

Global Excellence in Providing Kitchen & Bath Solutions

Globe Union Industrial Corp. 9934



Product Category

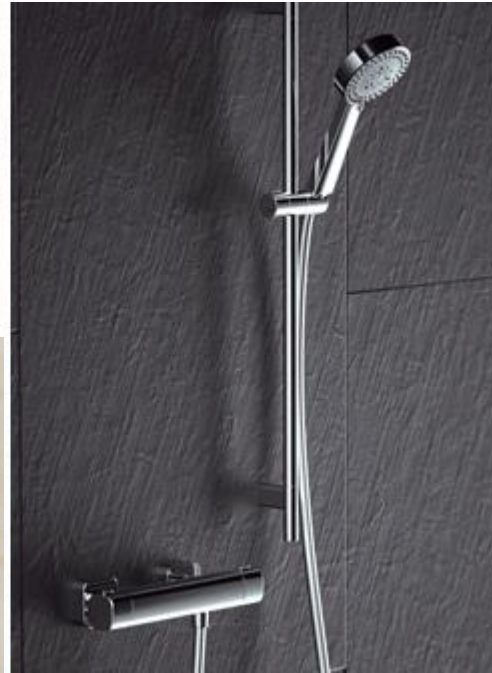
Our Portfolio Includes More Than Faucets

Faucet

Vitreous China

Bath Accessories

Showerheads



Milestone

1979

Founded in Taichung as a trading company

1999

- Listed on Taiwan Stock exchange (9934)
- Introduced own Brand "Danze" to US market

danze
by GERBER

2004

Acquired European brand "Lenz"

Lenz
Perfekt in Design und Funktion.

2012

Introduced of the high-quality Kitchen & Bath Product R & D center in Taichung



2016

- Restructured Company Corporate Governance Structure and adaptation of professional management for substantial company development

2019

- Shane Ouyang has chosen to succeed Scott Ouyoung as Chairman of the Board.
- Appointed Todd Talbot as Company CEO
- Formation of Subsidiary GU Plumbing de Mexico S.A de C. V, for production of VC
- Consolidated Business unit by product category to achieve the Vision of the Company "One family One vision"

● Foundation ●

Brand Expansion ●

Manufacturing Expansion ●

Service upgrade

1990

Established Faucet Manufacture factory in Shenzhen, China



2003

Expanded product category to vitreous China Sanitary ware by acquiring "Gerber" Brand in US & "Milim" factory in China

GERBER

2007

Acquired PJH, a leading European supplier and distributor of appliances and Bathroom products

pjh
together we're better

2009

Completed Faucet Factory Integration



2015

Expanded Milim production capacity by adding fifth kiln and fourth high pressure casting line

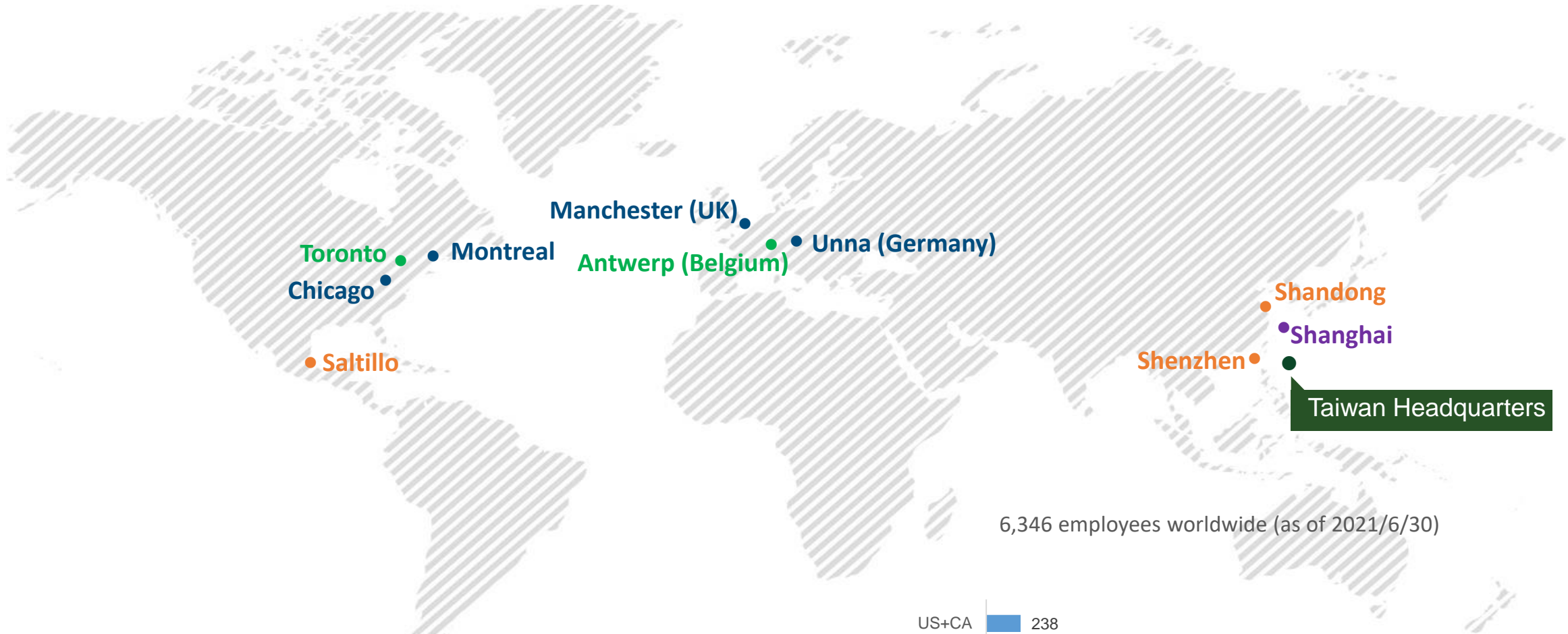


2017

- On-going implementation of core manufacture process automation

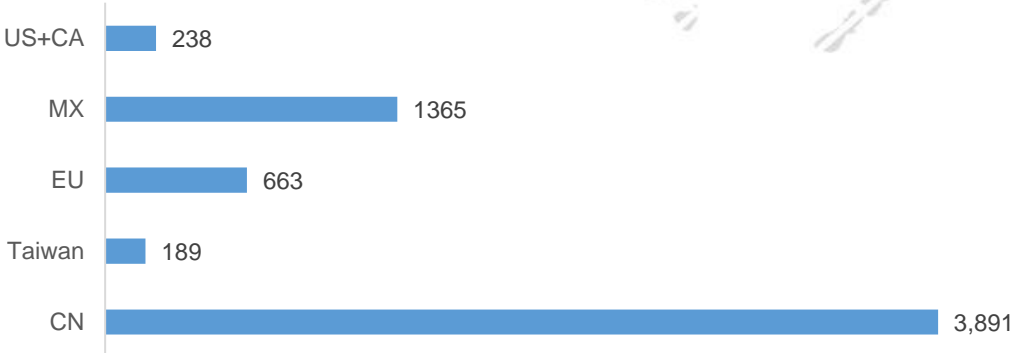


Global Network

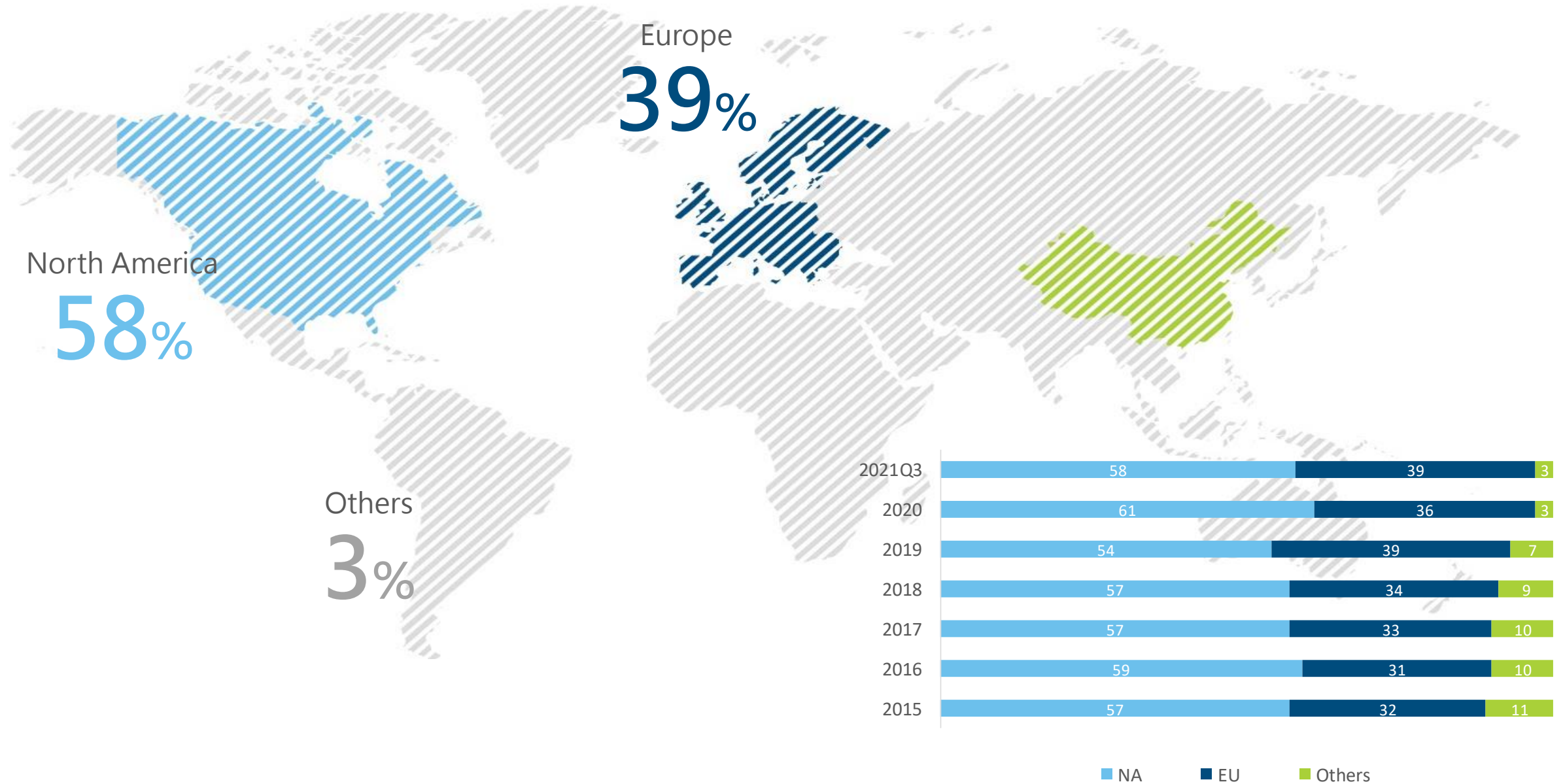


- **Offices & Distribution Centers**
- **Sales Offices**
- **Sourcing Office**
- **Factories**

6,346 employees worldwide (as of 2021/6/30)



Sales by Region



Business Segmentation

BRAND

Our brands include Gerber in North America and Lenz in Europe

GERBER®



Perfekt in Design und Funktion.

Globe Private OEM & Brand

Global OEM and Private Brand serves our strategic Retail, Trade, OEM and ODM partners

PJH (UK Distribution)

PJH specializes in providing logistic, distribution service solutions for sanitary ware and appliances in UK.



Business Segmentation

PJH is a UK based distributor of bathrooms, appliances, sinks & taps and kitchens



Retail (26% of revenue)

Providing bathrooms, appliances, sinks & taps and kitchens to retailers and merchants.

Next Day delivery to Store



Contracts (24% of revenue)

Supply and installation of kitchen appliances to builders.

Next Day delivery to Site



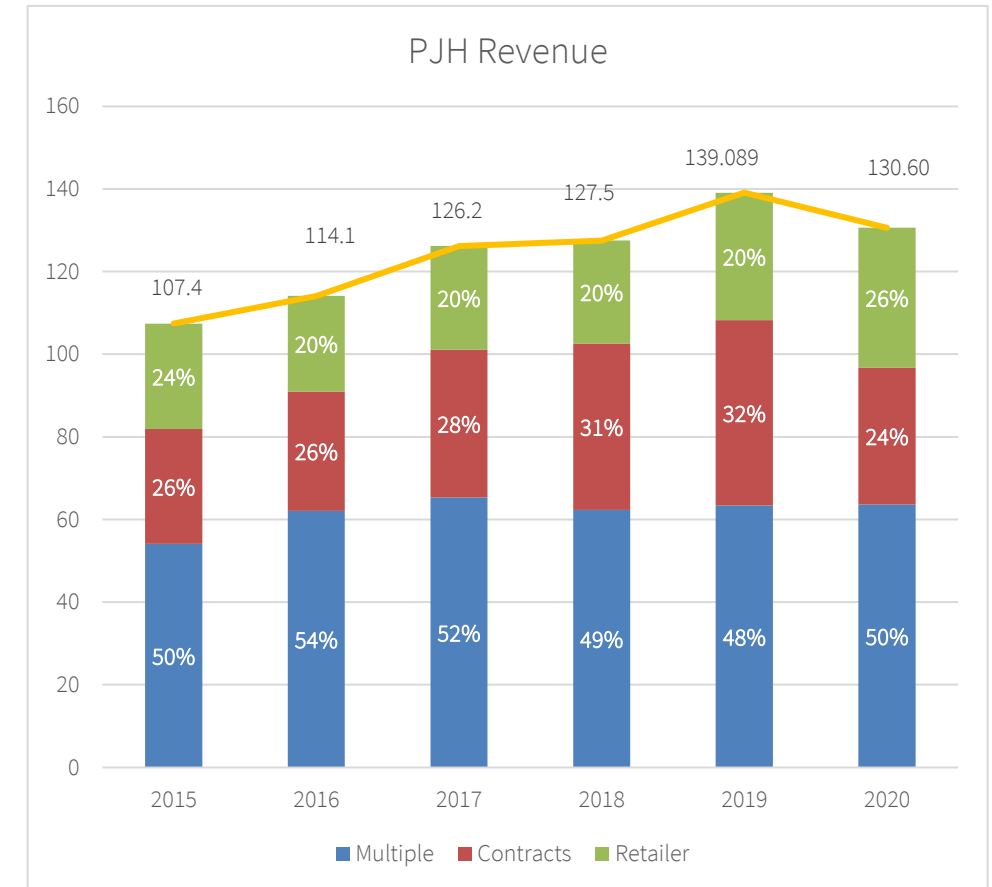
Customers

Multiples (50% of revenue)

Providing supply chain management, logistics, warehousing, customer care and merchandising services to big box multiple retailers.

**Twice weekly delivery to Store
6 days a week delivery to Home**

GBP : Million



* 2020 PJH revenue declined due to COVID19 lockdown

Product Category

38%



Faucets & Showerhead

38%



Vitreous China

24%



Others

[Note]

1. As of 2021/9/30

2. Package of Kitchen Products includes package sales of the kitchen products and equipment.

3. Others is including bathroom accessories , package of kitchen products . cabinet and distribution services fee



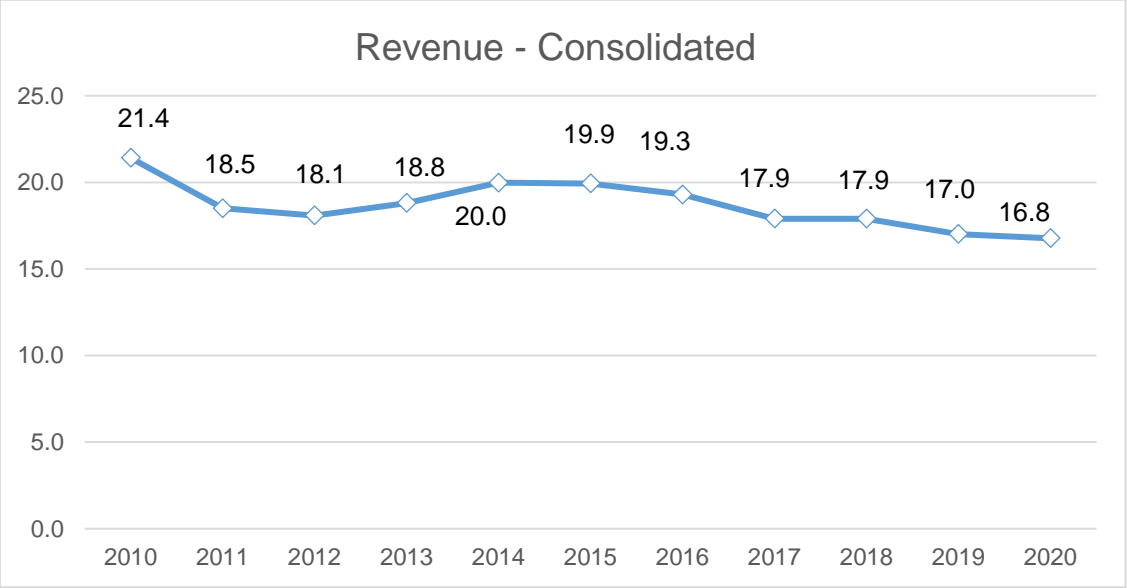

One Family One Vision

一個家共同的夢

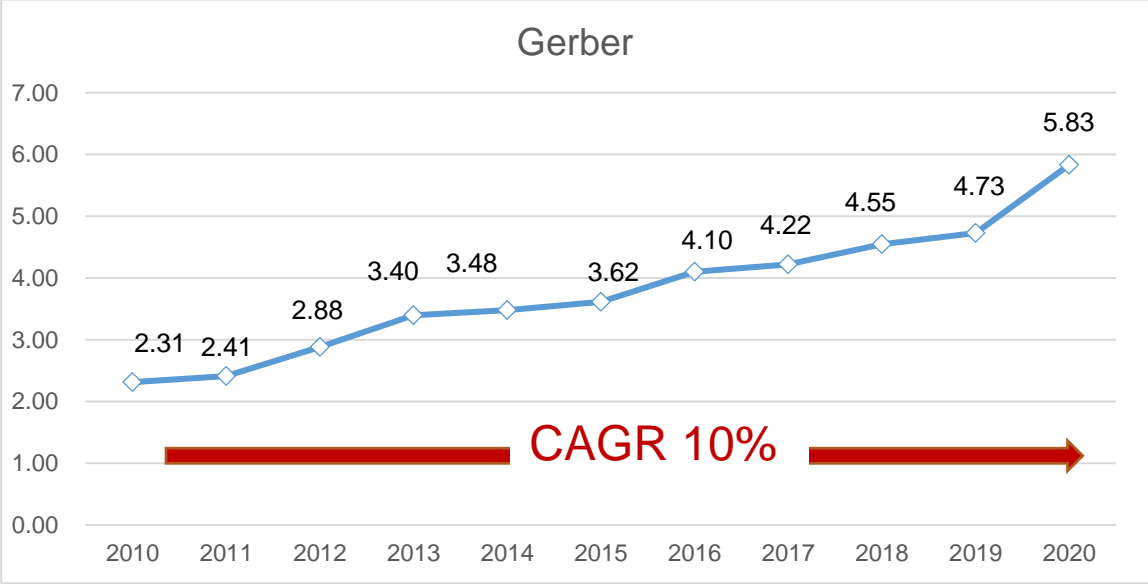
Business Strategy

STRONG REVENUE GENERATION from BRAND

NT: Billion



NT: Billion



NT (Billion)	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Revenue – Consolidated	22.9	21.3	21.4	18.5	18.1	18.8	20.0	19.9	19.3	17.9	17.9	17.0	16.78
Revenue - Gerber	2.1	2.1	2.3	2.4	2.9	3.4	3.5	3.6	4.1	4.2	4.5	4.7	5.8
Weight %	9%	10%	11%	13%	16%	18%	17%	18%	21%	24%	25%	28%	35%

Unified Manufacturing Organization



Milim – Vitreous China (QD, CN)



GU Mexico –Vitreous China (MX)



GUFY– Faucet (SZ, CN)

GLOBAL MARKETING and MANUFACTURING



Unified Sales Front

WHOLESALE

PLUMBER/ BUILDER

RETAIL

CLUB/ BIG BOX

STRATEGIC CORPORATE FUNCTIONS



Business Strategy

BRAND GROWTH
SALES CHANNEL EXPANSION



GROWTH in existing sales
channel

EXPANSION to new retail
market

WHOLESALE

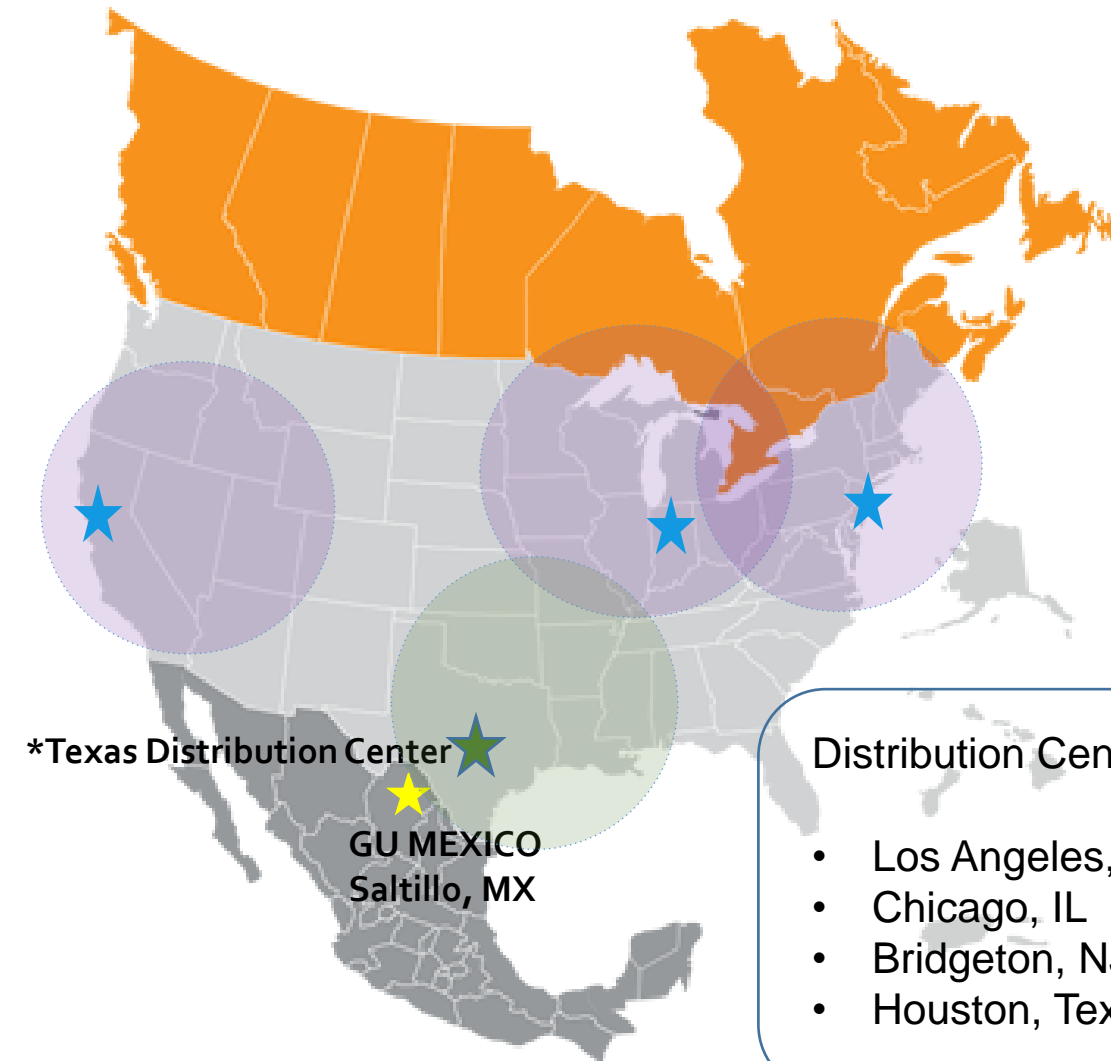
PLUMBER/ BUILDER

RETAIL

CLUB/ BIG BOX

Business Strategy

LEADTIME AND TRANSPORTATION COST REDUCTION for CORE MARKET



- ✓ Completed asset acquisition and set up a Mexican subsidiary "GU Plumbing de Mexico S.A. de C.V. " on Oct 2019 for Vitreous China products
- ✓ Addition to Global supply chain for diversifying the supply base
- ✓ Significant reduction on transportation cost and lead time
- ✓ Flexible use of the Texas distribution center for efficient logistic in North America

Q & A

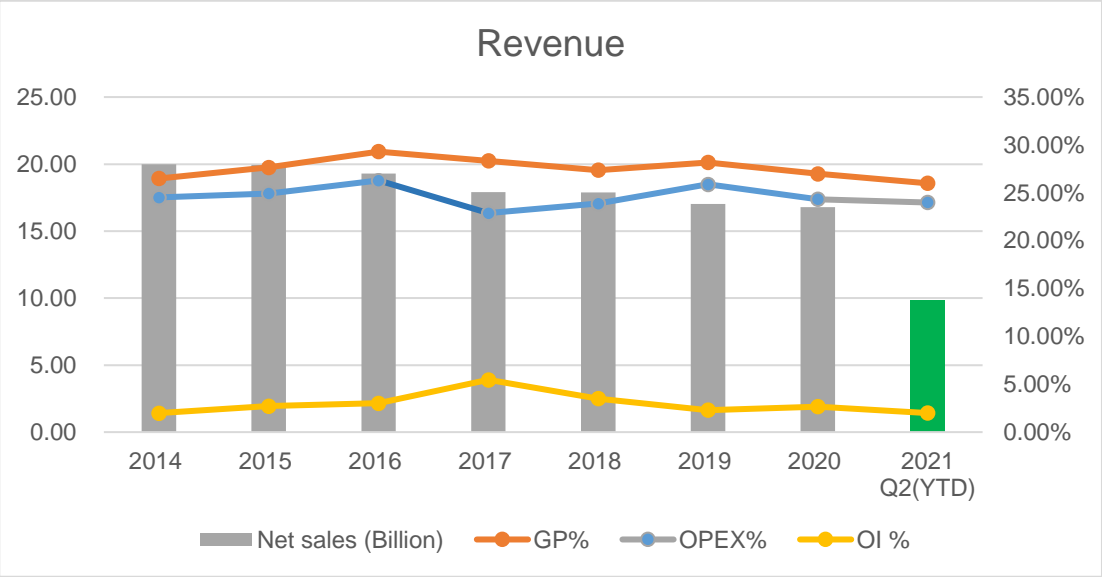


GERBER

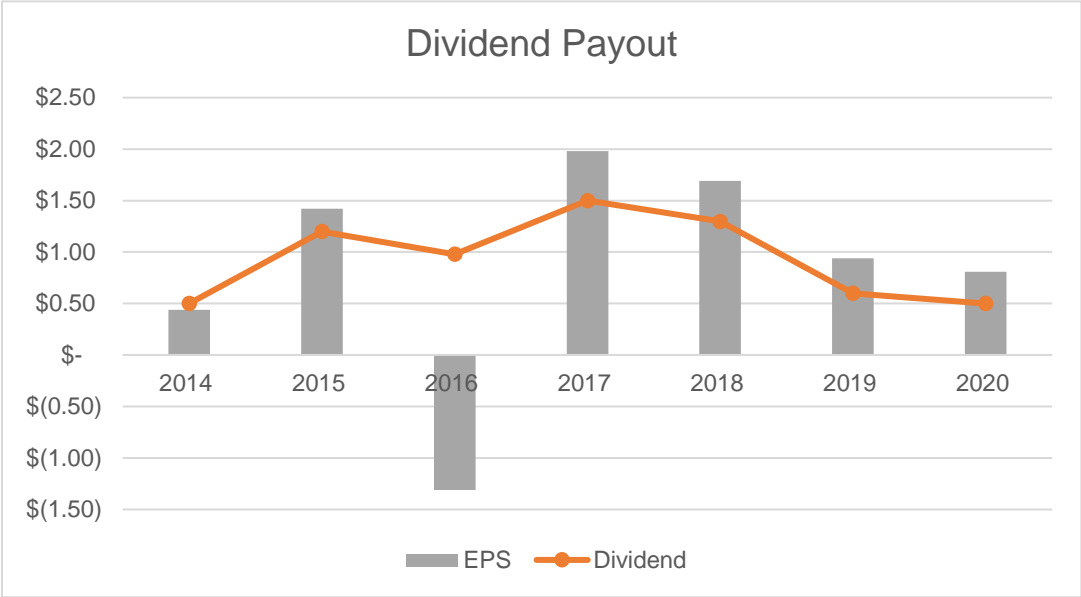
Financial Data

FINANCIAL DATA

NTD : Billion



NTD : Dollar



Year	2016	2017	2018	2019	Q2	2021 Q3 (YTD)
Net Sales (billion)	19.3	17.91	17.88	17.02	16.78	14.75
GP%	29.31%	28.34%	27.37%	28.18%	27.52%	26%
OPEX%	26.29%	22.89%	23.87%	25.89%	24.75%	24%
OI%	3.01%	5.46%	3.50%	2.30%	2.77%	2%

Year	2016	2017	2018	2019	2020	2021 Q1	2021 Q2	2021 Q3
EPS (dollar)	(1.31)	1.98	1.69	0.94	0.81	0.15	0.22	0.0
Dividend (dollar)	0.98	1.5	1.3	0.6	0.5	-		
Payout ratio %	-	76%	77%	64%	62%			

Financial Data

COSOLIDATED INCOME STATEMENT (simplified) data

	2016	2017	2018	2019	2020	2021Q1	2021Q2	2021 Q3
Net Sales	19,304,125	17,910,124	17,879,120	17,023,426	16,775,209	5,002,093	4,866,317	4,885,724
Gross Profit	5,657,522	5,076,134	4,894,358	4,797,880	4,616,751	1,262,146	1,271,493	1,237,317
Operating expenses	5,075,584	4,098,787	4,268,243	4,406,824	4,151,272	1,147,647	1,178,908	1,171,289
Operating income	581,938	977,347	626,115	391,056	465,479	114,499	92,585	66,028
Non operating income	(860,537)	10,210	177,277	92,475	(819)	5,038	44,027	(24,747)
Income before tax	(278,599)	987,557	803,392	483,531	464,660	119,537	136,612	41,281
Income Tax	203,958	280,828	184,476	147,476	177,173	64,038	57,823	41,169
Net income after tax	(482,557)	706,729	618,916	336,055	287,487	55,499	78,789	112
Net income Attributable to stockholder of the parent company	(463,027)	698,342	618,220	335,173	287,487	55,499	78,789	112

Financial Data

CONSOLIDATED BALANCE SHEET (simplified)DATA

NTD (' 000)	2016	2017	2018	2019	2020	2021Q1	2021Q2	2021Q3
Current Asset	10,035,597	10,249,528	9,975,744	9,589,522	11,094,398	10,278,364	10,668,473	10,445,180
Non Current Asset	3,316,748	3,031,748	2,837,437	6,260,322	5,736,345	5,813,842	5,760,421	5,722,953
Total Asset	13,352,345	13,281,276	12,813,181	15,849,844	16,830,743	16,092,206	16,428,894	16,168,133
Current liabilities	5,805,197	5,761,721	5,225,531	5,311,557	6,599,833	6,266,235	6,700,773	6,658,239
Non Current Liabilities	1,893,916	1,420,317	1,612,835	4,964,677	4,713,633	4,289,718	4,256,293	4,265,367
Total Liabilities	7,699,113	7,182,038	6,838,366	10,276,234	11,313,466	10,555,953	10,957,066	10,923,606
Total Capital	3,553,042	3,675,889	3,682,235	3,565,977	3,581,640	3,581,640	3,581,640	3,581,640
Additional paid-in captial	940,467	1,026,759	1,032,019	995,214	938,667	941,186	943,943	877,573
Total retained earnings	1,408,570	1,791,536	1,895,790	1,740,633	1,849,910	1,905,409	1,984,198	1,874,354
Total other components of equity	(285,914)	(470,533)	(526,207)	(728,214)	(852,940)	(891,982)	(1,037,953)	(1,089,040)
Treasury stock	(44,868)	-	(186,207)	-	-	-	-	-
Non- controlling interest	81,935	75,587	77,185	-	-	-	-	-
Total Equality	5,653,232	6,099,238	5,974,815	5,573,610	5,517,277	5,536,253	5,471,828	5,244,527
Debt to Equity ratio	136%	118%	114%	184%	205%	191%	200%	208%
Debt to Equity ratio (excl IFRS 16)				147%	168%	151%	160%	166%
Net Cash	400,558	162,501	598,366	(696,274)	(476,686)	(977,845)	(820,197)	(1,639,139)

* Net Cash = Cash and Cash Equivalents + financial asset measured at amortized cost- Loan (Short term, Long term and current portion of long-term loan)