



# Jia Wei Lifestyle



Investor Conference

Dec 06, 2023

3557.TW



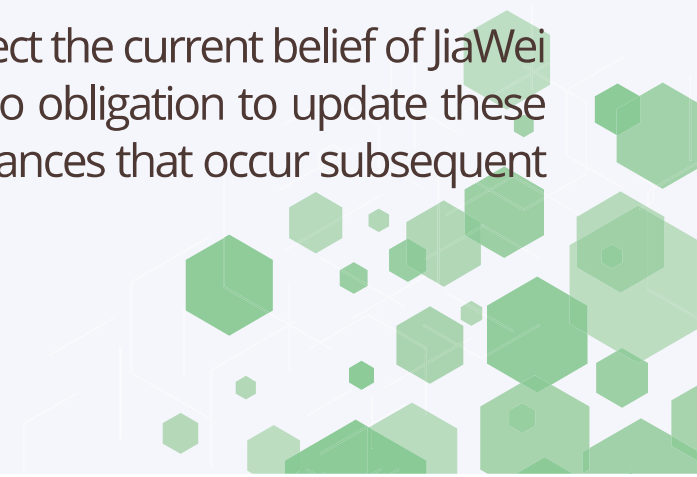


## Disclaimer Statement

This presentation and release contain “forward-looking statements” which may include projections of future results of operations, financial condition or business prospects based on our own information and other sources.

Our actual results of operations, financial condition or business prospects may differ from those expressed or implied in these forward-looking statements for a variety of reasons, including but not limited to price fluctuations, competition, international economic conditions, exchange rate fluctuations, market demand and other risks and factors beyond our control.

The forward-looking statements in this release reflect the current belief of JiaWei as of the date of this release. JiaWei undertakes no obligation to update these forward-looking statements for events or circumstances that occur subsequent to such date.





# Content

1. Operation Overview

2. Innovation & Sustainability

3. Strategic Developments

4. Q&A



PART 1

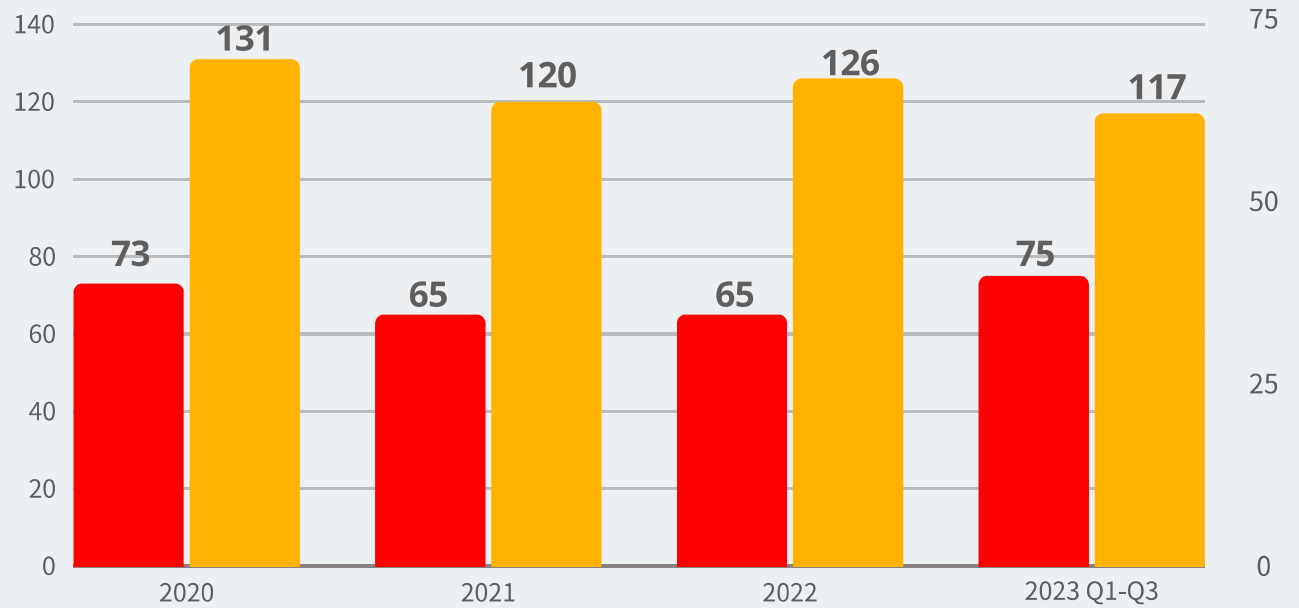
# Operation Overview



PART 1

## Business Turnover (days)

■ Average Inventory Turnover  
■ Average Collection Period



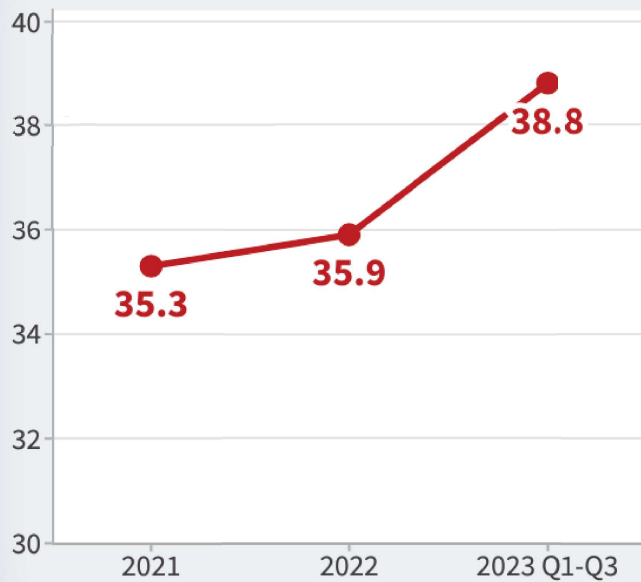
# Business Results

Momentum

PART 1

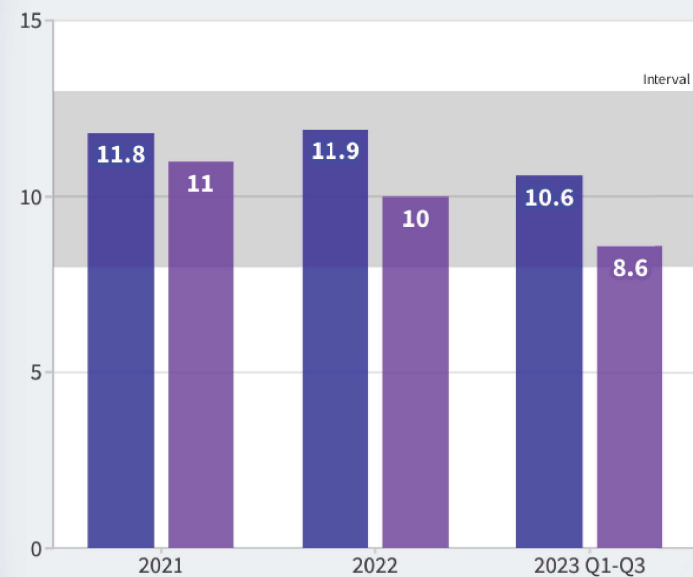
# Profitability

### Trend of Gross Margin



■ Trend of Gross Margin %

### Operating Profit Margin & Net Profit Margin

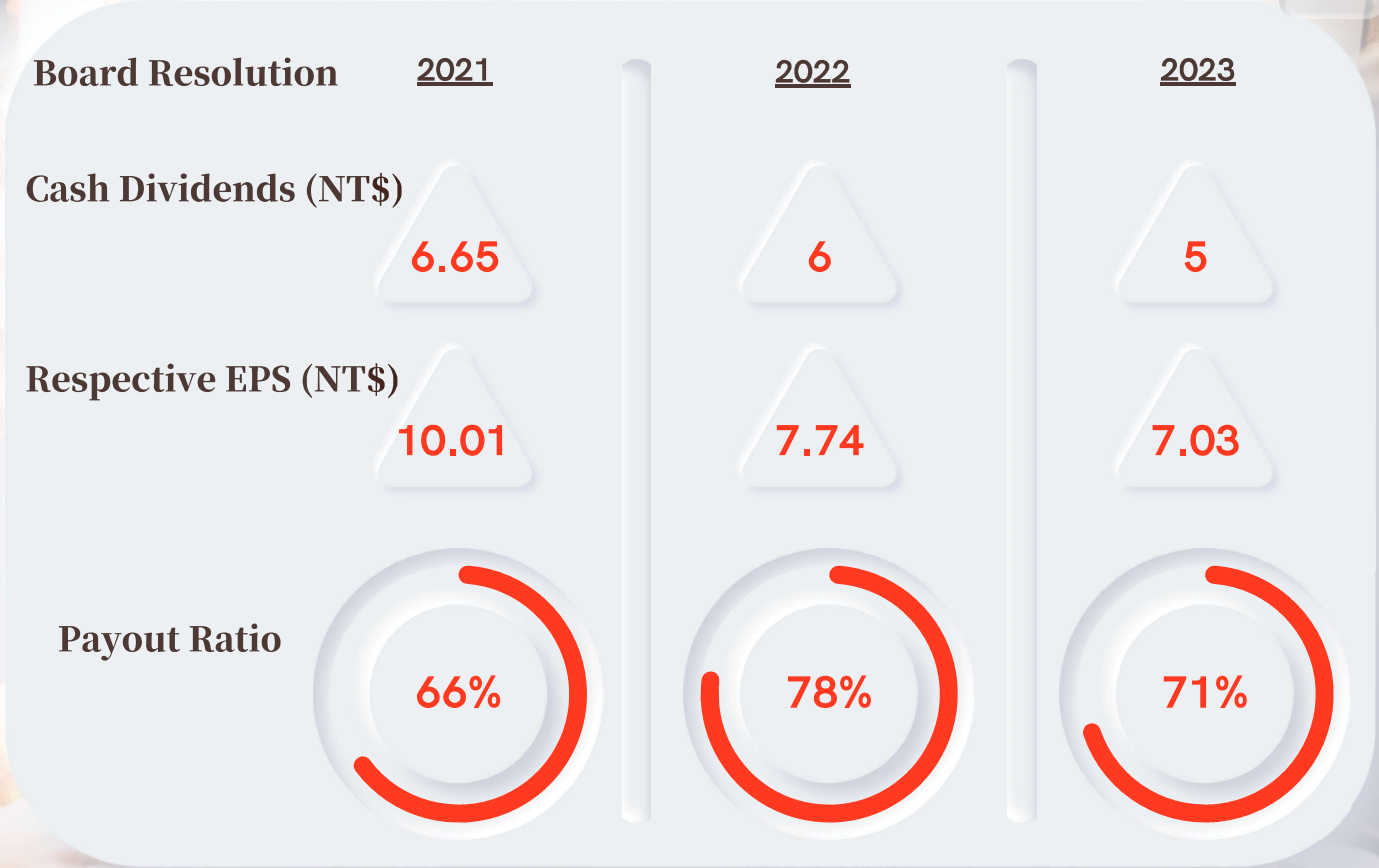


■ Operating Profit Margin % ■ Net Profit Margin %

PART 1

# Dividend Policy

Sharing



PART 2

# Innovation & Sustainability



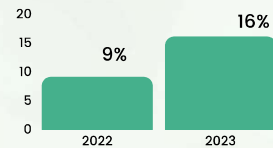
PART 2

# ESG Highlight

## Performance

### Eco Products

#### R-pet Usage



#### Greenhouse gas

- 2022 : Completing scope1&2 data gathering for Asia Operation
- 2023 : Planning on obtain certification for parent company
- 2025 : Planning on obtain certification for subsidiary company

#### Biomass Material



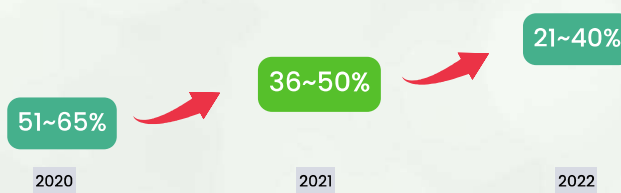
#### Quality Assurance

Conform with FDA standard

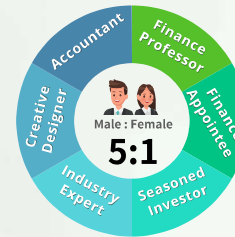
#### Customer Relation



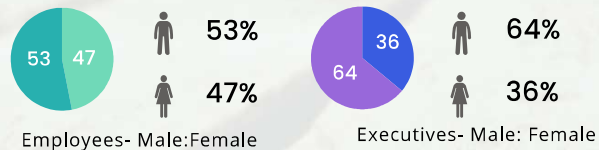
#### Ranking for Corporate Governance



#### Diversity of Board Member



#### Gender Equality



#### Localization



#### Localization-Executives



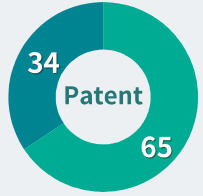
**Ip Meter**



■ Ongoing 6  
■ Obtained 68  


---

**74** 件



■ Ongoing 34  
■ Obtained 65  


---

**99** 件

**PART 3**

# Research & Development

prepara®



Patent Application



Number of patents



PART 3

# Strategic Developments

---

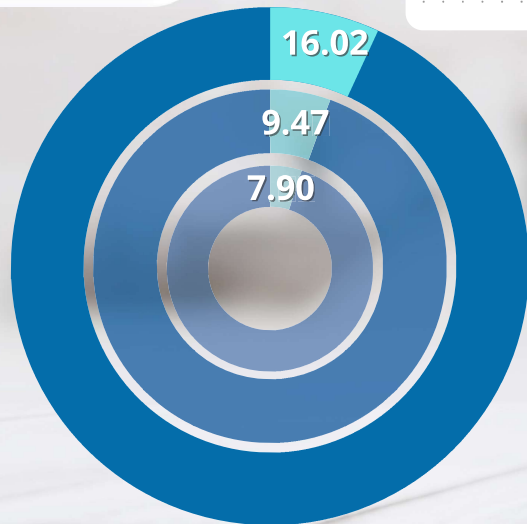




PART 3

# Category Development

## Kitchenware Revenue %

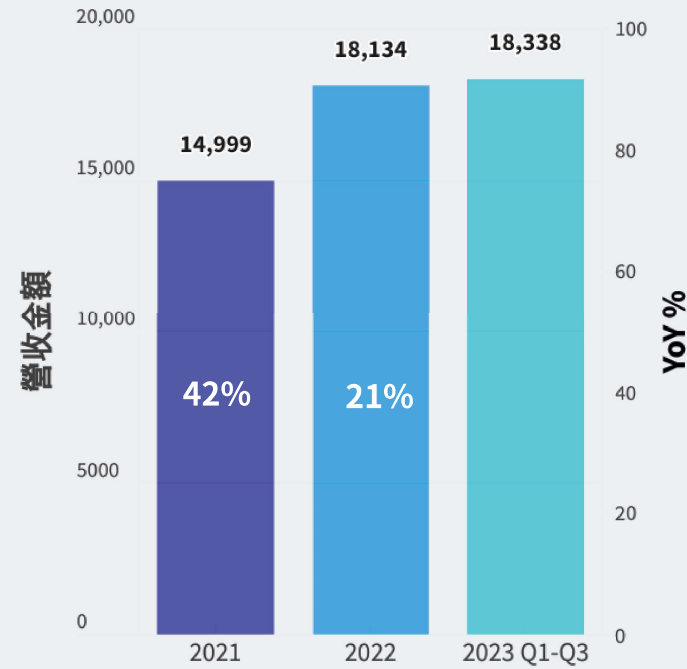


Consolidated Revenue	
2023 Q1-Q3	114,470
2022	191,451
2021	189,895

\$ (thousand)

## Kitchenware Revenue

\$ (thousand)





PART 3

# Brick and Mortar + Dotcom



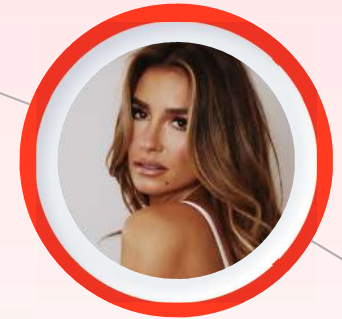
**2023Q4**

Houston Storage  
(Self-managed)



**2019-2023**

Operation Experience in  
Kitchenware Brand



**2023H2**

Influencer  
Jessie James Decker  
4.3M followers

## Value Added Services



PART 3

# R-PET



ECO METER

Sustainable Material

r-pet Usage

ton



Note: R-Pet products in 2023 Q1-Q3 already accounted for 12% of total revenue



PET bottle recycle



Cleaning & Grind  
(Flake)



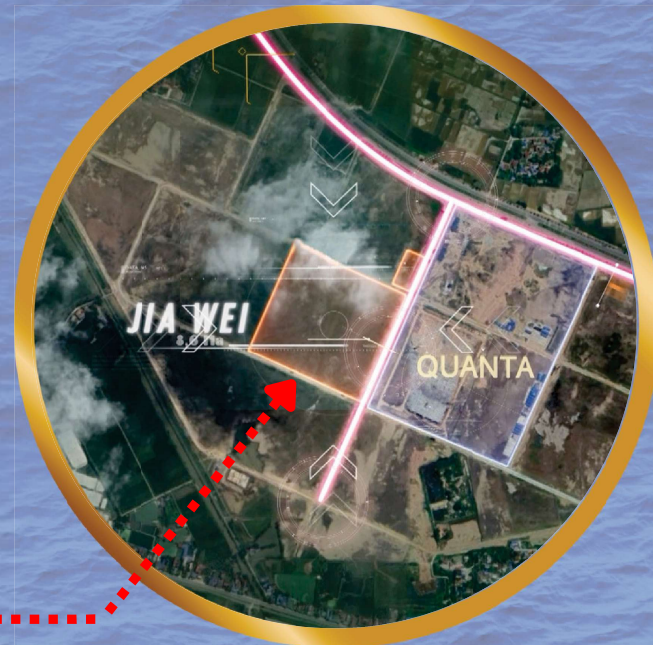
Compound Granule



Sustainable Use

PART 3

# Golden Location of Vietnam Facility



PART 3

# Vietnam Facility

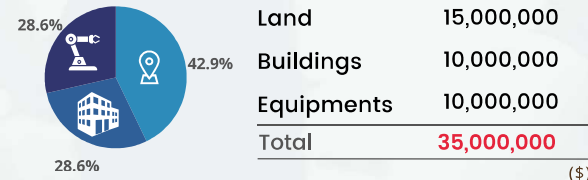
## Investment

### \$42million investment



4,000~5,000  
Local work opportunities

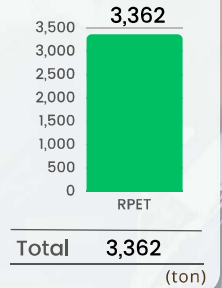
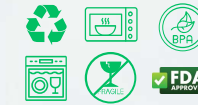
### Benefits to supply chain



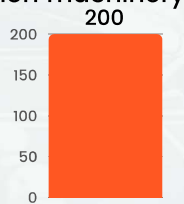
800~1,000  
Supply chain work opportunities

### Raw Material Development

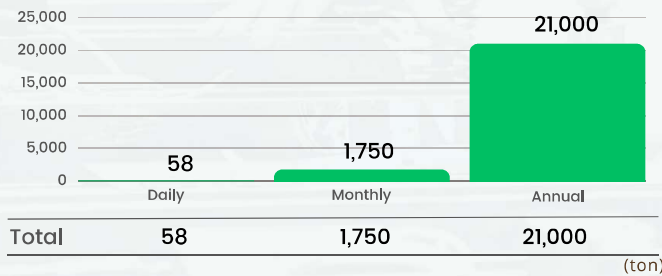
- Sustainable R-PET
- Industry leading



### Number of production machinery



### Raw material usage



### Output Value



PART 3

# Core Customers

## Industry

	Stock Exchange	Revenue <sup>1</sup> <small>(\$ hundred million)</small>	Main Subsidiaries	Number of Stores	Global Retail Ranking <sup>2</sup>
	WMT (NYSE)	6,059	Sam's Club	10,482	1
	TGT (NYSE)	1,076	Target Brands, Inc	1,956	8
	COST (NASDAQ)	2,270	Costco travel	861	4
	AMZN (NASDAQ)	3,567 (Retail only)	-	Mainly E-Commerce	2
	WSM (NYSE)	87	Pottery Barn	530	49
	KR (NYSE)	1,483	Harris Teeter	2,750	6

1. Numbers are from last complete fiscal year

2. Source – Retail Info. Systems : The Top 100 Retailers in 2023 (Published 2023 Apr 25)



PART 3

# Customer Relation

Momentum

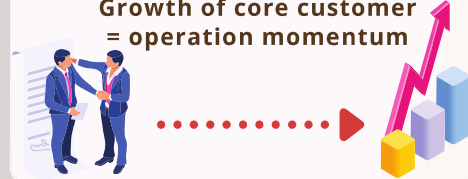
5 of our top 10 customers are ranked in global top 10 retailers



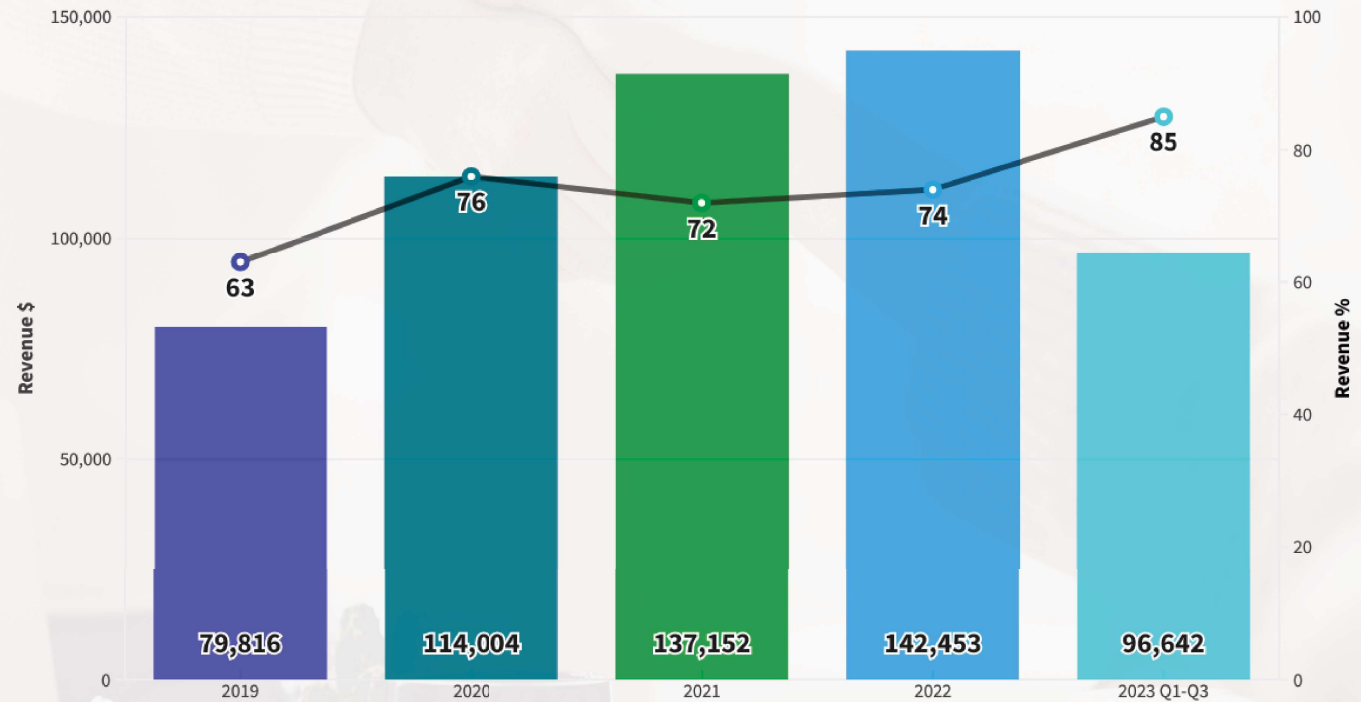
2022 **142,453** \$(thousand)

2019 **79,816** \$(thousand)

Growth of core customer = operation momentum



### Core Customers





PART 4

# Q&A





Investor Conference | Dec 06, 2023

# Thank you for your listening.

Contact us if there is any question.

