



Lian Hwa Foods, Corp. 2023 Investor Conference

2023.12.20

Disclaimer

- The newsletter and the predictive information released today, including operating outlook, financial status, business forecasts, etc. All based on current situation expectations and forecasts of future events.
- The actual operating results, financial status, business prospects, and operating expansion of the company in the future may differ from the predictive information. Such predictive information is still subject to unknown risks, uncertainties, and other factors.
- The outlook for the future in this newsletter reflects the company's views on the future so far. For these views, if there are any changes or adjustments in the future, the company is not responsible for reminding or updating at any time.

Agenda

1.

Company Profile and Operation
Results

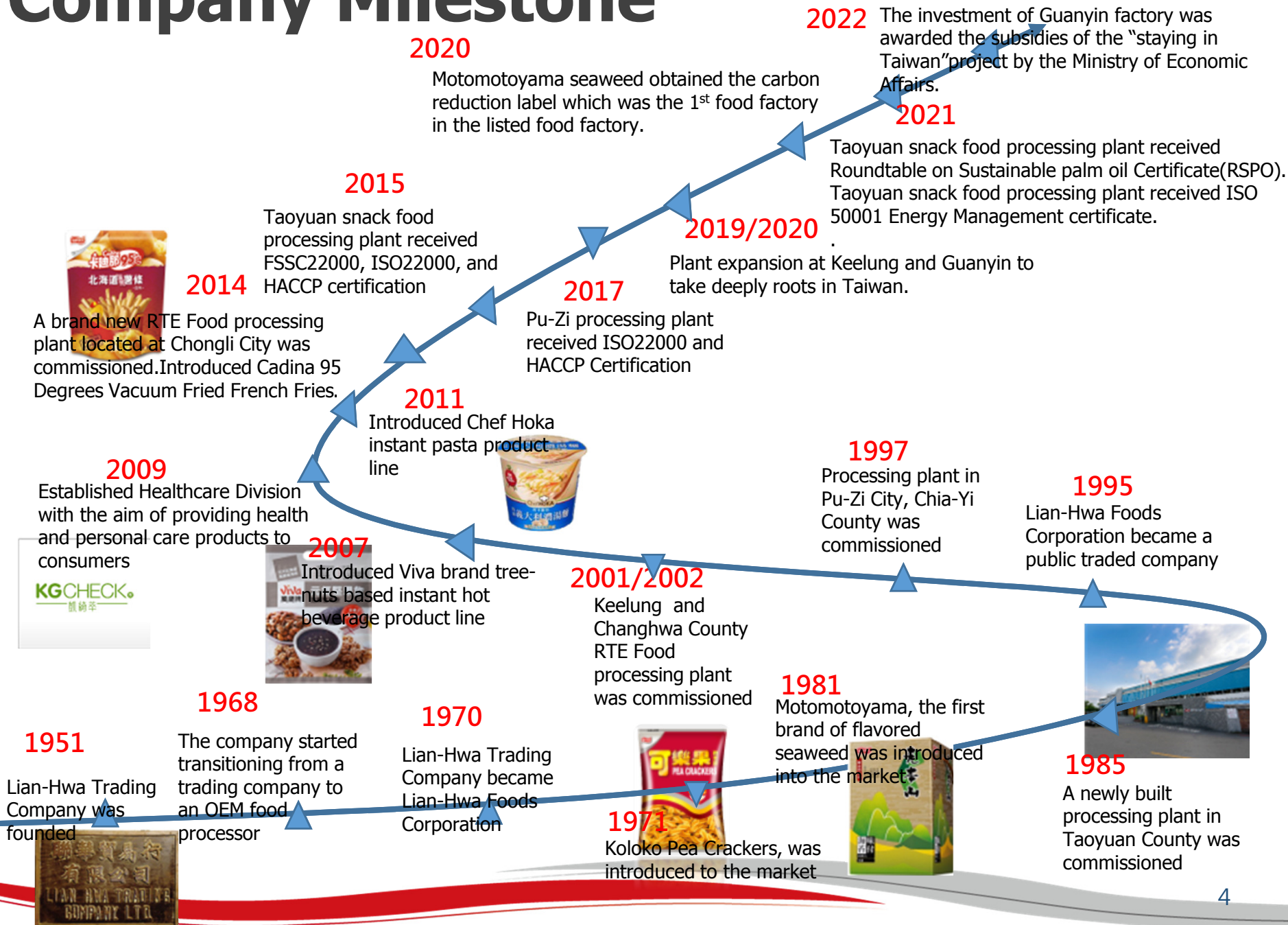
2.

2023 Financial Report

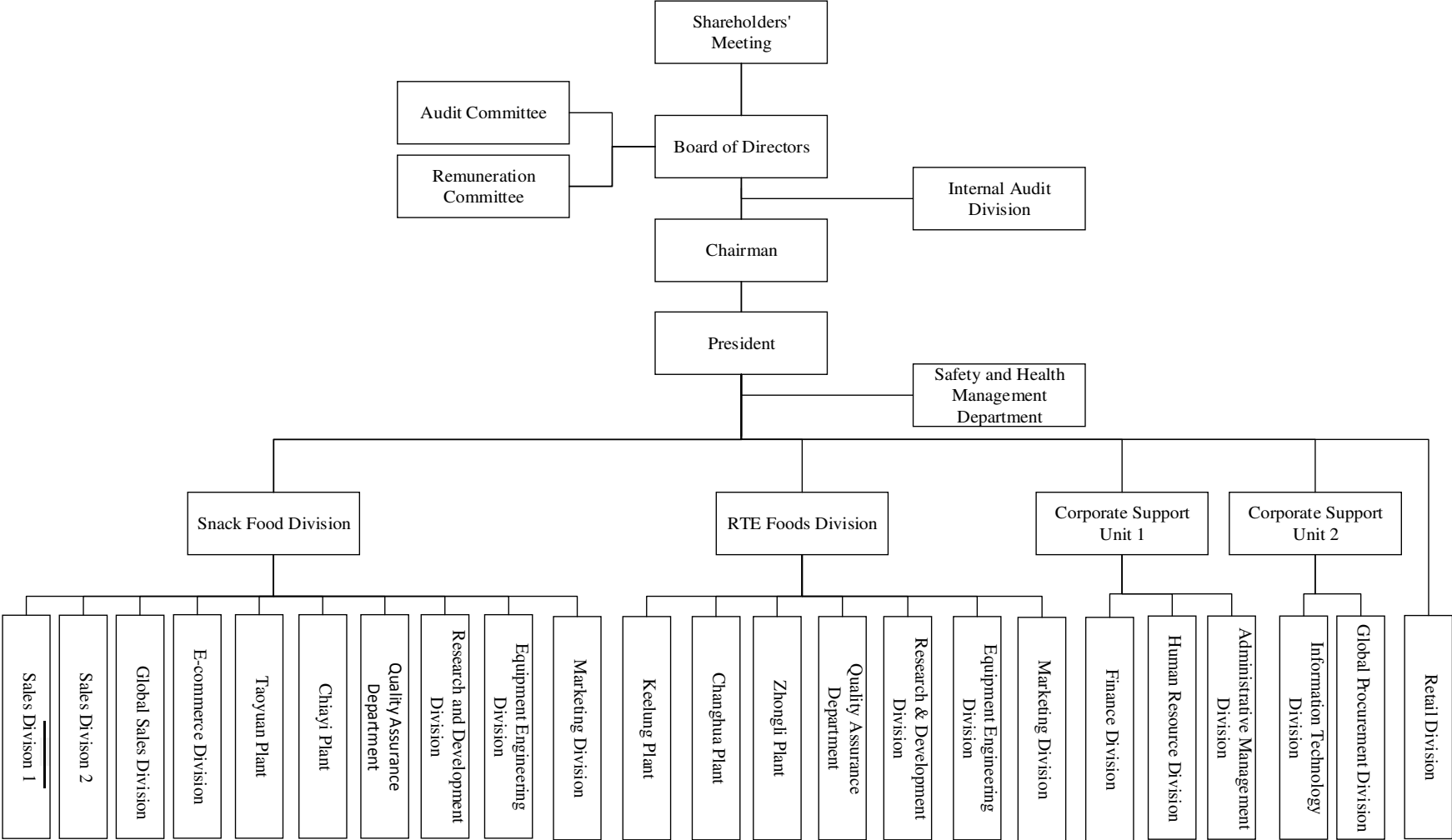
3.

Q & A

Company Milestone










Organization Chart



Our Core Values

- **7 Core Values of Lian-Hwa Employees**

Lian-Hwa Employees shall possess the following seven characteristics to ensure corporate sustainability and social responsibility.

-  **Integrity** – Honesty and trustworthy is the main guiding principle
-  **Customer Oriented** – Go above and beyond customers' expectations
-  **Proactive** – Take the initiative in tasks and get them done responsibly
-  **Dedicated** – Committed to the tasks at hand and strive for perfection
-  **Creative** – Constantly think outside the box and try new things
-  **Collaborative** – Place team before self to achieve company goal
-  **Lifelong Learning** – Broaden one's horizon through pursuit of knowledge

Our Mission

"To provide customers the best quality products!"

We accomplish this by abiding to the following four commitments.



■ **Natural**

Our first commitment is to use top quality, fresh natural ingredients. Fresh whole potatoes, non-GMO peas, nori seaweed shipped straight from the seaweed farm are only some of the fresh ingredients we use!



■ **Safe**

Our second commitment is to ensure customers only get clean and safe foods. Our production process is strictly monitored, and the pursuit of the best quality is our highest principle.



■ **Delicious**

Our third commitment is to constantly innovate to develop unique yet delicious new products that will go above and beyond customer's expectations.



■ **Joy in Every Bite!**

Our biggest commitment to our customers is to bring joy to their lives. For many years, Lian Hwa Foods Corp. has provided customers with many delicious and safe products; our goal is to provide our customers Joy in Every Bite!

Our Vision

- **To achieve Business Sustainable Development, to fulfill our Social Responsibility**

We, Lian Hwa Foods Corp., is proud of having top team and enthusiastic customers, continuously provide products and services that exceed consumer's satisfaction. We also hope we could achieve business sustainable development and fulfill our social responsibility with all of our employees.

- **To provide satisfied products and services to our customers**

We, Lian Hwa Foods Corp., is fortunate to make connection with thousands of customers through our products. Under the principle of "Customer-Oriented" and determination of pursuing highest quality, we have been committed to developing better products and providing more considerate service experience to our customers.

- **Having "new generations of Lian Hwa" who are proud of being part of the company**

We, Lian Hwa Foods Corp, expect our employee support each others like siblings to enhance cohesion within Lian-Hwa in a form like family members and are proud of being part of company. Our employee are full of enthusiasm, be willing to taking responsibility and highly proactive. We create value, sharing interest and achieve the goal of win-win cooperation with our employee.

Food Traceability System

 聯華食品 安心履歷

安心看得見!



**履歷看得見
食在最安心**

聯華食品秉持安心、自然、美味的承諾，以最高標準的品質管控，致力於不斷創新，期許帶給消費者最優質的產品與最貼心的服務。



安心



用心



放心

啟用 Windows
移至 [控制台] 中的

Our Brands



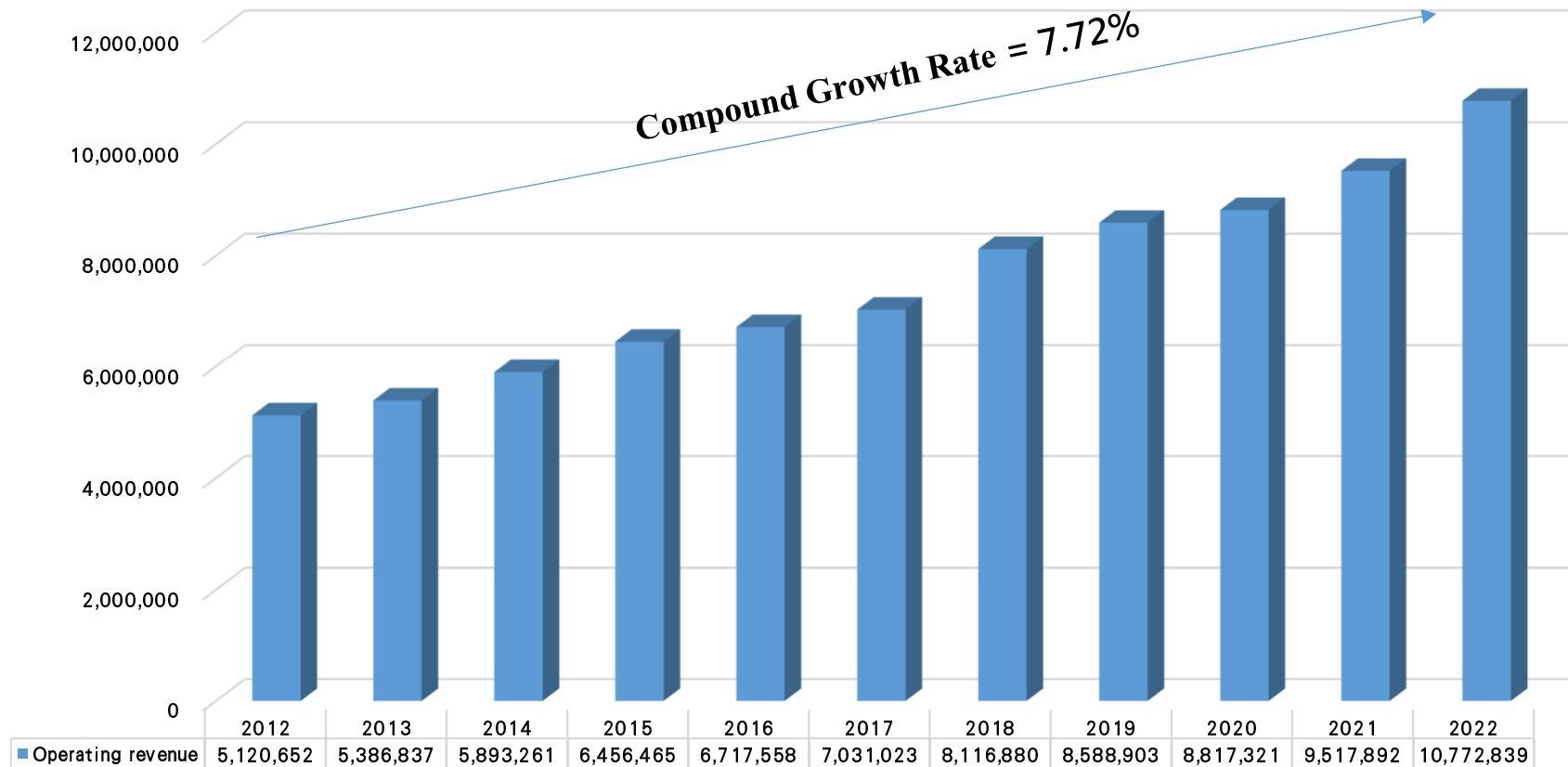
Future Outlook

- 
- Growth strategy
Create customer values, Develop new markets,
Realize high growth benefit and performance.
 - Efficiency and Lean strategy
Execute TPS (Toyota Production System).
Improve efficiency by reducing 8 major wastes.
 - Sustainable strategy
Implement ESG (Environment, Social, Governance).
Achieve both environment protection and corporate social responsibility.

Financial Report

Lian Hwa Foods, Corp.
Revenue analysis

單位：KNTD

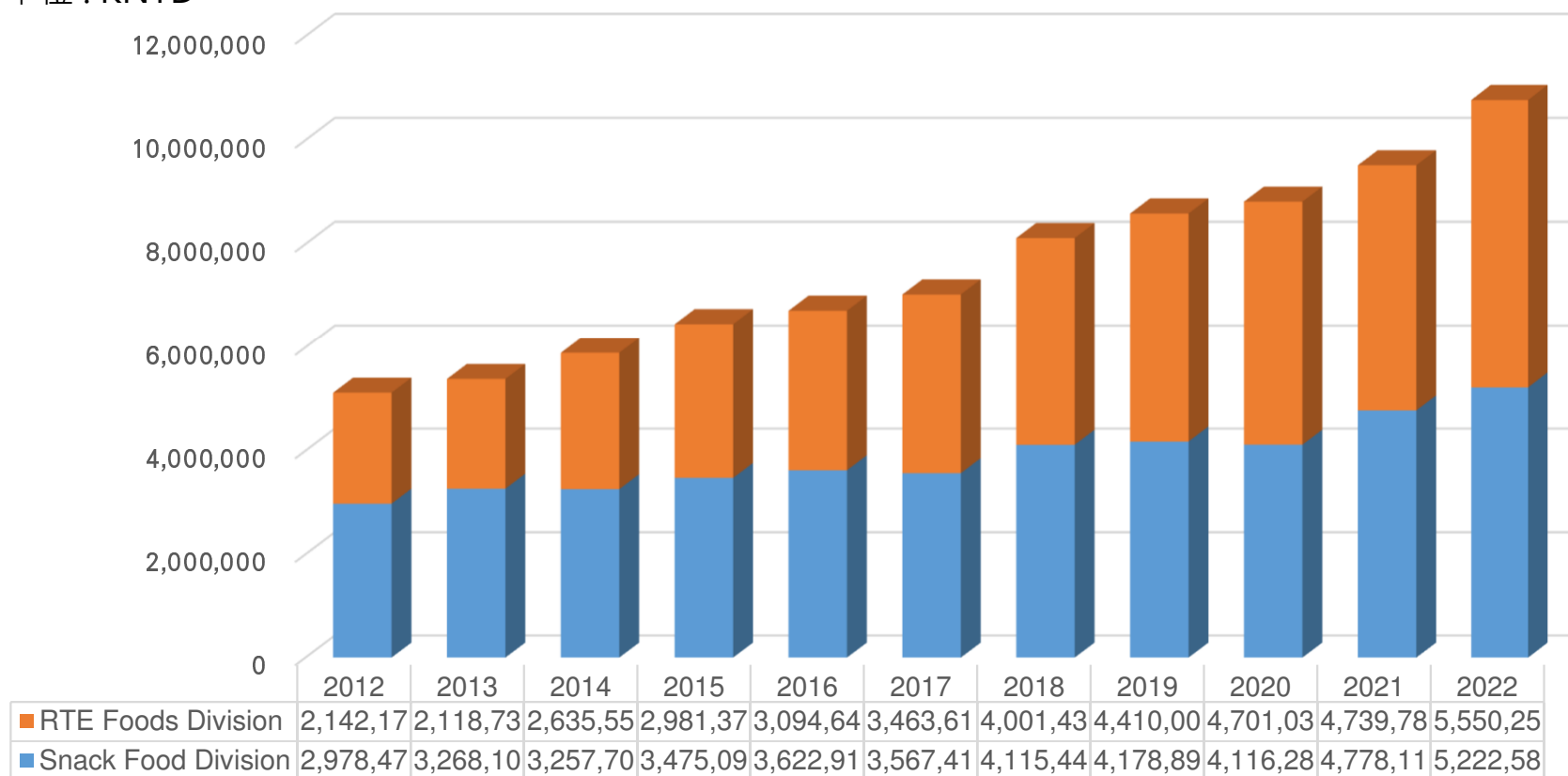


- Up to Nov 30, 2023, our operation income reached 9.69 billion NTD, 2% ahead of 9.5 billion NTD compared with the same period of last year.

Financial Report

Lian Hwa Foods, Corp. Revenue composition analysis

單位：KNTD

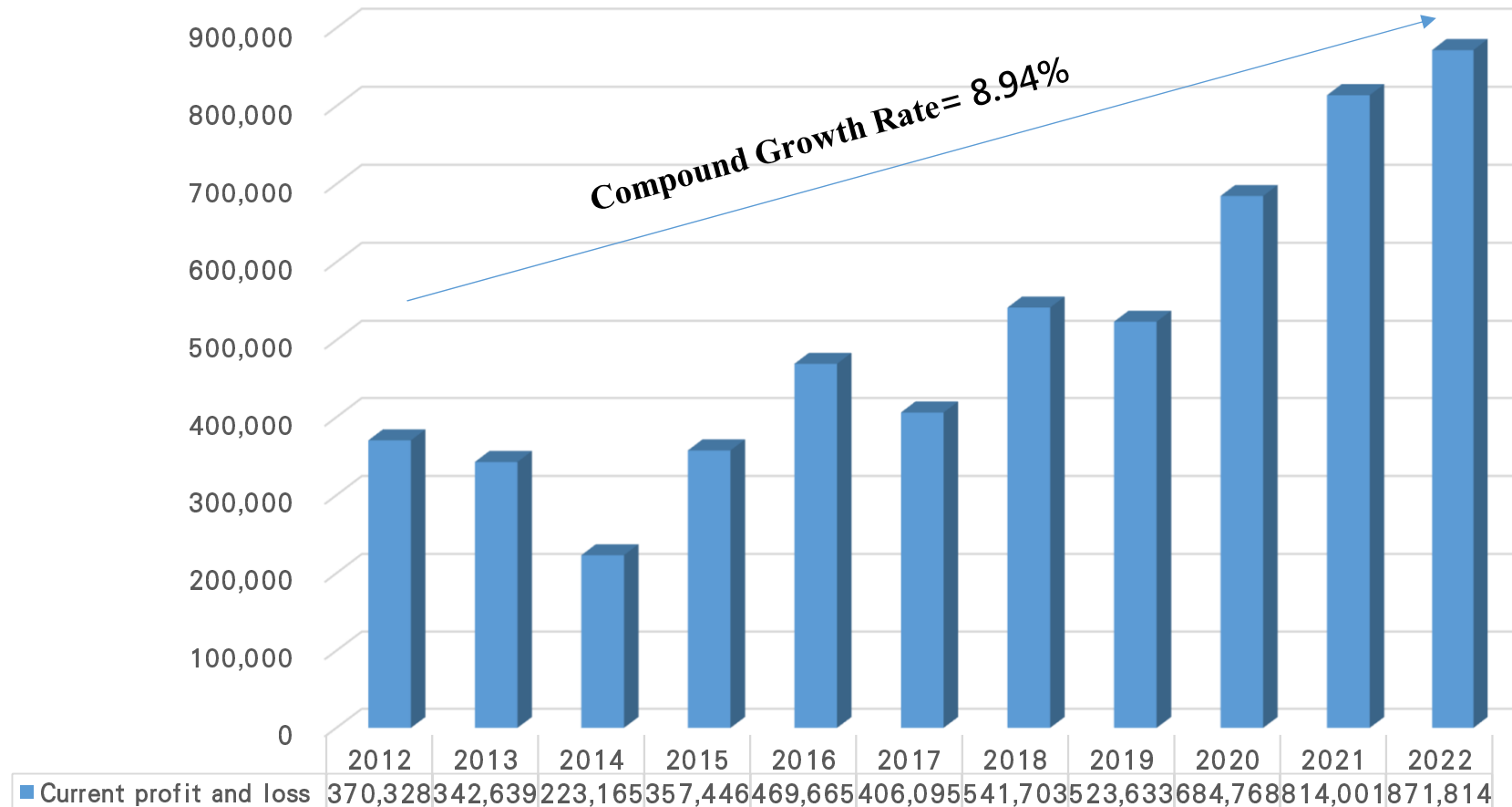


- By the end of 2023/Q3, the revenue of the Snack Food division reached 3.8 billion NTD, an increase of 3.5% from 3.67 billion NTD in the same period last year. The revenue of the RTE Food division reached 4.19 billion NTD, an increase of 2.4% from 4.09 billion NTD in the same period last year.

Financial Report

Lian Hwa Foods, Corp.
Annual profit and loss analysis

單位：KNTD



- Up to 2023/Q3, our accumulated net profit after tax was 496 million NTD, a decrease of 111 million NTD from 607 million NTD in the same period last year.

Q & A

Thank You



聯華食品 自然 · 安心 · 美味