

Lian Hwa Foods, Corp. 2024 Investor Conference

2024.12.25

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.

2024 Financial Report

3.

Q & A

Company Milestone

LIAN-HWA TRADING
COMPANY LTD.

1951

Lian-Hwa Trading Company was founded

1968

The company started transitioning from a trading company to an OEM food processor

1970

Lian-Hwa Trading Company became Lian-Hwa Foods Corporation

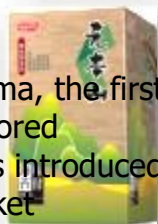
1971

Koloko Pea Crackers was introduced to the market



1981

Motomotoyama, the first brand of flavored seaweed was introduced into the market



1985

A newly built processing plant in Taoyuan County was commissioned

1995

Lian-Hwa Foods Corporation became a public traded company

1997

Processing plant in Pu-Zi City, Chia-Yi County was commissioned

2001/2002

Keelung and Changhua County RTE Food processing plant was commissioned

2007

Introduced Viva brand tree-nuts based instant hot beverage product line



2009

Established Healthcare Division with the aim of providing health and personal care products to consumers

2014

A brand new RTE Food processing plant located at Chongli City was commissioned. Introduced Cadina 95 Degrees Vacuum Fried French Fries



2015

Taoyuan snack food processing plant received FSSC22000, ISO22000, and HACCP certification

2017

Pu-Zi processing plant received ISO22000 and HACCP Certification

2019/2020

Plant expansion at Keelung and Guanyin to take deeply roots in Taiwan.

2020

Motomotoyama seaweed obtained the carbon reduction label which was the 1st food factory in the listed food factory.

2021

Taoyuan snack food processing plant received Roundtable on Sustainable palm oil Certificate(RSPO). Taoyuan snack food processing plant received ISO 50001 Energy Management certificate.

2022

The investment of Guanyin factory was awarded the subsidies of the "staying in Taiwan" project by the Ministry of Economic Affairs.

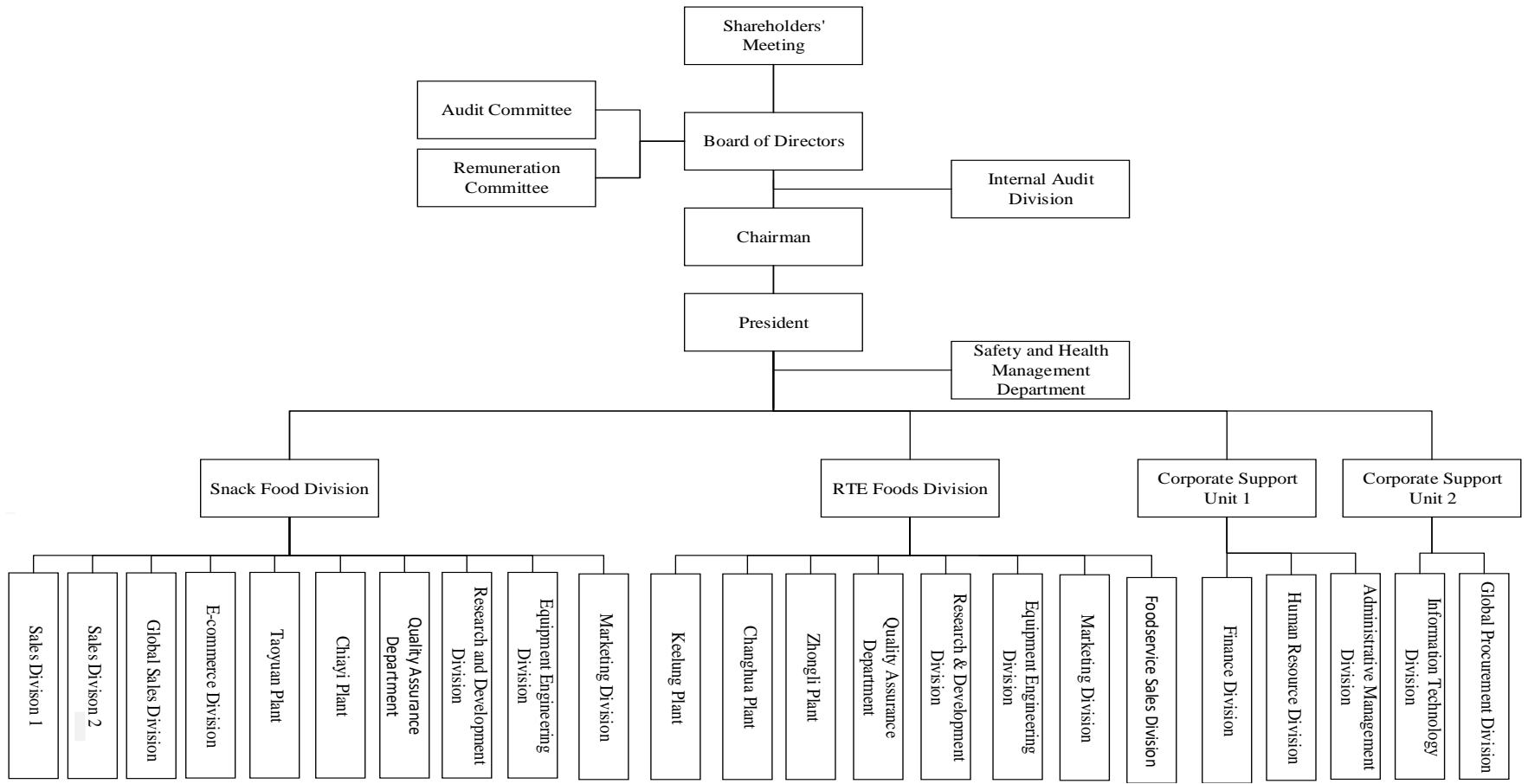
2023

Acquired Xizhou Township, Changhua County land for operational development purposes

2024

KOLOKO Original Flavor and Cadina 95°C Crispy Fries Salt Flavor passed the carbon labeling application

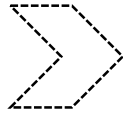
Organization Chart



Our Company Philosophy

Innovative Thinking X Dedicated Responsibility X Growth and Excellence X Outstanding Performance

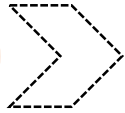
Process Aspect



Development of New Products and Markets

Internal process optimization includes the good quality of items and is an important way to advocate. The seamless cooperation between various departments is the key for enterprises to continue to launch products that meet market demand.

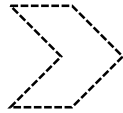
Customer Aspect



A Trustworthy Brand and Products Loved by Consumers

Creating a satisfied target customer base, addressing consumer needs with differentiated and sustainable value is at the core of our business philosophy.

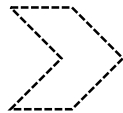
Learning Aspects



A Growth and Continuity-Oriented Learning Organization

Developing employee potential and revitalizing core company values, including human resources, knowledge, and technology, are the company's valuable intangible assets and the foundation of our business philosophy.

Financial Aspect



Creating High Growth and Continuity

Transforming intangible assets and core values into measurable outcomes, such as investment returns, shareholder value, and revenue profitability, is the ultimate goal of our corporate philosophy.

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 Window
移至 [控制台] 中的

Our Brands

我們致力守護您吃下的每一口，都是熟悉的

自然・安心・美味



Viva
萬歲牌

可樂果

元本山

Cadina
卡迪那

Chef HOKA
荷卡廚坊

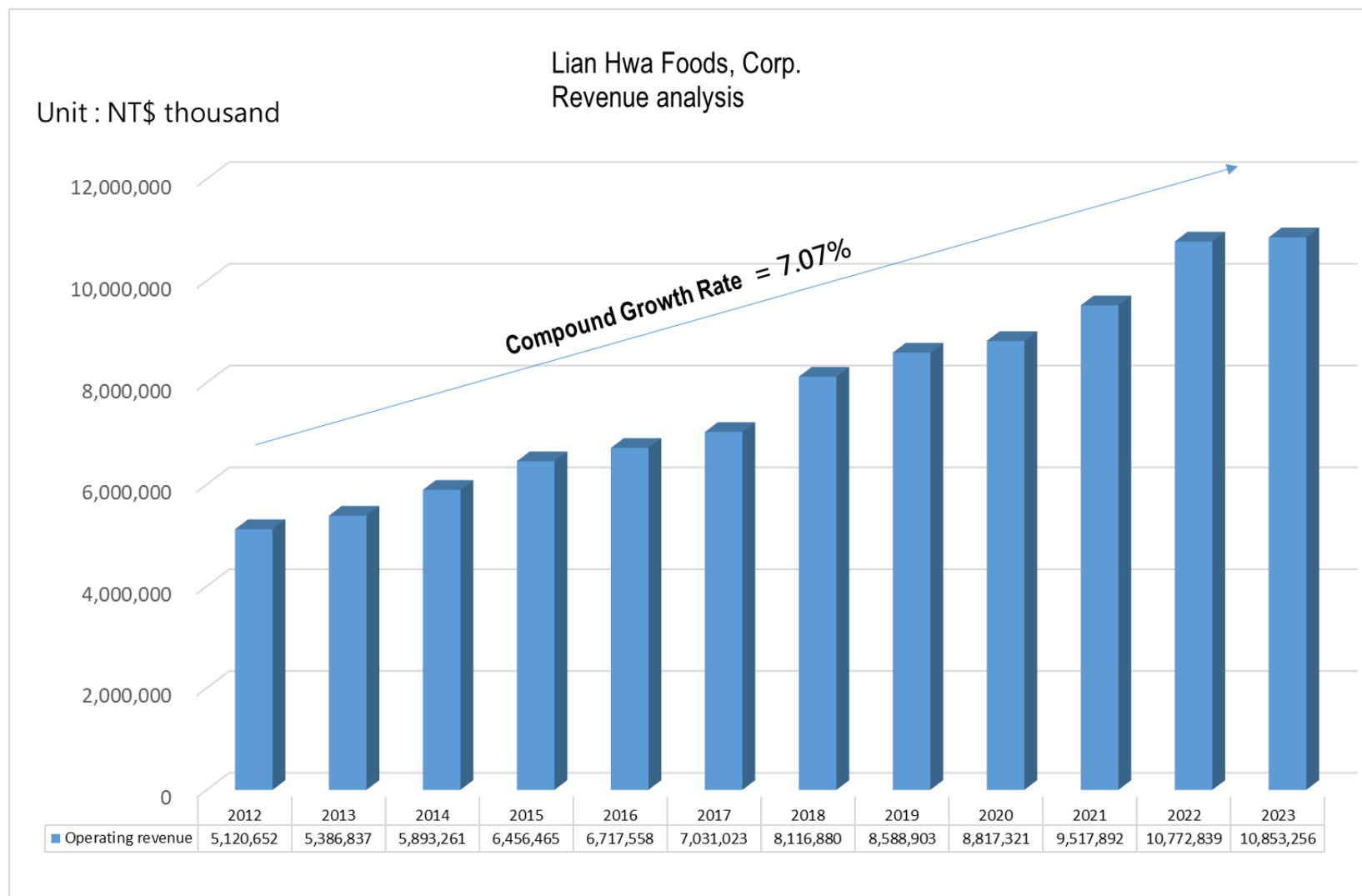
天天星

聯華食品
生醫研究室

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

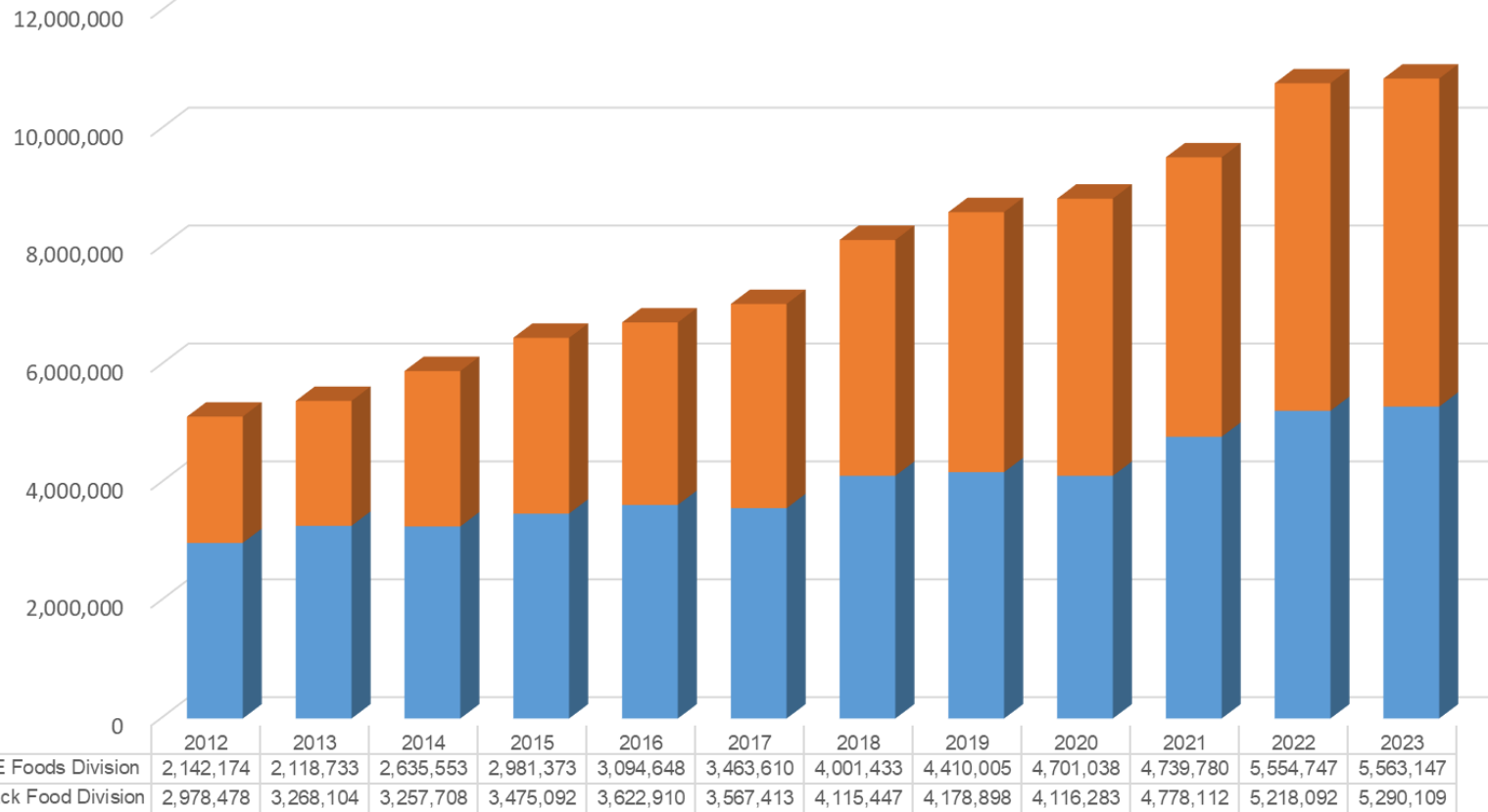


- Up to Nov 30 , 2024, our operation income reached 10.81 billion NTD, 11.6% ahead of 9.69 billion NTD compared with the same period of last year.

Financial Report

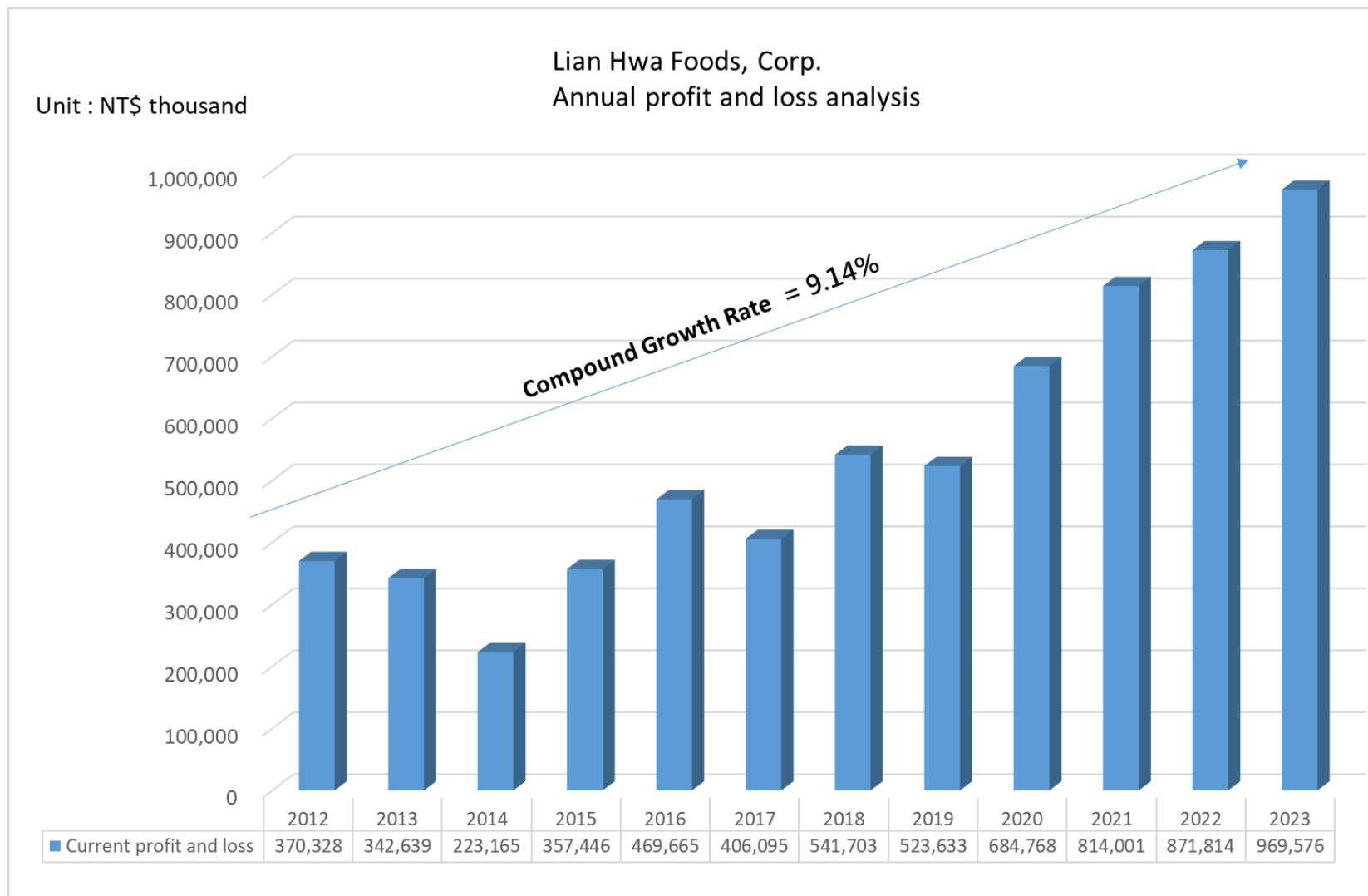
Lian Hwa Foods, Corp. Revenue composition analysis

Unit : NT\$ thousand



- By the end of 2024/Q3, the revenue of the Snack Food division reached 4.17 billion NTD, an increase of 9.7% from 3.8 billion NTD in the same period last year. The revenue of the RTE Food division reached 4.57 billion NTD, an increase of 9.1% from 4.19 billion NTD in the same period last year.

Financial Report



- Up to 2024/Q3, our accumulated net profit after tax was 736 million NTD, a increase of 240 million NTD from 496 million NTD in the same period last year.

Q & A

Thank You



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