

Kuangli Bio-Tech Holdings Co.,
Ltd.



(Original Name: Kuangli
Photoelectric Technology Co.,
Ltd.)

**Institutional Investors Conference
Operation Report
2021**

Disclaimer

Kuangli Bio-Tech Holdings Co., Ltd.(Original Name: Kuangli Photoelectric Technology Co., Ltd.) Statements of its current expectations and estimates are forward-looking statements subject to significant known and unknown risks and uncertainties and actual results may differ materially from those contained or implied in the forward-looking statements. These forward-looking statements are not guarantees of future performance and therefore one should not place undue reliance on them. Except as required by law, we undertake no obligation to update any forward-looking statements, whether as a result of new information, future events, or otherwise.

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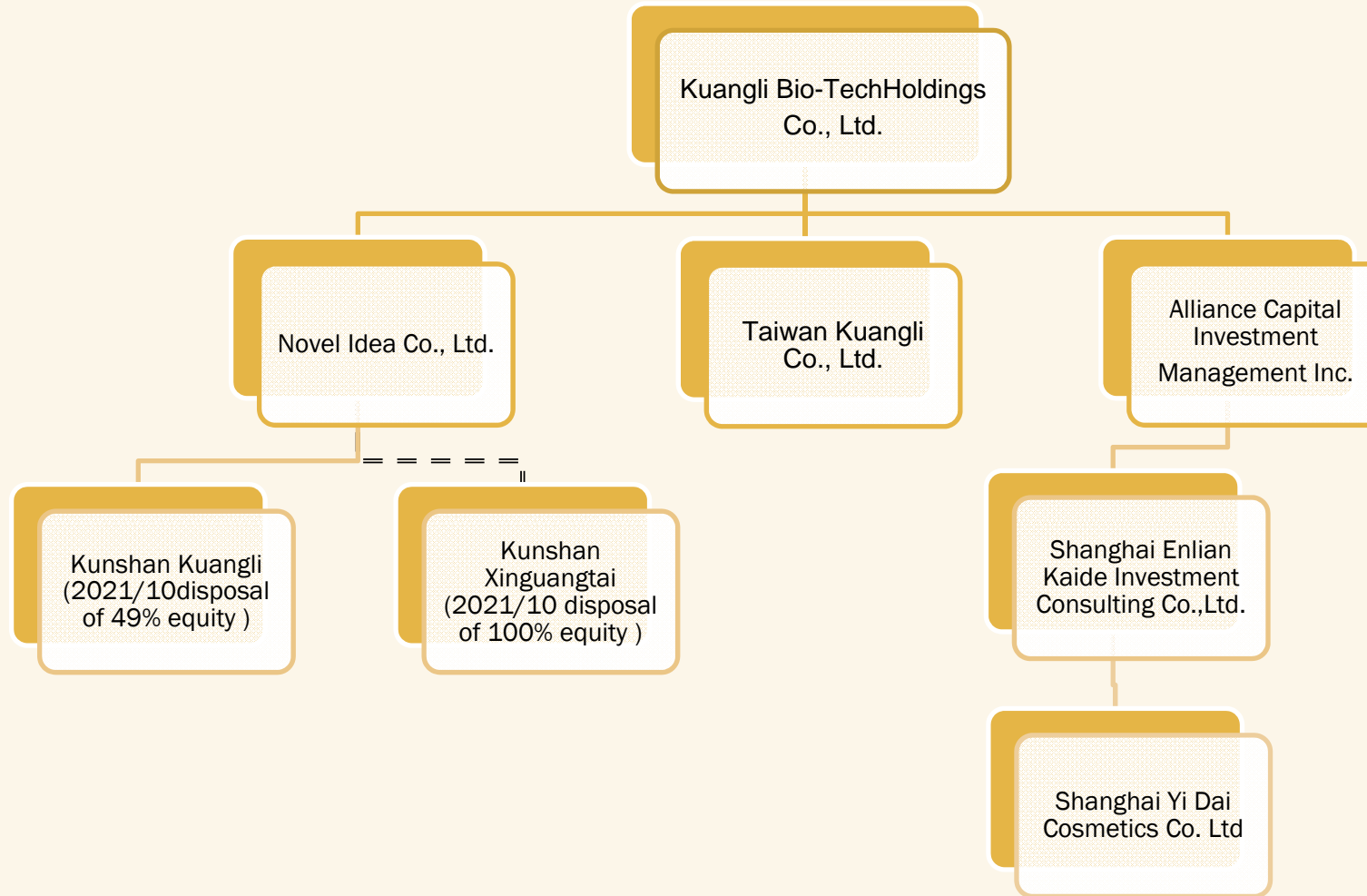
- Group Structure
 - Consolidated Financial Performance
 - New Business
 - Company Overview

 - Overall Industry Trend
 - Competitive Advantages and Strategic Development
 - Performance of New Business
-
- Q&A



Group Structure

Group Structure



Group Structure-Major Events

- Kuangli Group has acquired 51% of ACIM's equity from 2021/6. Therefore, ACIM Group will be included in the consolidated preparation from 2021/6.
- The disposal of 100% equity of Kunshan Xinguangtai and 49% equity of Kunshan Kuangli will be completed in the middle of 2021/10, and the disposal result will be a profit; it is expected that the relevant disposal payment will be recovered in 2021/12, and Kunshan Kuangli will continue to be included in the future Consolidated Statement.
- The total assets of Kunshan Kuangli 2021/09 are approximately RMB 3,239 thousand, of which RMB 1,350 thousand is equivalent cash, RMB 1,540 thousand is receivables, and current liabilities equivalent to RMB 471 thousand are mainly Is payable.



Consolidated Financial Performance

Consolidated Income Statement

NT\$ Thousand	2019/1/1~12/31		2020/1/1~12/31		2021/1/1~9/30	
Sales	425,251	100%	152,753	100%	242,594	100%
Cost Of Goods Sold	413,289	97%	152,901	100%	196,609	81%
Gross Income (Loss)	11,962	3%	(148)	-%	45,985	19%
Operating Expenses	55,558	13%	64,206	42%	69,080	28%
Operating Income (Loss)	(43,596)	-10%	(64,354)	-42%	(23,095)	-9%
Net Non-Operating Income(Loss)	19,033	4%	4,840	3%	74,901	31%
Pre-Tax Income(Loss)	(24,563)	-6%	(59,514)	-39%	51,806	22%
Net Income(Loss)	(27,547)	-7%	(62,874)	-41%	39,660	17%

Consolidated Balance Sheet

NT\$ Thousand	2019.12.31	2020.12.31	2021.09.30
Cash & Cash Equivalents	129,015	114,439	168,375
Inventories	8,954	9,588	87,425
Total Assets	555,404	377,989	1,152,730
Short-Term Debt	-	-	146,370
Long-Term Debt	-	-	-
Total Equity	351,914	313,809	621,783

Financial Ratios

NT\$ Thousand	2019.12.31	2020.12.31	2021.09.30
Current Ratio	217.36%	319.31%	156.31%
Debt Ratio	36.64%	16.98%	46.06%
Debt-To-Equity Ratio	57.82%	20.45%	85.39%
Net Asset Value	7.71	6.79	9.44
EPS	(0.60)	(1.38)	0.62

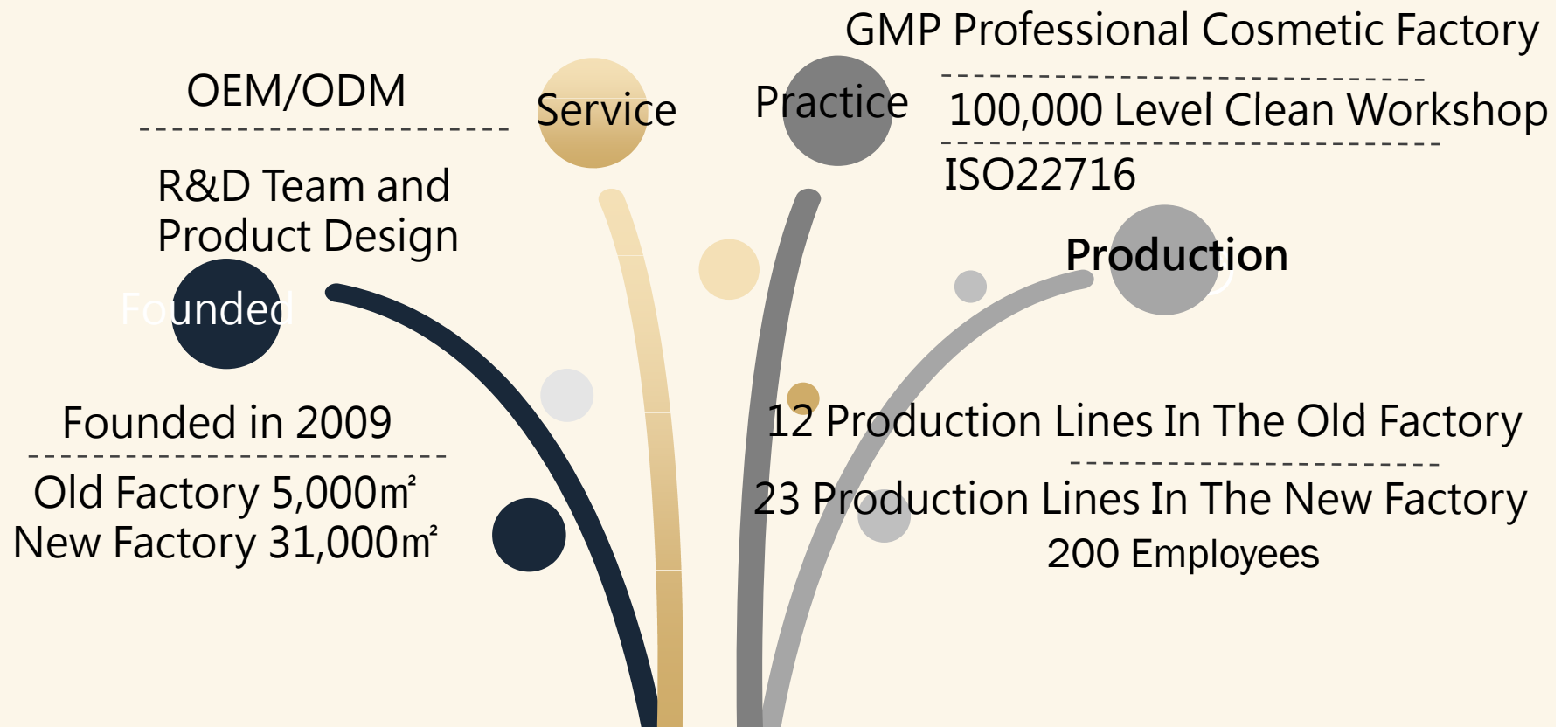


New Business

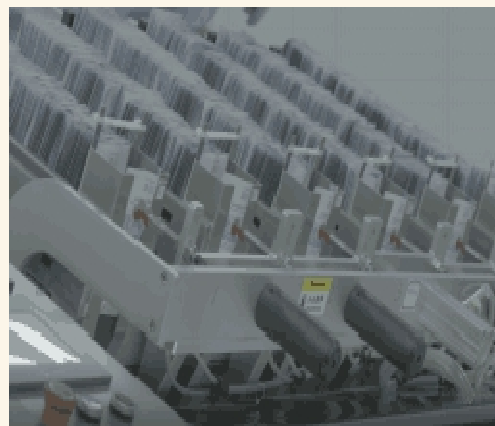
-Company Overview

Shanghai Yi Dai Company Profile

Address: no. 1228, yexinhighway, yexietwon, songjiang district,
Shanghai



Factory Introduction



New Factory Introduction



大型濾水系統



大型乳化攪拌鍋



面膜自動灌包裝機



自動灌裝機

Exhibitions



HONG KONG
2020CIBE



HONG KONG
2019香港亞太展



JAPAN
2018日本展



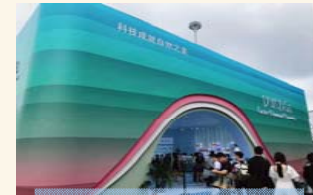
2019中國美妝供應鏈展IPDM



2017美博會



2019廣州美博會



2020CBE美博會



SHANG HAI
2019CBE美博會



SHANG HAI
2021CBE美博會



SHANG HAI
2018CBE美博會

Awarded



巴黎牡丹奖



中国美容博览会
C50奖



第22届美容博览会
金手指奖



中国美容博览会
2017COSMETECH智造奖



中国美容博览会
2018COSMETECH智造奖



松江区
2020年度最美抗疫诚信企业



上海市“专精特新”中小企业
2020-2021



第二十届中国美容博览会
领袖品牌



客户认可
2020年度优质供应商



2019中國化妝品供應鏈
中國美妝網金質獎



2020年度
中國化妝品供應鏈100
強



客户認可
首屆2015年度優質供應商



客户認可
2017年度优质供应商



客户認可
2019年度優質供應商



客户認可
2018年度優質供應商

Products



面貼膜



塗抹式面膜



潔面



化妝水



精華液



原液



乳液



膏霜



防曬類



氣墊、隔離



洗護類

2021Q3 Main Sales Products

Toner



佰草集 HERBORIST
佰草集灯管精华

专为中国女性娇嫩肌肤研制
精研现代七白方，复配3%安心浓度烟酰胺
高效美白0刺激，长毛&烂脸 SAY NO
独特粉液分离设计，时刻保持活性成分新鲜
这个春日，安心&快速&持久拥有冷白肌



H2Ohyalogenes 可敏志
舒缓修护CP 七夕护肤由你
小肽新护肤+小肽修护面膜

Facial Mask

每袋5片装 妆前即时便捷补水

- 环保材质
5入一袋，即拆即敷
- 风靡日本
时下流行，日式多入款1袋装
- 时刻补水
方便携带，一拉即敷
- 密封性强
不再为面膜流失水分担忧



森田
玻尿酸复合保湿面膜
随用随拆 补水保湿

TOP 2

护肤能重造肌，美丽不做表面功夫，肌肤“肌密”是关键

五菌合一·新生面膜乳
Five+ in One · Yeast Exquisitely Revitalizing Facial Mask
50ml/盒

主要成分：
酵母菌溶胞物
酸乳提取物
枯草杆菌芽孢
啤酒酵母菌
水解胎盘(羊)提取物
二裂酵母发酵产物溶胞物
乳酸杆菌/北美圣草发酵产物提取物

不断创新，才会有不断的惊喜！三菌发酵母的好搭档五菌合一活酵母，除菌种之外更添加水解羊胎盘，联合KO肌肤各种小问题，不用多说月度活动手慢无。

Lotion



晶钻微震 焕采年轻眼肌

每天护肤 却依旧遭遇眼部“危”肤
眼周问题无处可逃 “睛”采不再

方案A



TST TINSACRET
HYDRA & PRO-ATLAGE MICRO GLOWING
双管水润莹亮系列

Combination



冻干胶原 “冻结”你的美
LA CELLER® 胶原蛋白冻干精华组合套



四维抗初老 一步钻石肌

“白藜芦醇” & “酵母精粹”
新激活、更修护 再焕肌肤年轻态

“白藜芦醇” & “二巯基基肽醇”
保湿、透亮 对抗肌肤氧化

“白藜芦醇” & “三肽-32”
抗皱紧致丰盈 年轻一岁的你

“白藜芦醇” & “五肽-32”

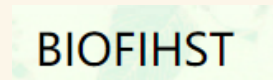
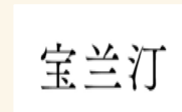
“白藜芦醇” & “二巯基基肽醇”
保湿、透亮 对抗肌肤氧化

“白藜芦醇” & “三肽-32”
抗皱紧致丰盈 年轻一岁的你

“白藜芦醇” & “五肽-32”

TST白藜芦醇精华内服系列

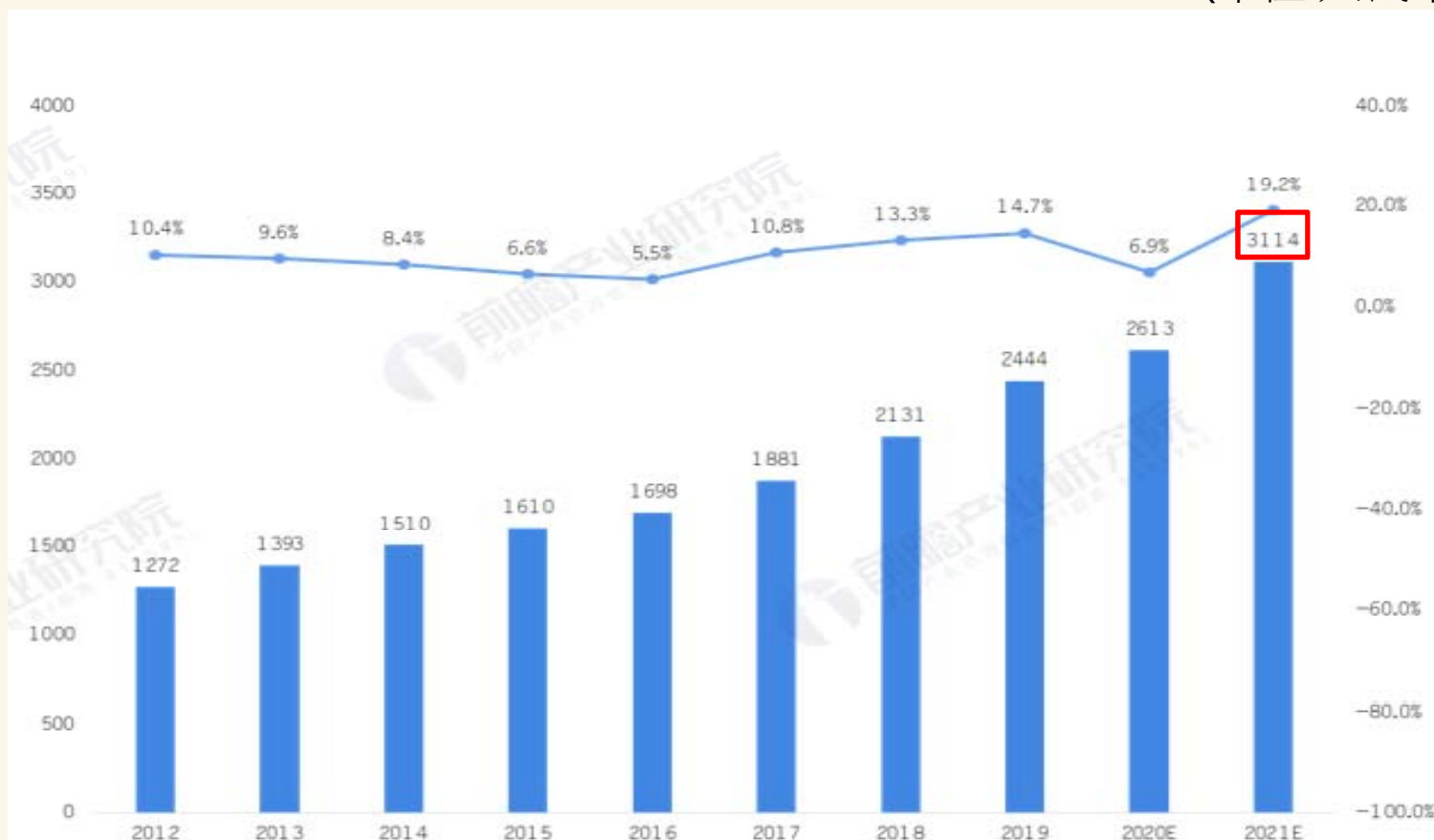
Major Customer Brands



● **New Business**
-Overall Industry Trend

2012-2020China's Skin Care Industry

(單位:人民幣億元)

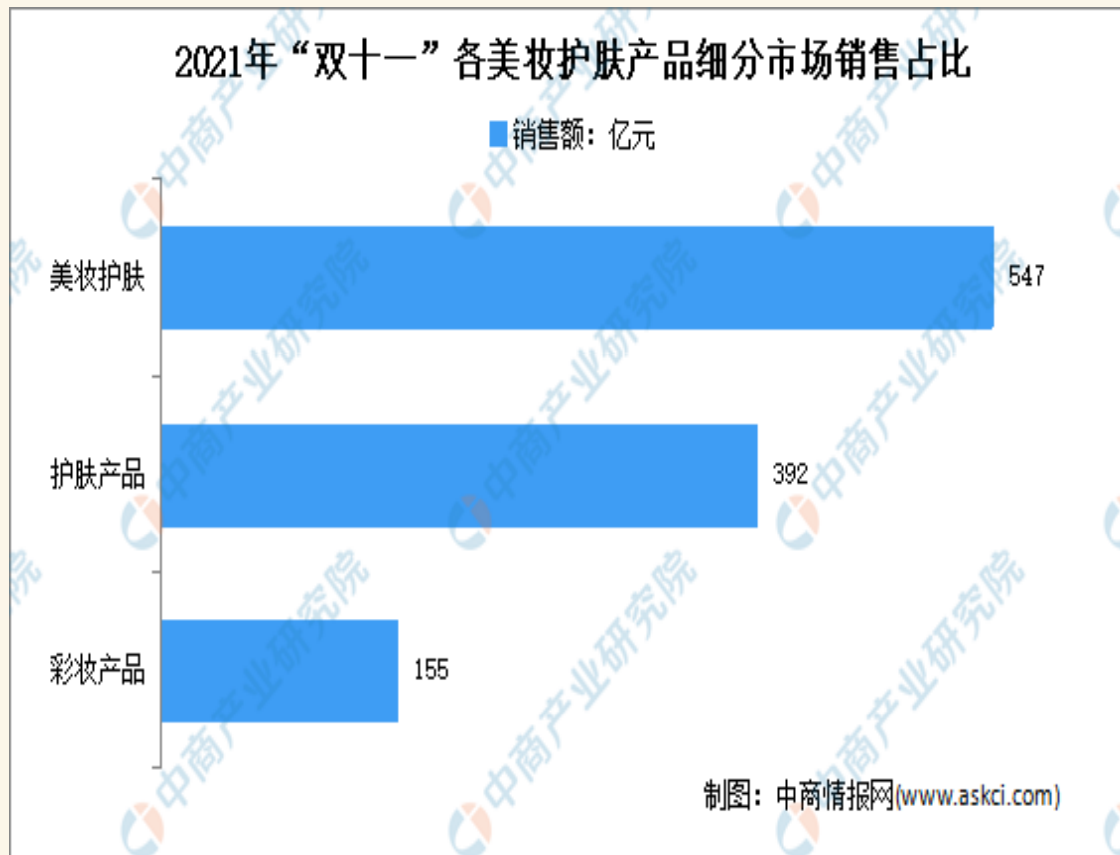


资料来源：欧瑞国际 前瞻产业研究院整理

@前瞻经济学人APP

資料來源：前瞻產業研究院

2021 Percentage of Double 11 Cosmetics Sales In China



- 965.1 Billion In Sales Of Double 11.
Increase 12.22% ◦
- 54.7 Billion In Sales Of Cosmetics And Skin Care Productson.
Increase 35.5% ;
- 39.2 Billion In Sales Of Skin Care Productson.
Increase 37.6% ;
- 15.5 Billion In Sales Of Cosmetics.
Increase 33.4% ◦

資料來源：中商情報網

Drivers of China's Skin Care Industry

Increasing Consuming Ability

- ✓ Increasing Consuming Ability
- ✓ Increased demand for skin care products

Environmental Pollution

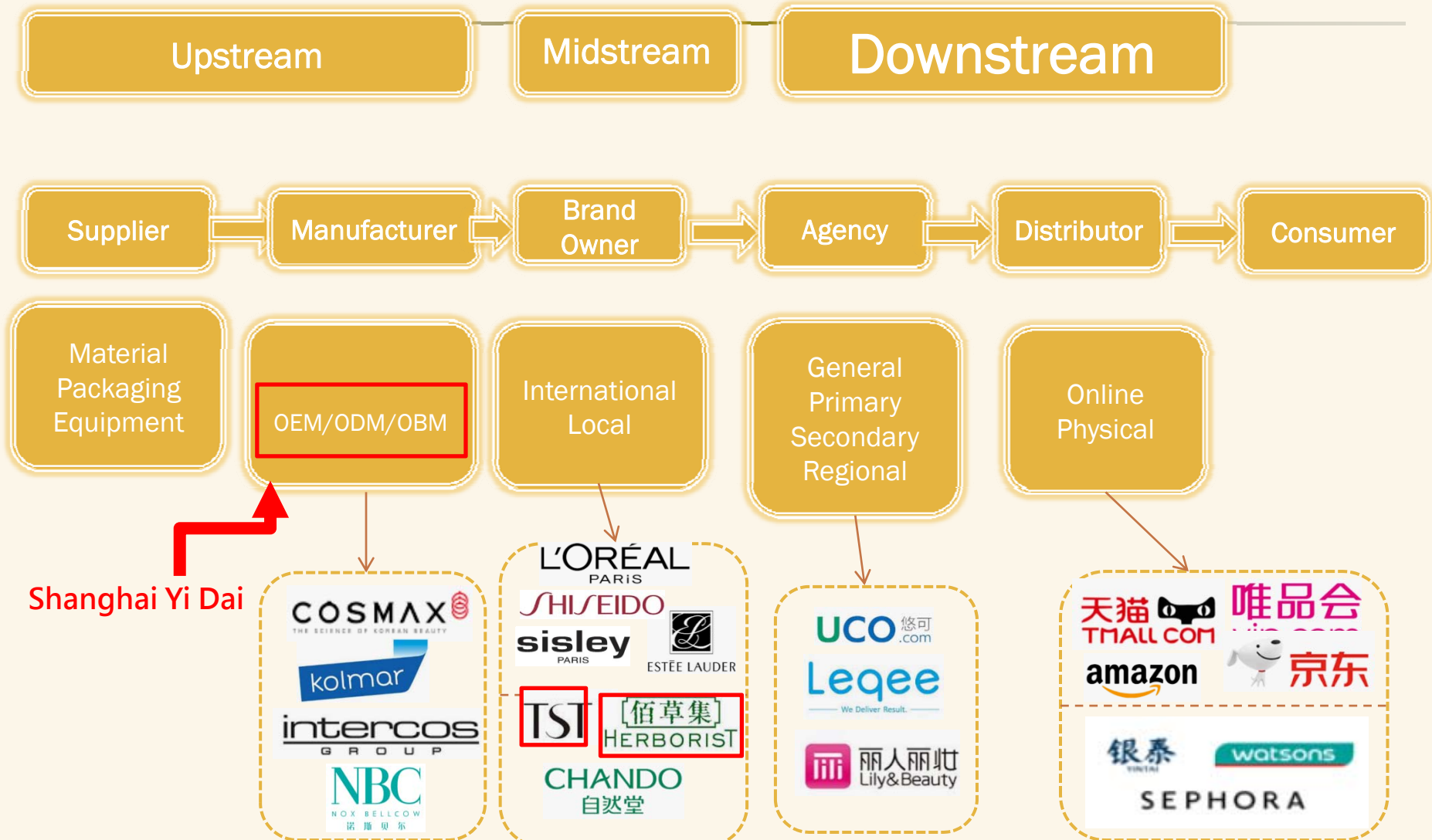
- ✓ Aging Skin 、 clogged Pores
- ✓ Functional Skin Care Products

Changing Consumption Patterns

- ✓ Rational Consumption
- ✓ China Chic

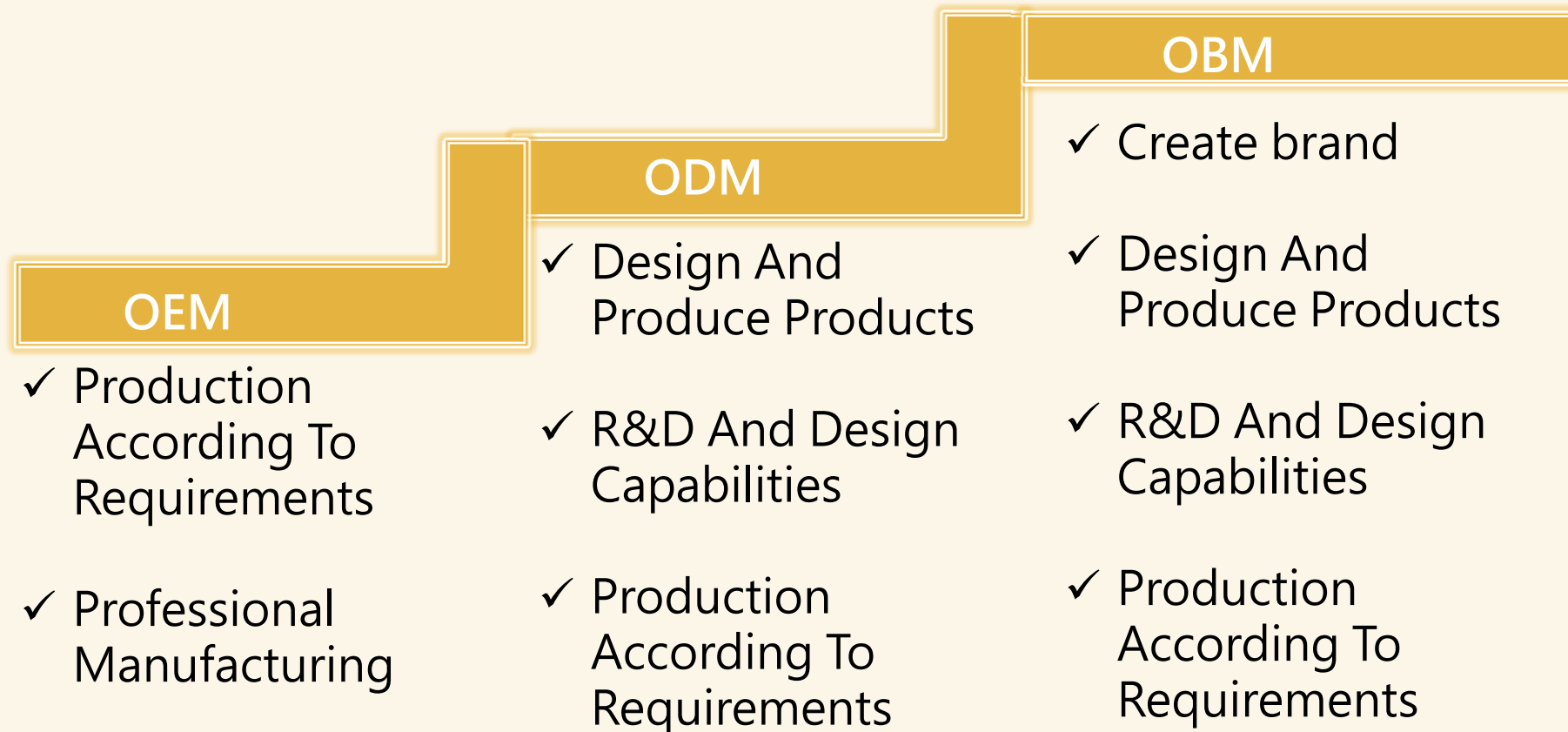


Industry chain



資料來源：前瞻產業研究院，東興證券研究所

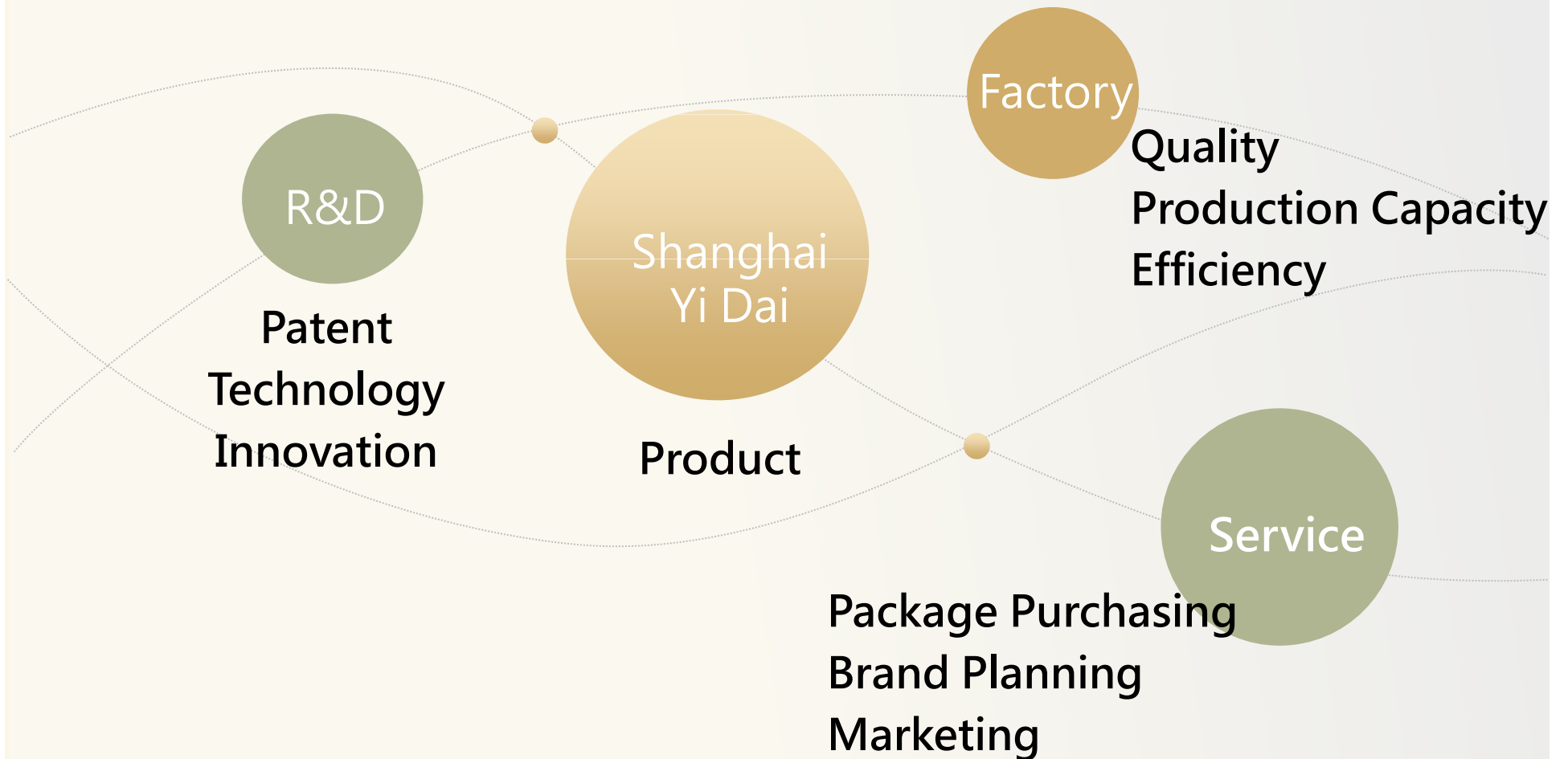
Cosmetic Manufacturing



資料來源：前瞻產業研究院，東興證券研究所

● **New Business**
-Competitive
Advantages and
Strategic Development

Competitive Advantages



Multi-Service System



有管道 無品牌

OBM

工廠品牌授權
品牌行銷策劃
產品全套設計
產品備案通過



有品牌 無爆品

ODM/OEM

一站式代工服務
市場靶點分析
研發成熟配方
授權產品備案



有品牌 有創意

ODM/OEM

一站式代工服務
市場戰略碰撞
研發對標秘配
保密協議護航

International Certification & IFSCC

GMPC

ISO 22716

IFSCC

认证证书

Intertek
Your Quality Assured

认证编号: 522716-01
首次发证日期: 2019年11月18-20日
发证日期: 2019年11月18-20日

认证范围:
生产一般类
生产清洁类
生产彩妆类

CERTIFICATE OF REGISTRATION

This is to certify that the quality management system of
Shanghai Yidai Cosmetic Co., Ltd.
Building 1, No. 1226, Yeean Road, Yeean Town, Songjiang District, Shanghai City, China

has been assessed by Intertek as conforming to the requirements of
COSMETIC GOOD MANUFACTURING PRACTICE GUIDELINES (2008) PUBLISHED BY U.S. FOOD AND DRUG ADMINISTRATION

The scope of activities:
Manufacturing of general liquid unit, including hair care & cleansing products, skin care liquid products and gel products
Manufacturing of cream & lotion unit, including skin care & cleansing products and hair care products
Manufacturing of powder unit, including loose powder products

Certificate Number: 522716-01
Initial Audit Date: Nov 18-20, 2019
Certificate Issue Date: Dec 11, 2019
Certificate Expiry Date: Dec 10, 2022

Intertek
Certification Administration Centre
Intertek Testing Services

Hebin Xue
Vice President
Life & Environment Science

Intertek
Your Quality Assured

认证证书

Intertek
Your Quality Assured

认证编号: 522716-01
首次发证日期: 2019年11月18-20日
发证日期: 2019年12月11日
有效期至: 2022年12月10日

认证范围:
生产一般类单元, 包括护肤清洁剂, 护肤水及卸妆类
生产膏霜类单元, 包括护肤膏霜及护肤类
生产彩妆类, 包括彩妆类

Intertek
Certification Administration Centre
Intertek Testing Services

Hebin Xue
Vice President
Life & Environment Science

Intertek
Your Quality Assured

中国化妆品化学师专业委员会
CHINA SOCIETY OF COSMETIC CHEMISTS

会员证书

姓名: 何斌雪
职位: 副总裁
所属单位: 上海仪狄化妆品有限公司

发证日期: 2022年12月10日

Intertek
Your Quality Assured

Intertek
Certification Administration Centre
Intertek Testing Services

Hebin Xue
Vice President
Life & Environment Science

Intertek
Your Quality Assured

Patent

Invention Patent

5 Items

Applying For A Patent

11 Items

Utility Model Patent

24 Items



Operation Strategies

Increase The Types of Products

- ✓ Increase Disinfection Products. Ex. Hand Sanitizer 、 wet Wipe And Disinfectant。
- ✓ Increase Wax-based Products. Ex. Lipstick And Lip Balm

Increase Functional Laboratory

- ✓ Formulation Development Screening
- ✓ Safety And Skin Adaptability Screening
- ✓ Efficacy Testing
- ✓ Stability Screening
- ✓ Innovative Formulation Development
- ✓ Transparency



New Business -Financial Performance

Performance of New Business-I/S

單位:人民幣仟元

項目	2021年1-9月	%	2020年1-12月	%	2019年1-12月	%
Sales	99,551	100%	143,276	100%	139,150	100%
Gross Income	30,194	30%	44,191	31%	48,538	35%
Operating Expenses	19,594	20%	16,355	11%	15,435	11%
Operating Income	10,600	11%	27,836	19%	33,103	24%
Non-operating Income And Expenses	459	0%	499	0%	(847)	-1%
Pre-Tax Income	11,059	11%	28,335	20%	32,256	23%
Total Comprehensive Income	9,485	10%	22,074	15%	22,705	16%

Performance of New Business-B/S

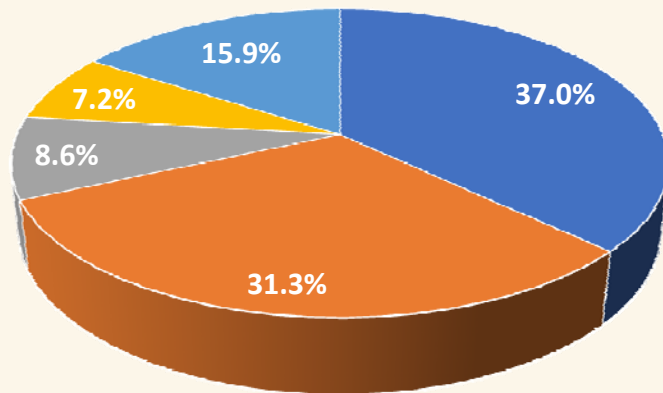
單位:人民幣仟元

項目	2021年9月30日		2020年12月31日		2019年12月31日	
	金額	%	金額	%	金額	%
Current Assets	92,272	54	119,110	63	69,888	70
Non-current Assets	79,627	46	69,161	37	30,173	30
Total Assets	171,899	100	188,271	100	100,061	100
Current Liabilities	71,011	41	73,276	39	53,950	54
Non-current Liabilities	41,218	24	46,810	25	-	-
Total Liabilities	112,229	65	120,086	64	53,950	54
Total Equity	59,670	35	68,185	36	46,111	46
Total Liab. & Equity	171,899	100	188,271	100	100,061	100

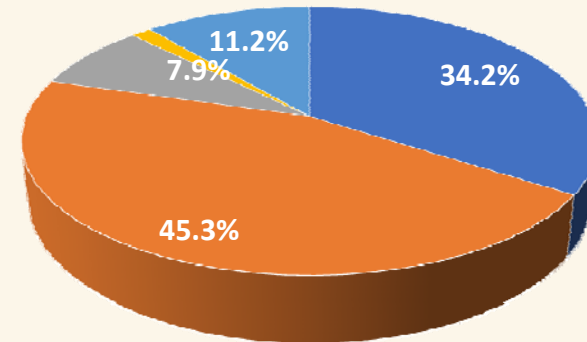
Percentage of Revenue Portfolio

2020/1~12 PERCENTAGE OF REVENUE PORTFOLIO

2021/1~9 PERCENTAGE OF REVENUE PORTFOLIO

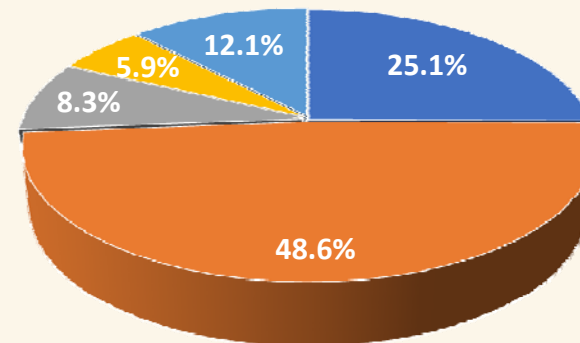


■ Toner ■ Facial Mask ■ Lotions ■ Combination ■ Others



■ Toner ■ Facial Mask ■ Lotions ■ Combination ■ Others

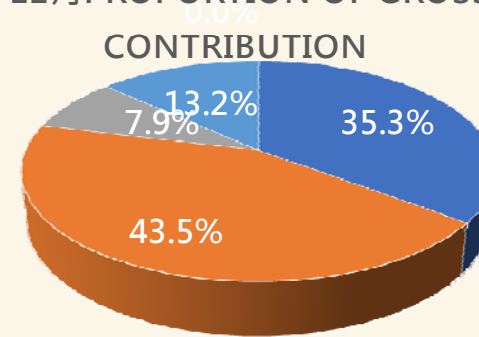
2019/1~12 PERCENTAGE OF REVENUE PORTFOLIO



■ Toner ■ Facial Mask ■ Lotions ■ Combination ■ Others

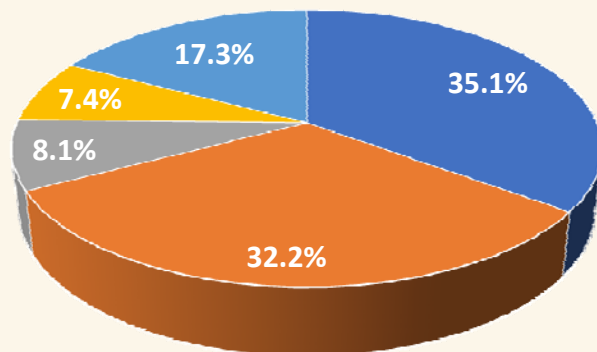
Proportion of Gross Profit Contribution

2020年1~12月PROPORTION OF GROSS PROFIT CONTRIBUTION



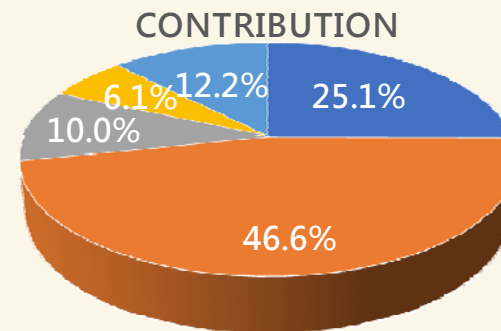
■ Toner ■ Facial Mask ■ Lotion ■ Combination ■ Others

2021/1~9 PROPORTION OF GROSS PROFIT CONTRIBUTION



■ Toner ■ Facial Mask ■ Lotion
■ Combination ■ Others

2019年1~12月PROPORTION OF GROSS PROFIT CONTRIBUTION



■ Toner ■ Facial Mask ■ Lotion ■ Combination ■ Others

Thank You

Q&A