

A background graphic on the left side of the slide. It features a light blue globe with a white grid, overlaid with a white bar chart that has four bars of increasing height. A large, light blue arrow points upwards from the bars, passing behind the main title text.

# 2019 Third Quarter Investor Conference

*Date : December 10, 2019*

# 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.

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# Content

1.Company Profile

2.Industry & Operational Overview

3.Development Strategy

4.Financial Results



# 1. Company Profile

# Company Profile



- **Incorporation : 2005**
- **Capital : Over NT\$723 Million**
- **Net Revenue : For the current year as of Oct. 31, 2019 over NT\$960 Million ; Get Orders Stably**
- **Employee : 2,513**
- **Operation :**
  - Sales & Market Development : U.S.**
  - Management & Design : Taiwan**
  - Manufacture & Shipment : China**



# Business Transform

Successfully Transformed From Optical To Consumer Product Industry in 2018.

➤ Product : Plastic Tableware

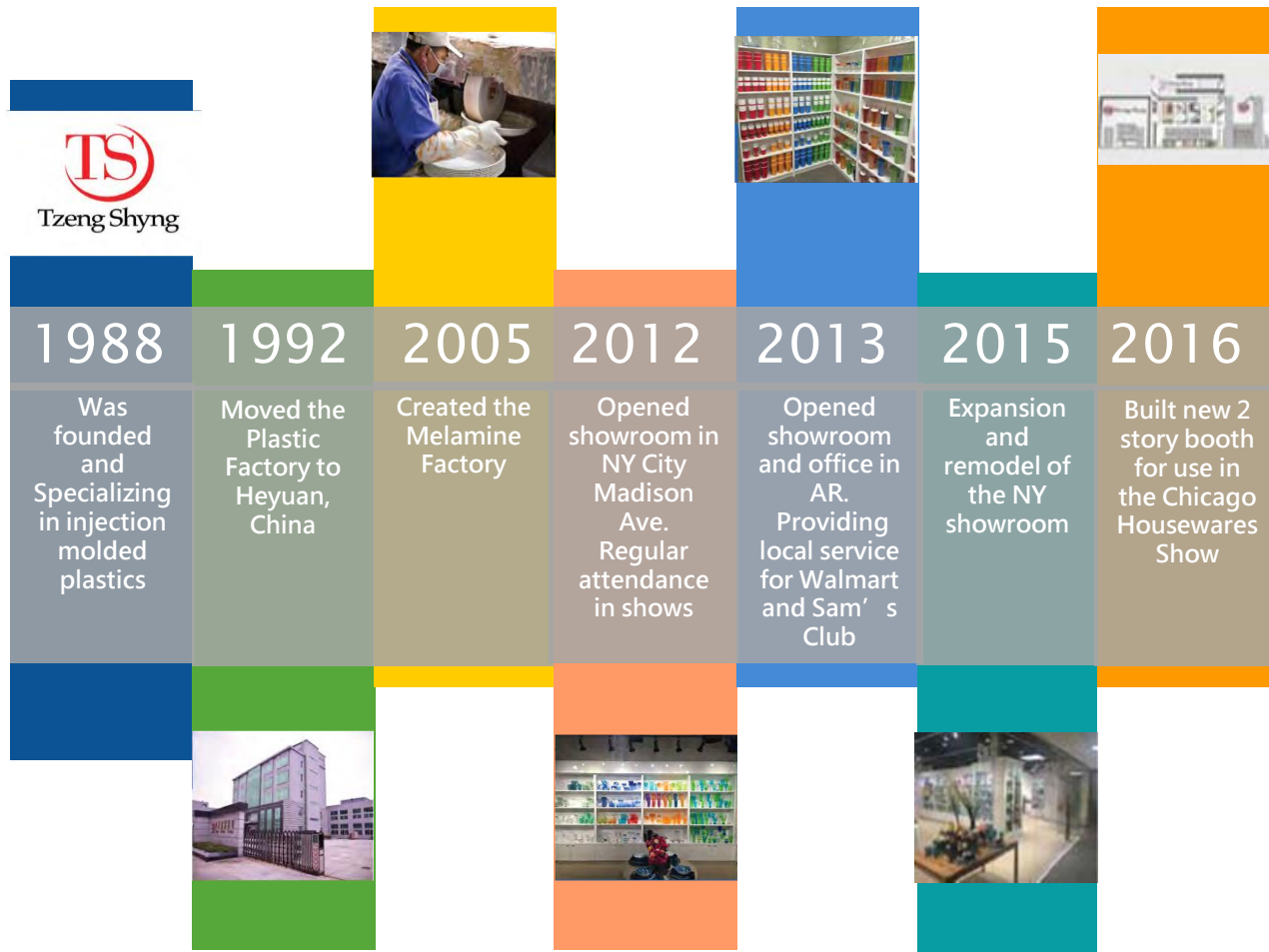


➤ Kitchenware & Owned Brand :

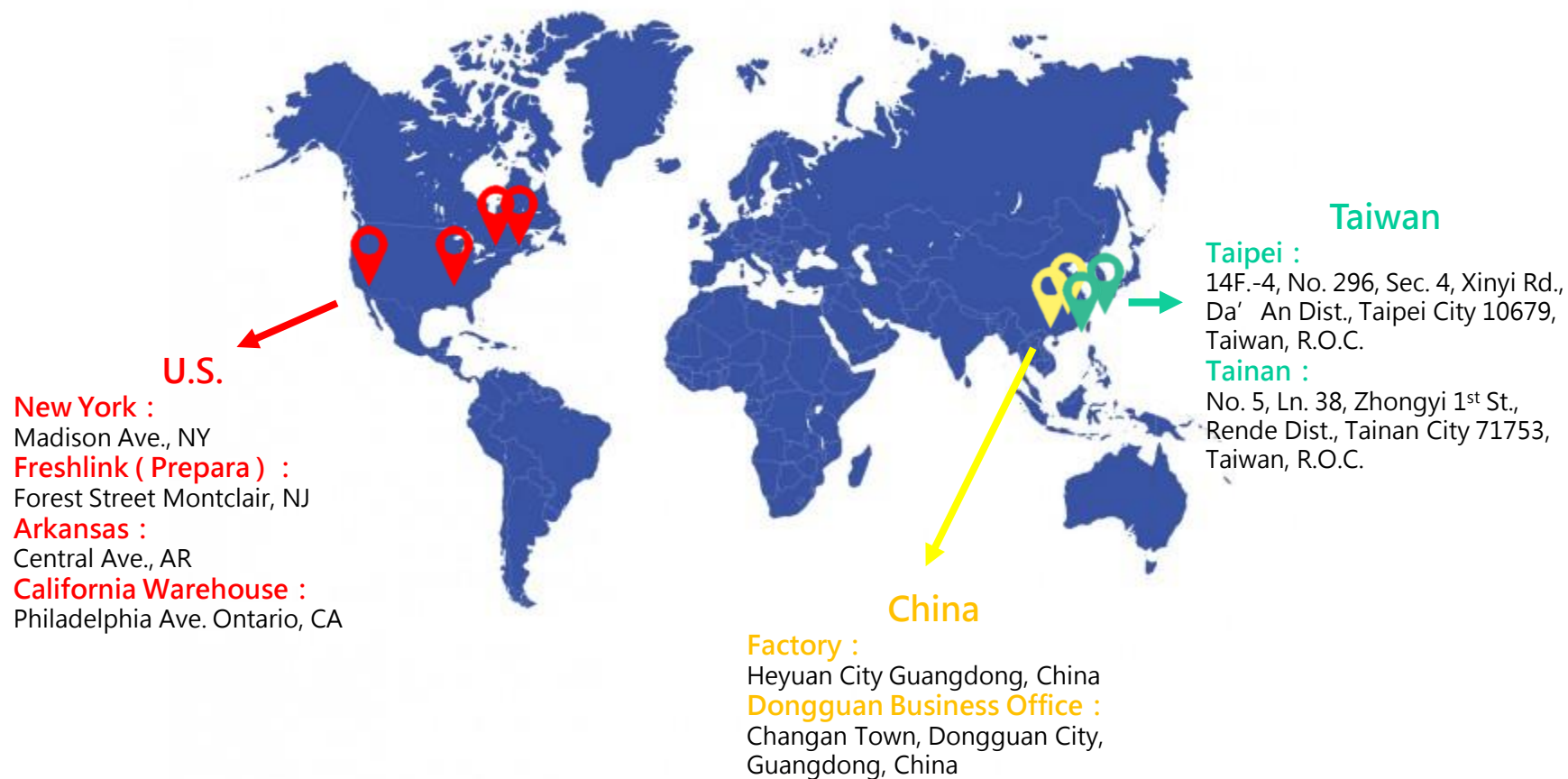


# Company History of M&A Target

## Leading The Industry For 30 Years



## Global Locations





# Factory

- ▶ Address : Li Wang Ave., Pearl Industry Park, Heyuan City Guangdong, China
- ▶ Lot Size : 87,567 M2
- ▶ Floor Area : 130,000 M2



## Plastic Injection Molding



- 150 Injection Molding Machines
- Capacity : 1,200 tons monthly ;  
15,000 tons yearly
- Production Value : US\$100Million

## Melamine Pressing



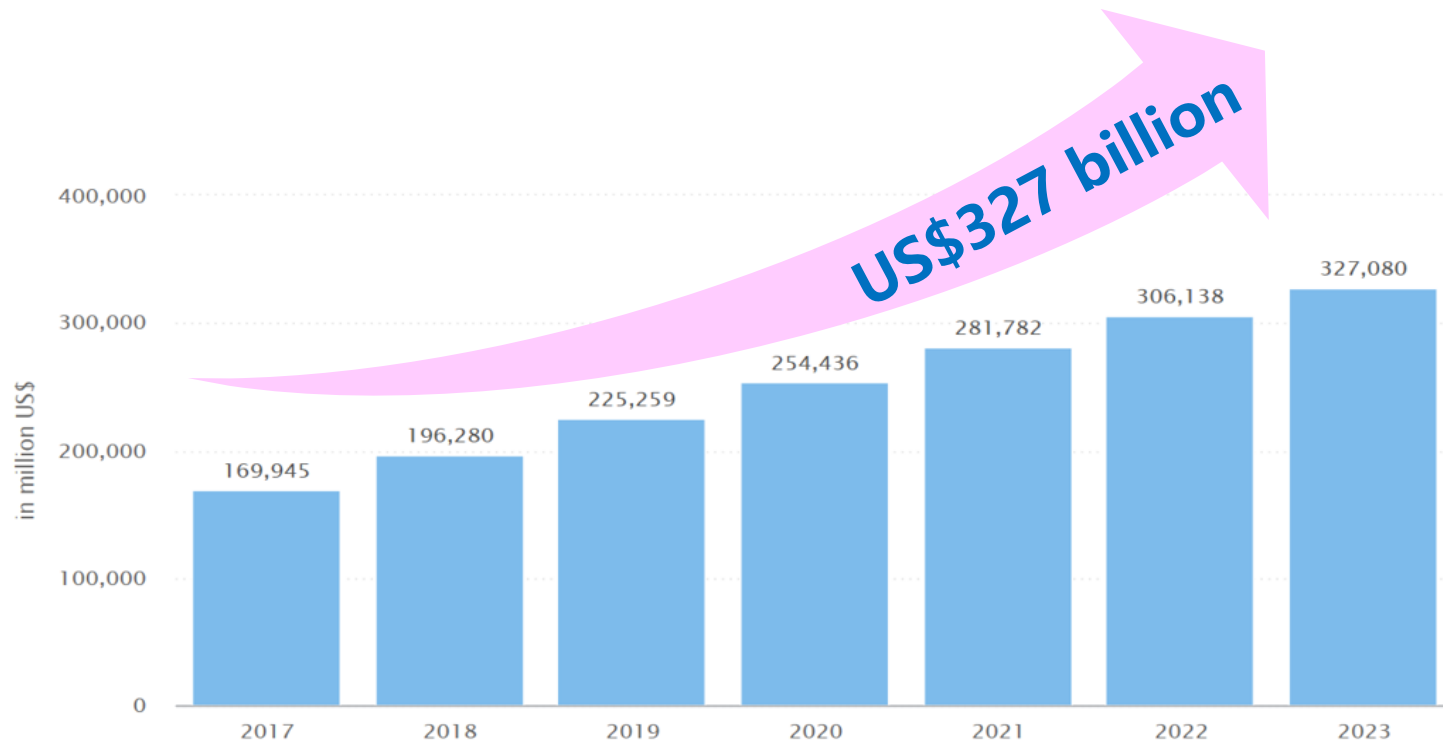
- 260 Melamine Pressing Machines
- Capacity : 1,200 tons monthly ;  
15,000 tons yearly
- Production Value : US\$82.5Million



## 2. Industry & Operational Overview

# Market Trend

- The global market size of furniture & houseware industry is approximately US\$200 billion, and the average growth rate for the next five years will be approximately 10.8% ; hence, the market scale will reach US\$327 billion in 2023.



Source: Statista, October 2018; Selected region only includes countries listed in the Digital Market Outlook

Info

# Industry Overview

➤ The global market size of furniture & houseware industry is approximately US\$200 billion, of which China accounted for 34% and 33% for U.S., and 33% for the rest of the world. The U.S. market is close to US\$65 billion, of which furniture accounted for 63 % and 37% for houseware. Currently JiaWei mainly develops the U.S. houseware market with US\$24 billion.

Map of Global Market Distribution

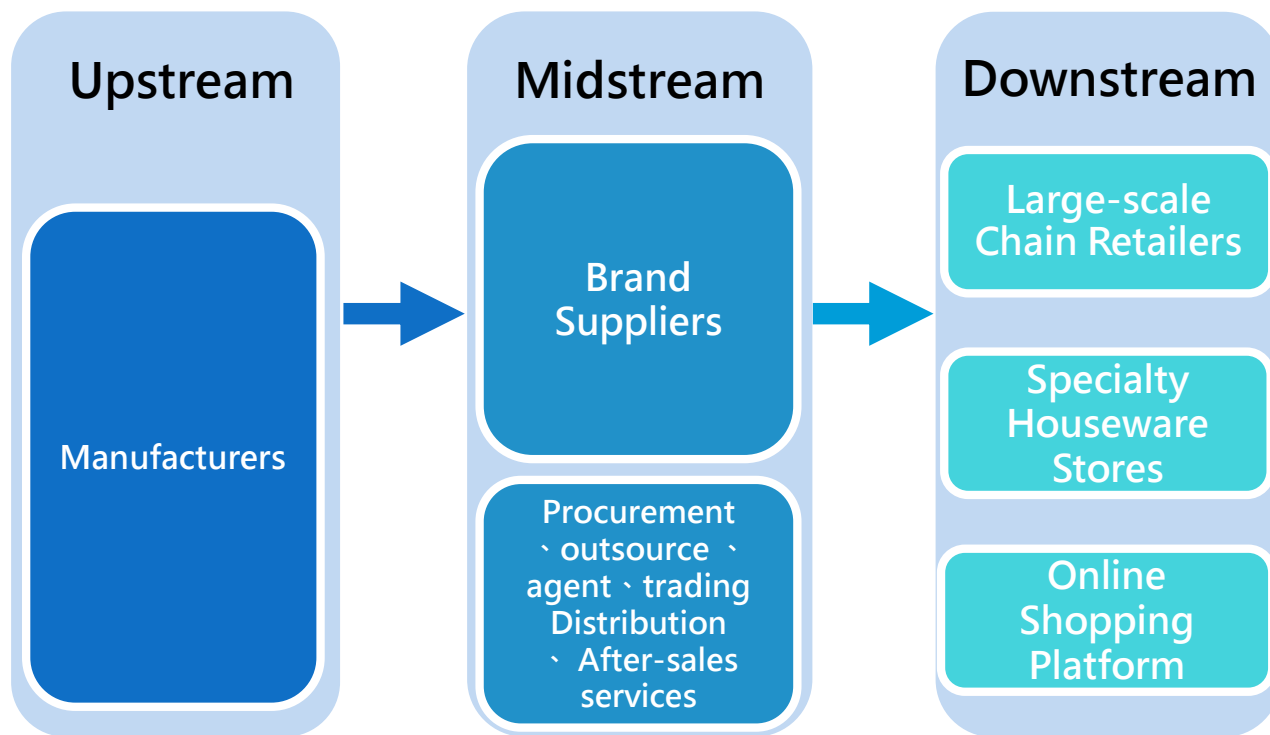


Top 5		Unit : US\$ Million	
	China	US\$68,629m	34%
	United States	US\$65,122m	33%
	Japan	US\$14,680m	7%
	South Korea	US\$8,007m	4%
	Germany	US\$7,253m	4%

Source: Statista, October 2018; Selected region only includes countries listed in the Digital



- JiaWei leads houseware industry by the strength of marketing, design and manufacturing. In 2019, JiaWei continues to expand business through the acquisition of Freshlink(Prepara), the American company with brand, patents and distribution.

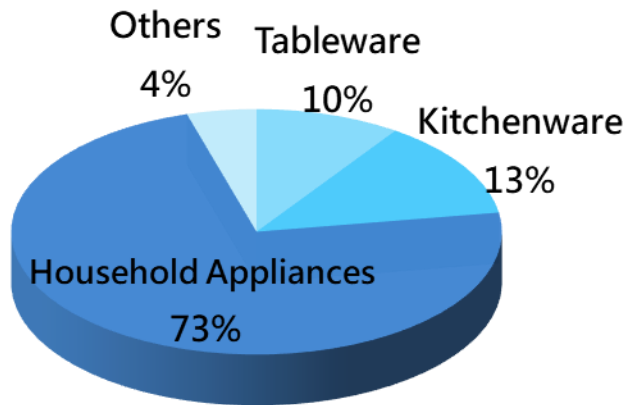


# Our Customers

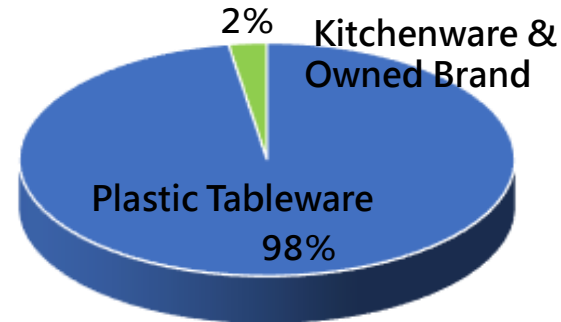


# Market Overview

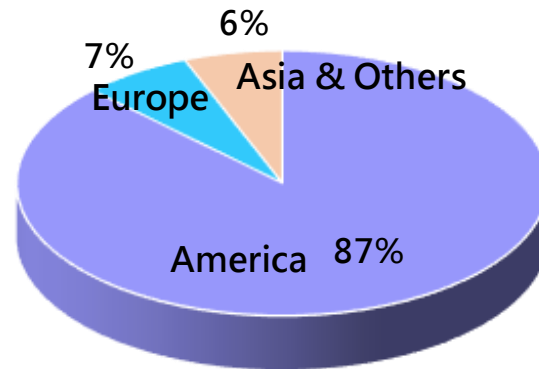
Distribution Chart of  
U.S. Houseware Market With US\$24 Billion



2019Q3 Revenue by Products



2019Q3 Revenue by Regions





# 3. Development Strategy

# Product Development Trends

## New Material

Development of environmentally friendly materials



## Products Combined By Variety Materials

Kitchenware of multi-materials, such as glass, steel, and wood



## Innovative Design & Patent Protection

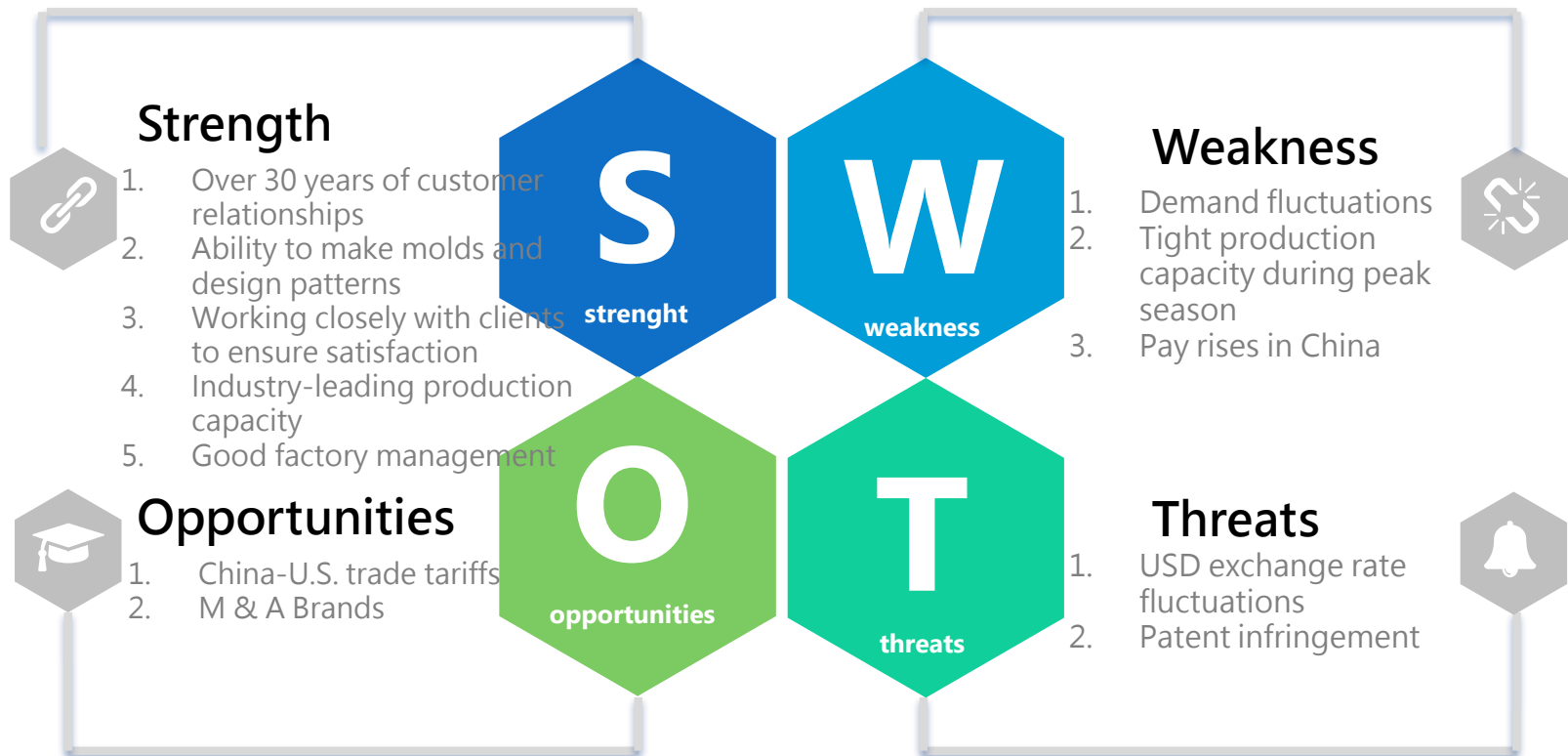
Respond to the needs of consumers & patent protection



## To Open New Region Market

International agents promotion





# Long-term/Short-term Strategy



- 1) Search & M&A brands and companies
- 2) Development of environmentally friendly materials
- 3) Plan the second production base

## Long-Term



## Short-Term

- 1) Enhance management efficiency
- 2) Expansion the market of kitchenware
- 3) Devote time and effort of customer relationships and respond to theirs needs



## 4. Financial Results

# Progress of M & A



To improve operation and profit, enhance the competitiveness, and aim to become an enterprise with sustainable operation, JiaWei M & A following companies in accordance with the resolutions of the broad of directors and shareholders meeting. The progress are :

Targets	Price (Unit : US\$ thousand)	The progress of settlement shareholding %	Take control & marge in Q3 2019	Description
Golden Star Ocean Ltd. (GS Company)	48,500	60%	Yes	➡ With excellent performance in sales and design which helps JiaWei to enter the industry chain at a higher value-added position
Achieve Goal Limited (AG Company)	23,600	41%	Yes	➡ The manufacturer of excellent performance which helps JiaWei to control the source and quality of products, provide customized and diversified services
Freshlink Product Development,LLC (Prepara)	3,500	100%	Yes	➡ The American company with brand, patents and distribution



The 100% revenues and profits of above companies have recognized by JiaWei from Aug. 2019.

# Q3 2019 Financial Results

Unit : NT\$ thousand ; %  
EPS : NT\$

Item	Q3 2019	Q2 2019	Percentage of change(%) Q3 vs Q2
Net Revenue	512,747	15,690	3,168%
Gross profit margin	40%	5%	700%
EPS	0.5	-0.13	485%

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Since  
JiaWei  
merges GS  
& AG in  
Q3 2019





# Thank you