



**Tait Marketing &
Distribution Co. Ltd.**

Stock Symbol: 5902

**Institutional Investor
Conference 2025**

Financial report

Business Strategy

Q & A

Financial report

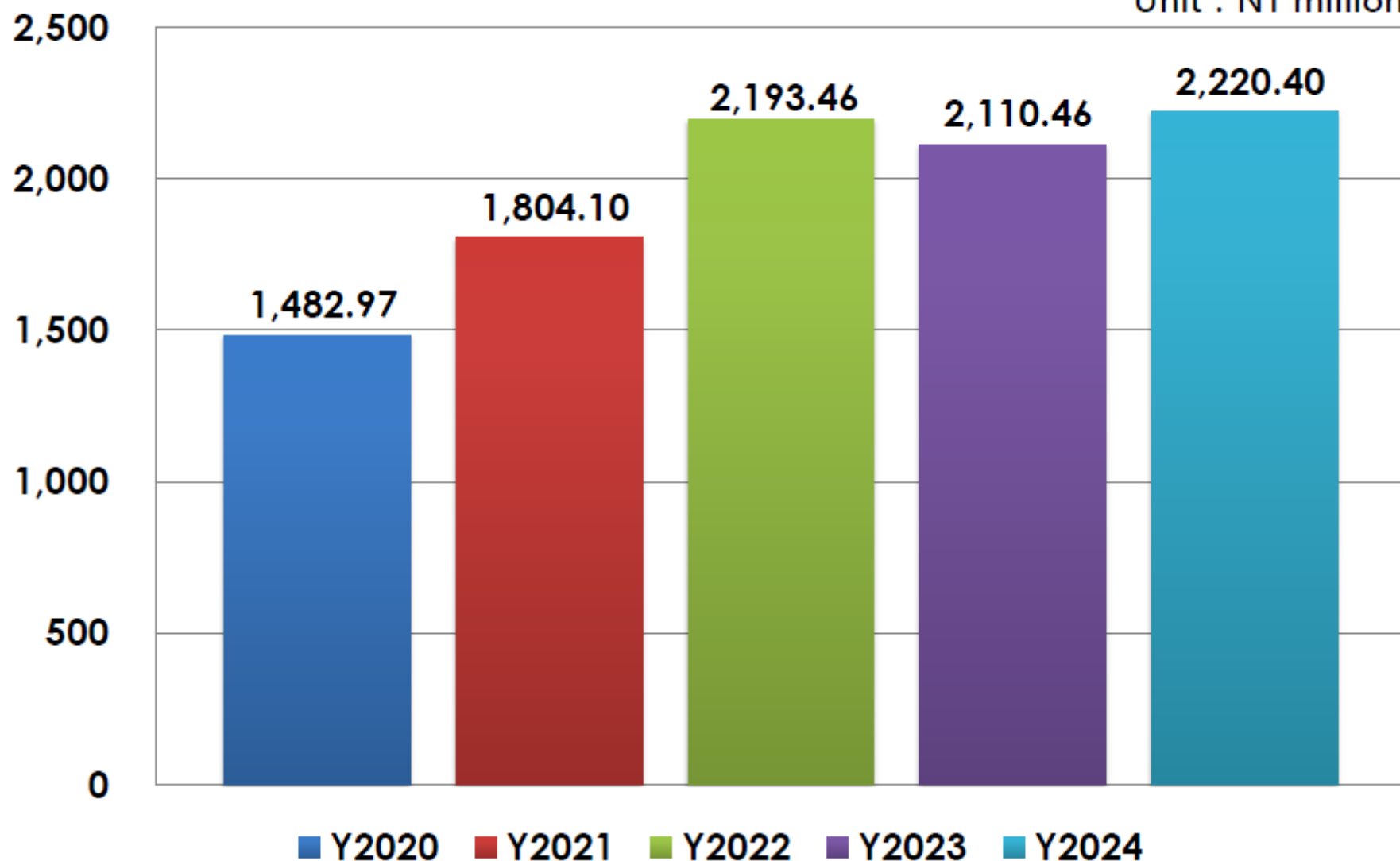
Financial Disclosures

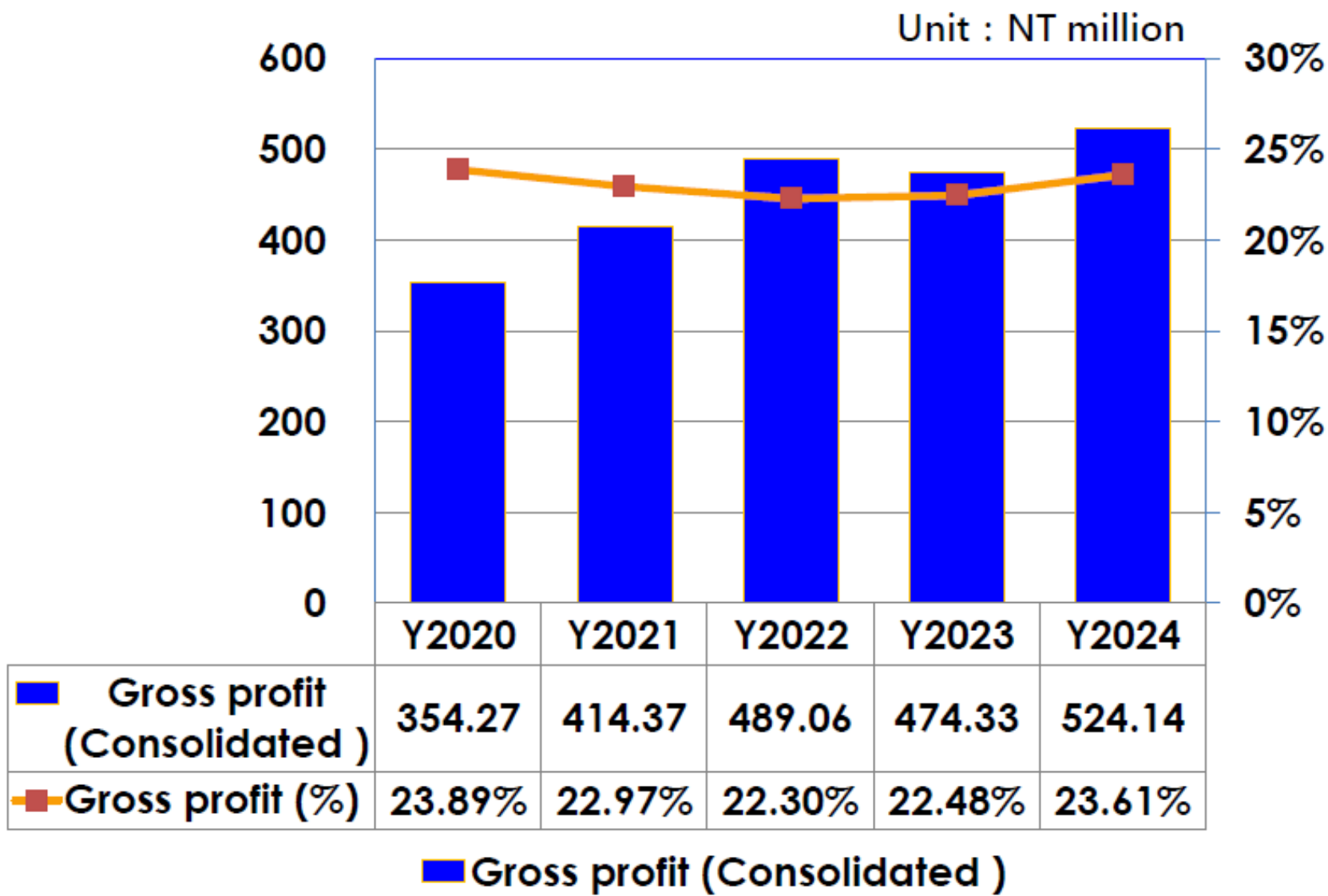
Unit : NT million

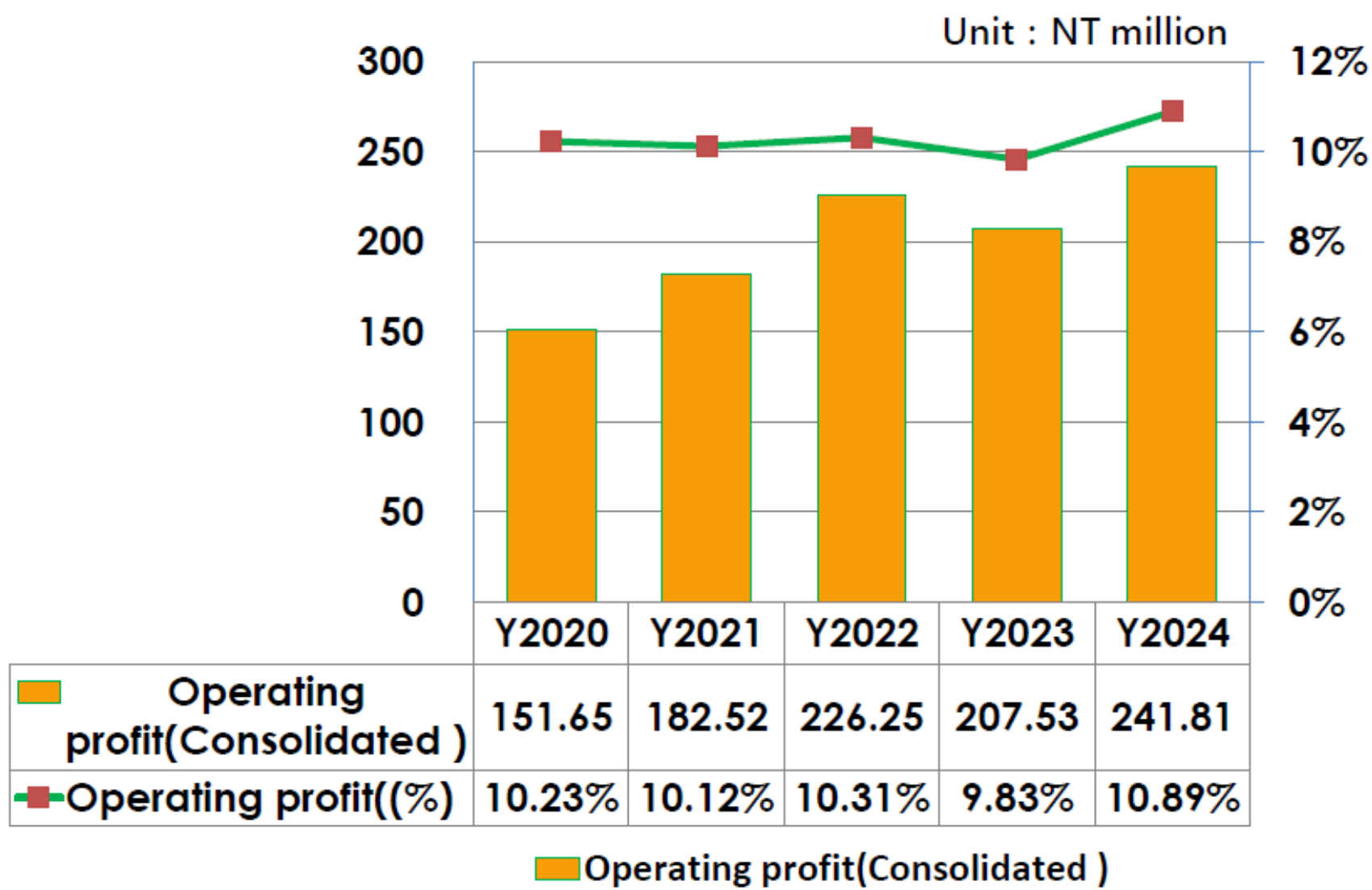
	2020	2021	2022	2023	2024	YOY 24 "vs.23"
Gross revenue (individual)	1,446.33	1,777.36	2,163.33	2,059.49	2,146.15	+4.21%
Consolidated Revenue	1,482.97	1,804.10	2,193.46	2,110.46	2,220.40	+5.21%
Consolidated Net Income	129.78	148.22	183.83	173.68	199.77	+15.02%
Profit Margin(%)	8.75%	8.22%	8.38%	8.23%	9.00%	+0.77%
EPS	1.37	1.57	1.95	1.84	2.11	+14.67%

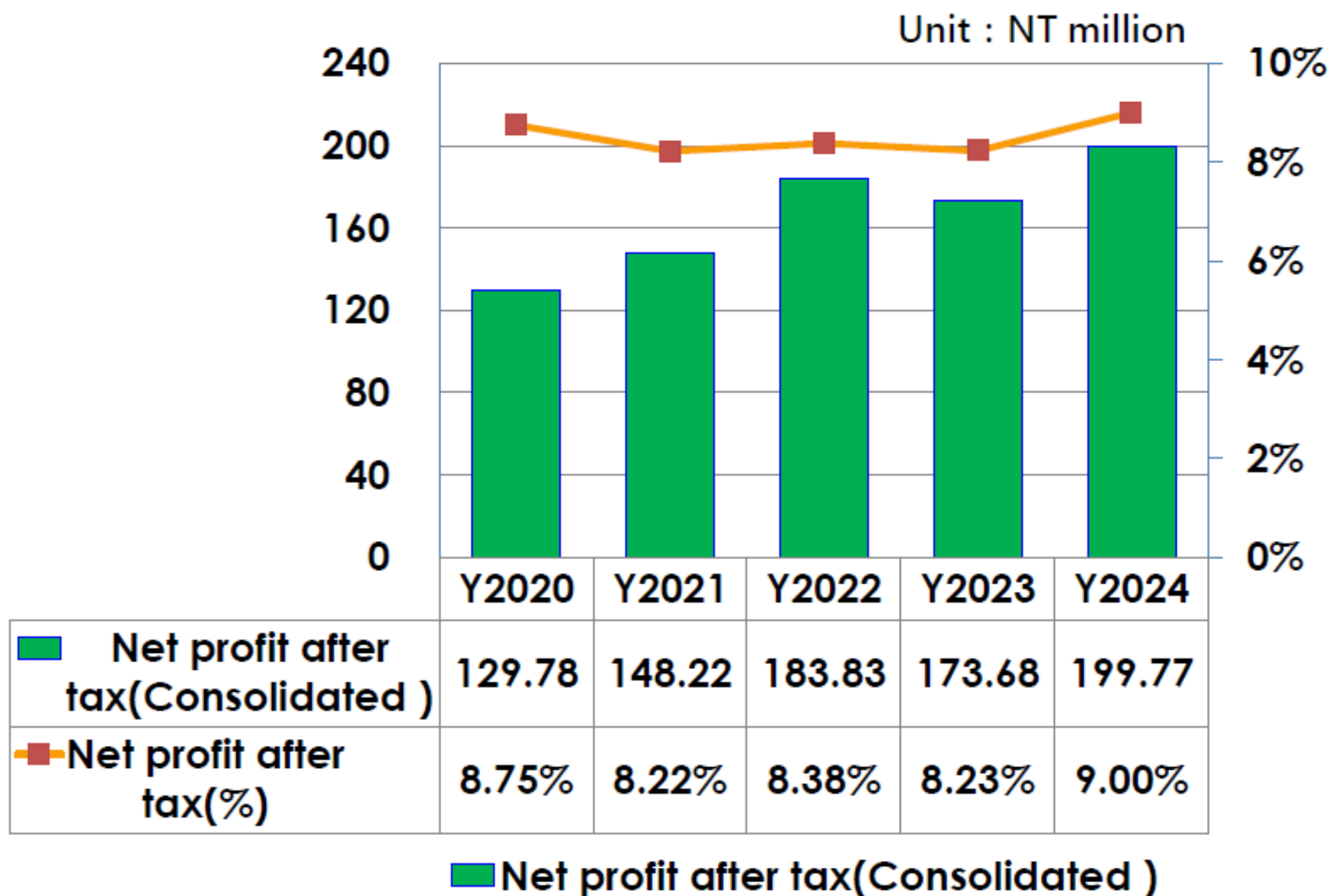
Consolidated Revenue

Unit : NT million



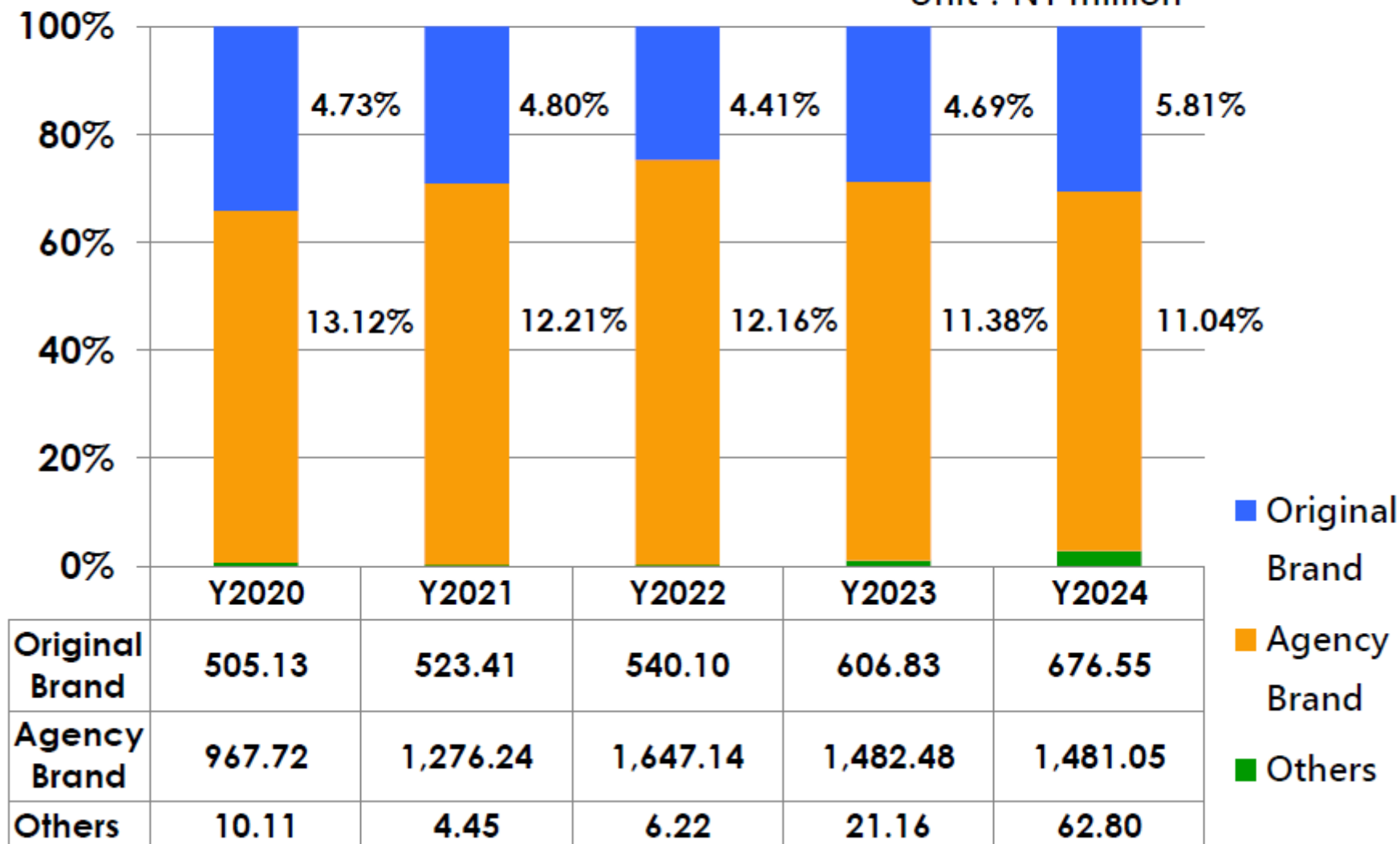






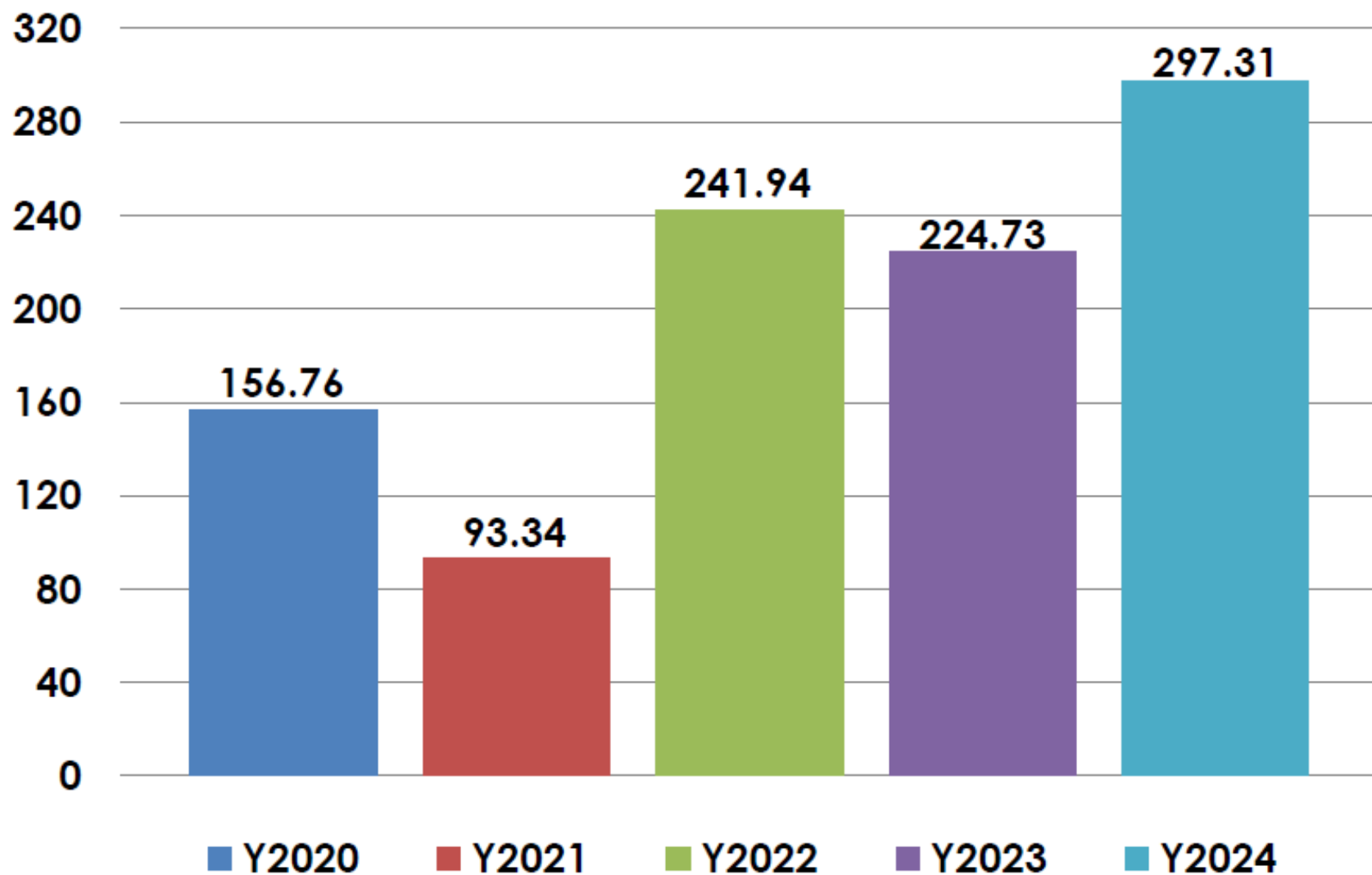
Product Composition (sale vs. net profit rate)

Unit : NT million

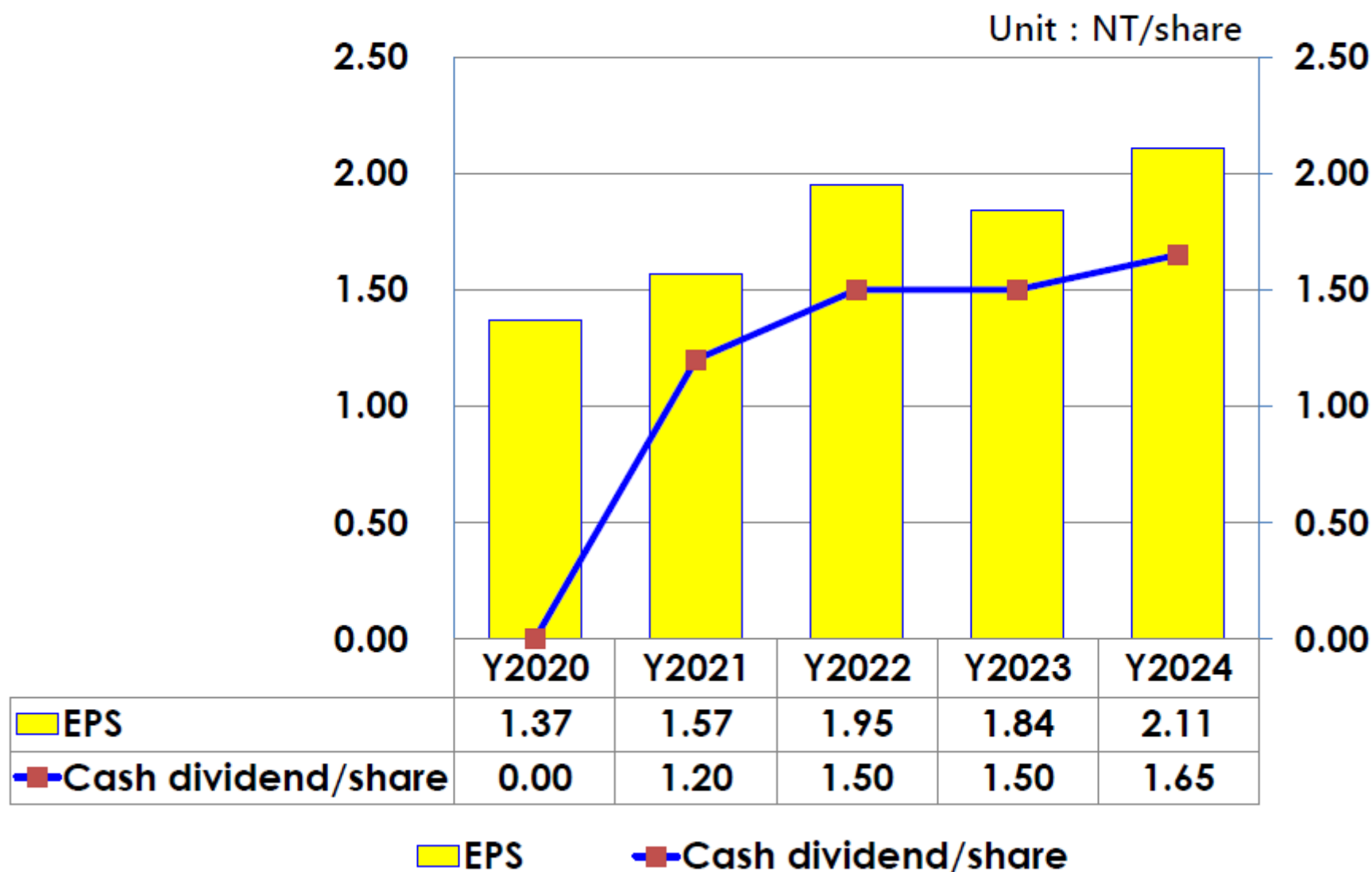


Operating Cash Flow

Unit : NT million



EPS & Cash dividend/share



Financial Analysis

Liquidity	2020	2021	2022	2023	2024
Current Ratio (%)	239.30 %	241.33 %	248.46 %	281.26 %	256.40 %
Quick Ratio (%)	210.60 %	202.44 %	217.72 %	257.25 %	214.29 %

Operating Performance	2020	2021	2022	2023	2024
Average Collection Days	43.40	45.79	45.79	47.58	37.90
Average Inventory Turnover Days	23.98	32.07	33.27	25.22	30.29
Average Payment Days	46.44	35.82	34.05	34.95	36.95

Profitability	2020	2021	2022	2023	2024
Net Margin (%)	8.75 %	8.22 %	8.38 %	8.23 %	9.00 %
EPS(NT\$)	1.37	1.57	1.95	1.84	2.11

Business Strategy



PRIVATE BRAND

KAISI、Good Luck、Gold Medal

○ Youtube video

○ FB/IG social influencer marketing

○ Combined with important events : WBCQ



KAISI



Establish a "sweet" brand image

○ Convenience stores set up

"dessert counter"

○ Develop ancient and exotic flavor items

○ FB/IG social influencer marketing



UNI
DESSERT
Chilled
Dessert



Japanese specialty drinks/ice products/snacks

○ Continue to develop specialty fruit beers

○ Developing compound-flavored milk-based ice products



NIJIYA



Launch Korean specialty

products to discover the authentic Korean taste

○ ODM/OEM instant noodles/snack



Taste
of
Korea



Establish a Plant-Based Milk Import Platform



OATLY was founded in the 1990s by professors from Lund University in Sweden and has been around for nearly 30 years.

Oatly

- Singapore
- oat milk

Outside

- Sweden
- oat milk

- Italy
- almond nut milk

Orasi

ALL GOOD

- New Zealand
- oat milk



The brand was established in 2010, developed oat milk in 2017, and launched All Good Oat Milk in 2019.



OATSIDE was founded in 2020, with factories established in Indonesia and Thailand.



燕麦植物奶 巧克力燕麦植物奶 咖啡燕麦奶拿罐



OraSi Barista

OraSi is a 100% plant-based product line launched in 2015 by Unigrà, a renowned Italian baking and foodservice group.



Project display at key channels

CONVENIENCE STORE



Hypermarket

台北忠孝東店



新莊新泰店



Service Station





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