

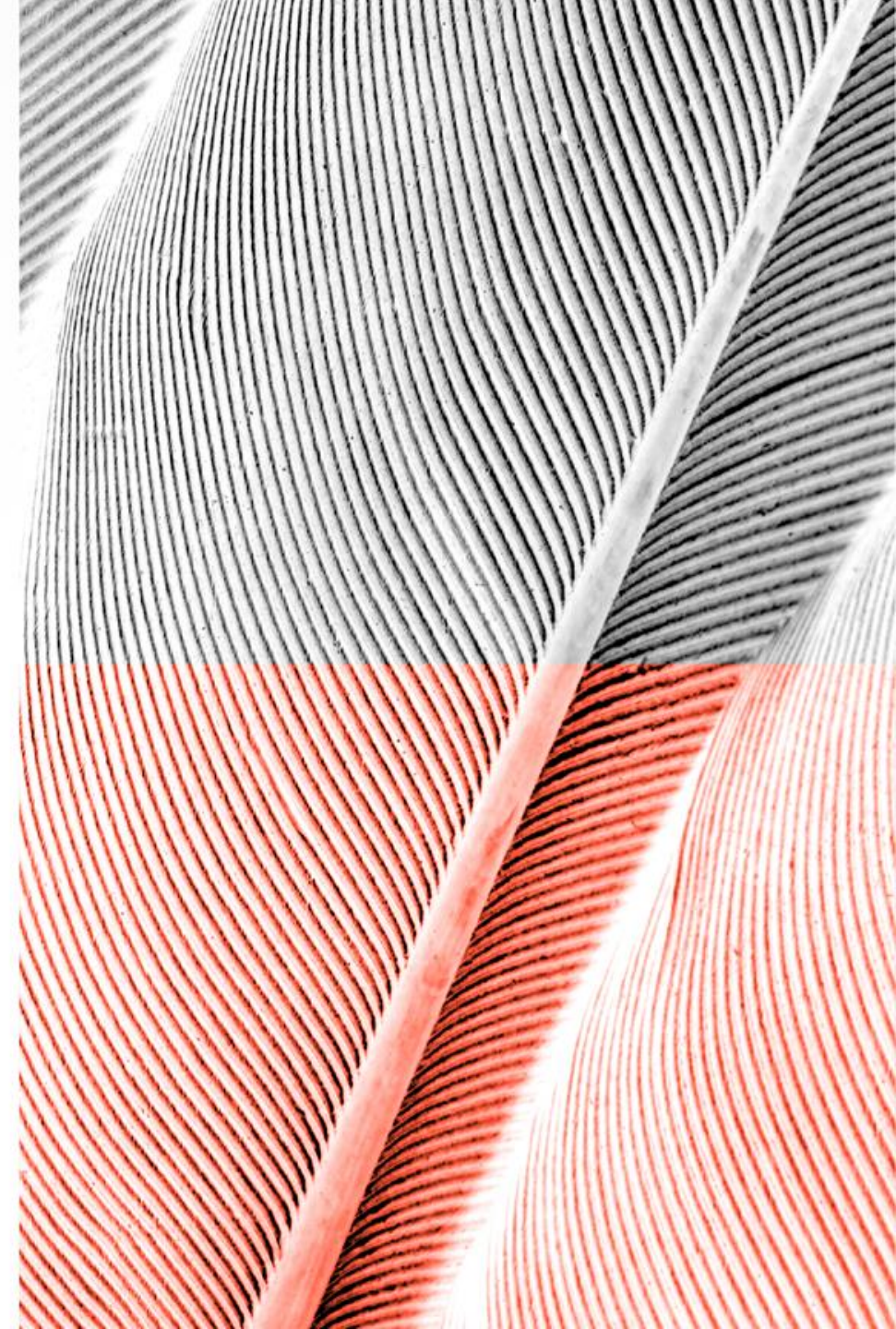


QUANG VIET Enterprise

Investor Conference

Presenter : CEO Mr. Charles Wu

2022.10.06





QVE redefined VALUE

Q-VALUE

Innovation

We drive our clients forward

Reliability

We do everything to create success

Sustainability & Corporate Citizenship

We care about the Earth and our people

One-stop Solution

We cooperate with world-class partners and vertically integrated supply chains



QVE Group Profile

- Date of establishment: October 1995
- Paid-in Capital: NT \$1.034 billion (US \$33 M)
- Chairman : Mr. Wen Hsien Yang; CEO : Mr. Charles Wu; R&D Vice President : Mr. Spensen Tsai
- Number of employees worldwide : Taiwan: 228 employees; Overseas : 24,150 employees



President
Charles Wu

Chairman
Wen Shen Yang

Vice President
Spensen Tsai



1995
QVE HQ-Taipei, TW

Vietnam



KVG - HCM city

Date Established: Oct. 1996
Land Area: 60,000 M²
Number of workers : 5,700
Production lines: 115 Lines



QVL - Long An Prov.

Date Established : Mar, 2017
Land Area : 45,000 M²
Number of workers : 2,000
Production Line : 52 Lines



QVT -Tien Giang Prov.

Date Established : July, 2010
Land Area : 81,000 M²
Number of workers : 6,000
Production line : 160 Lines



KHM - Tien Giang Prov

Date Established : Jan, 2003
Land Area : 20,000 M²
Number of workers : 2,300
Production Line : 56 Lines

China



QVC – Zhe Jiang Prov.

Date Established : Mar, 2003
Land Area : 55,000 M²
Number of workers : 2,300
Production line : 100 Lines



TOD – Jiang Su Prov.

Date Established : Feb, 2014
Land Area : 20,118 M²
Number of workers : 100



P&W – Zhe Jiang Prov.

Date Established : Feb, 2006
Land Area : 97,807 M²
Number of workers : 800

Romania



BSP – Bucharest

Date Established: Oct. 1998
Number of workers : 450
Production lines: 16 Lines

Jordan



QVA - Amman

Date Established : Jan. 2003
Land Area : 4000 M²
Number of workers : 2,200
Production line : 30 Lines



QVJ – Aqaba

Date Established : Jan. 2017
Land Area : 4000 M²
Number of workers : 2,300
Production line : 30 Lines

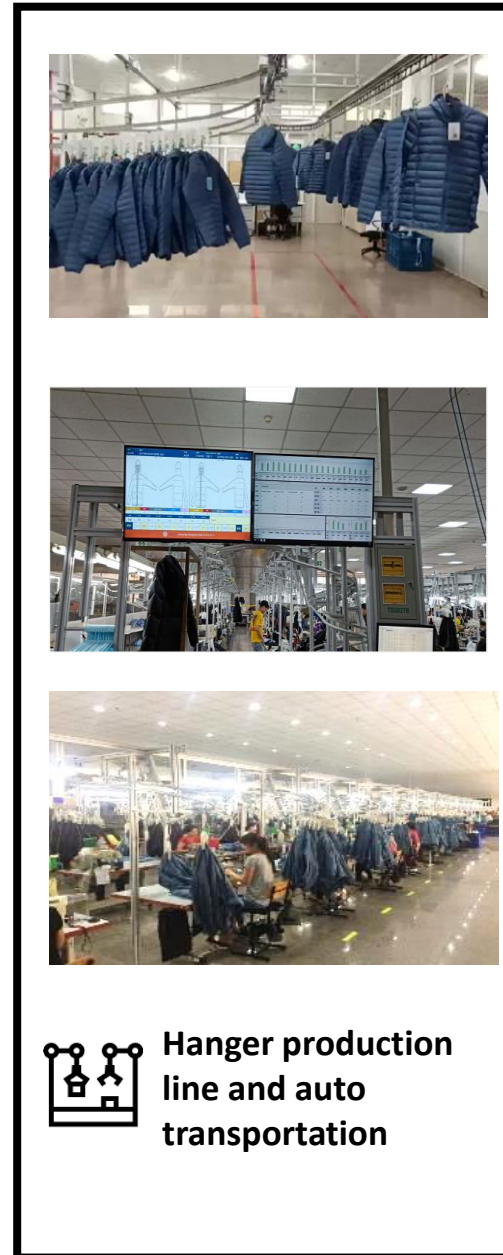


Different clients
But
Same choice



QVE Development & Innovation

- Pursuing the perfection on operation and digitalization
- 3D Pattern system implementation(Browzewear/ CLO)



QVE Development & Innovation

- Insulation: Down

Multiple Template Support Design Trend



Nike- Aeroloft Vest

Aeroloft technology uses unique alternating zones of down and hybrid perforated ventilation to achieve lightweight to keep warm in the cooler months.



Mammut-Photics HS Thermo Hooded Jacket

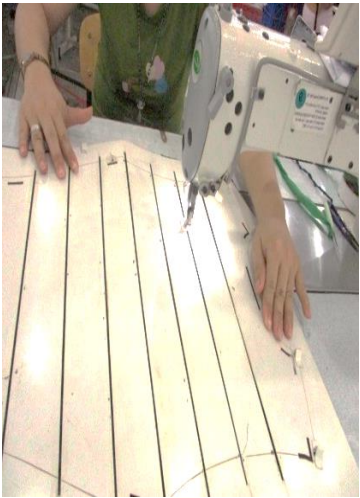
Laser-fused in Switzerland, Assemble in QVE Vietnam. Joins two materials via laser light to create completely sealed seams without needle holes. No water penetration, no loss of down. Precise body mapping through the limitless design possibilities for the insulation zones.



QVE Development & Innovation

Multiple Template Support Design Trend

- Insulation:
- Padding
 - Ball fiber
 - Plumafill



patagonia



PATAGONIA - Nano Puff® Jacket
 Warm, windproof, water-resistant uses incredibly lightweight and highly compressible 60-g PrimaLoft® Gold Insulation



THE NORTH FACE -ThermoBall™ Eco Jacket
 Features a new quilting pattern and updated insulation for lightweight warmth, durability and packability



HH

HELLY HANSEN - LifaLoft™ Hooded Insulator Jacket

Warm, windproof, water-resistant uses incredibly lightweight and highly compressible 60-g PrimaLoft® Gold Insulation



patagonia

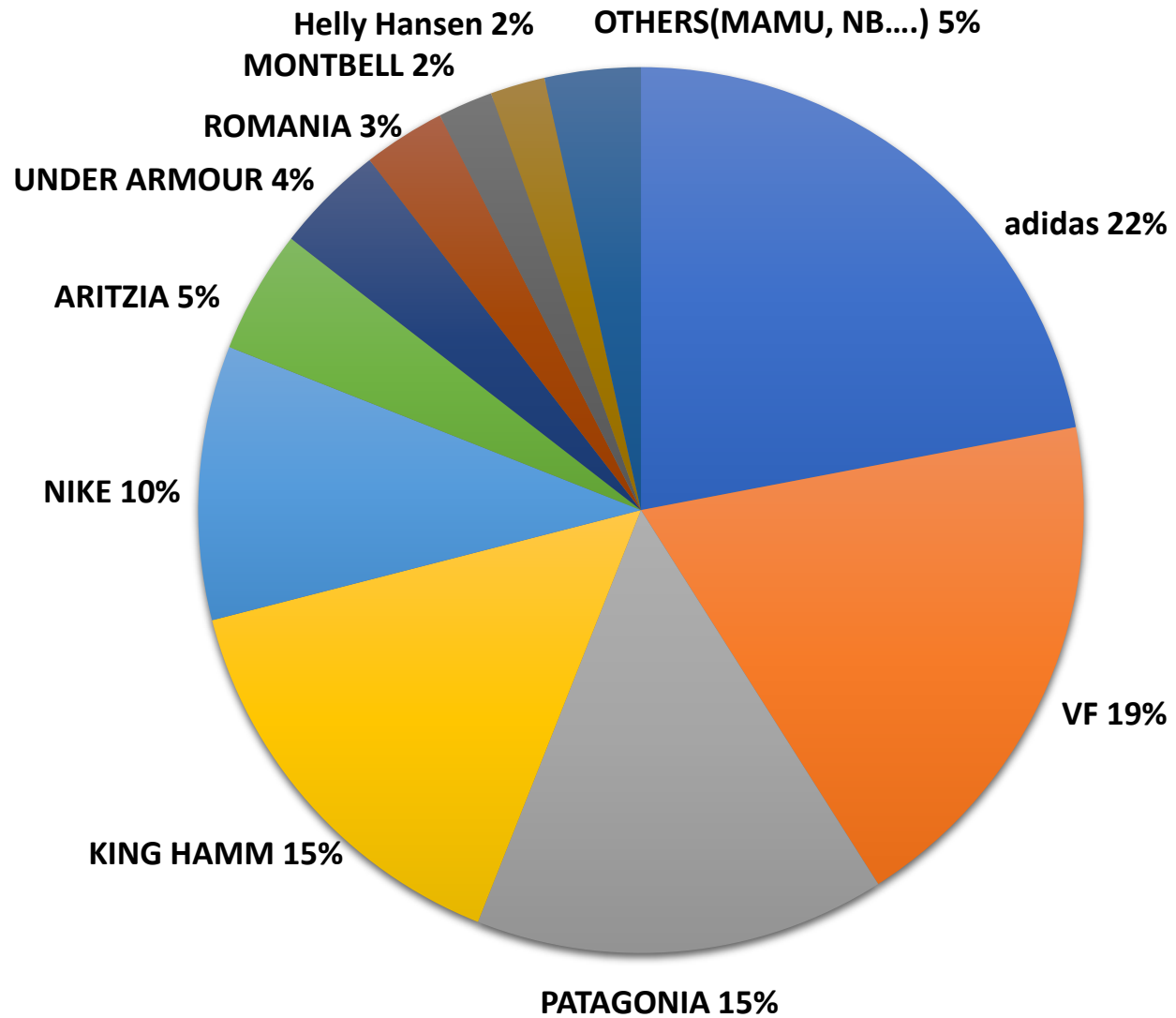


PATAGONIA - Micro Puff® Jacket
 ultralightweight, water-resistant, down-like warmth with PlumaFill synthetic insulation—a revolutionary featherlight down alternative



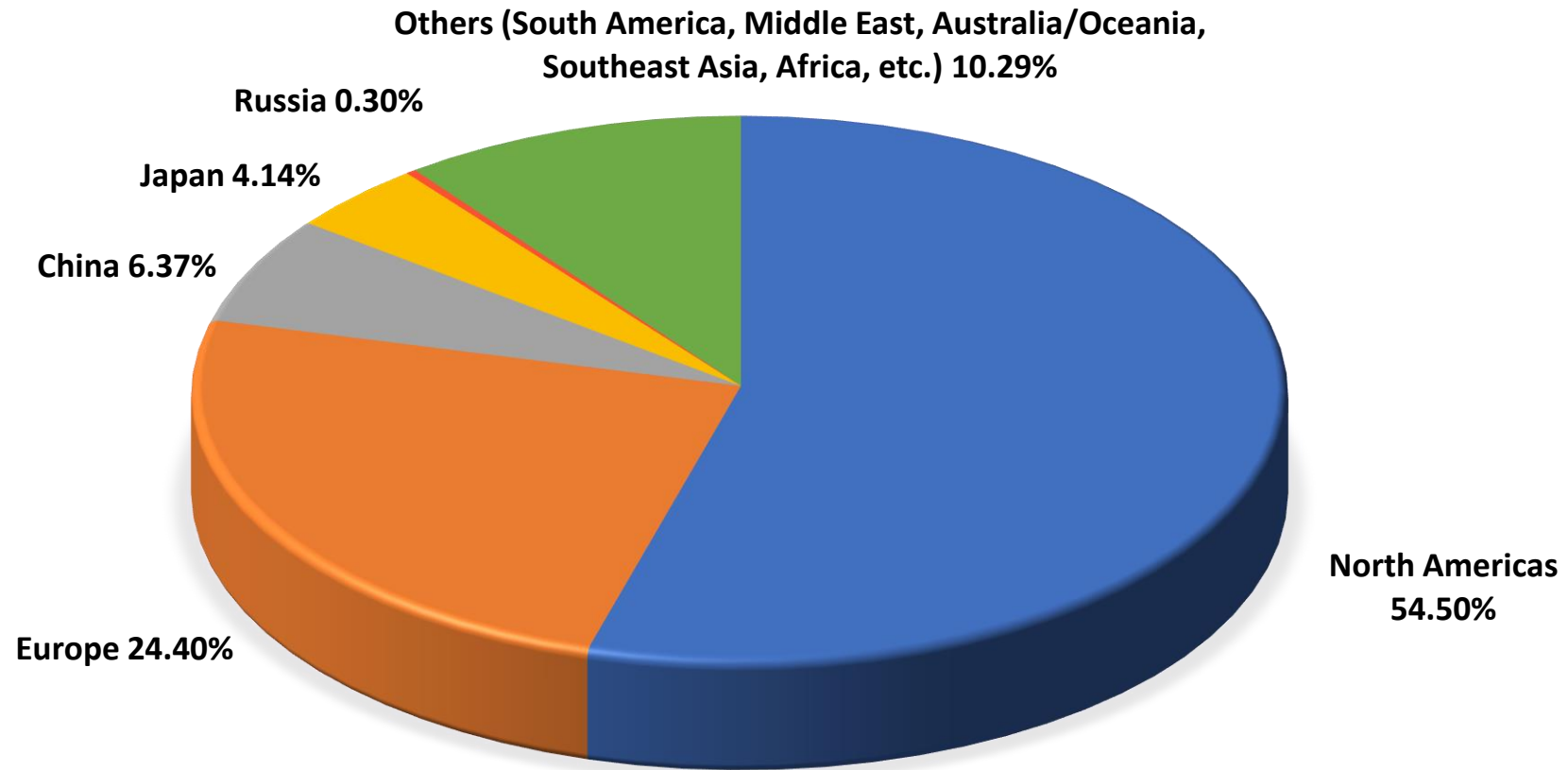


2022 Major Customers





2022H1 Major Sales Area

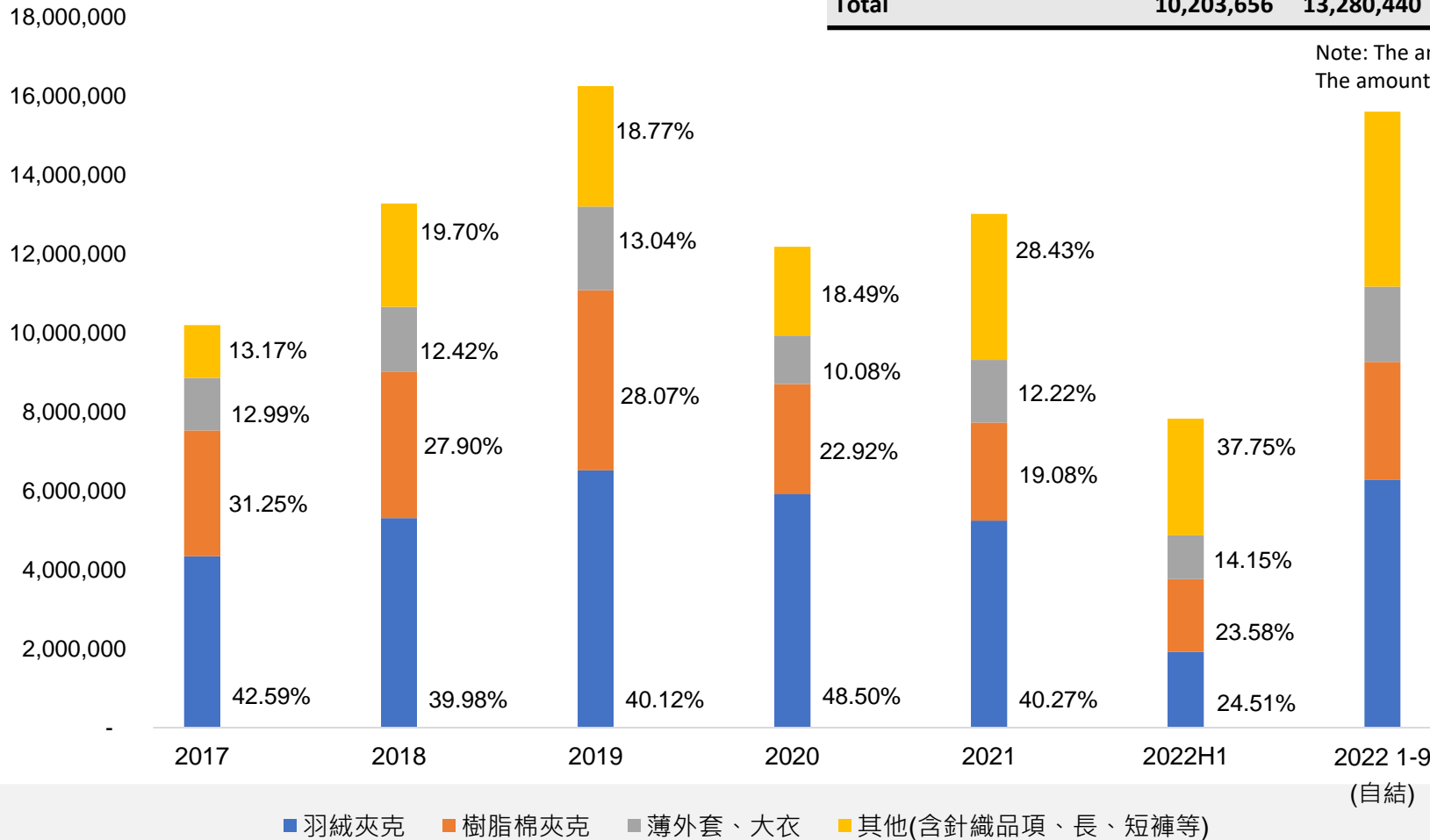




Consolidated Revenue

In Thousands of TWD

	2017	2018	2019	2020	2021	2022H1	2022 1-9M
Down Jackets	4,345,256	5,310,117	6,522,710	5,912,055	5,244,405	1,919,609	
Fiberfill Jackets	3,188,783	3,704,663	4,564,607	2,794,217	2,484,639	1,846,669	
Light Jackets and Coats	1,325,348	1,648,959	2,119,493	1,228,943	1,591,231	1,108,292	15,613,601
Others	1,344,269	2,616,701	3,052,507	2,253,642	3,702,141	2,956,028	
Total	10,203,656	13,280,440	16,259,317	12,188,857	13,022,416	7,830,598	





Monthly Revenue of 2022

In Thousands of TWD

	2022	2021	YOY
January	1,096,683	600,145	82.74%
February	963,545	446,068	116.01%
March	945,797	523,018	80.83%
April	1,246,685	625,008	99.47%
May	1,480,638	1,337,459	10.71%
June	2,096,673	1,416,273	48.04%
July	2,473,638	1,724,604	43.43%
August	2,558,539	1,441,478	77.49%
September	2,751,462	1,209,790	127.43%
Cumulative Consolidated Revenue	15,613,601	9,323,842	67.46%





Income Statement of 2022 H1

In Thousands of TWD

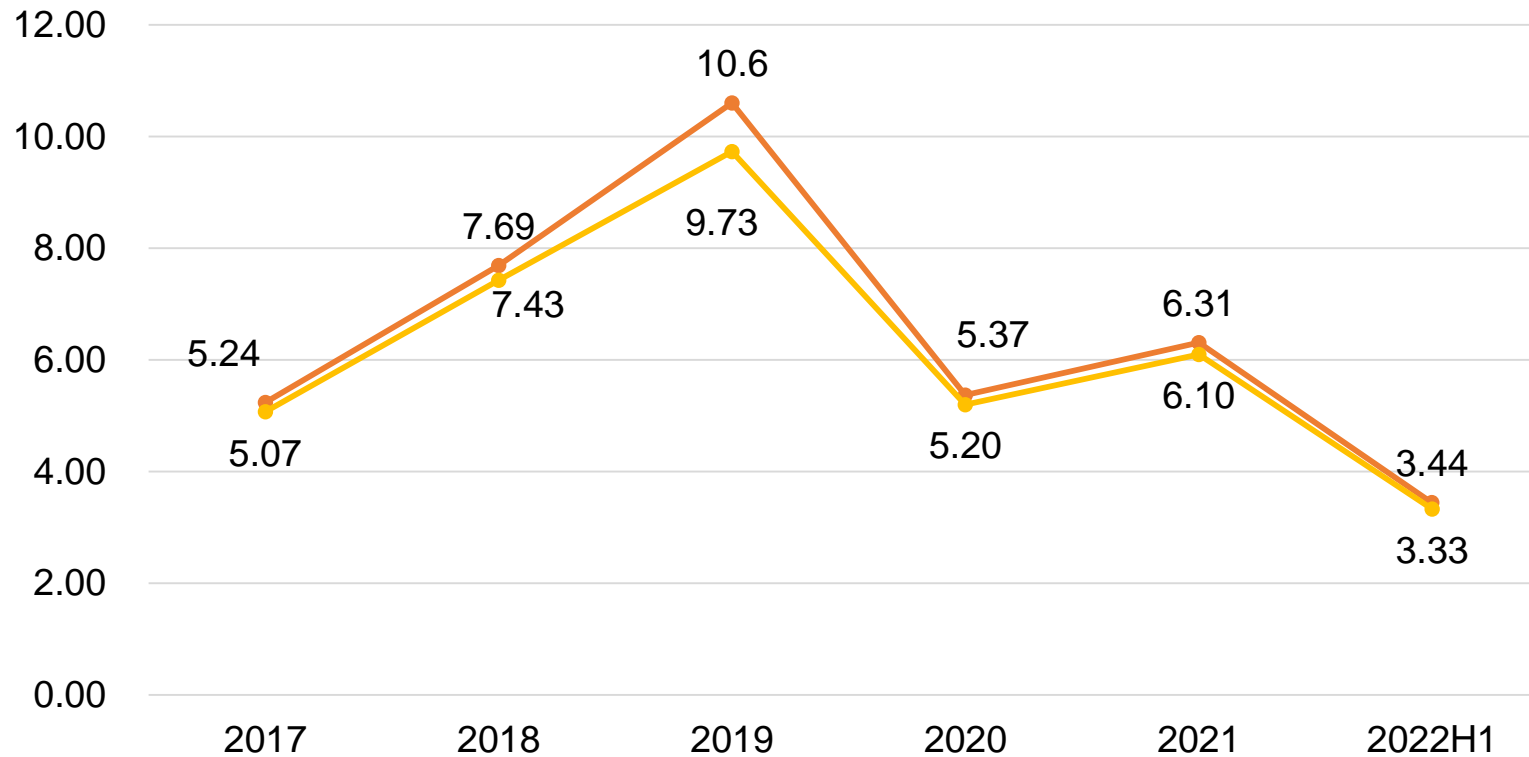
	2022H1		2021H1		YOY(%)
Operating Revenue	7,830,598	100.00%	4,947,992	100.00%	58.26%
Operating Cost	(6,492,229)	82.91%	(4,107,497)	83.01%	58.06%
Gross Profit	1,338,369	17.09% ↑ 0.1%	840,495	16.99%	59.24%
Operating Expenses	(738,425)	9.43% ↓ 2.07%	(568,896)	11.50%	29.80%
Operating Income	599,944	7.66% ↑ 2.17%	271,599	5.49%	120.89%
Non-Operating Income and Expenses	61,201	0.78%	48,838	0.99%	25.31%
Income before Tax	661,145	8.44%	320,437	6.48%	106.33%
Income Tax	(197,266)	2.52%	(59,141)	1.20%	233.55%
Net Income	463,879	5.92%	261,296	5.28%	77.53%
Net Income attributed to shareholders of the Parent	344,122	4.39%	211,057	4.27%	63.05%





Profit Over the Years

● 淨利歸屬於母公司(億元)
● EPS(每股/元)



In Thousands of TWD

Year	Net Income attributed to shareholders of the Parent	EPS
2017	523,945	5.07
2018	768,584	7.43
2019	1,060,033	9.73
2020	537,296	5.20
2021	630,502	6.10
2022H1	344,122	3.33





QVE's Capacity

Factory	2021 Current Production Lines	Increase in 2022	Increase in 2023	Increase in 2024	2024Total
QVN (Vietnam)	115	+0	+0	+0	115
QVT (Vietnam)	155	+5	+5	+5	170
QVC (China)	92	+8	+0	+0	100
QVL (Vietnam)	47	+5	+10	+10	72
BSP (Romania)	14	+2	+2	+0	18
Middle East Jordan	20	+40	+20	+20	100
KHM (Vietnam-1)	24	+0	+4	+2	30
KHM (Vietnam-2)	32	+0	+4	+4	40
KHM Jordan	-	-	-	+20	20
Total	499	+60	+45	+61	665





QVE's Strategic Growth Initiatives

Vision

Empower our clients to transform their industries and deliver more possibilities to the world.

Mission

We do everything to drive the garments industry and our clients' growth.

Management Efficiency and Professional technology

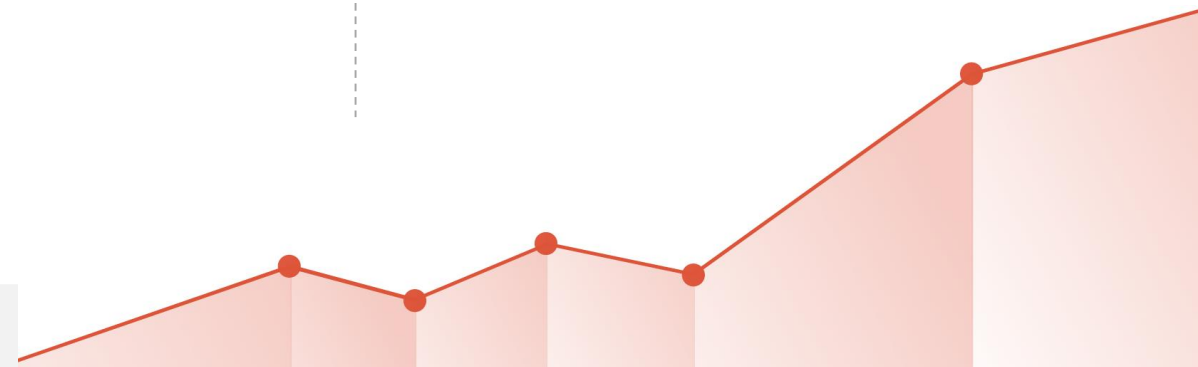
- Digitalization of production process to improve production efficiency
- Ongoing control of costs and expenses
- High-end product development capabilities
- High-quality garment OEM technology

Product Portfolio and New brand customers

- Optimize product portfolio
- Develop the production lines for knitwear items
- Develop new brand customers (lululemon)

Decentralized production base

- Jordan production base continues to expand



Near-term outlook

Jordan New Hanger

Company name: Sidney Apparel (QVJ)

Location: Aqaba, Jordan

Date Established: 2017

Number of workers : 2,300

Production lines: 30 Lines

Product type: Knit top/ bottoms

Major Client: NIKE/ adidas



Implement Corporate Social Responsibility and commit to the Sustainable development of the group

To build green, transparent, and friendly working environment



Wasted water treatment system



Evaporative Cooling Pad system



Solar panel on rooftop





Moving Towards **Perfection!**

Q&A

