

# Global Excellence in Providing Kitchen & Bath Solutions

**Globe Union Industrial Corp. 9934**

# Product Category

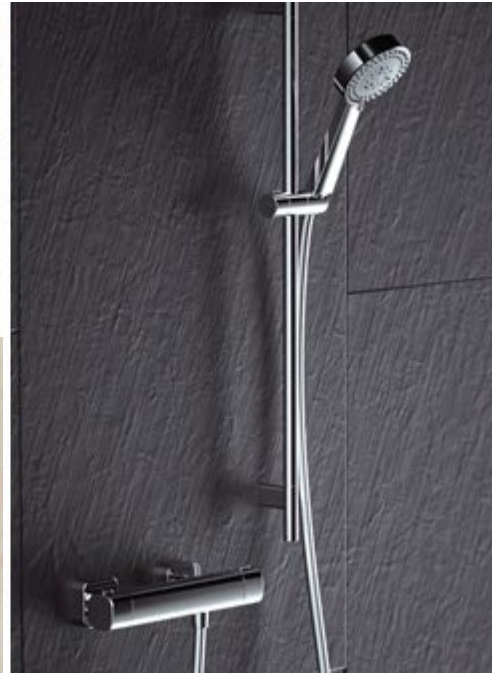
Our Portfolio Includes More Than Faucets

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



2004

Acquired European brand "Lenz"



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 to succeed Scott Ouyong as Chairman of the Board ; Appointed Todd Talbot as Company CEO
- Formation of MX Subsidiary GU Plumbing de Mexico S.A de C. V, for production of VC

2022

Formation of CN Subsidiary Globe Union Ann Bo Manufacturing Co., Ltd, for Brass product production



● 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



2007

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



2009

Competed 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

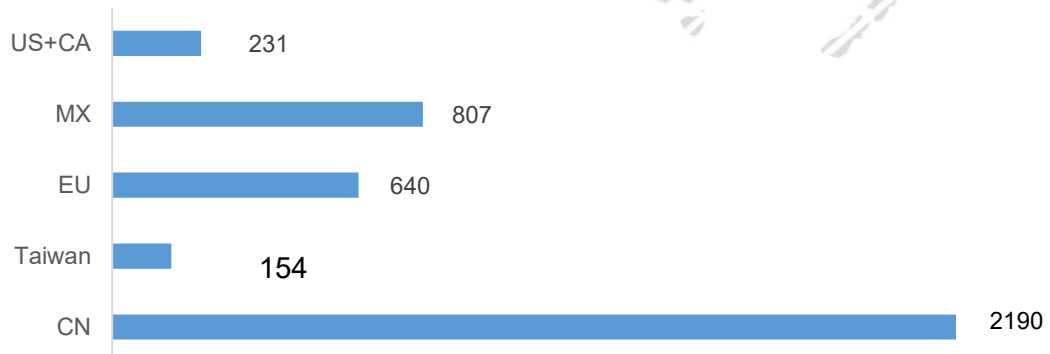


# Global Network

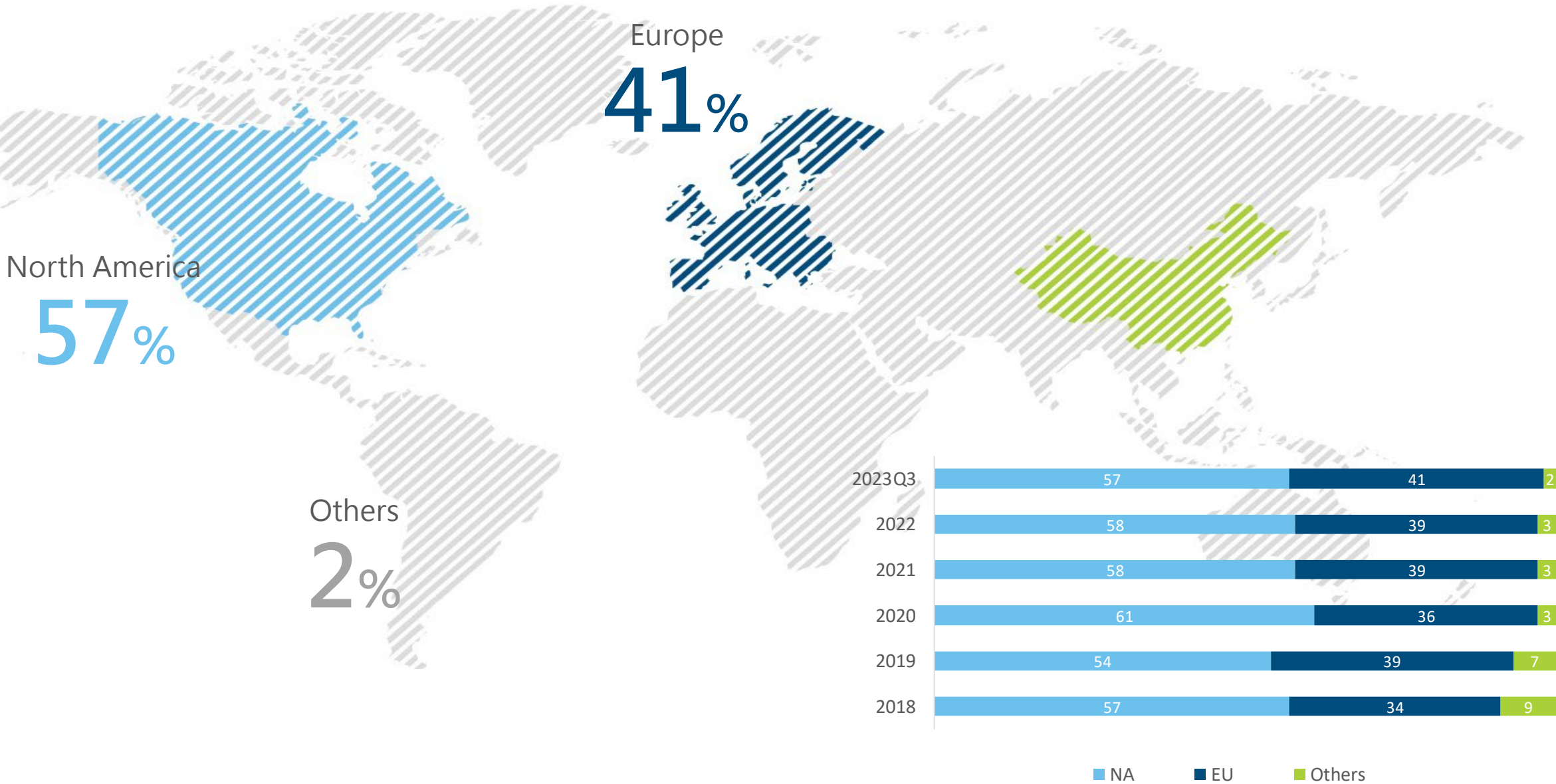


- **Offices & Distribution Centers**
- **Sales Offices**
- **Sourcing Office**
- **Factories**

4,022 employees worldwide (as of 2023/9/30)



# 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.



## Unified Manufacturing Organization



Milim – Vitreous China  
(QD, CN)



GU Plumbing de Mexico  
–Vitreous China (MX)



Shenzhen Globe Union  
Enterprise  
– Faucet (SZ, CN)



Globe Union Ann Bo  
Manufacturing  
– Faucet (DG, CN)

## GLOBAL MARKETING and MANUFACTURING



## Unified Sales Front

WHOLESALE

PLUMBER/ BUILDER

RETAIL

CLUB/ BIG BOX

### STRATEGIC CORPORATE FUNCTIONS





# Business Segmentation

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



## Retail (31% 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**



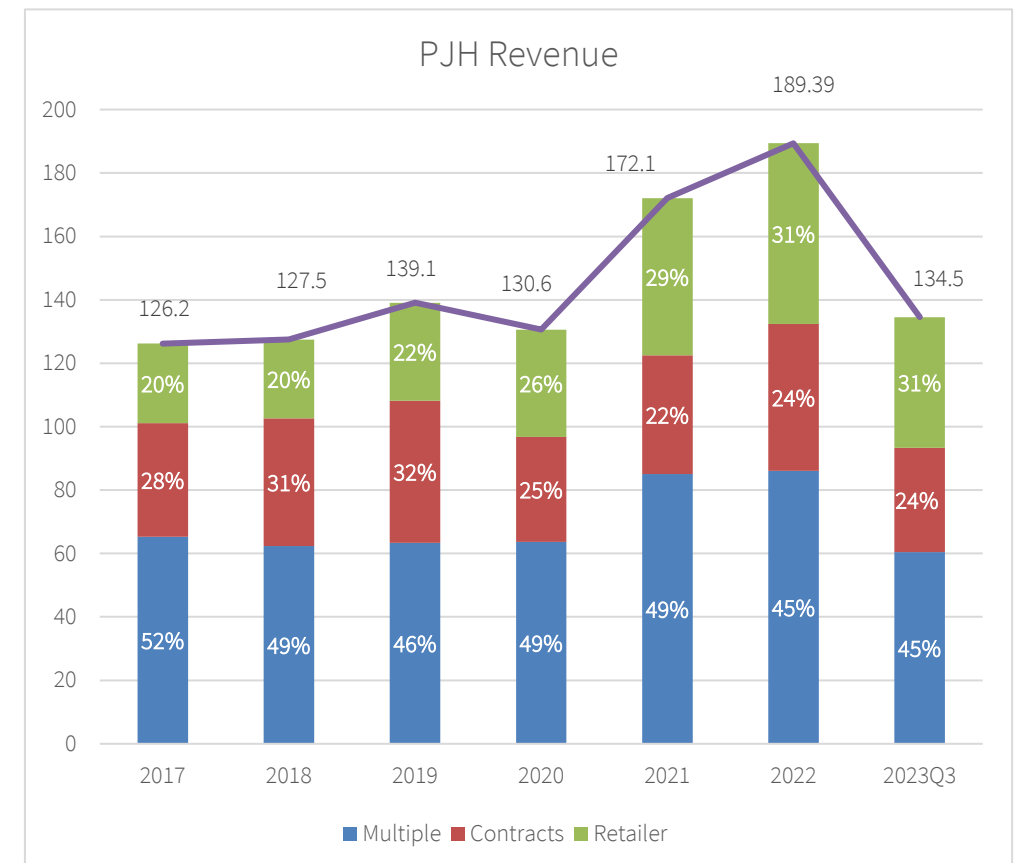
## Customers

## Multiples (45% 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

34%



Faucets & Showerhead

43%



Vitreous China

23%



Others

[Note]

1. As of 2023/9/30

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

# Financial Data

## COSOLIDATED INCOME STATEMENT (simplified) data

('000)	2018FY	2019FY	2020FY	2021FY	2022FY	2022 FY (w/o recognition of losses from moving SZ factory)	Difference	2023Q1	2023Q2	2023Q3
Net Sales	17,879,120	17,023,426	16,775,209	19,491,355	20,211,011	20,211,011		4,522,613	4,685,791	4,798,612
Gross Profit	4,894,358	4,797,880	4,616,751	4,799,037	4,963,192	5,017,428	54,236	1,226,122	1,406,766	1,538,794
Operating expenses	4,268,243	4,406,824	4,151,272	4,641,433	5,660,071	4,789,119	870,952	1,240,451	1,240,568	1,424,179
Operating income	626,115	391,056	465,479	157,604	(696,879)	228,309		(14,329)	166,198	114,615
Non operating income	177,277	92,475	(819)	18,800	(199,964)	(51,450)	148,514	105,301	69,151	145,603
Income before tax	803,392	483,531	464,660	176,404	(896,843)	176,859		90,972	235,349	260,218
Income Tax	184,476	147,476	177,173	163,607	(7,969)	35,808	43,777	48,423	68,783	73,374
Net income after tax	618,916	336,055	287,487	12,797	(888,874)	141,051		42,549	166,566	186,844
Net income Attributable to stockholder of the parent company	618,220	335,173	287,487	12,797	(888,874)	141,051	1,117,479	42,549	166,566	186,844

# Financial Data

## CONSOLIDATED BALANCE SHEET ( simplified )DATA

NTD ( ' 000)	2018FY	2019FY	2020FY	2021FY	2022FY	2023 Q1	2023 Q2	2023 Q3
Current Asset	9,975,744	9,589,522	11,094,398	10,471,779	10,609,052	10,267,381	10,235,154	10,065,323
Non Current Asset	2,837,437	6,260,322	5,736,345	5,703,041	5,992,773	6,097,258	6,022,721	6,075,064
<b>Total Asset</b>	<b>12,813,181</b>	<b>15,849,844</b>	<b>16,830,743</b>	<b>16,174,820</b>	<b>16,601,825</b>	<b>16,364,639</b>	<b>16,257,875</b>	<b>16,140,387</b>
Current liabilities	5,225,531	5,311,557	6,599,833	6,887,044	6,621,594	6,769,474	6,897,035	6,589,498
Non Current Liabilities	1,612,835	4,964,677	4,713,633	4,115,091	5,306,427	4,261,772	3,853,221	3,619,409
<b>Total Liabilities</b>	<b>6,838,366</b>	<b>10,276,234</b>	<b>11,313,466</b>	<b>11,002,135</b>	<b>11,928,021</b>	<b>11,031,246</b>	<b>10,750,256</b>	<b>10,208,907</b>
Total Capital	3,682,235	3,565,977	3,581,640	3,581,640	3,584,740	4,084,140	4,084,140	4,084,140
Additional paid-in captial	1,032,019	995,214	938,667	877,995	887,844	984,580	985,432	986,666
Total retained earnings	1,895,790	1,740,633	1,849,910	1,794,862	879,991	922,540	1,089,106	1,275,950
Total other components of equity	(526,207)	(728,214)	(852,940)	(1,081,812)	(678,771)	(657,867)	(651,059)	(415,276)
Treasury stock	(186,207)	-						
Non- controlling interest	77,185	-						
<b>Total Equality</b>	<b>5,974,815</b>	<b>5,573,610</b>	<b>5,517,277</b>	<b>5,172,685</b>	<b>4,673,804</b>	<b>5,333,393</b>	<b>5,507,619</b>	<b>5,931,480</b>
Debt to Equity ratio	114%	184%	205%	213%	255%	207%	195%	172%
Debt to Equity ratio (excl IFRS 16)		147%	168%	170%	201%	159%	149%	130%

# Q & A

