



TONLIN DEPARTMENT STORE CO.,LTD.

Investor Conference

November 21, 2022

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



電影館 24H

OMNI NIGHTCLUB

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ZARA

ZARA

ZARA

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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 紅帽象親子樂園

8F

海底撈 蝦老爹 Hotties 美式辣炸雞 bb.q CHICKEN Oh my! 原燒

7F

果然匯 牧石鍋物

6F

Mo-Mo-Paradise 饗泰多 湯明茶樓 默爾 Pasta & Pizza

5F

銀座杏子日式豬排 北村豆腐家 聚 日式鍋物 moi cafe Brunch & Diner
花月嵐 燒井 紅龍鐵板燒 K5食尚趣 麻辣滷味 坐著做·海鮮丼飯專門店

4F

誠品書店 誠品生活 expo 誠品生活文創平台 GAME 休閒館 玩具雜貨

3F

2nd STREET 流行服飾 泳裝飾品 內衣 3 C 配件 莫凡彼咖啡館

2F

潮流服飾 品味選物 雜貨配件

1F

NIKE 桃園體驗店 1F&B1 STUDIO A 松本清藥妝店 美妝保養
流行服飾 時尚配件 咖啡烘焙 館外美食走廊 威秀影城售票機

B1

NIKE 桃園體驗店 1F&B1 潮流運動 流行配件 休閒服飾 服務台

B2

汽車停車場

B3

汽車停車場 大型重型機車停車區

B4

汽車停車場



服務台
B1



AED
B1



退稅服務
B1



ATM
5F



嬰兒車租借
B1



輪椅租借
B1



寄物櫃
B2



免費WiFi
B1~8F



哺乳乳室
6F | 7F



親子廁所
B2 | 5F



無障礙廁所
B2 | 2F
6F | 8F | 9F



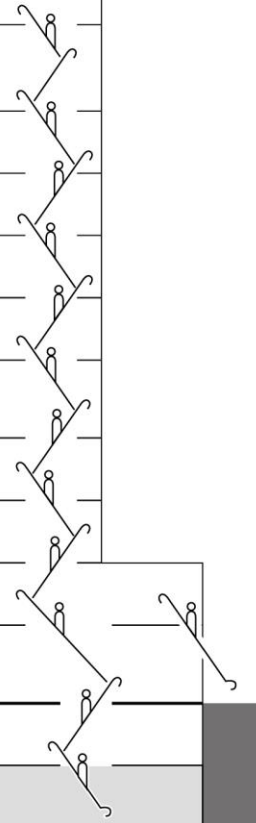
無障礙停車位
B2 | B3 | B4



孕婦、育有六歲
以下兒童之停車位
B2 | B3 | B4



大型重型
機車停車位
B3



FASHION



B1F

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L'ORIGINAL
PALLADIUM
DEPUIS 1947

1F

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La Mode

SNATCH

MISS 21

2F

MANGO

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SHOP

LAKING
SINCE 1986

#CACO

La/so
Smile with Lallo

Tata
Style it am to pm

Ananas
mumm & YUYU

uniarts

Lotin
Accessory

ABC-MART

3F

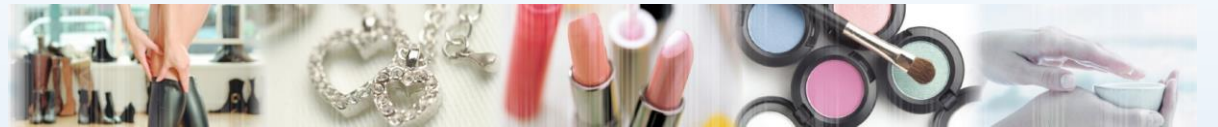
ORANGE BEAR
嚴選

2nd STREET

Lif&

W WAVE SHINE

BEAUTY



1F

V LENS

蕾莉歐
L'ERBOLARIO
ITALY

THE BODY SHOP

3F

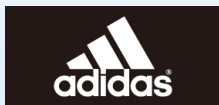
W WAVE SHINE

Wacoal
華歌爾

LIFE STYLE



B1



1F



2F



3F



4F



9F~11F



CAFE & RESTAURANT



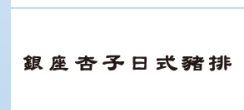
1F



3F



5F



6F



7F



8F



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 be stable.
- d. Rising interest rates put more burden on homebuyers.
- e. 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 2023.

TONLIN DEPARTMENT STORE CO.,LTD.

Statement of Comprehensive Income

Units: NT\$ thousands

Items	2019		2020		2021		2022 Q1-Q3	
	Amount	%	Amount	%	Amount	%	Amount	%
Operating revenue	650,176	100	554,440	100	528,595	100	518,150	100
Cost of operations	323,950	50	190,011	34	250,906	47	256,543	50
Operating profit	326,226	50	364,429	66	322,689	61	261,607	50
Operating expenses	218,954	34	202,611	37	191,302	36	142,112	27
Income from Operations	107,272	16	161,818	29	131,387	25	119,495	23
Non-operating income and expenses	26,094	4	(5,575)	(1)	10,455	2	(51,386)	(10)
Profit before income tax	133,366	21	156,243	28	141,842	27	68,109	13
Income tax expense	21,581	3	42,084	8	1,147	0	7,033	1
Net income	111,785	17	114,159	21	140,695	27	61,076	12
Other comprehensive income	11,178	2	(2,340)	(0)	(19,053)	(4)	(19,462)	(4)
Total comprehensive income	122,963	19	111,819	20	121,642	23	41,614	8