

# Global Excellence in Providing Kitchen & Bath Solutions

**Globe Union Industrial Corp. 9934**

# Product Category

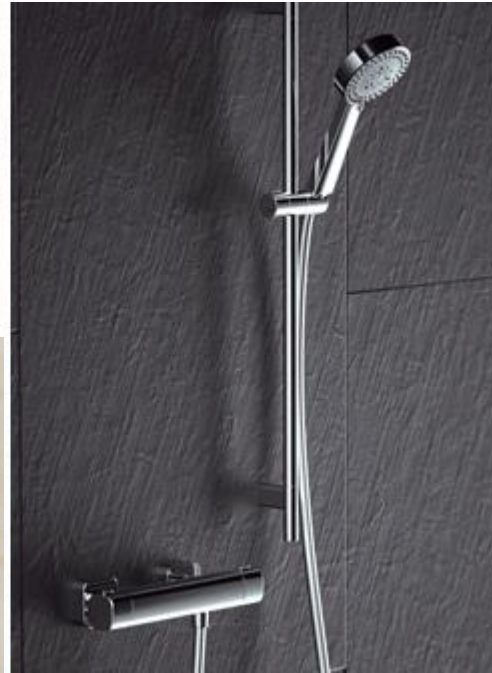
Our Portfolio Includes More Than Faucets

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 Ouyoung 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

Completed Faucet Factory Integration



2015

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

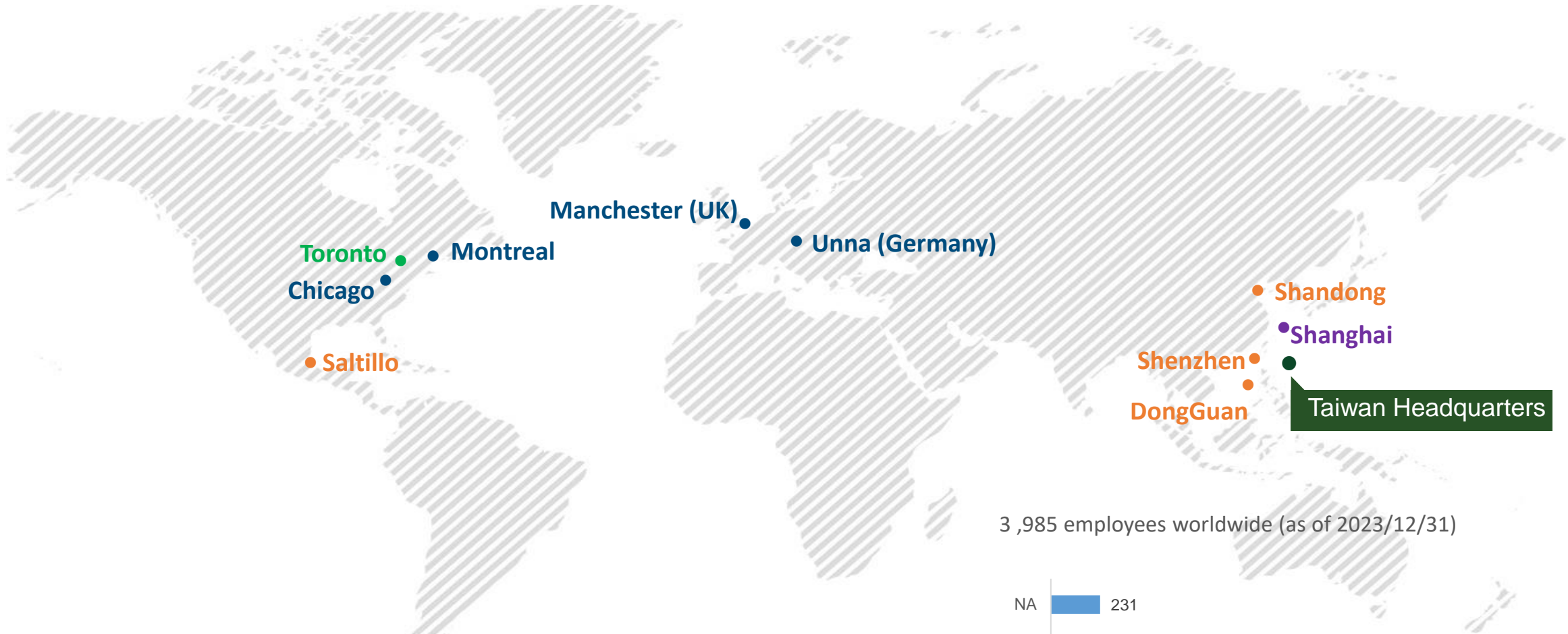


2017

On-going implementation of core manufacture process automation

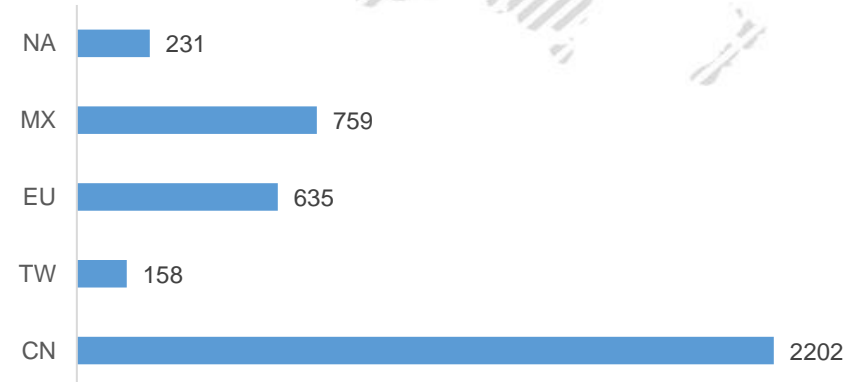


# Global Network

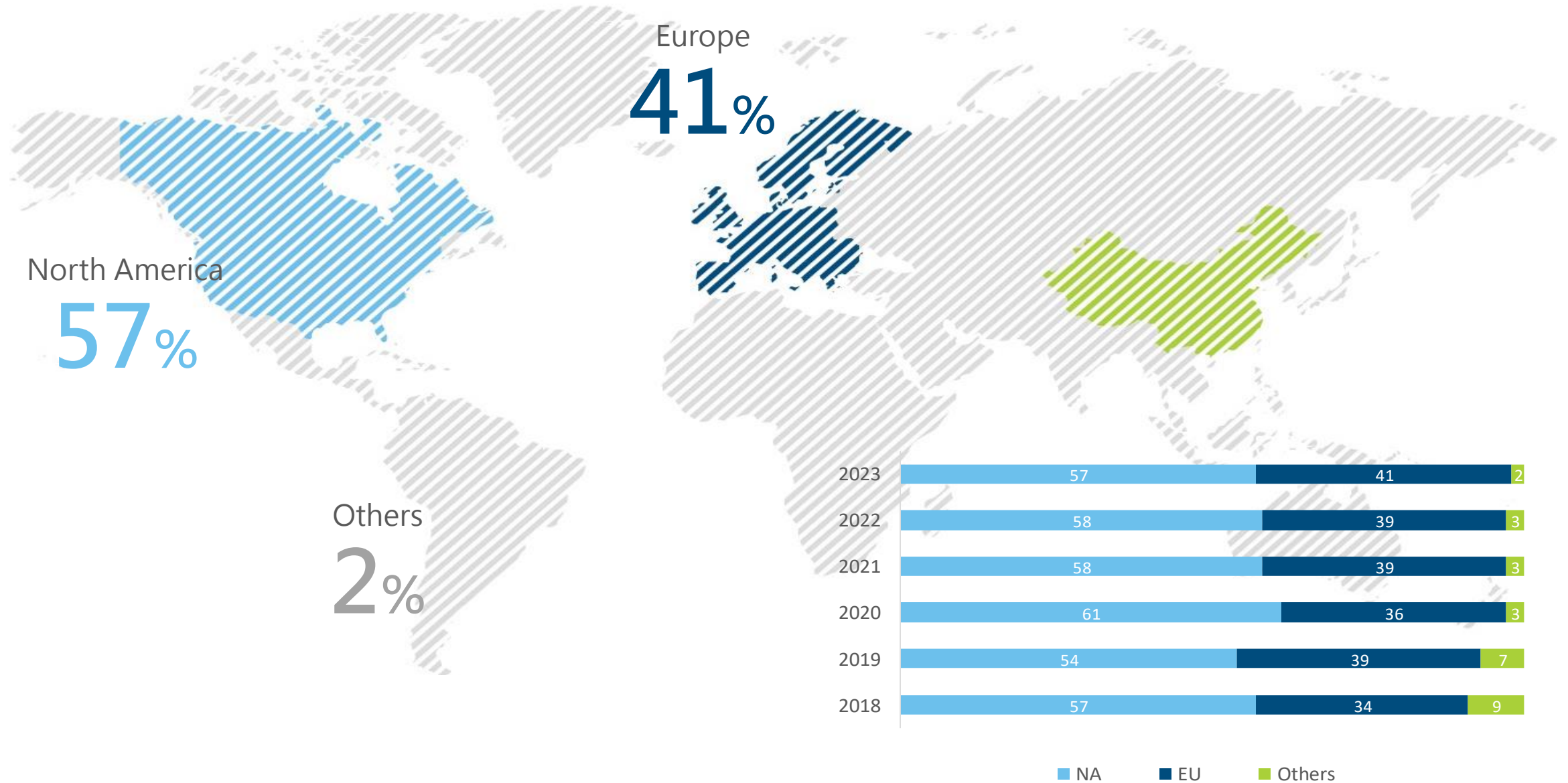


- **Offices & Distribution Centers**
- **Sales Offices**
- **Sourcing Office**
- **Factories**

3,985 employees worldwide (as of 2023/12/31)



# 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)

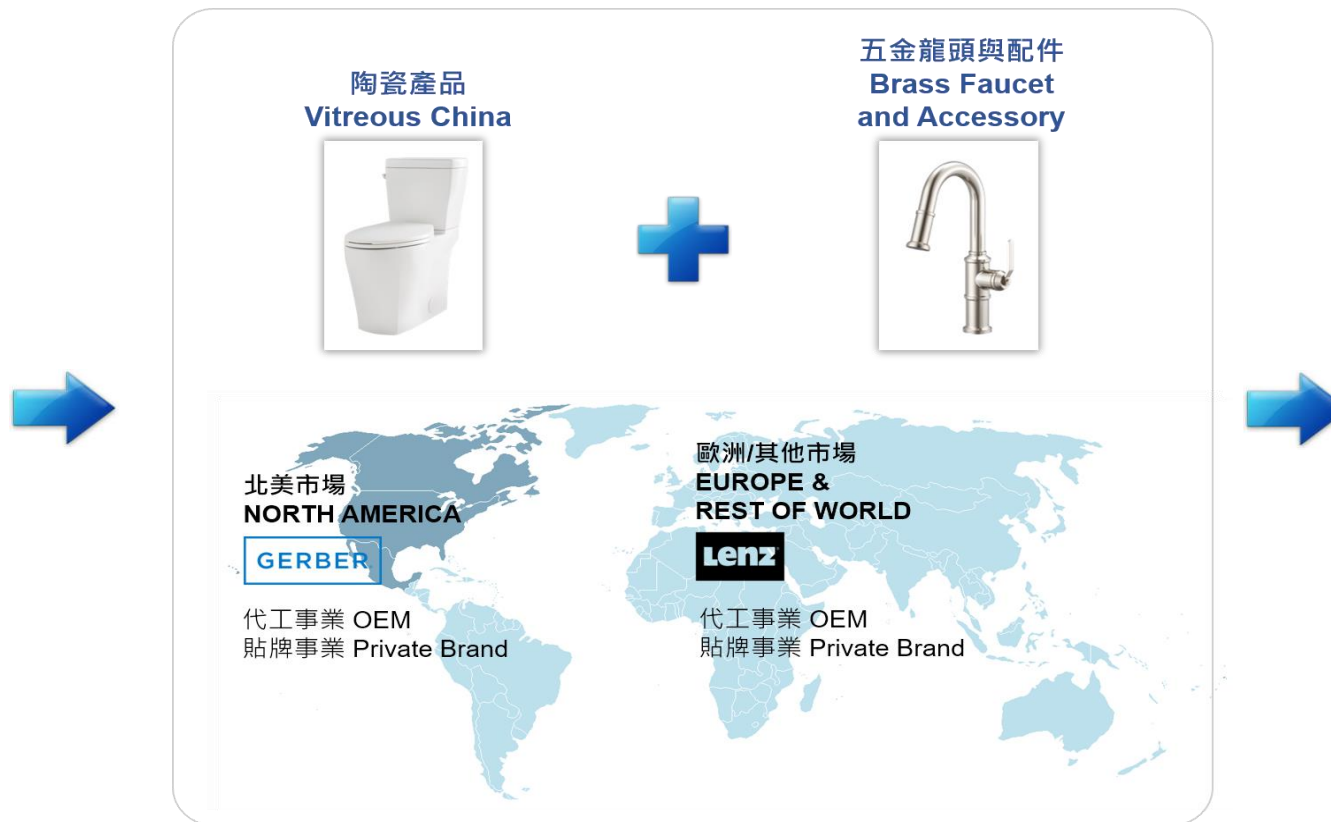


GU Plumbing de Mexico  
–Vitreous China (MX)



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**



## Builder (24% of revenue)

Supply and installation of kitchen appliances to builders.

**Next Day delivery to Site**



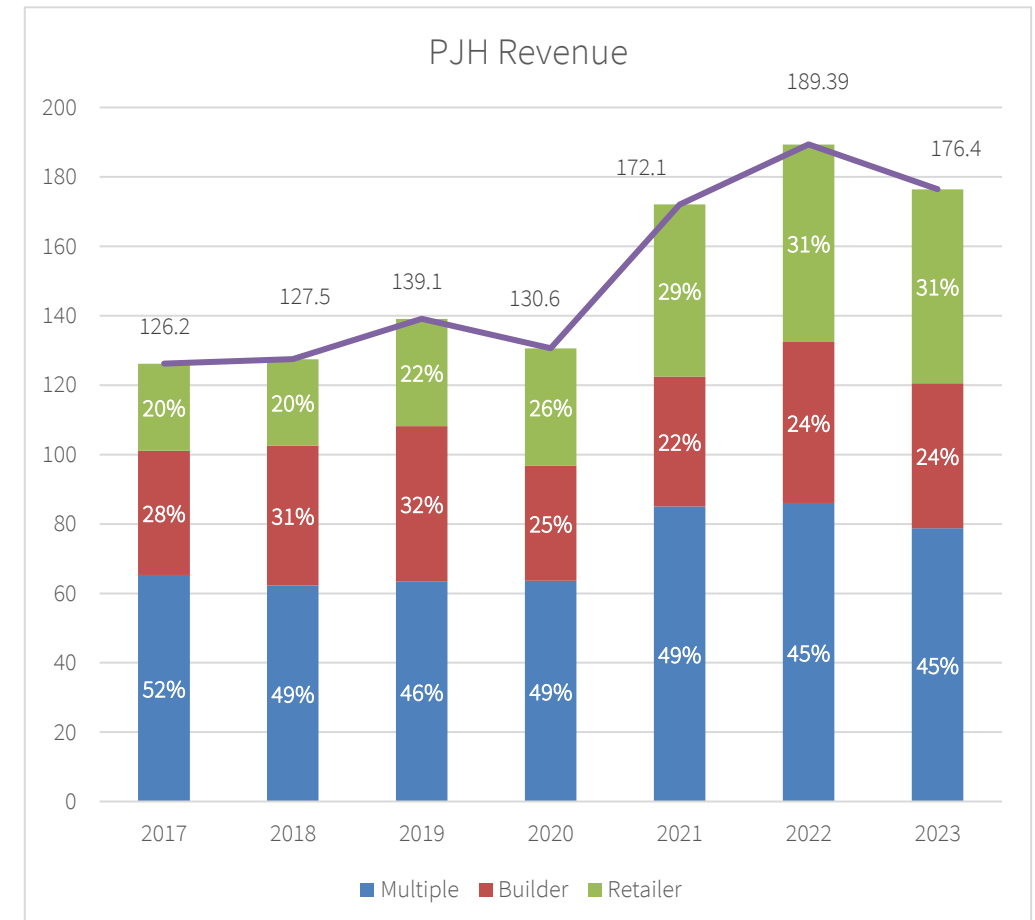
## Customers

## 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

33%



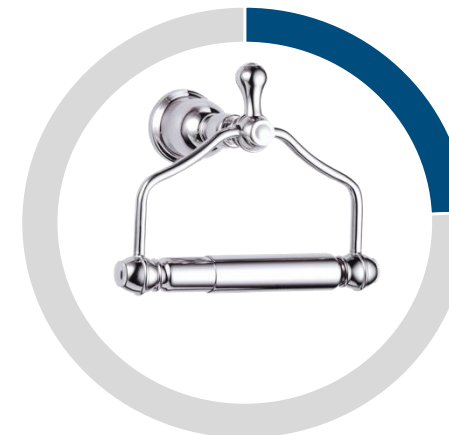
Faucets & Showerhead

43%



Vitreous China

24%



Others

[Note]

1. As of 2023/12/31

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 (w/o one time recognition of losses)	2023FY
Net Sales	17,879,120	17,023,426	16,775,209	19,491,355	20,211,011	20,211,011	18,313,929
Gross Profit	4,894,358	4,797,880	4,616,751	4,799,037	4,963,192	5,017,428	5,619,846
Operating expenses	4,268,243	4,406,824	4,151,272	4,641,433	5,660,071	4,789,119	5,288,790
Operating income	626,115	391,056	465,479	157,604	(696,879)	228,309	331,056
Non operating income	177,277	92,475	(819)	18,800	(199,964)	(51,450)	480,894
Income before tax	803,392	483,531	464,660	176,404	(896,843)	176,859	811,950
Income Tax	184,476	147,476	177,173	163,607	(7,969)	35,808	206,849
Net income after tax	618,916	336,055	287,487	12,797	(888,874)	141,051	605,101
Net income Attributable to stockholder of the parent company	618,220	335,173	287,487	12,797	(888,874)	141,051	605,101

# Financial Data

## CONSOLIDATED BALANCE SHEET (simplified) DATA

NTD (' 000)	2018FY	2019FY	2020FY	2021FY	2022FY	2023FY
Current Asset	9,975,744	9,589,522	11,094,398	10,471,779	10,609,052	9,818,367
Non Current Asset	2,837,437	6,260,322	5,736,345	5,703,041	5,992,773	5,666,826
<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>15,485,193</b>
Current liabilities	5,225,531	5,311,557	6,599,833	6,887,044	6,621,594	6,371,268
Non Current Liabilities	1,612,835	4,964,677	4,713,633	4,115,091	5,306,427	3,214,194
<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>9,585,462</b>
						-
Total Capital	3,682,235	3,565,977	3,581,640	3,581,640	3,584,740	4,087,290
Additional paid-in captial	1,032,019	995,214	938,667	877,995	887,844	988,391
Total retained earnings	1,895,790	1,740,633	1,849,910	1,794,862	879,991	1,470,520
Total other components of equity	(526,207)	(728,214)	(852,940)	(1,081,812)	(678,771)	(651,289)
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>5,894,912</b>
Debt to Equity ratio	114%	184%	205%	213%	255%	163%
Debt to Equity ratio (excl IFRS 16)		147%	168%	170%	201%	123%

# Q & A

