



Jiawei
Lifestyle, Inc.
3557
Investor
Conference



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1. Company Profile

Company Profile



Founded in
2005



Capital
NT 723 M



Houseware &
Kitchenware



Annual Revenue
US 149 M



Management : Taiwan
Sales : U.S. & Europe



Manufacture
China



Employees
2,200+



Designers
130+

Location



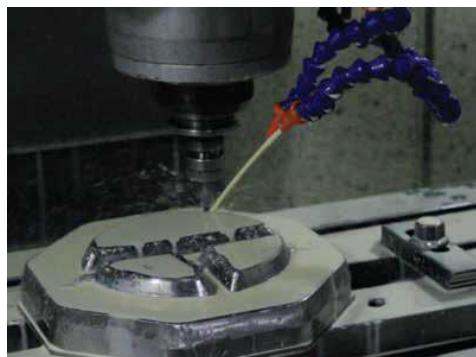
Factory

Li Wang Ave., Pearl Industry Park, Heyuan City

Guangdong, China

Lot Size : 87 KM2

Floor Area : 130 KM2

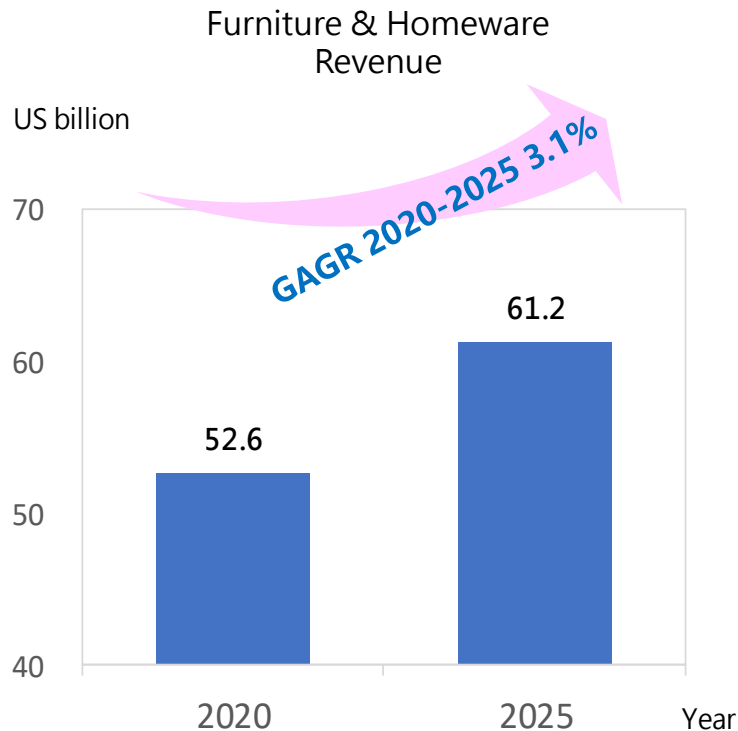




2. Market & Customers

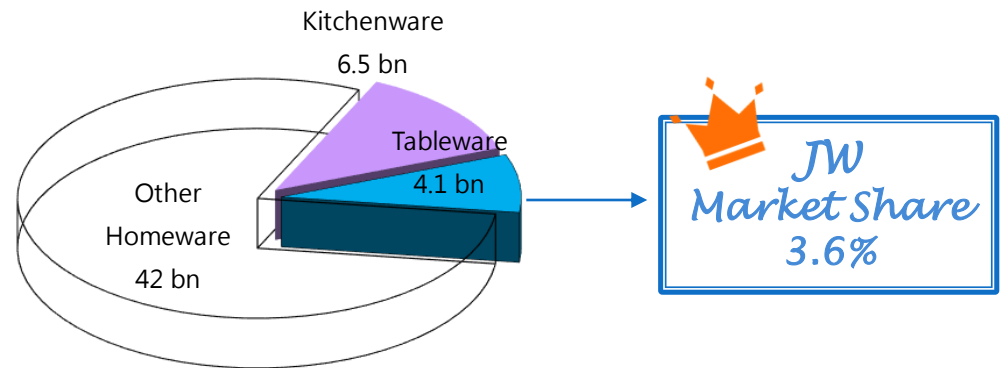


Furniture & Homeware Revenue GAGR 2020-2025 3.1%



Source : Statista

Distribution Chart of
2020 Tableware 、Kitchenware
& Other Homeware With
US 52.6 bn

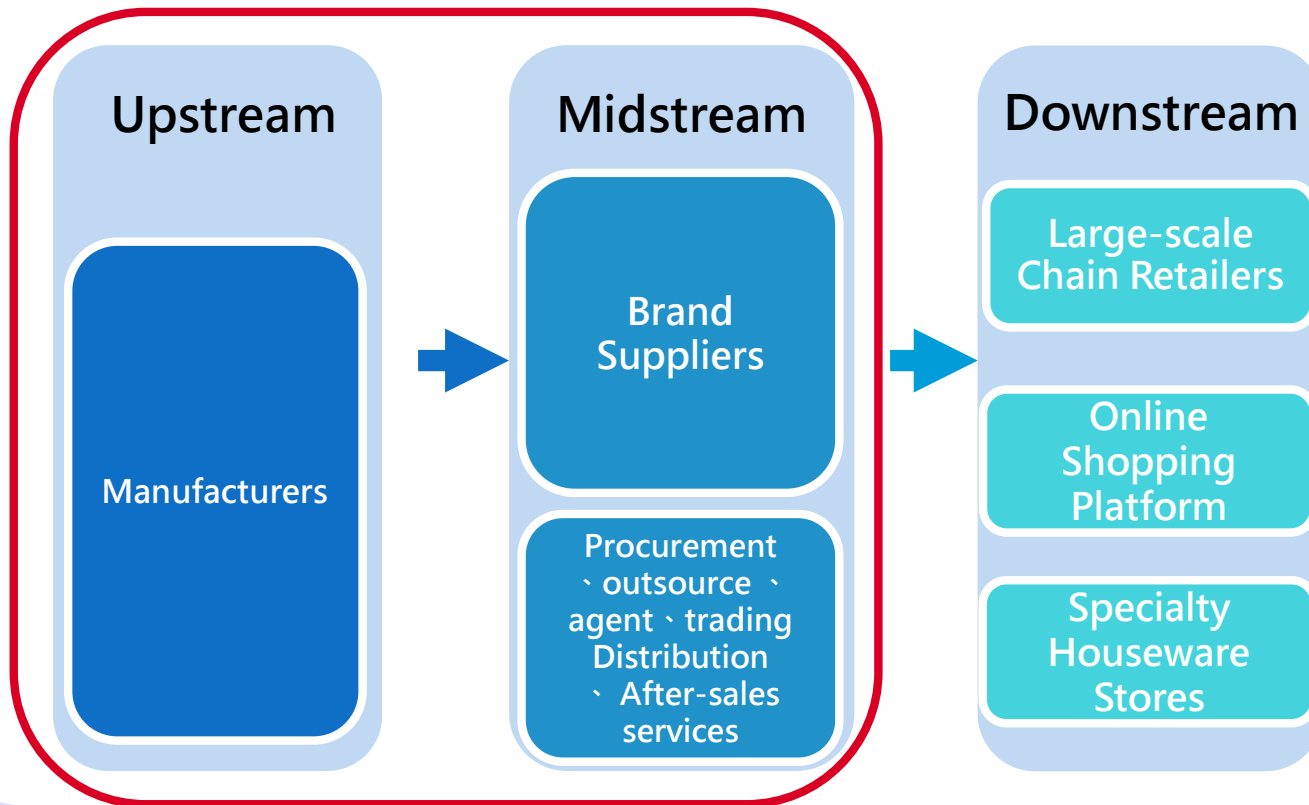


Industry Structure



JW leads houseware industry by the strength of marketing, design and manufacturing.

In 2019, *JW* continues to expand business through the acquisition of Freshlink(Prepara), the American company with brand, patents and distribution.



Customers Have Grown Business & Become Contrarians During COVID-19

Accounts For 70%+
Of JW Revenue

2020 Top 100 Retailers List

Source : NRF

Walmart

Top1

amazon

Top 2

COSTCO
WHOLESALE

Top 4

TARGET

Top 8

WILLIAMS SONOMA
CALIFORNIA

Top 79

US billion ; EPS in US dollars

9 Months Ended
Revenue : 407 bn +6% YoY
EPS : 5.48 +47% YoY

9 Months Ended
Revenue : 260 bn +35% YoY
EPS : 27.72 +68% YoY

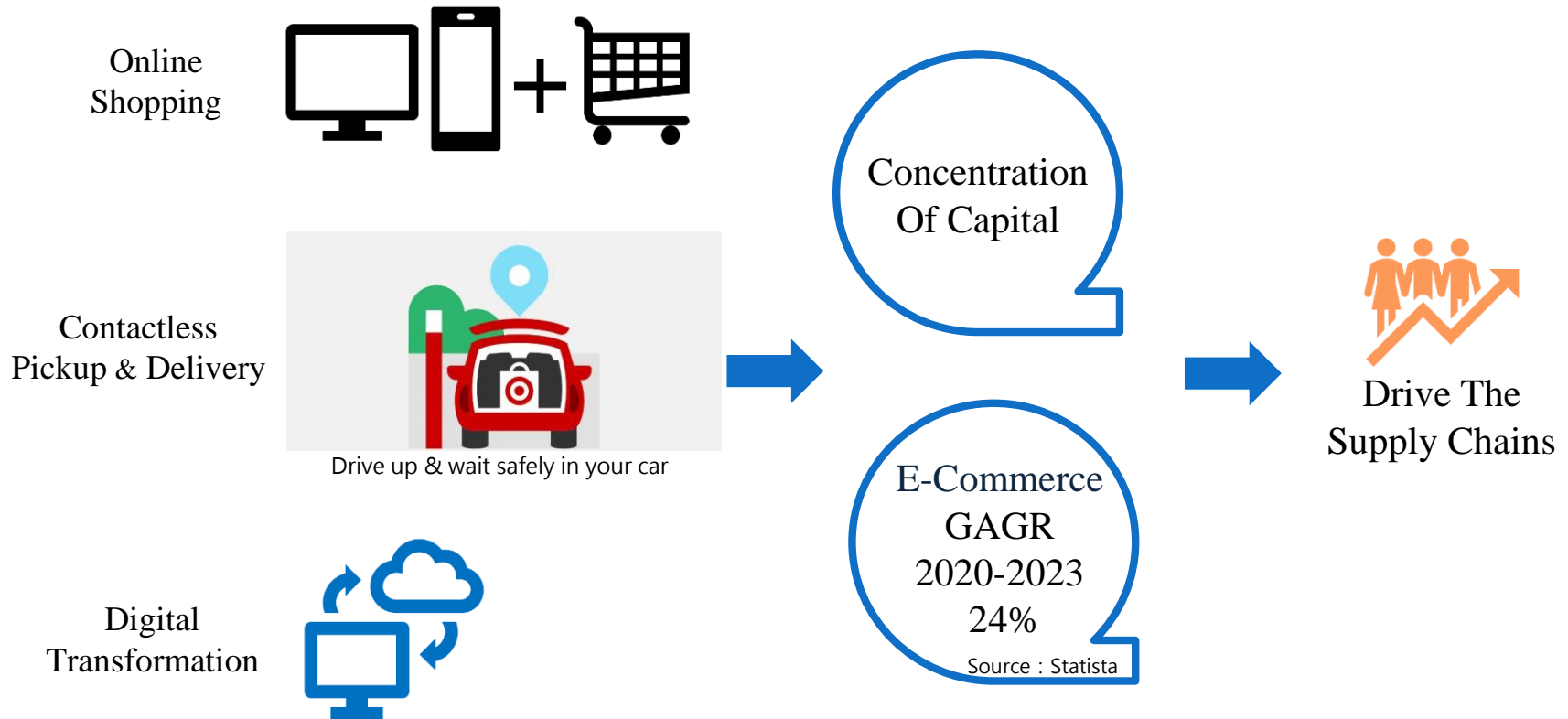
48 Weeks Ended
Revenue : 149 bn +9% YoY
EPS : 8.76 +7% YoY

9 Months Ended
Revenue : 65 bn +19% YoY
EPS : 5.91 +25% YoY

39 Weeks Ended
Revenue : 4 bn +11 YoY
EPS : 4.71 +97% YoY

Source : SEC 、Costco 、Williams
Sonoma Website

Transmutation & Trend of Retailers After COVID-19





3. Development Strategy

Development Trends

Environmentally Friendly Products

Develop products that comply with environmental trends

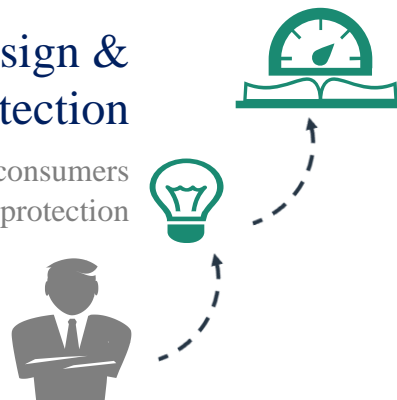


Products Combined By Variety Materials

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

Innovative Design & Patent Protection

Respond to the needs of consumers & patent protection



E-Commerce

Online meeting & showroom etc.

Investing In Growth

Kitchenware
Brand

prepara®



Own An Aesthetic Life · E-Commerce Enables Operation
2020Q1~Q3 Accounts For 5% Of JW Revenue



4. Financial Results

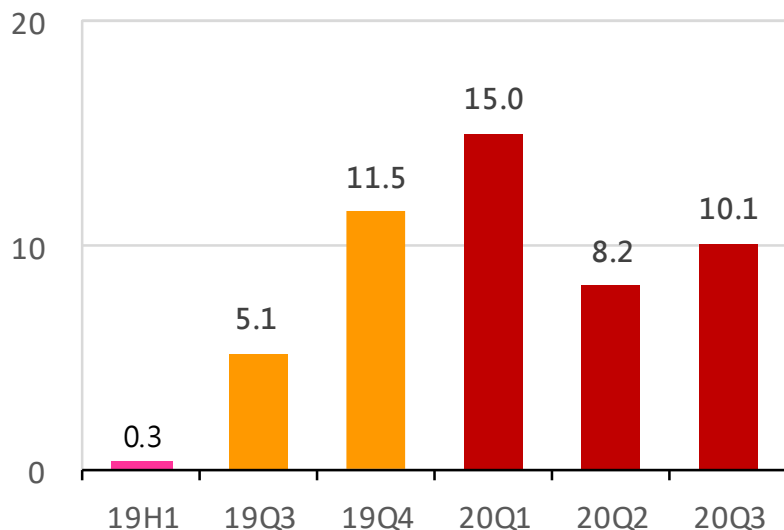
Business Performance



2020Q3 Cash Dividend
NT\$ 2.35/Per Share

NT 100M

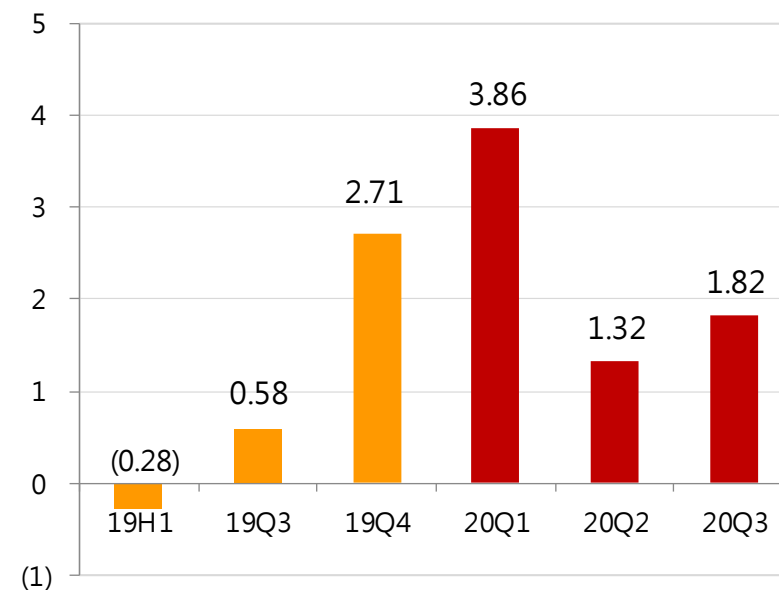
2019~2020Q3 Revenue



* 100% revenues and profits of acquired companies had recognized by JW from Aug. 2019.

NT \$

2019~2020Q3 EPS

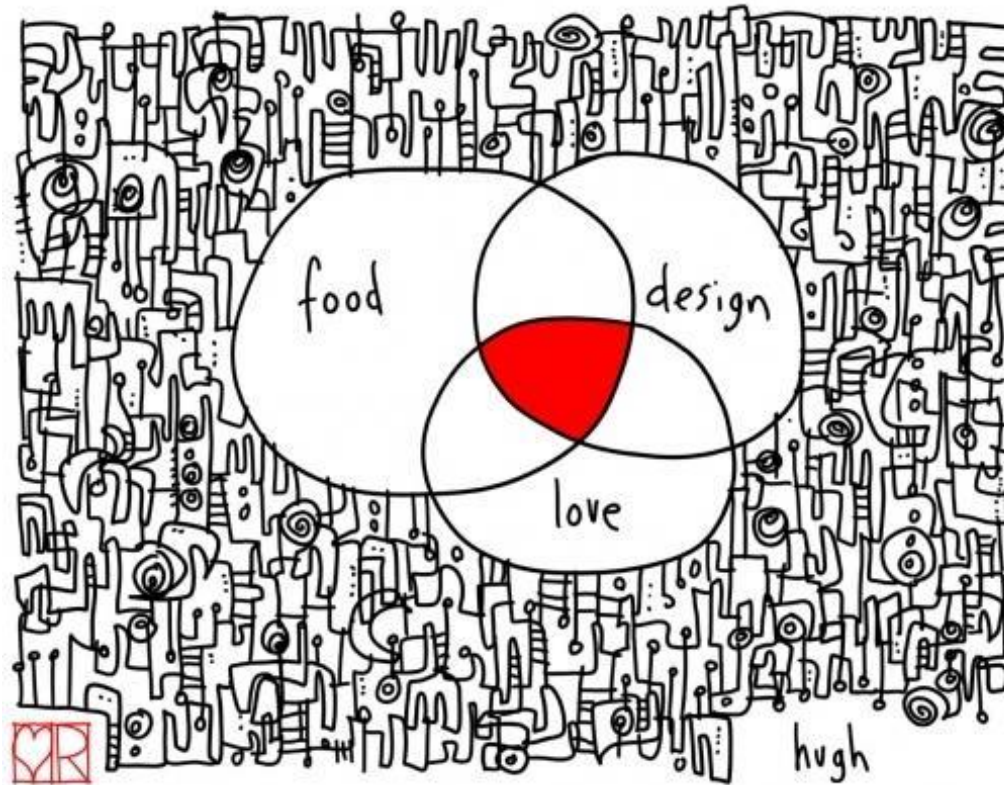


* The 2019 EPS are calculated by current outstanding shares.

Financial Analysis

Analyzed Items	2019	2020Q1~Q3
Gross Margin	37.9%	41.2%
Operating Expense Ratio	29.2%	25.0%
Liabilities To Assets Ratio	77.3%	61.4%
Return On Equity	26.8%	34.3%

Although the liabilities to assets ratio is getting improvement due to the growth of profit, based on the soundness of financial and operation, JW will plan to raise a cash injection in 2021.



Q

&

A