

CHLITINA

麗豐集團

CHLITINA Group Limited

CHLITINA HOLDING LIMITED

2026 First Quarter Investor Conference

2026.05.29

聚焦门店经营
双核驱动增长
品质引领未来

FOCUS ON STORE OPERATION AND GROWTH

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Company History: Close to 40 Years of Milestones and Brand Value

CHLITINA | 克麗緹娜

The Company has a strong presence in the beauty and skincare industry, with **close to 40 years of expertise**. Focusing on independent female consumers, the company holds **the top market share in China's beauty chain market**. In 2025, the globally recognized valuation agency Asiabrand placed the brand value of CHLITINA at RMB 6.888 billion.



Brand Creation

1989: Dr. Wu-Kang Chen successfully introduced the use of **amino acids** in skin care formulation and created the **CHLITINA 克麗緹娜** brand.



Establishment of the Supply Chain

2001-2003

- Manufacturing and training facilities built in Shanghai Songjiang Industrial Zone.
- CHLITINA awarded **China Famous Brand** label.

Branding, Portfolio, and Network Upgrade

- **UPLIDER** medical beauty and anti-aging clinic channel created.
- Launched **RnD Nail & Eyelash**.
- Launched **HomeSPA**.
- Established public and private domain **e-commerce channels**.

- Empowering stores in every aspects
- **Digitalization / AI Introduction**
- **Brand ambassador Cecilia Liu**
- **Chairman succession completed**

1989

1997

2001-2003

2007-2015

2017-2024

2025-2026

Fast Expansion

1997: Chairwoman Joanna Chen brought the **CHLITINA products and franchise model** into China, ushering in a period of strong growth for the company.

1999: Shanghai flagship store inaugurated.



Stable Growth around China & Capitalization

- **2008:** Centre de R&D Chlitina France established.
- **2013:** Company listed on the **Taiwan Stock Exchange**.



The only company in the beauty industry to have received the following awards multiple times:

Top 500 Asia Brands; Taiwan Best 25 Global Brands, China Top 100 Franchise, Most Influential Beauty Franchise Organization...

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Company Overview: Leader in China's Beauty and Health Industry

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Five Main Business Channels

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CHLITINA
HOME SPA



+ UPLÍDER 雅樸麗德



Sales Business Entities



Positioning

Beauty Salon
Franchise

E-commerce
+ New Retail

Medical Beauty +
General Medicine

Training School

Supply Chain
Center



Scale

4,096 franchise stores

5 self-owned stores

1.4m+ members

2 medical beauty clinics

1 anti-aging clinics

2 central training centers

29 regional training centers

Annual production capacity:

20m+ bottles

Finished product QC pass rate: **100%**



Membership

Active VIP members:
1,000,000+

Consumers reached:
20,000,000+

Patients/Customers:
about 10,000

Beauty professionals trained: already
300,000+ people

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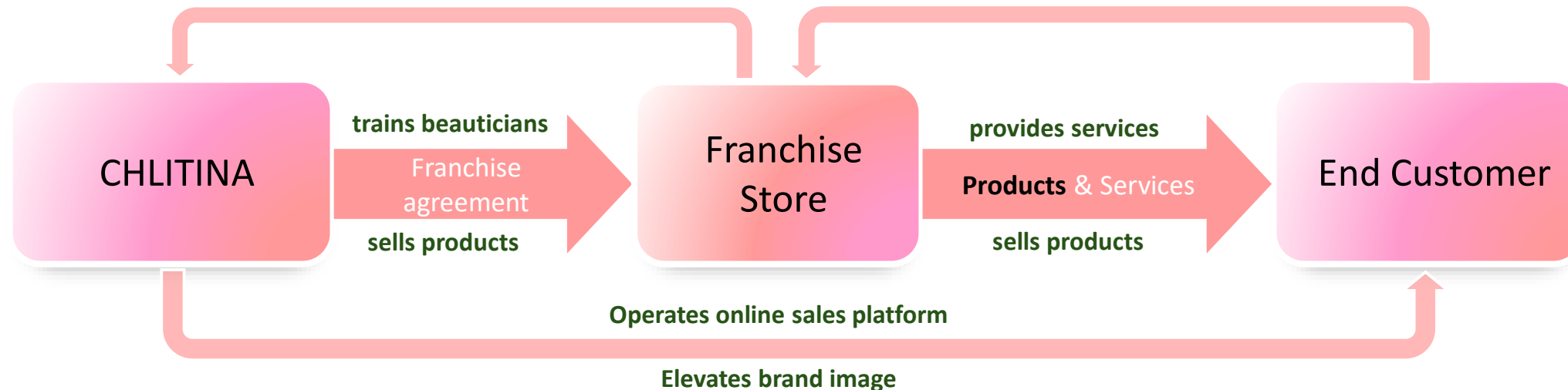
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* As of 2026/4/30

CHLITINA Beauty Salon Franchise: Business Model

- One-time franchise fee income and product sales revenue
- Minimum purchase requirement
- Standard storefront requirement
- Online sales platform operation income

- Investment needed: RMB700,000 to RMB1m
- Rent, salaries, and other expenses borne by franchisees
- It takes franchisees about 1-2 years to break even



Reinforcing focus on products.

The mainstay of the Company's revenue stems from continuous product purchase and sale by franchisees.

Beauty Salon Franchise Business: Stores Distributed Across 34 Provinces and 380+ Cities

- Northeast China
- North China
- East China
- Southeast China
- Northwest China
- Southwest China
- Taiwan Area

Total: 4,096 stores (end of April 2026)

China: 3,852 franchise stores

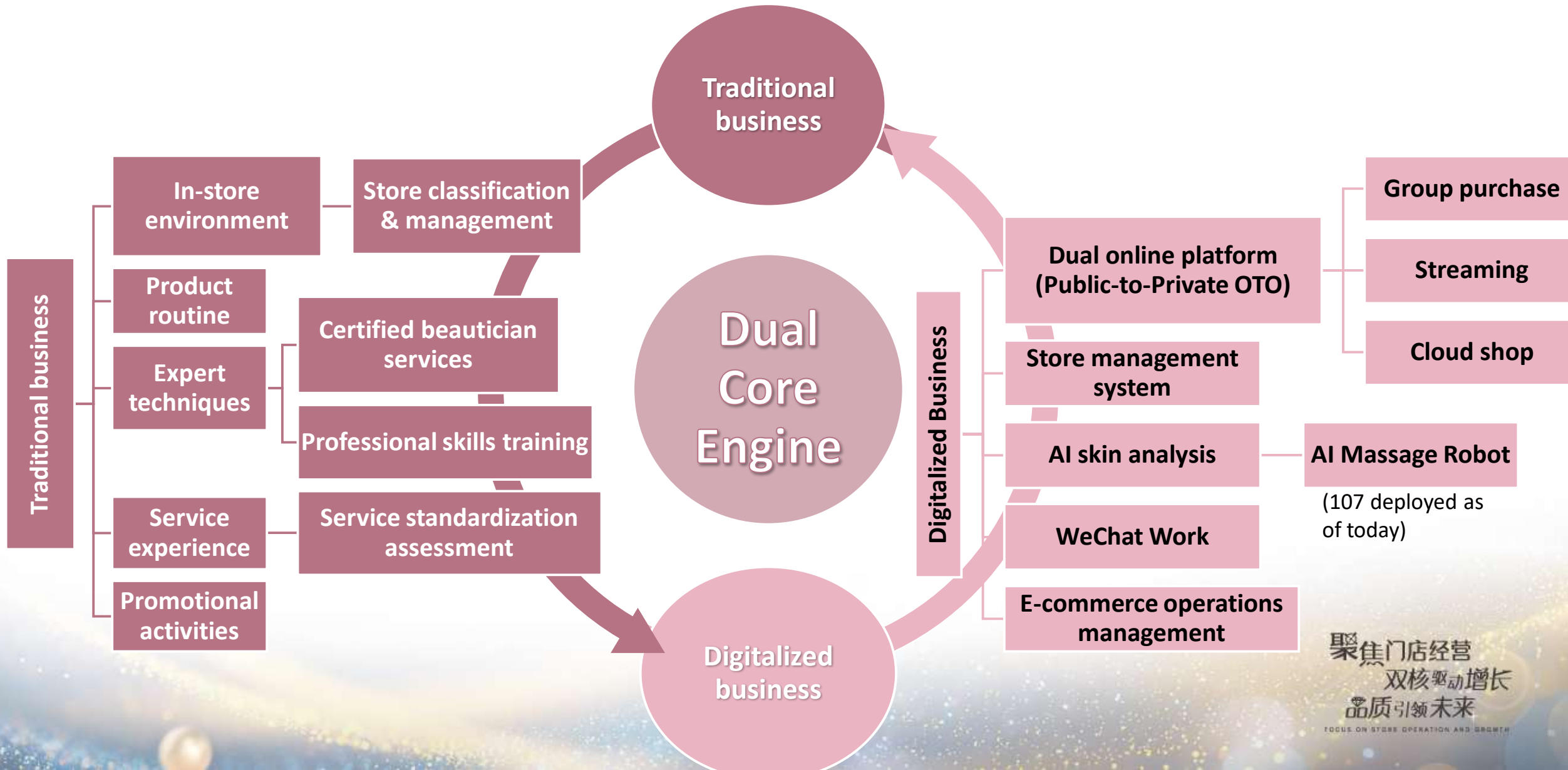
Taiwan: 225 distributors

Vietnam, Hong Kong: 19 franchise stores & directly operated stores (Vietnam)



A clear growth strategy





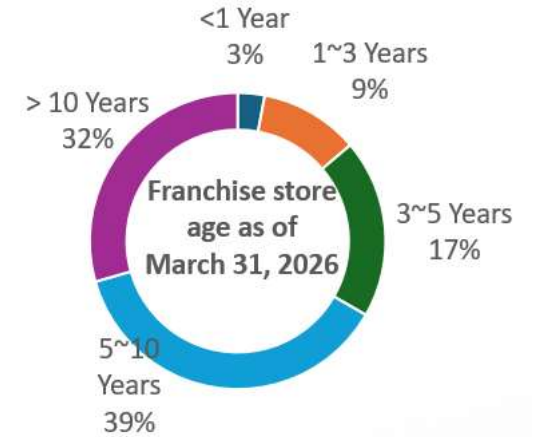
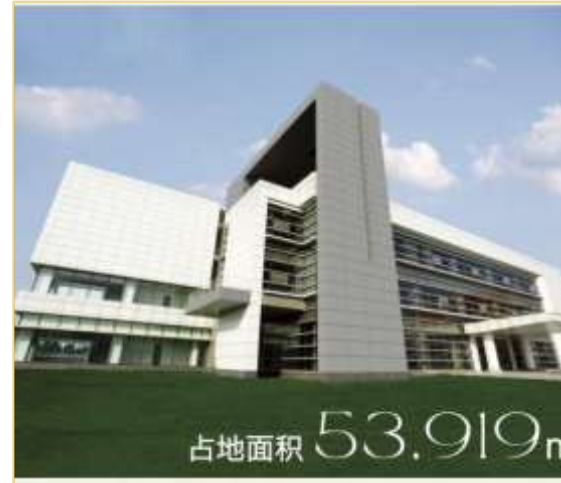
Core Advantages: A Replicable Profit Model and a Solid Supply Chain

High standardization and full-cycle empowerment

Standardization system: From brand image to service procedures, standardization across the entire value chain ensures a replicable profit model.

Full cycle empowerment: Providing over 1 million training sessions annually, offering comprehensive support for franchisee growth.

High survival rate: 88% of stores have been operating for over 3 years, and 71% have been operating for over 5 years, demonstrating that our business model has been thoroughly validated by the market.



Strong supply chain capabilities

Modernized production base: The Shanghai Songjiang base covers an area of 53,919 square meters, with an annual production capacity exceeding 20 million units, ensuring stable supply.

Exceptional quality control: The Finished Product pass rate reaches 100%, and the Group is one of the few in the industry to be equipped with fully automated production lines.

 2m+

Annual production capacity exceeds 20 million units, achieving significant economies of scale.

 100%

100% pass rate for Finished Products and strict quality controls reinforce the Group's excellent reputation.

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OPERATION AND GROWTH

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Asiabrand Top 500



CFS Finance Summit

- "2025 Sustainable Development Model Enterprise"
- CEO Ryan Chao "2025 Outstanding Influential Entrepreneur"



Forbes China Beauty Industry Top 100 Outstanding Beauty Brands



2025 Brand Influence Conference:

- "Beauty Chain Industry Benchmark Brand Award"
- CEO Ryan Chao "Industry Leader of the Year"




Taiwan Top 25 Global Brands


Core Advantages: A Mature Business Model and Outstanding Product Strength


A win-win franchise model

With over 35 years of market validation, our stable core revenue is built on product sales. By moving away from the drawbacks of traditional models, we have effectively solved the industry’s pain point of “easy to replicate, difficult to profit,” ensuring long-term stable returns for our partners.

The ultimate strength of product quality

 **A comprehensive product portfolio:** Built around 18 major product lines and more than 120 products, our extensive portfolio spans the full skincare regimen – from cleansing to repair to nourishment – addressing the diverse needs of different skin types and age groups.

 **Strong technological barriers:** The world’s first mildly acidic amino acid facial cleanser, multiple exclusive patented technologies, and highly efficient formulas are building a core competitiveness that is difficult to replicate.

 **Internationally recognized:** CHLITINA products have won numerous accolades including Victoires de la beauté “Top Innovation” in France and Global Beauty and Wellness Awards in the UK.



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Product Power

Product portfolio covers every skin type, using mild and efficient ingredients

Combining “suitable for all skin types” with targeted problem-solving (such as sensitive skin, oily skin, etc.)



White Crystal Series

Skin Radiance Refining Series

Classic Series

A rich and diverse portfolio

Moisturizing creams, facial cleansers, serums, body lotions, make-up, sunscreen... We have it all.



Body aromatherapy



Oral Care



Sunscreen

Product technology leads the trend

- ❖ Chlitina was the first in the world to advocate the use of a mildly acidic facial cleanser—the famous E.P.O Cleanser.
- ❖ A professional product series offering highly concentrated formulas for intensive repair.
- ❖ Paired with a massaging device, products reach deeper into the epidermis.



E.P.O. Facial Cleanser



Salon-grade functional plant extract-infused products



Meridian Essential Oils Ai Massage Robot

Multiple technology patents

- ❖ Nearly a hundred technologies and products successfully developed over the past 5 years.
- ❖ Already 5 invention patents and 27 utility model patents.
- ❖ China High-tech Enterprise Certification received in 2025.



Multiple ISO certifications, stringent quality control

- We adhere to ISO22716 and GMPc standards.
- We hold ISO900 (quality management), ISO14001 (environmental management), ISO45001 (occupational health and safety) certifications.
- We have been receiving authoritative certifications from the China Association for Quality Inspection for many years.



*“Targeted functional drinks x Refining skincare treatments
For a complete radiance upgrade from the inside out”*



The oral beauty market is a new segment with strong growth potential, maintaining a stable annual growth rate of approximately 8.5%.

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Product Power: A Long List of International Awards

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Global Beauty and Wellness Awards (UK)



Green Parent Natural Beauty Awards (UK)



Monde Selection Gold Award (Belgium)



Monde Selection Silver Award (Belgium)



Taste Institute Superior Taste Award (Belgium)



Victoires de la Beauté Top Innovation (France)



ELLE Beauty Star (China)

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克麗緹娜榮獲

GLOBAL BEAUTY & WELLNESS AWARDS 2025 全球美容與健康大獎

以專業科研力，榮獲站上國際舞台

GBWA Certificate of Outstanding Achievement

RnD Eternal Nude Feel Air Cushion Cream Foundation WINNER MOST INNOVATIVE MAKE-UP PRODUCT

In Recognition of an Outstanding Achievement in Developing a New Formula for Creating an Industry-Leading Beauty Product, for Quality of Innovation and Innovation.

CHLITINA

- 「彩妝產品最佳創新獎」 [RnD恆致模感氣墊粉霜]
- 「彩妝產品最佳成分獎」 [RnD柔霧美肌粉底液]
- 「臉部產品最佳成分獎」 [晶鑽白透淡斑精華乳]

PURE BEAUTY GLOBAL AWARDS 2025

「英國美妝奧斯卡」

童妍眼部精華乳

最佳眼部產品

BEAUTY AWARDS 2025 FINALIST

健康產品醫療專家品質評測認證計劃

金牌證書

International Society of Family Health (ISFH) Medical Experts Quality Assessment and Certification Program.

貴公司 克麗生醫有限公司 符合100位專科醫師醫學評測認證，特頒此證書。

評測產品：1. 舒冷T113+高致效透視噴霧

百位醫師推薦

PH3 Ultra Oral Spray

楊仕華 (Chia-Hsin, Yang)

總經理 | Chia-Hsin, Yang

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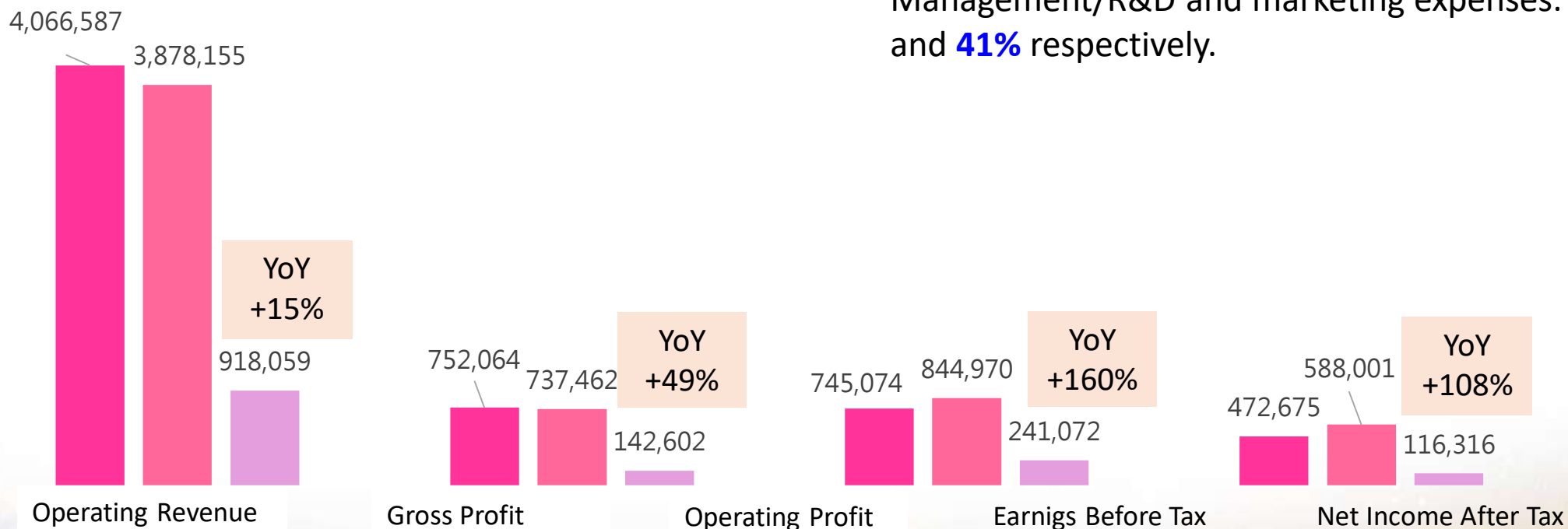
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Historical Financial Data

- Revenue share from China: approximately **95%**.
- Revenue share from the beauty salon chain business: approximately **93%**;
- Gross profit margin: steadily maintained above **80%**
Management/R&D and marketing expenses: **23%** and **41%** respectively.

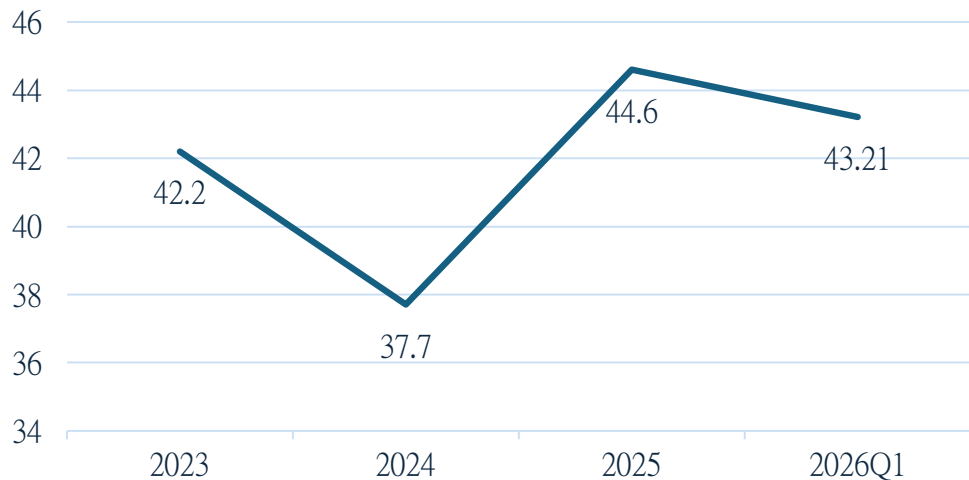


Unit: NT\$1,000

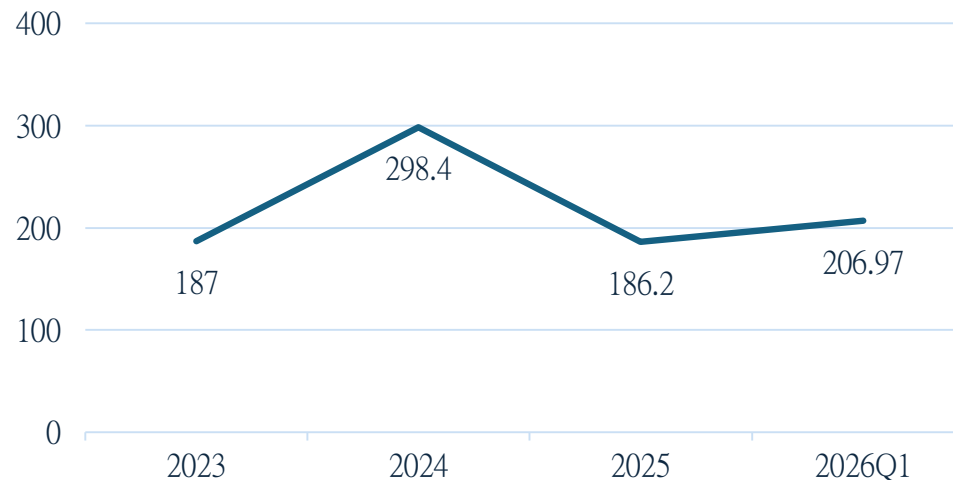
■ 2024 ■ 2025 ■ 2026Q1

Historical Financial Ratios

Debt-to-Assets Ratio



Current Ratio



Return on Assets (Annualized)



Return on Equity (Annualized)



All financial ratios are within appropriate levels

Dividend Policy

Distribution rate: 80.65%

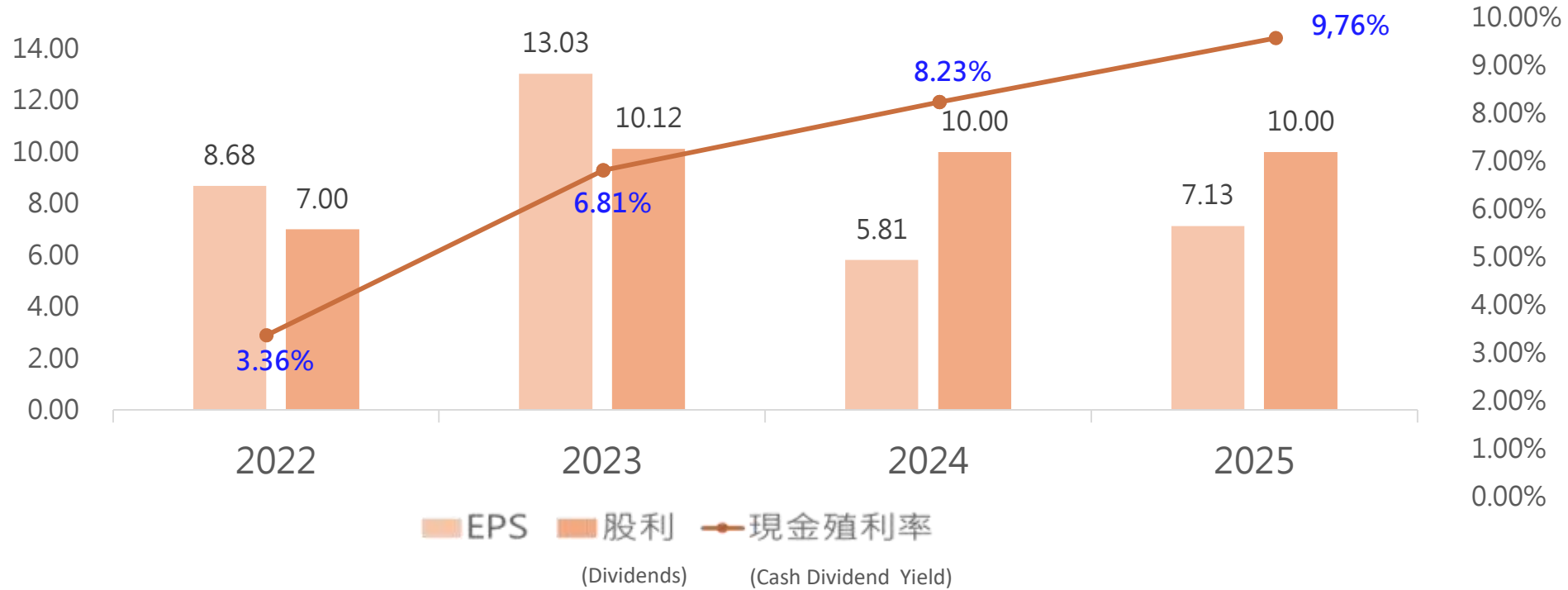
77.67%

172.12%

140.25%

Note

Unit: NT\$



Note: Calculated on the closing price of May 28, 2026: NT\$102.5

Financial Information: Condensed Income Statements

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Unit: \$1000

Item	2023		2024		2025		2026Q1	
	RMB	NT\$	RMB	NT\$	RMB	NT\$	RMB	NT\$
Operating revenue	1,032,202	4,534,771	912,671	4,066,587	895,917	3,878,155	200,888	918,059
Operating costs	-170,285	-748,113	-156,009	-695,128	-160,465	-694,605	-40,888	-186,859
Gross profit	861,917	3,786,658	756,662	3,371,459	735,452	3,183,550	160,000	731,200
Gross profit rate		84%		83%		82%		80%
Selling exp.	-417,531	-1,834,334	-404,666	-1,803,068	-372,161	-1,610,974	-81,292	-371,505
Admin exp.	-171,724	-754,435	-183,210	-816,327	-192,925	-835,114	-47,504	-217,093
Operating profit	272,662	1,197,889	168,786	752,064	170,366	737,462	31,204	142,602
Total non-operating	56,342	247,528	-1,569	-6,990	24,836	107,508	21,547	98,470
Profit before tax	329,004	1,445,417	167,217	745,074	195,202	844,970	52,751	241,072
Income tax exp.	-93,748	-411,863	-61,135	-272,399	-59,364	-256,969	-27,299	-124,756
Profit for the period	235,256	1,033,554	106,082	472,675	135,838	588,001	25,452	116,316
EPS (NT\$)	2.97	13.03	1.3	5.81	1.65	7.13	0.31	1.41
Cash dividend (distributed the following year)	NT\$10.12 per share (cash)		NT\$10 per share (cash)		NT\$10 per share (cash)		NA	

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Financial Information: Condensed Balance Sheets

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Unit: \$1000

Item	2023		2024		2025		2026Q1	
	NT\$	%	NT\$	%	NT\$	%	NT\$	%
Cash and cash equivalents	4,626,234	52%	3,356,574	38%	3,750,352	39%	4,384,357	45%
Financial assets - current, measured at amortized cost	1,163,535	13%	2,145,195	24%	2,151,700	23%	1,716,345	17%
Net accounts receivable	4,153	0%	3,984	0%	4,788	0%	4,530	0%
Inventories	388,179	4%	463,052	5%	399,933	4%	427,122	4%
Investment (Equity method)	267,084	3%	261,641	3%	219,886	2%	321,160	3%
Property, plant and equipment, net	1,139,762	13%	1,657,693	18%	1,707,266	18%	1,713,684	17%
Right-of-use assets	350,249	4%	299,247	3%	409,060	4%	383,739	4%
Others assets	965,814	11%	705,783	8%	880,927	9%	869,075	10%
Total Assets	8,905,010	100%	8,893,169	100%	9,523,912	100%	9,820,012	100%
Bank loans	1,980,472	22%	705,554	8%	1,172,795	12%	960,545	10%
Accounts payable	86,950	1%	75,064	1%	79,063	1%	70,567	1%
Other payables	423,966	5%	330,920	4%	328,960	4%	245,953	1%
Company debt payable			1,035,203	12%				
Lease liabilities	357,401	4%	310,433	3%	422,800	4%	398,252	5%
Other liabilities	907,432	10%	892,038	11%	2,243,484	24%	2,568,143	26%
Total liabilities	3,756,221	42%	3,349,212	38%	4,247,102	45%	4,243,460	43%
Common capital	794,924	9%	824,924	9%	824,924	9%	824,924	9%
Capital surplus & legal reserve	2,729,281	31%	3,333,680	37%	2,917,622	31%	2,917,561	29%
Unappropriated retained earnings	2,265,122	25%	1,808,626	20%	2,006,412	21%	2,122,728	22%
Other equities	-640,538	-7%	-423,273	-5%	-472,148	-6%	-288,661	-3%
Total equity	5,148,789	58%	5,543,957	62%	5,276,810	55%	5,576,552	57%

增长
来

Financial Information: Three-Year Condensed Cash Flow Chart

Unit: \$1000

Item	2023		2024		2025		2026Q1	
	RMB	NT\$	RMB	NT\$	RMB	NT\$	RMB	NT\$
Net cash provided by operations	279,967	1,230,096	128,949	574,539	179,217	775,777	11,279	51,546
Net cash provided by (used in) investments	-311,532	-1,369,496	-287,084	-1,275,043	-35,581	-155,491	110,735	506,058
Acquisition or disposal of financial assets measured at amortized cost	-268,901	-1,181,362	-210,151	-936,370	471	2,039	107,800	491,092
Acquisition or disposal of property, plant and equipment	-56,570	-248,740	-110,304	-486,361	-50,587	-220,448	-976	-4,461
Other items	-13,939	60,606	33,371	147,688	14,535	62,918	3,911	19,427
Net cash used in financing activities	-173,421	-750,679	-182,591	-796,409	-46,095	-164,004	-9,386	-42,894
Dividend distribution	-129,135	-556,446	-188,116	-834,670	-198,777	-824,923	-	-
Other items	-44,286	-194,233	-5,525	38,261	152,682	660,919	-9,386	-42,894

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RnD
SPA MAKEUP

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