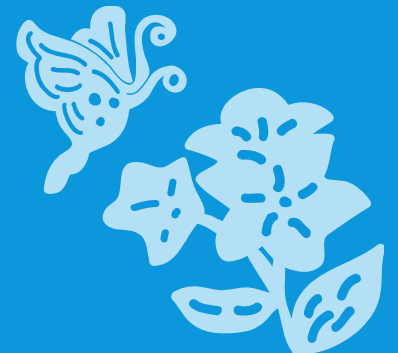


les enphants 

Les enphants Co.,Ltd.

Institutional Investor Conference (TWSE: 2911.TT)

2020 . 12 . 17



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 :

806 (Taiwan) & 1,183 (mainland China)*

N.A. Value per Share : NTD 11.66*

*as end of September, 2020



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)

	2020.1.1 ~9.30	2019.1.1 ~9.30	Diff.	DIF%
Taiwan	1,627,713	1,861,046	(233,333)	-12.5%
China	1,155,465	1,660,626	(505,161)	-30.4%

Operating Stores (as end of September, 2020)

China	
direct	326
franchises	216



Taiwan	
Les enphants	134
franchisee	96

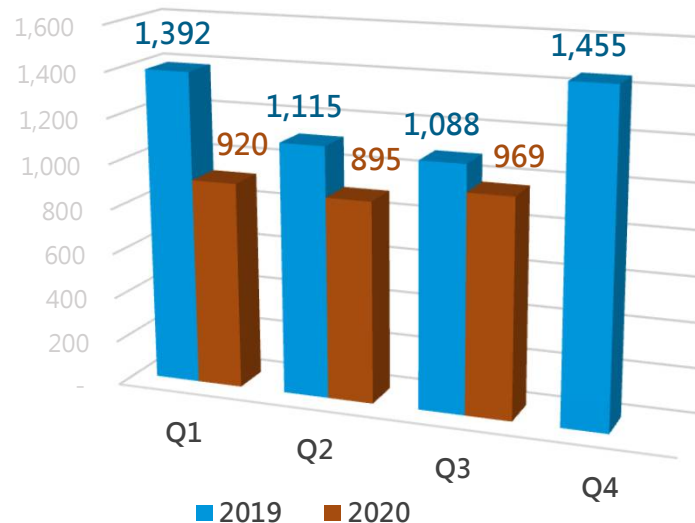
2020 Q3 Summary P&L (accumulated)

2020.1.1 ~ 9.30 (NTD in thousand)

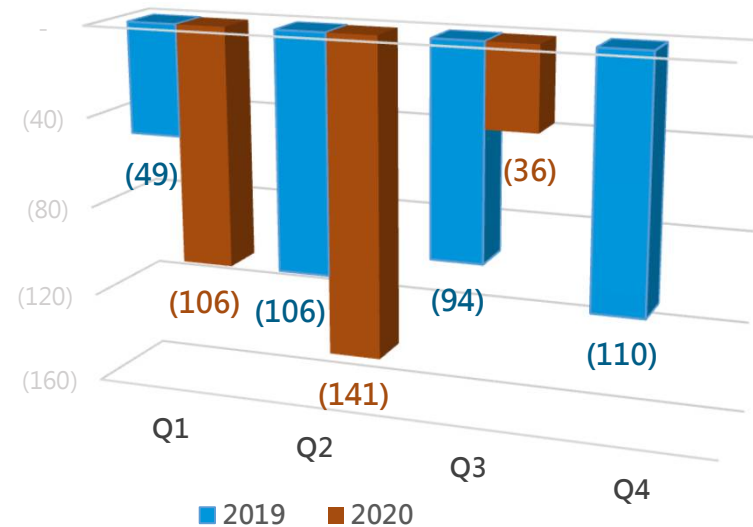
	Actual	Last Year	DIFF	YOY
Sales Revenue	2,783,178	3,595,163	(811,985)	-22.6%
COGS	1,558,703	2,049,379	(490,676)	-23.9%
Operating Margin	1,224,475	1,545,784	(321,309)	-20.8%
Margin %	44.0%	43.0%	1.0%	
Operating Expenses	1,509,609	1,896,467	(386,858)	-20.4%
Operating Loss	(285,134)	(350,683)	65,549	18.7%
Non-operating Revenues and Loss	23,565	33,615	(10,050)	-29.9%
Loss before Tax	(261,569)	(317,068)	55,499	17.5%
Tax Exp. (Income)	(19,578)	21,442	(41,020)	-191.3%
Loss after Tax	(281,147)	(295,626)	14,479	4.9%
↳ attribut to: Shareholder	(283,360)	(248,622)	(34,738)	-14.0%
non-controlled	2,213	(47,004)	49,217	104.7%
Loss per Share (NTD)	(1.53)	(1.27)		

2020 Quarter Performance – *We're getting Better!*

Consolidated Sales (NTD in million)



Operating Loss* - (NTD in million)



*attributed to stockholders of the Company

The Year of 2020

- the major impact of COVID-19 was located in 1st quarter
- market demand came back afterward, and returned to stable in 3rd quarter
- sales decline was narrowed down from 34% to 11% in 3rd quarter

2021 Group Strategies

BRAND

- Brand Management
- Reinforce Brand Image

PRODUCT

- Improve Product Structure
- Wider Product Catalog

CHANNEL

- Increase Penetration
- Omni-channel Marketing

MEMBER

- New Member Recruitment
- Deeper Member Interactivities



Q&A