



**TONLIN DEPARTMENT STORE CO.,LTD.**

# Investor Conference

December 4, 2024

# **TONLIN(Company Code: 2910)**

## **Conference Agenda**

- About Tonlin
- Rental Business in Taipei
- Retailing Business in Taoyuan Tonlin Plaza
- Real Estate Development Business
- Finance Summary

# About Tonlin

➤ Established : 1982

➤ Capital : NT\$1,754,030,000

➤ Business Overview :

Commercial Rental Business in Taipei

Retailing Business in Taoyuan Tonlin Plaza

Real Estate Development Business : Yangmingshan & Jiaoxi



電影館 24H

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# Taipei

## A. Eastern District of Taipei

- a. New Shopping Malls in Taipei create competition.  
( Mainly: Xinyi / Nangang / Taipei Dome Business District )
- b. Rent in Eastern District decline slowly.
- c. Because of the long term lease in Taipei commercial property, there has no significant influence currently.

# Taipei

## B. Major Tenants

a. ZARA



b. World Gym



c. Starbucks





TONLIN SQUARE

# Taoyuan Tonlin Plaza

## A. Retailing Market in Taoyuan

Area \ Type	Department Store	Mall
North Taoyuan	FEDS 、 SKM 、 Tonlin	Taimall
South Taoyuan	SOGO	Metro Walk 、 Gloria Outlets



# Taoyuan Tonlin Plaza

## B. Taoyuan Tonlin Plaza

- a. Refurbishment : February. 2017 ~ September. 2018
- b. Reopen Date : October. 3. 2018
- c. Merchandise Categories :
  - ★ FASHION
  - ★ BEAUTY
  - ★ LIFE STYLE
  - ★ CAFE & RESTAURANT
- d. Total Refurbishment Cost : Around NT\$1,000,000,000

# 樓層簡介



12F	威秀影城 14-21廳
10F	威秀影城 售票處 06-13廳
9F	威秀影城 售票處 01-05廳 紅帽象親子樂園
8F	海底撈 bb.q CHICKEN Oh my! 原燒 兩餐 韓國年糕火鍋吃到飽
7F	果然匯 牧石鍋物 集雅社
6F	Mo-Mo-Paradise 饗泰多 湯明茶樓 默爾 Pasta & Pizza
5F	銀座杏子日式豬排 北村豆腐家 聚 日式鍋物 敝姓鍋 個人火鍋專賣 義饗屋 花月嵐 燒井 坐著做。海鮮丼飯專門店 燒桶子 韓食烤肉
4F	誠品書店 誠品生活 expo 誠品生活文創平台 Game休閒館 樂玩多 i color
3F	2nd STREET 流行服飾 泳裝飾品 3 C 配件 莫凡彼咖啡館
2F	ABC - MART 流行服飾 流行配件
1F	NIKE 桃園體驗店 1F&B1 STUDIO A 松本清藥妝店 時尚配件 美妝保養 潮流運動 流行服飾 館外美食走廊 特色手搖飲料·外帶美食點心
B1	NIKE 桃園體驗店 1F&B1 唐吉訶德 DON DON DONKI <small>日本零售連鎖店： 生鮮蔬果 / 肉品 / 熟食 / 冷藏冷凍 / 生活家用 / 美妝 / 酒品 / 日本可愛肖像</small>
B2	汽車停車場
B3	汽車停車場 大型重型機車停車區
B4	汽車停車場

-  服務台  
6F
-  AED  
6F
-  退稅服務  
6F
-  嬰兒車租借  
6F
-  輪椅租借  
6F
-  ATM  
5F
-  寄物櫃  
B2
-  免費WiFi  
B1~8F
-  哺乳乳室  
7F
-  親子廁所  
B2 | 5F
-  無障礙廁所  
B2 | 2F  
6F | 8F | 9F
-  無障礙停車位  
B2 | B3 | B4
-  孕婦、育有六歲  
以下兒童之停車位  
B2 | B3 | B4
-  大型重型  
機車停車位  
B3

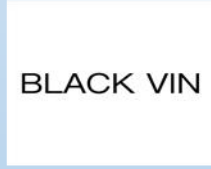
## FASHION



1F



2F



3F



## LIFE STYLE



1F



2F



3F



4F



7F



9F



CAFE&RESTAURANT



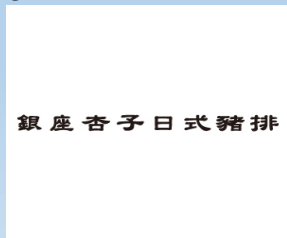
1F



3F



5F



5F



6F



7F



8F



# Real Estate Development Business

## A. Real Estate Market

- a. Affected by the government's policy, house prices cannot continue to rise.
- b. Construction cost increases due to inflation.
- c. Anticipate price will be stable.
- d. Rising interest rates put more burden on homebuyers.
- e. Policy : Keep selling company's inventory.  
New project depends on the improvement of real estate market in the future.

# Real Estate Development Business

## B. Existing Real Estate Projects

Location	Project Name
Yangmingshan, Taipei	Yu-Yangming ( a mountain resort project )
Jiaoxi, Yilan	Xien Xien ( a hot-spring resort )









# Finance

## A. Income Statement

## B. Dividend Policy

- a. Majority in Cash Dividend
- b. Annual dividend will be decided by EPS and Capital Expenditures

## C. Capital Expenditures

- There is no significant capital expenditures in 2025.

# TONLIN DEPARTMENT STORE CO.,LTD.

## Statement of Comprehensive Income

Units: NT\$ thousands

Items	2021		2022		2023		2024 Q1-Q3	
	Amount	%	Amount	%	Amount	%	Amount	%
Operating revenue	528,595	100	711,970	100	684,079	100	458,119	100
Cost of operations	206,239	39	360,518	51	284,357	41	152,891	33
Operating profit	322,356	61	351,452	49	399,722	59	305,228	67
Operating expenses	191,302	36	187,042	26	190,794	28	146,259	32
Income from Operations	131,054	25	164,410	23	208,928	31	158,969	35
Non-operating income and expenses	10,788	2	(49,484)	(7)	23,482	3	43,725	9
Profit before income tax	141,842	27	114,926	16	232,410	34	202,694	44
Income tax expense	1,147	0	18,531	2	27,501	4	57,609	13
Net income	140,695	27	96,395	14	204,909	30	145,085	31
Other comprehensive income	(19,053)	(4)	(17,726)	(3)	(2,791)	(0)	(812)	(0)
Total comprehensive income	121,642	23	78,669	11	202,118	30	144,273	31