

**LiKang**  
立康生醫

# Li Kang Biomedical Co., Ltd

## Investor Conference

Ticker Symbol: 6242

# Safe Harbor Notice

## ❑ Important Risk Notice

This presentation and discussion contain specific forward-looking statements regarding operational results, financial conditions, and expectations for future events. These forward-looking statements are based on future events and environmental factors, and therefore involve inherent risks and uncertainties.

## ❑ Information Usage Instructions

We undertakes no obligation to publicly update or revise these forward-looking statements, whether as a result of new information, future events, or otherwise. Actual results may differ materially from those anticipated in these statements.

# Agenda

01

## Company Profile

Basic information, development history, management philosophy, and core values, presenting the corporate overview and organizational structure.

03

## Operational Performance

Presentation of financial performance, operational results, and major milestones, proving the company's capability for steady growth.

05

## Employee Welfare & CSR

Demonstration of corporate social responsibility practices, including employee care policies and social feedback plans.

02

## Industry Overview & Ranking

Analysis of tourism factory industry trends, market scale, and competitive landscape, as well as LiKang's leading position in the industry.

04

## Operational Outlook

Explanation of future strategic directions, growth drivers, and market opportunities, outlining the company's mid-to-long-term development blueprint.



# 1、Company Profile



# Basic Information



## Corporate Overview

- Paid-in Capital: NT\$ 318 million
- Chairman: Mr. Cheng, Yu-Hsiu
- Workforce: Approx. 150 professionals

## Operational Bases

- Toufen, Miaoli: Li Kang Health Tourism Factory
- Puli, Nantou: (Under Construction)
- Yongkang, Tainan: Li Kang Cultural Hall for Chinese Herbs Industry

## Core Business

- Sales of pharmaceuticals, health supplements, and beauty & lifestyle products.
- Provision of health consultations, product delivery, and after-sales services.

# Milestone

1985-1999  
Inception & Foundation  
1



2015-2021  
Transformation into Tourism Factories  
3



2024  
Production Capacity Upgrade  
5



2  
2014  
Business Expansion



4  
2023  
Brand Consolidation



6  
2025  
International Expansion & Sustainable Development



# Management Philosophy

Integrity is the cornerstone of business and the key to winning customer trust.

## Honesty & Integrity

Adhering to product quality and service commitments, establishing long-term trust relationships with customers, and facing every consumer with sincerity.

## Professional Service

Providing professional health consultations and customized suggestions, listening attentively to customer needs, and creating the most appropriate health solutions.

## Continuous Innovation

Constantly refining product development and service models, combining technology with traditional wisdom to create higher customer value.



### Innovative R&D

Developing products aligned with market demands.



### Diversified Services

Providing professional health consultations and after-sales support.



### Quality First

Upholding rigorous standards for product quality assurance.

## 2、Industry Overview & Ranking



曉環境



推新品



勇競爭

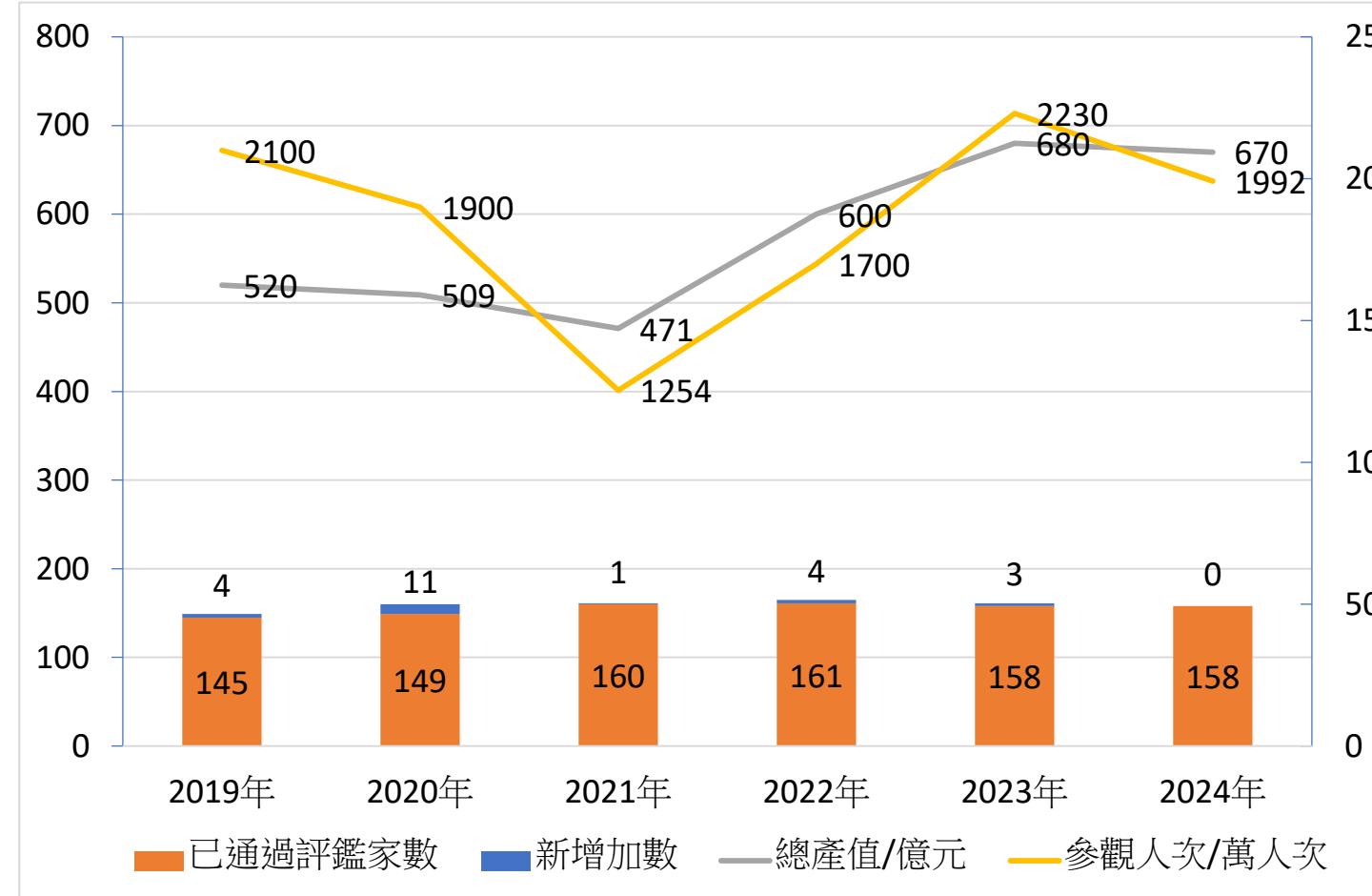


拓市場



創事業

# Tourism Factory Industry Analysis



## 2023 Highlights (NT\$)

**6.6 Billion**

Total Output Value

Record high,  
showing improved overall  
operational efficiency

## 2024 Market Trends (NT\$)

**6.7 Billion**

Total Output Value

+1.5% YoY,  
maintaining  
a growth trajectory

**22.3 Million**

Number of Visits

Reached a peak,  
reflecting continued  
strong market demand

**19.92 Million**

Number of Visits

-10.7% YoY,  
signaling market consolidation  
and shifting demand

# Annual Ranking of Tourist Factories by Number of Visits

## (Statistics Compiled by MOEA)

Ranking\Year	2020	2021	2022	2023	2024
1	TCC DAKA - Industrial Eco Park	Puli Shaohsing Brewery	TCC DAKA - Industrial Eco Park	TCC DAKA - Industrial Eco Park	Eminent Interactive Luggage World
2	Zhunan Brewery	Taiwan Glass Gallery	Taiwan Yougood School of Cookie	Puli Shaohsing Brewery	Arwin Therapy Garden
3	Puli Shaohsing Brewery	Zhunan Brewery	Puli Shaohsing Brewery	Château De Jourdeness	Puli Shaohsing Brewery
4	Taiwan Glass Gallery	Li Kang Cultural Hall for Chinese Herbs Industry	R. Den Dessert Factory	Babbuza Dreamfactory	TCC DAKA - Industrial Eco Park
5	Taiwan Yougood School of Cookie	TJCOS Tourism Factory	Li Kang Cultural Hall for Chinese Herbs Industry	Li Kang Health Tourism Factory	Taiwan Yougood School of Cookie
6	Li Kang Cultural Hall for Chinese Herbs Industry	Arwin Bali Beach Tourism Factory	Arwin Rose & Jasmin Orange Forest	Li Kang Cultural Hall for Chinese Herbs Industry	Li Kang Health Tourism Factory
7	R. Den Dessert Factory	Arwin Bali Beach Tourism Factory	Arwin Bali Beach Tourism Factory	Taiwan Yougood School of Cookie	Shu Shin Bou Kirigakure
8	Li Kang Health Tourism Factory	Taiwan Yougood School of Cookie	Shu Shin Bou Kirigakure	Shu Shin Bou Kirigakure	Li Kang Cultural Hall for Chinese Herbs Industry
9	Kavalan Distillery	Arwin Rose & Jasmin Orange Forest	Li Kang Health Tourism Factory	Arwin Bali Beach Tourism Factory	Arwin Rose & Jasmin Orange Forest
10	Hualien Distillery	Li Kang Health Tourism Factory	Yilan Distillery	Arwin Rose & Jasmin Orange Forest	Arwin Bali Beach Tourism Factory

# Annual Ranking of Tourist Factories by Output Value

(Statistics Compiled by MOEA)

Ranking\Year	2020	2021	2022	2023	2024
1	Li Kang Cultural Hall for Chinese Herbs Industry	Li Kang Cultural Hall for Chinese Herbs Industry	Li Kang Cultural Hall for Chinese Herbs Industry	Château De Jourdeness	Li Kang Cultural Hall for Chinese Herbs Industry
2	Arwin Bali Beach Tourism Factory	TJCOS Tourism Factory	Puli Shaohsing Brewery	Li Kang Cultural Hall for Chinese Herbs Industry	TJCOS Tourism Factory
3	Arwin Rose & Jasmin Orange Forest	Puli Shaohsing Brewery	Arwin Bali Beach Tourism Factory	TJCOS Tourism Factory	Arwin Therapy Garden
4	Kavalan Distillery	Arwin Bali Beach Tourism Factory	Arwin Rose & Jasmin Orange Forest	Babbuza Dreamfactory	Kavalan Distillery
5	Li Kang Health Tourism Factory	Arwin Rose & Jasmin Orange Forest	Li Kang Health Tourism Factory	Kavalan Distillery	Château De Jourdeness
6	Puli Shaohsing Brewery	Kavalan Distillery	TJCOS Tourism Factory	Li Kang Health Tourism Factory	Babbuza Dreamfactory
7	Cona's ChocoCastle	Cona's ChocoCastle	Kavalan Distillery	Arwin Bali Beach Tourism Factory	Li Kang Health Tourism Factory

Source: Industrial Technology Research Institute

# 3、Operational Performance



# Overview



## 417 Million

2025 Q3 Cumulative Revenue

+3.99% YoY



## 68%

Stable Gross Margin

Maintaining industry-leading profitability

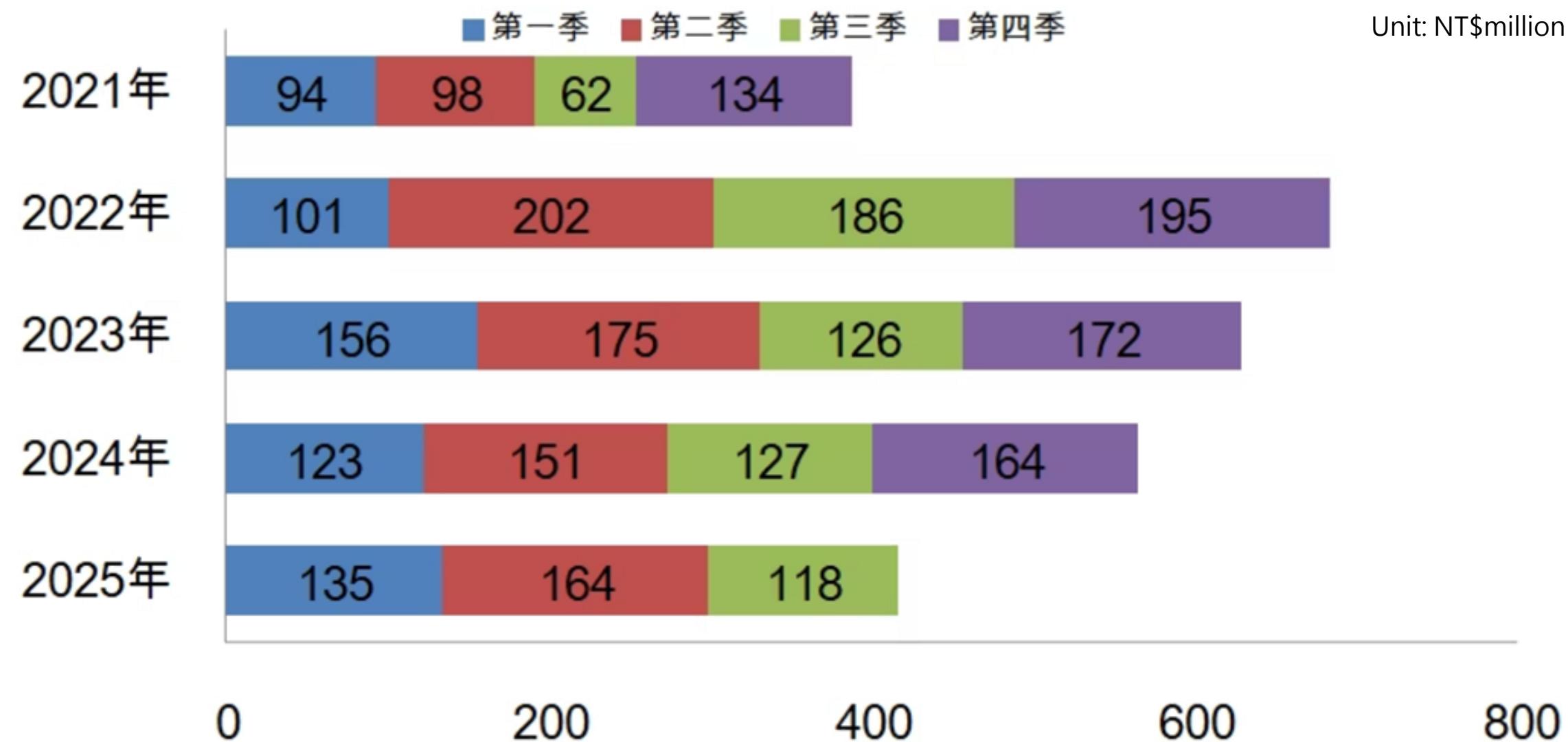


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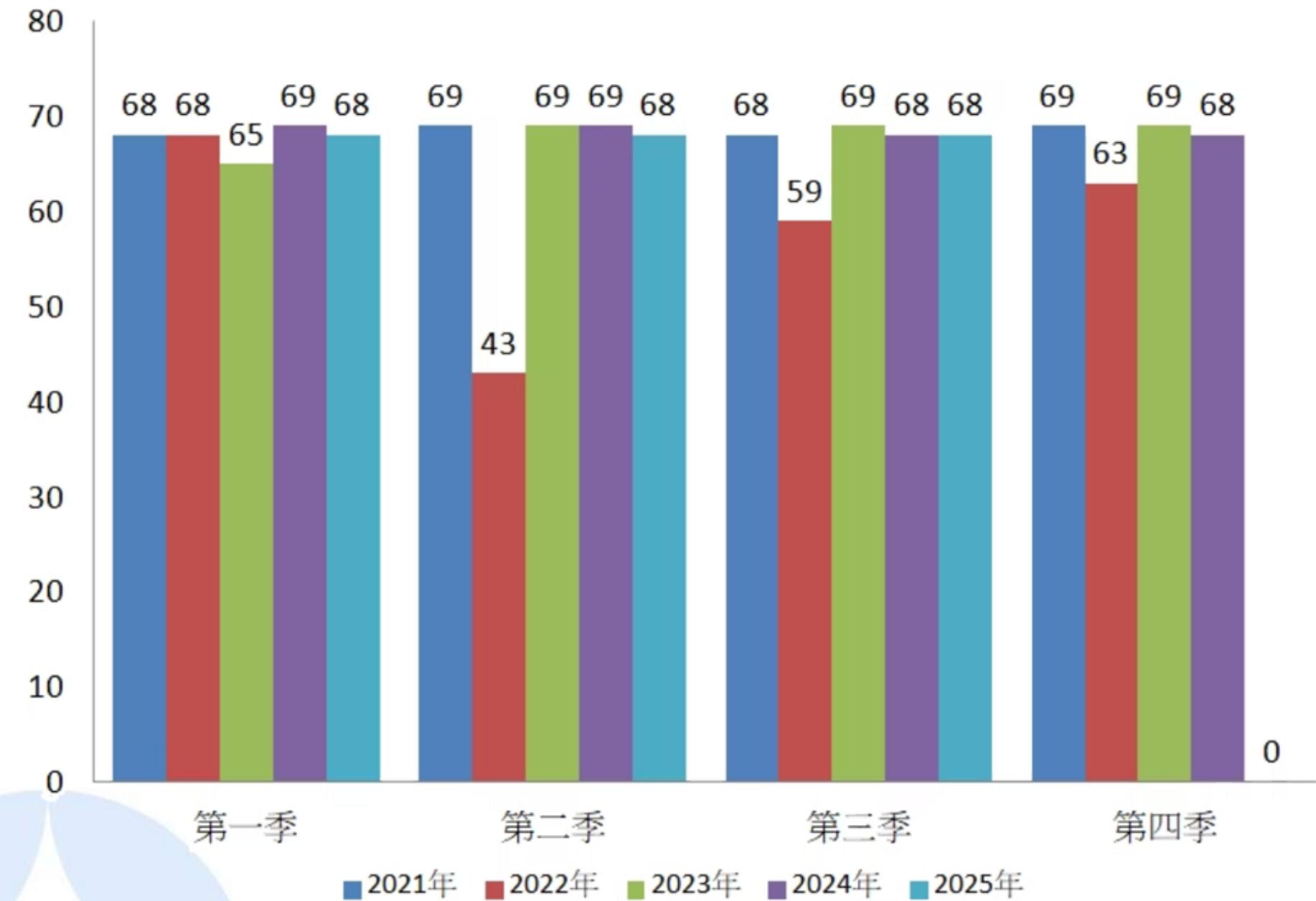
EPS(2025 Q3)

Continuing to create shareholder value

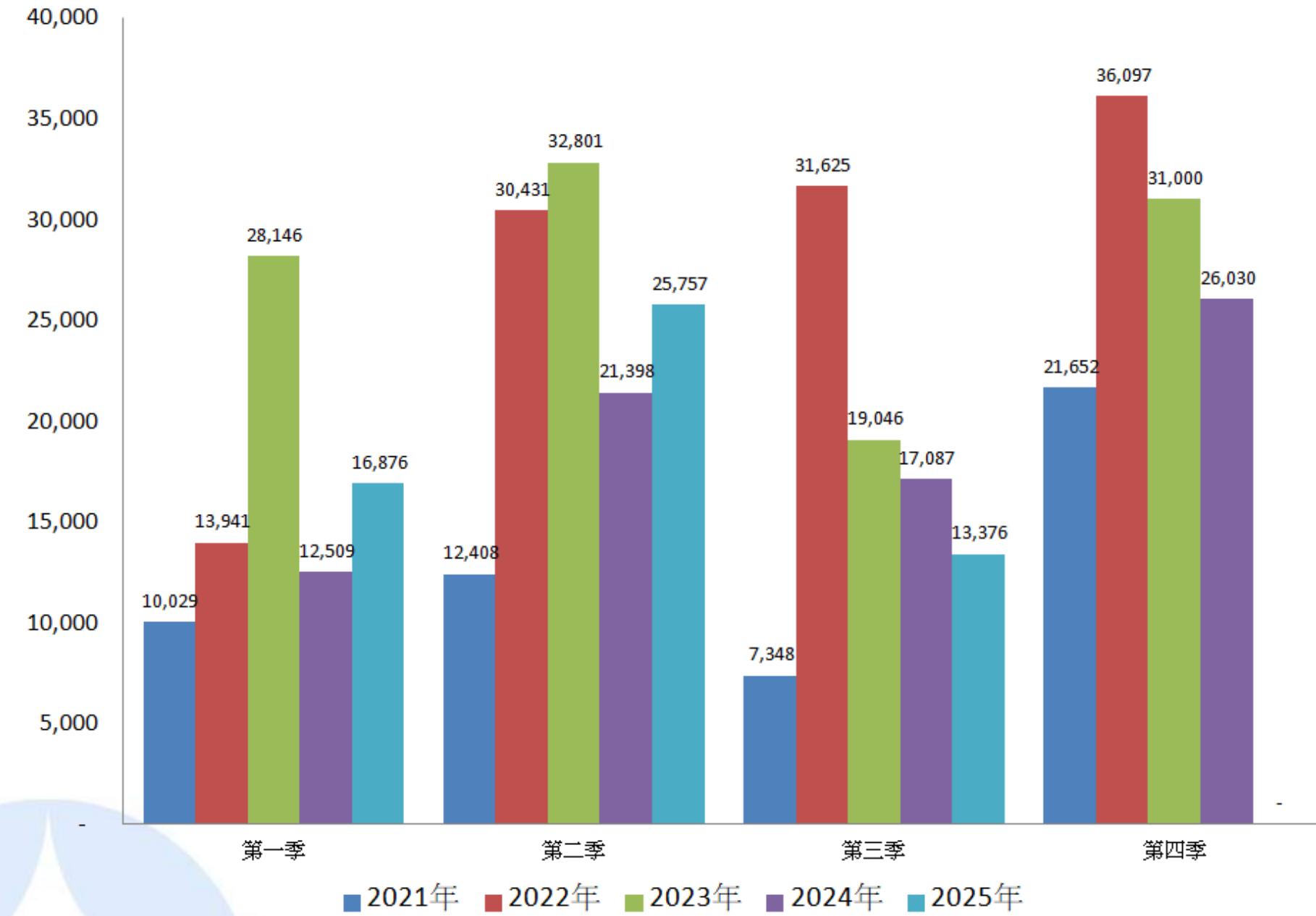
# Analysis of Consolidated Revenue Performance by Quarter



# Stable Quarterly Performance of Gross Margin



# Tracking of Quarterly After-Tax Net Profit Performance



# Profit Volatility Analysis & Response Strategies

## Key Drivers of Profitability Volatility

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Structural changes in domestic and international tourism market composition.  
Intensifying competition within regional markets.

## Operational Enhancement Strategies

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### Expansion of Telemarketing Operations

Recruitment of additional qualified personnel to improve service coverage and enhance member satisfaction.



### Product Diversification

Development of diversified and innovative product portfolios to address the needs of different customer segments.



### Brand Marketing Investment

Continued investment in advertising and promotional activities to strengthen brand awareness and market visibility.

# 4、Operational Outlook



# Strategic Roadmap



## Market Expansion

- Launch the new Puli base.
- Develop high-quality product supply chains.
- Promote the Big Health ecosystem.
- Strengthen close cooperation within the supply and sales chain.

## Product Innovation

- Combine local cultural elements.
- Introduce modern health development trends.
- Research and develop new health material items.
- Promote preventative medicine concept products.

## Operational Optimization Measures

- Precise member segmentation management.
- Data analysis to enhance marketing effectiveness.
- Introduce diverse digital payment tools.
- Strengthen information security control mechanisms.

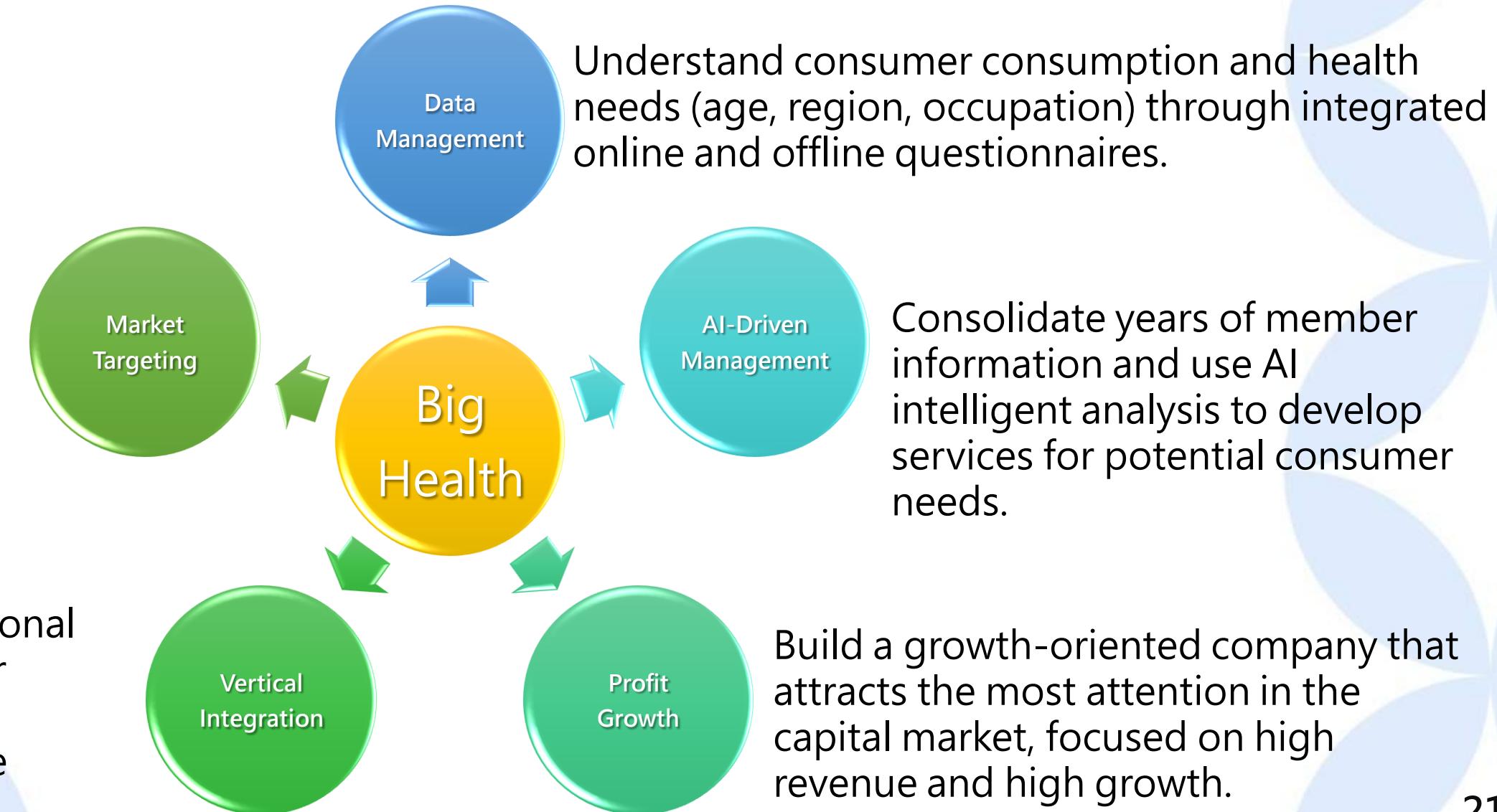
## Revenue Model Innovation

- Develop diverse revenue sources.
- Optimize customer lifetime value (CLV).
- Establish a membership economy ecosystem.
- Enhance customer stickiness and loyalty.

# Big Health Industry Strategy

Target high-potential markets and accelerate market share expansion through cross-industry strategic cooperation.

Accelerate layout and operational synergy through horizontal or vertical integration of market potential to expand corporate influence.



# Product Development - Diversity

Continuously develop multiple new products. The products developed and manufactured are necessities that every family and every person uses every day. Products are strictly controlled and tested for quality, ensuring consumers can use them with safety and peace of mind.



# 5、Employee Welfare & CSR



## Comprehensive Welfare System

Provide complete protection mechanisms such as employee care, health checks, group insurance, employee stock ownership trust, and pension contributions.

## Team Building Activities

Regularly organize employee travel, department dinners, and monthly birthday parties to create a warm and harmonious working atmosphere.

## Social Responsibility Practice

Actively participate in and encourage social charity activities to give back to local communities and achieve the goal of sustainable corporate development.



# Corporate Social Responsibility(CSR)

LiKang Biomedical believes that business success is inseparable from social well-being. We actively invest in social charity activities, giving back to society through various methods, practicing corporate citizenship, and creating shared value.



# Environment, Social, Governance(ESG)

LiKang Biomedical integrates ESG concepts into its core operations, implementing sustainable development commitments ranging from environmental protection and social responsibility to corporate governance. We build a trustworthy corporate image through concrete actions and transparent disclosure.

## Environmental Protection

- Comprehensive LED lighting upgrade, installation of fire-retardant curtains, 2023 carbon emission inventory tracking, and adoption of hybrid vehicle leasing.

## Social Responsibility

- Operation of the Employee Welfare Committee, employee care programs, protection of rights for individuals with disabilities, and strict compliance with labor regulations.

## Corporate Governance

- Establishing a robust Board structure and internal control systems, ensuring transparent disclosure of financial and operational status, and safeguarding shareholder rights.



Employee Health Checkup



Employee Trip



Monthly Birthday Celebration



Regular Staff Gathering

# Employee Welfare

## Economic Support

- Supplementary Benefits: Year-end bonuses, performance bonuses, profit sharing, and Employee Stock Ownership Trust (ESOT).

## Health & Safety

- Medical Coverage: Contracted occupational health services, regular health screenings, and group insurance.
- Safe Work Environment: Provision of a regulatory-compliant working environment and safety measures.

## Team Activities

- Regular team-building events, holiday gifting, and birthday benefits.



# Social Charity

LiKang Biomedical continuously invests in social charity, giving back corporate resources to groups in need through various activities and donations.

## Barrier-Free with Love

- Promoting social philanthropy and addressing the needs of underprivileged groups to enhance social welfare.



## Diverse Recruitment

- Engaging in recruitment campaigns to provide local employment opportunities and cultivate local talent roots.



## Material Donation

- Regularly donating supplies to children in remote or underdeveloped regions, leading by example in philanthropy.



## Blood Donation

- Active employee participation in local community blood donation drives to contribute to society.



## Low-Carbon Vegetarian Initiative

- Monthly vegetarian lunch days to support carbon reduction and promote healthier lifestyles.

# Thank you for your attention.

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Li Kang Biomedical Co., Ltd

Ticker Symbol: 6242

Dedicated to advancing the Big Health Industry.

Delivering high-quality products and services  
through R&D innovation and AI analytics.

Committed to creating sustainable value through  
robust ESG practices.

