



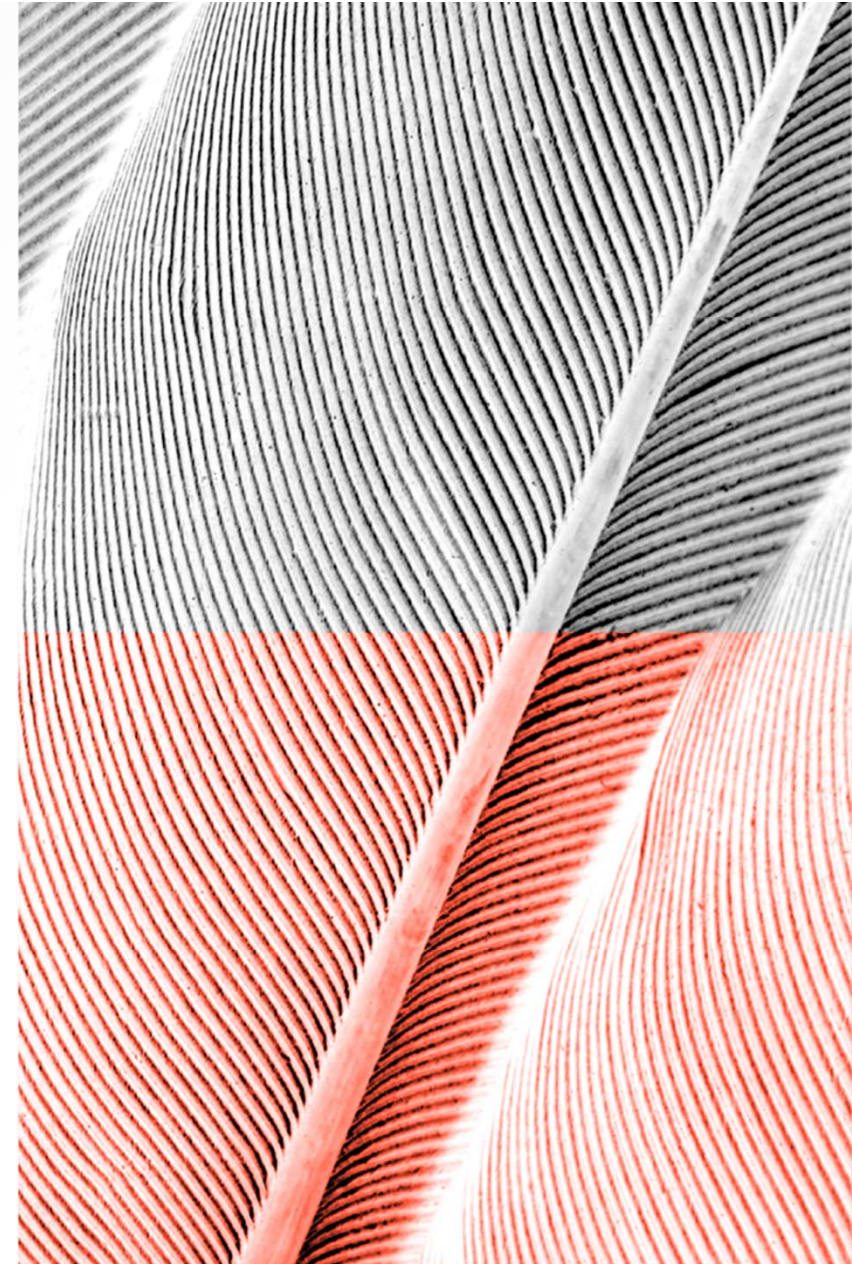
# QUANG VIET Enterprise

**Investor Conference**

**Presenter : CEO Mr. Charles Wu**

**2023.03.28**

Stock Code: 4438 QVE





QVE redefined VALUE

**Q-VALUE**

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### **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 M<sup>2</sup>  
Number of workers : 5,700  
Production lines: 115 Lines



### **QVL - Long An Prov.**

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



### **QVT -Tien Giang Prov.**

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



### **KHM - Tien Giang Prov**

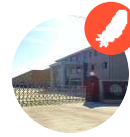
Date Established : Jan, 2003  
Land Area : 20,000 M<sup>2</sup>  
Number of workers : 2,300  
Production Line : 56 Lines

## China



### **QVC – Zhe Jiang Prov.**

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



### **TOD – Jiang Su Prov.**

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



### **P&W – Zhe Jiang Prov.**

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

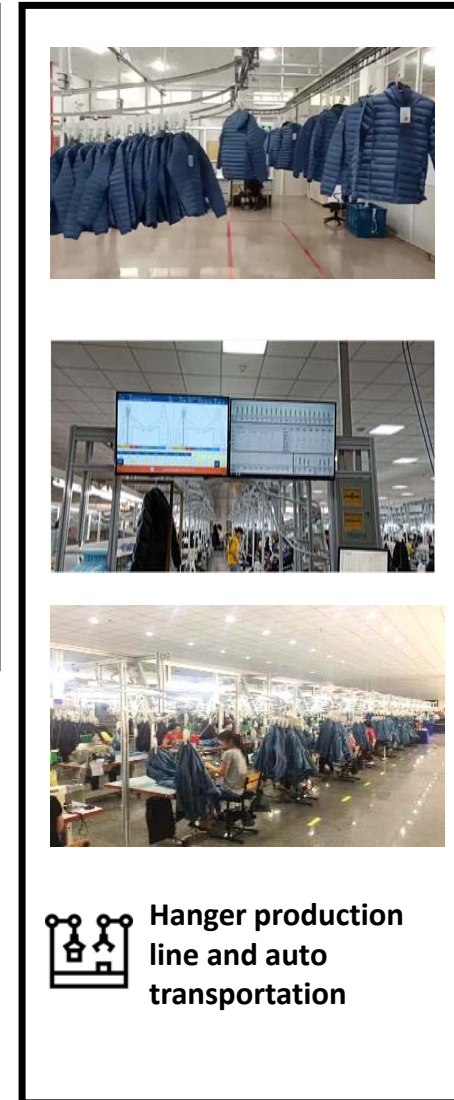


Different clients  
But  
Same choice



# 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 Teampate 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**

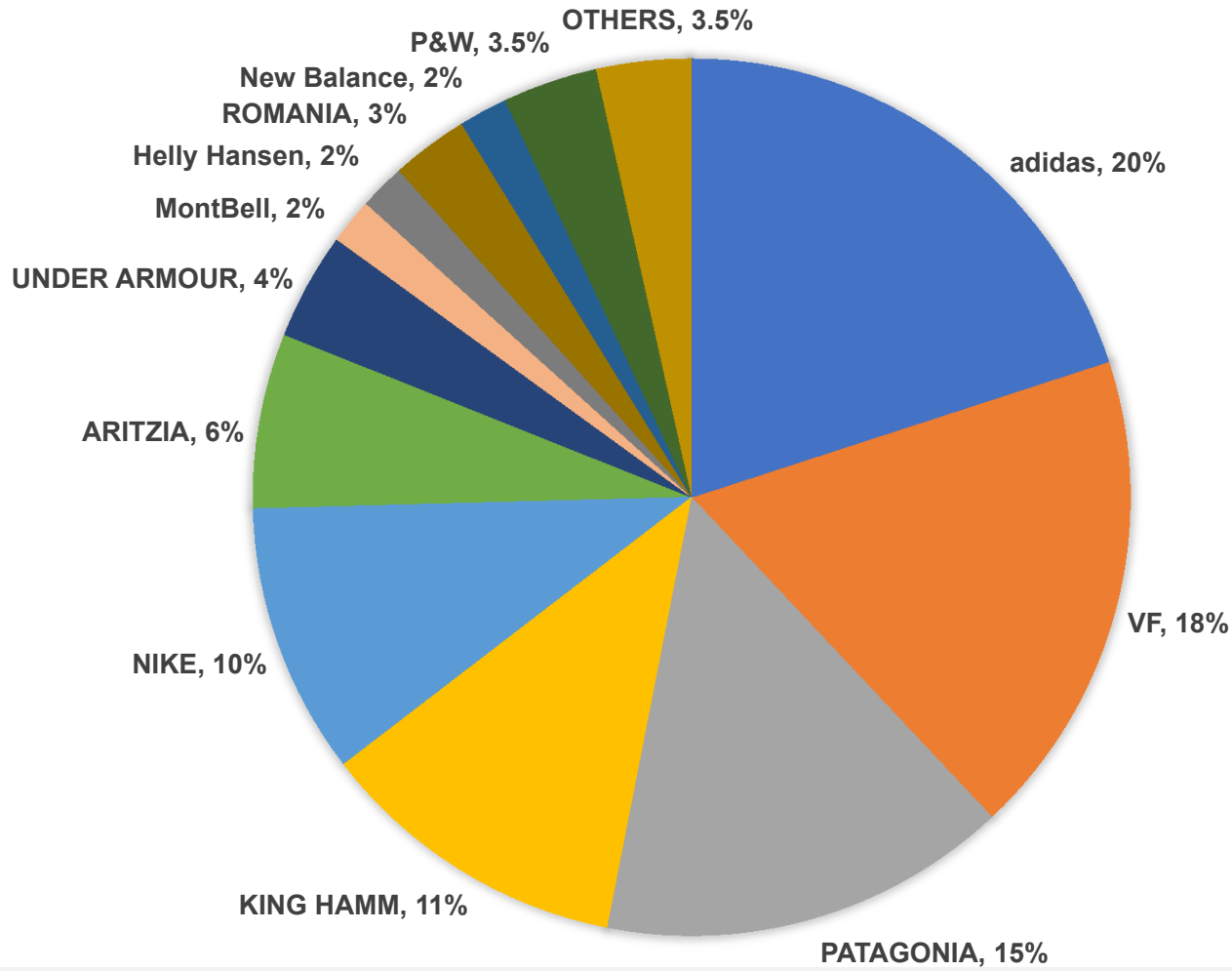


**PATAGONIA - Micro Puff® Jacket**  
 ultralightweight, water-resistant, down-like warmth with PlumaFill synthetic insulation—a revolutionary featherlight down alternative



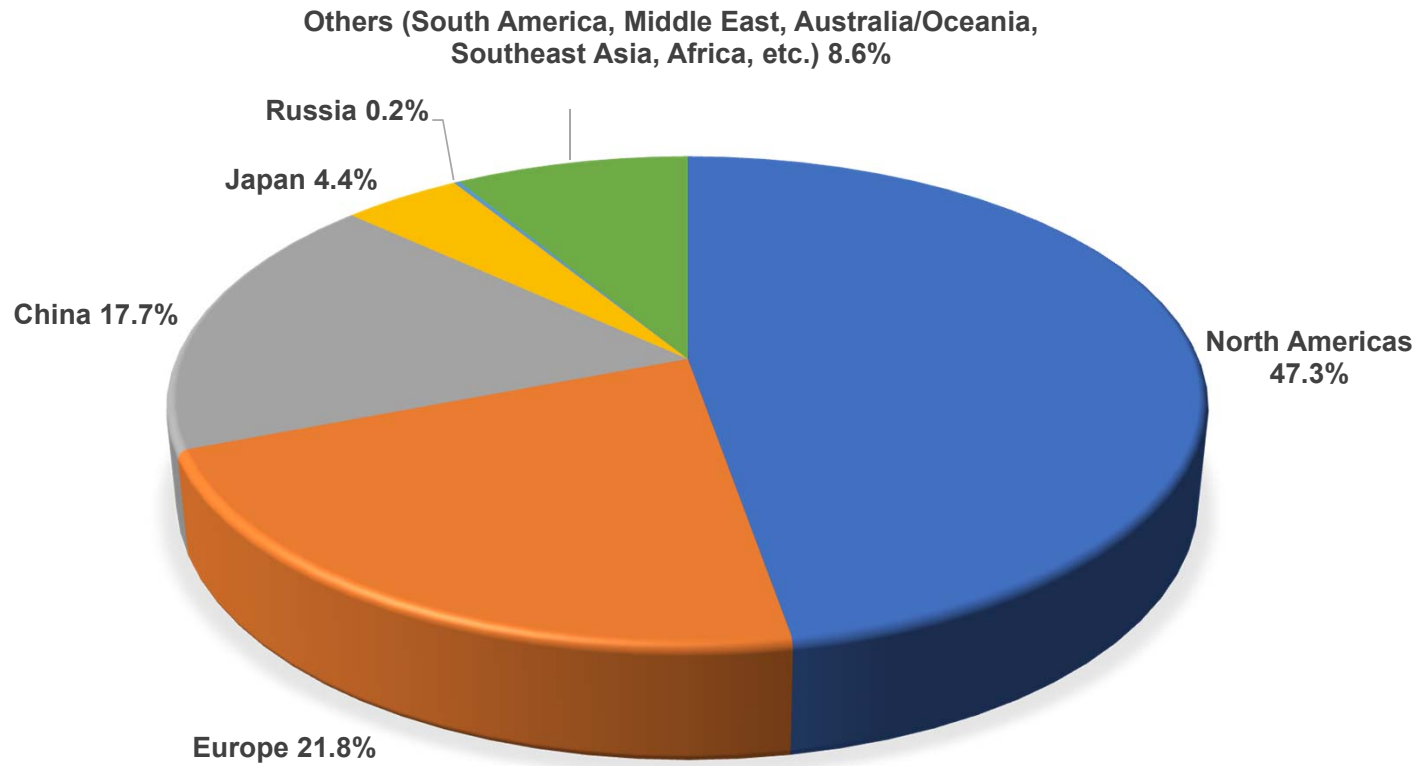


# 2022 Major Customers





# 2022 Major Sales Area

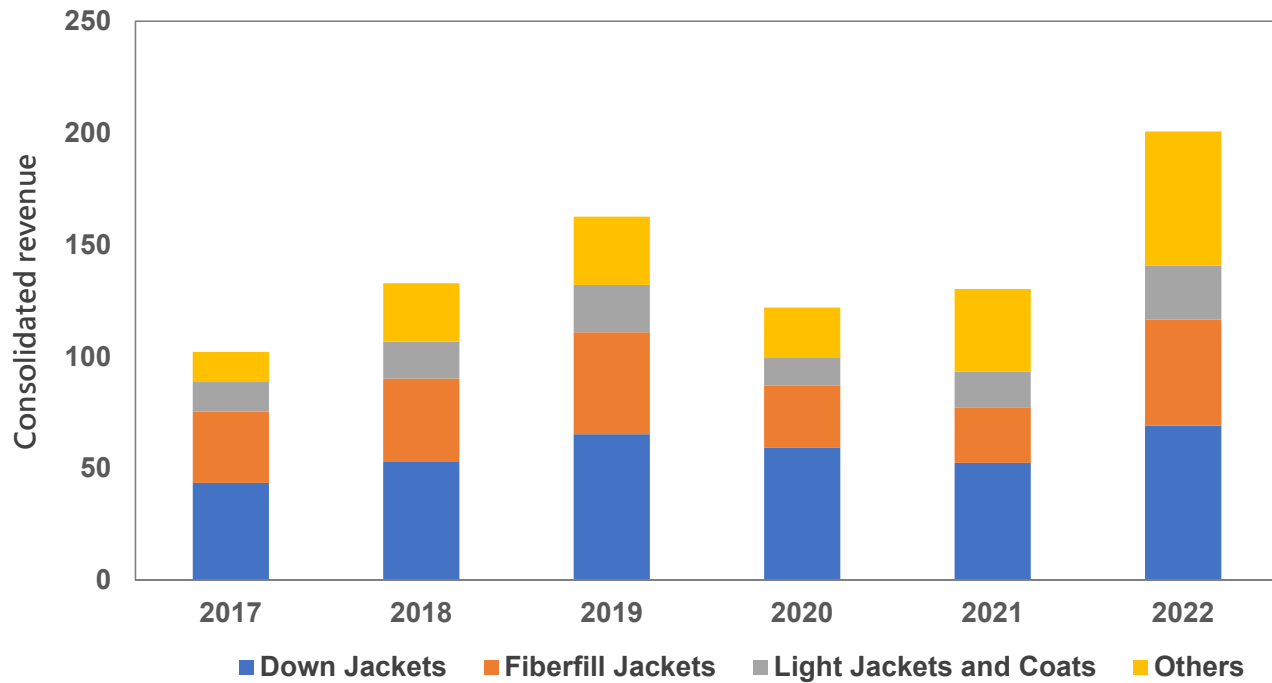




# Consolidated Revenue

In 100 Mio of TWD

	2017		2018		2019		2020		2021		2022	
Down Jackets	43.45	43%	53.10	40%	65.23	40%	59.12	49%	52.44	40%	69.13	34%
Fiberfill Jackets	31.89	31%	37.05	28%	45.65	28%	27.94	23%	24.85	19%	47.36	24%
Light Jackets and Coats	13.25	13%	16.49	12%	21.19	13%	12.29	10%	15.91	12%	24.17	12%
Others	13.44	13%	26.17	20%	30.53	19%	22.54	18%	37.02	29%	60.00	30%
<b>Total</b>	<b>102.04</b>	<b>100%</b>	<b>132.80</b>	<b>100%</b>	<b>162.59</b>	<b>100%</b>	<b>121.89</b>	<b>100%</b>	<b>130.22</b>	<b>100%</b>	<b>200.66</b>	<b>100%</b>





# Income Statement of 2022

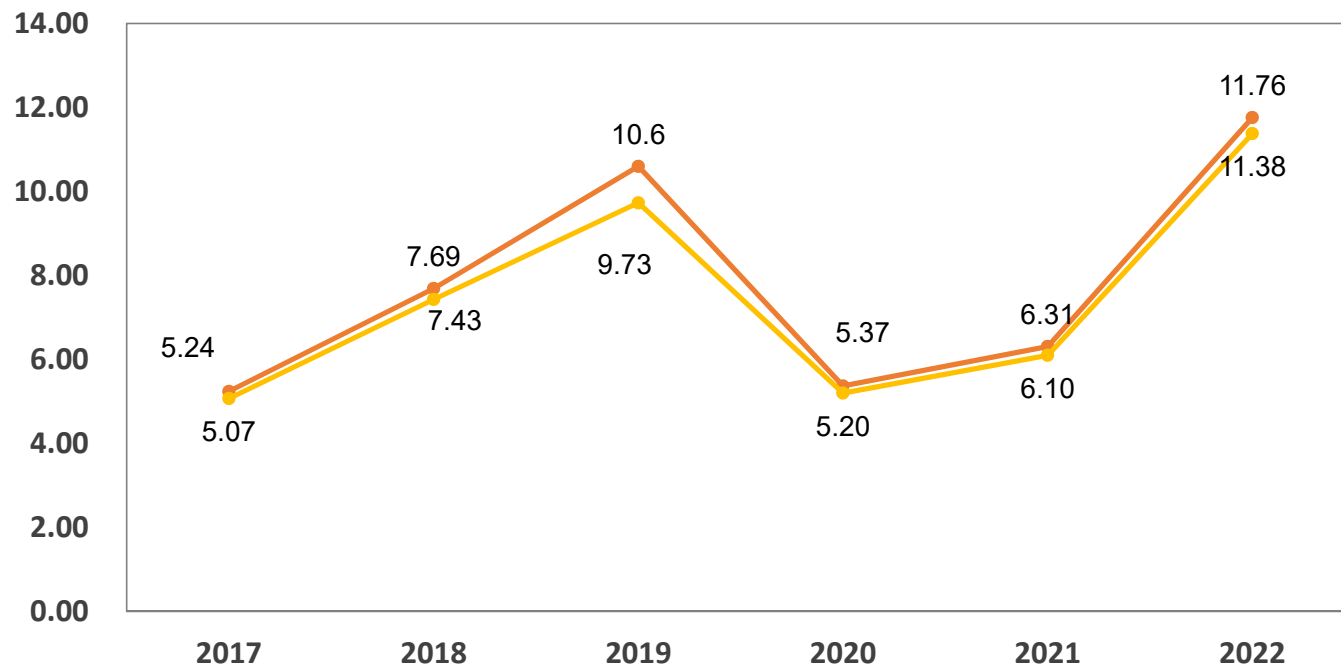
In Thousands of TWD

	2022		2021		YOY(%)
<b>Operating Revenue</b>	20,065,595	100.00%	13,022,416	100.00%	54.09%
Operating Cost	(16,799,314)	83.72%	(11,150,790)	85.63%	50.66%
<b>Gross Profit</b>	3,266,281	16.28% ↑ 1.91%	1,871,626	14.37%	74.52%
Operating Expenses	(1,744,493)	8.69% ↓ 0.42%	(1,186,911)	9.11%	46.98%
<b>Operating Income</b>	1,521,788	7.58% ↑ 2.33%	684,715	5.25%	122.25%
Non-Operating Income and Expenses	434,864	2.17%	289,367	2.22%	50.28%
Income before Tax	1,956,652	9.75%	974,082	7.48%	100.87%
Income Tax	(462,161)	2.30%	(247,824)	1.90%	86.49%
<b>Net Income</b>	1,494,491	7.45% ↑ 1.87%	726,258	5.58%	105.78%
<b>Net Income attributed to shareholders of the Parent</b>	1,176,153	5.86%	630,502	4.84%	86.54%



# Profit Over the Years

—●— 淨利歸屬於母公司(億元)  
—●— EPS(每股/元)



In 100Mio of TWD

Year	Net Income attributed to shareholders of the Parent	EPS
2017	5.24	5.07
2018	7.69	7.43
2019	10.60	9.73
2020	5.37	5.20
2021	6.31	6.10
2022	11.76	11.38





# QVE's Capacity

Factory	2022 Current Production Lines	Increase in 2023	Increase in 2024	Increase in 2025	2024Total
QVN (Vietnam)	115	-	-	-	115
QVT (Vietnam)	160	-	+5	+5	170
QVC (China)	100	-	-	-	100
QVL (Vietnam)	52	-	+10	+10	72
BSP (Romania)	16	+2	+2	-	20
Middle East Jordan	60	-	+10	+20	90
KHM (Vietnam-1)	24	+2	+4	+4	34
KHM (Vietnam-2)	32	+2	+4	+4	42
<b>Total</b>	<b>559</b>	<b>+6</b>	<b>+35</b>	<b>+43</b>	<b>643</b>





# QVE's Strategic Growth Initiatives

- 4 Major customers
  - Adidas
  - VF(The North Face)
  - Patagonia
  - Nike
- Potential customers
  - ARITZIA
  - UNDER ARMOUR
  - MontBell
  - New Balance
  - Helly Hansen
  - LuluLemon

## Multi-brand customers



- China
- Vietnam
- Jordan
- Romania

## Decentralized production base



- QVE implements diversified business strategy, investing in the following subsidiaries:
  - KHM- knitting wear
  - BSP- Luxury brand
  - T.O.D-Down Material
  - P&W-Biomedical related products
  - Xingxing
  - Jordan-QVA(ATLANTA)/QVJ(SIDNEY)

## Diversified subsidiaries



- Optimize product portfolio
- Develop diversified product lines
  - Woven Wear
  - knitting wear
  - Waterproof+Gore
  - Down material
  - Luxury Brand
  - Biomedical products

## Multi-product item



- Wuhan Xiantao-Sterilization equipment factory
- Jordan factory
- Continue to invest in automation and digitalization investment

## Expanding investment



- Digitalization of production process to improve production efficiency
- Ongoing control of costs and expenses

## Strengthening management



# CSR & ESG

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**