



儒鴻企業股份有限公司

Eclat Textile Co.,Ltd

*All-In-One Supplier*

*Setting the path for excellence*



2019/03/18

# Contents

- Company profile
- Global strategy
- Competitive advantage
- Main products
- Financial overview
- Q&A



# Company Profile

<b>Year of Establishment</b>	1977
<b>Capital</b>	US\$ 91,000,000 ( TWD \$ 2,744 M)
<b>Chairman/CEO</b>	C.H. Hung
<b>Group Employee</b>	1,800 employees (Taiwan) ; 16,200 employees (Overseas)
<b>Status</b>	IPO in Taiwan Stock Market in 2001 (1476-TW)
<b>Main products</b>	<ul style="list-style-type: none"><li>• Provide the vertical integration supply chain including knitting, dyeing, finishing, and garment making.</li><li>• Specialize in functional elastic circular knitting fabrics &amp; garments for performance and sportswear.</li></ul>

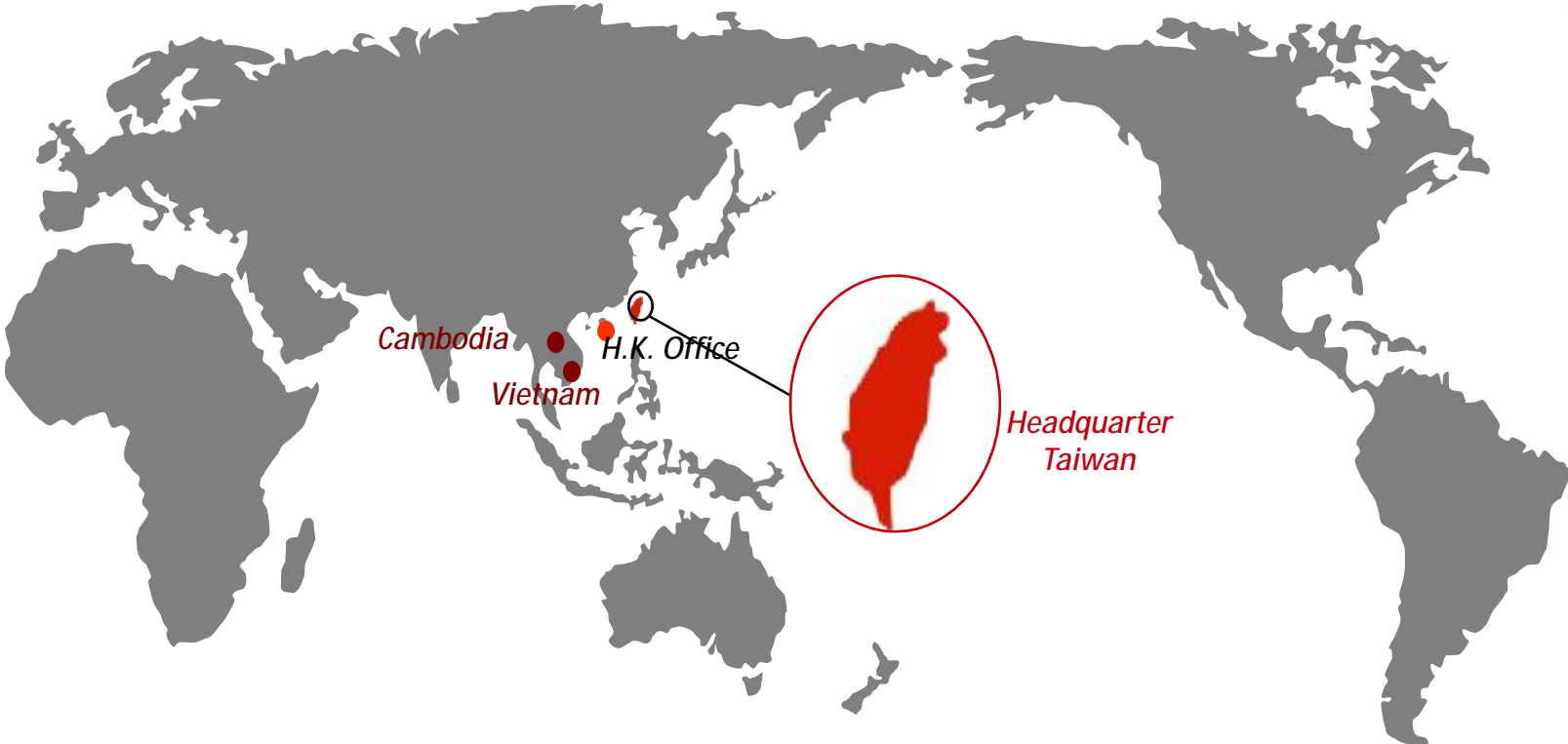


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# Global Strategy



● 1 Office      ● 17 Garment Factories      ● 2 Fabric Mill Bases



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# Competitive advantage

- Ø Global strategy to shorten the lead-time and strengthen competition
- Ø 170 R&D Technicians attend to the task to provide more than 3,000 new fabrics per year
- Ø Quick response to produce 150 pieces of sample per day
- Ø Deeply collaborative development with the first tier international brand and built up a strategy partner relationship with our customers
- Ø Advantage of production economies of scale and Vertical integration

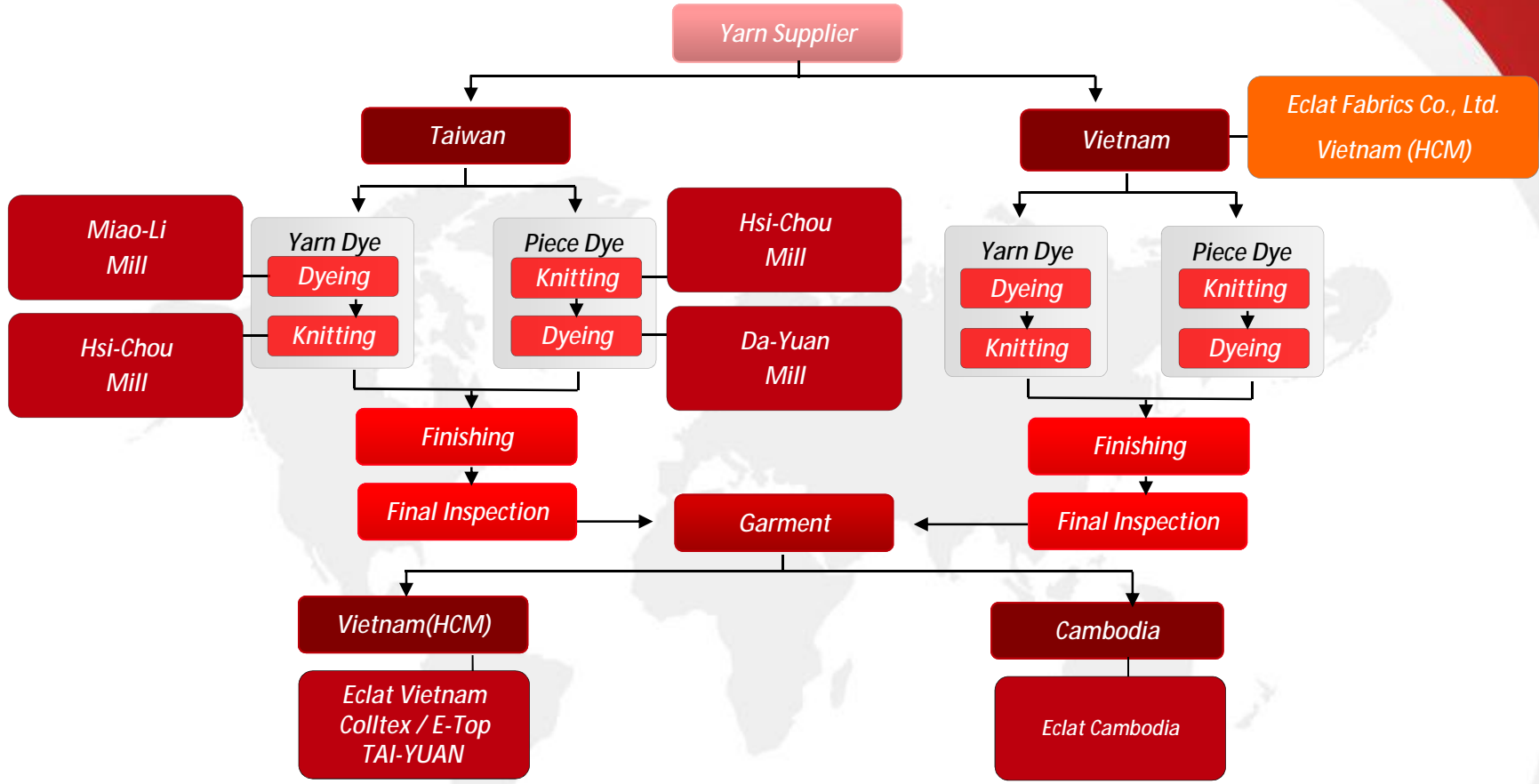


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# Vertical Integration



Sector	Fabrics	Garments
Capacity per month *	15,000,000 yards	10,000,000 pieces

\* Including outsourcing capacity.



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# Product-Fabrics

## Functional Series

- Moisture Management
- Anti-Bacterial Function
- UV-Cut
- 3X Dry
- High Compression
- Lycra Sport
- Anti-Pilling



## Sustainable Series

- Soybean
- Sea cell
- Polypropylene
- Recycle Fiber
- Organic Cotton
- Tencel / Modal Rayon
- Sorona & Apexa



## Innovation Series

- Basic warmth & Cool
- Safety Control: Reflected Effect
- Self-cleaning & water repellent
- Well-being series: Sensation / Freshness
- Stretch Polyester
- Improved material

## Outdoor Series

- Thermal Control: Warm/Cool
- Anti-snagging
- Light weight knitting
- Water proof & Breathable
- Wind block knitting
- Knitting lamination
- UV-Cut



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# Product-Garments

## Performance Sports Series



Applying organic & Recycle polyester to create green fashion.

## Non-Sew (Welding)



Produce in Taiwan and Vietnam

## Fashion Sports



High design capability, especially on yoga clothes and multi-functional sportswear.

## Seamless



Well know-how on seamless garments producing.



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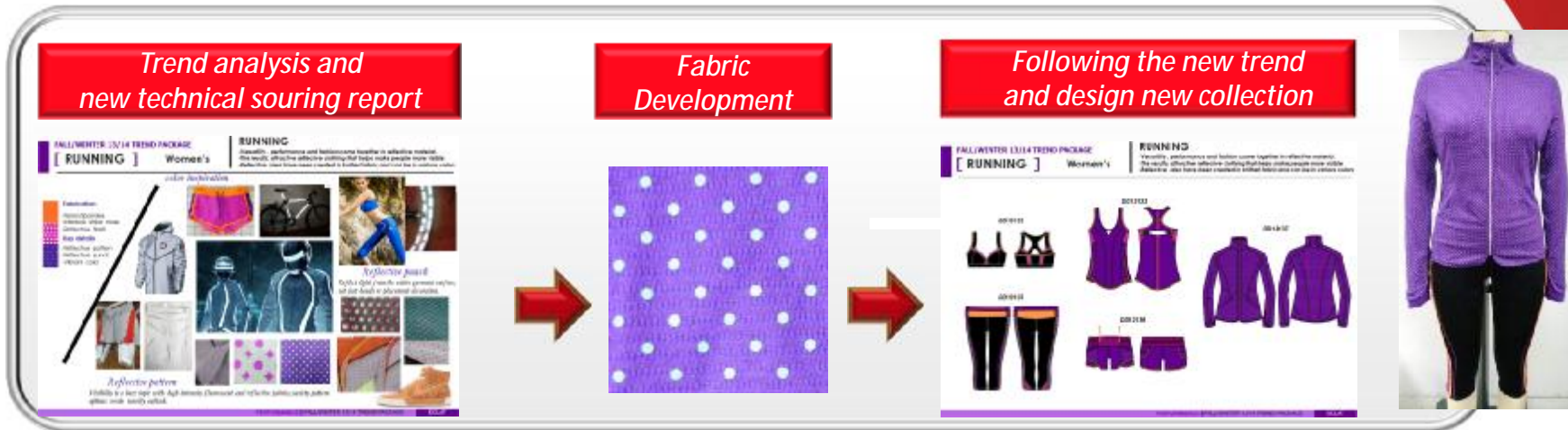
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# Successful Customer Service

u Customized Design Package Service



Yoga collection



Performance Wear



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# Successful Customer Service

Four conditioned laboratories



Certification



bluesign



ISO 14001



NIKE



adidas



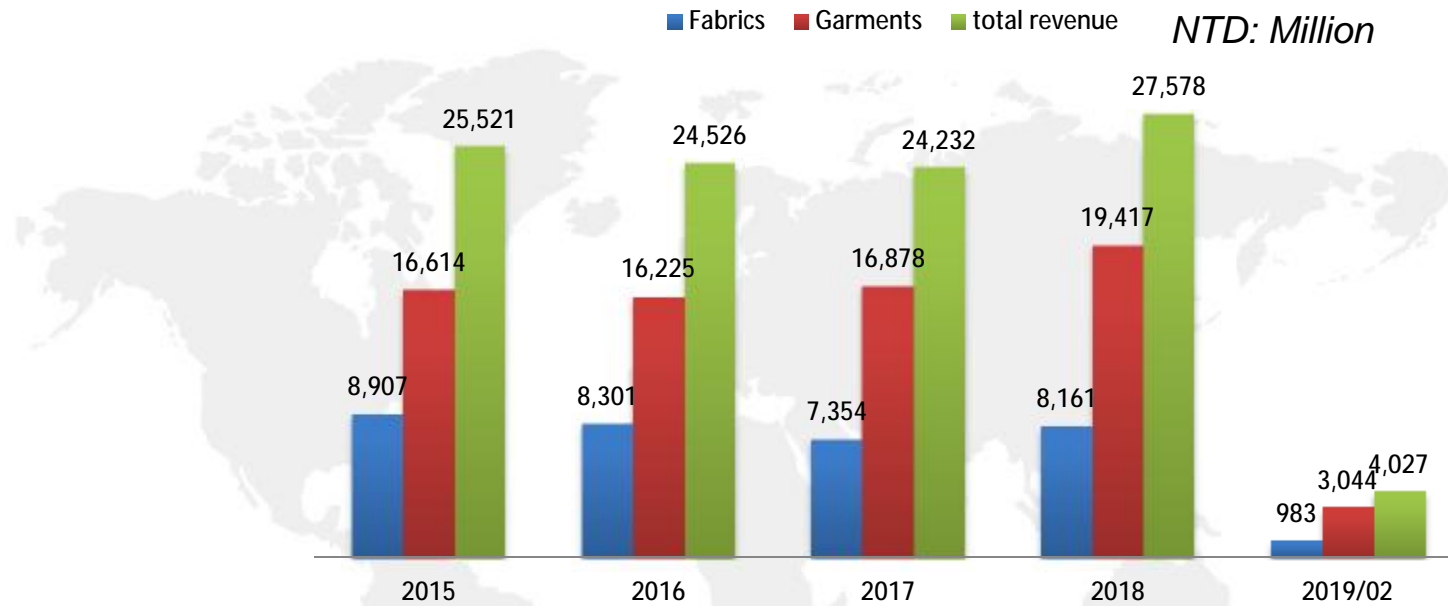
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# Financial overview

## The operating revenue for last 4 years



Year	2015	2016	2017	2018	2019/02*
Fabrics	8,907	8,301	7,354	8,161	983
Garments	16,614	16,225	16,878	19,417	3,044
Total Revenue	25,521	24,526	24,232	27,578	4,027
Growth rate	22.44%	-3.90%	-1.20%	13.81%	-2.55%

\*the period is from Jan. to Feb. 2019.

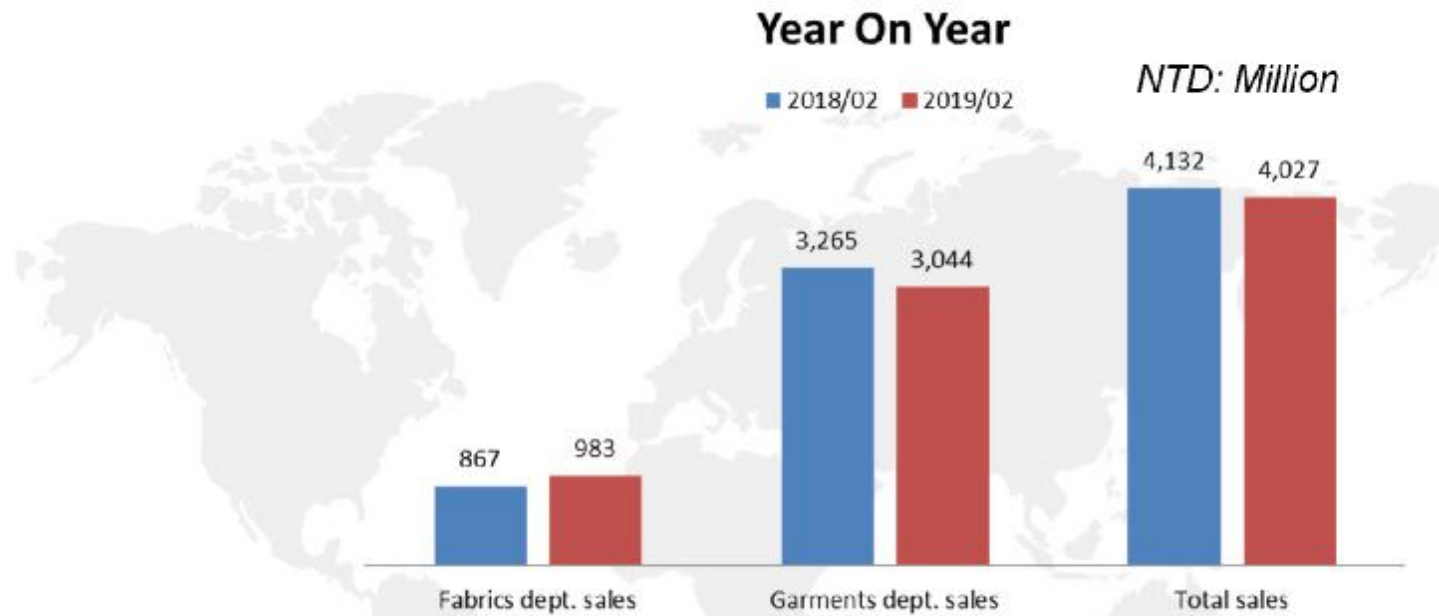


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# Financial overview



Year	Fabric dept. sales	Garment dept. sales	Total sales
2018/02*	867	3,265	4,132
2019/02*	983	3,044	4,027
YoY	13.38%	-6.77%	-2.55%

\*the period is from Jan. to Feb.



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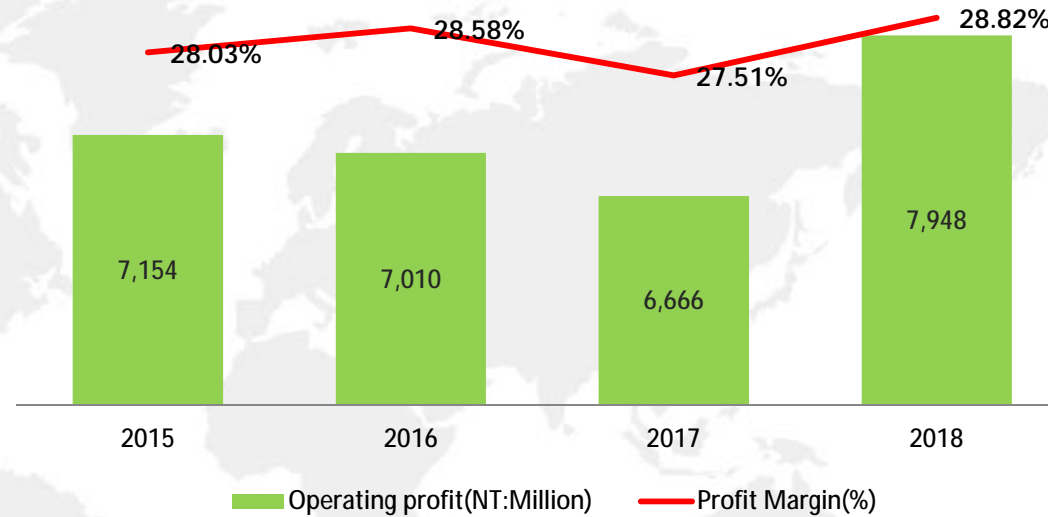




# Financial overview – Consolidated Operating Profit

## Consolidated Profit Margin for last 4 years

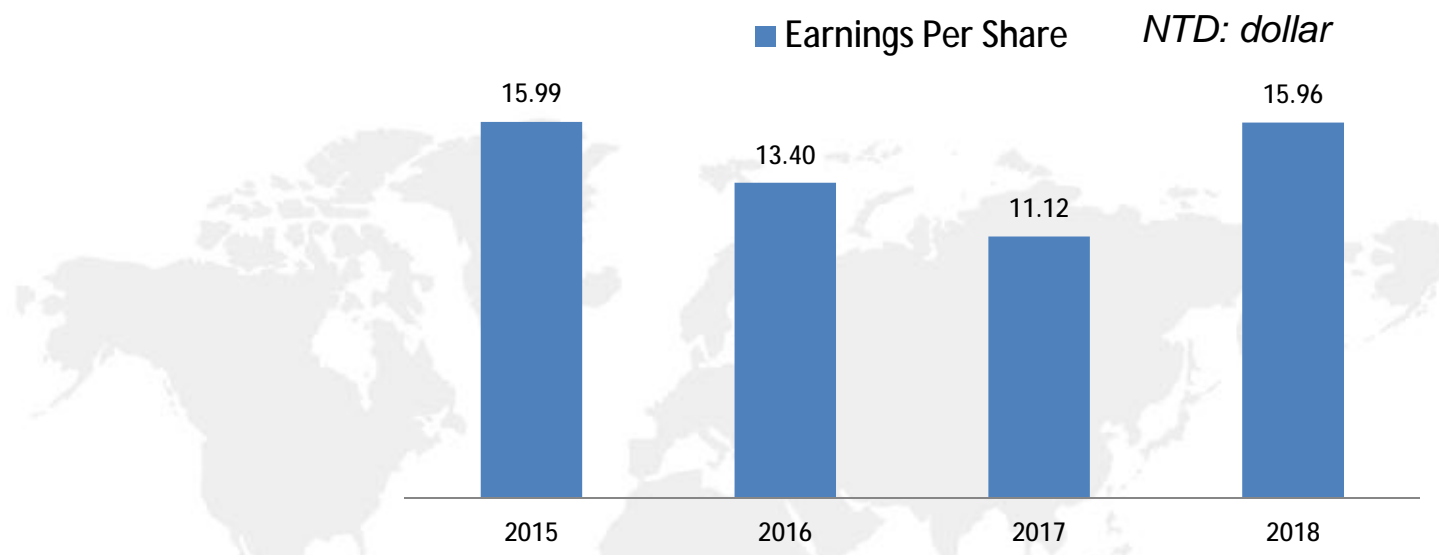
NT: Million



Year	2015	2016	2017	2018
Consolidated Profit Margin	28.03%	28.58%	27.51%	28.82%
Consolidated Operating Profit	7,154	7,010	6,666	7,948



# Financial overview - EPS



Year	2015	2016	2017	2018*
Net income (NT:Million)	4,174	3,660	3,052	4,380
Earnings Per Share (NT: dollar)	15.99	13.4	11.12	15.96
Cash dividends (NT dollar per share)	10.5	10.5	9.5	11.0
Stock dividends (NT dollar per share)	0.0	0.2	0.0	0.0

\* 2018 profit distribution proposal is only approved by BOD and unratified by shareholders' meeting.





# Thank you Q&A

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