

# **SANLUX** Taiwan Sanyo

## **2021 INVESTOR UPDATE**

報告人：林張惠

# Summary

**一、Company History and Introduction**

**二、Operations Overview**

**三、Assets Development Progress**

**四、New Products Research & Development**

**五、Q & A**

# 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 served as chairman of company and is reelected by the board in 2020 to continue as chairman

2008

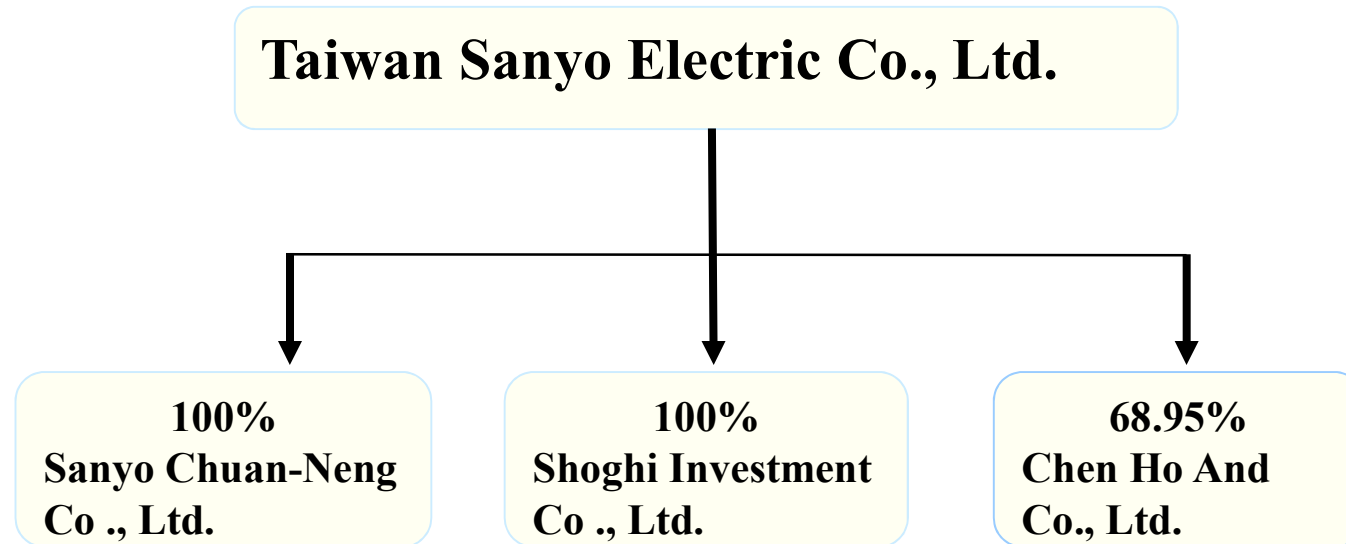
Panasonic Japan bought out Sanyo Co of Japan.

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**

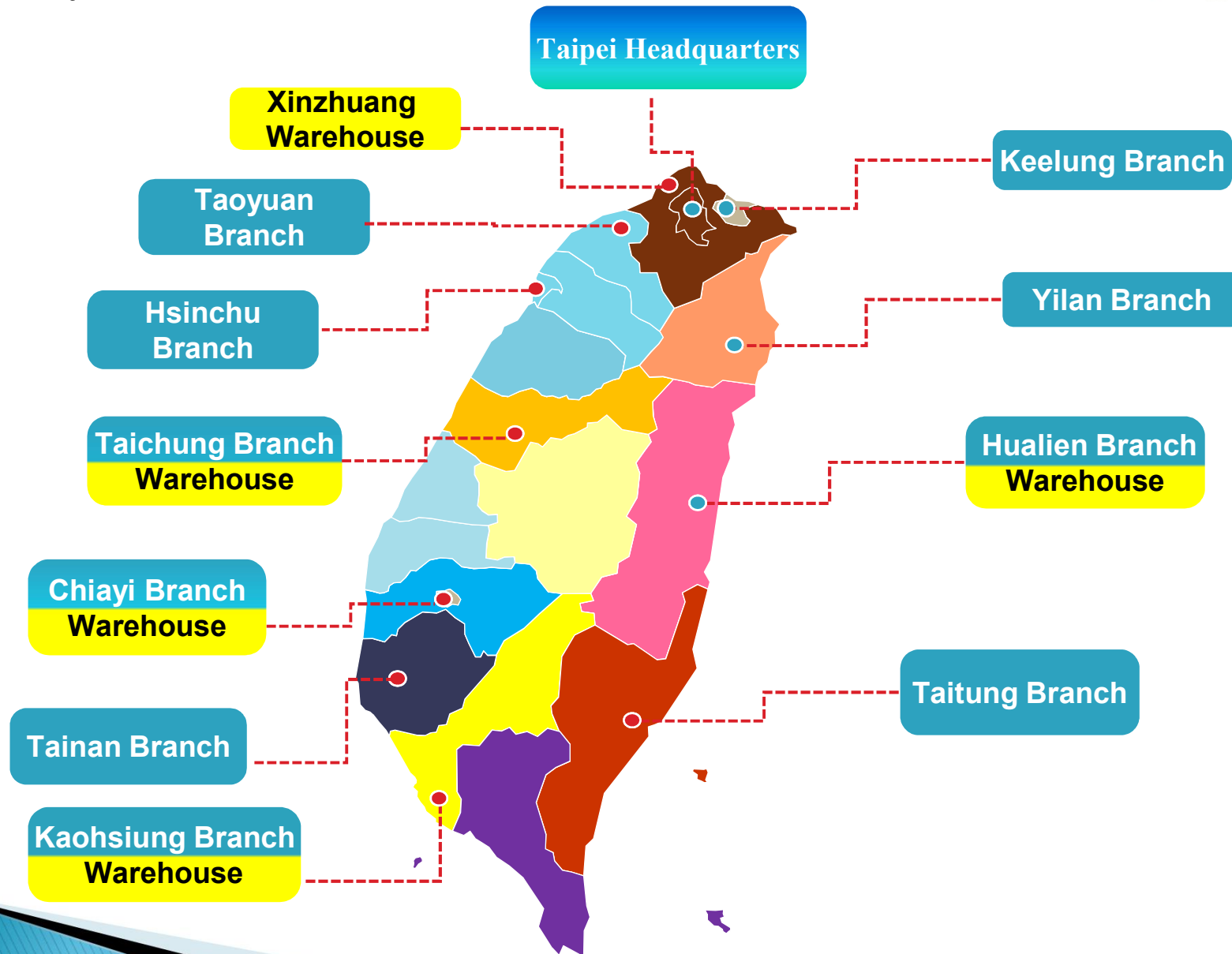
**Manufacturing Plant : No,35 Guifeng St, Taishan Dist, New Taipei243, Taiwan R.O.C**

**( Danfeng MRT Station/Taishan Guihe Station Taoyuan Metro)**

**Number of Employees : Approx 1,000**

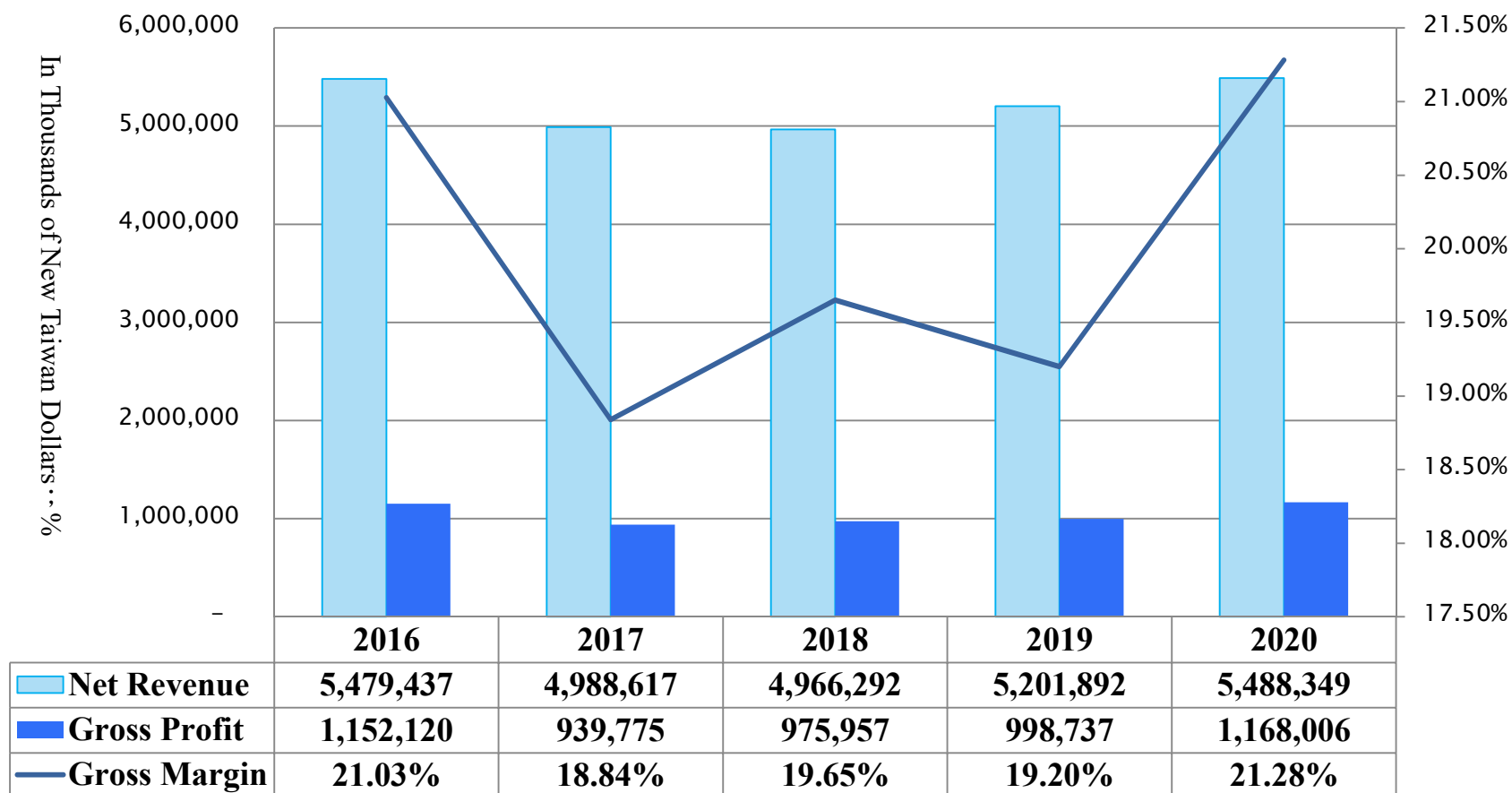
**Operation Area : Development , manufacture , and sales of home appliances , real estate rentals and developments**

# Company Introduction-Location



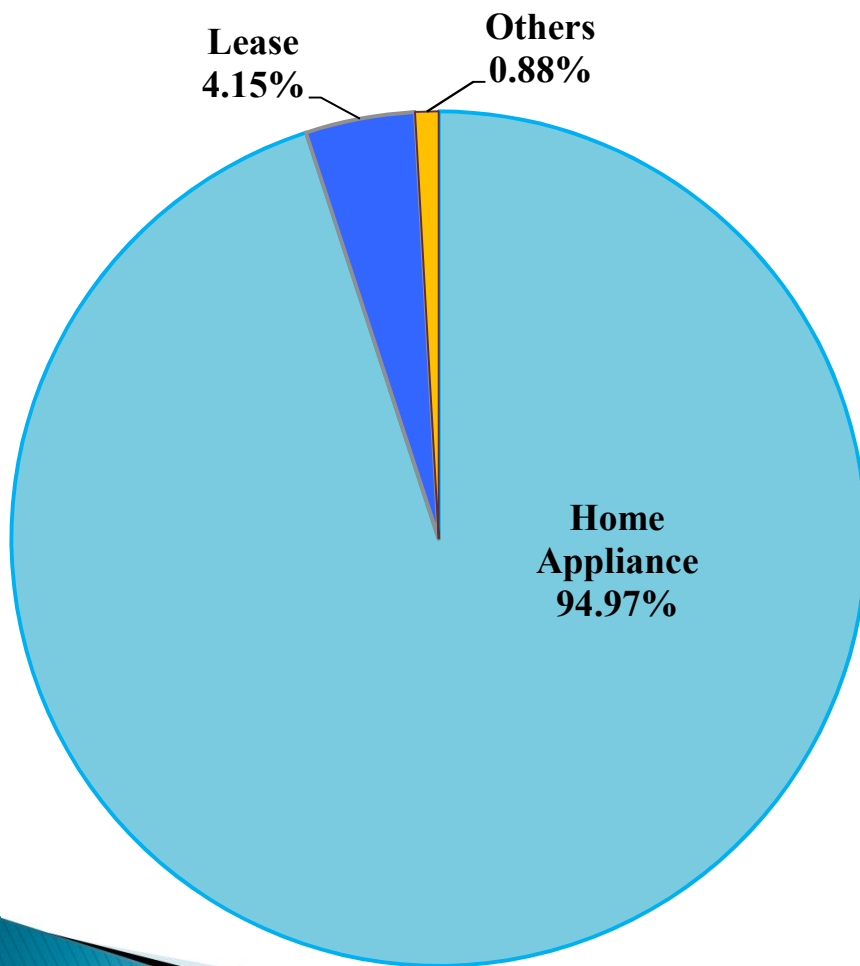
# Operations Overview

## Sales Overview 2016~2020

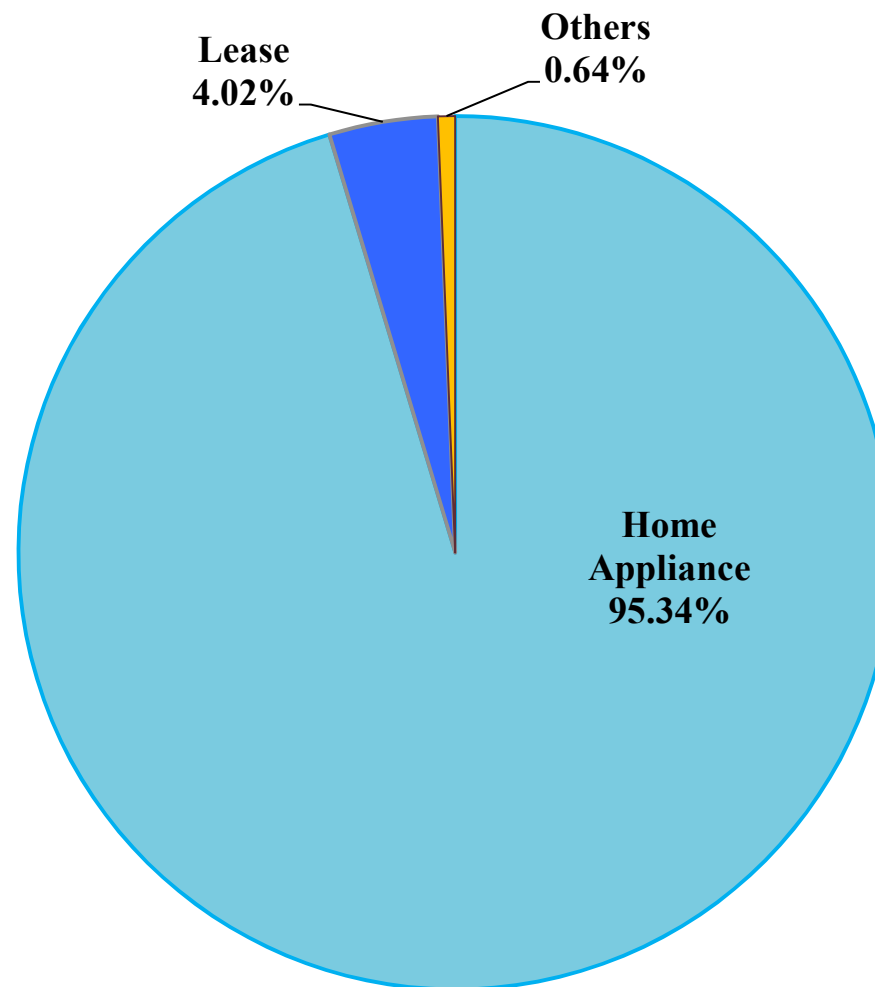


# Operations Overview

## 2019年 Operations overview

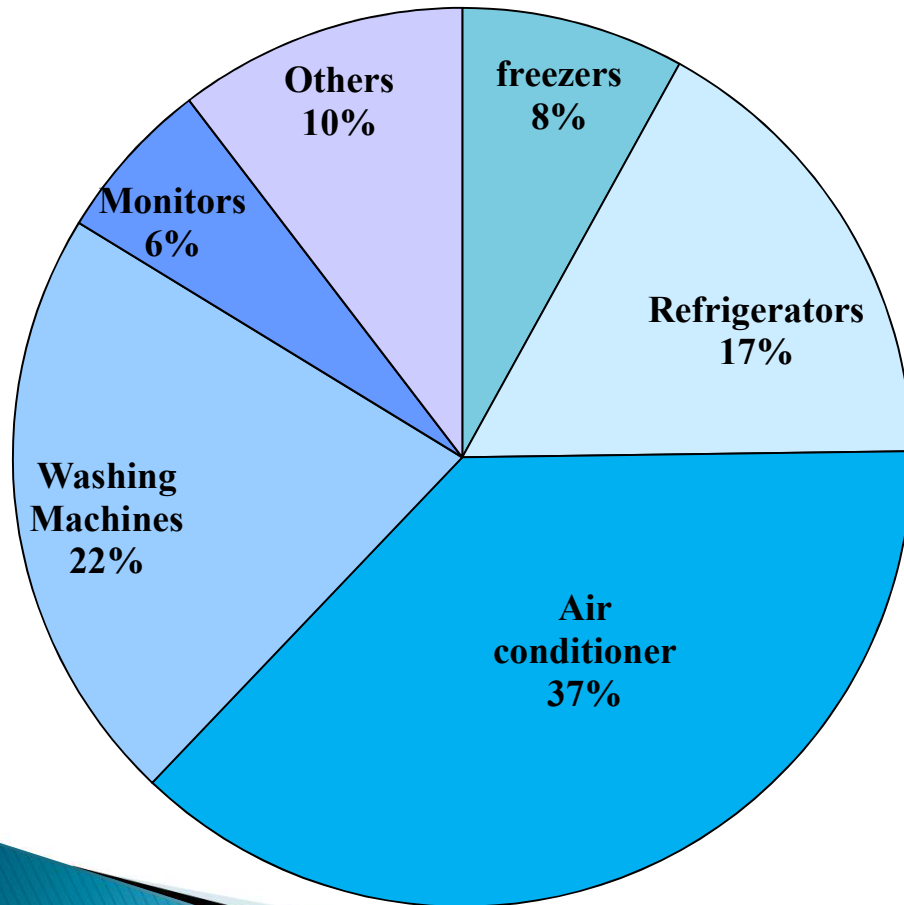


## 2020 Operations Overview

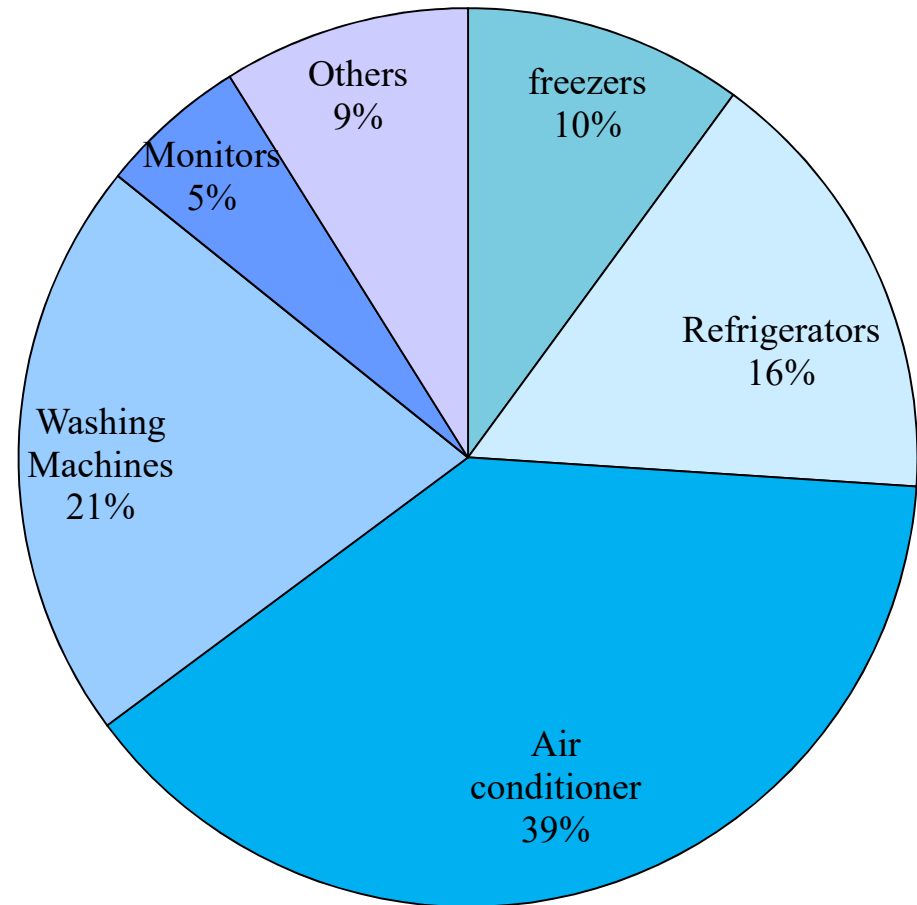


# Operations Overview

## 2019 Product Sales



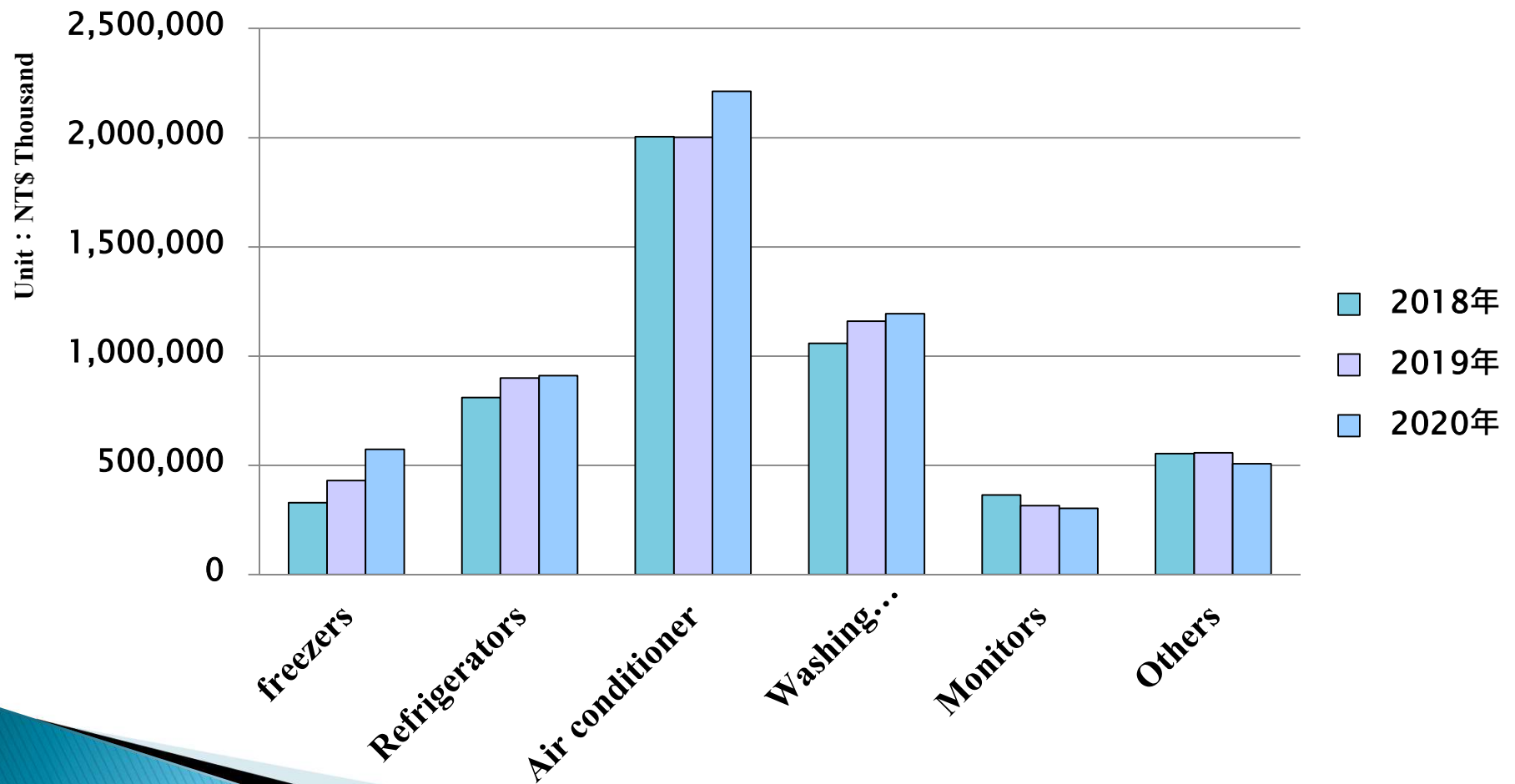
## 2020 Product Sales





# Operations Overview

## Percentage of Home Appliance Products Sales Revenue



# Operations Overview

## Income Statement 2018~2020

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

	2018		2019		2020	
	Amount	%	Amount	%	Amount	%
<b>Net Revenue</b>	<b>4,966,292</b>	<b>100.0%</b>	<b>5,201,892</b>	<b>100.0%</b>	<b>5,488,349</b>	<b>100.0%</b>
Cost of Goods Sold	3,990,335	76.7%	4,203,155	76.6%	4,320,343	78.7%
<b>Gross Profit</b>	<b>975,957</b>	<b>18.8%</b>	<b>998,737</b>	<b>18.2%</b>	<b>1,168,006</b>	<b>21.3%</b>
Operating Expenses	726,188	14.0%	731,975	13.3%	757,862	13.8%
<b>Income from Operations</b>	<b>249,769</b>	<b>4.8%</b>	<b>266,762</b>	<b>4.9%</b>	<b>410,144</b>	<b>7.5%</b>
Non-Operating Income and Expenses	1,584	0.0%	15,844	0.3%	25,660	0.5%
Income Before Income Tax	251,353	4.8%	282,606	5.1%	435,804	7.9%
Income Tax Expenses	47,473	0.9%	33,015	0.6%	80,199	1.5%
Net Income	203,880	3.9%	249,591	4.5%	355,605	6.5%
<b>Net Earning Per Share</b>	<b>0.78</b>		<b>0.95</b>		<b>1.36</b>	

# Operations Overview

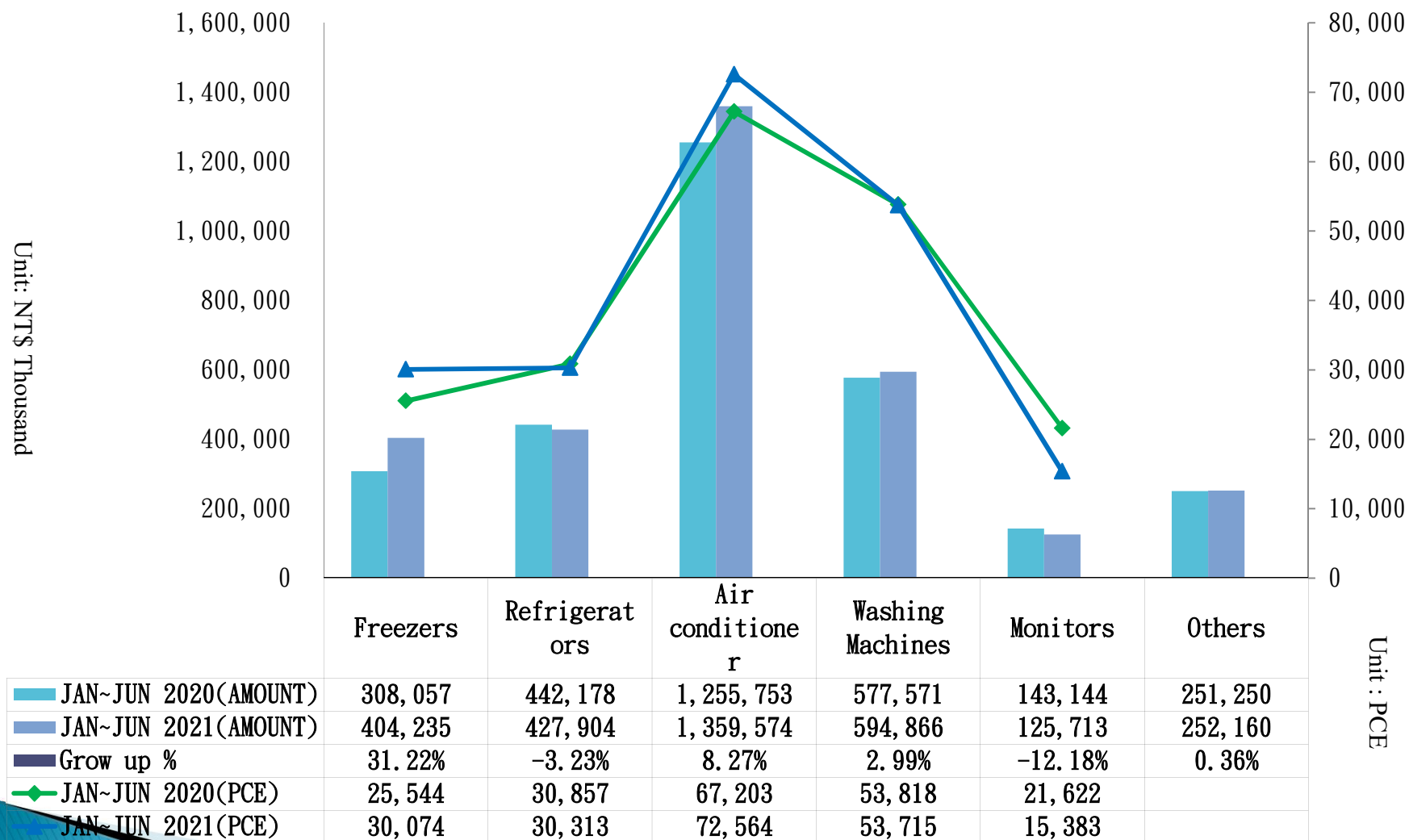
## Balance Sheet 2018~2020

(In Thousands of New Taiwan Dollars)

	2018		2019		2020	
	Amount	%	Amount	%	Amount	%
Current Assets	2,018,983	31%	1,886,286	30%	2,196,061	33%
Non-current Assets	4,492,210	69%	4,457,277	70%	4,371,924	67%
<b>Total Assets</b>	<b>6,511,193</b>	<b>100%</b>	<b>6,343,563</b>	<b>100%</b>	<b>6,567,985</b>	<b>100%</b>
Current Liabilities	651,582	10%	685,137	11%	782,965	12%
Non-current Liabilities	643,174	10%	421,330	6%	427,537	6%
<b>Total Liabilities</b>	<b>1,294,756</b>	<b>20%</b>	<b>1,106,467</b>	<b>17%</b>	<b>1,210,502</b>	<b>18%</b>
Share Capital	2,691,134	41%	2,691,134	42%	2,691,134	41%
Additional paid-in Capital	247,531	4%	256,093	4%	263,941	4%
Retained Earnings	2,377,642	36%	2,378,403	38%	2,504,781	38%
Other Interests	(28,069)	-	(2,232)	-	(16,469)	-
Treasury Stock	(132,298)	-2%	(132,298)	-2%	(132,298)	-2%
Non-countrolling Interests	60,497	1%	45,996	1%	46,394	1%
<b>Total Interests</b>	<b>5,216,437</b>	<b>80%</b>	<b>5,237,096</b>	<b>83%</b>	<b>5,357,483</b>	<b>82%</b>

# Operations Overview

## Sale Performance Comparison Chart



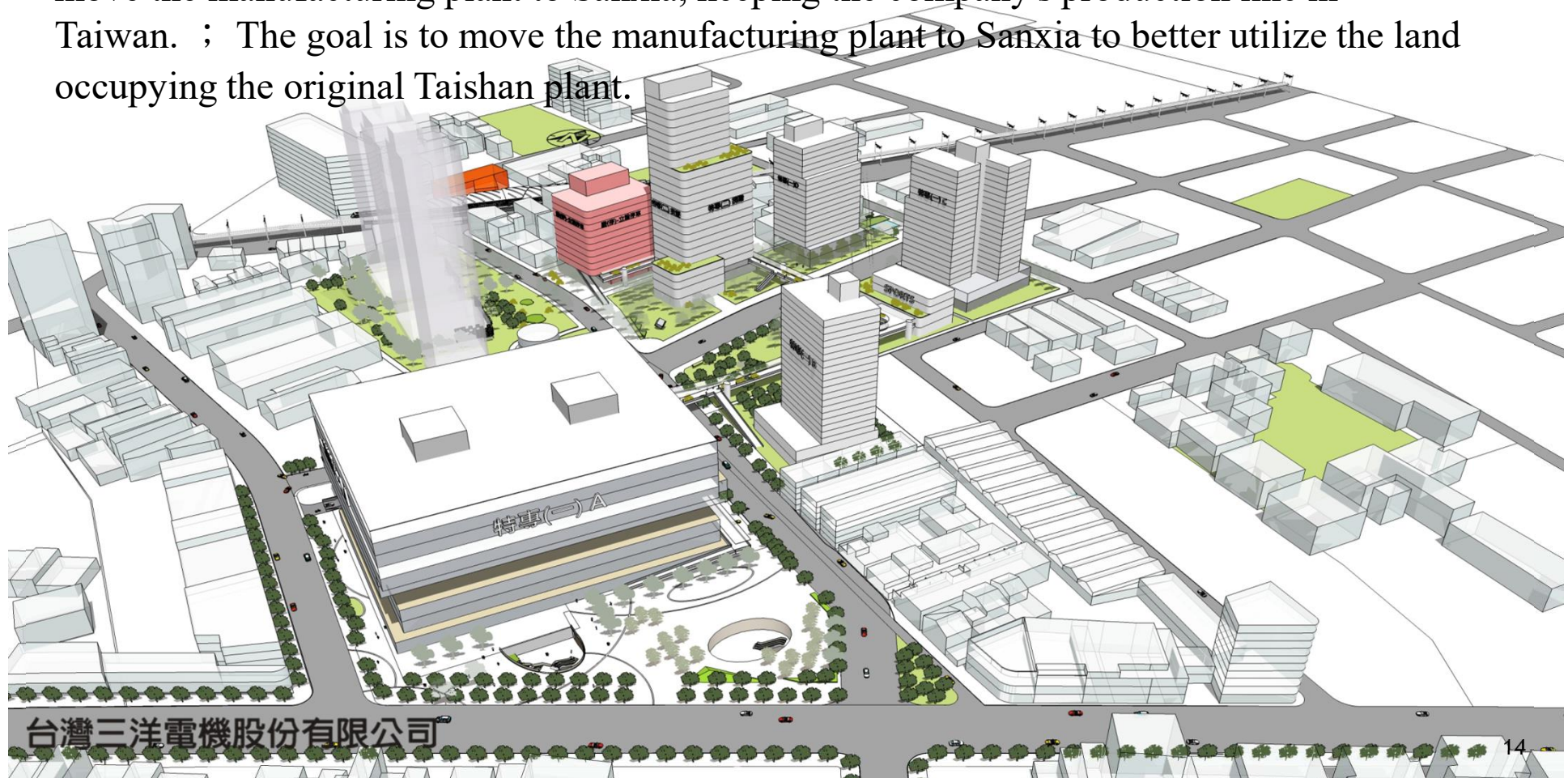
# Assets Development Progress

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	Additional documents under review in accordance with the new urban renewal policies of New Taipei City
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 --	Pending tental	Pending tental
3	Sanxia Manufacturing Plant	New Taipei City Sanxia Zhongzheng Road Section 1	11,705 ping	22,263 ping	New manufacturing site	Construction depends on the progress of taishan land change

# Assets Development Progress

•**Project Target** : Taiwan Sanyo Taishan Manufacturing Plant (Total square footage 23,503 ping)

•**Project Goal** : Following the New Taipei City's industrial development and urban planning policies, and taking advantage of the the Taoyuan Airport MRT line, the goal is to move the manufacturing plant to Sanxia, keeping the company's production line in Taiwan. ; The goal is to move the manufacturing plant to Sanxia to better utilize the land occupying the original Taishan plant.



# Assets Development Progress

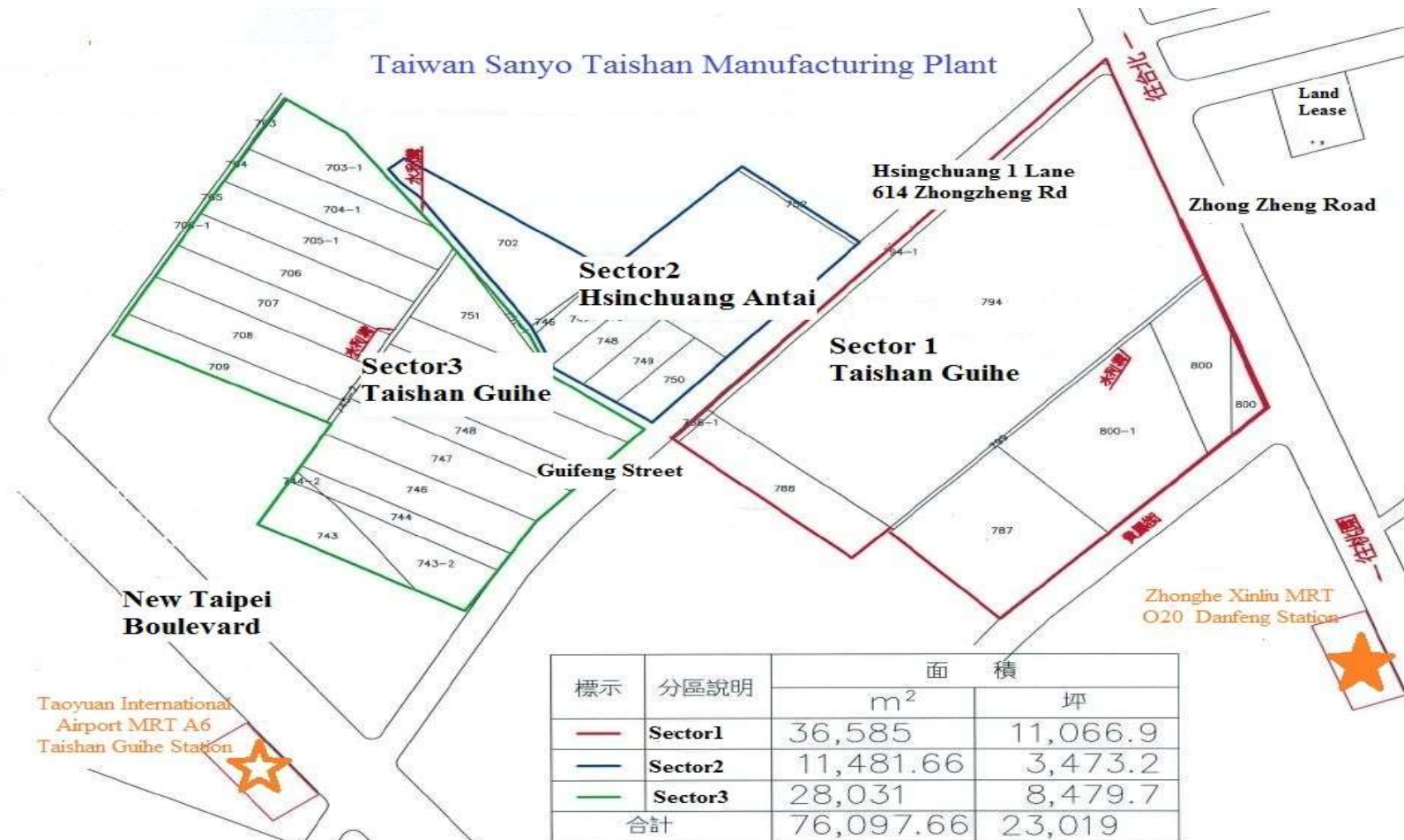
As of August 2019, the New Taipei City government started implementing the new three urban renewal policies. After the applicable regulations for Taishan plant went in effect on January 31st 2020, our company is carefully evaluating the future direction of this project with a consulting team to see how we can best contribute to the local development and bring the most benefits for our shareholders.

Policy	Criteria	Content
Environmental optimization along the main road (2nd policy of urban renewal)	Land base adjacent to twenty four meters city plans road, and adjacent surface must be at least twenty meters long.	Floor area ratio need to raise by 10%
	Land base must be bigger than 2000 square meters	
Reward for public facilities	Donation land base floor area ratio 20% equivalent to public facilities and its land holdings	Must retain 20% floor area ratio reward
Building bulk (1st policy of urban renewal)	Transit oriented development (urban redevelopment along the MRT)	Maximum 50% of floor area ratio
	Government will announce the applicable stops for second phase	Can only apply for land capacity transfer after 20% of application process

# Assets Development Progress

**Project Location :** The junction between New Taipei City's Taishan District and Xinzhuang District

- The south borders Zhongzheng Road(22meters), and the north borders New Taipei Boulevard where the Zhonghe Xinliu MRT Line meet the Taoyuan International Airport MRT



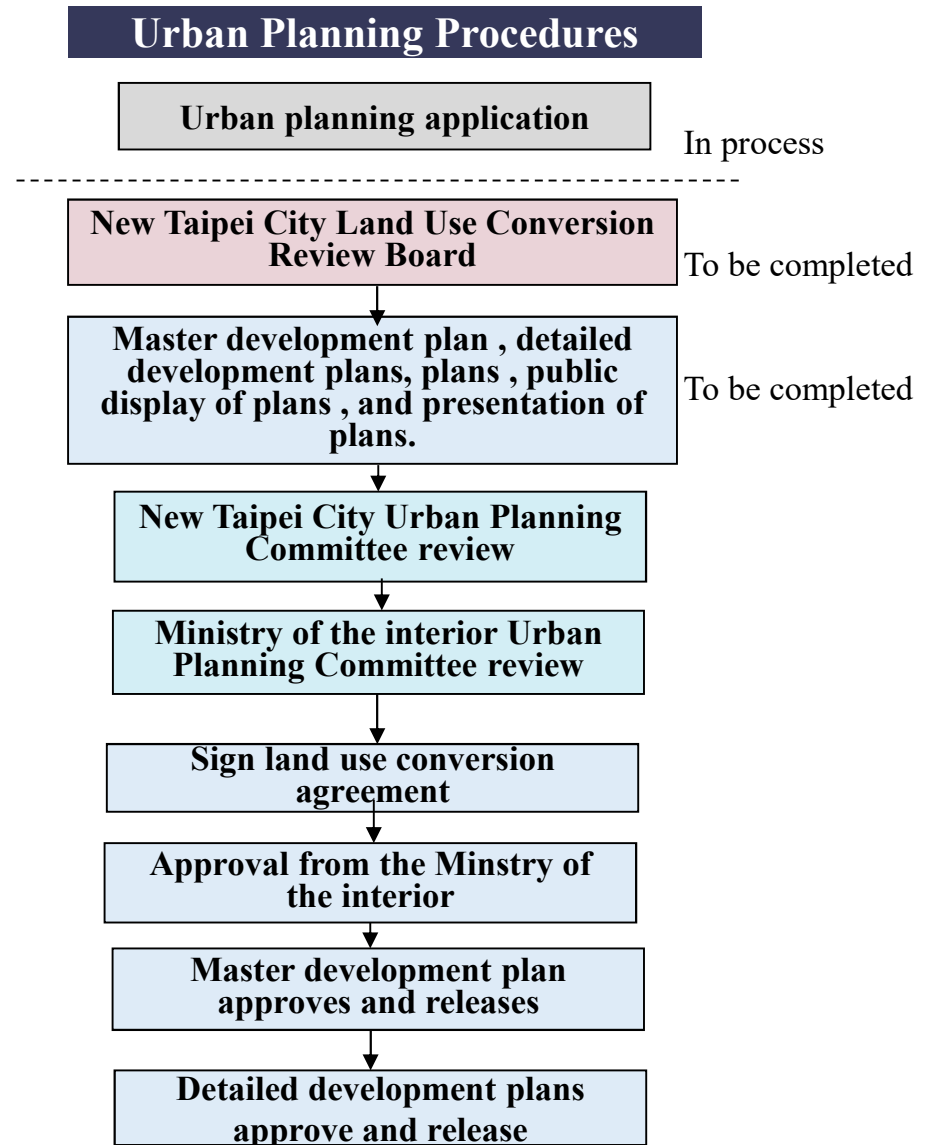


# Assets Development Progress

## Progress note :

\*Working on complying with the three redevelopment policies of New Taipei City's Urban and Rural Development Bureau.

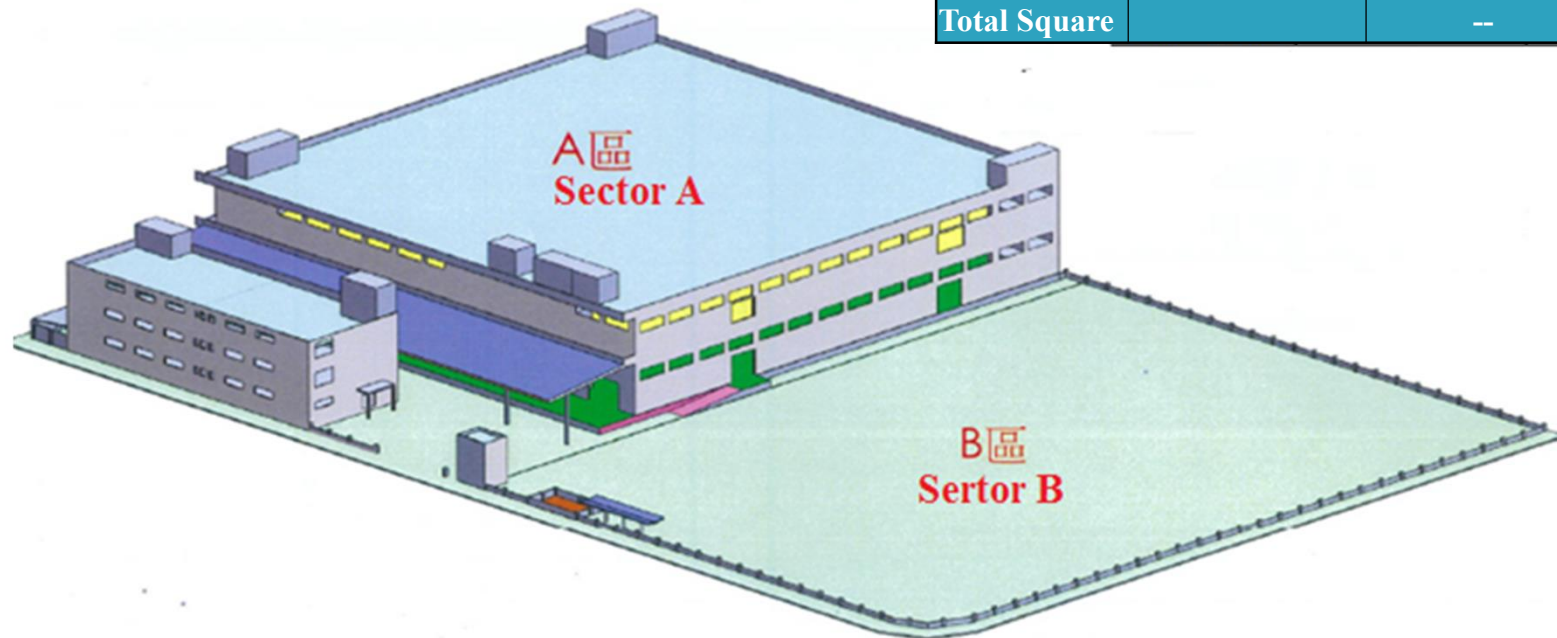
\*The Urban and Rural Development Bureau will summon a hearing soon.



# Assets Development Progress

## **SANLUX** Taiwan Sanyo Kaohsiung Gangshan Plant

	Land Area	Footage
Sector A	4,953 ping	3,672 ping
Sector B		--
Total Square		--



# Assets Development Progress

## **SANLUX** Taiwan Sanyo Sanxia Manufacturing Plant



# Products Research & Development

## *ADVANCED TECHNOLOGY!!*

- ◆ Touch screen temperature control
- ◆ Keep the food fresh
- ◆ Extremely low temperature
- ◆ Compartments for easy organization and access

TFS-100DD



TFS-170DD



*-70°C Horizontal Extremest Low Temperature Freezer*

## Excellent stable low temperature- key to preservation



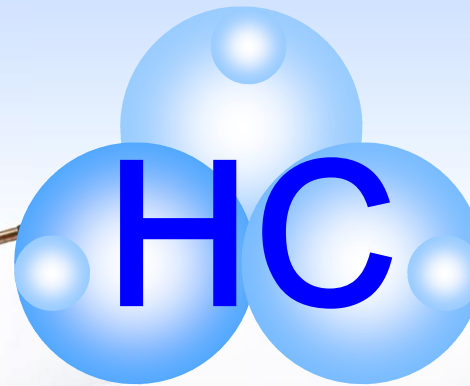
Micro computer  
intelligent temperature control

**-50°C~-60 °C**



German compressor  
energy efficient and minimal sound

**Down by 10%~30%**



Compound refrigerant  
superior cooling function

**from the nature**



Abnormal temperature  
Warning alert

# Products Research & Development

**SANLUX**  
台灣三洋

Medical/Laboratory Freezers and Refrigerators

2021 Best Seller

**EXPORTING GLOBALLY!!**



**MDF-U731M**

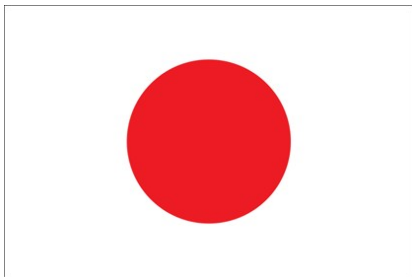
**MPR-N450FH / N450FSH**

**MPR-N250FH / N250FSH**

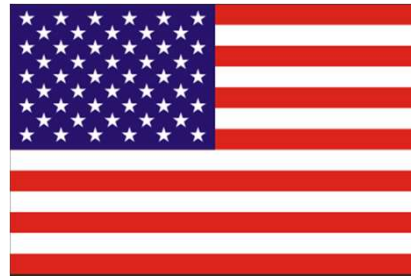
台灣三洋電機股份有限公司

# New Products Research & Development

**Manufacture in Taiwan with the latest technology worldwide , including Japan**



Japan



U.S.A



Australia



Netherland



Singapore



Canada

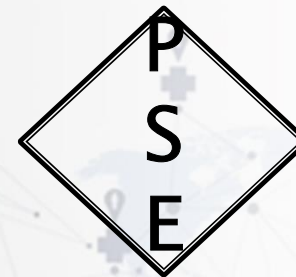
# International Certification



Europe



Canada



Japan



## Refrigerators--models that qualify for energy efficiency tax refund

	Style	Models
<b>Variable Frequency</b>	<b>Chromatic glass</b>	SR-C312DVGF、SR-C475CVGA、SR-C480BVG、SR-C528CVG、SR-C533BVG、SR-C560DVG、SR-C580CVG
<b>Variable Frequency</b>	<b>Stainless steel with mirror finish</b>	SR-C321BV1B、SR-C380BV1B、SR-475CV1A、SR-C480BV1A/1B、SR-C528CV1A、SR-C533BV1A、SR-C580CV1A、SR-C580BV1B
<b>Fixed Frequency</b>	<b>Stainless steel with mirror finish</b>	SR-C47/97/98A1、SR-C102B1、SR-C128B1、SR-C168B、SR-C206B1、SR-C250B1B、SR-C321B1B、SR-C480B1B

**Variety models, all certified to be Energy Efficiency Rating Label Level 1**

## Air Conditioners - models that qualify for energy efficiency tax refund

	Style	Model
Variable Frequency	Window Type AC	SA-L/R2.2FEA 、 SA-L/R2.8FEA 、 SA-L/R4.1FEA 、 SA-L/R5.0FEA 、 SA-L/R6.0FEA
Variable Frequency	Split Type AC Outdoor Unit	For bigger space : SAC-110VH8S one on one outdoor unit 、 SAC-X130VH7 one on four

**Not only split type, but also window type models, 11kw, 13kw, all certified for energy efficiency regulations and tax refund**

## 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.”

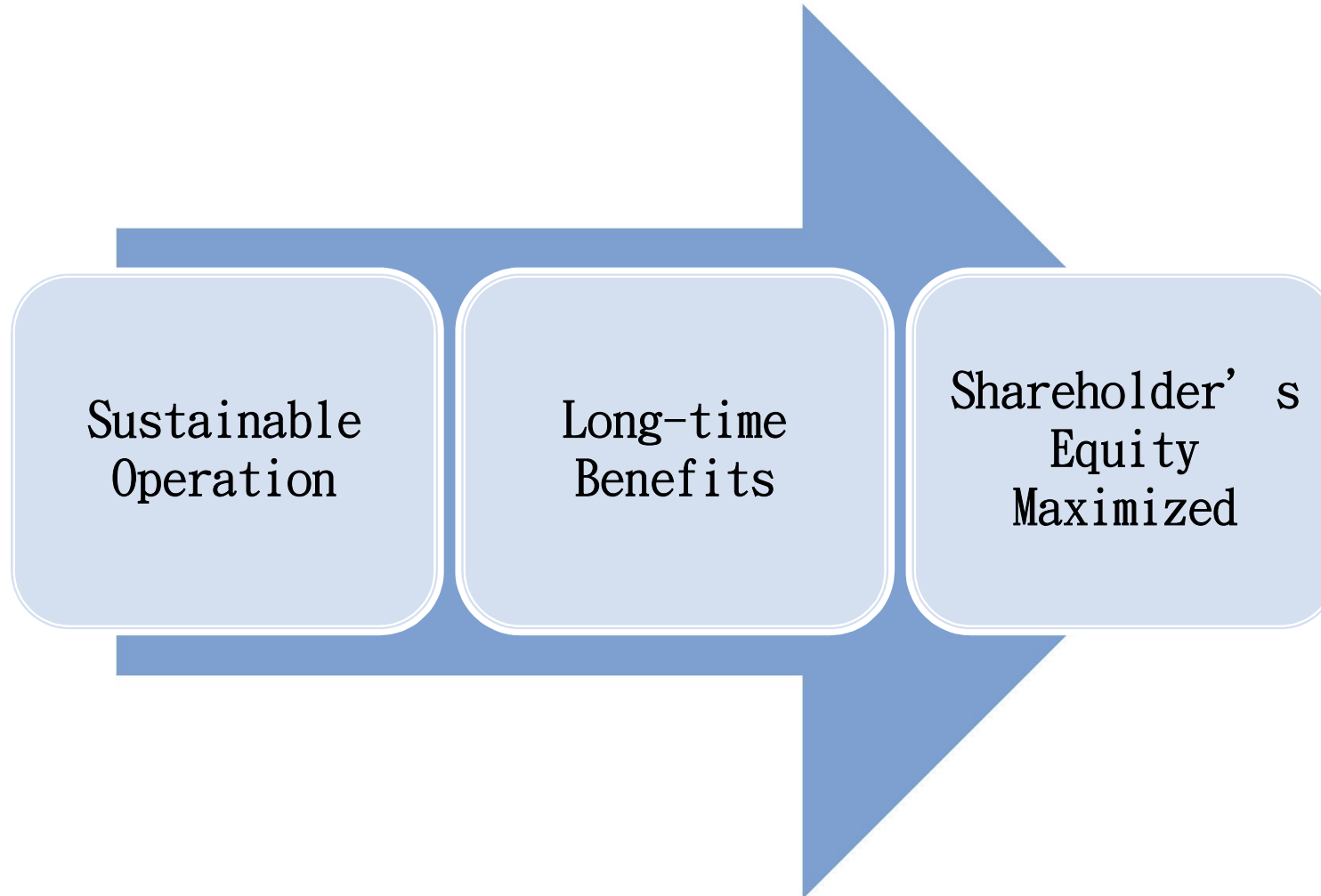
### Quality

- 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

## Look Into the Future-Assets Utilization



## In conclusion

**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