



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

Stock Symbol: 5902

**Institutional Investor
Conference 2024**

Financial report

Business Strategy

Q & A

Financial report

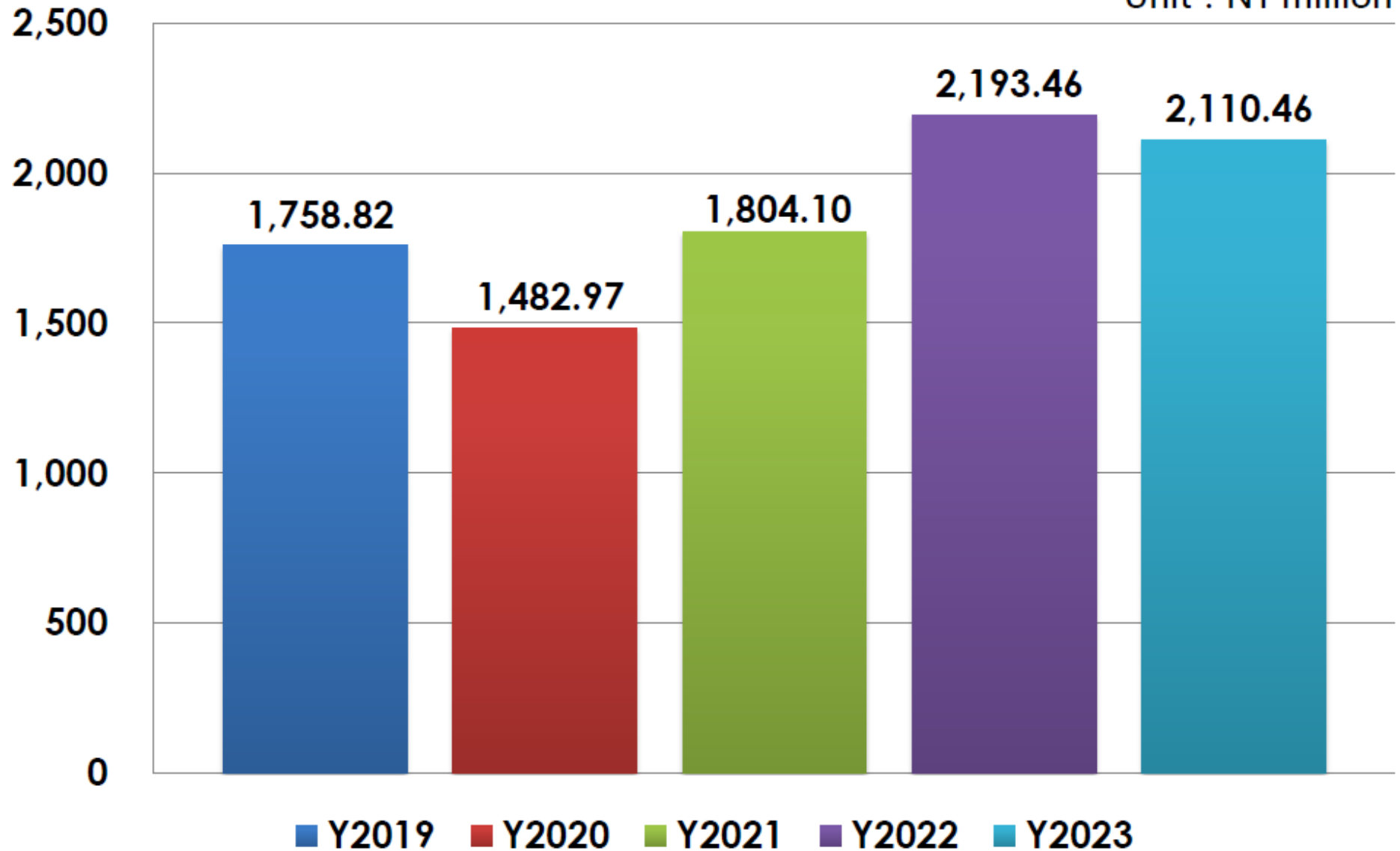
Financial Disclosures

Unit : NT million

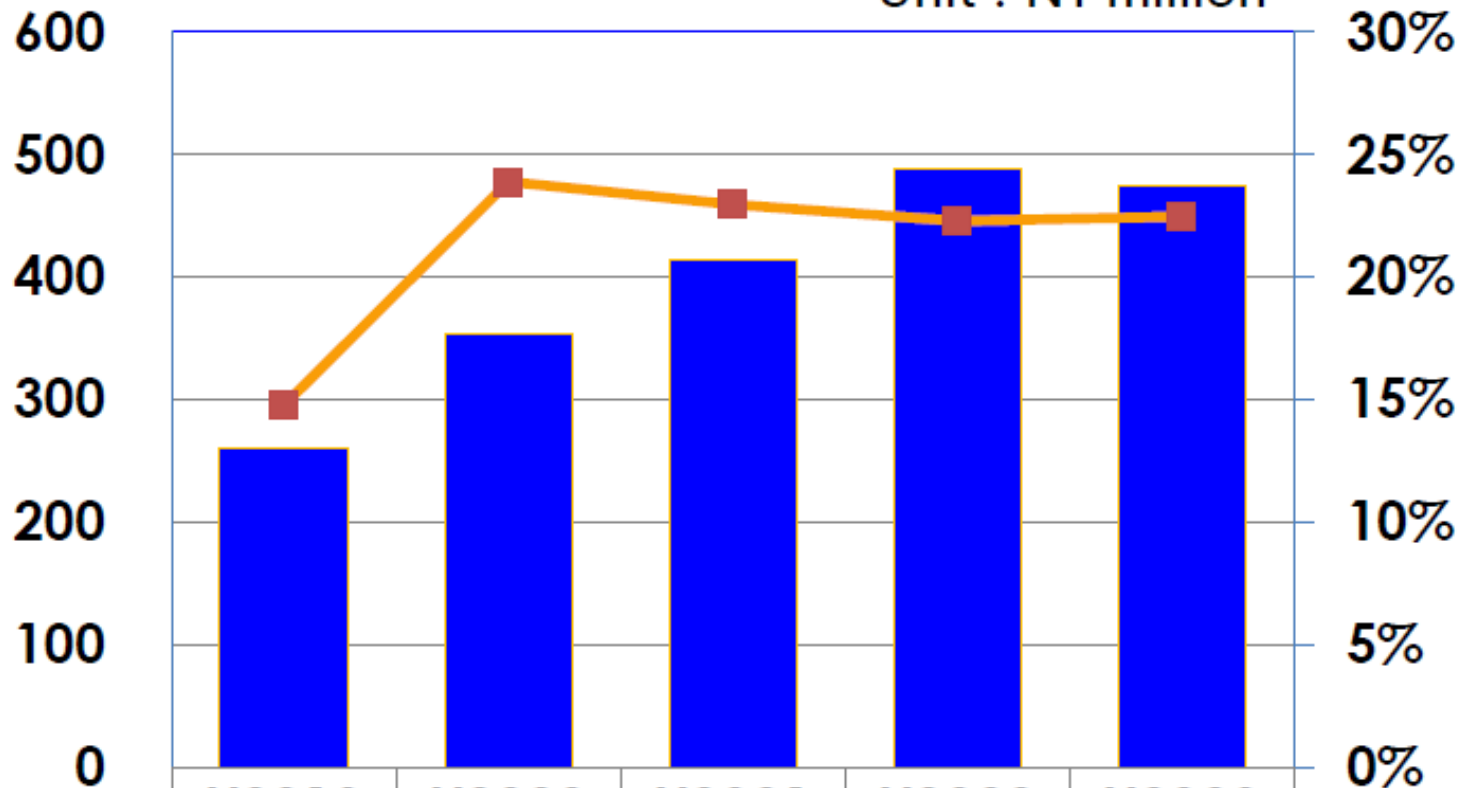
	2019	2020	2021	2022	2023	YOY 23 "vs.22"
Gross revenue (individual)	1,743.14	1,446.33	1,777.36	2,163.33	2,059.49	-4.80%
Consolidated Revenue	1,758.82	1,482.97	1,804.10	2,193.46	2,110.46	-3.78%
Consolidated Net Income	55.24	129.78	148.22	183.83	173.68	-5.52%
Profit Margin(%)	3.14%	8.75%	8.22%	8.38%	8.23%	-0.15%
EPS	0.58	1.37	1.57	1.95	1.84	-5.64%



Consolidated Revenue


Unit : NT million

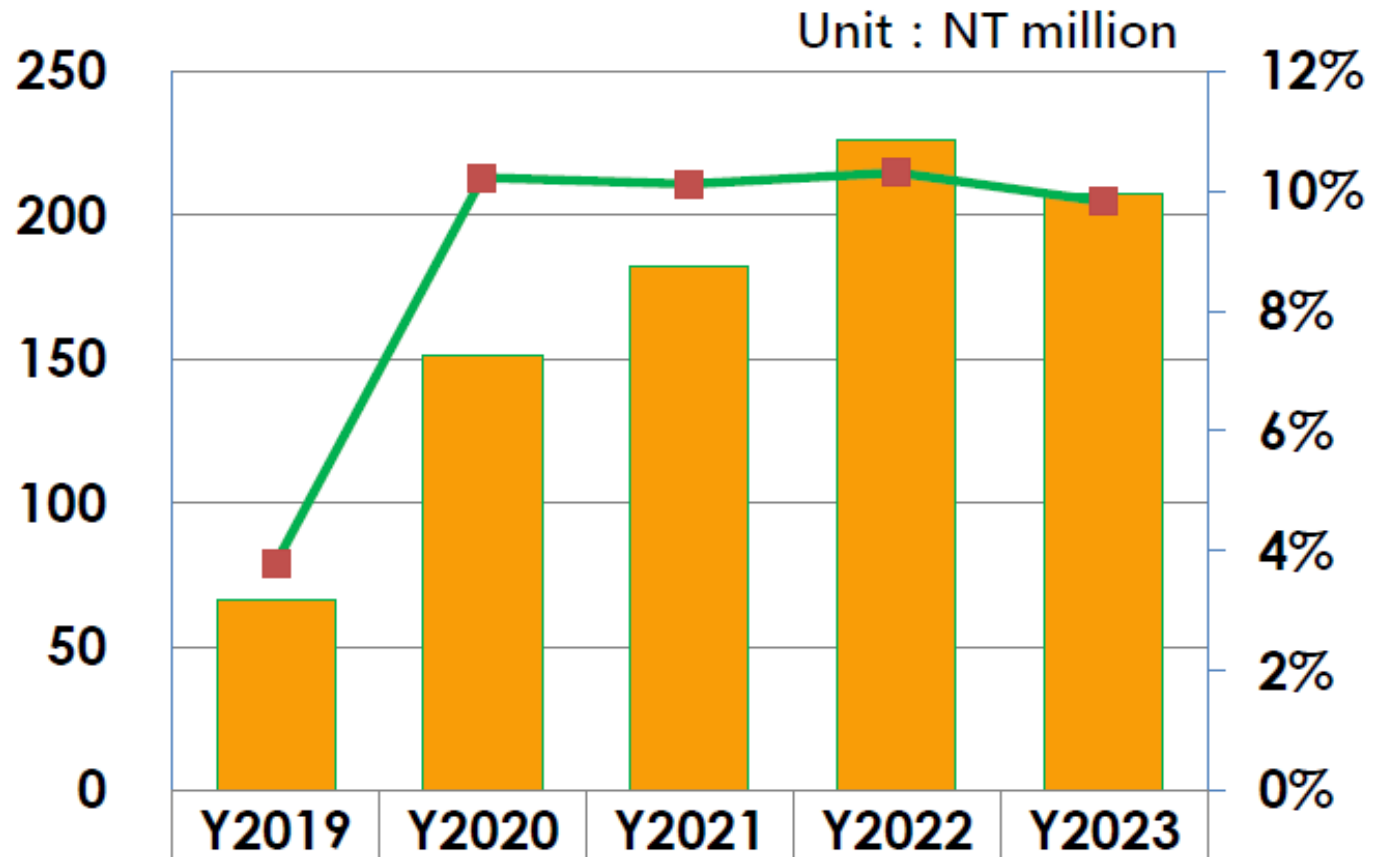


Unit : NT million

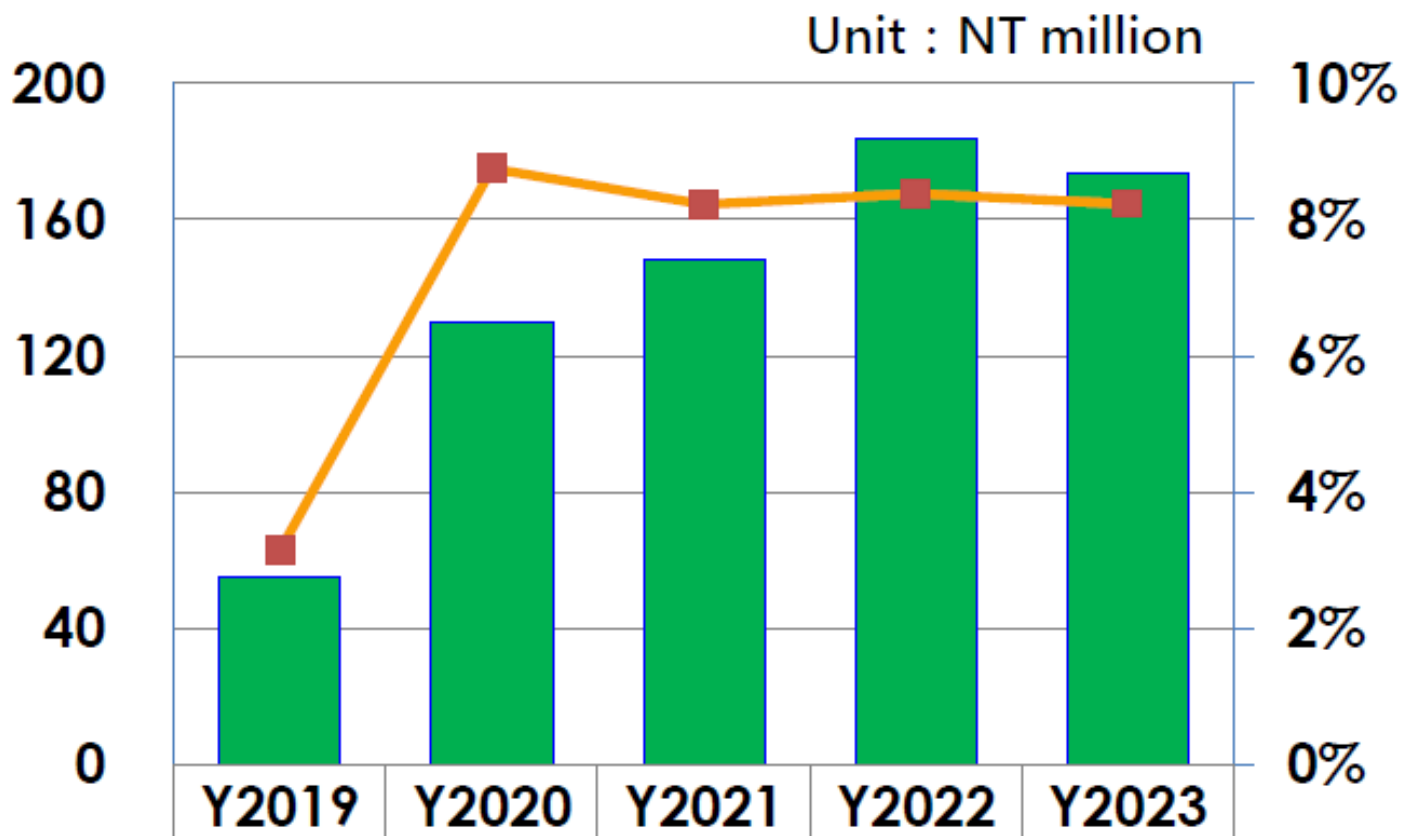




 Gross profit (Consolidated)	260.10	354.27	414.37	489.06	474.33
 Gross profit (%)	14.79%	23.89%	22.97%	22.30%	22.48%


 Gross profit (Consolidated)



■ Operating profit(Consolidated)

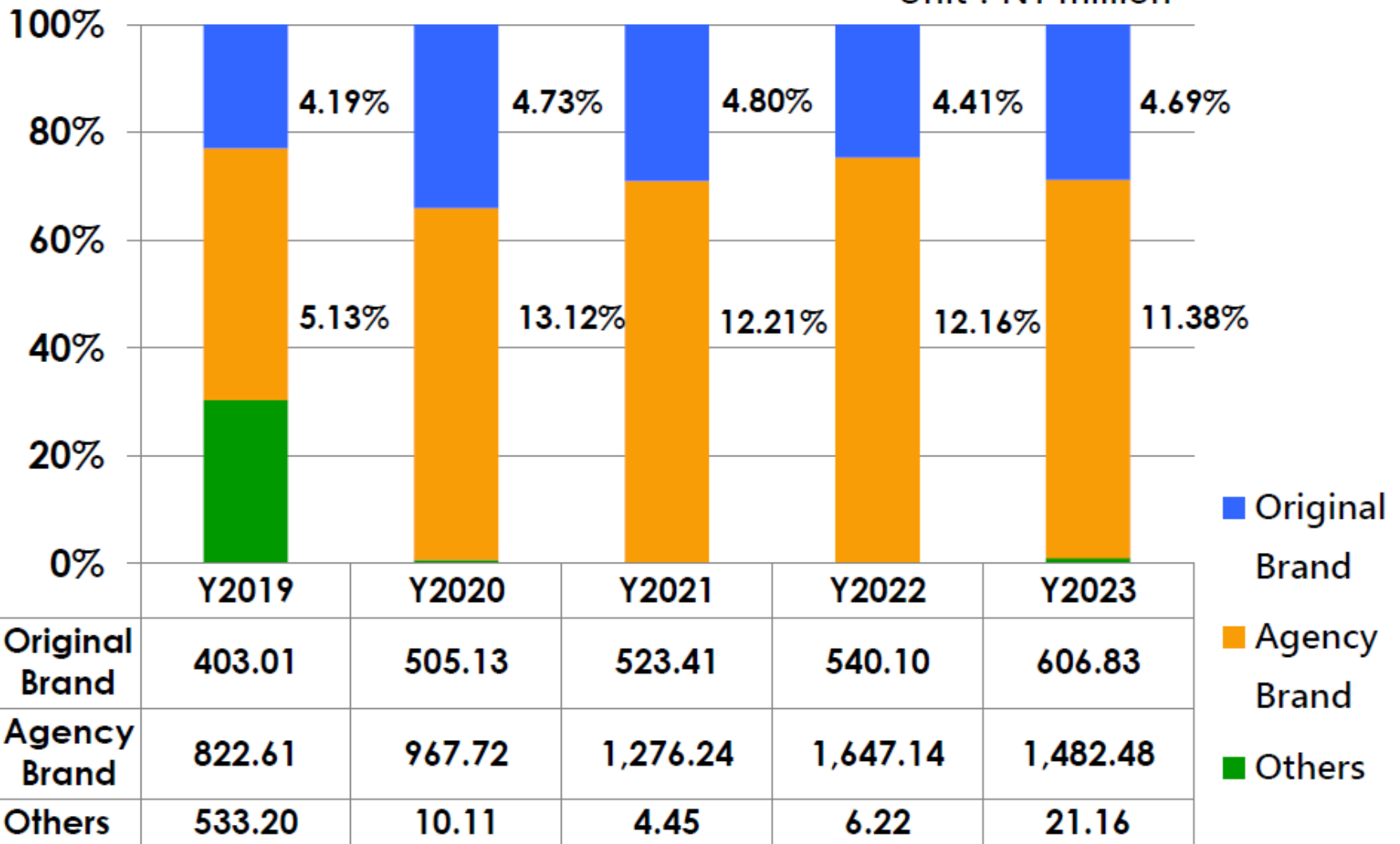


 Net profit after tax(Consolidated)	55.24	129.78	148.22	183.83	173.68
 Net profit after tax(%)	3.14%	8.75%	8.22%	8.38%	8.23%

 Net profit after tax(Consolidated)

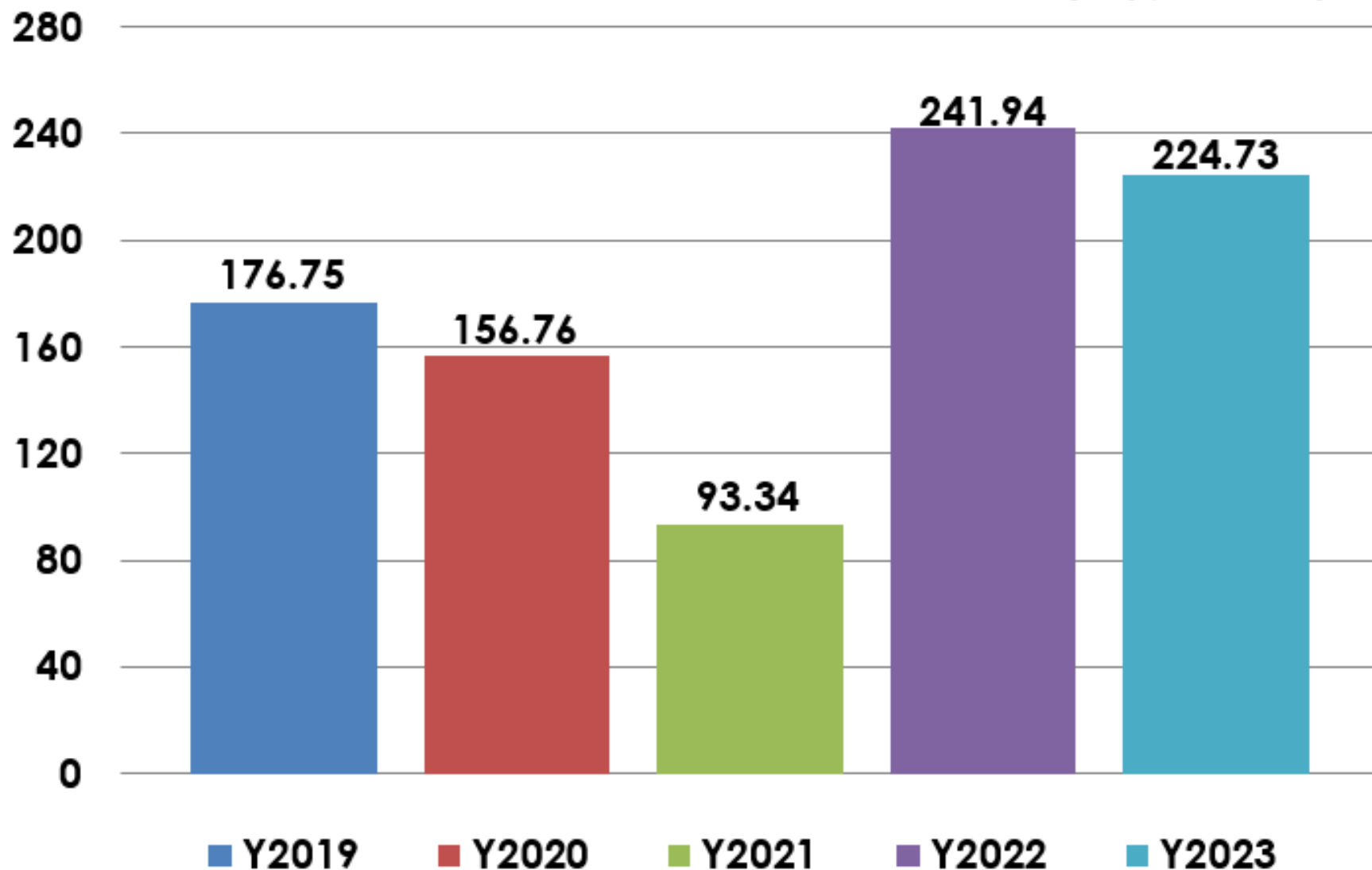
Product Composition (sale vs. net profit rate)

Unit : NT million

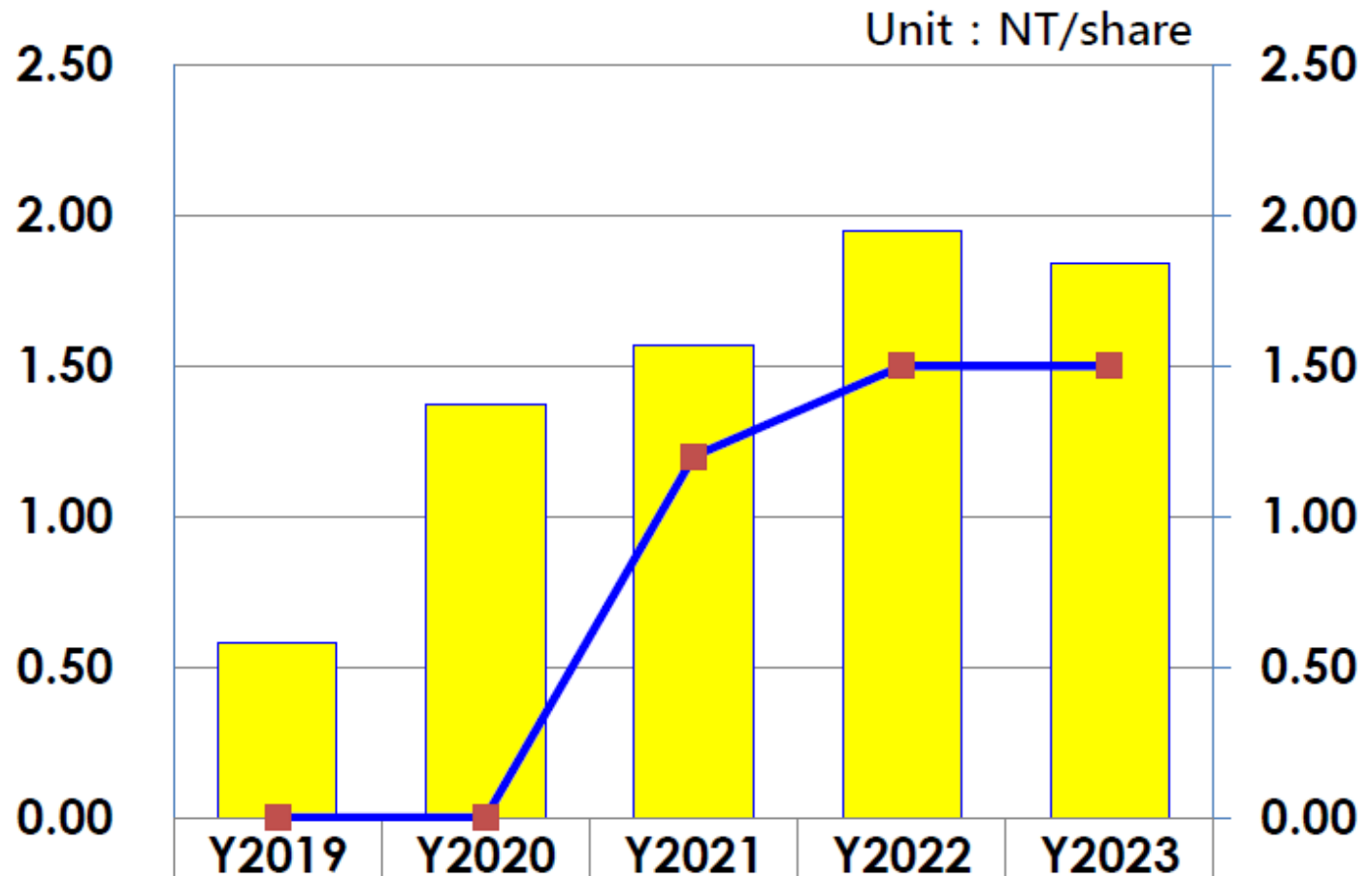


Operating Cash Flow

Unit : NT million



EPS & Cash dividend/share



■ EPS	0.58	1.37	1.57	1.95	1.84
■ Cash dividend/share	0.00	0.00	1.20	1.50	1.50

■ EPS ■ Cash dividend/share

Financial Analysis

Liquidity	2019	2020	2021	2022	2023
Current Ratio (%)	177.61 %	239.30 %	241.33 %	248.46 %	281.26 %
Quick Ratio (%)	144.13 %	210.60 %	202.44 %	217.72 %	257.25 %

Operating Performance	2019	2020	2021	2022	2023
Average Collection Days	37.48	43.40	45.79	45.79	47.58
Average Inventory Turnover Days	21.48	23.98	32.07	33.27	25.22
Average Payment Day\$	33.27	46.44	35.82	34.05	34.95

Profitability	2019	2020	2021	2022	2023
Net Margin (%)	3.14 %	8.75 %	8.22 %	8.38 %	8.23 %
EPS(NT\$)	0.58	1.37	1.57	1.95	1.84

Business Strategy



BRANDS

提供各地最美好的產品



Original Brand



We insist on using Taiwanese tea without additional flavorings. Return to the classic natural experience of tea drinking, and sample the soothing and mellow taste of Taiwan.

UNI DESSERT offers fresh and delicious classic desserts, especially chilled Chinese and Western desserts and sweet soups.



“NIJIYA” , It upholds seven philosophies (creativity, high quality, vitality, natural, peace of mind, health, and harmony), as well as adopting the spirit of Japanese craftsmanship as the core concept.



120年超えの歴史
幸せな瞬間を届けたい

Agency Brand



MORINAGA is a well-known Japanese food manufacturer. Representative products include various ice products, such as ice cream sandwiches, sundae cups and all kinds of popsicles and ice cream

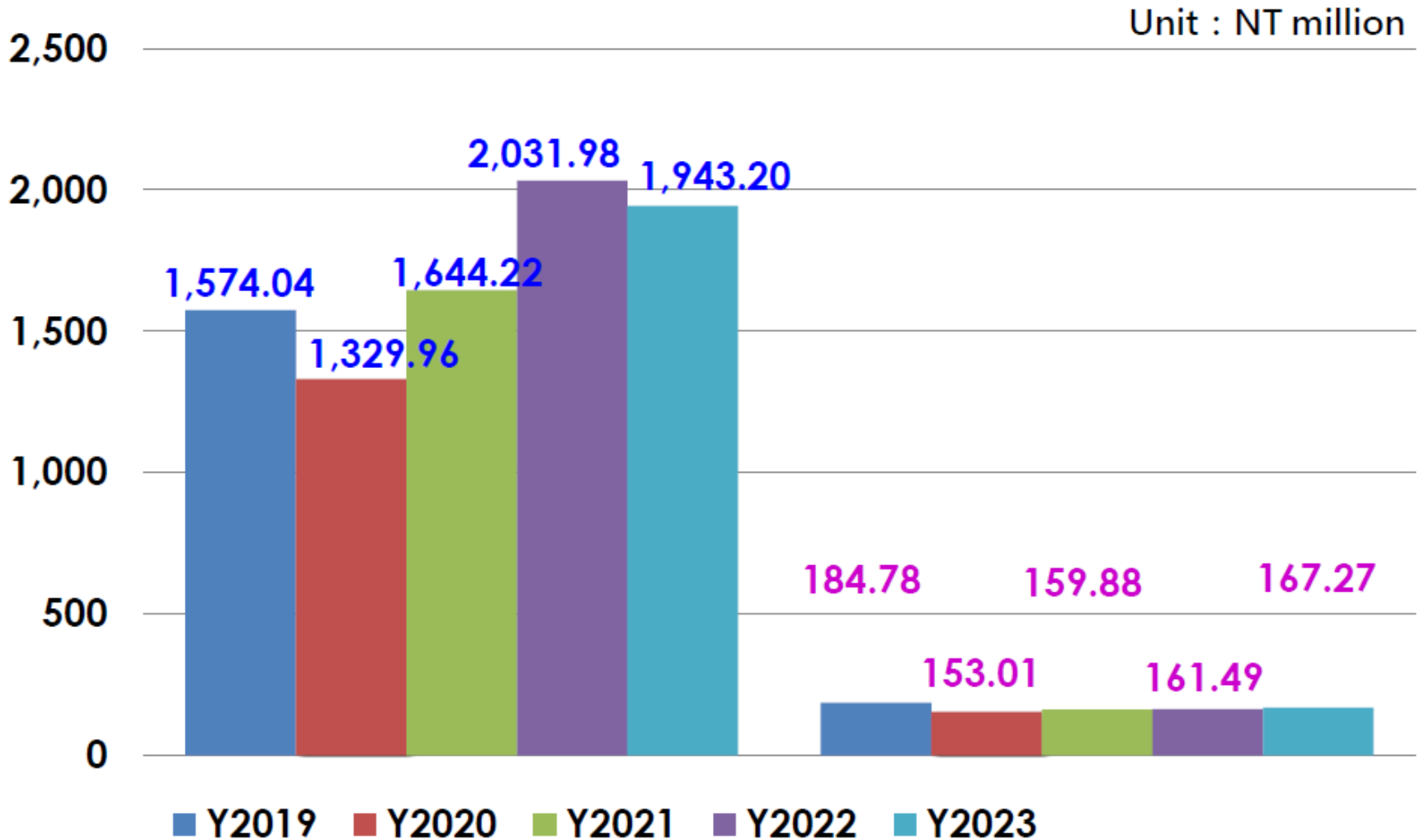
The Woongjin Foods brand embodies the spirit of traditional South Korean culture. It is committed to creating delicious food and delivering a happy food culture to the public.



OATLY adheres to the 3 core brand philosophies: healthy and nutritious; trust and transparency; and sustainable development.

Marketing Distribution

Domestic and Foreign Sales



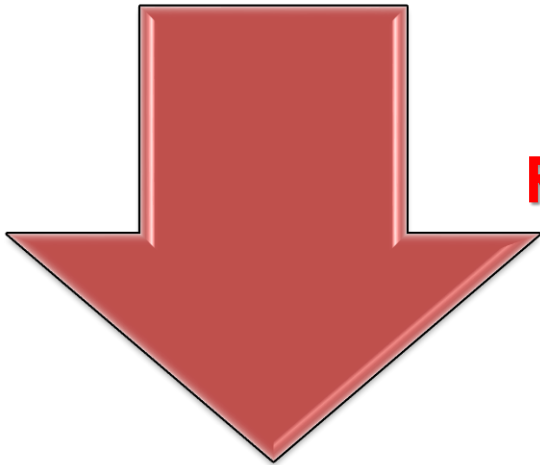
Y2024 Operational Challenges

Challenges

Raw Material & freight Increase

Exchange Fluctuation

Willingness to consume



Opportunities

Private brand development

Agent for more well-known brands

Develop foreign markets





Q & A