



法人說明會

Investor Conference

2023.10.17



東隆興業股份有限公司
TOUNG LOONG TEXTILE MFG. CO., LTD.

Stock code : 4401

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TOUNG LOONG TEXTILE MFG. CO., LTD.



Contents

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Company Profile

- ❖ **Established** : Year 1960
- ❖ **Capital** : NT\$ 1.227 Billion (US\$ 40 Million)
- ❖ **Headquarter** : New Taipei City, Taiwan
- ❖ **Production Sites** :
 - > **TaoYuan ,Taiwan (Y-1972)**
 - > **ChangHwa ,Taiwan (Y-1992)**
 - > **2 sites in Vietnam (Y-1998) (Sewing Thread Mfg.)**
 - > **1 site in Cambodia (Y-2007) (Sewing Thread Mfg.)**
- ❖ **Histories** : > **a. Y1961 started sewing thread manufacturing**
 - b. Y1990 shift into apparel textile yarn mfg.**
 - c. Y1995 Nylon 66 & micro Polyester yarn dyed innovation.**
 - d. Y1996 public on stock exchanged market (OTC)**
 - e. Y1998 moved sewing thread mfg. to Overseas**



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Certification

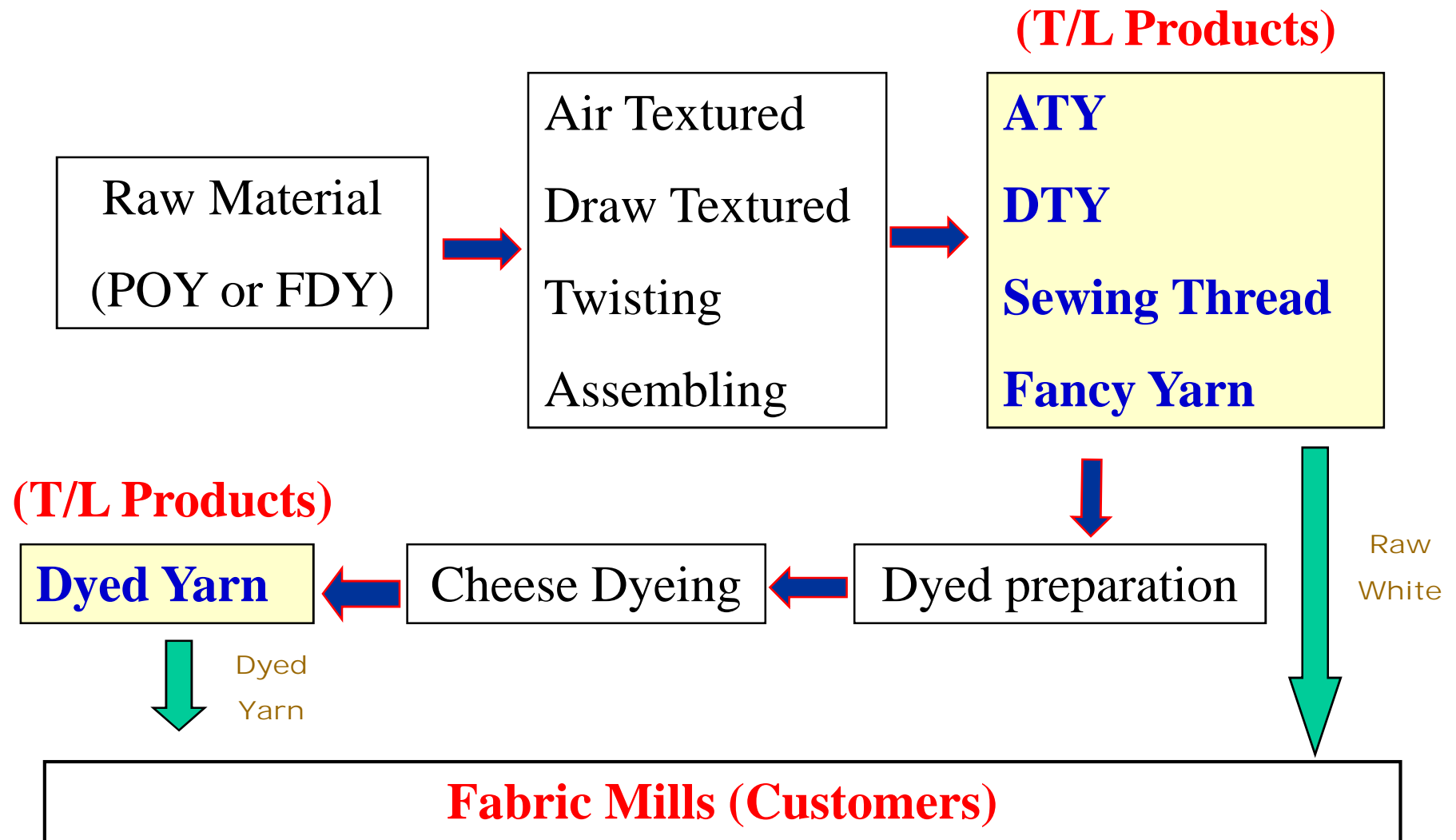
- ❖ **ISO – 9001 / ISO – 14001 / ISO – 50001 Certified**
- ❖ **Oeko-Tex Standard 100- HKB 22874(Class 1)**
- ❖ **GRS :CU-817258 (version 2.0)**
- ❖ **bluesign® Indicates ZDHC MRSL Conformance
at the highest Level 3**



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Yarn Production Process



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Product Application Categories

- a. **Athletic sports wear (yoga, gymnastic, running) > 41%**
Lululemon, Athleta, Fabletics, Alo, Under Armour, Vuori, Aerie, Outdoor Voice, Nike, Prana, Adidas, Whole sale market...etc.
- b. **Golf , Tennis sports wear > 11%**
Lululemon, Nike, Dunning Golf , Helly Hansen...etc.
- c. **Outdoor sports wear > 20%**
Arc'teryx, The North Face, Columbia, GoreTex, Patagonia...etc.
- d. **Intimate apparel ,Swimsuit > 6%**
Jockey, Decathlon, Uniqlo, Wacoal...etc.
- e. **Casual Wear (jeans, shirts, mens & ladies wear) > 19%**
PGAtour, Duluth, Aritzia, Rhone...etc.
- f. **Sewing thread & others > 3%**
SP, Nylon, PET & Zipper sewing thread, Velcro yarn...etc.



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Yoga wear

Golf polo shirt





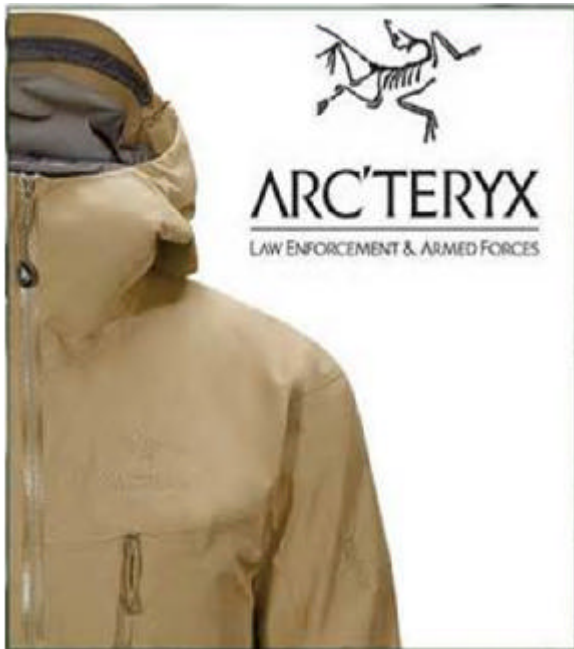
Sports wear



Biking wear



Outdoor sports wear



 Columbia
Sportswear Company®

Casual Wear & Denim Jeans



Competitive Advantage

- a. Continuously Polyamide yarn dyed technology innovated for better handfeel & recovery enhanced.
- b. Complex production process & carbon emissions reduced to raise up the entry barrier of the competition.
- c. Clearly value chain position to ensure tightly cooperate with brands, upstream suppliers & downstream customers.



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R&D Innovation

- a. Developing complex-textured yarn to integrate functions & fashion into sportswear.
- b. Texturizing with Eco-friendly material for green products development.
- c. Technical texturized to provide natural touch & comfort stretch . (SPF 、 VNS 、 SCT)
- d. Light weight textured yarn developed for intimate apparel & outdoor sportswear .
- e. Micro fiber Polyamide yarn dye & heather effect dyed yarn technology development for sports & casual wear application.
- f. Reduce carbon emissior in texturizing & dyeing production process continuesly.



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Expansion Planning & Dividend Policy

- a. Continuously capital investment for plant expansion & machinery renovated in 2023.
- b. Capital investment such as yarn production machinery will be invested in 2023.
- c. Dividend policy will be cash dividend by principle, and will be referred to the market situation in the coming year for the rate of the dividend released.

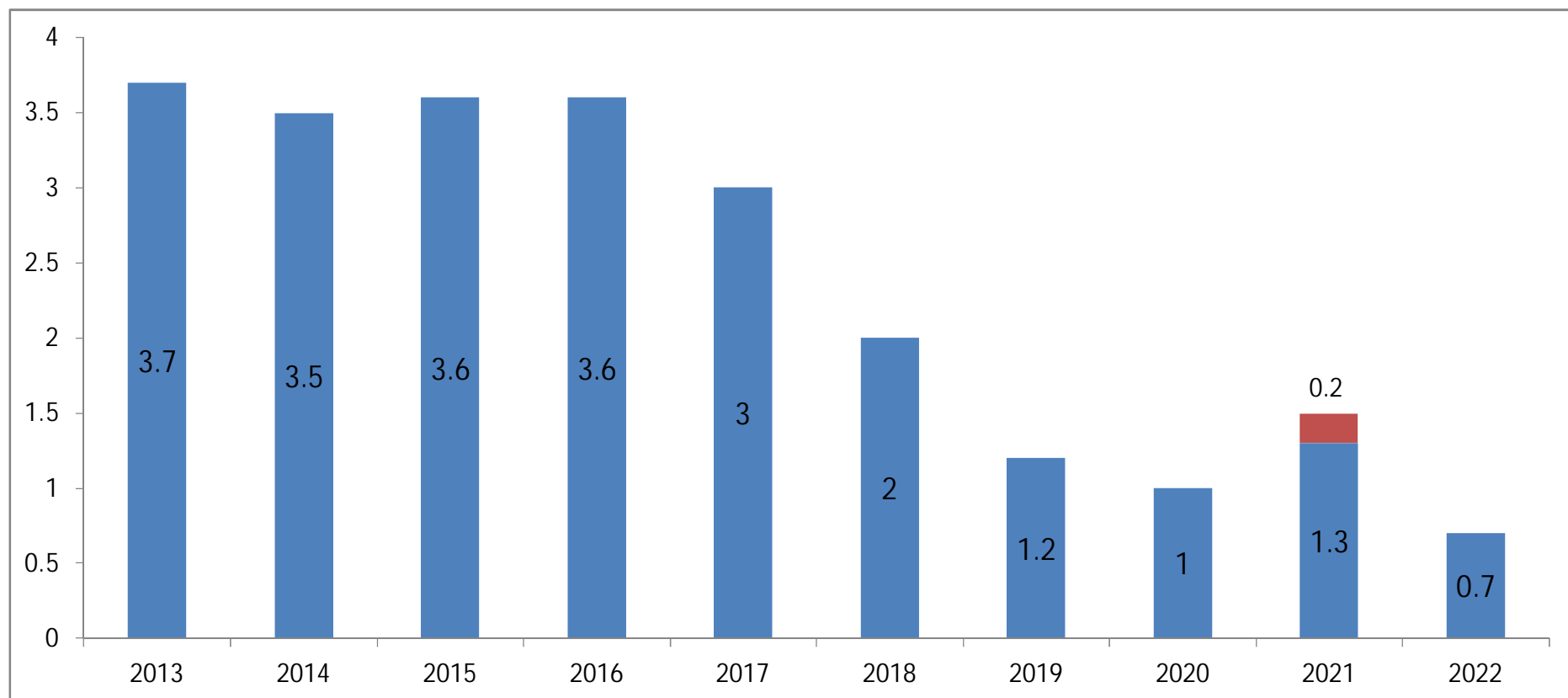


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Dividend Policy

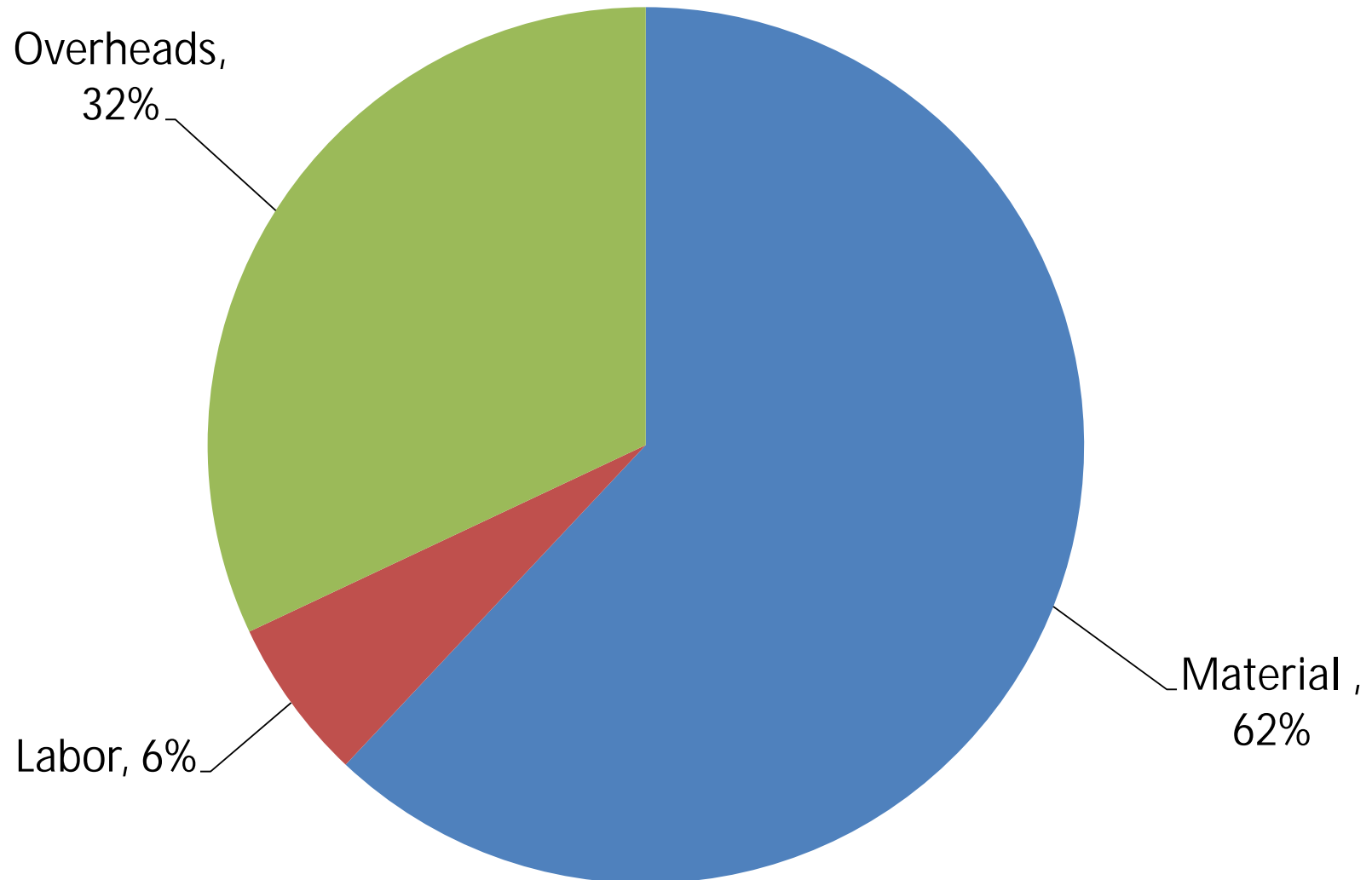
Dividend	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
cash dividend	3.7	3.5	3.6	3.6	3	2	1.2	1	1.3	0.7
stock dividend	0	0	0	0	0	0	0	0	0.2	0



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Cost Breakdown



Financial Highligh

NT\$ / thousand	2018	2019	2020	2021	2022
Net Sales	4,032,988	3,563,732	3,151,677	5,024,292	4,099,883
Sales growth (%)	-11.45%	-11.64%	-11.56%	59.42%	-18.40%
COGS	3,370,758	3,081,589	2,899,538	4,385,524	3,659,299
Gross profit	662,230	482,143	252,139	638,768	440,584
Operating profit	422,678	279,714	74,590	422,425	160,574
Net profit	314,407	215,166	86,362	321,791	172,300
Net profit growth (%)	-39.59%	-31.56%	-59.86%	272.61%	-46.46%
EPS (NT\$)	2.54	1.75	0.7	2.59	1.37
Gross margin	16.42%	13.53%	8.00%	12.71%	10.75%
Operating margin	10.48%	7.85%	2.37%	8.41%	3.92%
Net margin	7.80%	6.04%	2.74%	6.40%	4.20%
ROE	11.72%	8.15%	3.34%	12.14%	6.22%
ROA	6.07%	4.08%	1.85%	5.66%	3.29%



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Financial Highligh

2023 Q2 VS 2022 Q2

NT\$ / thousand	2022 Q2	2023 Q2
Net Sales	2,412,750	1,293,830
Sales growth (%)	-0.26%	-46.38%
COGS	2,125,814	1,222,593
Gross profit	286,936	71,237
Operating profit	164,559	-21,559
Net profit	154,437	-15,362
Net profit growth (%)	-1.93%	-109.95%
EPS (NT\$)	1.25	-0.14
Gross margin	11.89%	5.51%
Operating margin	6.82%	-1.67%
Net margin	6.40%	-1.19%
ROE	5.65%	-0.56%
ROA	2.64%	0.02%



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2023 Comparison of Monthly Sales Revenue

Consolidated revenue

Unit : NTD/ thousand

month	2023(PTD)	2022(PTD)	YoY%	2023(YTD)	2022(YTD)	YoY%
			(PTD)			(YTD)
JAN	143,266	365,657	-60.82%	143,266	365,657	-60.82%
FEB	196,300	340,710	-42.39%	339,566	706,367	-51.93%
MAR	258,546	458,698	-43.63%	598,112	1,165,065	-48.66%
APR	216,965	420,231	-48.37%	815,077	1,585,296	-48.59%
MAY	218,502	405,554	-46.12%	1,033,579	1,990,850	-48.08%
JUN	260,251	421,900	-38.31%	1,293,830	2,412,750	-46.38%
JUL	197,186	344,132	-42.70%	1,491,016	2,756,882	-45.92%
AUG	239,498	339,793	-29.52%	1,730,514	3,096,675	-44.12%
SEP	285,499	315,054	-9.38%	2,016,013	3,411,729	-40.91%
Total	2,016,013	3,411,729	-40.91%	2,016,013	3,411,729	-40.91%



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Thank you !

Q&A

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