

**I. April 2025 Revenue: Summary by Channel**

<b>1. NT\$ Reporting for 4137 TT</b>	<b>Apr. 2025 (NT\$m)</b>	<b>% MoM</b>	<b>% YoY</b>
<b>Consolidated Sales</b>	<b>333.9</b>	<b>1%</b>	<b>-2%</b>
Channel – Beauty Salon Franchise (mainland China)	297.9	1%	1%
Channel – Beauty Salon Franchise (Taiwan, Vietnam, etc.)	13.8	12%	0%
Channel – Internet Retailing	9.0	1%	-5%
Channel – Medical Beauty Clinics	13.2	-13%	-40%
NT\$/RMB avg. exchange rate (Apr.)	4.4715	----	----
<b>2. RMB Reporting for 4137 TT</b>	<b>Apr. 2025 (RMBm)</b>	<b>% MoM</b>	<b>% YoY</b>
<b>Consolidated Sales</b>	<b>74.7</b>	<b>2%</b>	<b>-2%</b>
Channel – Beauty Salon Franchise (mainland China)	66.6	2%	1%
Channel – Beauty Salon Franchise (Taiwan, Vietnam, etc.)	3.1	14%	0%
Channel – Internet Retailing	2.0	3%	-5%
Channel – Medical Beauty Clinics	3.0	-12%	-40%
<b>3. TWD Reporting</b>	<b>Jan. to Apr. 2025 (NT\$m)</b>	<b>% MoM</b>	<b>% YoY</b>
<b>Consolidated Sales</b>	<b>1,131.7</b>	----	<b>-15%</b>
Channel – Beauty Salon Franchise (mainland China)	1,001.8	----	-15%
Channel – Beauty Salon Franchise (Taiwan, Vietnam, etc.)	49.8	----	-17%
Channel – Internet Retailing	26.7	----	-19%
Channel – Medical Beauty Clinics	53.4	----	-13%
NT\$/RMB average exchange rate	4.5011	----	----
<b>4. RMB Reporting</b>	<b>Jan. to Apr. 2025 (RMBm)</b>	<b>% MoM</b>	<b>% YoY</b>
<b>Consolidated Sales</b>	<b>251.4</b>	----	<b>-18%</b>
Channel – Beauty Salon Franchise (mainland China)	222.6	----	-18%
Channel – Beauty Salon Franchise (Taiwan, Vietnam, etc.)	11.1	----	-19%
Channel – Internet Retailing	5.9	----	-21%
Channel – Medical Beauty Clinics	11.8	----	-16%



CHLITINA (4137 TT)

May 8, 2025

5. Franchise Store Count	End of April 2025	Net Change in April	YTD Net Change	YoY %
Total	4,522	-20	-65	-6%
China	4,278	-20	-64	-7%
Taiwan	225	0	-1	0%
Southeast Asia	19	0	0	0%

## II. Major Upcoming Events and Press Release

1. **Financial Briefing:** Beginning of June.
2. **Major Meetings:** A regular board meeting will be held before the end of May.
3. **Other Topics:** None
4. **Press Release:**

**CHLITINA HOLDING LIMITED's operational optimization efforts are gradually showing results, with Q1 operating profit reaching NT\$96 million, and an after-tax EPS of NT\$0.68. The Company also announced a consolidated revenue of NT\$334 million in April, marking three consecutive months of growth. Starting from Q2, the Company will launch a series of major new products and implement three key strategies that will help improve operational performance in 2025.**

Taipei, May 8, 2025

CHLITINA HOLDING LIMITED (stock code: 4137, hereafter referred to as Chlitina) held a board meeting today (May 8) and reported the Company's operating results for the first quarter of 2025. The consolidated revenue for the first quarter of 2025 was NT\$798 million, with an operating profit of NT\$96 million, and a net after tax profit attributable to the parent company of NT\$56 million. After-tax earnings per share were NT\$0.68.

Although the overall demand in the main operating market has not fully recovered, the Company's gross profit margin has remained at a robust level of 82%. Facing uncertain economic conditions, the Company has actively strengthened internal management efficiency and cost control, optimizing its operational structure while advancing various strategic initiatives, which lays the foundation for long-term development. The Company also maintains ample financial flexibility, which is favorable for the continuous implementation of innovative projects and capital utilization strategies, ultimately reinforcing the Company's operational resilience and ability to deliver shareholder returns.

Chlitina also announced today that its consolidated revenue for April 2025 was NT\$334 million, a month-on-month increase of 0.75%. Monthly revenue has increased for three consecutive months, which serves as a solid starting point for Q2 operations, and signals that the worst operational conditions are behind us. The cumulative consolidated revenue for the first four months of 2025 is NT\$1.132 billion.

The Company stated that to deepen its layout in the high-performance skincare and smart

**IR contact:**

Laurence Marcout

**Tel:**

(+886-2) 8758-0370

**E-mail:**

[ir@chlitinaholding.com](mailto:ir@chlitinaholding.com)



beauty sectors, it has recently been actively promoting a comprehensive upgrade from product research and development to service experience. In terms of products, Chlitina focuses on the skin characteristics and daily skincare needs of Asian consumers. In preparation for the upcoming hot summer days, the company continues to launch professional skincare products with clinically proven benefits for core functions such as brightening, spot reduction, repair, and anti-aging. Among these, the “White Crystal Series” and the “SPF50 PA++ Whitening Sunscreen” have obtained special certifications for whitening and dark spot reduction, fully demonstrating the Company’s advanced research and development capabilities. The first batch of these two new product series has already sold out. In addition, the “Skin Radiance Refining Series” jointly launched by Chlitina with its strategic partner U-Neuron Biomedical Co., Ltd. includes a patented amniotic fluid protein active ingredient providing an innovative solution for sensitive and dry skin. A product launch conference for this high-performance “Skin Radiance Refining Series” is scheduled for May 9 in Wuhan, mainland China. The products will officially hit the shelves in the Chinese and Taiwanese markets starting from the second half of the year, and will be sold through the nearly 5,000 Chlitina physical stores. This innovative product series is expected to become an important new source of revenue for the Company.

In terms of service experience, Chlitina has officially introduced the newly developed AI Expert Robot specifically designed for use during essential oil body treatment courses. The robot integrates multiple advanced technologies such as AI algorithms, 3D precise positioning, and 6 sensors. This next-generation intelligent beauty robot significantly enhances the customer experience. Through AI-driven innovation, Chlitina not only accelerates the digital transformation of the beauty industry but also further consolidates its market leadership in the integration of beauty and healthcare. By advancing both product innovation and the use of new technologies, the brand demonstrates its leading position in the era of smart skincare.

Meanwhile, Chlitina was once again awarded three authoritative certifications by the China Quality Inspection Association on World Consumer Rights Day (March 15). These include “National Quality Integrity Advanced Enterprise,” “National Leading Brand in the Beauty Service Industry for Quality,” and “National Leading Enterprise in the Beauty Service Industry for Quality.” These accolades highlight Chlitina’s solid foundation in terms of product quality and service management. As a leading brand in the beauty and skincare industry, Chlitina has always adhered to the core philosophy of “Quality First, Excellence-Oriented.” The company has established a rigorous quality management system that spans research and development, production, and end-user delivery. Additionally, Chlitina continues to collaborate with international research institutions to drive innovation in regenerative medicine and microbiome skincare research.

Looking ahead, Chlitina will implement three key strategies: cost reduction and efficiency improvement, the launch of new star products, and the implementation and promotion of the “Store Management System.” These strategies aim to enhance operational efficiency. The company will continue to use innovation as its core driving force, constantly optimizing its

**IR contact:**

Laurence Marcout

**Tel:**

(+886-2) 8758-0370

**E-mail:**[ir@chlitinaholding.com](mailto:ir@chlitinaholding.com)



product lines, deepening its focus on high-performance skincare and smart beauty, and leveraging the professional experiential sales of Chlitina offline physical stores. Combined with the dual synergy strategy of the HomeSpa online e-commerce sales, Chlitina is steadily building an innovative business model that balances precise service with broad sales reach. This approach not only expands brand outreach but also strengthens the connection between products and consumers.

With the accelerated pace of new product launches and the continued deepening of its strategic alliances, Chlitina expects a significant boost in overall operating momentum. This is anticipated to inject strong growth momentum into the annual performance, with the aim of restoring profitability to peak levels.

### **About CHLITINA**

- ◆ **Main Business:** Beauty and personal care products. Channels: Beauty salon franchise; Self-operated medical beauty clinics; Self-operated e-commerce platform.
- ◆ **Current Market Positioning:** Mid-to-high-end beauty salon franchise business – Industry leader in the franchise business, while also developing related ancillary channels and products.
- ◆ **Primary Market Focus:** Chinese-speaking regions in Asia.
- ◆ **Business Model:** The Company develops, manufactures, markets and sells its own brand of beauty and personal care products through franchised beauty salons. In recent years, we have been working on business diversification through new strategies including creating the UPLIDER medical beauty clinics and the JINGHE and HEDENG general clinics, developing the CHLITINA HOME SPA omnichannel retail and investing in RnD Nail & Eyelash stores among other subsidiary channels.
- ◆ **Brand Background:** CHLITINA was founded in Taiwan in 1989 by Dr. Chen Wu-kang who successfully developed skin care products based on amino acids. In 1997, Chairman Joanna Chen brought the CHLITINA brand to the Chinese mainland market where its high-quality products and effective business model have been keys to its remarkable success.
- ◆ **New Developments:** In addition to operating a large beauty salon franchise, in recent years, CHLITINA has been collaborating with academic and medical circles on R&D projects regarding stem cells, as well as anti-ageing and regenerative medicine. We have also made strategic investments in the biotechnology industry. In the long term, we are confident that this strategy will inject new blood into the group.