



TONLIN DEPARTMENT STORE CO.,LTD.

Investor Conference

November 30, 2023

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\$1,754,030,000

➤ 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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重新定義亞洲頂級娛樂標準

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ZARA

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Taipei

A. Eastern District of Taipei

- a. New Shopping Malls in Taipei create competition.
(Mainly: Xinyi / Nangang / Taipei Dome 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 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 集雅社
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 敵姓鍋 個人火鍋專賣 義饗屋 花月嵐 燒井 K5食尚趣 麻辣滷味 坐著做·海鮮丼飯專門店 燒桶子 韓食烤肉
4F	誠品書店 誠品生活 expo 誠品生活文創平台 Game 休閒館 樂玩多 i color
3F	2nd STREET 流行服飾 泳裝飾品 內衣 3 C 配件 莫凡彼咖啡館 Home. 焙小日子
2F	ABC - MART 流行服飾 流行配件
1F	NIKE 桃園體驗店 1F&B1 STUDIO A 松本清藥妝店 NxCoffee 時尚配件 美妝保養 流行服飾 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 TOY WORLD 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 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



GIORDANO

1F



DANIEL WELLINGTON

swatch
SWISS MADE



BONNY
& READ

SNATCH

MISS 21

2F

AIR SPACE

QUEEN[®]
SHOP

LAKING
SINCE 1966

#CACO

Ananas
mumm & YUYU

BLACK VIN

uniarts

ABC-MART

DOUGHNUT

3F

ORANGE BEAN
嚴選

felicity

2nd STREET

Tata
Style it am to pm

Lif&

WAVE SHINE

BEAUTY



1F



蕾莉歐
L'ERBOLARIO
ITALY

THE BODY SHOP

2F

AIR SPACE

3F

WAVE SHINE

Wacoal
華歌爾

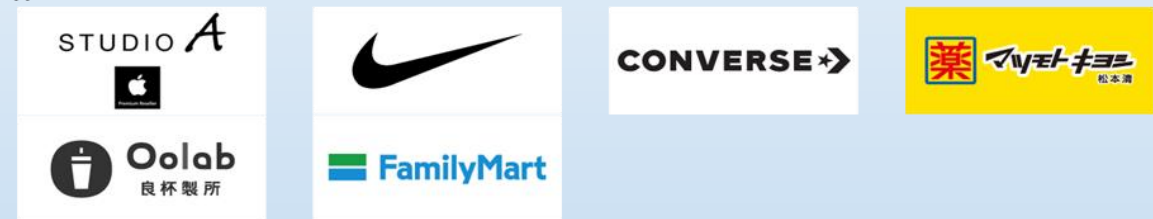
LIFE STYLE



B1



1F



2F



3F



4F



7F



9F



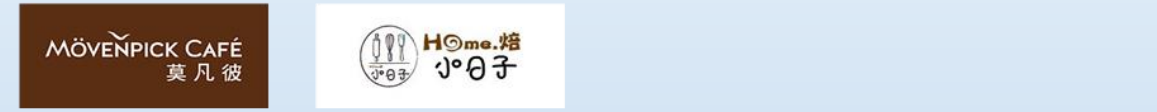
CAFE&RESTAURANT



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 2024.

TONLIN DEPARTMENT STORE CO.,LTD.

Statement of Comprehensive Income

Units: NT\$ thousands

Items	2020		2021		2022		2023 Q1-Q3	
	Amount	%	Amount	%	Amount	%	Amount	%
Operating revenue	554,440	100	528,595	100	711,970	100	421,811	100
Cost of operations	190,011	34	206,239	39	360,518	51	119,686	28
Operating profit	364,429	66	322,356	61	351,452	49	302,125	72
Operating expenses	202,611	37	191,302	36	187,042	26	147,177	35
Income from Operations	161,818	29	131,054	25	164,410	23	154,948	37
Non-operating income and expenses	(5,575)	(1)	10,788	2	(49,484)	(7)	17,084	4
Profit before income tax	156,243	28	141,842	27	114,926	16	172,032	41
Income tax expense	42,084	8	1,147	0	18,531	3	30,339	7
Net income	114,159	21	140,695	27	96,395	14	141,693	34
Other comprehensive income	(2,340)	(0)	(19,053)	(4)	(17,726)	(2)	(5,281)	(1)
Total comprehensive income	111,819	20	121,642	23	78,669	11	136,412	32