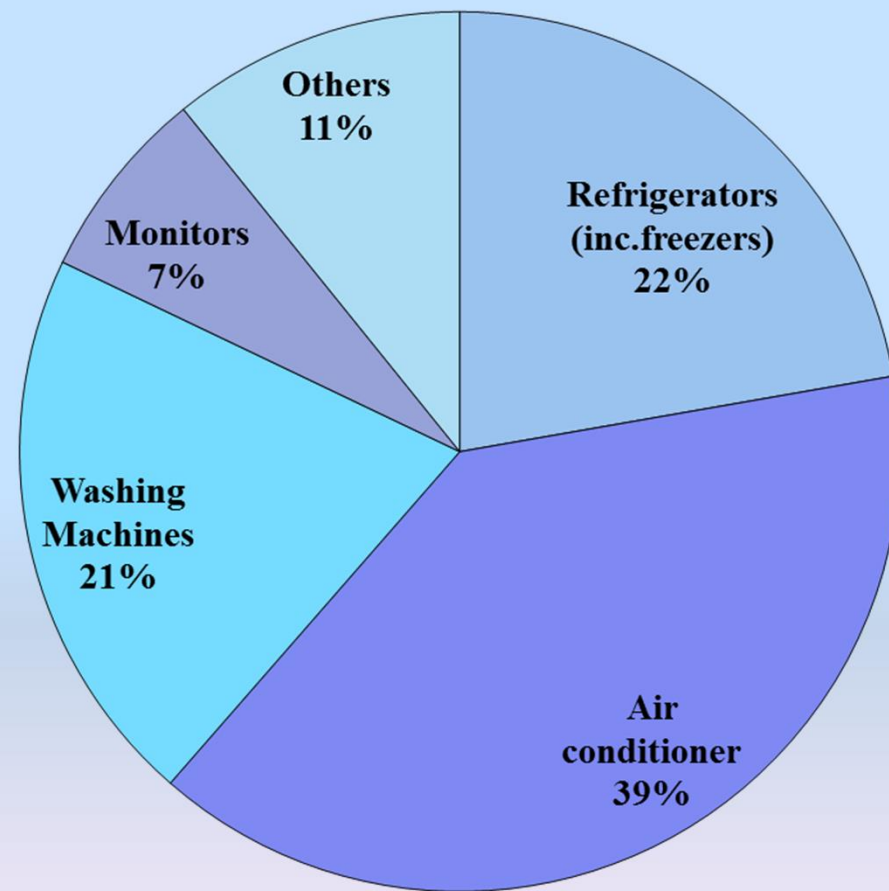


Products & Operations Overview

2017 Product Sales



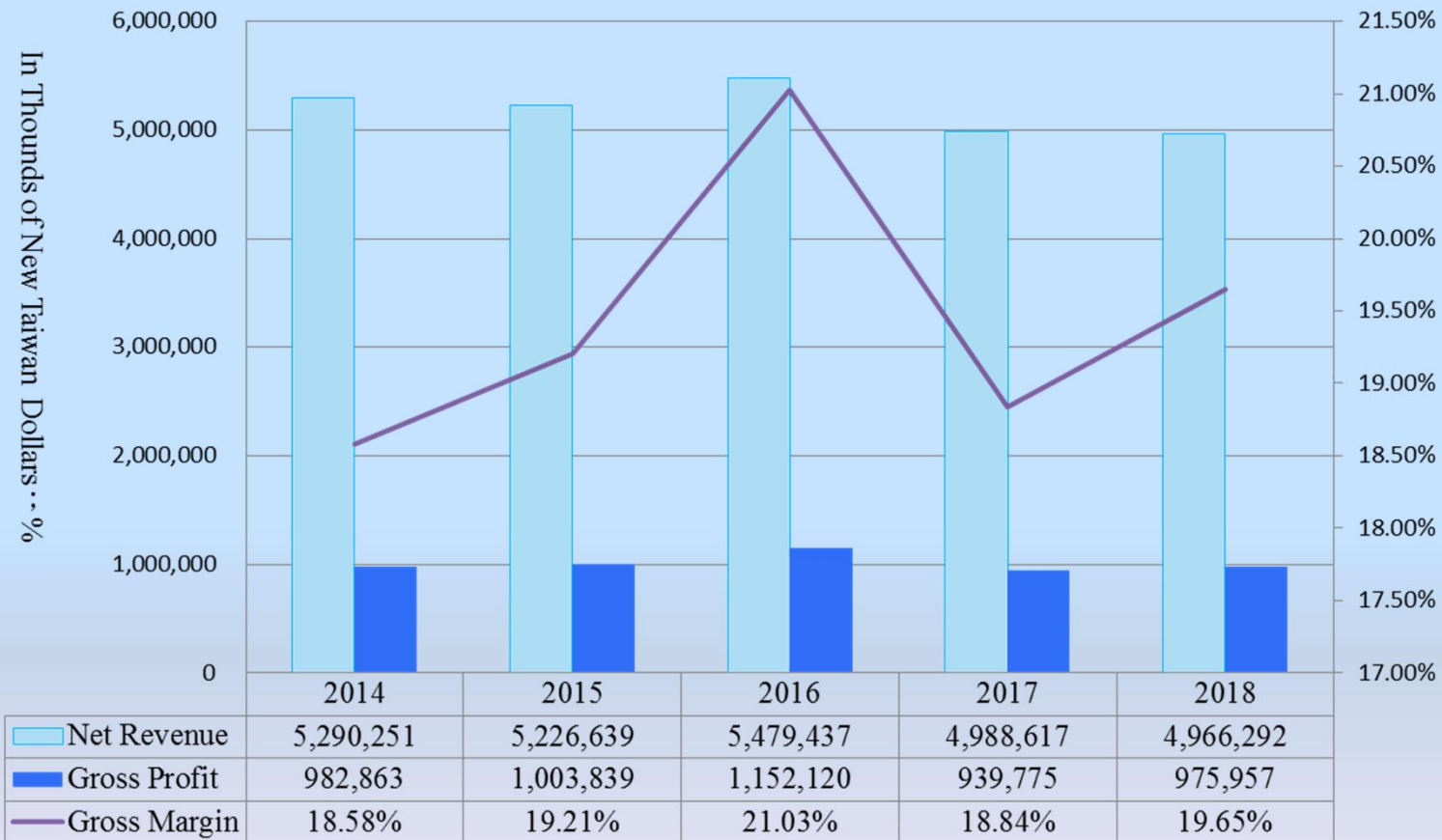
2018 Product Sales



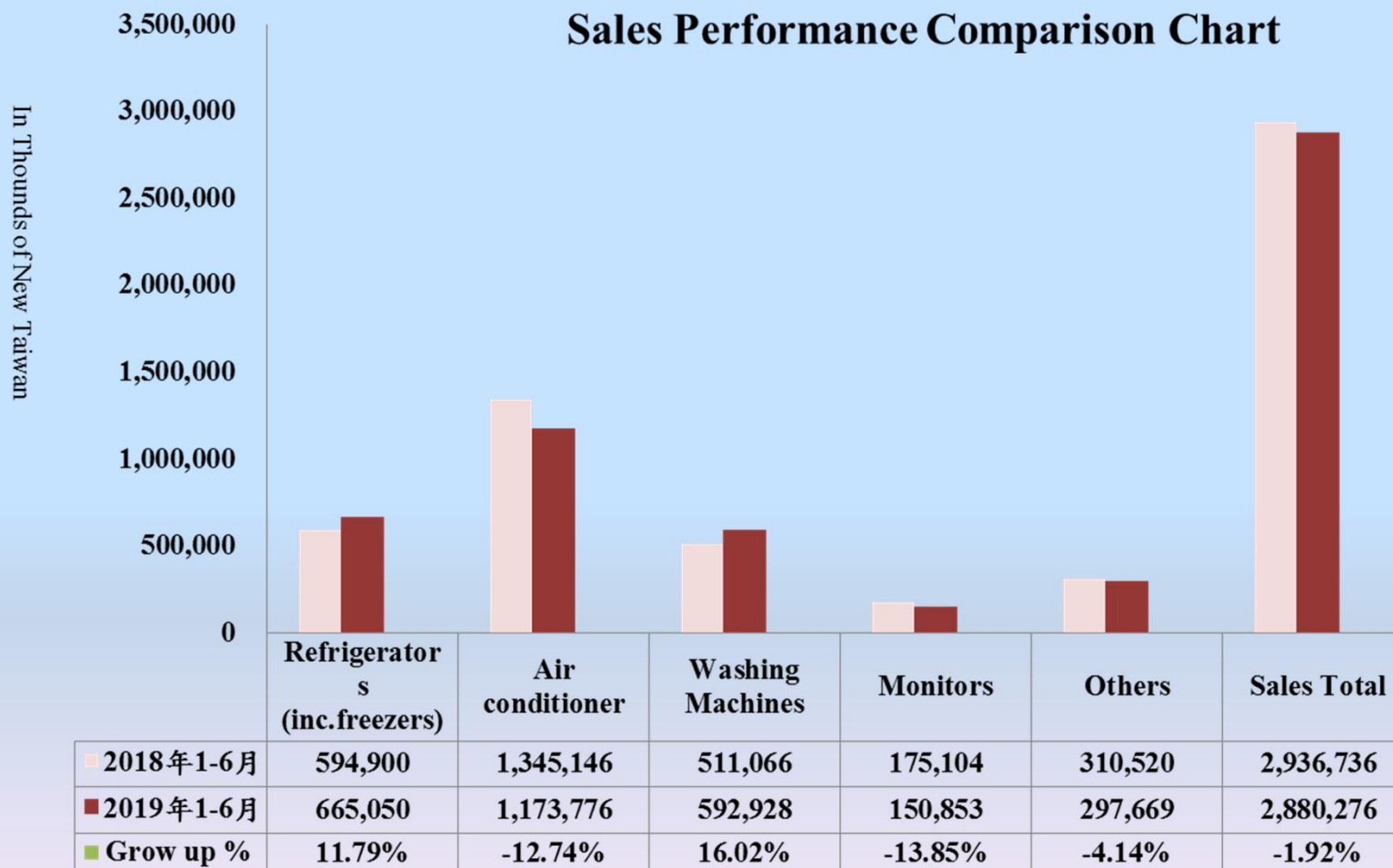
Products & Operations Overview



Sales Overview 2014~2018



Products & Operations Overview



Products & Operations Overview

Balance Sheet 2016~2018

(In Thousands of New Taiwan Dollars)

	2016		2017		2018	
	Amount	%	Amount	%	Amount	%
Current Assets	2,148,937	32%	2,039,862	31%	2,018,983	31%
Non-current Assets	4,505,880	68%	4,468,055	69%	4,492,210	69%
Total Assets	6,654,817	100%	6,507,917	100%	6,511,193	100%
Current Liabilities	751,122	11%	683,965	11%	651,582	10%
Non-current Liabilities	677,017	10%	651,328	10%	643,174	10%
Total Liabilities	1,428,139	21%	1,335,293	21%	1,294,756	20%
Share Capital	2,691,134	41%	2,691,134	41%	2,691,134	41%
Additional paid-in Capital	231,041	4%	240,968	4%	247,531	4%
Retained Earnings	2,371,893	0	2,297,036	0	2,377,642	36%
Other Interests	8,342	-	15,513	-	(28,069)	-
Treasury Stock	(132,298)	(0)	(132,298)	(0)	(132,298)	-2%
Non-countrolling Interests	56,566	0	60,271	0	60,497	1%
Total Interests	5,226,678	79%	5,172,624	79%	5,216,437	80%

Products & Operations Overview

Income Statement 2016~2018

(In Thousands of New Taiwan Dollars, Except Earnings Per Share)

	2016		2017		2018	
	Amount	%	Amount	%	Amount	%
Net Revenue	5,479,437	100%	4,988,617	100%	4,966,292	100%
Cost of Goods Sold	4,327,317	79%	4,048,842	81%	3,990,335	80%
Gross Profit	1,152,120	21%	939,755	19%	975,957	20%
Operating Expenses	728,343	13%	700,070	14%	726,188	15%
Income from Operations	423,777	8%	239,705	5%	249,769	5%
Non-Operating Income and Expenses	(43,628)	-1%	15,057	-	1,584	-
Income Before Income Tax	380,149	7%	254,762	5%	251,353	5%
Income Tax Expenses	66,166	1%	39,379	1%	47,473	1%
Net Income	313,983	6%	215,383	4%	203,880	4%
Net Earning Per Share	1.22		0.82		0.78	

Assets Utilization

Assets Utilization

Item	Subject Matter	Location	Land Area	Total Square Footage	Usage	Progress
1	Taishan Manufacturing Plant	New Taipei City Zhongzheng Road	23,031 ping	113,538 ping	Industrial Land Change	Under review by New Taipei City Land Use Conversion Review Board
2	South Warehouse	Kaohsiung Gangshan Benijhou Industrial Park	4,953 ping	Sector A 3,672 ping	Company warehouse and office	Construction completed and currently in use
				Sector B 3,500 ping	Pending tental	Obtained letter of intent to rent by a logistics company. Estimated to star construction by end of year
3	Sanxia Manufacturing Plant	New Taipei City Sanxia Zhongzheng Road Section 1	11,705 ping	22,263 ping	Manufacturing plant will move from Taishan to Sanxia	Contruction depends on the progress of taishan land change



Assets Utilization

- **Project Target** : Taiwan Sanyo Taishan Manufacturing Plant (Total square footage 23,503 ping)
- **Project Goal** : Under New Taiwan City's industrial development guideline ,and in accordance with urban development trend and Taoyuan International Airport MRT Line A6 Passing through the Taishan area. The goal is to move the manufacturing plant to Sanxia to better utilize the land occupying the original Taishan plant.



Assets Utilization

Progress note :

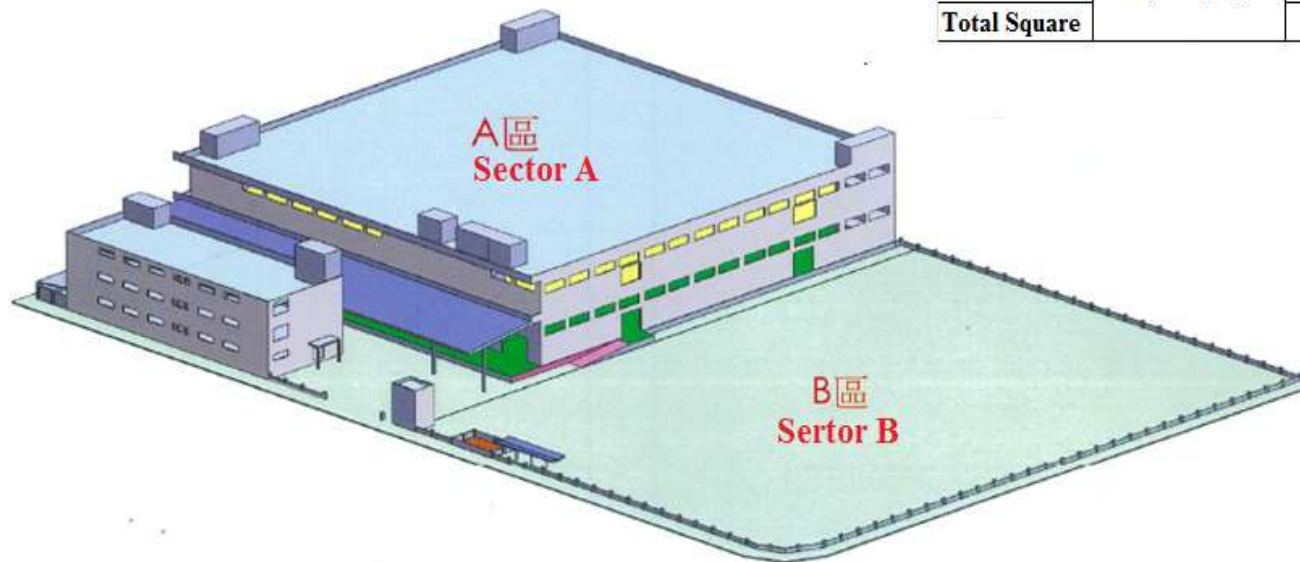
- ◆ Currently under review by New Taipei City Land Use Conversion Review Board



Assets Utilization

SANLUX Taiwan Sanyo Kaohsiung Gangshan Plant

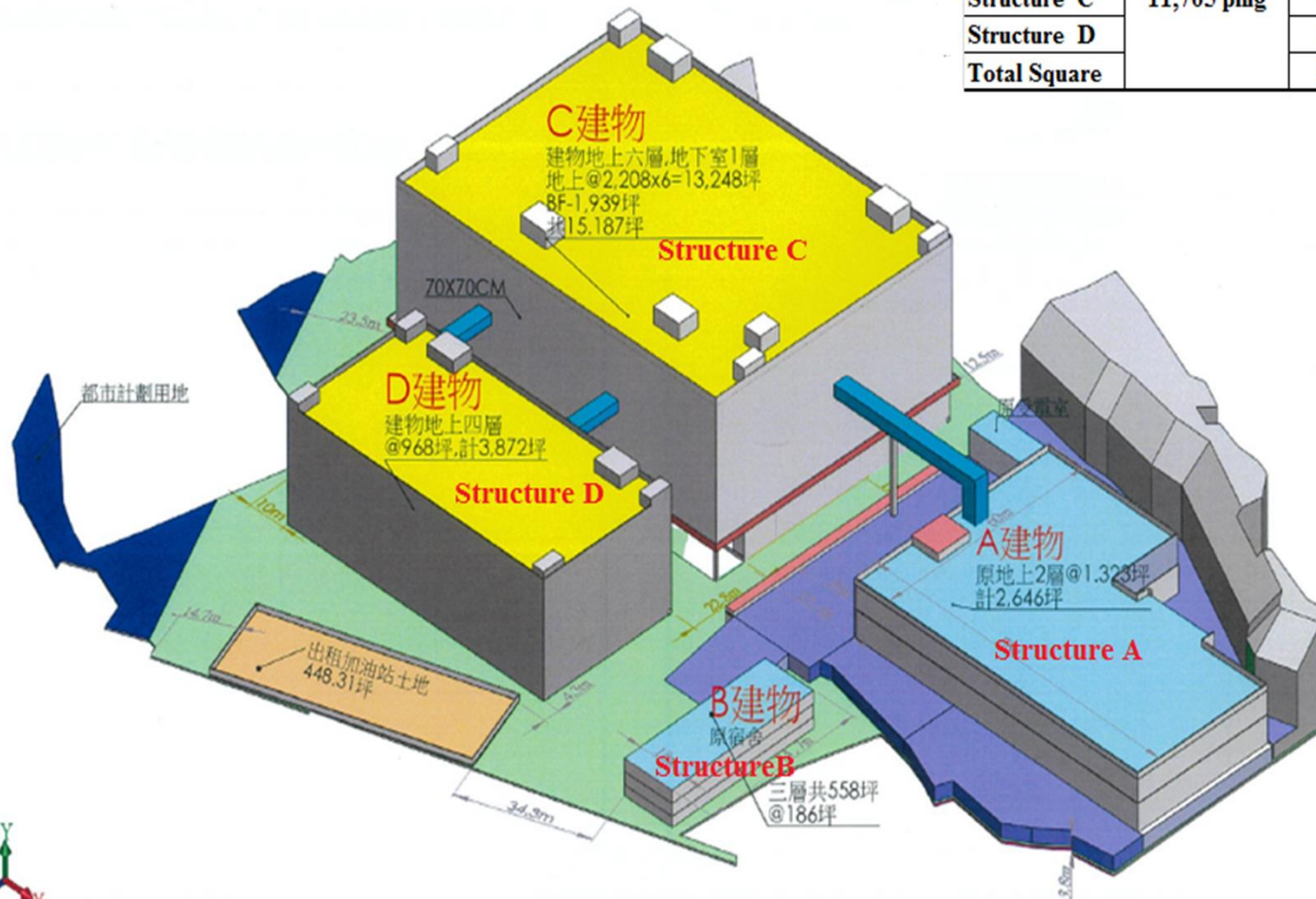
	Land Area	Footage
Sector A	4,953 ping	3,672 ping
Sector B		3,500 ping
Total Square		7,172 ping



Assets Utilization

SANLUX Taiwan Sanyo Kaohsiung Gangshan Plant

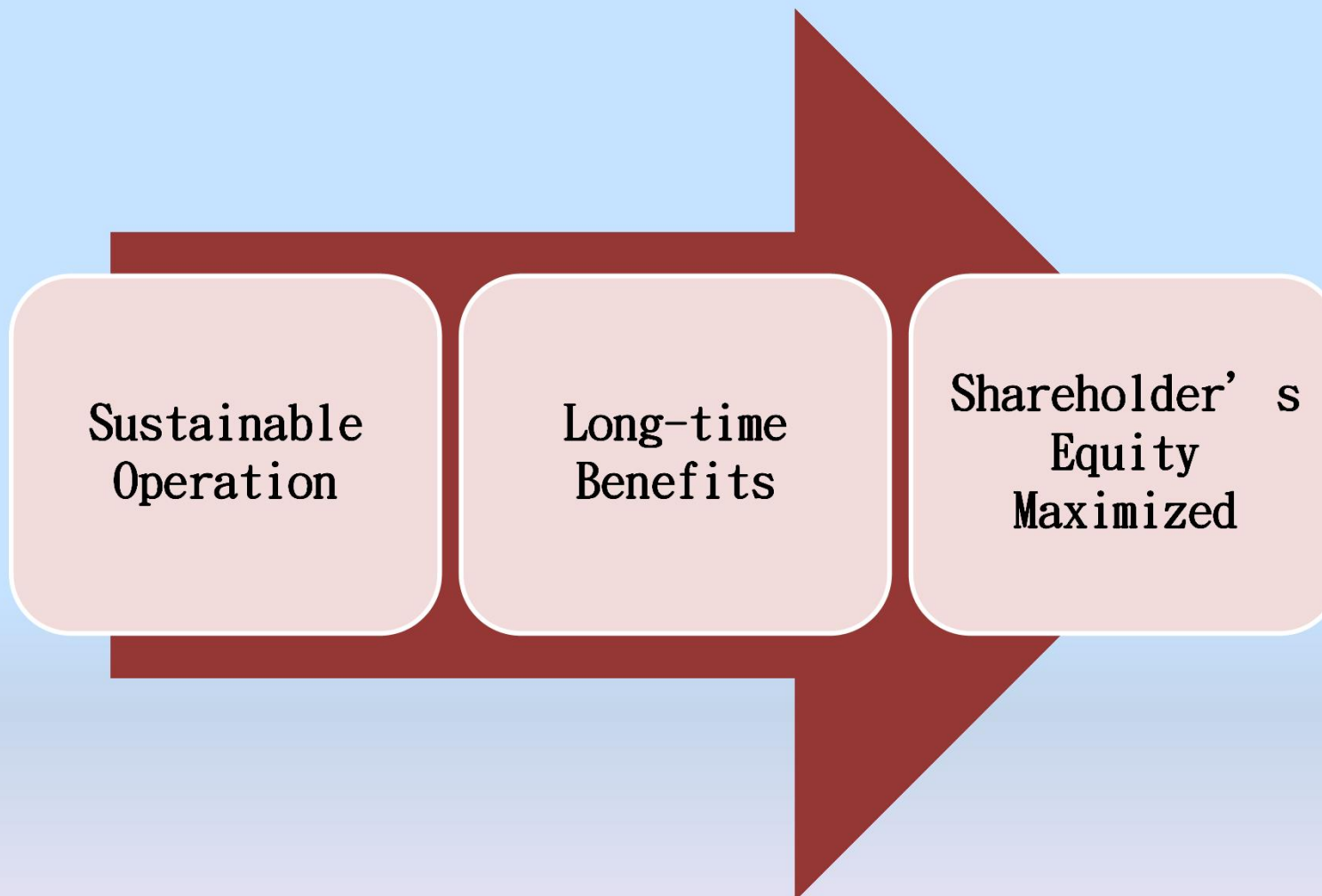
	Land Area	Footage
Structure A	11,705 ping	2,646 ping
Structure B		558 ping
Structure C		15,187 ping
Structure D		3,872 ping
Total Square		22,263 ping





Look Into Future

Look Into the Future-Assets Utilization



Look Into the Future-Home Appliances

Design

- We value consumer's opinions and comments in order to design more consumer-friendly products.

Technology

- Under new energy efficiency regulation , we aim to “maximize performance , minimize energy consumption.”

Quality

- We focus on producing top-notch quality products and providing excellent customer service.

Innovation

- Innovation-first in the country to develop extreme low-temperature medical freezer cabinet, exporting to the U.S, Europe, and Japan

12kg Ultrasonic Inverter Washing Machine

SW-12DVG 、 13DVG



- Brand new color DD ultrasonic inverter model
- Small size with 55cm width
- Energy efficient, and water efficient certified

NO.1 Choice for
Newly Weds

Brand New Designed 15kg Ultrasonic Inverter Washing Machine

SW-15DAG



- DD ultrasonic inverter model
- Chromatic stainless steel with mirror finish
- Auto tank cleaning
- smallest size with same capacity compared to other brands in the country

598mm

Brand New Designed 15kg Ultrasonic Inverter Washing Machine

15kg Smallest Width Compared to Other Brands

	Width
SANLUX SW-15DAG	598(mm) win
P牌 NA-V150GT	640(mm)
L牌 WT-ID157SG	632(mm)
P牌 SF-150ZCV	640(mm)



De-humidifier Brand New Model With Touch Screen Panel

SANLUX
台灣三洋

SDH-130DS

Capacity:13liter



Purity

Dehumidify

Sterilize

Quiet

SDH-175DS

Capacity :17.5liter



EF(Energy Factor)level compliant to
the new Energy Efficient Standard



Top Notch Energy Efficient One Touch Keep Fresh

Chromatic glass variable frequency line

**Stainless steel with mirror finish
variable frequency line**

**Stainless steel with mirror finish fixed
frequency line**

**From 128 liter to 580 liter , with
a total of 18 models ,
all compliant to the highest level
of energy efficient standard**

The secret to Freshness Every Day Quick Freeze

Innovation

First in the country

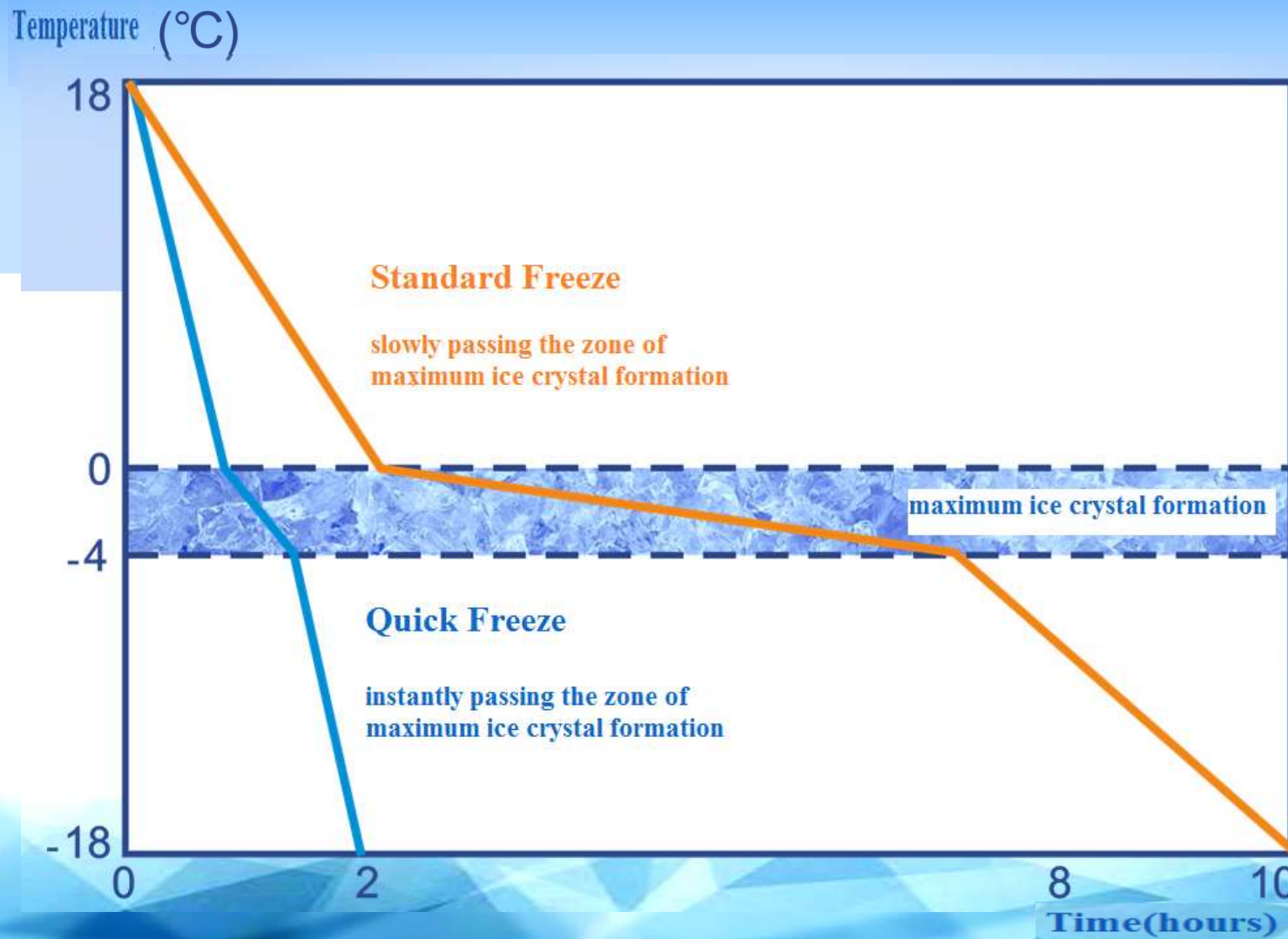
Developed in Taiwan
Extreme Low Temperature
Manufactured in Taiwan

-60



Extreme Low Temperature Freezers Comparison

Innovation



When freezing time is extension that would lead temperature gap between surface and internal of the item .It could damage the original structure of the item. The more freezing time also shows this water molecular with heavily irregular ice crystal. However ,when the ice crystal appearance , it means dehydration is already present

NEW

Innovation

Extreme Low Temperature Large Freezer Cabinet

TFS-250G



TFS-170D、170G



TFS-110D、110G



TFS-100G



2018.11 Manufacturing

2018.3 Export to Japan

2016.12 Export to Japan

2016.12 First extreme low temperature freezer cabinet in the country

Medical/Laboratory

Freezers and Refrigerators

Innovation

2004

2009

2014

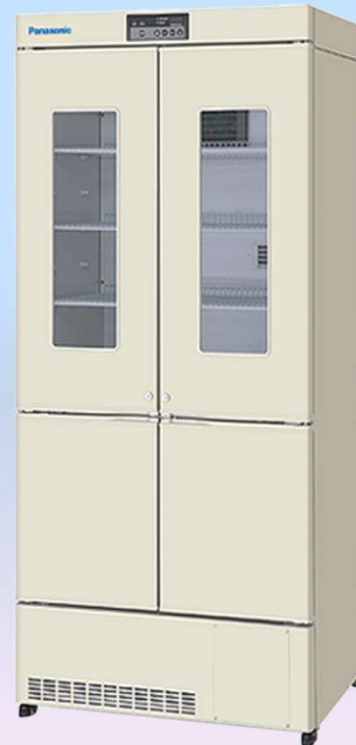
2019



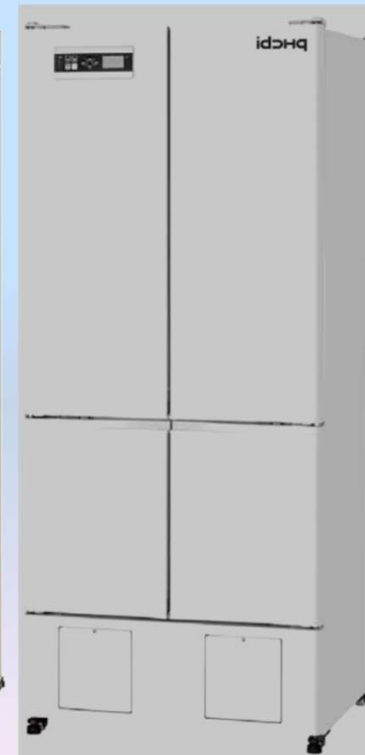
MDF-U730M



MDF-U713M



MPR-715F



MPR-N450FH

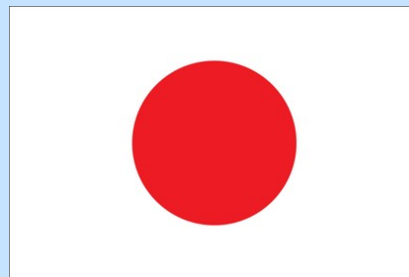


MPR-N450FSH

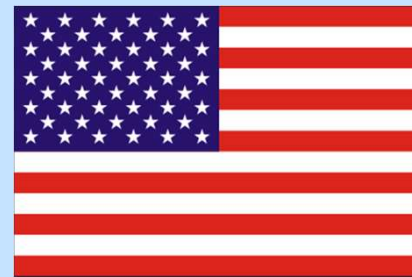
Manufacture in Taiwan with the latest technology worldwide , including Japan



Taiwan



Japan



U.S.A



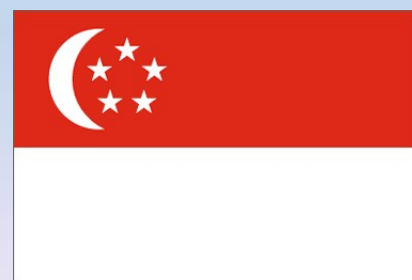
China



Netherland



Germany



Singapore



Canada

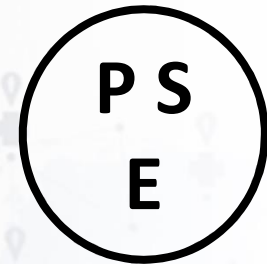
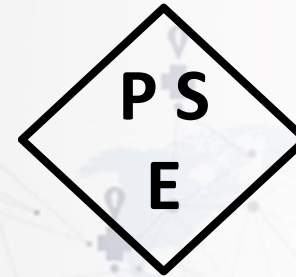
International Certification



歐洲



加拿大



日本

結論

Thank you for supporting our company for more than fifty years.

Looking into the future, **SANLUX** will continue to uphold the principle of **maximize performance , minimize energy consumption in all our appliance products.**

We shall continue to strive for quality and innovation , and bringing the best of **SANLUX** to our consumers and society.

Q&A