

les enphants 

**les enphants Co., Ltd.** TWSE: 2911

Institutional Investor Conference 2024

Spokesperson – Jason Tsai, VP

2024.12.19

## Disclaimer

- We do not, and are not intent to, publish any financial forecast or estimate for the future. All financial and operation information contained in this presentation, if it is not base on the pass, may have changed or different to the end result. There are risk and uncertainties we may not foreseen such as the change of market demand, price inflation, competitors actions, global economy environment, foreign currency fluctuation, and stability of supply chain.
- We are not obligated to inform or announce any change of factors listed above to public. Please check MOPS(Market Observation Post System) website for further official publish information.

# Company Profile

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Date of Establishment: 1971.06.18

Listed on TWSE: 1997.01.18 Stock Code: 2911

Chairman: Alex Lin

General Manager: Wilson Chan

Capital: NTD 1.05b\*

Number of Employees:

532 in TW / 509 in Mainland\*

Book Value per Share: NTD 5.19\*

\*as end of September 2024



les enfants HQ in Neihu



Chairman Alex Lin

# Brand Story

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**les enphants is a dedicated infant/children's product retailer base in Taiwan.**

The les enphants group was founded in 1971 and has, since its inception, the core mission of “children as our lifetime career”. We are constantly exploring new ways to cater to a child's every need during his/her growing up years. We aim to bring families a comprehensive range of high quality products, made responsibly and honestly, with a consistent and classic look.

**les enphants is derived from les enfants, which is French for “the children.” The “f” has been replaced by a “ph” to represent the group chairman's founding philosophy of Peace and Hope for all children.** Graphically, the ph has been made to resemble an elephant, our company mascot, which suggests a mature and steadfast enterprise, striding into the future with strong and confident steps.

# Vision, Mission and Value

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**VISION** *Where there are children, there is les enfants*

**MISSION** *Children as our lifetime career*

**VALUE** *Just be*

# Group Business – les enphants



les enphants

Stores (self-owned)	
Taiwan	100
Mainland	162

As end of September 2024



📍 Douliu Store

📍 Neihu Store



📍 Shanghai HQ Store

# Group Business – Brand Agency/Distribution

**open**  
for kids

**adidas** **PUMA** KIDS

**carter's** | **OSHKOSH**  
Bigosh

Brand A. Stores (TW)	
OPEN Stores	18
Adidas Kids	37
PUMA Kids	13
Carter's	16

As end of September 2024



📍 ➡ Adidas Kids/PUMA Kids  
Linkou Mitsui Outlet Park Store



📍 Carter's Honhui Plaza Store





# Group Business – Third-Party Logistics



📍 Logistics Center in Haihu, Luzhu Dist.



Founded in 1996, providing the most economy and efficient logistics solution for clients from clothing, shoes, cleaning, accessories industries. Successfully helping our clients to lower cost and stay competitive.

# Group Business – Shanghai Office Rental



Completed and opened in 2013, the building features a full steel structure combined with a mesh curtain wall, creating a refined and elegant appearance. The choice of materials adheres to energy-saving and environmental protection requirements. The total construction area is 30,000 square meters, comprising 20 floors and 2 floors underground.

The building is located at the intersection of Qixin Road and Gudai Road in Shanghai, adjacent to the Hongqiao Hub and Xinzhuang Commercial Area. It is also easily access to subway lines 1, 9, 10, and 12. The building has ever received the "Quality Structural Engineering Award" from Minhang District in Shanghai.



# Corporate Social Responsibilities

麗嬰房推「兒童守護毛孩冰瓷棉T恤」 穿水水不忘  
關懷流浪動物！

 記者 台灣好報社 - 2024 年 4 月 2 日



▲麗嬰房與Mary's Doggies 聯合舉辦浪浪公益散步日活動，陪伴父母教導小朋友愛護動物，借此機會落實生命教育。(圖/麗嬰房提供)

麗嬰房關懷再升級 捐贈羅東聖母醫院早產  
兒連身衣守護巴掌天使

 李婉如  
2024-11-12

 0 Points



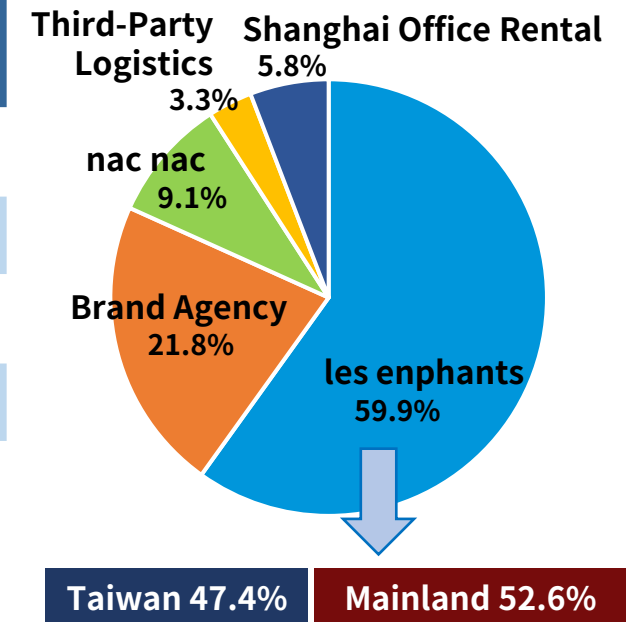
# Operation Overview 2024

## Sales by Revenue (NTD in thousands)(Before consolidation adj.)

	2024.01.01 ~09.30	2023.01.01 ~09.30	Diff.	Diff%
les enphants (a)	1,217,332	1,417,822	(200,490)	-14.1%
Brand Agency/Distri.	500,720	516,525	(15,805)	-3.1%
nac nac	215,614	216,350	(736)	-0.3%
Third-Party Logistics	84,703	77,786	6,917	8.9%
Shnaghai Office Rantal (a&b)	126,719	138,007	(11,288)	-8.2%

Note a: The RMB is converted to NTD using average exchange rate of beginning and ending of the period

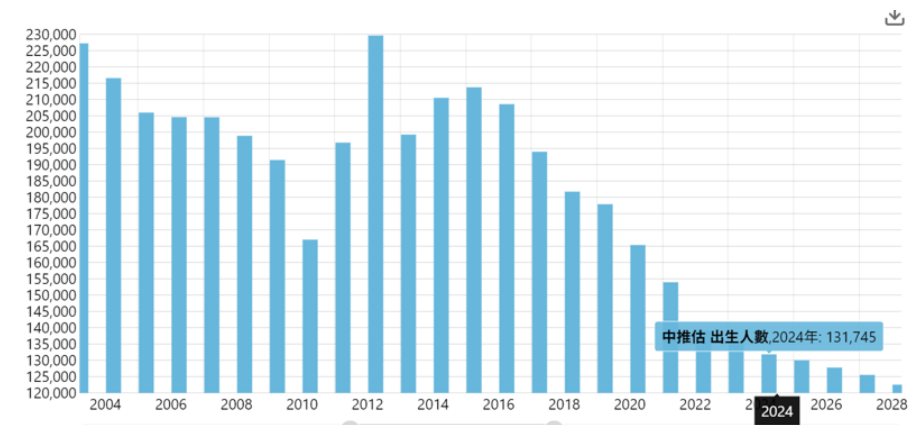
Note b: Office rental revenue is, net with related cost and expenses, recognized in Other Income in financial statement.



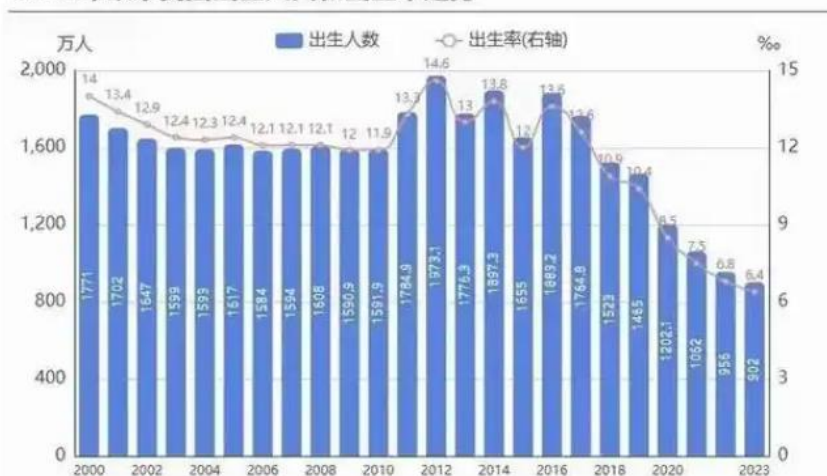
# Challenge from the Market

## TAIWAN

- The **number of births this year is expected to be only 132K, representing a 2.8% decrease**, according to the National Development Council.
- Previous Dragon year's new birth number is 229K, decrease by 42% in 12 years.



2000年以来我国出生人口和出生率走势

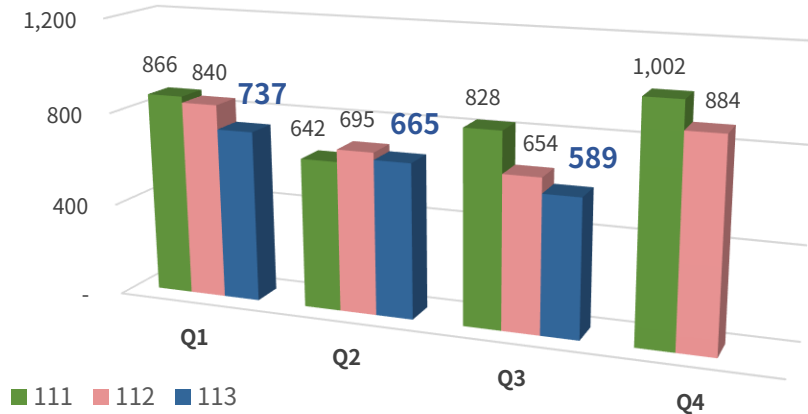


## MAINLAND CHINA

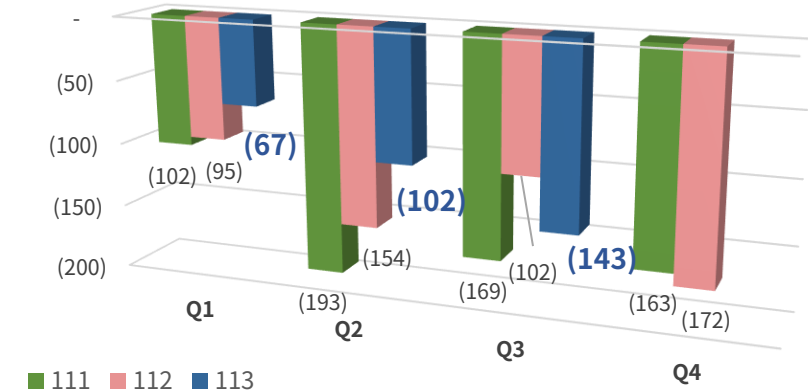
- The population started to experience negative growth since 2022.
- UN predicted the **new birth in China will be around 8.82m in 2024, representing a 2.3% decrease comparing to 2023**.
- In the first three quarters of 2024, the number of marriages reached 4.75m couples, 16.5% decrease compared to the same period last year.

# 2024 Performance – Revenue and Losses

**Consolidated Revenue** (NTD in millions)

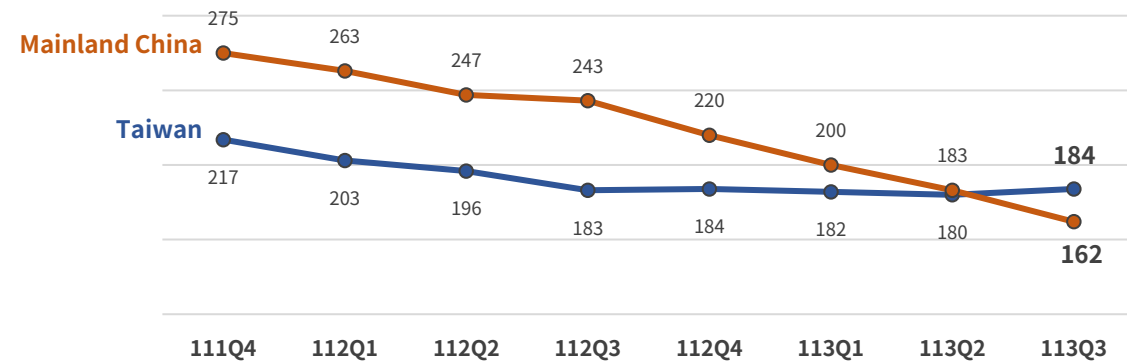


**Consolidated Losses** (NTD in millions)



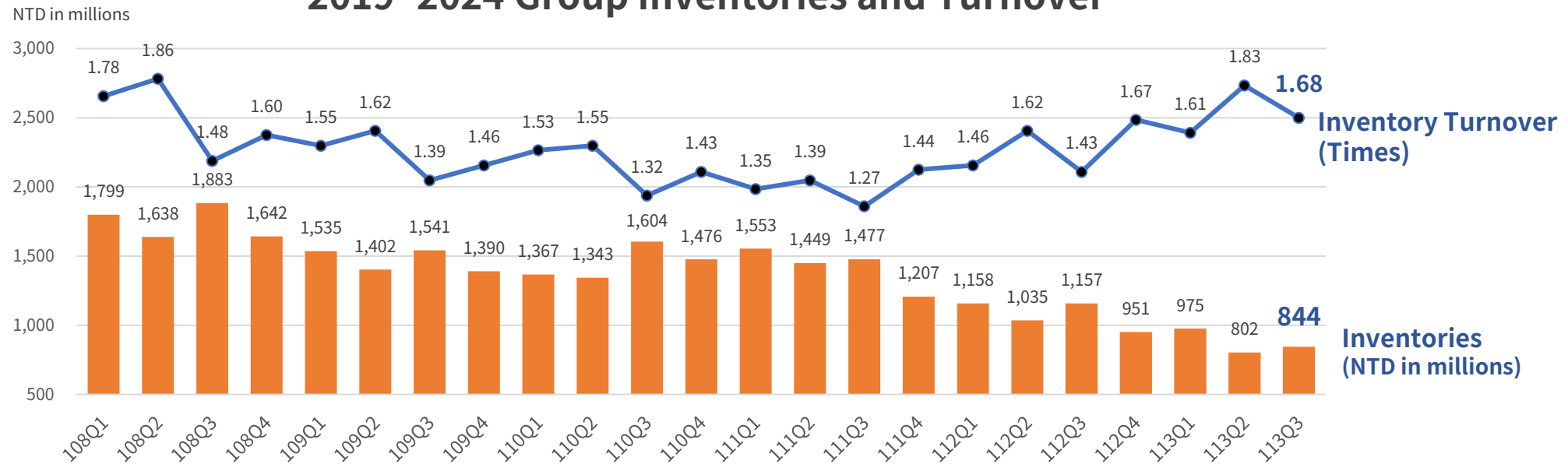
- ➔ We continue the closure of underperforming stores in Mainland China this year in order to reduce operating costs (see the diagram below, the number of stores at the end of the third quarter decreased by 34% compared to last year). As a result, although revenue has declined, the loss in the first half of this year was still reduced by 32% compared to last year;
- ➔ However, starting from the third quarter, performance in both Mainland China and Taiwan has declined. The sales during Taiwan's department store anniversary promotions were also under expectations, with losses increasing rather than decreasing compared to last year.

**Self-owned Stores from 2023-2024**



# 2024 Performance – Inventories

## 2019~2024 Group Inventories and Turnover

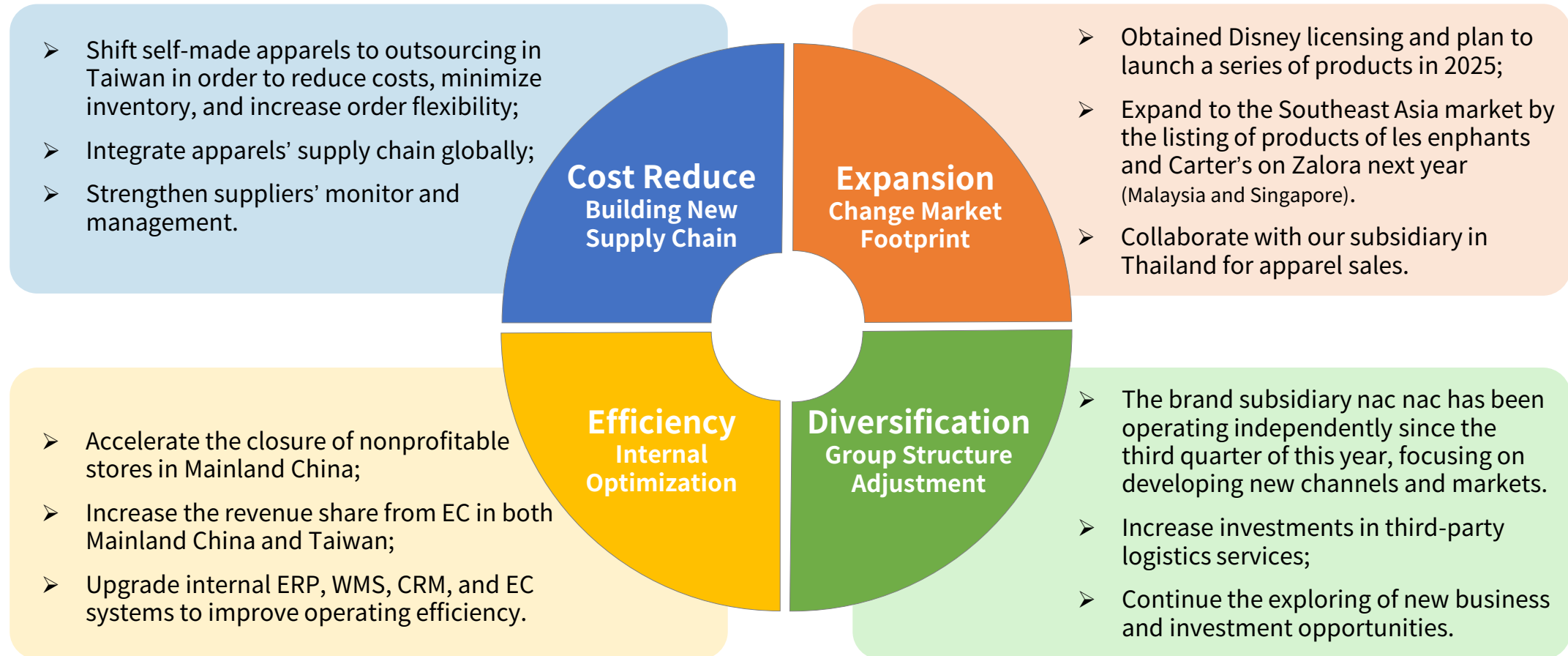


- ➔ When the pandemic restrictions were lifted, the situation was impacted by the sudden freeze in consumption in Mainland China and the overall retail downturn in Taiwan. This led to a deterioration in inventory conditions, with the inventory turnover rate dropping to 1.27 times in the third quarter of 2022 (equivalent to a turnover period of 287 days);
- ➔ In the past two years, the company has made significant efforts to improve its inventory situation, showing noticeable progress. By the third quarter of this year, the inventory turnover rate had improved to 1.68 times, with a turnover period of 217 days. Going forward, inventory management will continue to be a key operational indicator.

# 2024 Performance – P&L of First 3 Quarters

NTD in thousands	2024 First 3 Quarters			
	ACTUAL	LAST YEAR	DIFF	YOY
Sales Revenue	1,990,804	2,189,523	(198,719)	-9.1%
Cost of Goods Sold	1,187,906	1,297,822	(109,916)	-8.5%
Operating Margin	802,898	891,701	(88,803)	-10.0%
Operating Margin Rate	40.3%	40.7%	-0.4%	
Operating Expenses	1,141,277	1,266,273	(124,996)	-9.9%
<b>Operating Loss</b>	<b>(338,379)</b>	<b>(374,572)</b>	<b>36,193</b>	<b>9.7%</b>
Other Income/Expenses	31,534	41,577	(10,043)	-24.2%
Loss before Tax	(306,845)	(332,995)	26,150	7.9%
Tax Expenses	(4,572)	(17,898)	13,326	74.5%
<b>Loss after Tax</b>	<b>(311,417)</b>	<b>(350,893)</b>	<b>39,476</b>	<b>11.3%</b>
↳ belong to : <b>Shareholders</b>	<b>(312,517)</b>	<b>(355,419)</b>	<b>42,902</b>	<b>12.1%</b>
non-controlled	1,100	4,526	(3,426)	75.7%
<b>Loss per Share(NTD dollar)</b>	<b>(2.97)</b>	<b>(3.44)</b>		

# Short and Mid-term Strategy



# Q&A

## Thanks for Attending

For the further information:

Company Website <http://www.enphants.com/c/ir.php>

TWSE MOPS <https://mops.twse.com.tw/mops/web/index>

or contact [jason.tsai@enphants.com.tw](mailto:jason.tsai@enphants.com.tw)