



# Investor Conference 4Q 2024

Vice President : Perry Wang

March 20, 2025

# Disclaimer

This report is based on information that Collins (the Company) obtained from the present sources. Some information may be affected by uncertainties resulting from any discrepancies between the projection and further progress.

Any adjustments or changes will be notified on the Market Observation Post System (MOPS).

# Agenda

1. Company Profile
2. Business Coverage
3. Financial Results
4. Operational Overview
5. Recent Events

# Company Profile

- Founded in 1969
- Listed in TWSE (2906) since 1989
- Paid-in Capital : NT\$2.091 billion
- Number of Employees: 925
- As of 2024,  
Consolidated Assets: NT\$12.959 billion  
Consolidated Revenue: NT\$8.873 billion  
Book Value per Share: NT\$16.6



# Business Coverage

## Core Business

- Export  
Sundry goods, furniture, patio and garment
- Oversea Offices: the USA and CHINA

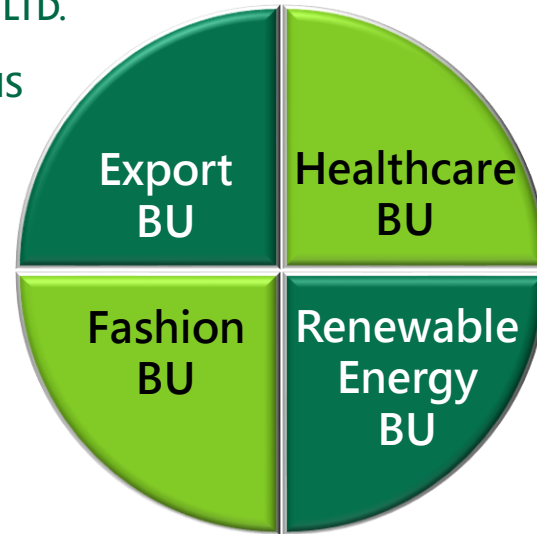


- Distributorship & Fashion Affiliates
  - G2000
  - BAYCREW'S GROUP: relume, JOURNAL STANDARD, B.C STOCK, FLIPPER'S, J.S. FOODIES



- Oversea Affiliates
  - QUALITY CRAFT LTD.
  - COLTEX (HK)
  - TUNGYA COLLINS TERMINAL

## Investment



- MINOSHIN INTERNATIONAL  
CHRISTIAN LOUBOUTIN, BALLY, BALMAIN,  
DELVAUX, DIESEL, DOLCE&GABBANA,  
MARC JACOBS, RIMOWA, SHANGXIA

- Hi-Clearance
- DV Biomed
- GrowTrend
- Taiwan Bio
- San Ho

- J&V Energy
- Yu Guang Energy
- Collins Energy Solutions (CES)
- CESone CO., LTD.
- Tuo Sen Energy
- De Rui Tech
- WinCharge Tech
- Pu Deng Solar
- Kai Lan Power

# Financial Results

## Consolidated B/S

Item	Fiscal Year				YoY	
	2024		2023		amt	g%
Cash and cash equivalents	796,031	6.14%	833,813	7.29%	(37,782)	(4.53%)
Financial assets-Current	301,052	2.32%	190,782	1.67%	110,270	57.80%
Accounts receivable, net	1,822,651	14.06%	1,663,516	14.55%	159,135	9.57%
Inventory	1,683,810	12.99%	1,469,227	12.85%	214,583	14.61%
Investment using the equity method	388,141	3.00%	239,521	2.10%	148,620	62.05%
Financial assets measured at fair value through other comprehensive income - non-current	859,692	6.63%	619,460	5.42%	240,232	38.78%
Total assets	<b>12,959,567</b>	100%	<b>11,429,990</b>	100%	1,529,577	13.38%
Short-term loans /Long-term loans due within one year /Long-term loans	2,614,517	20.17%	1,710,322	14.96%	904,195	52.87%
Total liabilities	<b>6,181,806</b>	47.70%	<b>4,918,457</b>	43.03%	1,263,349	25.69%
Total equity	<b>6,777,761</b>	52.30%	<b>6,511,533</b>	56.97%	266,228	4.09%

# Financial Results

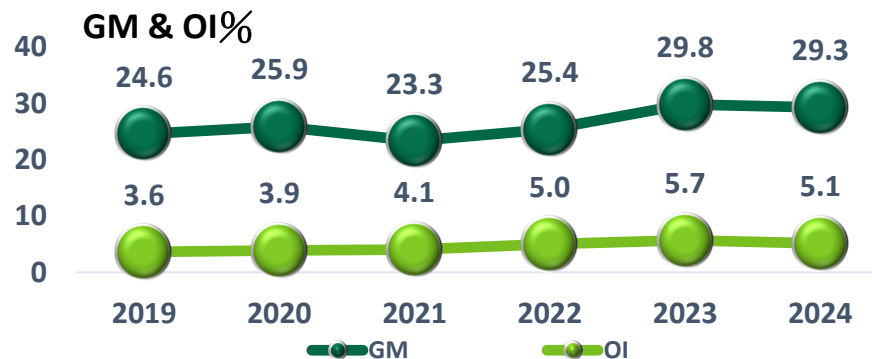
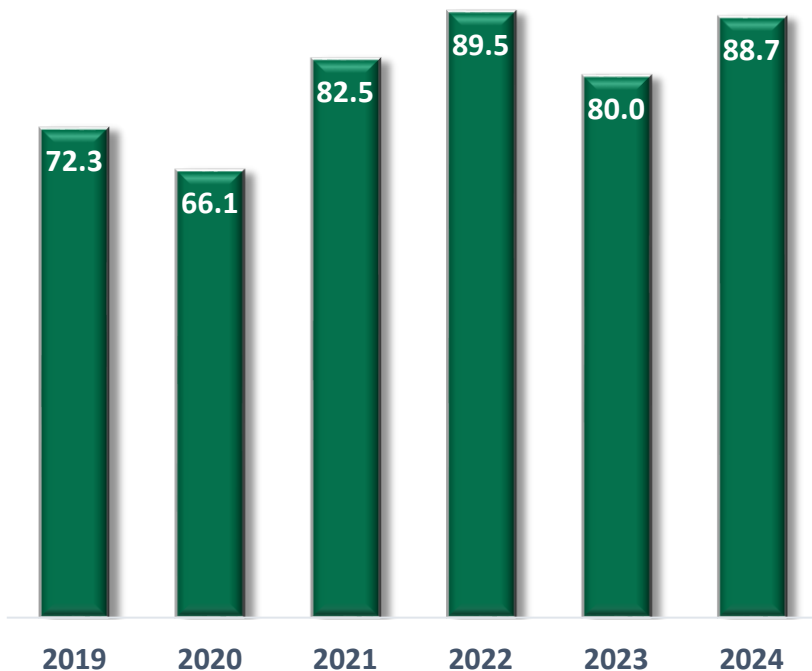
## Consolidated I/S

Item \ Fiscal Year	2024		2023		YoY	
					amt	g%
Net operating revenue	8,873,685	100%	8,001,065	100%	872,620	11%
Cost of sales	6,274,980	70.71%	5,615,164	70.18%	659,816	12%
Gross profit	2,598,705	29.29%	2,385,901	29.82%	212,804	9%
Total operating expenses	2,145,839	24.18%	1,930,734	24.13%	215,105	11%
Operating net profit	452,866	5.10%	455,167	5.69%	(2,301)	(1%)
Total non-operating income and expenses	44,665	0.50%	29,506	0.37%	15,159	51%
Pre-tax net profit	497,531	5.61%	484,673	6.06%	12,858	3%
Total comprehensive income	345,931	3.90%	348,075	4.35%	(2,144)	(1%)
Profit attributable to: Owners of parent	108,045	1.22%	118,777	1.48%	(10,732)	(9%)
Basic earnings per share	\$0.52		\$0.57			

# Financial Results

## Annual Trend

Revenue (unit: NT\$ 100 million)



**EPS & DV**



Year	2019	2020	2021	2022	2023	2024
EPS	0.3	0.15	0.43	0.62	0.57	0.52
DV	0.3	0.25	0.4	0.6	0.6	0.6



# Financial Results

## Ratios

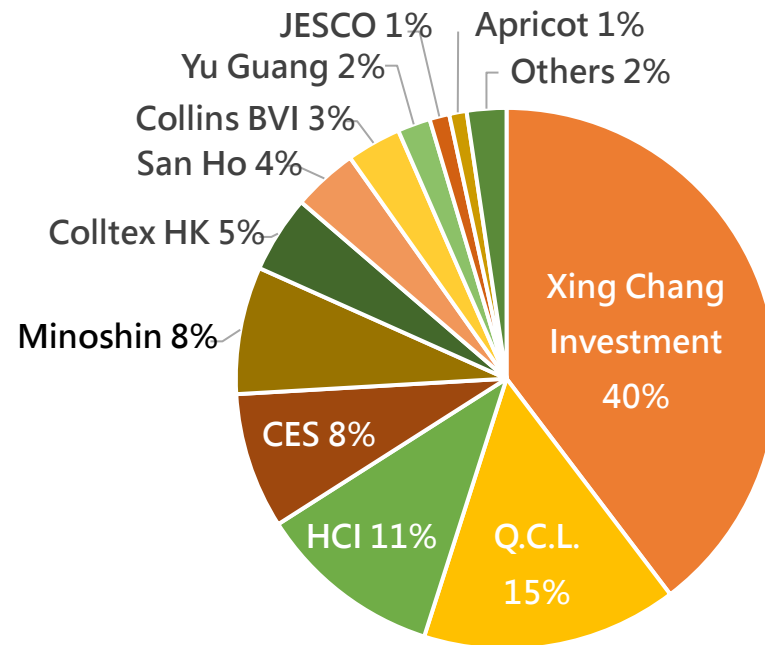
Item \ Year	2024	2023	YoY
Current ratio	126.59%	170.45%	(43.86%)
Debt ratio	47.70%	43.03%	4.67%
AR Turnover (Days)	42	46	(4)
Inventory Turnover (Days)	46	48	(2)
AP Turnover (Days)	26	29	(3)
Operating Cycle (Days)	88	94	(6)

# Operational Overview

## Subsidiary

NO	Name of Investee	Book Amount	%
1	Xing Chang Investment	835,064	39.7%
2	QCL	321,145	15.3%
3	Hi-Clearance (HCI)(1788)	232,581	11.1%
4	Collins Energy Solutions (CES)	170,925	8.1%
5	Minoshin International	160,154	7.6%
6	Colltex HK	97,002	4.6%
7	San Ho Healthcare	81,883	3.9%
8	Collins BVI	68,633	3.3%
9	Yu Guang Energy	41,256	2.0%
10	JESCO International	24,962	1.2%
11	Apricot Biomedical	21,872	1.0%
12	Asia Logistics	20,142	0.96%
13	GrowTrend Biomedical	16,863	0.8%
14	Easting Biotechnology	5,026	0.2%
15	Collins International	3,387	0.2%
16	Collins Jubilee Energy	690	0.0%
<b>16 in Total Amount</b>		<b>2,101,585</b>	<b>100%</b>

Invested in 16 subsidiary companies with the amount of NT\$ 2.1 billion



Note 1: 5 companies with less than 1% are classified as others.

Note 2: Except for the second-tier subsidiaries, please refer to Note 13(2) of Collins's Consolidated Financial Statement.

# Operational Overview

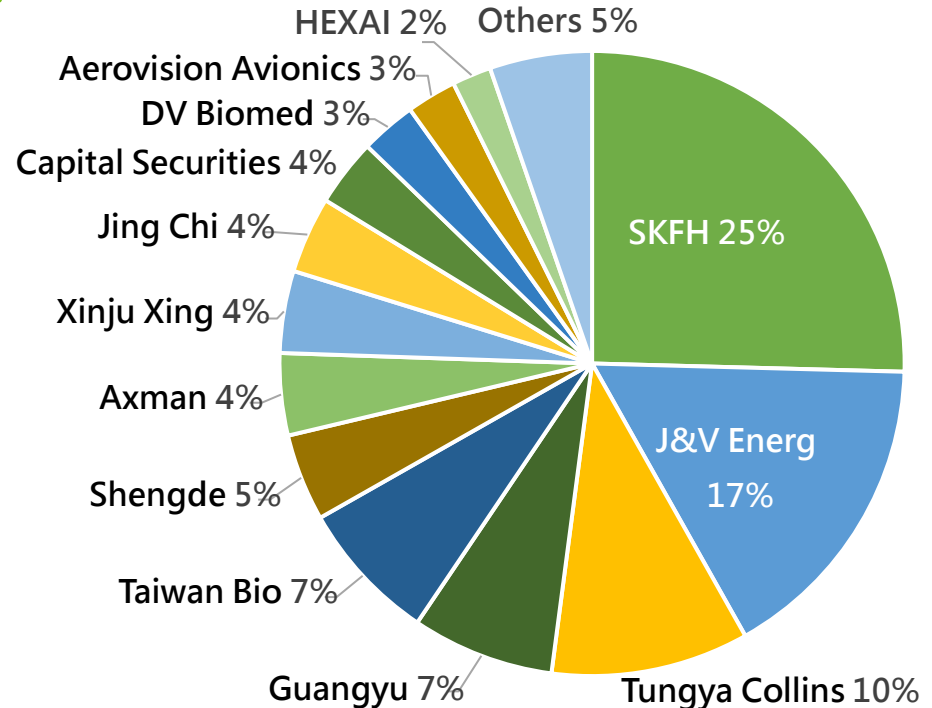
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No	Marketable Securities	Fair Value	%
1	SKFH (2888)	247,304	25.4%
2	J&V Energy (6869)	159,750	16.4%
3	Tungya Collins	99,581	10.2%
4	Guangyu International (6595)	71,700	7.4%
5	Taiwan Bio (6892)	71,382	7.3%
6	Shengde Pharmaceutical (4123)	43,850	4.5%
7	Axman (6804)	41,317	4.2%
8	Xinju Xing Tech	41,308	4.2%
9	Jing Chi Biomed	38,541	4.0%
10	Capital Securities (6005)	33,850	3.5%
11	DV Biomed (6539)	27,986	2.9%
12	Aerovision Avionics (8140)	25,130	2.6%
13	HEXAI Group Limited	19,647	2.0%
14	Universal EC	16,956	1.7%
15	EPED (PSB 7536)	11,742	1.2%
16	Leadsun Investment	9,185	0.9%
17	PT. Tungya Perkasa	8,550	0.9%
18	Power World Fund	3,107	0.3%
19	CNC Distressed	747	0.1%
20	Viscovery Pte	667	0.1%
21	TDCC	545	0.1%
21 in Total Amount		972,845	100%



Unit: NT\$ thousand

Mainly, 21 stocks in security with fair value of NT\$ 0.97 billion



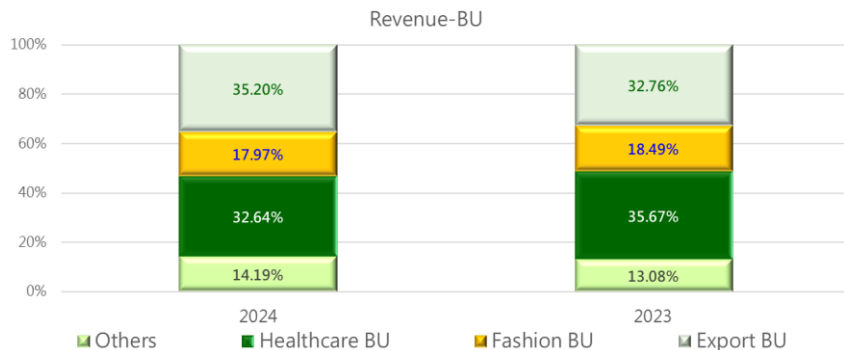
Note : 8 companies with less than 2% are classified as other.

# Operational Overview

## Revenue Breakdown

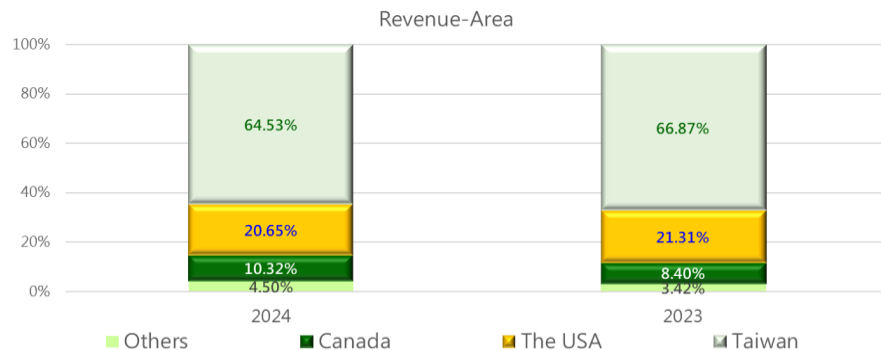
### Revenue by business:

Business	2024	2023
Export BU	35.20%	32.76%
Fashion BU	17.97%	18.49%
Healthcare BU	32.64%	35.67%
Others (including Renewable Energy)	14.19%	13.08%
Total	100%	100%



### Revenue by area:

Area	2024	2023
Taiwan	64.53%	66.87%
The USA	20.65%	21.31%
Canada	10.32%	8.40%
Others (including Mexico, the Central and South America)	4.50%	3.42%
Total	100%	100%



# Recent Events

- The Board of Directors approved appropriations of earnings in cash dividends NT\$ 0.60 per share.
- Journal Standard relume and J.S. Foodies Tokyo are opening at the 2<sup>nd</sup> floor of Mitsui Shopping Park LaLaport Nangang.
- For 1Q 2025, the Formosa Plastics Building Project completes the demolition of structures on the 11<sup>th</sup>, 12<sup>th</sup> and 13<sup>th</sup> floors.



# Q&A

**We will feedback to your message on  
the official Website of Collins Co., Ltd.  
[www.collins.com.tw](http://www.collins.com.tw)**

**Thank you for your participation.**