



Kuangli Bio-Tech Holdings Co., Ltd.
(Original Name: Kuangli
Photoelectric Technology Co., Ltd.)

**Institutional Investors Conference
Operation Report
2022**

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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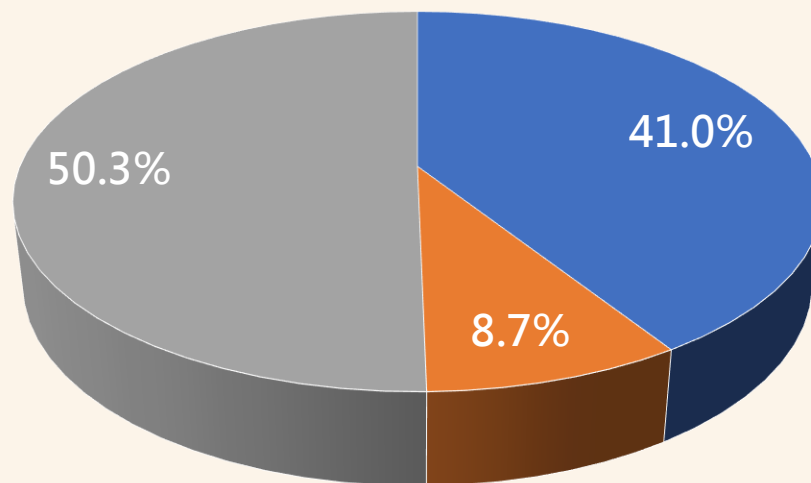
- Q&A



Ownership Structure

Ownership Structure

Kuangli



■ 董事持股

■ 境外法人持股

■ 其他

註：總股數68,568,835股(含特別股)

● Business Structure

Business Structure



● Major Business

-Overall Industry Trend

China's Skincare Products Industry from 2015-2023

(單位:人民幣億元)

2015-2023年中国护肤品行业市场规模分析



2015-2023年中国护肤品行业市场规模及预测

Scale and Forecast of China's Skincare Products Industry from 2015 to 2023



数据来源: 艾媒数据中心 (data.iimedia.com)

注: 年份+E表示未来预测

艾媒报告中心: report.iimedia.cn ©2022 iiMedia Research Inc

資料來源: 艾媒數據中心

Drivers of China's Cosmetics Industry

線上化趨勢明顯

- ✓ 電商銷售增長,其中抖音及小紅書平台為新陣地。
- ✓ 品牌商布局線上銷售更全方位與精緻化

男性消費升級

- ✓ 男性消費者對護膚品及化妝品的購買意願及價格接受度不斷提高。
- ✓ “科技護膚” “智慧美妝” 趨勢加深，技術驅動型企業前景較好。

行業逐漸高品質發展

- ✓ 化妝品行業的監管力度加大，使具有實力的化妝品企業得到進一步的提升。
- ✓ 助推化妝品行業的高品質發展，將促使企業進一步加大研發投入力度。

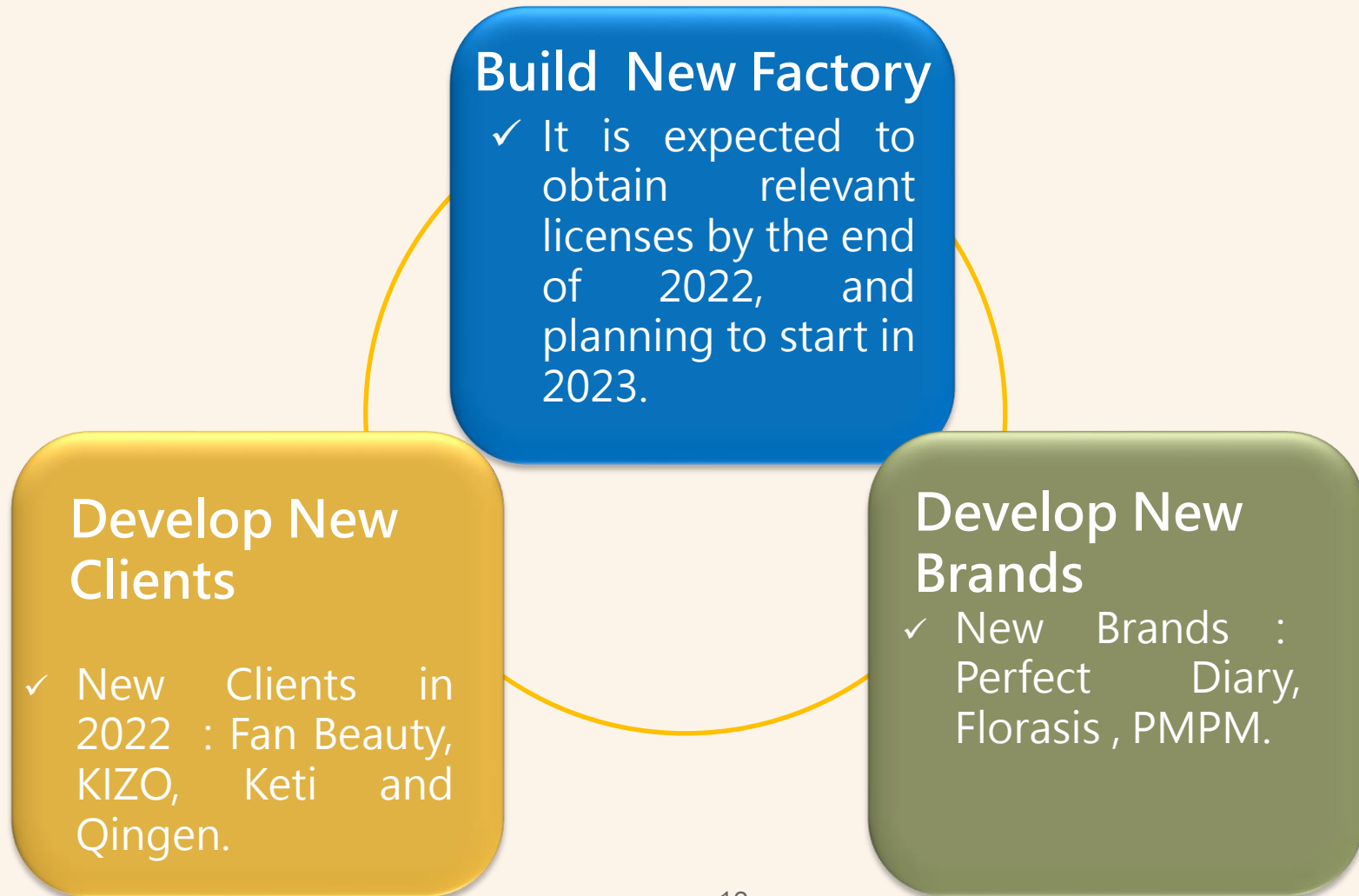
國產品牌崛起

- ✓ 消費趨於理性，更注重產品成分與功效。
- ✓ 追求性價比與國潮熱等因素消費概念興起，相對大牌之國潮品牌受歡迎。



● Major Business
- Strategic Development

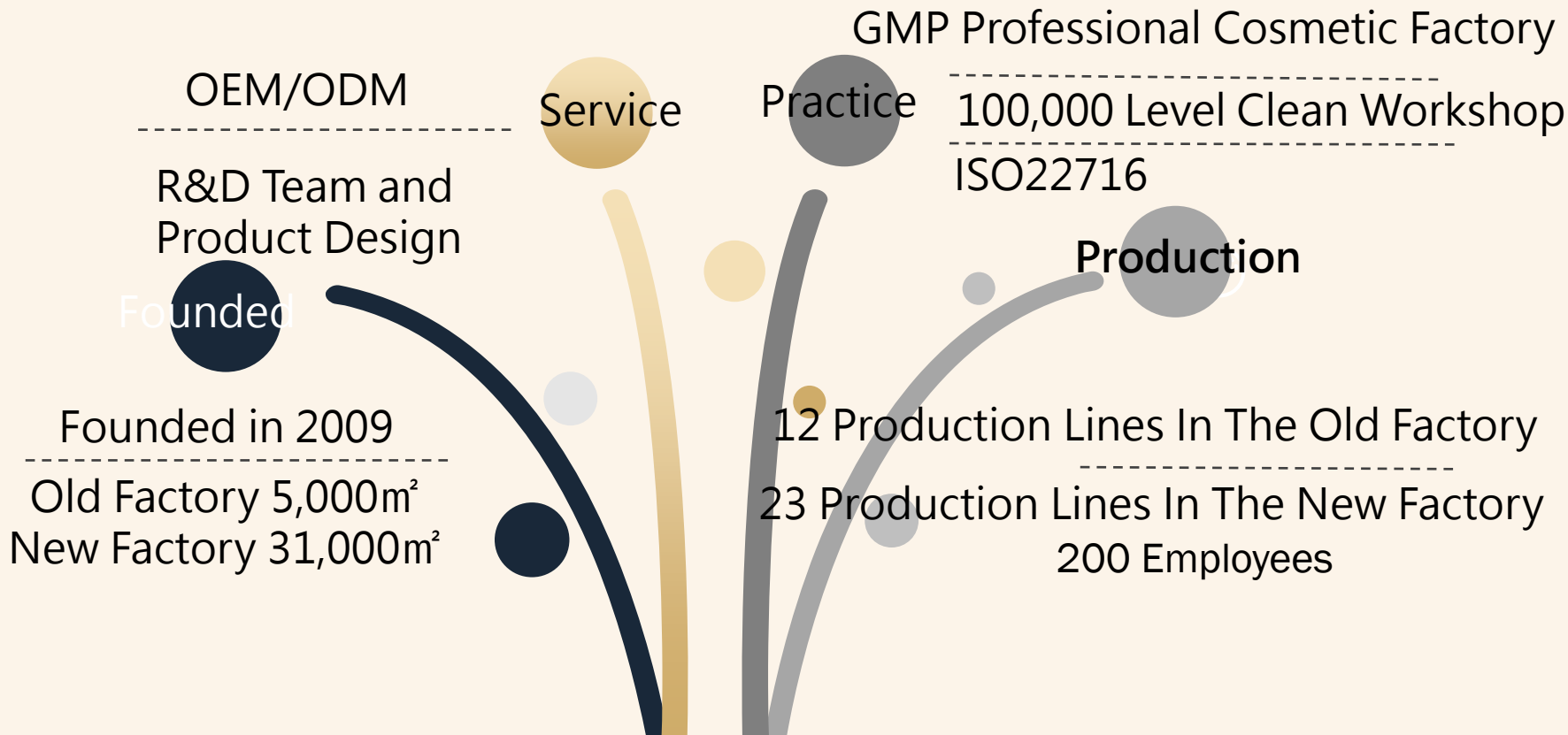
Strategic Development



● Major Business
- Company Overview

Shanghai Yi Dai Company Profile

Address: No. 1228 & No.1, Lane 2255,, yexinhighway,
yexietwon, songjiang district, Shanghai



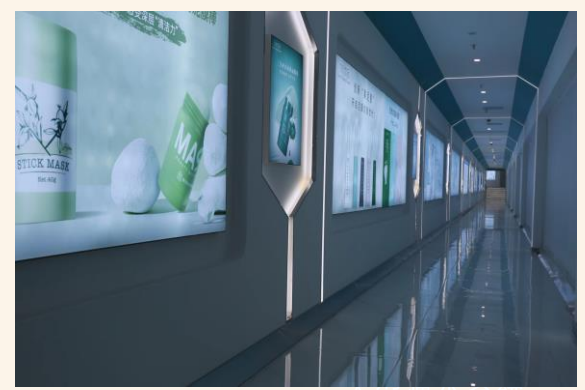
Factory Introduction



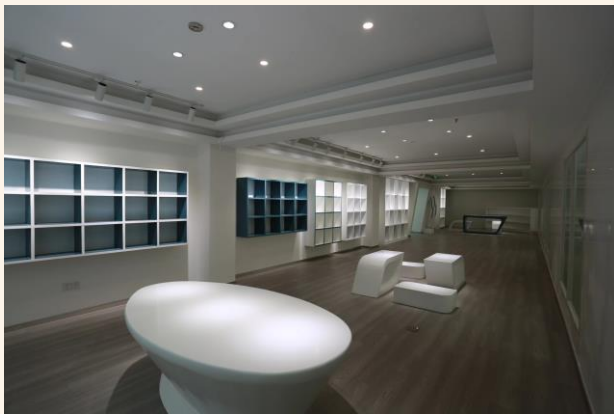
New Factory Introduction



New Factory-R&D



人人网小东刚



Production Capacity - Monthly

Old Factory

Mask

- 4M Pieces

Lotion

- 1M boxes

Solid Mask

- 0.4M boxes

Ampoule

New Factory

- 8M-10M Pieces

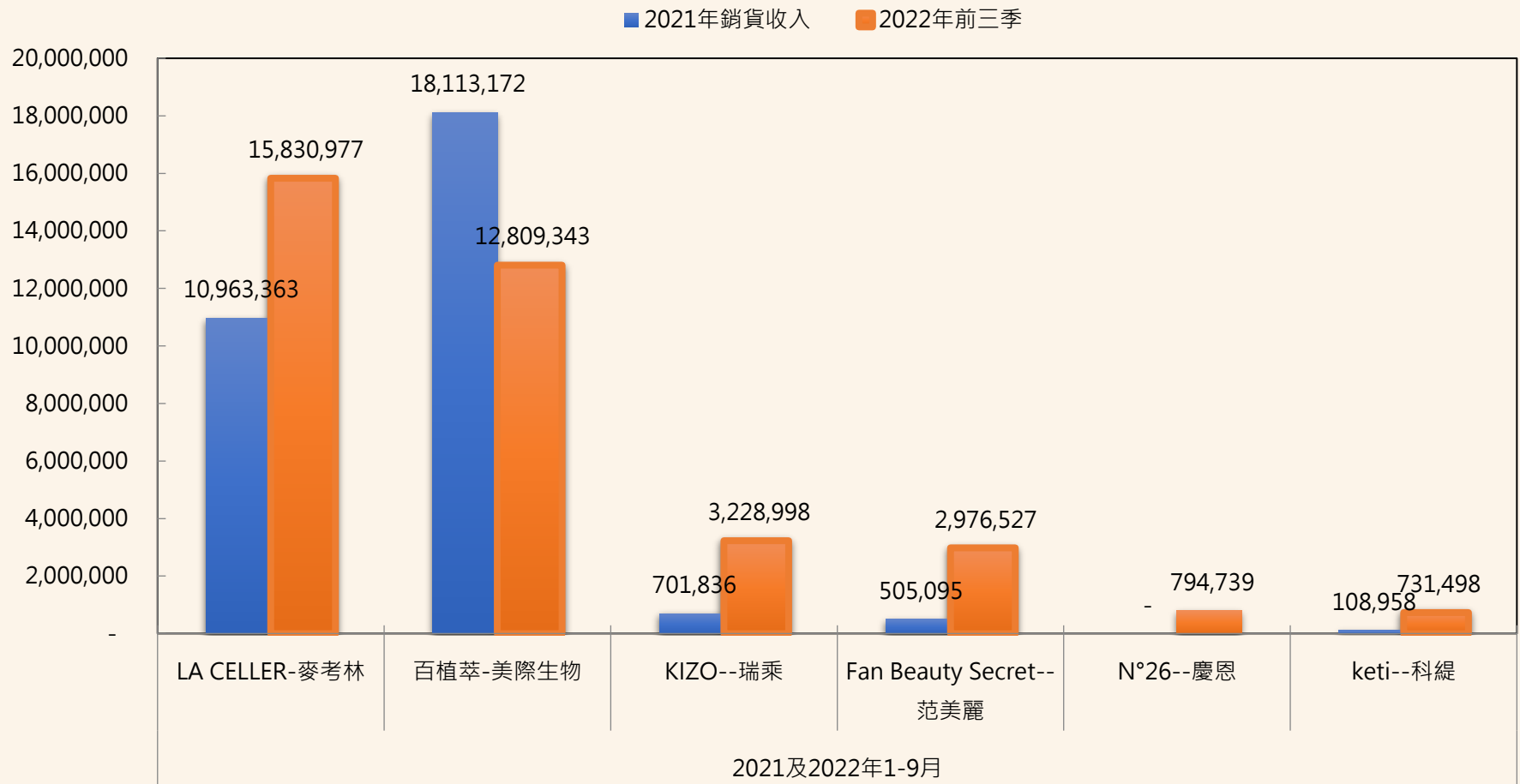
- 2M-3M boxes

- 0.8M-1M boxes

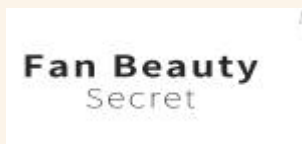
- 1M-2M boxes

Revenue from Key Clients

單位:人民幣元



Major Clients Brands

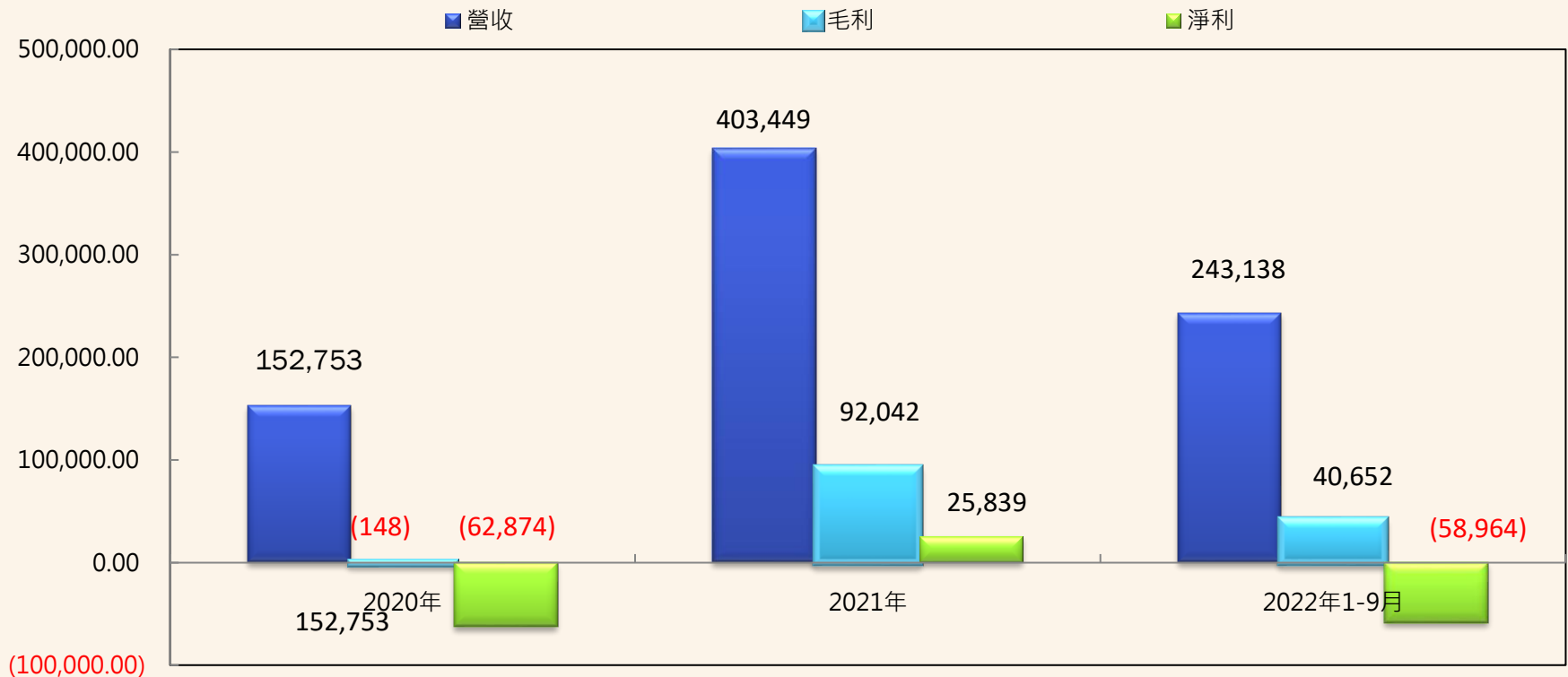




Financial Performance

Consolidated Revenue, Gross Profit & Net Income

Kuangli and Subsidiaries 2020/1-12, 2021/1-12, 2022/1-9



註1：目前報表科目係還原停業單位損益表達。

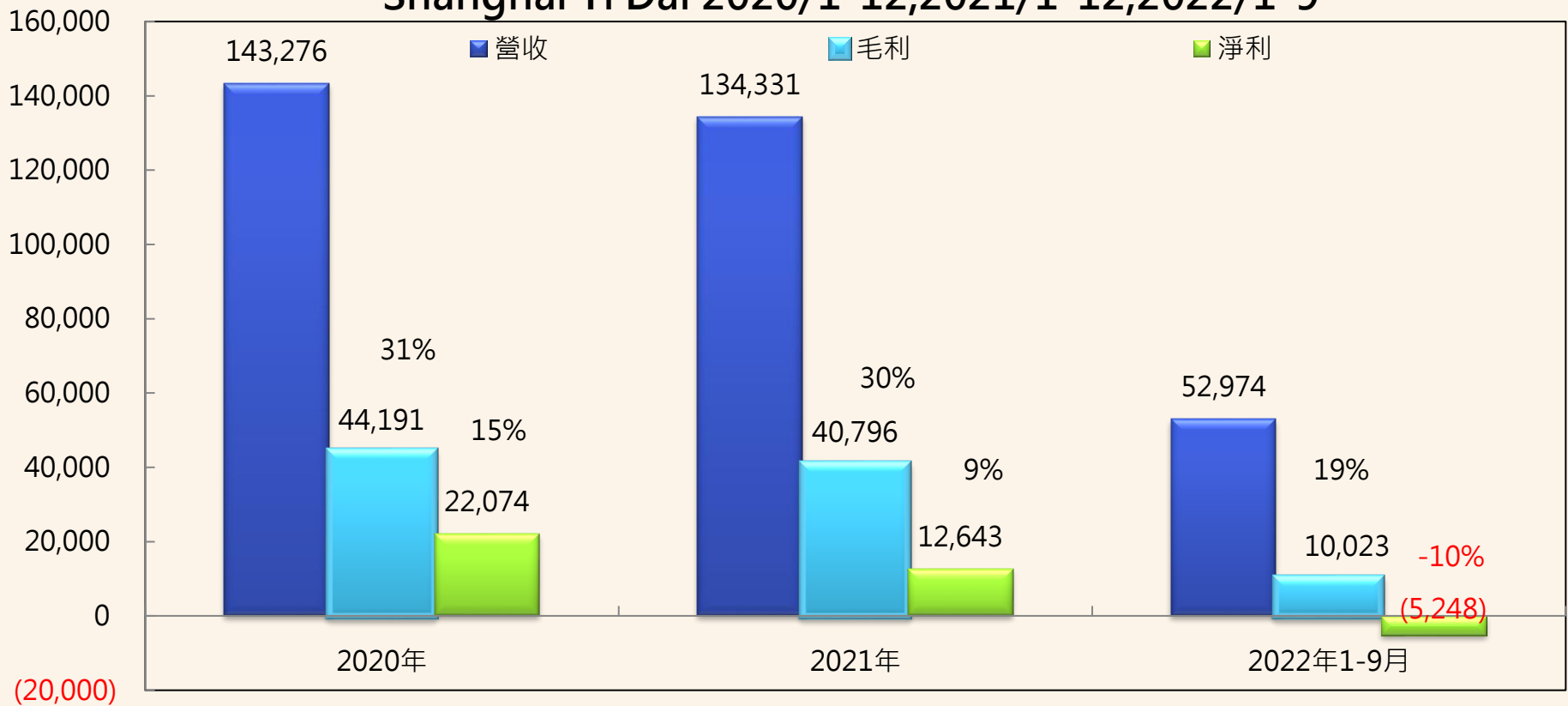
註2：光麗集團自2021/6累積取得ACIM51%股權，故將ACIM集團營收及財務報表自2021/6起，納入合併編製，2022/1取得剩下49%累積取得ACIM100%股權。

Shanghai Yi Dai

- Revenue , Gross Profit & Net Income

單位:人民幣仟元

Shanghai Yi Dai 2020/1-12, 2021/1-12, 2022/1-9

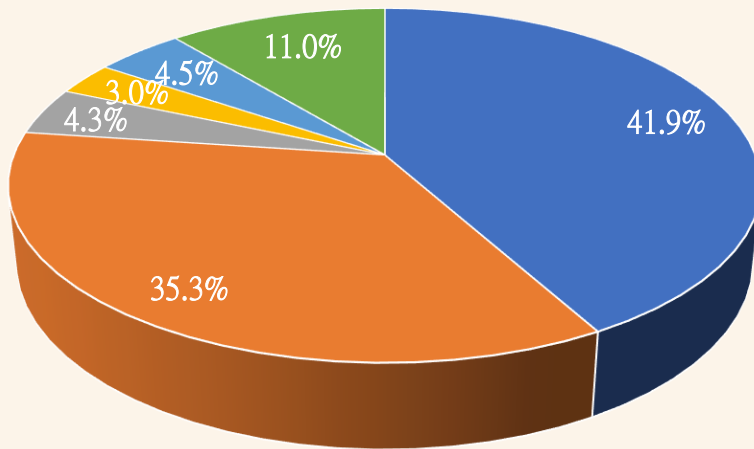


Financial Ratios

NT\$ Thousand	2020.12.31	2021.12.31	2022.09.30
Current Ratio	319.31%	159.40%	149.48%
Debt Ratio	16.98%	40.56%	38.46%
Debt-To-Equity Ratio	20.45%	68.24%	62.49%
Net Asset Value	6.79	9.42	10.12
EPS	(1.38)	0.51	(1.05)

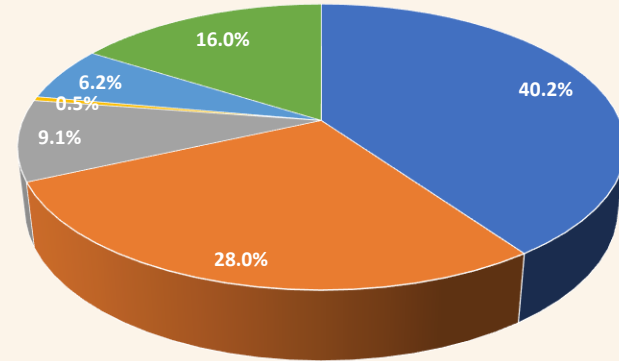
Shanghai Yi Dai -Percentage of Revenue Portfolio

2022/1~9 PERCENTAGE OF REVENUE PORTFOLIO



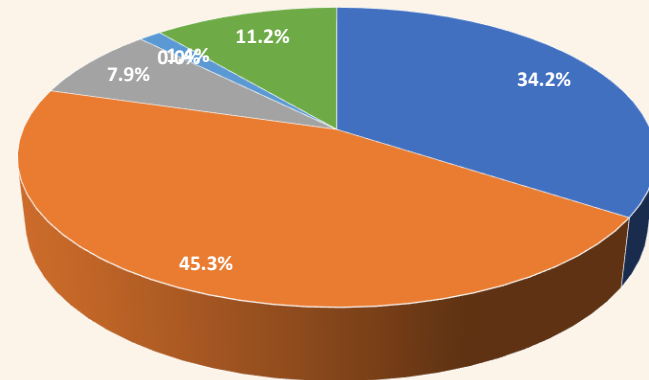
■ 化妝水 ■ 面膜 ■ 潤膚膏霜 ■ 洗護髮 ■ 混合類 ■ 其他

2021/1~12 PERCENTAGE OF REVENUE PORTFOLIO



■ 化妝水 ■ 面膜 ■ 潤膚膏霜 ■ 洗護髮 ■ 混合類 ■ 其他

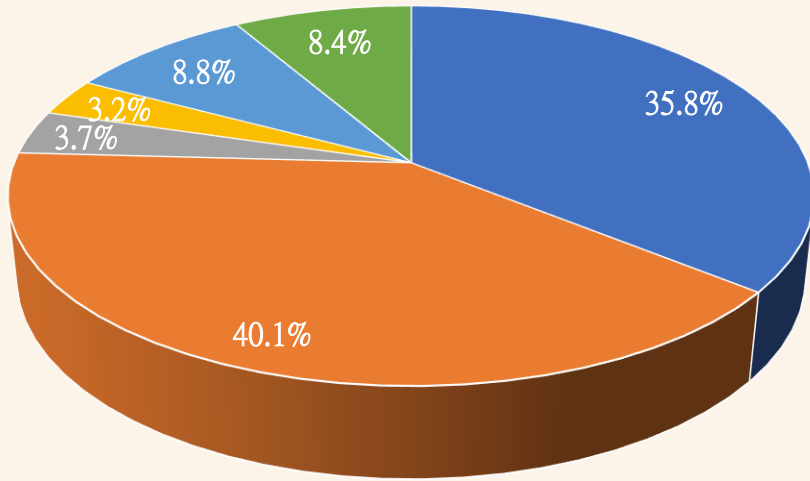
2021/1~12 PERCENTAGE OF REVENUE PORTFOLIO



■ 化妝水 ■ 面膜 ■ 潤膚膏霜 ■ 洗護髮 ■ 混合類 ■ 其他

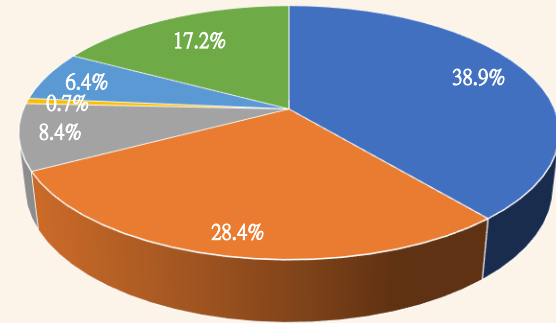
Shanghai Yi Dai -Proportion of Gross Profit Contribution

2022/1~9 PROPORTION OF GROSS PROFIT CONTRIBUTION



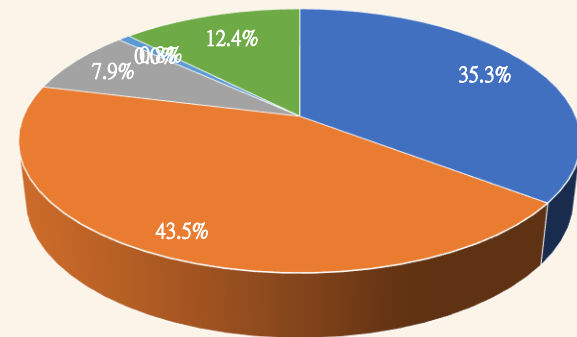
■ 化妝水 ■ 面膜 ■ 潤膚膏霜 ■ 洗護髮 ■ 混合类 ■ 其他

2021/1~12 PROPORTION OF GROSS PROFIT CONTRIBUTION



■ 化妝水 ■ 面膜 ■ 潤膚膏霜 ■ 洗護髮 ■ 混合类 ■ 其他

2020/1~12 PROPORTION OF GROSS PROFIT CONTRIBUTION

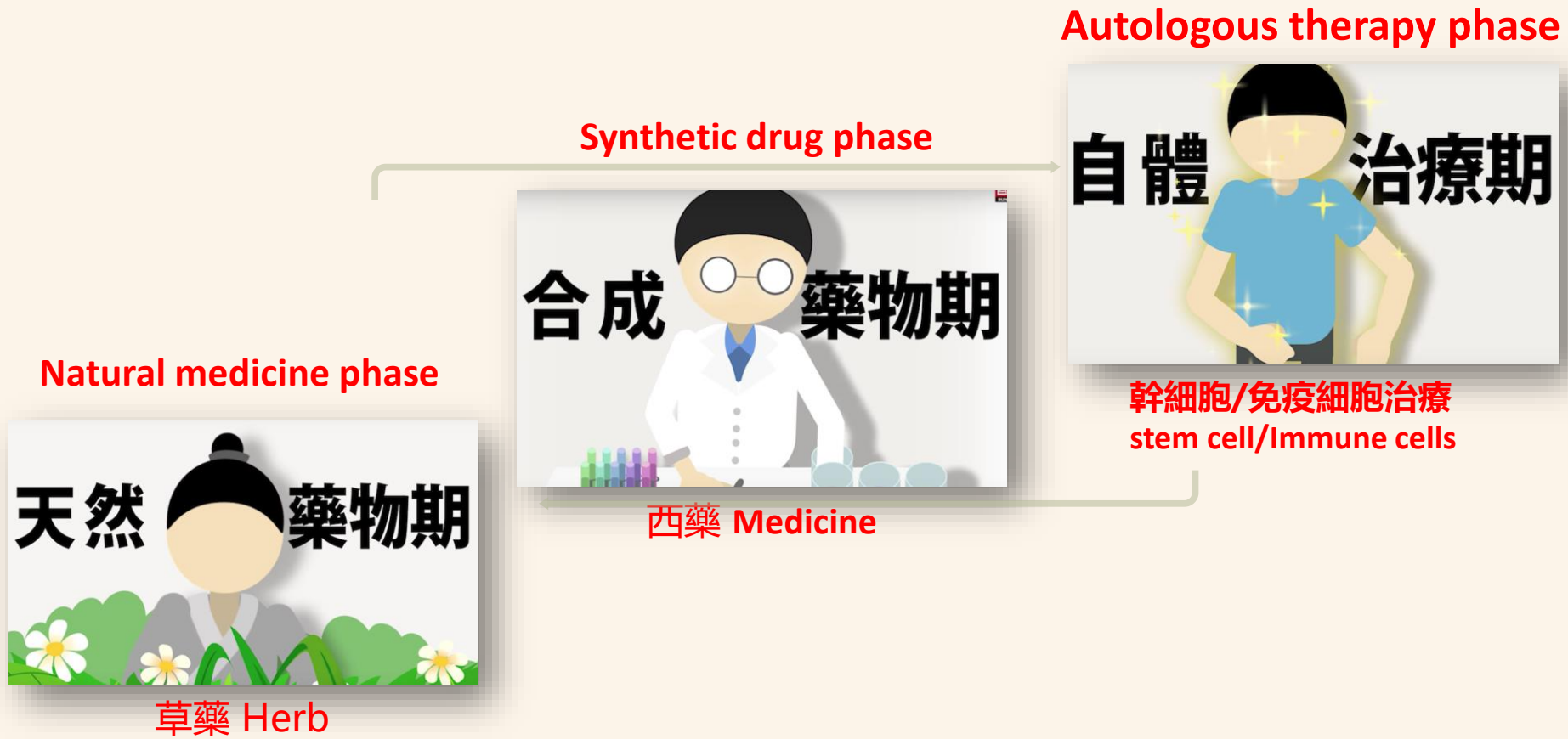


■ 化妝水 ■ 面膜 ■ 潤膚膏霜 ■ 洗護髮 ■ 混合类 ■ 其他

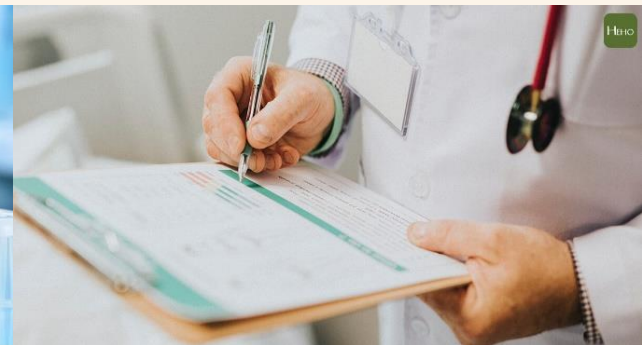


New Business

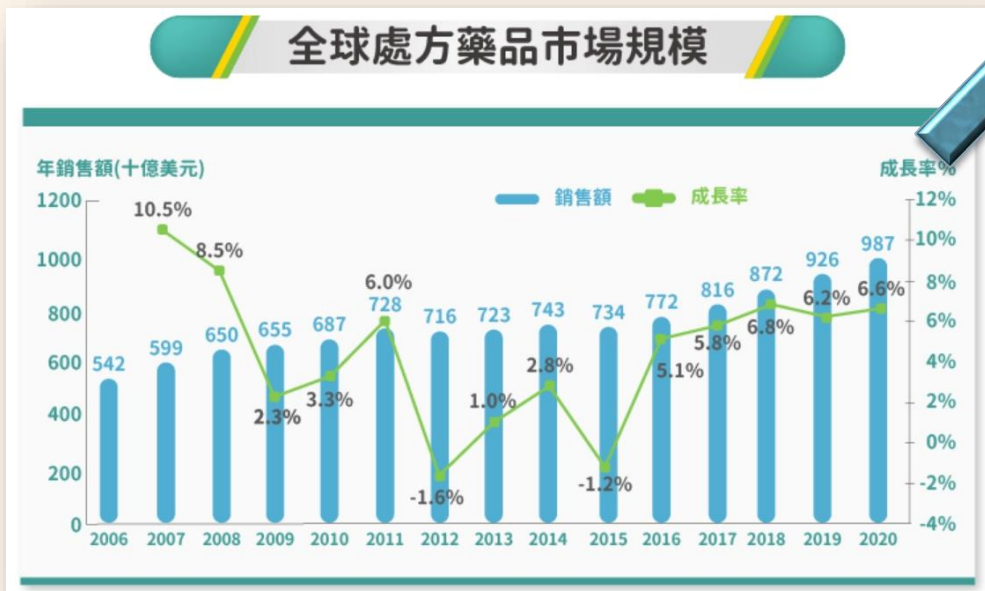
3 Phases of Medical Evolution



- Nowadays, the awareness of health checks is on the rise, partly due to the rise of "preventive medicine", which advocates "health management".
- After the epidemic (COVID-19), it is even more active in the market of health care products!
- Emerging markets: anti-aging, health supplements, long-haul COVID symptoms



Market size of Pre-pandemic health supplements



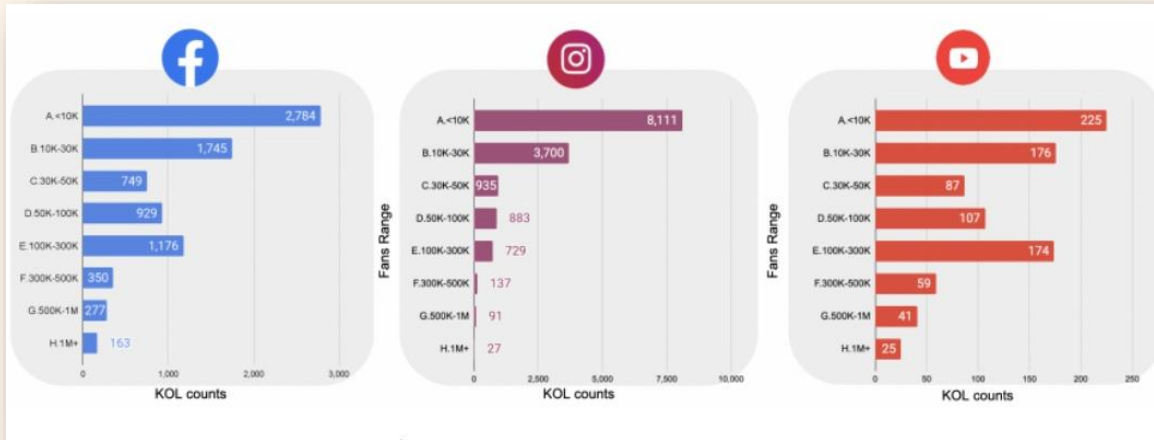
Global pharmaceutical market analysis estimates that the global pharmaceutical market will grow steadily at a compound economic growth rate of 4.8% from 2016 and approach \$1 trillion in annual sales in 2020

The health supplement industry has not been affected by the downturn, and in the past 20 years, the health supplement industry has taken root and grown in Taiwan.

Since 2016, the market value has exceeded NT\$100 billion, whether it is TV shopping channels, convenience stores, drugstores, MLM, direct sales, e-commerce online and other sales channels, you can see a variety of health foods.

To create good results for various companies, health food has gradually become an industry with great development potential in Taiwan and internationally.

The physical channel of health supplements is not only through pharmacies, but also in cooperation with medical institutions to ensure customer loyalty and increase purchase intentions.



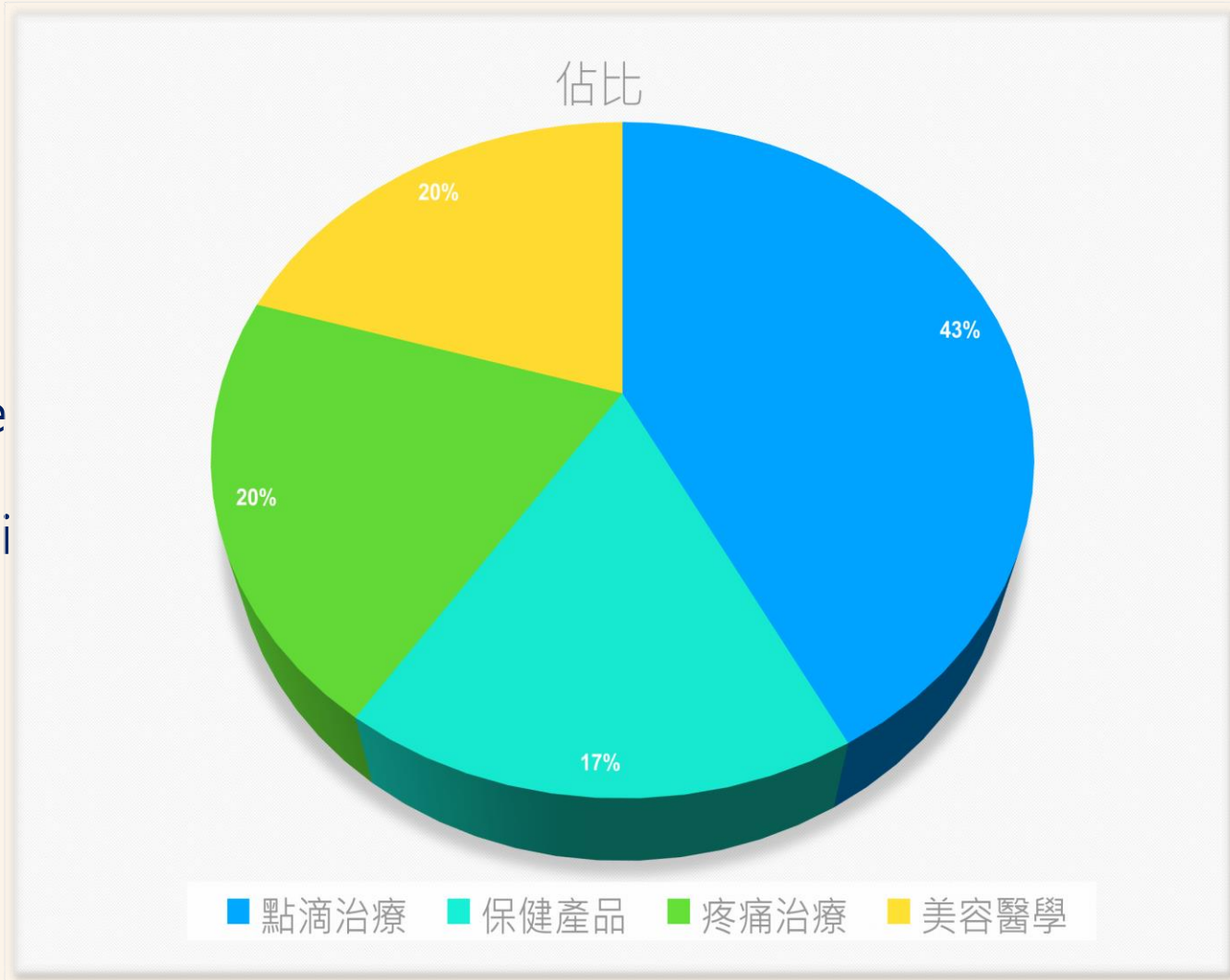
Analysis of the number of health supplementson the three social platforms

Online group buying trend of health supplements.



Actual Case

The annual revenue ratio of an anti-aging clinic in Taipei City.



Thank You

Q&A