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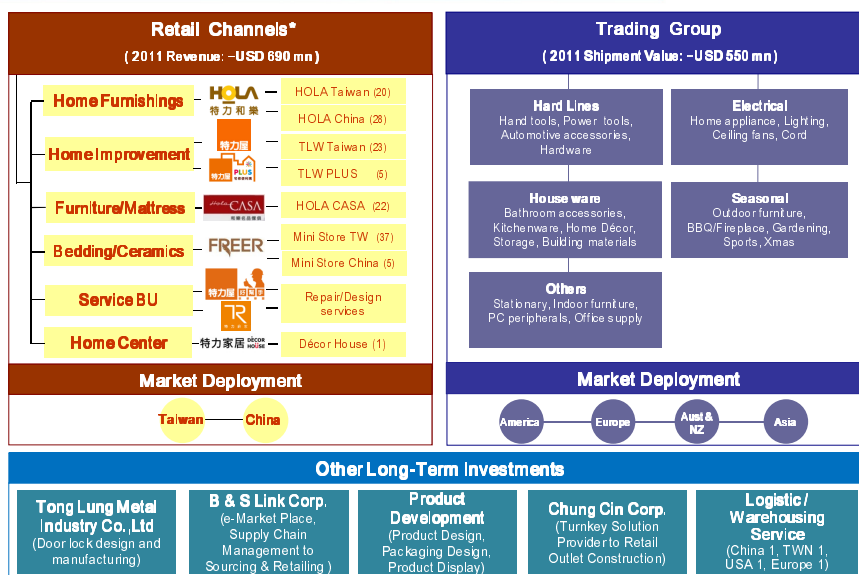
Test Rite Group Strategy to 2014



| | |
|-----------------------|--|
| Vision 願景: | Form a global integrated enterprise in home-related products & services 構築一個專注居家產業的全球整合型企業 |
| Goals 終極目標: | Sustainable business growth 業務持續成長 Corporate governance 公司治理 |
| Strategy 策略: | Growth through Innovation & Integration 透過創新與整合保持成長 |
| Objectives 目標: | Sustainable earnings & revenue growth 集團營收五年持續正成長 Integrate operation 集團整合 |
| Culture 文化: | High Performance 高績效 Customer focus 顧客導向 Sales oriented 銷售導向 |

2

Group Structure*



* Store numbers updated as of March 2012

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Test Rite Group Outlook



Outlook and Opportunities

- Trading
 - New program wins for principal trading and rising agency shipments
 - Leverage customers' growth opportunities in existing and emerging markets
 - Further develop brand licensing opportunities for Taiwan and China
- Retail
 - Store opening plan
 - TLW – to add 1-2 stores in 2012
 - HOLA TW – additional 1 store in 2012 (pending)
 - HOLA CN – net 1 additional stores by year end 2011
 - net increase of 4-8 stores in 2012; target 50-60 stores by 2014
 - Continued expansion of service BUs of TLW Plus and TLW好幫手(HISU, Home Improvement Services)

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Test Rite Group Outlook



Potential Risks

- Changes in consumer demand/tastes
- NT dollar volatility
- Volatile raw material prices (for both trading and manufacturing BUs)

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Test Rite Group Milestone



| | |
|---------|---|
| 1978-91 | Establishment and Growth |
| 1988-00 | "Best Supplier Award" from Wal-Mart |
| 1993 | Test Rite IPO (2908TT) – Taiwan Stock Exchange |
| 1996-98 | Launch of Retail Business B&Q 特力屋 Taiwan 50-50 JV with Kingfisher HOLA – "House of Living Art" |
| 2000 | Packing facilities established in Shanghai and Shenzhen |
| 2001 | Named "The Best 200 Small Companies" by Forbes |
| 2004 | Retail: Inception of HOLA China |
| 2006 | HOLA (2921TT) IPO – Taiwan OTC Exchange Acquisition of Tong-Lung Metal (OTC listed 8705 TT) |
| 2007 | Nei-Hu HQ Building Sale-and-Leaseback Purchase of Kingfisher's 50% joint venture stake of TLW Taiwan (US\$100mn) |
| 2009 | 4-in-1 Merger of Taiwan Retail channels: TLW (DIY), HOLA, Freer, and HOLA Casa. |
| 2010 | Accelerate pace of store openings of HOLA China Cancelled 14.8 mn treasury shares |
| 2011 | Décor House grand opening in September Purchased 20 mn treasury shares; cancelled 9 mn treasury shares Received Best Supplier Award from Wal-Mart |
| 2012 | Purchased 3.0 mn treasury shares |

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HOME

TRADING SECTOR  **TESTRITE**

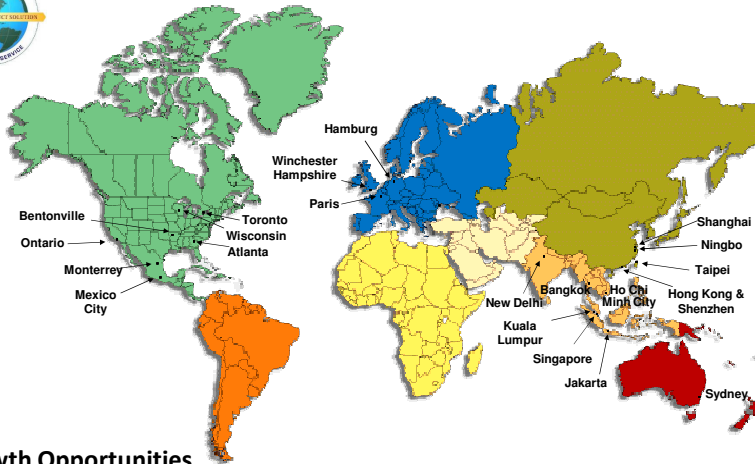
Test Rite Group 特力集團

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Global Worldwide Network



(with local service 22 offices in 16 countries, 3 warehouses in China, Taiwan, and U.S.)



Growth Opportunities

- Agency biz (Michaels, AutoZone, Tractor Supply, AAFES, Topco, Spotlight and Orchard Supply)
- Principal trading : continued focus on key customers/products thru global sourcing platform
- Brand licensing opportunities for Greater China markets - ex.: Bissell, Jiou Young, Stanley Black&Decker, La-Z-Boy, Frette (TW only), etc.

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Trading Overview – 4Q11 and 2011



- Revenue for 4Q11 Totalled NT\$3.06bn, up 29.3% YoY; Shipments surged 22.8% YoY to NT\$3.84 bn.
- Unaudited revenue for FY2011 totaled NT\$ 13.3bn, up 15.3% YoY.

Trading business' revenue - 4Q11 and FY2011

| Revenue (NT\$ mn) | 4Q11* | 4Q10 | YoY % chg | 2011* | 2010A | YoY % chg |
|------------------------------|-------|-------|-----------|--------|--------|-----------|
| Trading Revenue | 2,976 | 2,289 | 30.0% | 12,948 | 11,212 | 15.5% |
| Total Revenue (parent basis) | 3,057 | 2,364 | 29.3% | 13,272 | 11,513 | 15.3% |

* According to Taiwan GAAP, revenue for Agency business is based on commission revenue.

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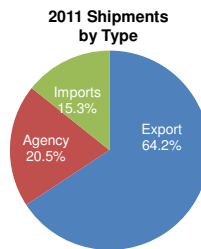
Trading Overview – 4Q11 and 2011



- Shipments for principal trading increased by 30.6% YoY in 4Q11 to NT\$ 3 bn and increased by 15% YoY to NT\$ 13 bn in 2011.
- Shipments for agency business increased by 2% YoY in 4Q11, but increased by 28.7% in 2011.
- Exports accounted for 64.2% of shipments, and agency and imports accounted for 20.5% and 15.3% respectively in 2011.

Shipments value breakdown by segment – 4Q11 and FY2011

| Shipment Value (NT\$ '000) | 4Q11* | 4Q10 | YoY % chg | 2011* | 2010A | YoY % chg |
|----------------------------|-------|-------|-----------|--------|--------|-----------|
| Shipments – Principal | 2,971 | 2,276 | 30.6% | 12,909 | 11,223 | 15.0% |
| Shipments – Agency | 870 | 853 | 2.0% | 3,328 | 2,586 | 28.7% |
| Total Trading shipments | 3,841 | 3,129 | 22.8% | 16,237 | 13,809 | 17.6% |



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特力屋 特力和樂

特力屋

特力屋

好幫手

FREER 特力屋

特力屋 PLUS 宅樂便利購

特力家居 DECOR HOUSE

HOME
RETAIL SECTOR

Test Rite Group 特力集團

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Brand value proposition of Retail BUs

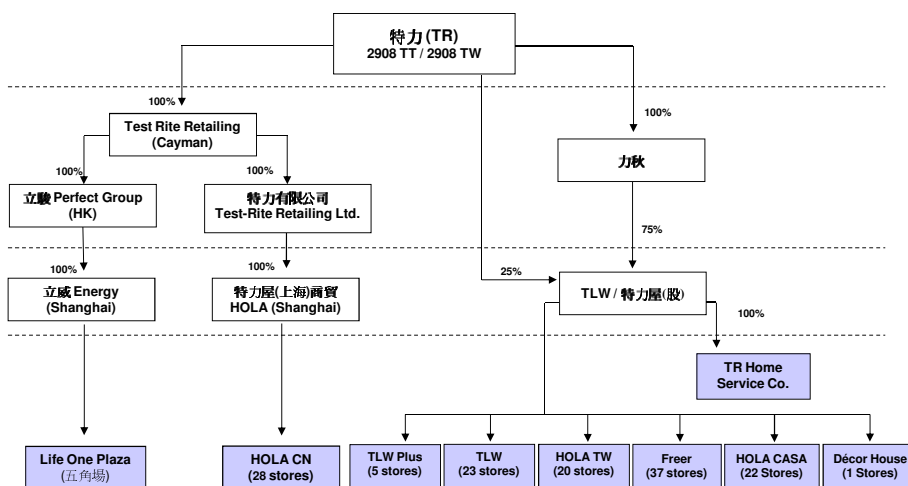


Affordable Indulgence
低調奢華 輕鬆擁有

Simple To choose Easy To buy Exciting Experience



Holding structure of TR Retail Group



Store # are as of March 2012. Designate Retail Sales Channels
 TLW (Formerly B&Q TW) made a tender offer of HOLA TW common shares in June 2009. TLW merged HOLA TW, Freer, and HOMY in Oct 2009. And the scheduled date of 4 in 1 merger is Dec. 31, 2009.

Growth Driver – Retail Group



Provide consumers the experience of “affordable indulgence”

- **TLW (特力屋) Taiwan**
 - Opened first Décor House, the one-stop home ware shopping center in Sep. 2011
 - Entered repair/service market in 2010. Transform into a Solution Service Company in the home improvement market
 - Open TLW Plus targeting neighborhood market.
- **HOLA**
 - HOLA Taiwan – opened 2 stores in 2011
 - HOLA China
 - Net increase of 1 store in 2011
 - Net increase of 4-8 stores in 2012
 - 2014 target 50-60 stores

Trading/Retail synergy

- TLW, HOLA, Freer, HOLA CASA, and HOLA China - continued integration of merchandizing, marketing, store operations, FIN, HR & IT departments

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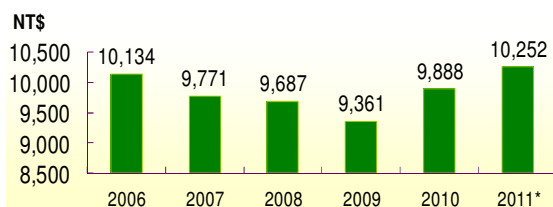
特力屋

TLW Business Update



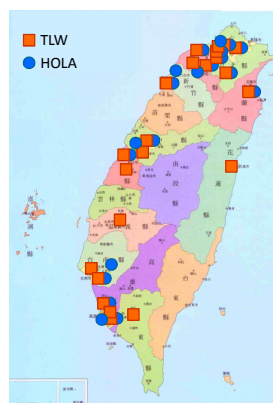
- Leading DIY player with ~30% market share
- New business opportunities with TLW Plus and TLW 好幫手
- Revenue exceed NT\$ 10 bn mark for the first time since 2006, up 3.7% YoY.

Net Sales



| (m ²) | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 |
|-------------------|--------|--------|--------|--------|--------|--------|
| Selling space | 91,756 | 93,938 | 93,938 | 93,938 | 89,727 | 91,821 |
| Store # | 21 | 22 | 22 | 22 | 23 | 23 |

Store Locations



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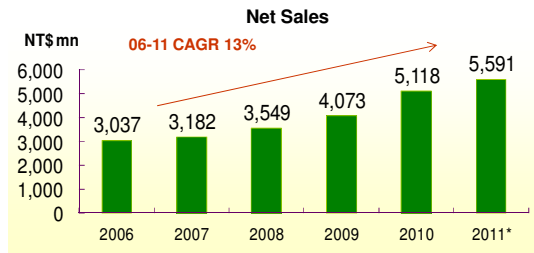
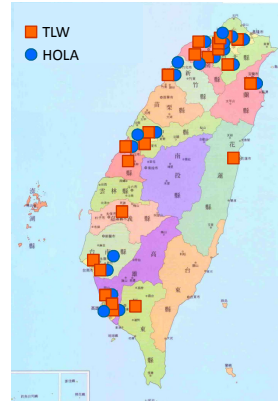


HOLA TW Business update



- No. 1 home décor chain in Taiwan with 20 stores
- Opened 2 stores in 2011
- Revenue increased 8.2% YoY to NT\$ 5.6 bn in 2011

Store Locations



| (m ²) | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 |
|-------------------|--------|--------|--------|--------|--------|--------|
| Selling space | 36,919 | 40,073 | 43,541 | 43,541 | 50,349 | 53,995 |
| Store # | 11 | 12 | 13 | 13 | 18 | 20 |

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Décor House business update



特力家居 DÉCOR HOUSE

- Closed original TLW store to rebuilt Décor House in 2Q10. Soft opening started in July 2011 and officially opened in September.
- Selling space over 8,100 ping (26,700 m²)
- Gross revenue to reach NT\$ 2-2.5 bn per year



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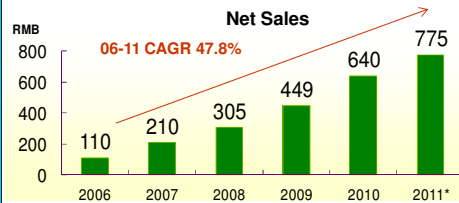
HOLA China – Business update



HOLA China (Private – 100% held by Test-Rite)



- HOLA China has 28 stores as of December 2011.
- 4Q11 revenue was RMB 218 mn, up 13.1% YoY.
- 2011 revenue total RMB 775 mn, up 21.1% YoY.



| (m ²) | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 |
|-------------------|--------|--------|--------|--------|--------|--------|
| Selling space | 25,593 | 32,595 | 46,442 | 51,506 | 59,481 | 60,116 |
| Store # | 7 | 9 | 14 | 18 | 27 | 28 |

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Hola China business update



- Revenue for 2011 totaled RMB 775 mn, up 21.1% YoY.
- Added two new stores in Beijing and Wuhan in 2011 after opening 9 stores in 2010.
- Total number of stores targeted to reach 50-60 by end of 2014, and develop alternative sales channel.

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Hola China business update cont'd



- 4Q11 revenue increased 13.1% YoY to RMB 218 mn.
- 3Q11 loss increased 1.8% YoY to NT\$ 87 mn as operating expense rising in China.
- Hola China turn profitable on a monthly basis for the first time in Dec-09. 12 stores out of total 27 were profitable at store level by end of 2010.
- 10 out of 27 stores were at breakeven for 1-3Q11; 16 out of 27 stores profited in 1Q11, 7 profited in 2Q11, and 7 in 3Q11.

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HOME
RECENT FINANCIAL RESULTS

Test Rite Group 特力集團

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4Q11 and 2011 Revenue by BU



Test Rite International Co., Ltd. (2908)

| (NT\$ '000) | 4Q11* | 4Q10 | YoY% chg | 2011* | 2010 | YoY% chg |
|--------------------------------|-----------|-----------|----------|------------|------------|----------|
| Trading^ | 3,057,370 | 2,364,739 | 29.3% | 13,272,554 | 11,513,995 | 15.3% |
| Retail - TLW | 4,304,007 | 3,994,194 | 7.8% | 16,250,378 | 15,041,283 | 8.0% |
| Retail – HOLA China (RMB '000) | 217,645 | 192,419 | 13.1% | 774,673 | 639,816 | 21.1% |
| Retail Group** | 5,476,330 | 5,043,520 | 8.6% | 20,410,553 | 18,526,885 | 10.2% |
| Tong Lung Metal | 833,795 | 752,721 | 10.8% | 3,169,467 | 3,071,813 | 3.2% |

^ According to Taiwan GAAP, revenue for Agency business is based on commission revenue.

**Including sales of Mango and WW China in HOLA China revenue. Retail group sales include TLW, HOLA Taiwan, Décor House, HOLA China, Life 1 Plaza and TLW Service.

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Test Rite 3Q11 Financial Results



Test Rite International Co., Ltd. (2908) – parent only

| P&L for 3Q11 & 3Q10 (parent only) | | | | Breakdown of Non-operating income (loss) | | | |
|--|---------|---------|-------|--|--------|--------|--------|
| (NT\$m) | 3Q11 | 3Q10A | % chg | (NT\$m) | 3Q11 | 3Q10A | % chg |
| Turnover | 3,302.3 | 3,409.9 | -3.2% | Trading Subsidiaries | (23.7) | (7.5) | 21.0% |
| Gross profit | 636.1 | 656.3 | -3.1% | Retail Subsidiaries | | | |
| Operating profit | 116.5 | 74.2 | 57.0% | - TLW | 111.7 | 80.3 | 39.1% |
| Non-operating income/loss | 54.0 | 49.3 | 9.5% | - HOLA China | (86.6) | (88.2) | -1.8% |
| Pre-tax profit | 170.5 | 123.5 | 38.1% | - Life 1 Plaza | (4.2) | (13.8) | -69.6% |
| Net profit | 155.1 | 116.2 | 33.5% | Subtotal: Retail Subsidiaries | 20.9 | (21.7) | n.a. |
| Basic EPS(Aft-tax) (NT\$) | 0.31 | 0.24 | 29.2% | Tong Lung Metal | 36.3 | 60.1 | -39.6% |
| Diluted EPS (NT\$) | 0.30 | 0.24 | 25.0% | Other LT Investments | 13.6 | 37.5 | -63.7% |
| Fully diluted EPS (NT\$) | 0.30 | 0.23 | 33.5% | FX Gain/(Loss) | 27.3 | 11.5 | 137.4% |
| Net profit ex FX & one-time write off | 127.8 | 104.7 | 22.1% | Interest net amount | (22.9) | (18.0) | 27.2% |
| FD EPS ex FX & one-time write off (NT\$) | 0.25 | 0.20 | 22.1% | Others | 2.5 | (12.6) | n.a. |
| Gross margin | 19.3% | 19.2% | | Subtotal of Non-Operating income / loss | 54.0 | 49.3 | 9.5% |
| Operating margin | 3.5% | 2.2% | | | | | |
| Pre tax margin | 5.2% | 3.6% | | | | | |
| Net profit margin | 4.7% | 3.4% | | | | | |

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Test Rite 3Q11 Financial Results



Test Rite International Co., Ltd. (2908) – parent only

B/S (Parent only) 3Q11 and 3Q10

| (NT\$ mn) | 3Q11 | 3Q10A | %chg |
|------------------------------------|--------|--------|---------|
| Cash & Equivalents | 304 | 69 | 338.3% |
| Current Assets | 5,649 | 4,270 | 32.3% |
| Net PP&E | 594 | 614 | -3.2% |
| L/T Investments | 9,427 | 9,435 | -0.1% |
| Total Assets | 16,382 | 15,087 | 8.6% |
| S/T Debts | 0 | 476 | -100.0% |
| Current Liability | 1,827 | 2,298 | -20.5% |
| L/T Debts | 6,040 | 4,566 | 32.3% |
| Total Liabilities | 9,553 | 8,795 | 8.6% |
| Shareholders Equities | 6,829 | 6,293 | 8.5% |
| Current Ratio (%) | 309.2% | 185.8% | |
| Net Debt/Equity (%) | 83.5% | 78.4% | |
| Net Debt/Equity ex. Trading WC (%) | 33.9% | 39.3% | |
| Total Liab/Assets (%) | 58.3% | 58.3% | |

C/F (Parent only) of 3Q11 and 3Q10

| (NT\$ mn) | 3Q11 | 3Q10A | %chg |
|----------------------|-------|-------|---------|
| Operating CF | 274 | (109) | -350.6% |
| Investment CF | (19) | (204) | -90.5% |
| Financing CF | (444) | 253 | -275.7% |
| Net Cash Flow | (190) | (60) | 217.0% |
| Cash at beg. quarter | 494 | 129 | 282.1% |
| Cash at end quarter | 304 | 69 | 338.3% |

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Test Rite 1-3Q11 Financial Results



Test Rite International Co., Ltd. (2908) - Consolidated

Consolidated P&L for 1-3Q11 & 1-3Q10

| (NT\$mn) | 1-3Q11 | 1-3Q10A | %chg |
|-----------------------------|--------|---------|--------|
| Turnover | 26,922 | 24,209 | 11.2% |
| Gross profit | 8,154 | 7,342 | 11.1% |
| Operating profit | 735 | 636 | 15.5% |
| Non-operating income/loss | 1 | 58 | -99.0% |
| Pre-tax profit | 736 | 695 | 5.9% |
| Net profit | 599 | 490 | 22.2% |
| Less: minority shareholders | 90 | 123 | -27.2% |
| Net profit for Test Rite | 509 | 367 | 38.8% |
| EPS (NT\$) | 1.01 | 0.76 | 32.9% |
| Gross margin | 30.29% | 30.33% | |
| Operating margin | 2.73% | 2.63% | |
| Pre tax margin | 2.73% | 2.87% | |
| Net profit margin | 2.23% | 2.03% | |

Consolidated B/S for 1-3Q11 & 1-3Q10

| (NT\$ mn) | 1-3Q11 | 1-3Q10A | %chg |
|------------------------------------|--------|---------|--------|
| Cash & Equivalents | 1,739 | 1,135 | 53.2% |
| Current Assets | 12,587 | 10,688 | 17.8% |
| Net PP&E | 7,849 | 6,227 | 26.0% |
| L/T Investments | 207 | 296 | -30.0% |
| Total Assets | 27,334 | 23,910 | 14.3% |
| S/T Debts | 4,571 | 4,079 | 12.1% |
| Current Liability | 10,696 | 9,836 | 8.7% |
| L/T Debts | 7,681 | 5,416 | 41.8% |
| Total Liabilities | 20,113 | 17,174 | 17.1% |
| Shareholders Equities | 7,221 | 6,737 | 7.2% |
| Current Ratio (%) | 117.7% | 108.7% | |
| Net Debt/Equity (%) | 134.0% | 116.3% | |
| Net Debt/Equity ex. Trading WC (%) | 101.8% | 89.5% | |
| Total Liab/Assets (%) | 73.6% | 71.8% | |

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Test Rite 1-3Q11 Financial Results



Test Rite International Co., Ltd. (2908) – parent only

P&L for 1-3Q11 & 1-3Q10 (parent only)

| (NT\$m) | 1-3Q11 | 1-3Q10A | % chg |
|--|----------|---------|-------|
| Turnover | 10,215.2 | 9,149.0 | 11.7% |
| Gross profit | 1,928.3 | 1,772.0 | 8.8% |
| Operating profit | 278.6 | 222.0 | 25.5% |
| Non-operating income/loss | 283.8 | 278.0 | 2.1% |
| Pre-tax profit | 562.4 | 500.0 | 12.5% |
| Net profit | 509.4 | 367.0 | 38.8% |
| Basic EPS(Aft-tax) (NT\$) | 1.01 | 0.76 | 32.9% |
| Diluted EPS (NT\$) | 1.00 | 0.76 | 31.6% |
| Fully diluted EPS (NT\$) | 0.99 | 0.71 | 38.8% |
| Net profit ex FX & one-time write off | 470.4 | 287.6 | 63.6% |
| FD EPS ex FX & one-time write off (NT\$) | 0.91 | 0.56 | 63.6% |
| Gross margin | 18.9% | 19.4% | |
| Operating margin | 2.7% | 2.4% | |
| Pre tax margin | 5.5% | 5.5% | |
| Net profit margin | 5.0% | 4.0% | |

Breakdown of Non-operating income (loss)

| (NT\$m) | 1-3Q11 | 1-3Q10A | YoY % chg |
|---|---------|---------|-----------|
| Trading Subsidiaries | (57.5) | (81.0) | -29.0% |
| Retail Subsidiaries | | | |
| - TLW | 374.9 | 280.0 | 33.9% |
| - Hola China | (202.1) | (190.0) | 6.4% |
| - Life 1 Plaza | (5.0) | (73.0) | -93.2% |
| Subtotal: Retail Subsidiaries | 167.8 | 17.0 | 887.1% |
| Tong Lung Metal | 71.9 | 122.0 | -41.1% |
| Other LT Investments | 66.3 | 85.0 | -22.0% |
| FX Gain/(Loss) | 93.2 | 141.0 | -33.9% |
| Interest net amount | (60.6) | (52.0) | 16.5% |
| Others | 2.7 | 46.0 | -94.1% |
| Subtotal of Non-Operating income / loss | 283.8 | 278.0 | 2.1% |

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Test Rite 1-3Q11 Financial Results



Test Rite International Co., Ltd. (2908) – parent only

B/S (Parent only) 3Q11 and 3Q10

| (NT\$ mn) | 3Q11 | 3Q10A | %chg |
|------------------------------------|--------|--------|---------|
| Cash & Equivalents | 304 | 69 | 338.3% |
| Current Assets | 5,649 | 4,270 | 32.3% |
| Net PP&E | 594 | 614 | -3.2% |
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| Current Ratio (%) | 309.2% | 185.8% | |
| Net Debt/Equity (%) | 83.5% | 78.4% | |
| Net Debt/Equity ex. Trading WC (%) | 33.9% | 39.3% | |
| Total Liab/Assets (%) | 58.3% | 58.3% | |

C/F (Parent only) of 1-3Q11 and 1-3Q10

| (NT\$ mn) | 1-3Q11 | 1-3Q10A | % chg |
|-------------------|--------|---------|--------|
| Operating CF | (661) | (128) | 414.5% |
| Investment CF | (240) | (816) | -70.6% |
| Financing CF | 968 | 716 | 35.2% |
| Net Cash Flow | 68 | (229) | n.a. |
| Cash at beg. Year | 237 | 298 | -20.6% |
| Cash at end Year | 304 | 69 | 338.3% |

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家的大小事
一輩子都是特力的事!

Thank you!

Test Rite Group 特力集團