



Global Excellence in Providing Kitchen & Bath Solutions

Globe Union Industrial Corp. 9934



Product Category

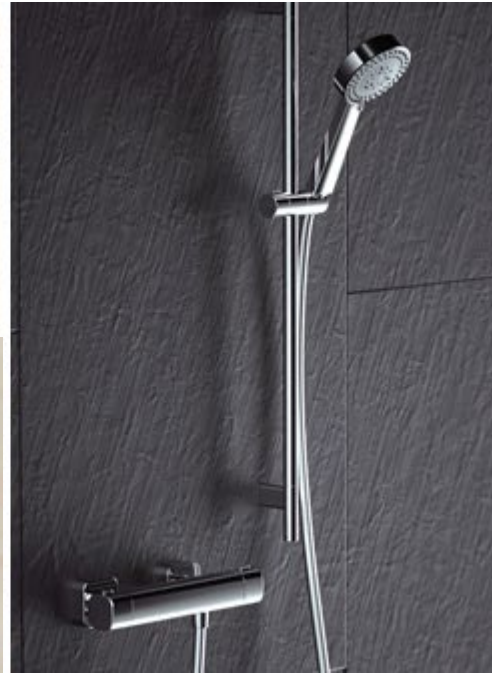
Our Portfolio Includes More Than Faucets

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

Competed Faucet Factory Integration



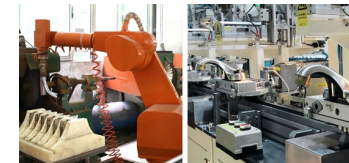
2015

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

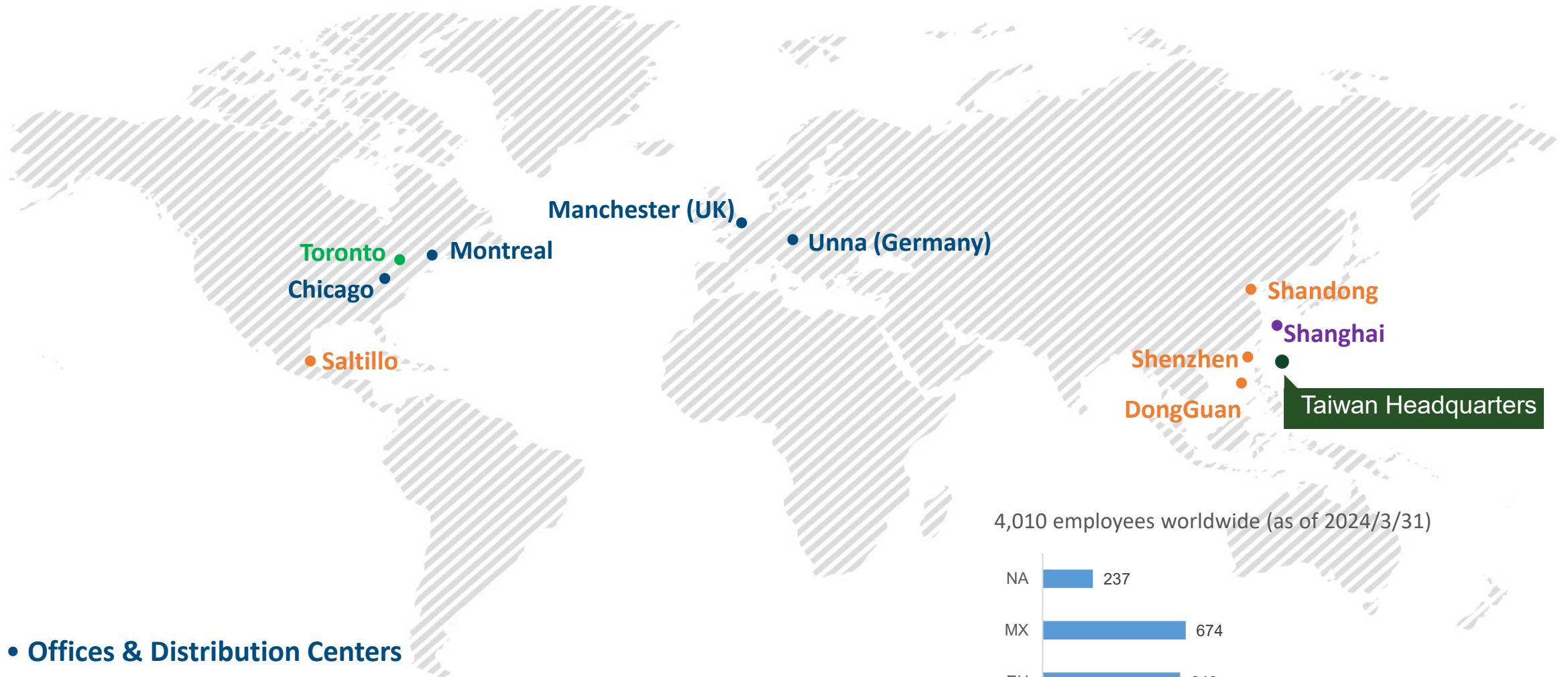


2017

On-going implementation of core manufacture process automation

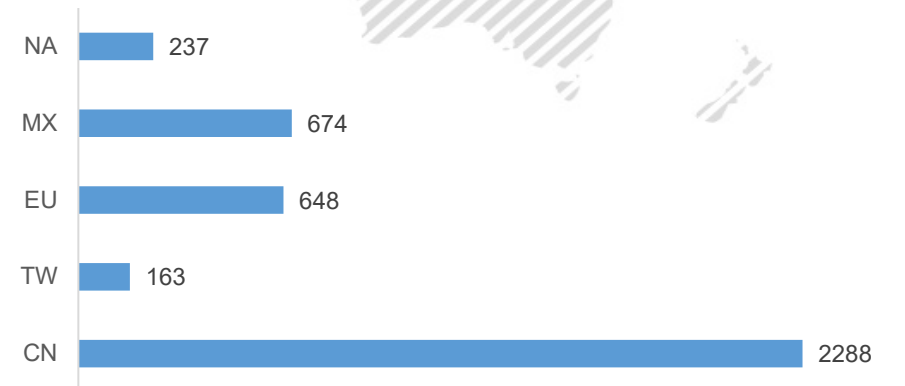


Global Network

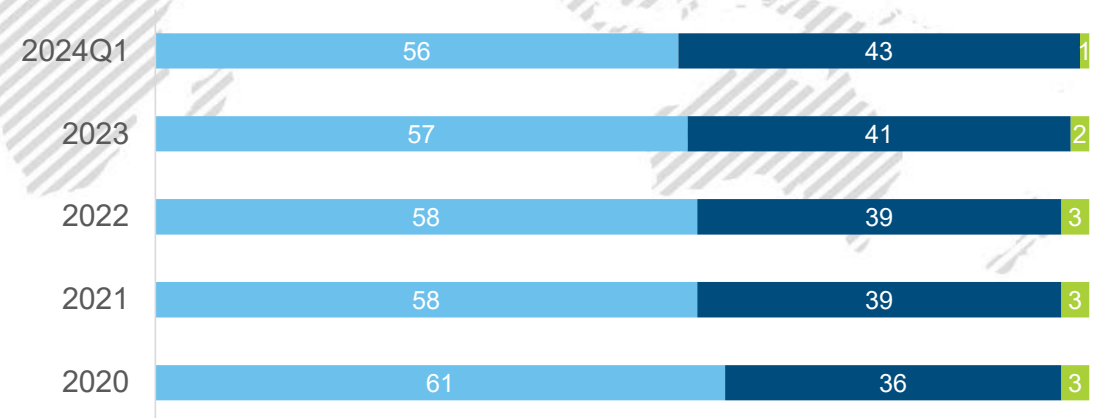
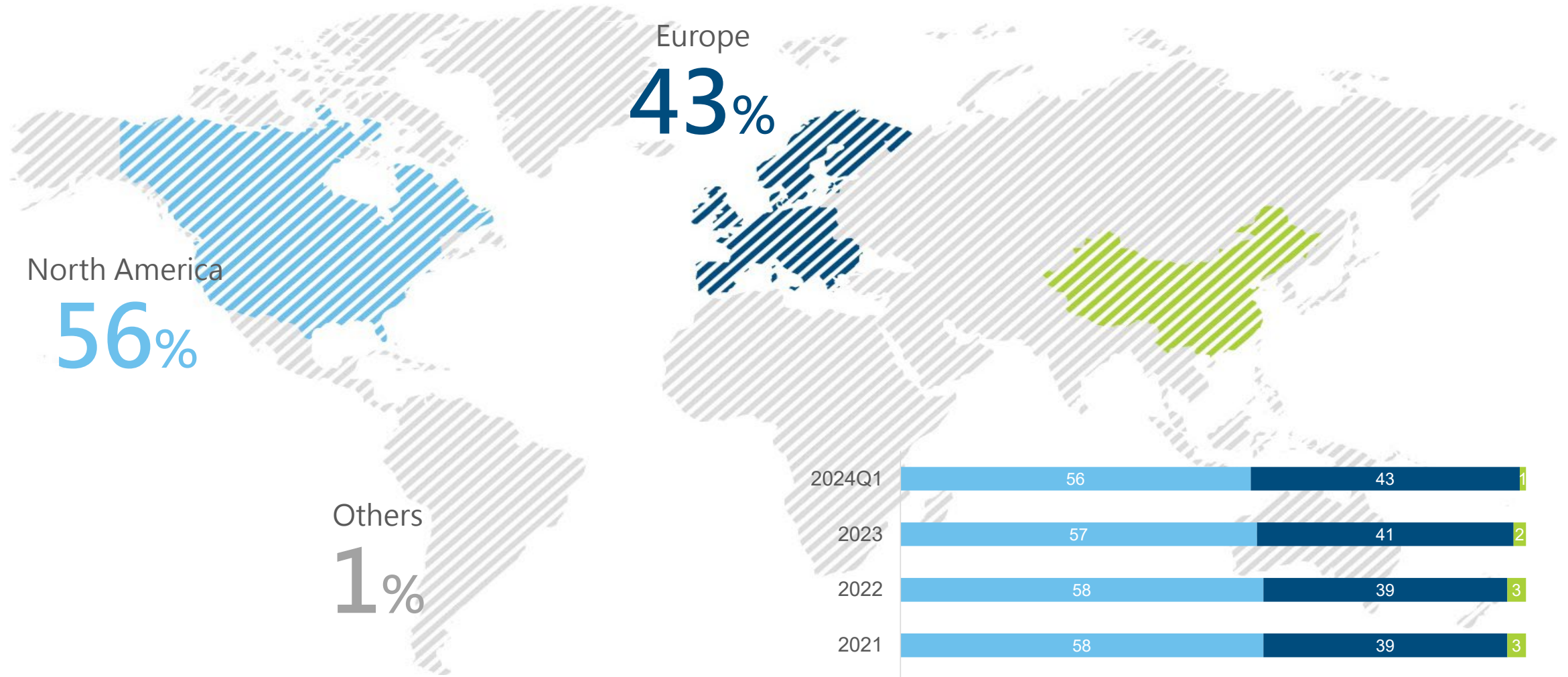


- **Offices & Distribution Centers**
- **Sales Offices**
- **Sourcing Office**
- **Factories**

4,010 employees worldwide (as of 2024/3/31)



Sales by Region



■ NA ■ EU ■ Others

Business Segmentation

BRAND

Our brands include Gerber in North America and Lenz in Europe



GERBER®

Globe Private OEM & Brand

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



Lenz®

Perfekt in Design und Funktion.

**PJH
(UK Distribution)**

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



pjh
together we're better

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



Business Segmentation

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



Retail (34% of revenue)

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

**Next Day delivery to Store
Next Day delivery to Home**



Builder (19% of revenue)

Supply and installation of kitchen appliances to builders.

Next Day delivery to Site



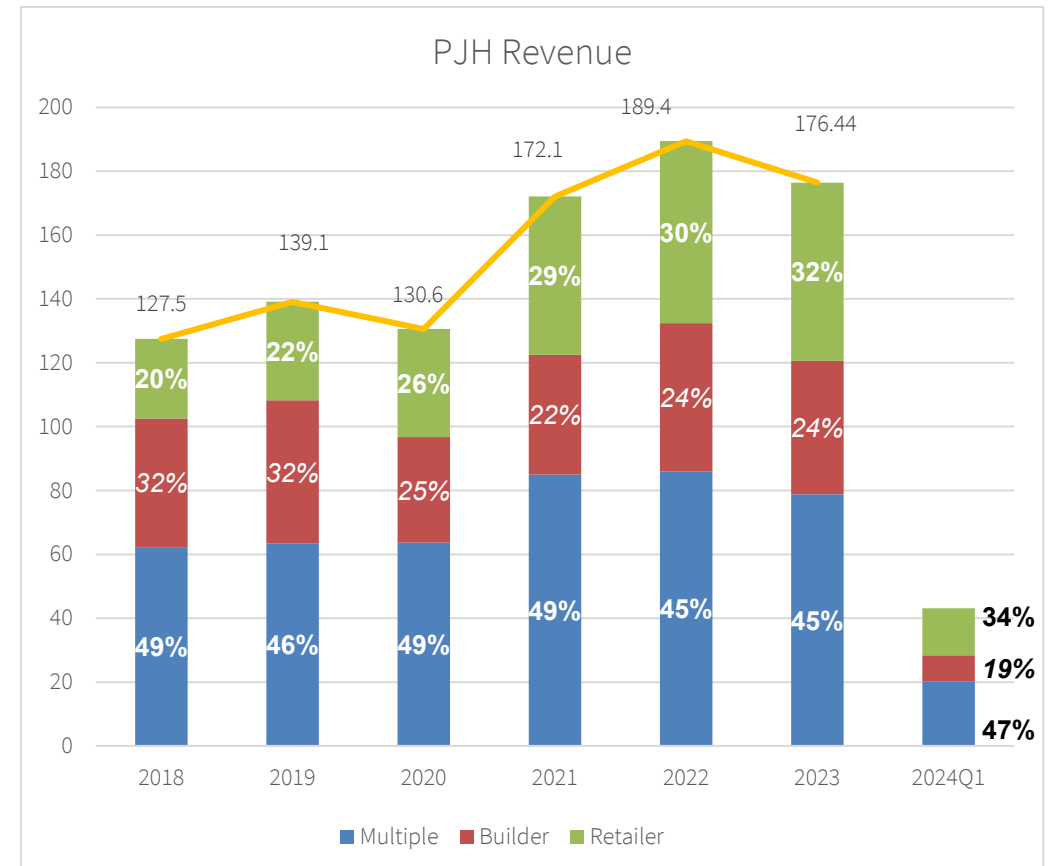
Customers (47% of revenue)

Multiples (47% 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

29%



Faucets & Showerhead

46%



Vitreous China

25%



Others

[Note]

1. As of 2024/3/31

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)

('000)	2019FY	2020FY	2021FY	2022FY	2022 (w/o one time recognition of losses)	2023FY	2024 Q1
Net Sales	17,023,426	16,775,209	19,491,355	20,211,011	20,211,011	18,313,929	4,321,689
Gross Profit	4,797,880	4,616,751	4,799,037	4,963,192	5,017,428	5,619,846	1,477,806
Operating expenses	4,406,824	4,151,272	4,641,433	5,660,071	4,789,119	5,288,790	1,286,768
Operating income	391,056	465,479	157,604	(696,879)	228,309	331,056	191,038
Non operating income	92,475	(819)	18,800	(199,964)	(51,450)	480,894	504
Income before tax	483,531	464,660	176,404	(896,843)	176,859	811,950	191,542
Income Tax	147,476	177,173	163,607	(7,969)	35,808	206,849	68,101
Net income after tax	336,055	287,487	12,797	(888,874)	141,051	605,101	123,441
Net income Attributable to stockholder of the parent company	335,173	287,487	12,797	(888,874)	141,051	605,101	123,441

Financial Data

CONSOLIDATED BALANCE SHEET (simplified)

NTD (' 000)	2019FY	2020FY	2021FY	2022FY	2023FY	2024 Q1
Current Asset	9,589,522	11,094,398	10,471,779	10,609,052	9,818,367	10,139,485
Non Current Asset	6,260,322	5,736,345	5,703,041	5,992,773	5,666,826	5,828,378
Total Asset	15,849,844	16,830,743	16,174,820	16,601,825	15,485,193	15,967,863
Current liabilities	5,311,557	6,599,833	6,887,044	6,621,594	6,371,268	6,390,884
Non Current Liabilities	4,964,677	4,713,633	4,115,091	5,306,427	3,214,194	3,254,928
Total Liabilities	10,276,234	11,313,466	11,002,135	11,928,021	9,585,462	9,645,812
Total Capital	3,565,977	3,581,640	3,581,640	3,584,740	4,090,549	4,094,916
Additional paid-in capital	995,214	938,667	877,995	887,844	988,391	990,573
Total retained earnings	1,740,633	1,849,910	1,794,862	879,991	1,470,520	1,593,961
Total other components of equity	(728,214)	(852,940)	(1,081,812)	(678,771)	(649,729)	(357,399)
Total Equality	5,573,610	5,517,277	5,172,685	4,673,804	5,899,731	6,322,051
Debt to Equity ratio	184%	205%	213%	255%	162%	153%
Debt to Equity ratio (excl IFRS 16)	147%	168%	170%	201%	123%	115%

A close-up photograph of a hand being washed under a stream of water. The water is clear and flowing from the top left towards the bottom right. The hand is positioned in the lower left, with water splashing over it. The background is plain white.

Q & A

GLOBE UNION[®]
IDEAS IN MOTION