TONLIN DEPARTMENT STORE CO.,LTD.

Investor Conference

November 23, 2020

TONLIN(Company Code: 2910) Conference Agenda

- About Tonlin
- Rental in Taipei
- Retailing in Taoyuan Tonlin Plaza
- Real Estate Development Business
- Finance

About Tonlin

- Established：1982
- Capital：NT$2,087,250,000
- Business Overview：

Rental in Taipei

Retailing in Taoyuan Tonlin Plaza

Real Estate Development Business：Yangmingshan & Jiaoxi

電影館
OMNI
NIGHTCLUB
台灣最大健身品牌
www.worldgymtaiwan.com
2773-9000
The Largest Fitness Brand in Taiwan. We are NO.1
WORLD GYM
STARBUCKS COFFEE
ZARA

Taipei

A. Eastern District of Taipei
   a. Shopping Malls in Taipei increase.
      (Xinyi / Nangang Business District)
   b. Rent in Eastern District decline slowly.
   c. Because of the long term lease in Taipei commercial property, there has no significant influence currently.

Taipei

B. Major Tenants

a. ZARA

b. World Gym

c. Starbucks

TONLIN SQUARE

Taoyuan Tonlin Plaza

A. Retailing in Taoyuan

Type / Area	Department Store	Mall
North Taoyuan	FEDS、SKM、Tonlin	Taimall
South Taoyuan	SOGO	Metro Walk、Gloria Outlets

Taoyuan Tonlin Plaza

B. Taoyuan Tonlin Plaza

a. Refurbishment：February. 2017 ~ September. 2018

b. Reopen Date：October. 3. 2018

c. Merchandise Categories：

- ★ FASHION
- ★ BEAUTY
- ★ LIFE STYLE
- ★ CAFE & RESTAURANT

d. Total Refurbishment Cost：Around NT$1,000,000,000

樓層簡介

12F	威秀影城　14-21廳
10F	威秀影城　售票處　06-13廳
9F	威秀影城　售票處　01-05廳　遊樂廣場
8F	主題餐廳
7F	主題餐廳
6F	主題餐廳
5F	主題餐廳
4F	運動休閒　電玩玩具　流行配件　休閒服飾
3F	設計師服飾　流行服飾　內衣飾品　香氛保養　咖啡輕食　贈品兌換處
2F	潮流服飾　品味選物　Meeting Spot
1F	美妝保養　流行服飾　數位３Ｃ　雜貨配件　咖啡烘焙　藥妝店　美食走廊　威秀影城售票處
B1	誠品書店　expo誠品生活文創平台
B2	汽車停車場
B3	汽車停車場
B4	汽車停車場

VIP 貴賓廳 3F	會員中心 3F	AED 3F	TAX REFUND 退稅服務 3F	嬰兒車租借 3F	ATM 5F
育嬰室 6F	哺乳室 6F｜7F	親子廁所 B2｜3F 5F｜10F｜12F	無障礙廁所 2F｜4F 6F｜8F｜9F	無障礙停車位 B2｜B3｜B4	孕婦、育有六歲以下兒童之停車位 B2｜B3｜B4

FASHION

1F

SHIATZY CHEN
SPORT b. PARIS
DANIEL WELLINGTON
swatch SWISS MADE
front
MUJOSH
MISS 21

2F

MANGO
XING
QUEEN SHOP
LAKING SINCE MMVI
QUIKSILVER
La Mode
ABC-MART

3F

J&NINA
PESARO MONOspace
HUANG SHU CHI TAIPEI DESIGN EASY
林巨英 NADIA LIN.
Dleet 李倍
邱明珠 CHIU MIN CHU
MYVEGA
MAX MIYA
& by TAN& LUCIANA
vivi αηη

4F

CASIO

BEAUTY

1F

GUERLAIN
LANCÔME PARIS
sisley PARIS
SK-II #changedestiny
NYX PROFESSIONAL MAKEUP
ORBIS
蕾莉歐 L'ERBOLARIO ITALY
THE BODY SHOP.
Premier by Dead Sea Premier
BURDEEN JEWELRY 歐莉寶珠寶

3F

第一化粧品
Wacoal 華歌爾

LIFE STYLE

B1

- 誠品書店

1F

- STUDIO A
- FamilyMart
- マツモトキヨシ

4F

- Nike
- adidas
- Reebok
- new balance
- SKECHERS
- GIORDANO
- HANGTEN
- 休閒館

TOY WORLD

9F

- VIESHOW CINEMAS

CAFE&RESTAURANT

1F

- SUNMERRY 聖瑪莉
- Starbucks
- ピアードパパの作りたて工房
- 迷宮屋 milk shop
- KEBUKE
- Honey Secret
- MACU 麻古茶坊
- 紅玉滿 赤心雞蛋糕

3F

- MÖVENPICK CAFÉ 莫凡彼

5F

- Tea Bar
- 北海道昆布鍋
- らぁめん花月嵐
- 燒肉井
- 銀座吉子日式豬排
- 大村豆腐家
- 百八魚場
- 紅龍 鐵板燒

6F

- MO-MO-PARADISE
- 樂尼尼 LE NI NI
- 暹泰多 SIAM MORE

7F

- 果然滙
- 海鮮蒸氣鍋 SEAFOOD STEAMPOT
- 牧石鍋物

8F

- 海底撈火鍋 Haidilao Hot Pot
- Shrimp Wonder
- 原燒 O-NIKU

Real Estate Development Business

A. Real Estate Market
   a. Price slow decline in the last 5 years due to government policy.
   b. Anticipate price will slow increase.
   c. Policy：Keep selling housing inventory. New project depends on the improvement of real estate in the future.

Real Estate Development Business

B. Existing Real Estate Projects

Location	Project Name
Yangmingshan, Taipei	Yu-Yangming (a mountain resort project)
Jiaoxi, Yilan	Xien Xien (a hot-spring resort)

Finance

A. Income Statement
B. Dividends Policy
   a. Majority in Cash Dividends
   b. Dividends will be decide by EPS and Capital Expenditures
C. Capital Expenditures
   - There is no significant capital expenditures in 2021.

TONLIN DEPARTMENT STORE CO.,LTD.

Statement of Comprehensive Income

Units: NT$ thousands

Items	2017		2018		2019		2020 Q1-Q3	
	Amount	%	Amount	%	Amount	%	Amount	%
Operating revenue	282,049	100	436,086	100	650,176	100	360,198	100
Cost of operations	47,749	17	137,588	32	323,950	50	90,090	25
Operating profit	234,300	83	298,498	68	326,226	50	270,108	75
Operating expenses	143,999	51	181,233	42	218,954	34	151,808	42
Income from Operations	90,301	32	117,265	27	107,272	16	118,300	33
Non-operating income and expenses	(68,647)	(24)	(10,010)	(2)	26,094	4	(23,962)	(7)
Profit before income tax	21,654	8	107,255	25	133,366	21	94,338	26
Income tax expense	(4,309)	(2)	17,151	4	21,581	3	31,204	9
Net income	25,963	9	90,104	21	111,785	17	63,134	18
Other comprehensive income	(4,539)	(2)	(36,783)	(8)	11,178	2	(9,670)	(3)
Total comprehensive income	21,424	8	53,321	12	122,963	19	53,464	15