



**TONLIN DEPARTMENT STORE CO.,LTD.**

# Investor Conference

December 13, 2021

# **TONLIN(Company Code: 2910)**

## **Conference Agenda**

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

# About Tonlin

➤ Established : 1982

➤ Capital : NT\$2,087,250,000

➤ Business Overview :

Commercial Rental Business in Taipei

Retailing Business in Taoyuan Tonlin Plaza

Real Estate Development Business : Yangmingshan & Jiaoxi



統領

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# Taipei

## A. Eastern District of Taipei

- a. New Shopping Malls in Taipei create competition.  
( Mainly: Xinyi / Nangang Business District )
- b. Rent in Eastern District decline slowly.
- c. The company reduce some rental during the COVID-19 period.
- d. 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 Market in Taoyuan

Area \ Type	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	
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
- 哺集乳室  
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 *l.*  
PARIS

DANIEL WELLINGTON

swatch  
SWISS MADE



MUJOSH

MISS 21

2F

MANGO

X I N G

QUEEN  
SHOP

LAKING  
SINCE 1971

#CACO

*La Mode*

W WAVE SHINE

ABC-MART

3F

J & N : NA

PESARO  
MONospace

林麗英  
NADIA LIN.

Dleet 李倍

Hana Mokuba

Lif&

& by TAN& LUCIANA

4F

CASIO.

## BEAUTY



1F

GUERLAIN

LANCÔME  
PARIS

sisley  
PARIS

ORBIS

蕾莉歐  
L'ERBOLARIO  
ITALY

THE BODY SHOP.

Premier  
by Dead Sea Premier

歐莉寶珠寶

3F

de 第一化粧品  
First Cosmetics Works

Wacoal  
華歌爾



## LIFE STYLE



B1

誠品書店  
the elite bookstore

1F

STUDIO A  
Apple

藥 7-Eleven  
7-Eleven

FamilyMart

2F

QUIKSILVER ROXY

4F

Nike

adidas

Reebok

new balance

SKECHERS

GIORDANO

HANGTEN

GAME 休閒館

TOY WORLD

9F-11F

VIESHOW  
CINEMAS

## CAFE & RESTAURANT



1F

SUNMERRY  
聖瑪莉

Starbucks

ピアーダババの  
作りたて工房

迷客夏  
milk shop

KEBUKE

有食候紅豆  
CHAYA

MACU  
麻古茶坊

紅玉滿 赤心雞蛋糕  
Hong Yu Man Egg Pastries 2010年11月 紅玉滿

Melvita  
French organic beauty care since 1982

3F

MÖVENPICK CAFÉ  
莫凡彼

5F

möi cafe

Tea Bar  
BIO GERMANY GRANGE

聚 北海道昆布鍋

肉の王様

焼肉  
焼肉會社

銀座吉子 日式豬排

北村豆腐家

紅龍 鐵板燒

6F

MO-MO-PARADISE  
モモパーク

SIAM MORE 饗泰多

中國銀行

7F

果然匯

牧石鍋物  
Mushi Shabu-Shabu

8F

海底撈火鍋  
Haidilao Hot Pot

Shrimp & Doodle

原燒 NIKU

bb-q  
CHICKEN  
韓國最大連鎖炸雞品牌

# Real Estate Development Business

## A. Real Estate Market

- a. Price decline slowly in the last 5 years due to government policy.
- b. Construction cost increases due to inflation.
- c. Anticipate price will gradually increase.
- d. Policy : Keep selling company's inventory.  
New project depends on the improvement of real estate market 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. Dividend Policy

- a. Majority in Cash Dividend
- b. Annual dividend will be decided by EPS and Capital Expenditures

## C. Capital Expenditures

- There is no significant capital expenditures in 2022.

# TONLIN DEPARTMENT STORE CO.,LTD.

## Statement of Comprehensive Income

Units: NT\$ thousands

Items	2018		2019		2020		2021 Q1-Q3	
	Amount	%	Amount	%	Amount	%	Amount	%
Operating revenue	436,086	100	650,176	100	554,440	100	415,482	100
Cost of operations	137,588	32	323,950	50	190,011	34	183,680	44
Operating profit	298,498	68	326,226	50	364,429	66	231,802	56
Operating expenses	181,233	42	218,954	34	202,611	37	145,043	35
Income from Operations	117,265	27	107,272	16	161,818	29	86,759	21
Non-operating income and expenses	(10,010)	(2)	26,094	4	(5,575)	(1)	(564)	(0)
Profit before income tax	107,255	25	133,366	21	156,243	28	86,195	21
Income tax expense	17,151	4	21,581	3	42,084	8	985	0
Net income	90,104	21	111,785	17	114,159	21	85,210	21
Other comprehensive income	(36,783)	(8)	11,178	2	(2,340)	(0)	(25,737)	(6)
Total comprehensive income	53,321	12	122,963	19	111,819	20	59,473	14