

Eclat

2020 Investor Conference

Eclat Textile Co., Ltd

2020.08.10

eclat.com.tw



- **The content and related information in this briefing report and the synchronous announcement are sourced from ECLAT's inner and outer material, including the operation result, financial situation and the business development, et cetera.**
- **No financial forecasting is released by ECLAT. Discrepancy may be existed between the actual result in the future and the estimated opinion to the company operation and business developing subjects indicated in this briefing report with respect to the financial, business and Q&A part. The causes of the discrepancy may include the variation of market needs, price fluctuation, competition activities, international economic situation, exchange rate fluctuation, upper and downer stream supply chain, and any other risk factors that beyond ECLAT's control.**
- **The prospects to the future in this briefing report reflect ECLAT's vision of future. ECLAT is not responsible for any notification or update with regard to any change or adjustment to these prospects in the future.**

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



- **Year of establishment** 1977
- **Capital** US\$ 91,000,000 (TWD\$ 2,744 million)
- **Chairman/CEO** C.H. Hung
- **Group employee** 1,800 employees Taiwan ; 15,200 employees overseas
- **Status** IPO in Taiwan Stock Market, 2001 (1476-Taiwan)
- **Main products** Provide the vertical integration supply chain including knitting, dyeing, finishing, and garment making.

Specialize in functional elastic circular knitting fabrics and garments for performance and sportswear.

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

- **Headquarter** **New Taipei City, Taiwan**
- **Fabric mill bases** **Taiwan and Vietnam 2**
- **Garment factories** **Vietnam and Cambodia 17**



Vertical Integration

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- Fabric mill**

Monthly capacity 15,000,000 yards

Taiwan 8,000,000 yards/month

Vietnam 7,000,000 yards/month

- Garment factories (17 factories)**

Monthly capacity 10,000,000 pieces

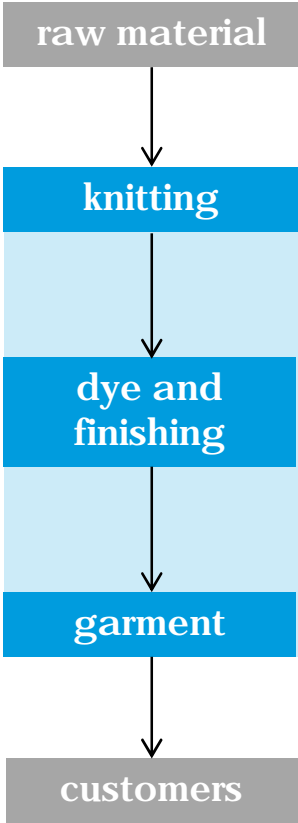
1. Total monthly capacity 5,200,000 pieces

- Vietnam**
 - Eclat Textile Co., Ltd (Vietnam).
 - Colltex Garment Mfy Co., Ltd (VN).
 - E-Top (Vietnam) Co., Ltd.
 - Tai-Yuan Garments Co., Ltd.

- Cambodia** Eclat Textile (Cambodia) Co., Ltd.

2. Sub-Contractor monthly capacity 4,800,000 pieces

Supply Chain



Vertical Integration at Eclat

Functional series



Moisture Management
Anti-bacterial function
High compression
Lycra sport
Anti-pilling
UV-cut
3X dry

Outdoor series



Thermal control: warm & cool
Water proof & breathable
Light weight knitting
Wind block knitting
Knitting lamination
Anti-snagging
UV-cut

Sustainable series



Tencel / Modal Rayon
Sorona & Apexa
Organic cotton
Polypropylene
Recycle fiber
Soybean
Sea cell

Performance

Made with ecofriendly materials, organic & recycle polyester.



Non- sew and welding

Production both in Taiwan and Vietnam.



Athleisure

Multi-function sportswear, from gym to street.



Seamless

Design for the comfort.



Four certified laboratories



Certification



bluesign



ISO 14001

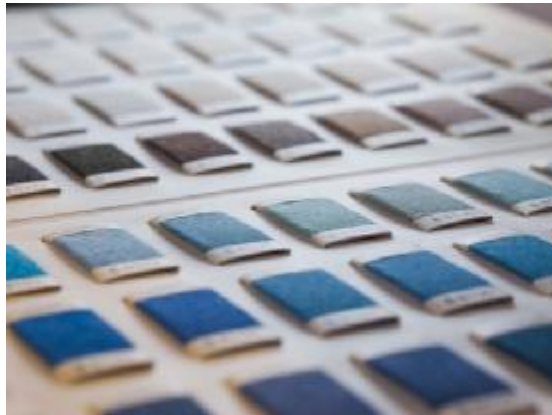


nike



adidas

The process of P.C.C.



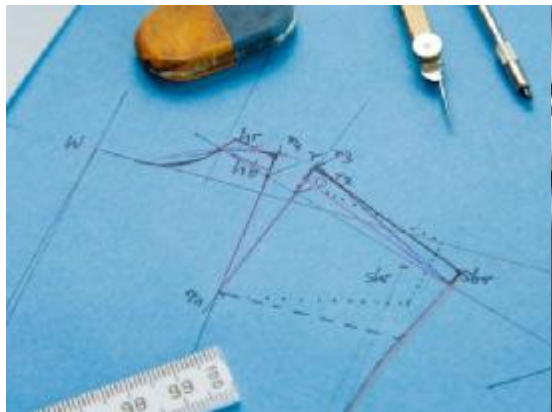
1. Raw material - yarn



2. Fabric development



3. Customized product design



4. Pattern making



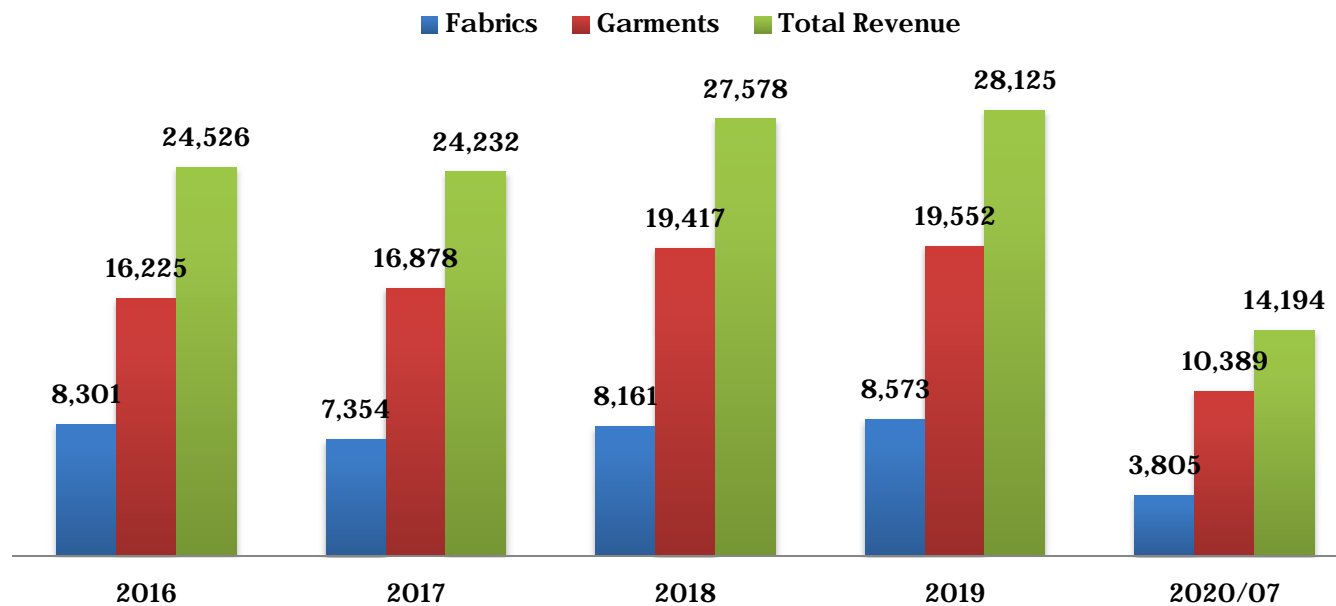
5. Sampling - sewing



6. Sampling - quality check

NTD: million

The operating revenue for last 4 years



Year	2016	2017	2018	2019	2020/07*
Fabrics	8,301	7,354	8,161	8,573	3,805
Garments	16,225	16,878	19,417	19,552	10,389
Total Revenue	24,526	24,232	27,578	28,125	14,194
Growth rate	-3.90%	-1.20%	13.81%	1.98%	-9.28%

*The period is from Jan. to Jul. 2020.

Financial Overview

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NTD: million

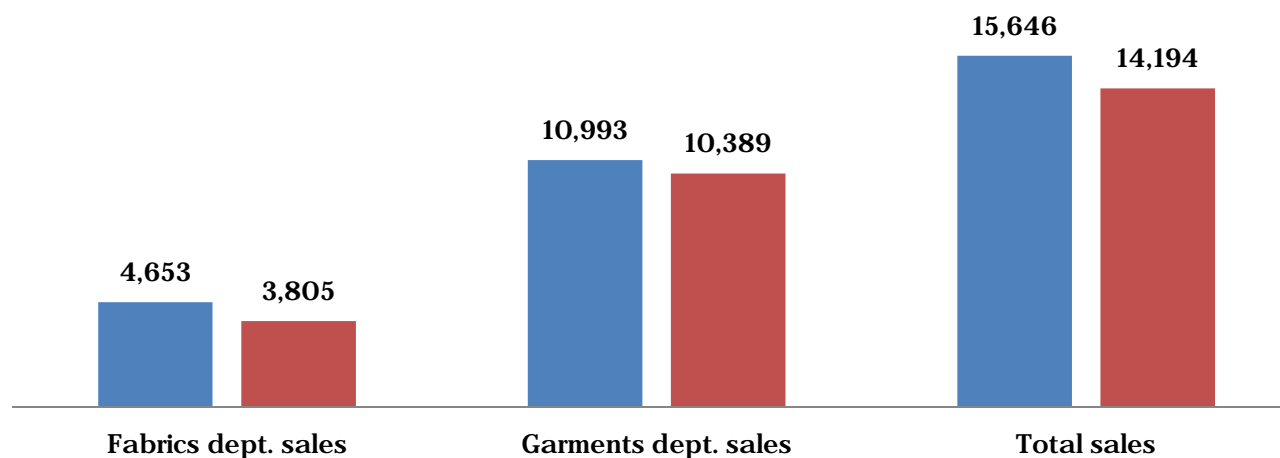
Jan. to Jul. 2019

vs

Jan. to Jul. 2020

Year On Year

■ 2019/07 ■ 2020/07

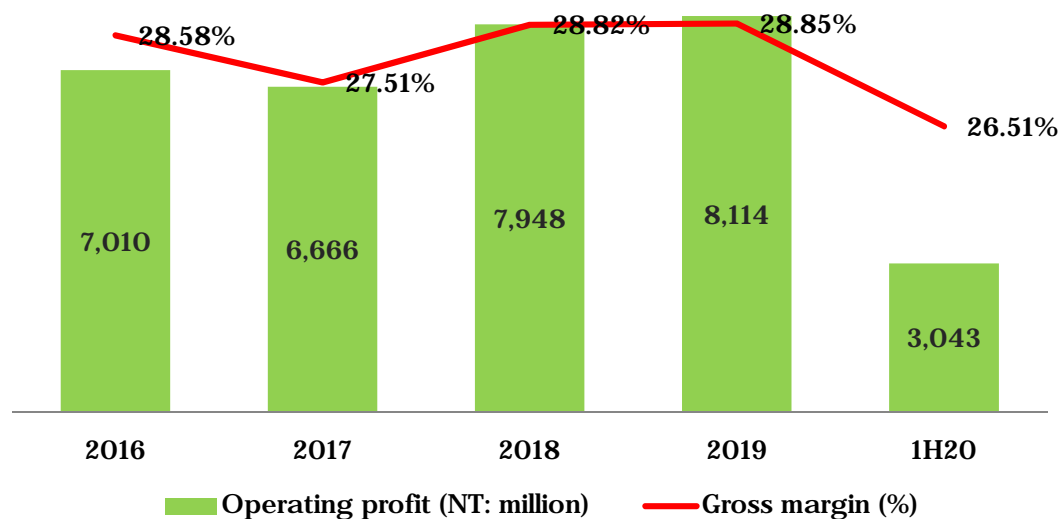


Year	Fabric dept. sales	Garment dept. sales	Total sales
2019/07*	4,653	10,993	15,646
2020/07*	3,805	10,389	14,194
YoY	-18.22%	-5.49%	-9.28%

*The period is from Jan. to Jul.

NTD: million

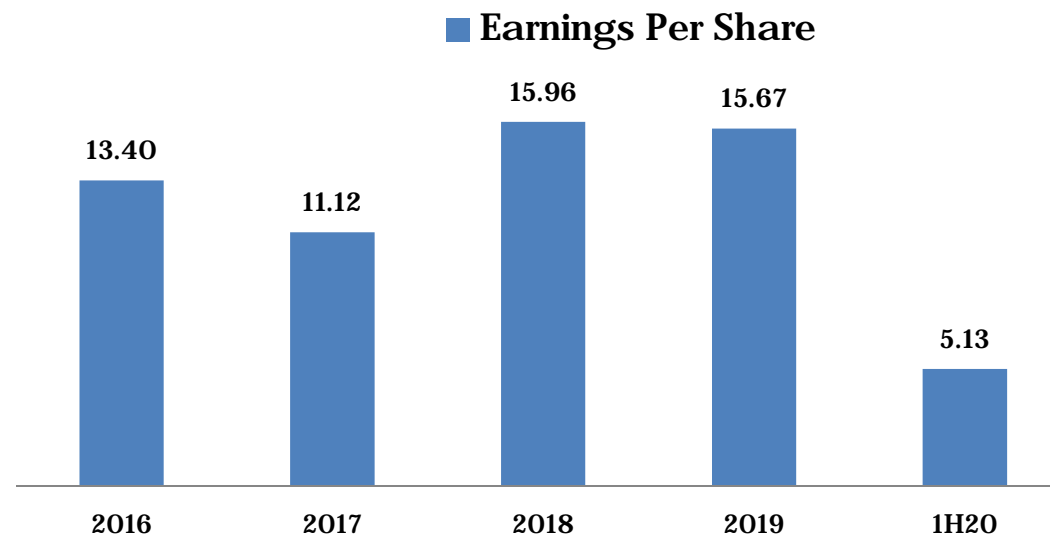
Consolidated Gross Margin for last 4 years



Year	2016	2017	2018	2019	1H20*
Consolidated Gross Margin	28.58%	27.51%	28.82%	28.85%	26.51%
Consolidated Operating Profit	7,010	6,666	7,948	8,114	3,043

* The period if from 2020/1/1~2020/6/30.

Unit: NTD



Year	2016	2017	2018	2019	1H20*
Net income (NTD: million)	3,660	3,052	4,380	4,299	1,407
Earnings Per Share (NTD)	13.4	11.12	15.96	15.67	5.13
Cash dividends Per Share (NTD)	10.5	9.5	11.0	11.0	-
Stock dividends Per Share (NTD)	0.2	0.0	0.0	0.0	-

* The period if from 2020/1/1~2020/6/30.

Thank you Q&A

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