



# QUANG VIET Enterprise

法人說明會

主講人：吳朝筆總經理

2022.10.06

股票代號: 4438 QVE



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



# 廣越集團簡介

- 創立時間：1995年10月。
- 實收資本額：新台幣10.34億元。
- 董事長：楊文賢，總經理：吳朝筆，研發副總：蔡石屏。
- 全球員工人數：台灣228人(含外派55人)·海外24,150人。



President  
Charles Wu

Chairman  
Wen Shen Yang

Vice President  
Spensen Tsai



1995  
QVE HQ-Taipei, TW

## 越南



### 古芝廠

Date Established: Oct. 1996  
Land Area: 60,000 M<sup>2</sup>  
Number of workers : 5,700  
Production lines: 115 Lines



### 前江廠

Date Established : July, 2010  
Land Area : 81,000 M<sup>2</sup>  
Number of workers : 6,000  
Production line : 160 Lines



### 隆安廠

Date Established : Mar, 2017  
Land Area : 45,000 M<sup>2</sup>  
Number of workers : 2,000  
Production Line : 52 Lines



### 金漢&金鴻

Date Established : Jan, 2003  
Land Area : 20,000 M<sup>2</sup>  
Number of workers : 2,300  
Production Line : 56 Lines

## 中國



### 嘉興廠

Date Established : Mar, 2003  
Land Area : 55,000 M<sup>2</sup>  
Number of workers : 2,300  
Production line : 100 Lines



### 尚鴻羽絨

Date Established : Feb, 2014  
Land Area : 20,118 M<sup>2</sup>  
Number of workers : 100



### P&W宏昌

Date Established : Feb, 2006  
Land Area : 97,807 M<sup>2</sup>  
Number of workers : 800

## 羅馬尼亞



### BSP – Bucharest

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

### 約旦



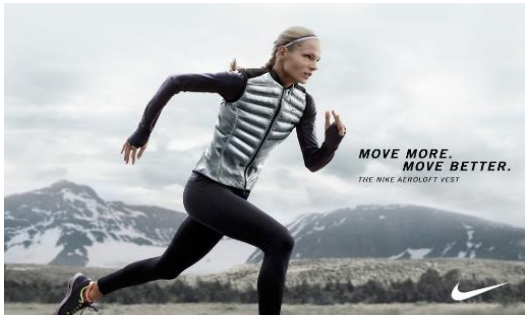
### QVA - Amman

Date Established : Jan. 2003  
Land Area : 4000 M<sup>2</sup>  
Number of workers : 2,200  
Production line : 30 Lines



### QVJ – Aqaba

Date Established : Jan. 2017  
Land Area : 4000 M<sup>2</sup>  
Number of workers : 2,300  
Production line : 30 Lines



Different clients  
But  
Same choice



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




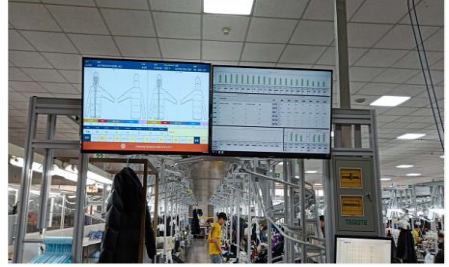





Fully utilize and develop machine/ tool capability



Digitalization of quality checking and recording

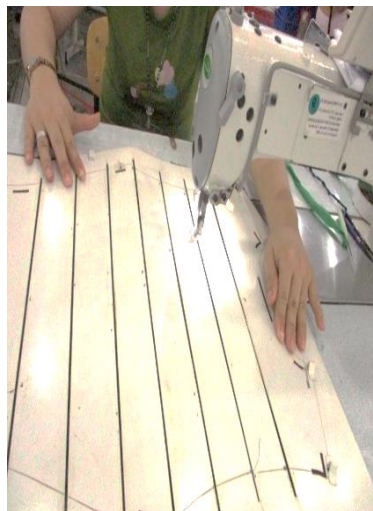


Hanger production line and auto transportation

- 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

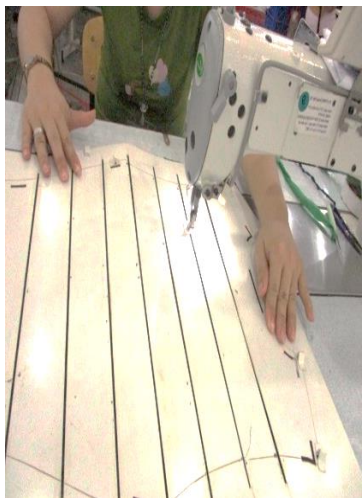
Laser-fused in Switzerland, Assemble in QVE Vietnam. Joins two materials via laser light to create completely sealed seams without needle holes. No water penetration, no loss of down. Precise body mapping through the limitless design possibilities for the insulation zones.



# 產品開發及技術

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**

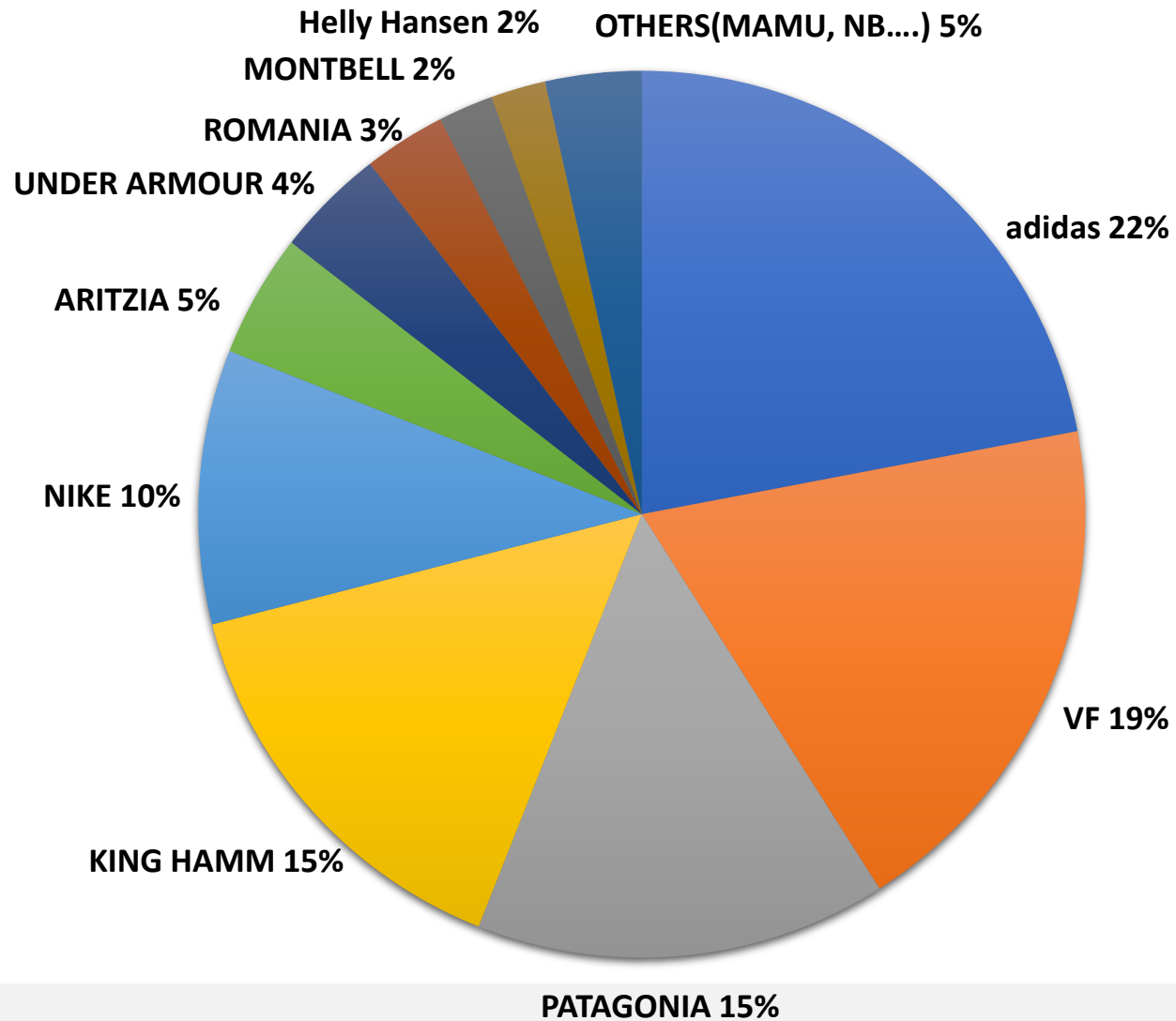


**PATAGONIA - Micro Puff® Jacket**  
 ultralightweight, water-resistant, down-like warmth with PlumaFill synthetic insulation—a revolutionary featherlight down alternative





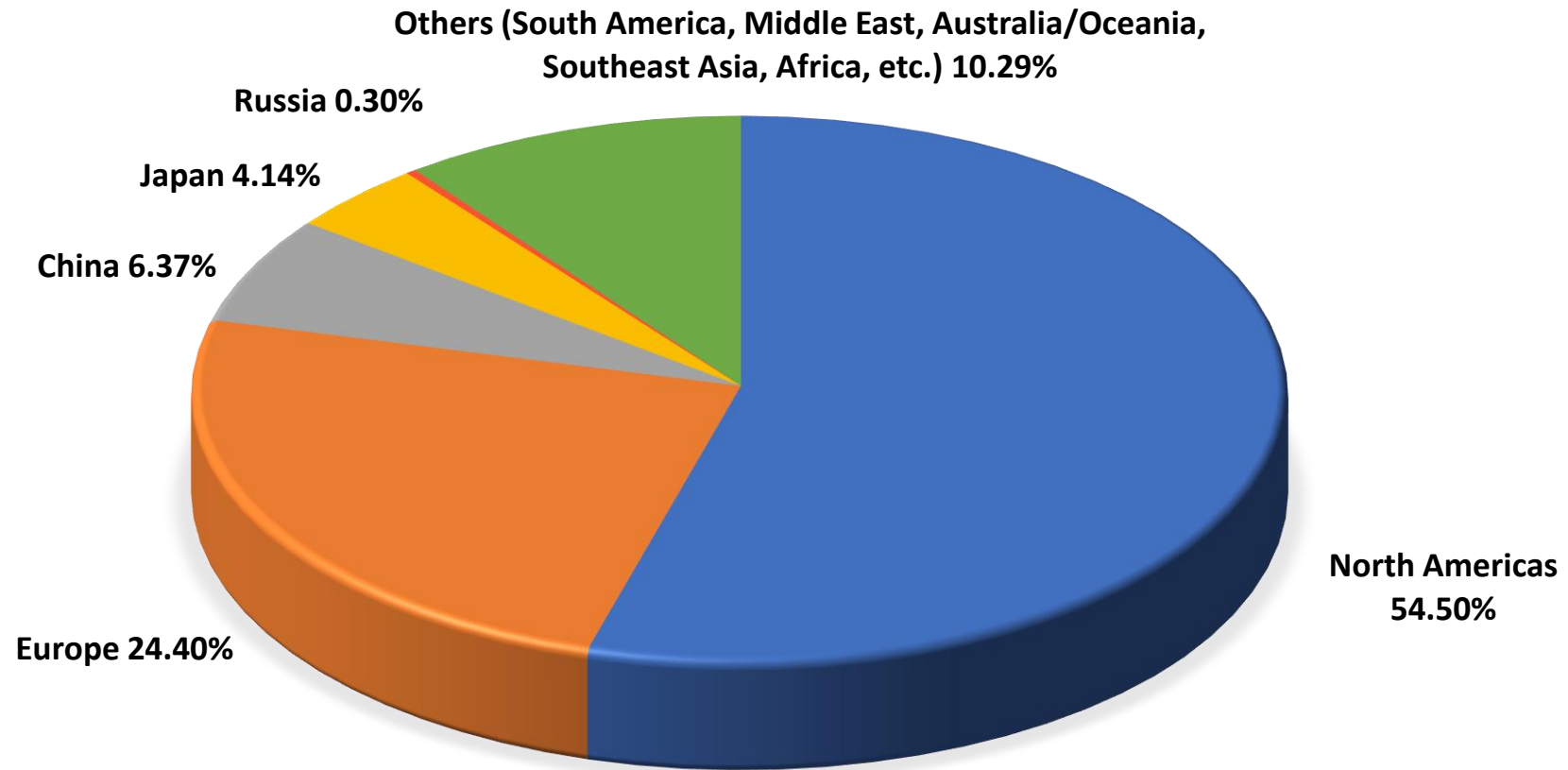
## 2022年主要客戶佔營收比重







# 2022H1年主要銷售區域



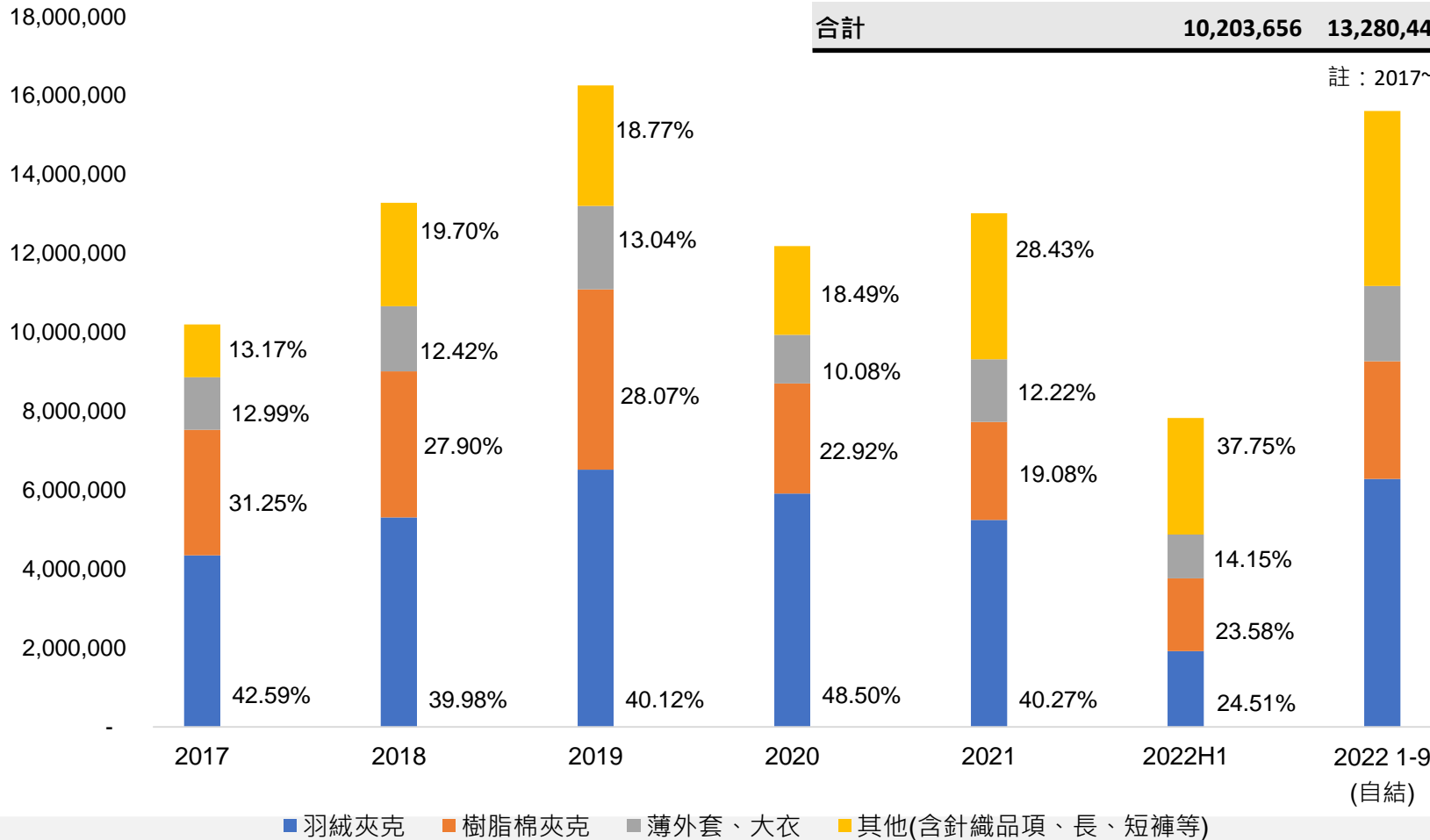


# 歷年合併營收

新台幣仟元

	2017	2018	2019	2020	2021	2022H1	2022 1-9月
羽絨夾克	4,345,256	5,310,117	6,522,710	5,912,055	5,244,405	1,919,609	
樹脂棉夾克	3,188,783	3,704,663	4,564,607	2,794,217	2,484,639	1,846,669	
薄外套、大衣	1,325,348	1,648,959	2,119,493	1,228,943	1,591,231	1,108,292	15,613,660
其他(針織品項、長、短褲等)	1,344,269	2,616,701	3,052,507	2,253,642	3,702,141	2,956,028	
<b>合計</b>	<b>10,203,656</b>	<b>13,280,440</b>	<b>16,259,317</b>	<b>12,188,857</b>	<b>13,022,416</b>	<b>7,830,598</b>	

註：2017~2022H1為經會計師查核簽證或核閱之財報數，2022 1-9月本公司自結數





# 2022年每月自結營收

新台幣仟元；%

	2022	2021	YOY
1月	1,096,683	600,145	82.74%
2月	963,545	446,068	116.01%
3月	945,797	523,018	80.83%
4月	1,246,685	625,008	99.47%
5月	1,480,638	1,337,459	10.71%
6月	2,096,673	1,416,273	48.04%
7月	2,473,638	1,724,604	43.43%
8月	2,558,539	1,441,478	77.49%
9月	2,751,462	1,209,790	127.43%
累積合併營收	15,613,601	9,323,842	67.46%





# 2022H1損益狀況

單位：新台幣仟元

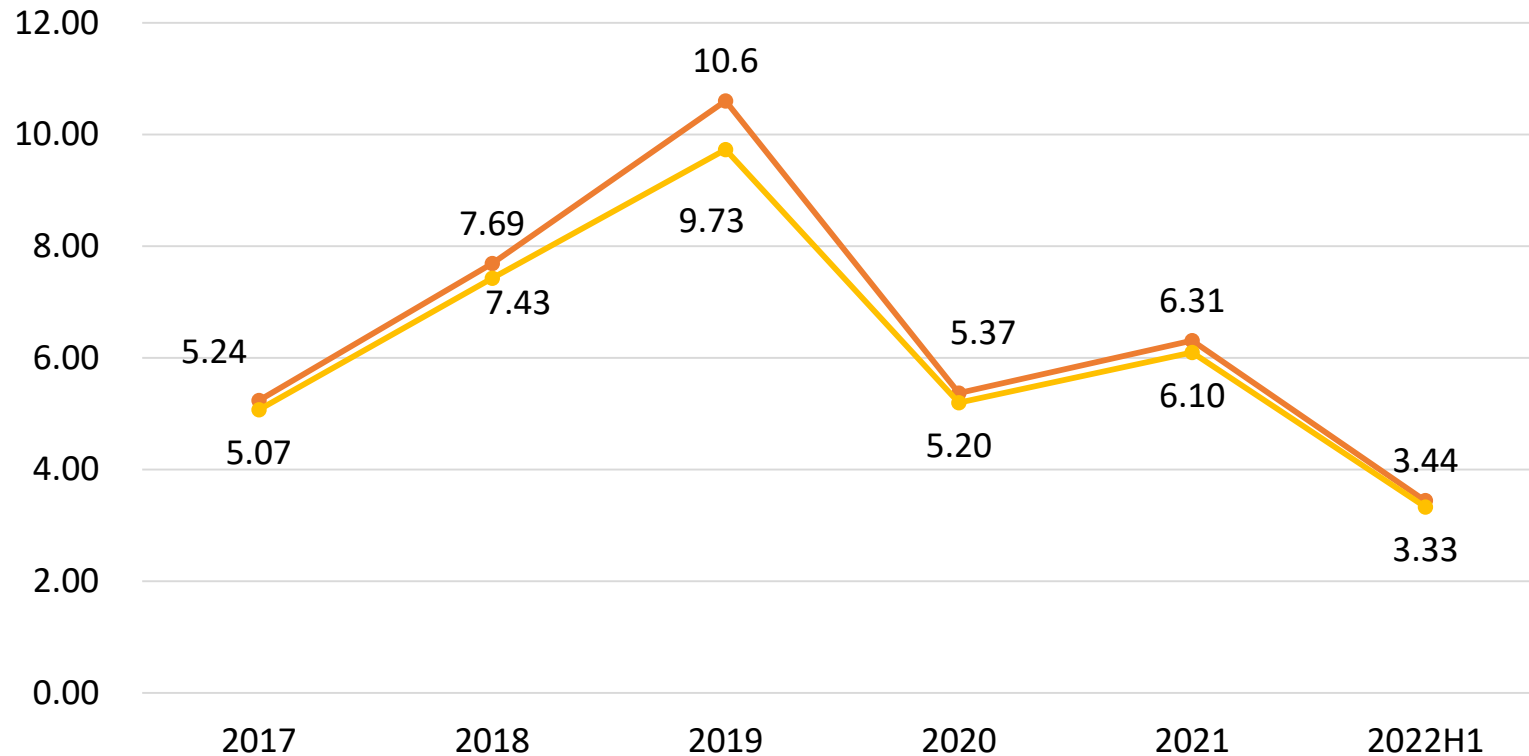
	2022H1		2021H1		YOY(%)
營業收入	7,830,598	100.00%	4,947,992	100.00%	58.26%
營業成本	(6,492,229)	82.91%	(4,107,497)	83.01%	58.06%
營業毛利	1,338,369	17.09% ↑0.1%	840,495	16.99%	59.24%
營業費用	(738,425)	9.43% ↓2.07%	(568,896)	11.50%	29.80%
營業淨利	599,944	7.66% ↑2.17%	271,599	5.49%	120.89%
營業外收(支)	61,201	0.78%	48,838	0.99%	25.31%
稅前淨利	661,145	8.44%	320,437	6.48%	106.33%
所得稅費用	(197,266)	2.52%	(59,141)	1.20%	233.55%
本期淨利	463,879	5.92%	261,296	5.28%	77.53%
淨利歸屬於母公司	344,122	4.39%	211,057	4.27%	63.05%





# 歷年獲利情形

● 淨利歸屬於母公司(億元)  
● EPS(每股/元)



年度	淨利歸屬於母公司 (仟元)	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

工廠	2021 產線	2022 增加數	2023 增加數	2024 增加數	2024 合計
越南古芝廠	115	+0	+0	+0	115
越南前江廠	155	+5	+5	+5	170
中國嘉興廠	92	+8	+0	+0	100
越南隆安廠	47	+5	+10	+10	72
羅馬尼亞廠	14	+2	+2	+0	18
中東約旦廠	20	+40	+20	+20	100
越南金鴻廠	24	+0	+4	+2	30
越南金漢廠	32	+0	+4	+4	40
約旦金漢廠	-	-	-	+20	20
<b>Total</b>	<b>499</b>	<b>+60</b>	<b>+45</b>	<b>+61</b>	<b>665</b>



# 集團成長動能及策略發展目標

## 願景

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

## 使命

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

### 管理效能及專業代工技術

- 生產流程數位化，提升生產效能
- 成本及費用持續控管
- 高端產品開發能力
- 高品質成衣代工技術

### 產品及品牌

- 持續優化產品組合
- 持續開發針織品項訂單
- 開發新品牌客戶(Lululemon)

### 生產基地分散

- 約旦生產基地持續擴張

# Near-term outlook

## 約旦新廠

**Company name:** Sidney Apparel (QVJ)

**Location:** Aqaba, Jordan

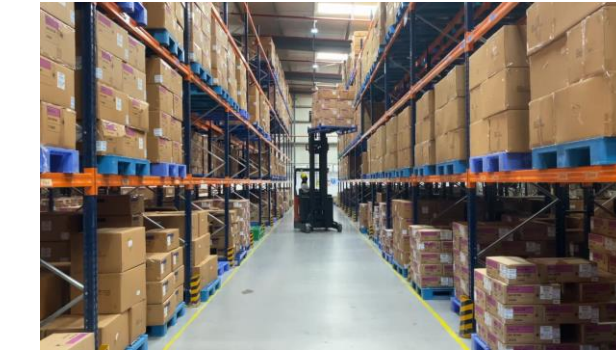
**Date Established:** 2017

**Number of workers :** 2,300

**Production lines:** 30 Lines

Product type: Knit top/ bottoms

Major Client: NIKE/ adidas





落實企業社會責任，致力集團永續發展

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**

