

**SANLUX** Taiwan Sanyo  
(股票代號：1614)

**2022 INVESTOR UPDATE**

---

報告人：林張惠

# Summary

**一、Company History and Introduction**

**二、Operations Overview**

**三、Assets Development Progress**

**四、Future Outlook**

**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

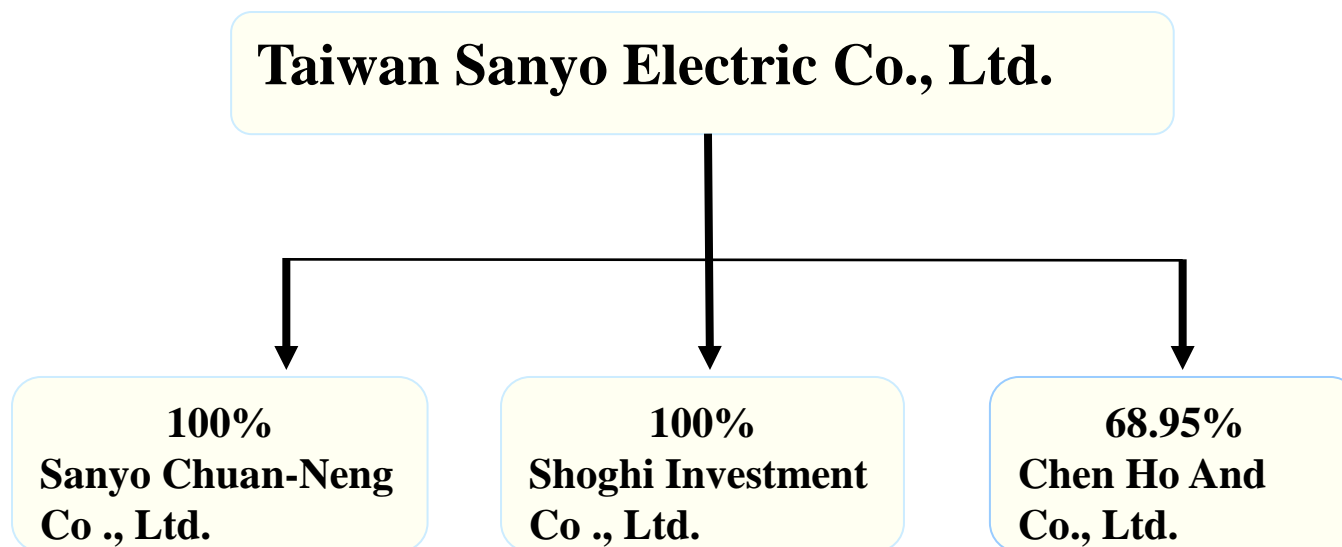
Panasonic Japan bought out Sanyo Co of Japan.

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**

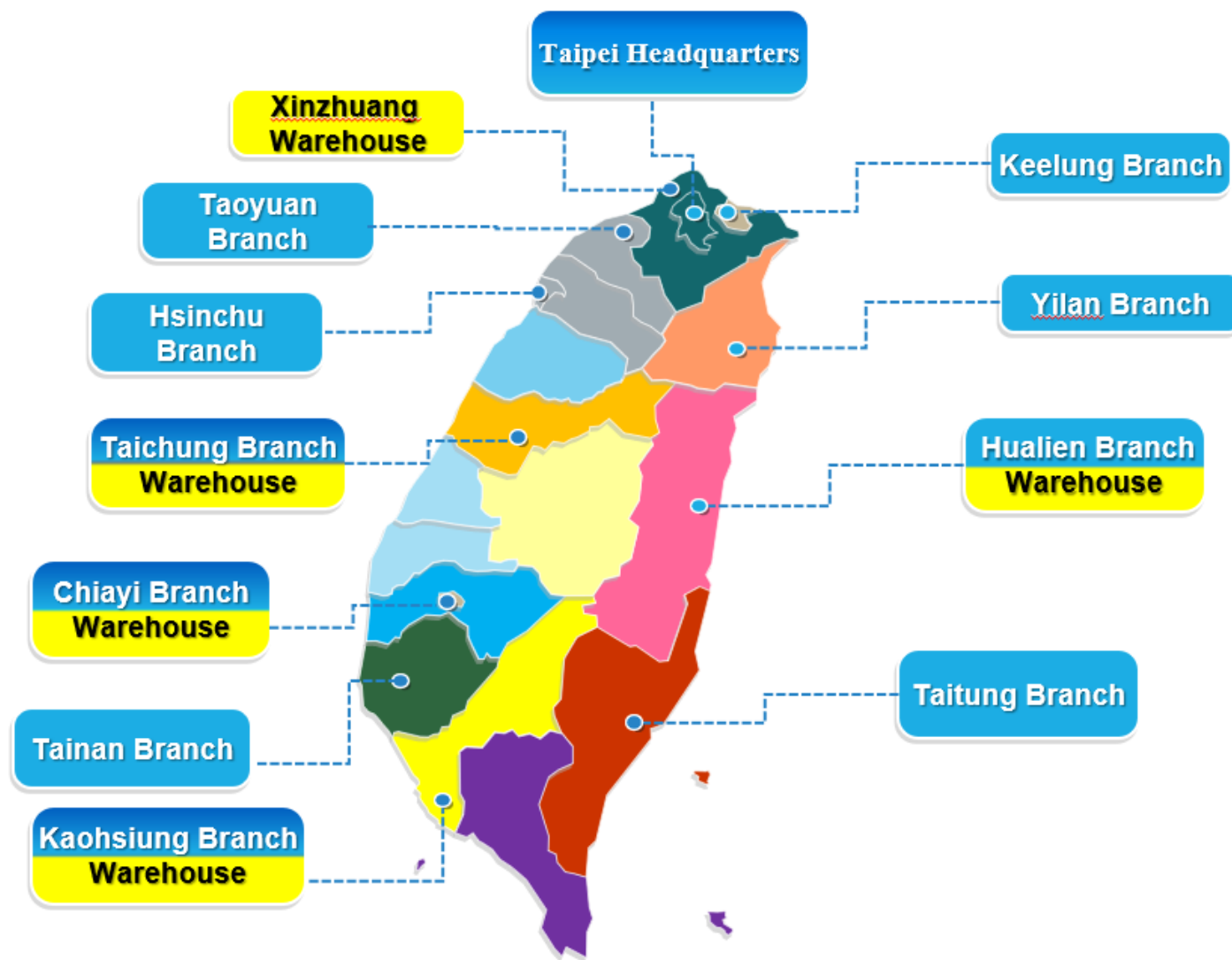
**Manufacturing Plant : No,35 Guifeng St, Taishan Dist, New Taipei243, Taiwan R.O.C**

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

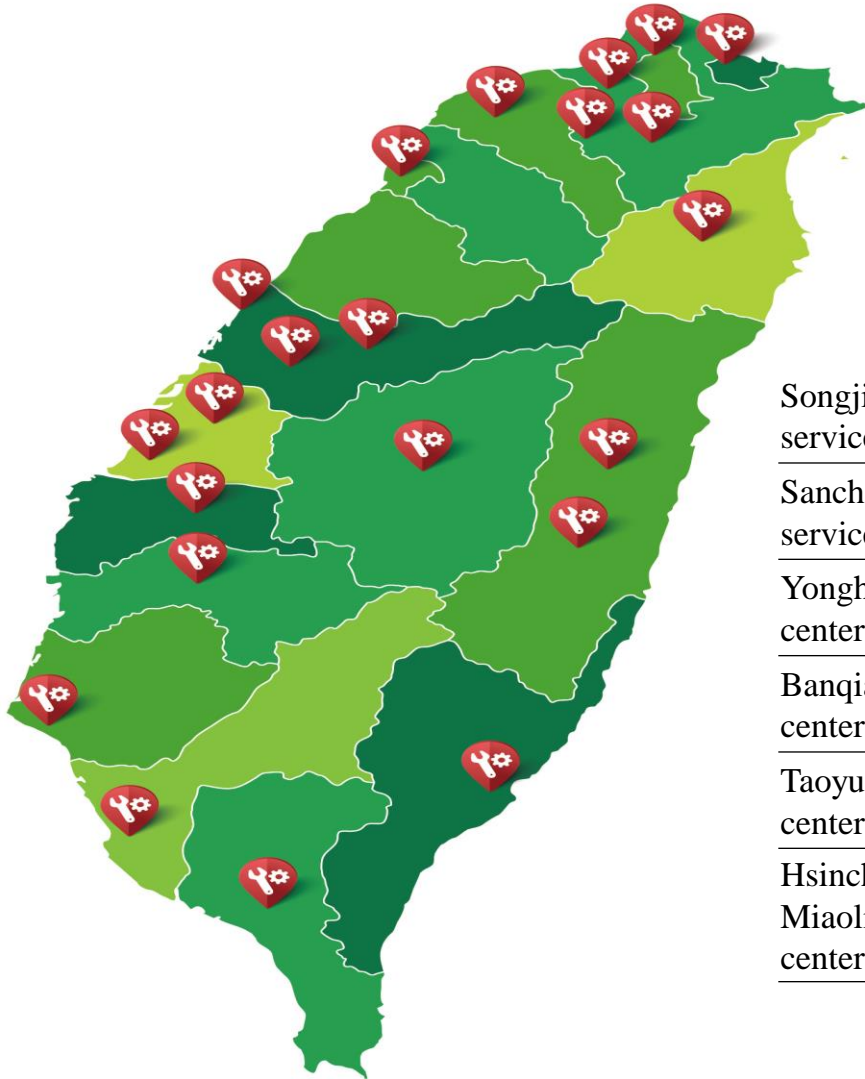
**Number of Employees : Approx 1,100**

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

# Company Introduction-Location 13 sales division locations



# Company Introduction-Location 23 service locations



Songjiang service center

Sanchong service center

Yonghe service center

Banqiao service center

Taoyuan service center

Hsinchu and Miaoli service center

Keelung service center

Yilan service center

Hualien service center

Taitung service center

Taichung service center

Fengyuan service center

Shalu service center

Nantou service center

Yuanlin service center

Changhua service center

Huwei service center

Chiayi service center

Tainan service center

Kaohsiung service center

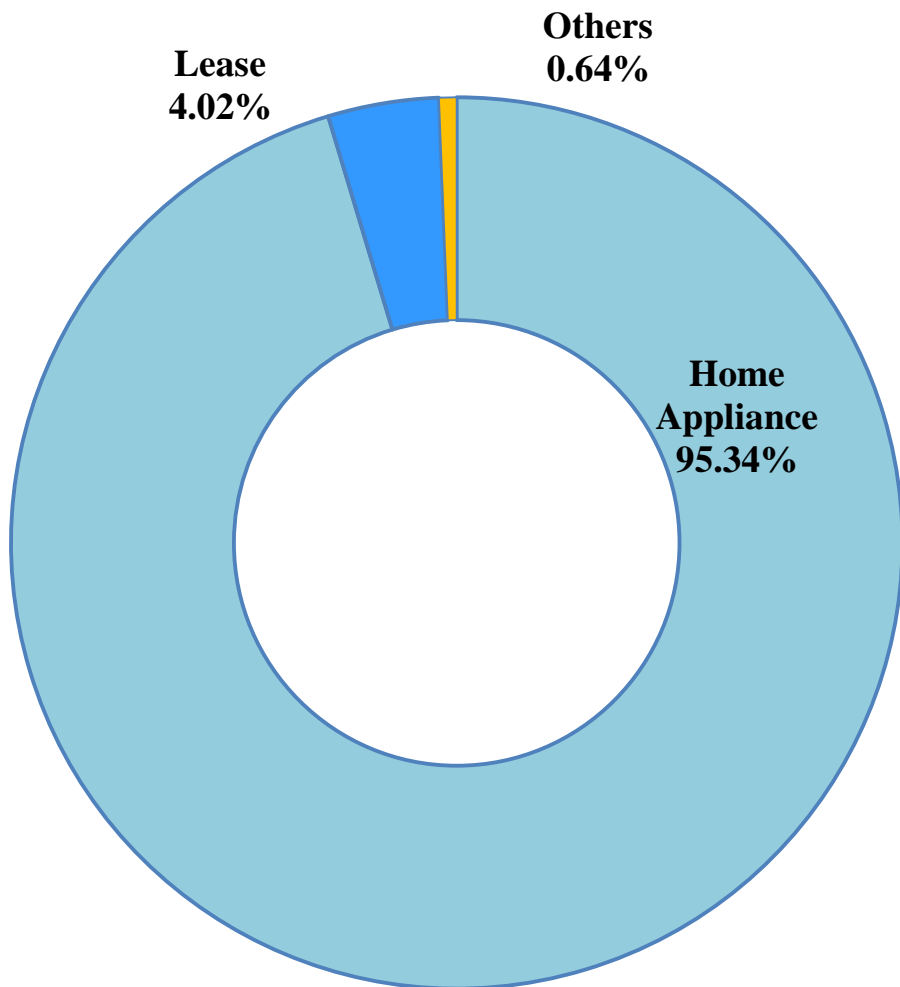
Fengshan service center

Penghu service center

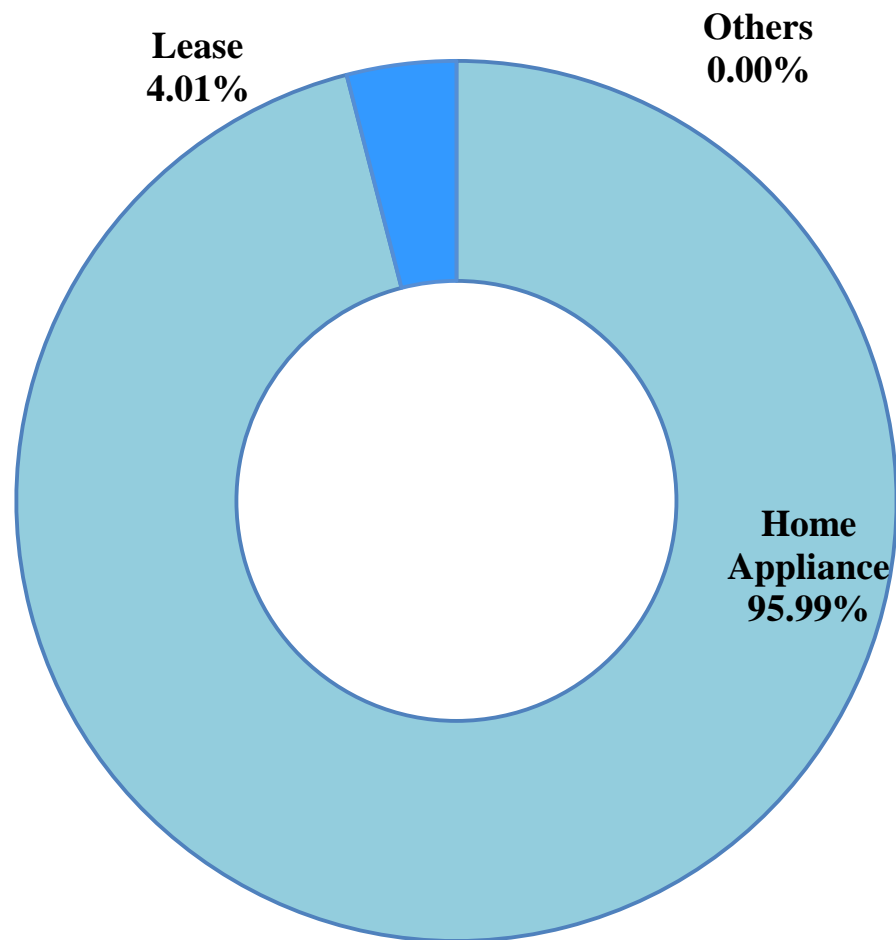
Pingtung service center

# Operations Overview

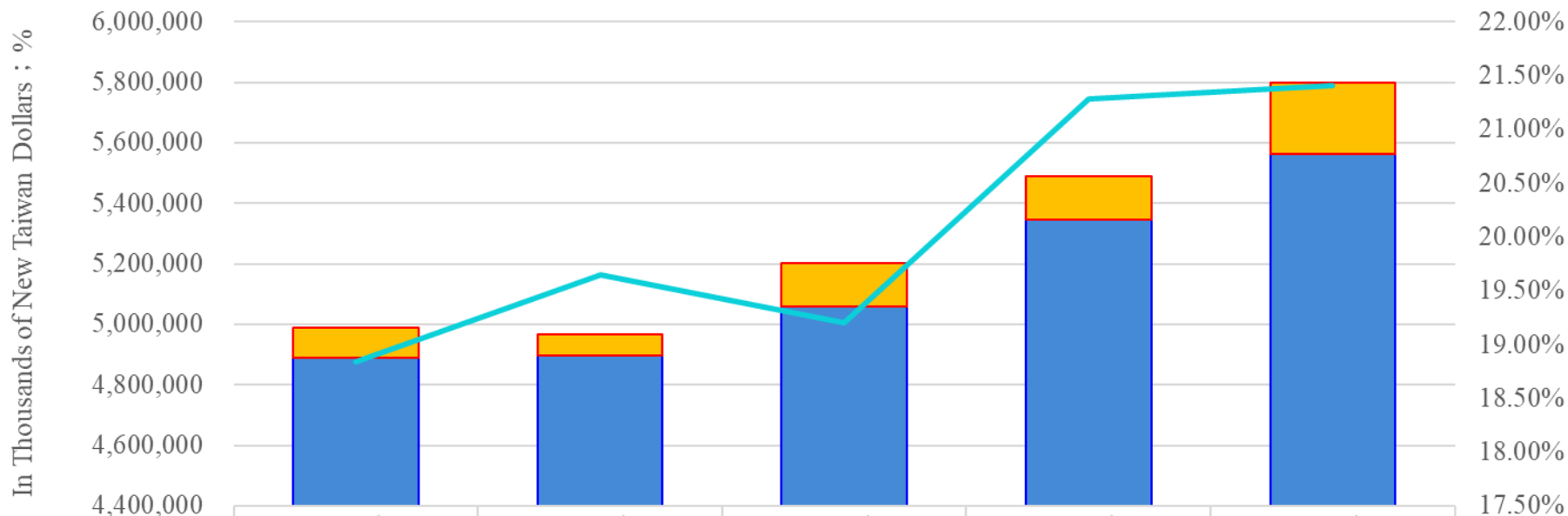
## 2020年 Operations overview



## 2021 Operations Overview



## Sales Overview 2017~2021

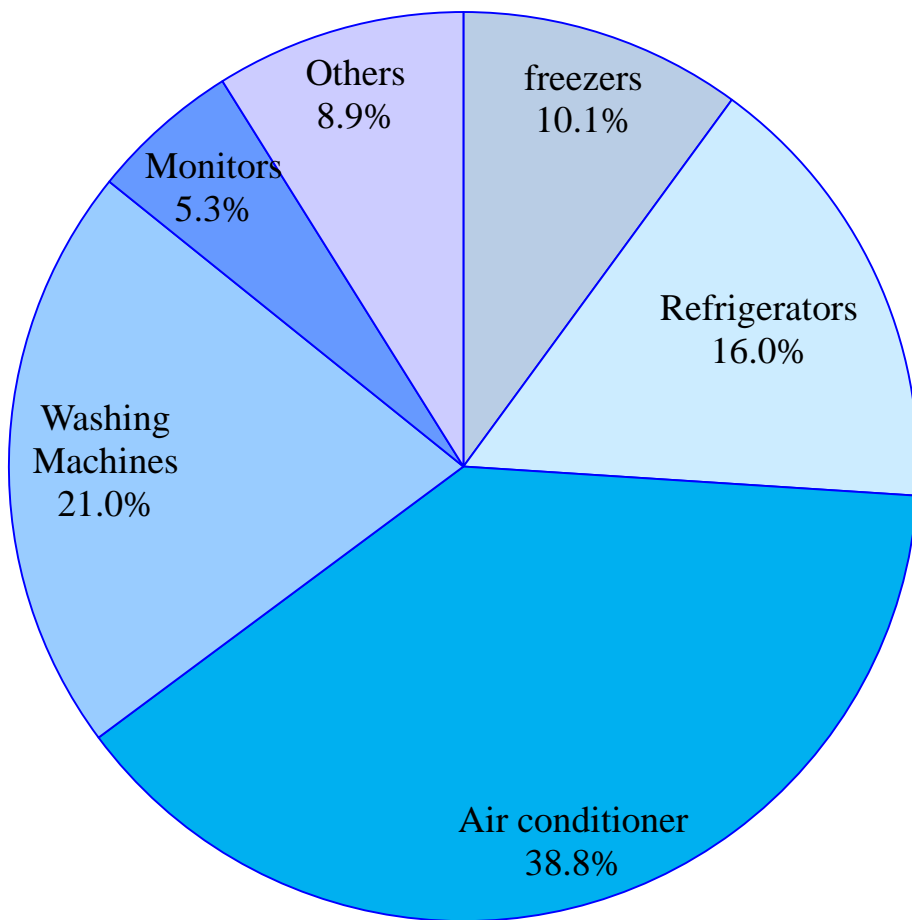


export sales	98,681	69,902	144,070	141,181	234,580
domestic sales	4,889,936	4,896,390	5,057,822	5,347,168	5,562,742
Gross Margin	18.84%	19.65%	19.20%	21.28%	21.41%

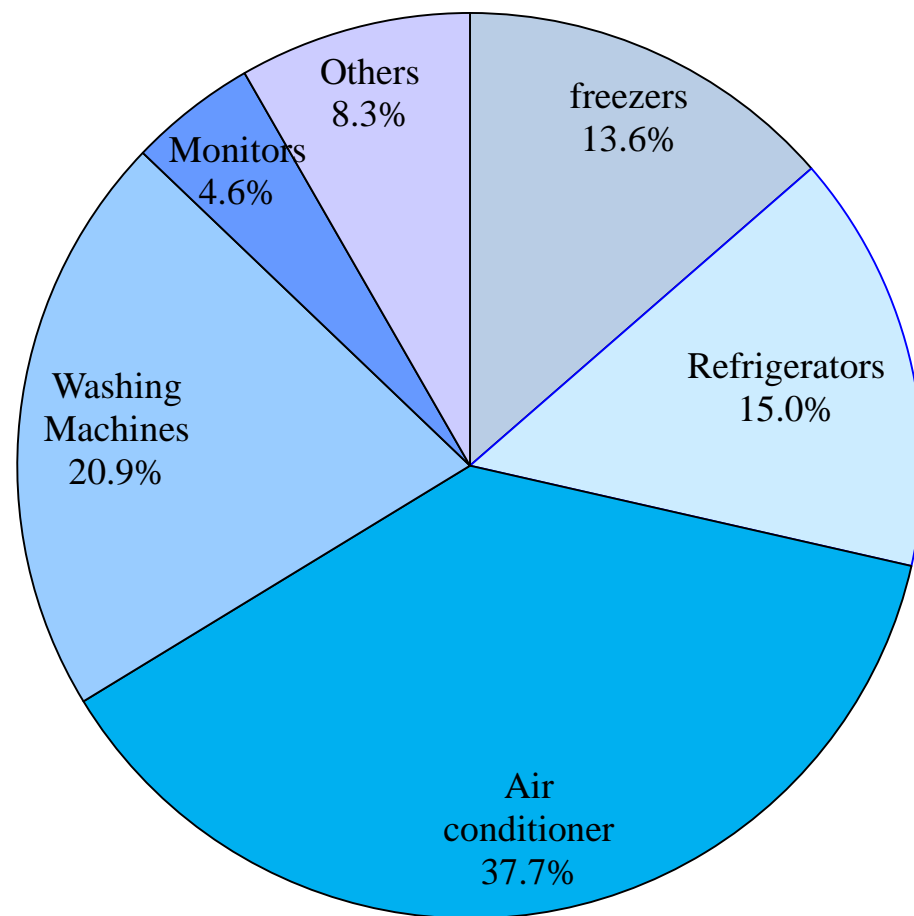


# Operations Overview

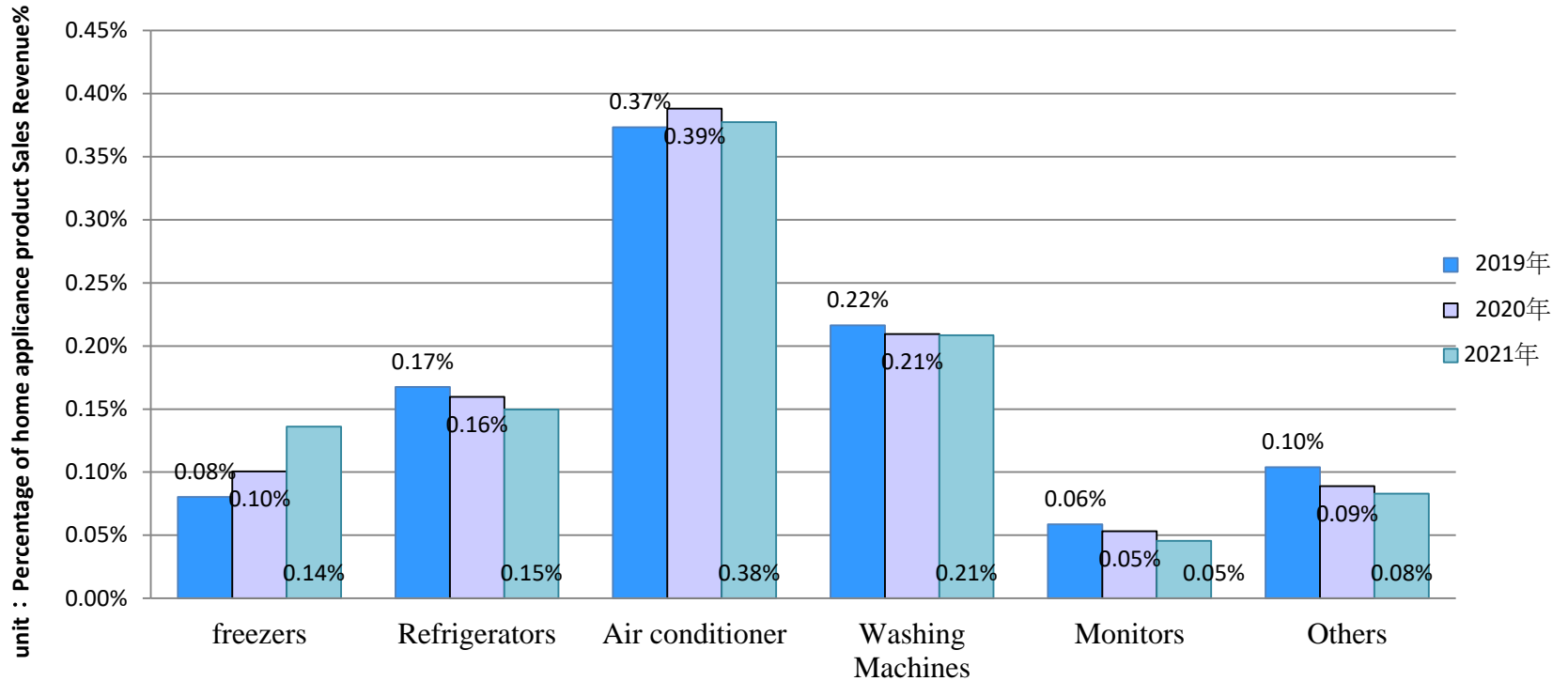
## 2019 Product Sales



## 2021 Product Sales



## Percentage of Home Appliance Products Sales Revenue



# Operations Overview

## Income Statement 2019~2021

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

	2019		2020		2021	
	Amount	%	Amount	%	Amount	%
<b>Net Revenue</b>	5,201,892	100.0%	5,488,349	100.0%	5,797,322	100.0%
Cost of Goods Sold	4,203,155	80.8%	4,320,343	78.7%	4,556,369	78.6%
<b>Gross Profit</b>	998,737	19.2%	1,168,006	21.3%	1,240,953	21.4%
Operating Expenses	731,975	14.1%	757,862	13.8%	795,366	13.7%
<b>Income from Operations</b>	<b>266,762</b>	<b>5.1%</b>	<b>410,144</b>	<b>7.5%</b>	<b>445,587</b>	<b>7.7%</b>
Non-Operating Income and Expenses	15,844	0.3%	25,660	0.5%	19,792	0.3%
Income Before Income Tax	282,606	5.4%	435,804	7.9%	465,379	8.0%
Income Tax Expenses	33,015	0.6%	80,199	1.5%	94,938	1.6%
Net Income	249,591	4.8%	355,605	6.5%	370,441	6.4%
<b>Net Earning Per Share</b>	<b>0.95</b>		<b>1.36</b>		<b>1.42</b>	

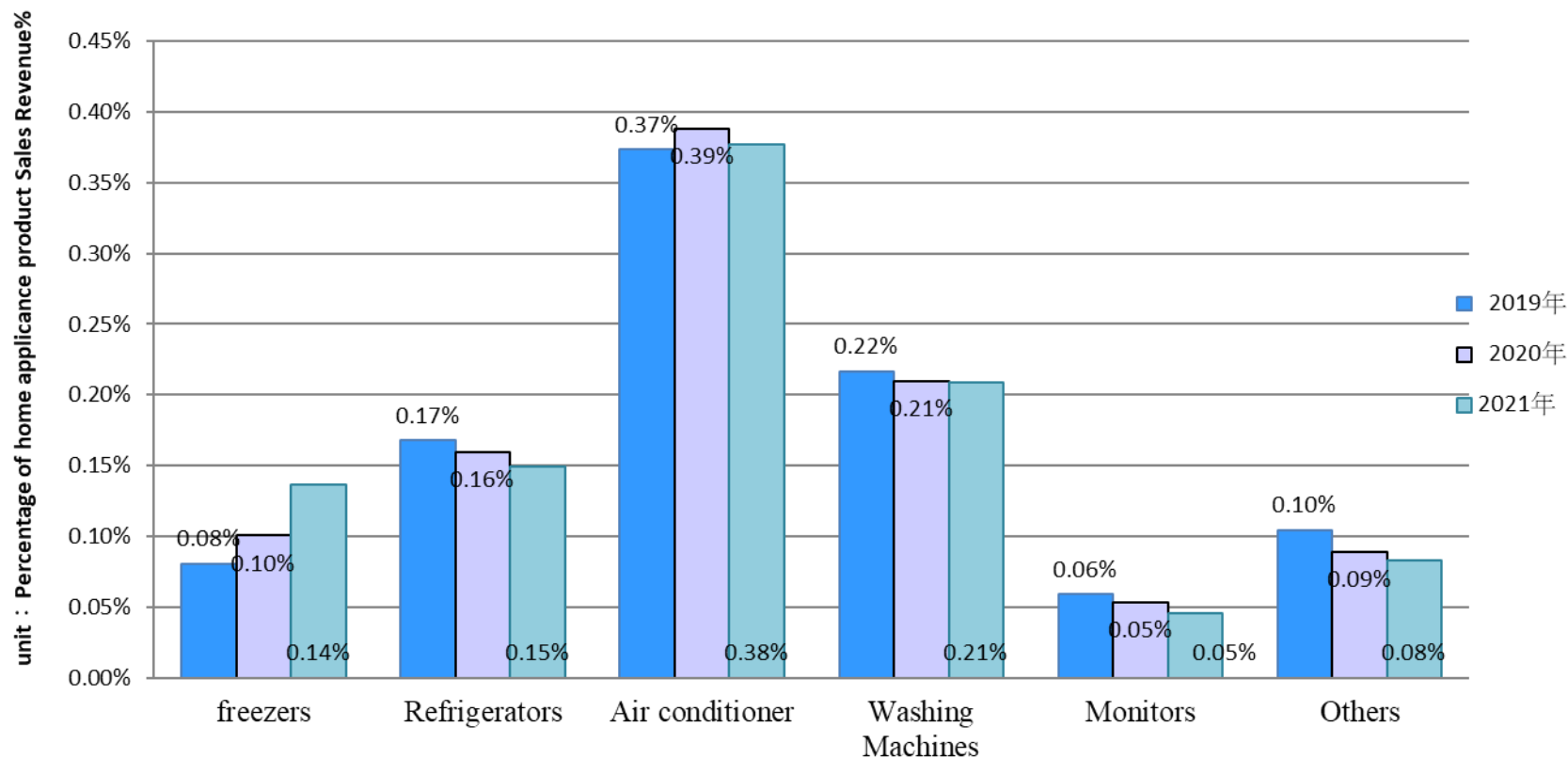
# Operations Overview

## Balance Sheet 2019~2021

(In Thousands of New Taiwan Dollars)

	2019		2020		2021	
	Amount	%	Amount	%	Amount	%
Current Assets	1,886,286	30%	2,173,586	33%	2,530,065	37%
Non-current Assets	4,457,277	70%	4,394,399	67%	4,371,504	63%
<b>Total Assets</b>	<b>6,343,563</b>	<b>100%</b>	<b>6,567,985</b>	<b>100%</b>	<b>6,901,569</b>	<b>100%</b>
Current Liabilities	685,137	11%	782,965	12%	929,480	13%
Non-current Liabilities	421,330	6%	427,537	6%	449,942	7%
<b>Total Liabilities</b>	<b>1,106,467</b>	<b>17%</b>	<b>1,210,502</b>	<b>18%</b>	<b>1,379,422</b>	<b>20%</b>
Share Capital	2,691,134	42%	2,691,134	41%	2,691,134	39%
Additional paid-in Capital	256,093	4%	263,941	4%	272,886	4%
Retained Earnings	2,378,403	38%	2,504,781	38%	2,618,011	37%
Other Interests	(2,232)	-	(16,469)	-	26,206	1%
Treasury Stock	(132,298)	-2%	(132,298)	-2%	(132,298)	-2%
Non-countrolling Interests	45,996	1%	46,394	1%	46,208	1%
<b>Total Interests</b>	<b>5,237,096</b>	<b>83%</b>	<b>5,357,483</b>	<b>82%</b>	<b>5,522,147</b>	<b>80%</b>

## Percentage of Home Appliance Products Sales Revenue



# 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	76,786 ping	Industrial Land Change	The three urban renewal policies have been established, and the building plans have been submitted for public display.
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 rental	under negotiation
3	Sanxia Manufacturing Plant	New Taipei City Sanxia Zhongzheng Road Section 1	11,705 ping	22,263 ping	New manufacturing site	Partial facility is rented out due to development plans

# 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. Sanlux has already reached a consensus with the New Taipei government.

Policy	Criteria	Content
<b>Environmental optimization along the main road (2nd policy of urban renewal)</b>	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	
<b>Reward for public facilities</b>	Donation land base floor area ratio 20% equivalent to public facilities and its land holdings	Must retain 20% floor area ratio reward
<b>Building bulk (1st policy of urban renewal)</b>	Transit oriented development (urban redevelopment along the MRT)	Retain 20% of building bulk ratio
	Government will announce the applicable stops for second phase	Residential area apply for 30% of transferable development rights

# Assets Development Progress

## Urban Planning Procedures

Urban planning application

New Taipei City Land Use Conversion Review Board

Completed

Master development plan , detailed development plans , plans , public display of plans , and presentation of plans.

To be completed

New Taipei City Urban Planning Committee review

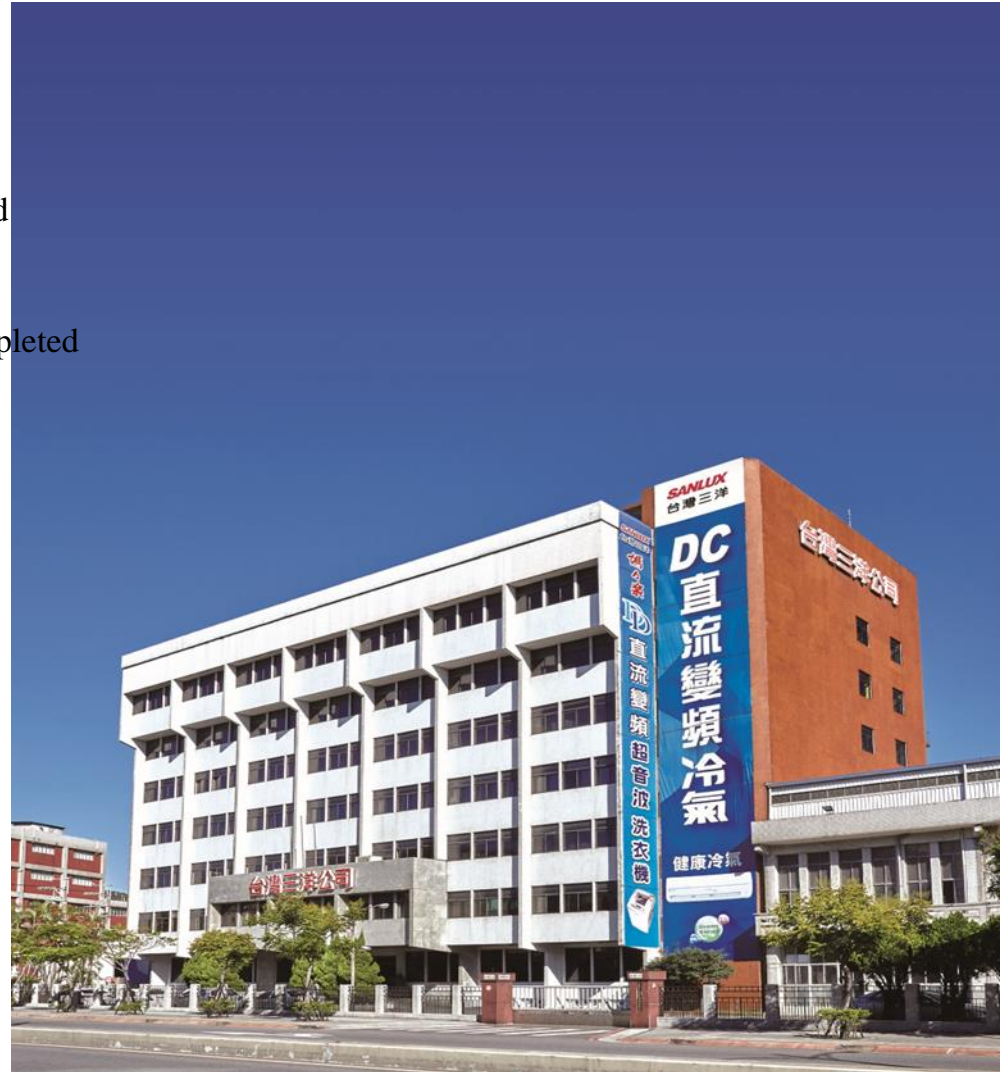
Ministry of the interior Urban Planning Committee review

Sign land use conversion agreement

Approval from the Ministry of the interior

Master development plan approves and releases

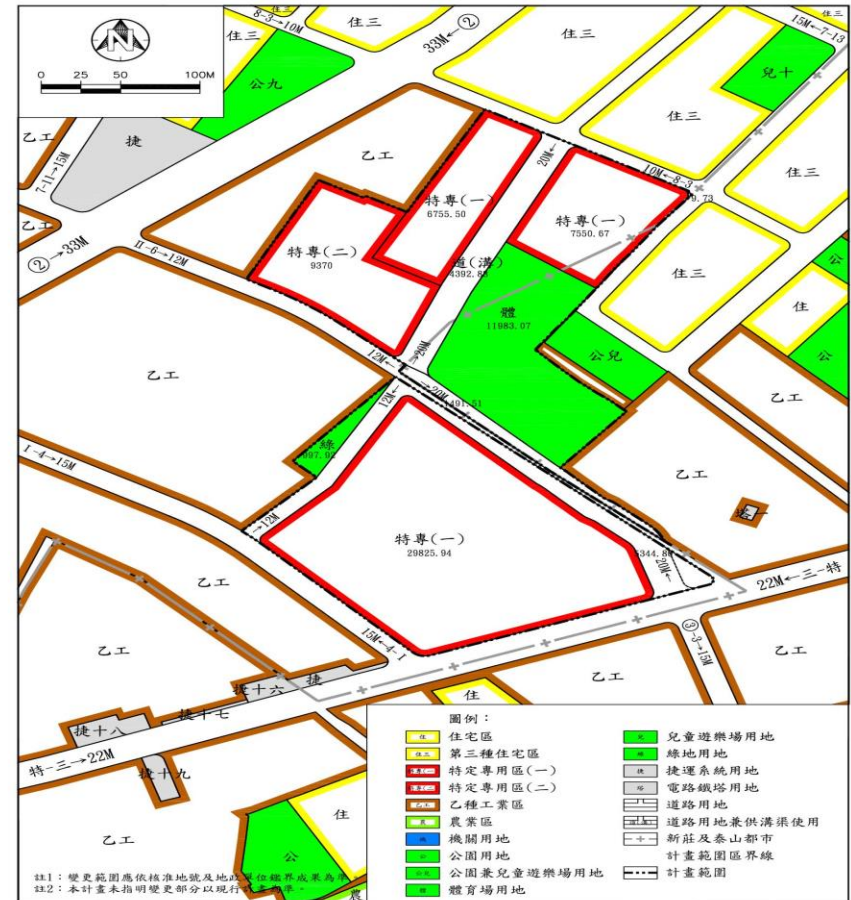
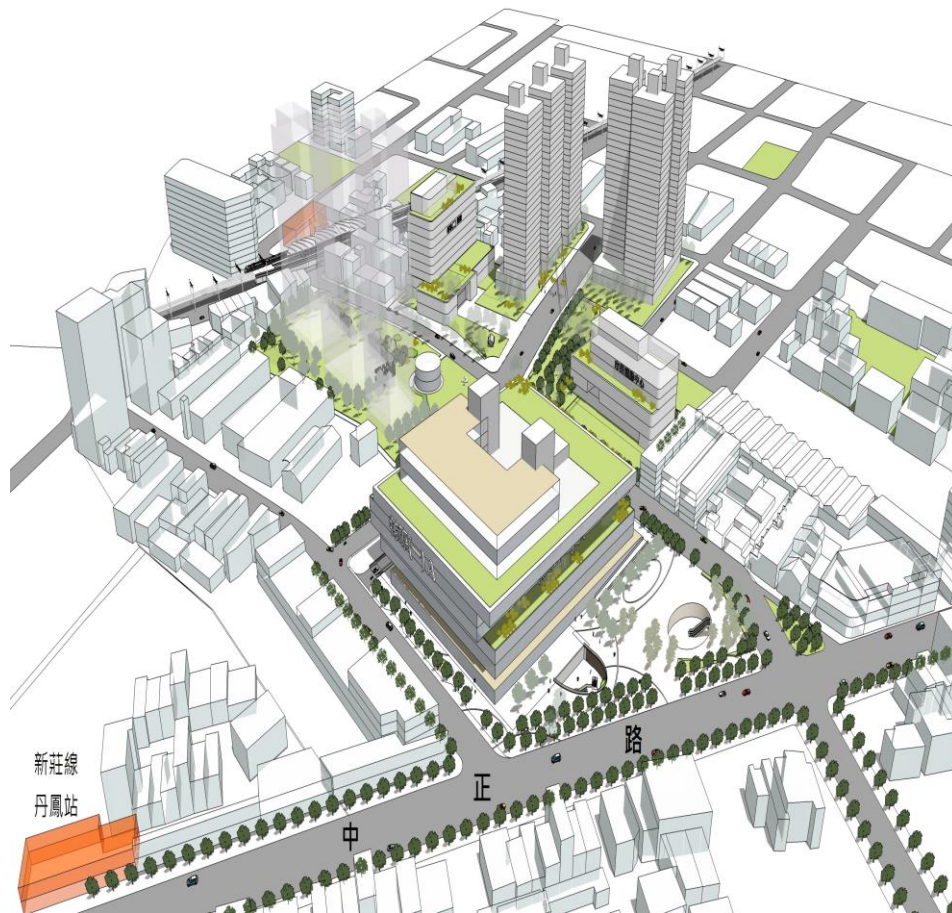
Detailed development plans approve and release





# 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

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



# Look Into the Future-Home Appliances

## Technology

- Under new energy efficiency regulation, we aim to maximize performance and minimize energy consumption in order to achieve reduction of carbon emissions and save the environment.

## Quality

- Under new energy efficiency regulation , we aim to“maximize performance , minimize energy consumption.”

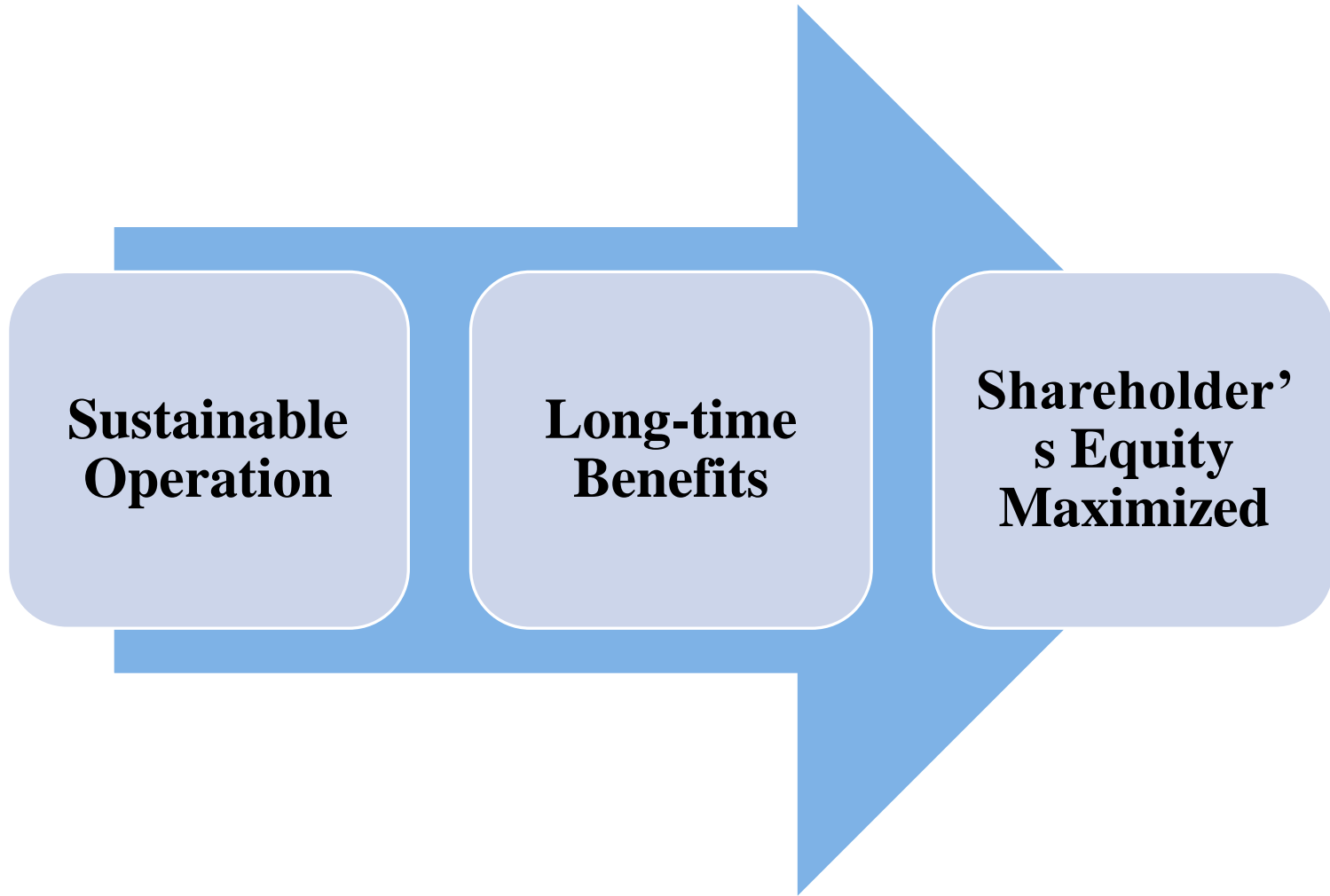
## Innovation

- To develop extreme low-temperature medical freezer cabinet, exporting to the U.S, Europe, and Japan

## Giving Back

- Continue to give back to the society by devoting resources and being involved in various philanthropies.

# 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