



July, 2013

Disclaimer Statement

Our discussion may include predictions, estimates or other information that might be considered forward-looking. These forward-looking statements generally can be identified by phrases such as "believes," "expects," "anticipates," "foresees," "forecasts," "estimates" or other words or phrases of similar import. Similarly, statements herein that describe the Company's business strategy, outlook, objectives, plans, intentions or goals also are forward-looking statements. While these forward-looking statements represent our current judgment on what the future holds, all such forward-looking statements are subject to certain risks and uncertainties that could cause actual results to differ materially from those in forward-looking statements and you are cautioned not to place undue reliance on these forward-looking statements, which reflect our opinions only as of the date of this presentation. Please keep in mind that we are not obligating ourselves to revise or publicly release the results of any revision to these forward-looking statements in light of new information or future events. Throughout the presentation, we will attempt to present some important factors relating to our business that may affect our predictions. You should also review our most recent Prospectus and Annual Report for a more complete discussion of these factors and other risks, particularly under the heading "Risk Factors." [For more information, please check the Company's Investor Relations website at eslitespectrum.com.tw

Agenda

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Company Profile

Founded	September, 2005
Capital	NT\$451.33mn (or US\$15.3mn as of Mar/2013)
Major shareholder	The Eslite Corp. (52%)
Employees	698 worldwide
Business	<p>Branded platform bridging creativity with</p> <ul style="list-style-type: none">● Retail Management (40 stores in Taiwan and 1 in HK; with total floor space over 200,000 sq m)● Food Services● Self-operated hotel (expected to commence in 2013)
Awards & Recognition	<ul style="list-style-type: none">● 1st in Golden Service Awards, 2012 (Common Wealth Magazine)● Global Rankings for Cultural and Creative concept stores (Knack Weekend)

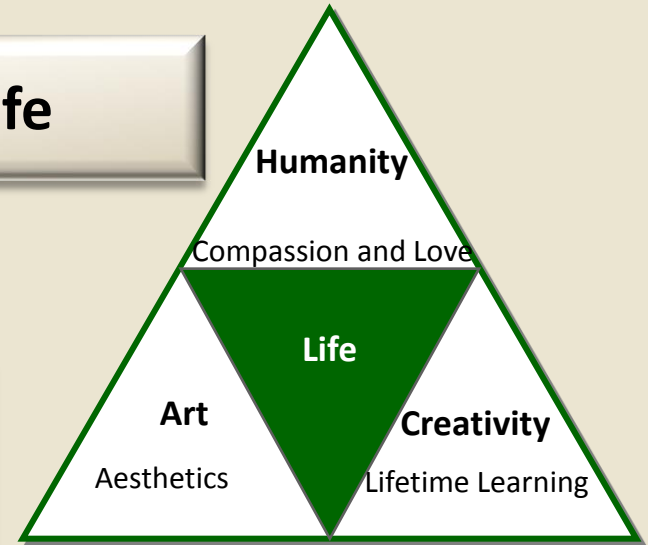
eslite spectrum Value & Vision

- Core Values

Humanity, Art, Creativity to **Life**

Life Value

Compassion, Love , Aesthetics,
Lifetime Learning



- Vision

To be the most influential brand leader in the
Cultural and Creative segment among Chinese communities around the world.
To actively contribute and promote Humanities, Art, Creativity to Life.

Group Organization

誠品生活股份有限公司
The Eslite Spectrum



100%

Galaxy Star Holdings Co.
(Cayman)

100%

香港誠品生活有限公司
The Eslite Spectrum HK

100%

誠品生活商業管理
(蘇州)有限公司
The Eslite Spectrum Suzhou



100%

誠品旅館事業股份有限公司
The Eslite Hospitality Co.



Retail Management

An innovative platform that brings together Humanity Art, Creativity and Life



- Leverages commercial value of Eslite bookstore branding and huge customer flow
- Provides distinctive shopping experience by cultivating humanity, art, creativity into lifestyle
- Caters to chic and expectations of surrounding communities



Business Model



Retail Management

Total retail floor area: Over 200,000 sq m

Retail sites: 41

Differentiation

A chain in which each link is **UNIQUE**

Wide range of
floor sizes

Variety of
store formats

Diverse target
customers

Flagship

Traffic hub

Shopping Mall

Neighborhood

Campus

Hospital

Department store

.....

Innovation

Lifestyle-related marketing campaign

1,000+
name brands

120Mn+
visitors a year

800K+
TWN members

Publishing

Exhibition

Creativity

Music

Design

Performance

Fashion

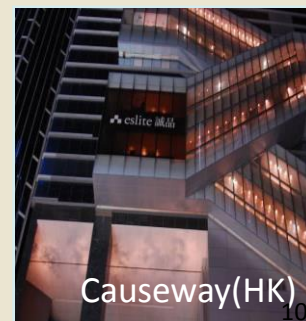
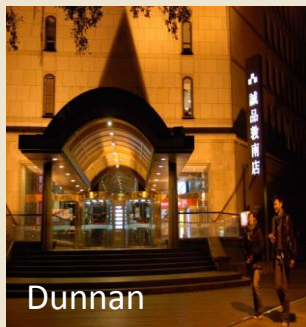
Craft

Entertainment

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Unique Retail Portfolio

Region (# of stores)	Store	Focus
Taipei East (3)	Xinyi (flagship) Dunnan, Zhongchen	International visitors, upscale consumers, serious readers, original works, lifestyle, health, family
Taipei West (5)	Wuchang, Ximen, Eslite 116, Banqiao, Xinban	Teenagers, trend setting, fashion
High traffics (3)	Taipei MRT Station, Taipei Train Station, Taiwan U. Hospital	Commuters, convenience, healthcare,
Others (29)	Taichung Park Lane, Taiwan U. Campus, 8 smaller stores in Taipei 21 in the rest of Taiwan	Customized for local tastes, small-mid size stores
Overseas (1)	Causeway (HK)	



Food Services (FS)

One-stop solution provider for leisure industries converting living experiments to art



- Primary agent for world class brands for specialty kitchen and laundry equipment
- One-stop solution provider
design/planning - installation - maintenance services
- Chic selection for food & beverages, and hospitality supplies
- Self-operated leisure venues: 9 sites covering gourmet restaurants, lounge and fines wine cellars



FS- World Class Brands

Kitchen Equipment



Coffee and Food



Laundry Equipment



Hotel & Restaurant Supplies



FS- Customer Base

Hotels



Corporate Canteens



Fast Food Chains



Hospitals



Restaurants



Outlook and Strategies

Taiwan

Floor space expansion and launching hotel business

- New store in Songshan Cultural and Creative Park (SCCP)
- Opening of art-themed hotel in SCCP

Hong Kong

Introducing Taiwan's brand names to the world

- Causeway Bay store (Aug. 2012) & more
- 2~3 new stores in 3 years

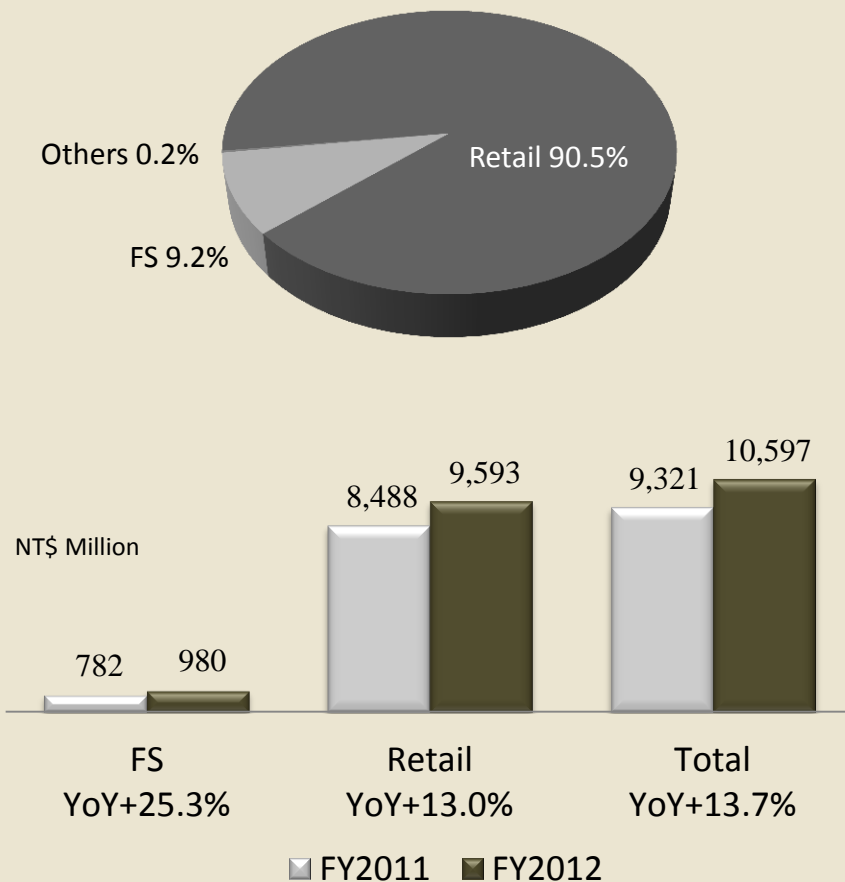
China

Growing with China's 12th "Five-year Plan"

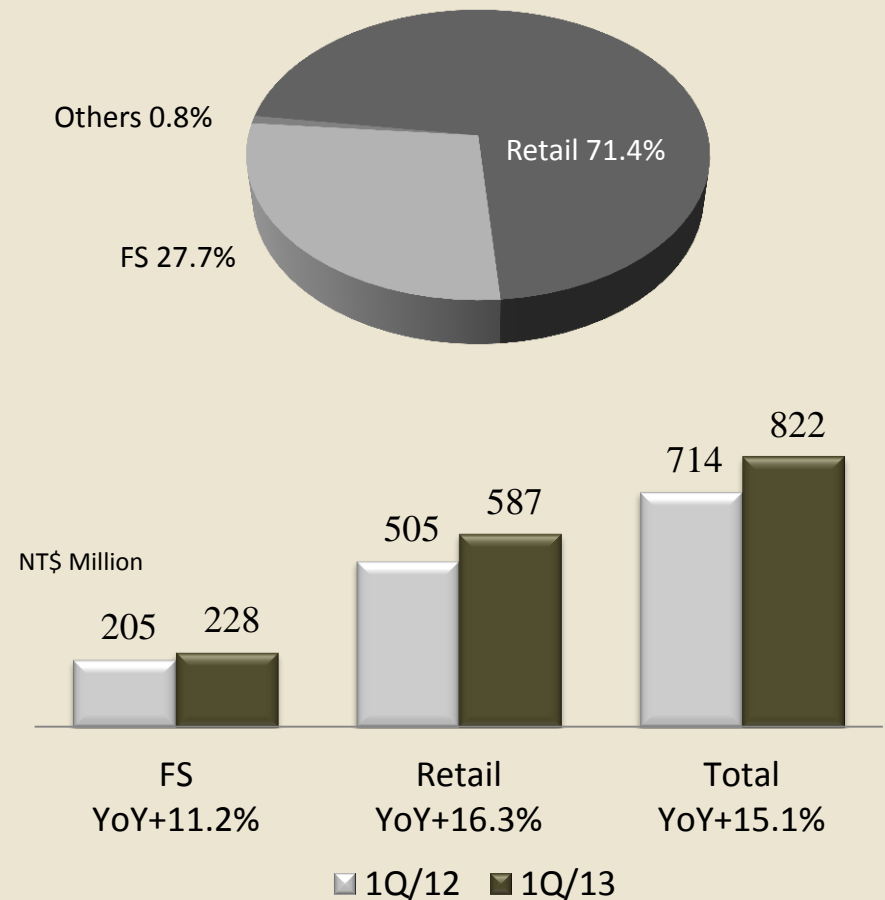
- Suzhou Eslite Cultural Complex commerce operation in 2014
- Tier 1 city expansion : Beijing, Shanghai, Wuxi, Nanjing, Hangzhou and Shenzhen

Sales Breakdown

FY2012
R.O.C. GAAP

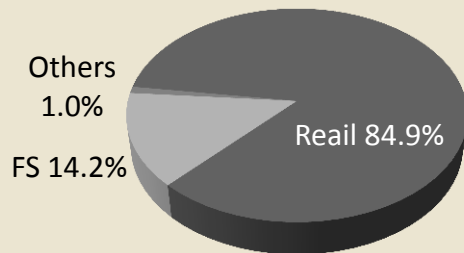


1Q/2013
IFRSs

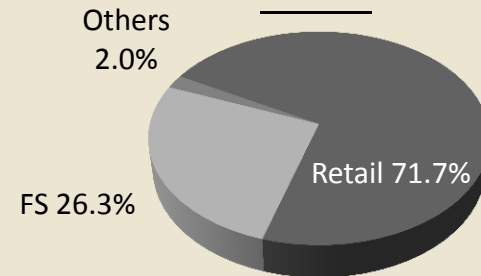


Growing Profitability- GP

FY2012
R.O.C. GAAP



1Q/2013
IFRSs



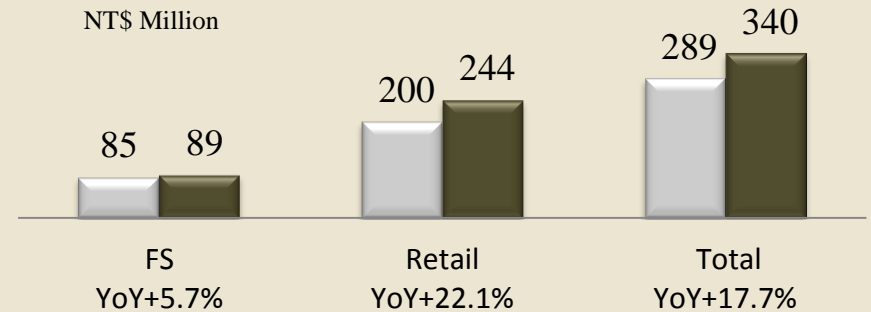
■ FY2011 ■ FY2012

NT\$ Million



■ 1Q/12 ■ 1Q/13

NT\$ Million

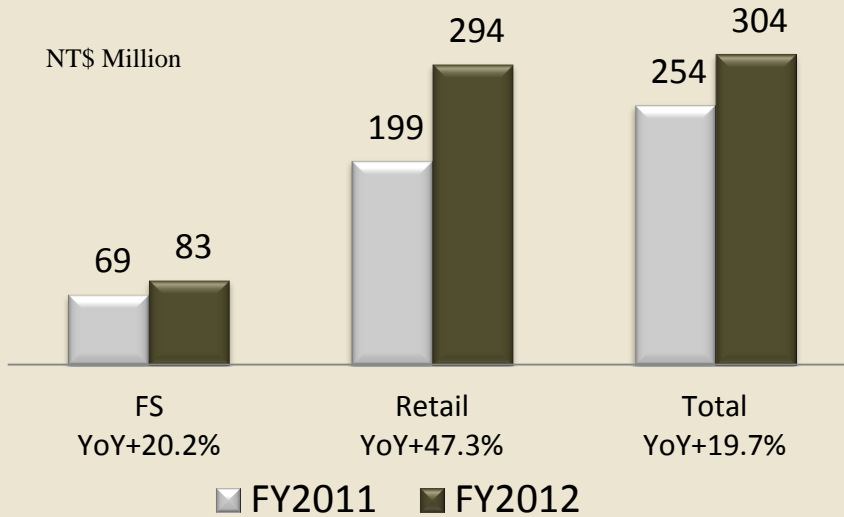


Gross Margin (%)	FS	Retail	Total
Y2012	36.4%	22.3%	23.8%
FY2011	40.3%	21.1%	23.2%

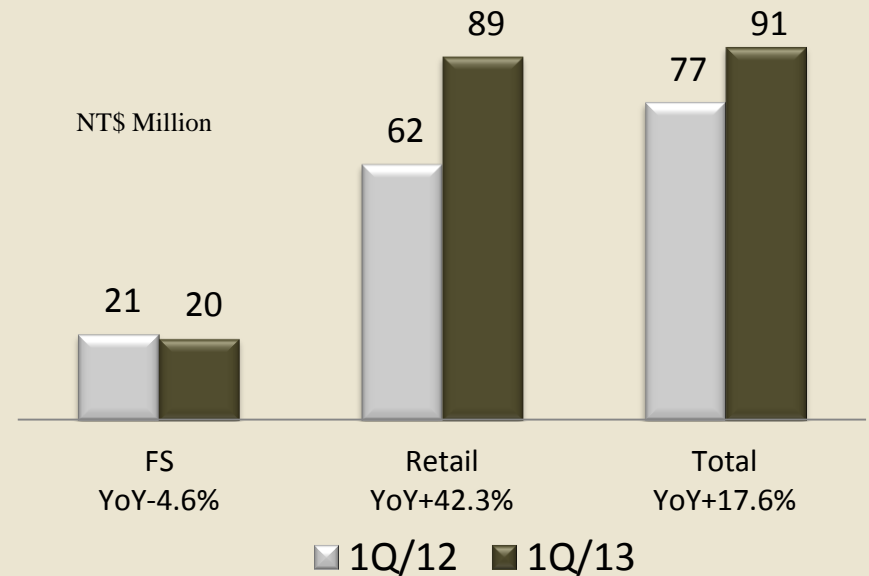
Gross Margin (%)	FS	Retail	Total
1Q/2013	39.0%	41.6%	41.4%
1Q/2012	41.5%	39.6%	40.5%

Growing Profitability- OP

FY2012
R.O.C. GAAP



1Q/2013
IFRSs



Operating Margin (%)	FS	Retail	Total
FY2012	8.5%	3.1%	2.9%
FY2011	8.8%	2.3%	2.7%

Operating Margin (%)	FS	Retail	Total
1Q/2013	8.8%	15.2%	11.1%
1Q/2012	10.2%	12.3%	10.8%

Consolidated Income Statement

NT\$ Million	IFRSs			R.O.C GAAP		
	1Q/2013	1Q/2012	YoY(%)	FY2012	FY2011	YoY(%)
Sales	822	714	15.1	10,597	9,321	13.7
Gross Profit	340	289	17.6	2,525	2,162	16.8
Gross Margin (%)	41.4%	40.5%	+0.9ppt	23.8%	23.2%	+0.6ppt
Operating Expense	249	211	18.0	2,221	1,908	16.4
Operating Profit	91	77	18.2	304	254	19.7
Operating Margin (%)	11.1%	10.8%	+0.3ppt	2.9%	2.7%	+0.1ppt
Non-Operating Income(Loss)	10	9	11.1	42	6	600.0
Pre-tax Profit	101	86	17.4	344	260	32.3
Taxation	18	14	28.6	62	41	51.2
Net Income	83	72	15.3	282	219	28.8
Net Margin (%)	10.1%	10.1%	-	2.7%	2.3%	+0.3ppt
Total Comprehensive Income	84	72	16.7			
EPS (NT\$)	1.89	1.75	+0.14	6.89	5.35	+0.54

Consolidated Balance Sheet

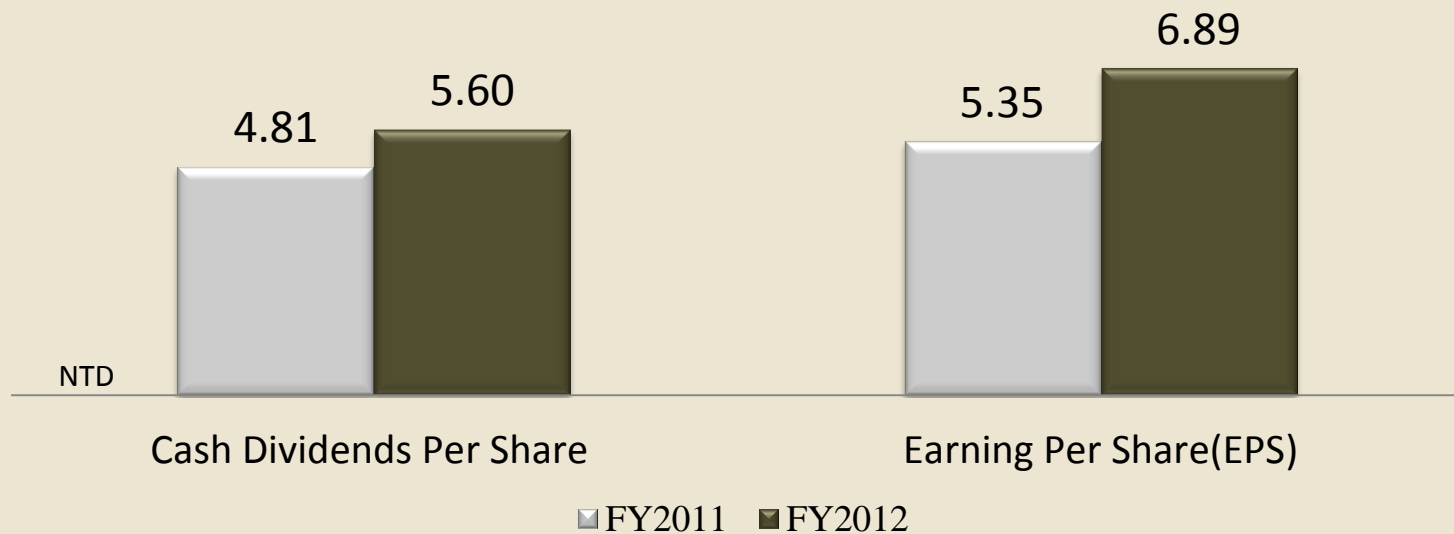
NT\$ Million	IFRSs		R.O.C. GAAP	
	1Q/2013	1Q/2012	FY2012	FY2011
Cash & Cash Equivalents	1,537	636	966	717
Accounts & notes Receivable	396	388	444	412
Inventories	269	262	274	239
Other Current Assets	250	252	200	200
Current Assets	2,452	1,538	1,884	1,568
Investment	49	46	46	46
Net P, P&E	954	783	964	803
Others	279	259	241	236
Total Assets	3,734	2,626	3,135	2,653
Short-term Loans	54	-	109	-
Accounts & notes Payables	1,467	1,263	1,557	1,397
Other Current Liabilities	485	363	514	393
Non-current Liabilities	285	184	68	60
Total Liabilities	2,291	1,810	2,248	1,850
Capital –Common Stock	451	410	410	410
Total Shareholders' Equity	1,443	816	887	803
ROE	7.1%	8.9%	33.4%	30.7%
Current Ratio	122.2%	94.6%	86.4%	87.6%

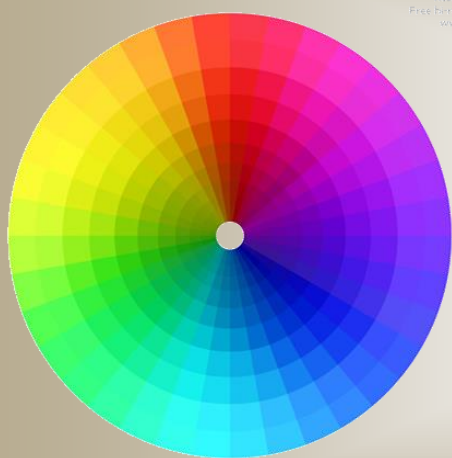
Consolidated Cash Flow

NT\$ Million	IFRSs		R.O.C GAAP	
	1Q/2013	1Q/2012	FY2012	FY2011
Cash Flow from Operating Activities	71	(24)	643	827
CAPEX	(90)	(14)	(242)	(157)
Cash Flow from Investing Activities	(93)	(38)	(254)	(238)
Common Stock Issue	645	-	-	-
Cash Dividends Paid	-	-	(197)	(43)
Cash Flows from Financing Activities	593	(19)	(140)	(240)
Net Increase (decrease) in Cash & Cash Equivalents	572	(81)	249	350
Cash & Cash Equivalents at Beginning of Period	965	717	717	367
Cash & Cash Equivalents at End of Period	1,537	636	966	717

Dividend Trend

NTD	FY2011	FY2012
Cash Dividends Per Share (A)	4.81	5.60
Earning Per Share(EPS) (B)	5.35	6.89
Payout Ratio (A/B)	89.9%	81.3%





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