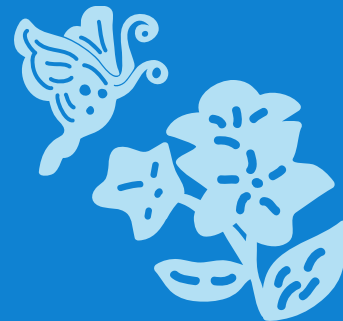


les enphants 

Les enphants Co.,Ltd.

Institutional Investor Conference (TWSE: 2911.TT)

2021 . 12 . 16



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

Date of Establishment: 1971.6.18

Listed on TWSE: 1997.1.18 code: 2911

Chairman : Alex Lin

Paid-in Capital : NTD 1.85billion*

No. of Employees :

764 (Taiwan) & 1,032 (mainland China)*

N.A. Value per Share: NTD 9.55*

*as end of September, 2021

Vision, Mission and Value

Vision

Wherever there are children, there is les enfants

Mission

Children are our lifetime career

Value

Just be

Group Operation Overview

Sales Revenue (NTD thousand)

	2021.1.1 ~9.30	2020.1.1 ~9.30	DIFF	DIF%
Taiwan	1,466,713	1,627,713	(161,000)	-9.9%
Mainland China	1,079,810	1,155,465	(75,655)	-6.5%

Operating Stores (as end of September, 2021)

Mainland China	
direct	318
franchises	200



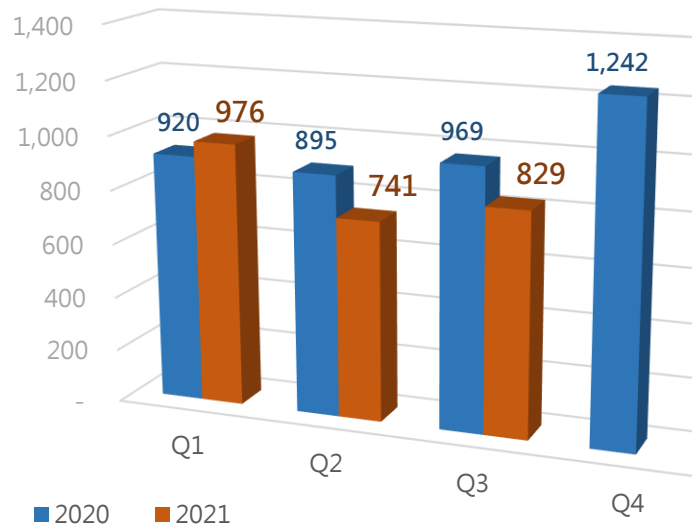
Taiwan	
Les enfants	130
franchisee	77

2021 Q3 Summary P&L (accumulated)

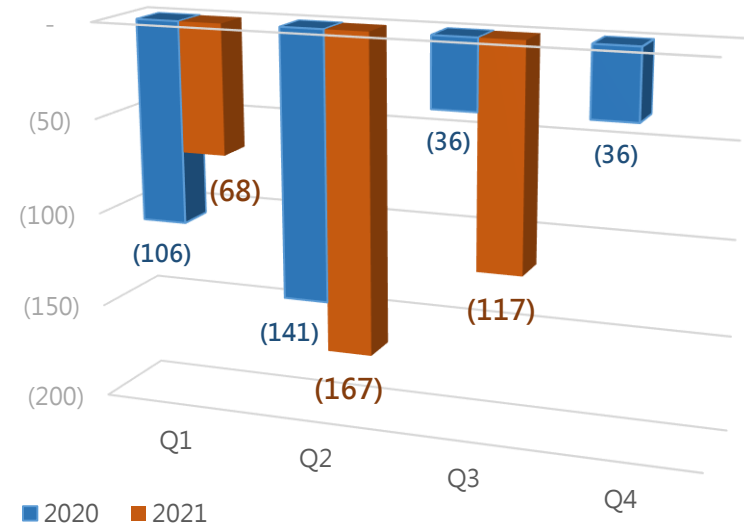
	2021.1.1 ~ 9.30 (NTD in thousand)			
	Actual	Last Year	DIFF	YOY
Sales Revenue	2,546,523	2,783,178	(236,655)	-8.5%
COGS	1,431,571	1,558,703	(127,132)	-8.2%
Operating Margin	1,114,952	1,224,475	(109,523)	-8.9%
Margin %	43.8%	44.0%	-0.2%	
Operating Exp.	1,534,801	1,509,609	25,192	1.7%
Operating Loss	(419,849)	(285,134)	(134,715)	-47.2%
Non-operating Income and Loss	88,344	23,565	64,779	-274.9%
Loss before Tax	(331,505)	(261,569)	(69,936)	-26.7%
Tax Exp. (Income)	(25,499)	(19,578)	(5,921)	-30.2%
Loss after Tax	(357,004)	(281,147)	(75,857)	-27.0%
attribute to: Shareholders	(352,349)	(283,360)	(68,989)	-24.3%
non-controlled	(4,655)	2,213	(6,868)	310.3%
Loss per Share (NTD)	(1.91)	(1.53)		

2021 Quarter Performance

Consolidated Sales (NTD in million)



Operating Loss* (NTD in million)



*attributed to stockholders of the Company

The Year of 2021

- Taiwan market was severely damaged by covid-19 pandemic from May to July,
- Market in mainland China was also restrained due to cases from different cities/areas around the country,
- Loss are expected to be controlled in Q4 because of comeback buying trend.

Thanks for your joining

For further information:

Official 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

