



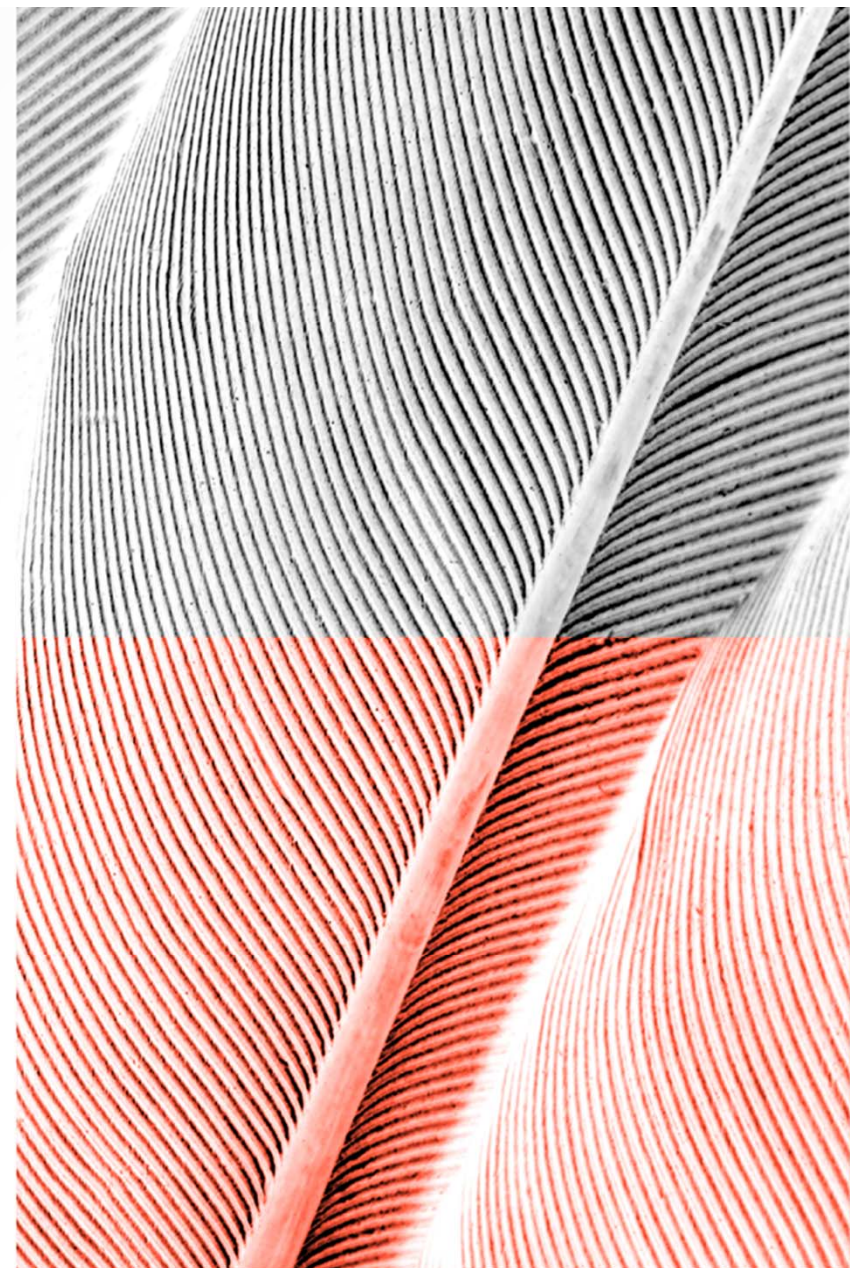
# QUANG VIET Enterprise

法人說明會

主講人：吳朝筆總經理

2023.03.28

股票代號: 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



# 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



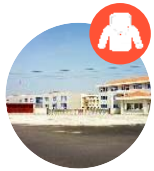
### 古芝廠

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



### 隆安廠

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



### 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

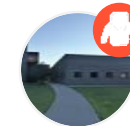
Date Established: Feb, 2014  
Land Area: 20,118 M<sup>2</sup>  
Number of workers: 100



### 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 – Agaba

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

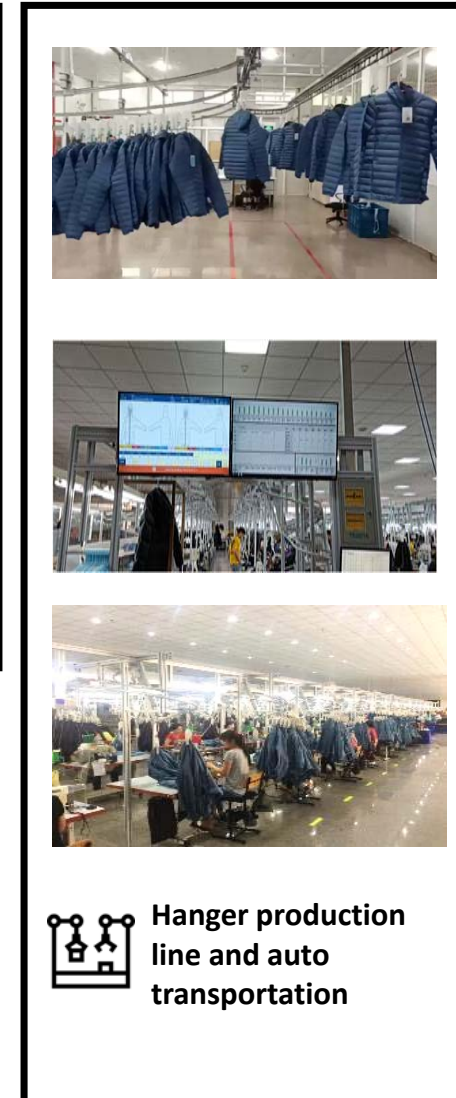


Different clients  
But  
Same choice



# 產品開發及技術

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



# Q 產品開發及技術

- 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 Teampplate 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**

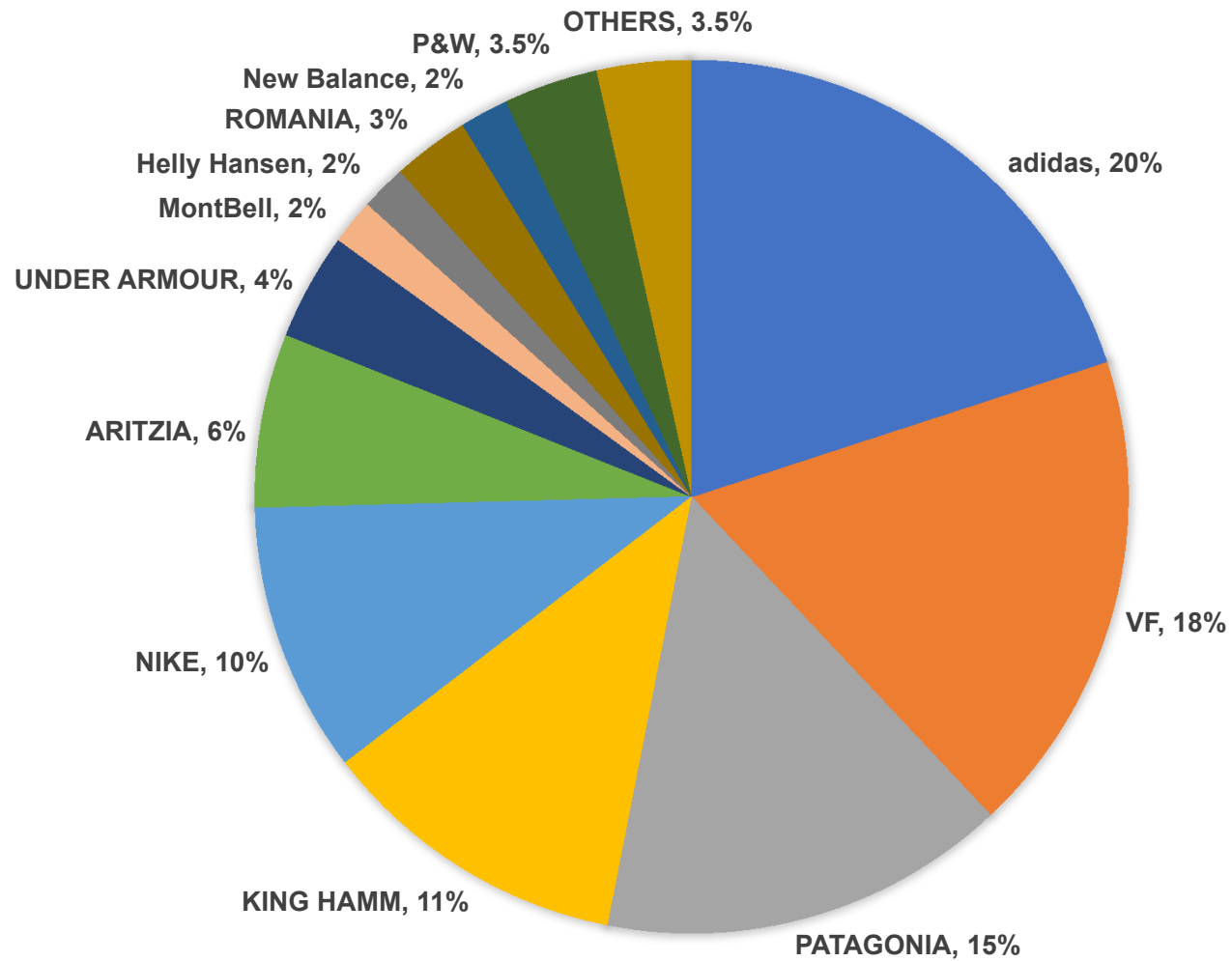


**PATAGONIA - Micro Puff® Jacket**  
 ultralightweight, water-resistant, down-like warmth with PlumaFill synthetic insulation—a revolutionary featherlight down alternative



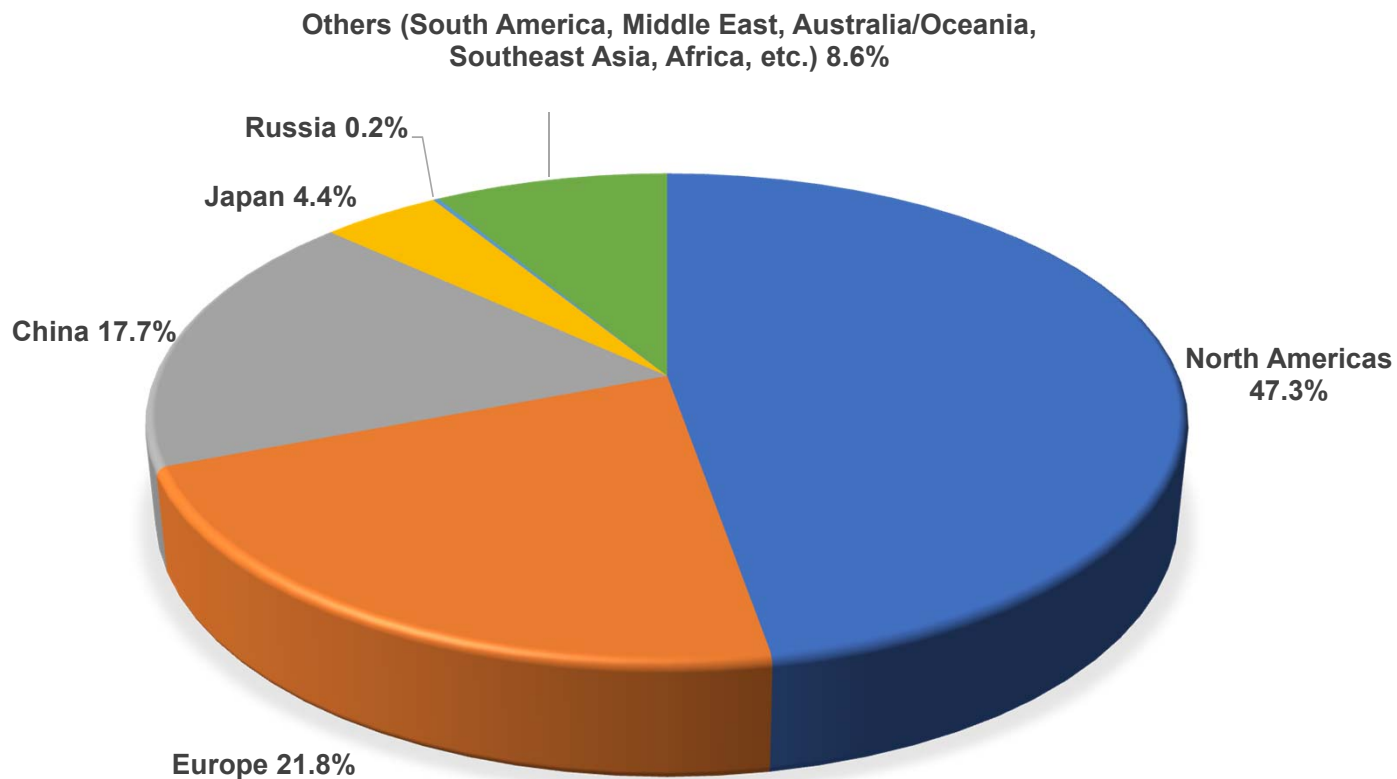


## 2022年主要客戶佔營收比重





# 2022年主要銷售區域

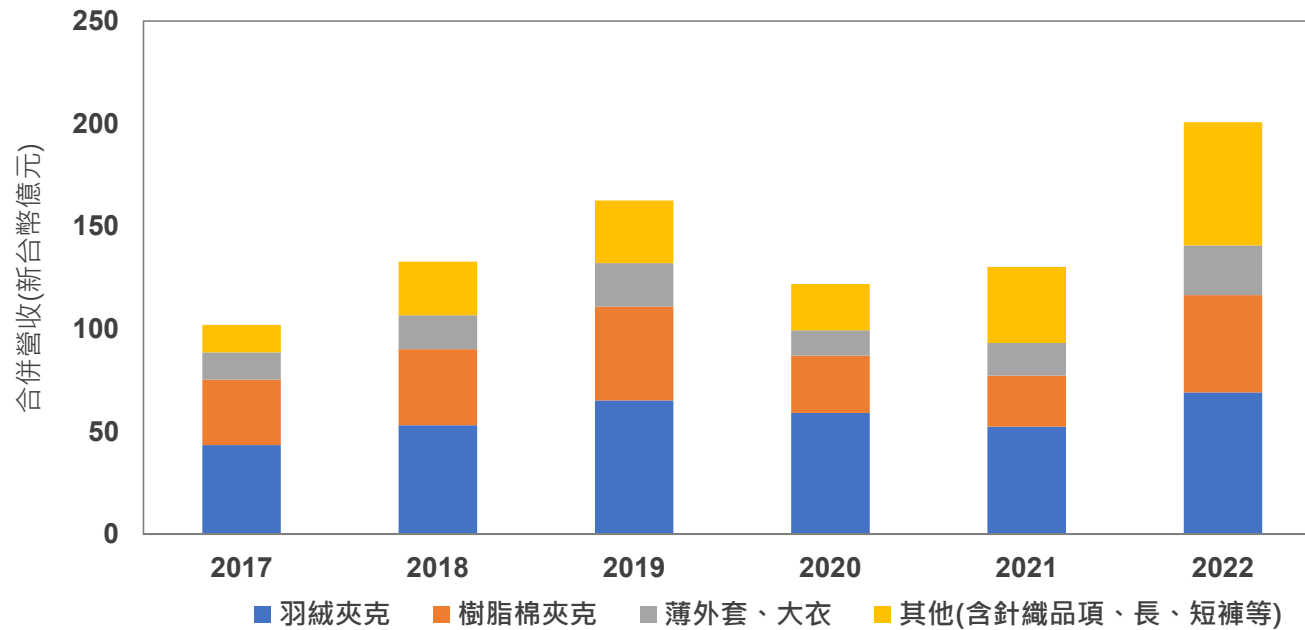




# 歷年合併營收

新台幣億元

	2017		2018		2019		2020		2021		2022	
羽絨夾克	43.45	43%	53.10	40%	65.23	40%	59.12	49%	52.44	40%	69.13	34%
樹脂棉夾克	31.89	31%	37.05	28%	45.65	28%	27.94	23%	24.85	19%	47.36	24%
薄外套、大衣	13.25	13%	16.49	12%	21.19	13%	12.29	10%	15.91	12%	24.17	12%
其他(針織、長、短褲等)	13.44	13%	26.17	20%	30.53	19%	22.54	18%	37.02	29%	60.00	30%
合計	102.04	100%	132.80	100%	162.59	100%	121.89	100%	130.22	100%	200.66	100%





## 2022損益分析

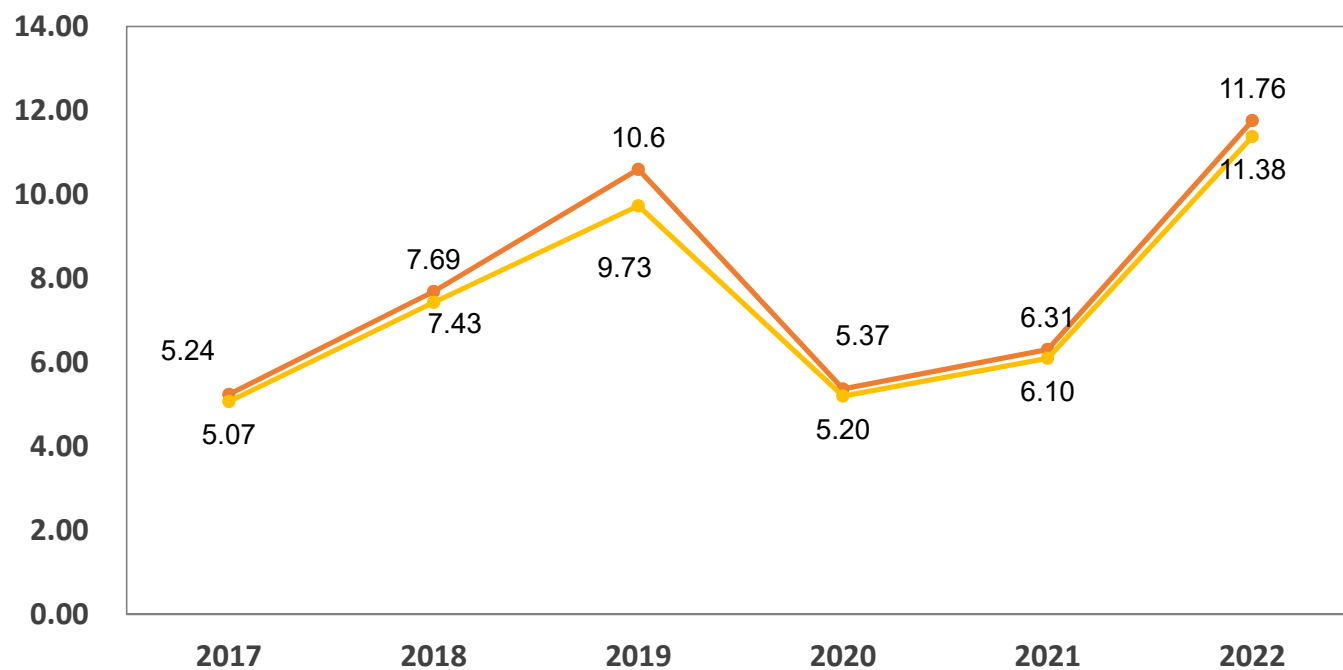
單位：新台幣仟元

	2022		2021		YOY(%)
營業收入	20,065,595	100.00%	13,022,416	100.00%	54.09%
營業成本	(16,799,314)	83.72%	(11,150,790)	85.63%	50.66%
營業毛利	3,266,281	16.28% ↑ 1.91%	1,871,626	14.37%	74.52%
營業費用	(1,744,493)	8.69% ↓ 0.42%	(1,186,911)	9.11%	46.98%
營業淨利	1,521,788	7.58% ↑ 2.33%	684,715	5.25%	122.25%
營業外收(支)	434,864	2.17%	289,367	2.22%	50.28%
稅前淨利	1,956,652	9.75%	974,082	7.48%	100.87%
所得稅費用	(462,161)	2.30%	(247,824)	1.90%	86.49%
本期淨利	1,494,491	7.45% ↑ 1.87%	726,258	5.58%	105.78%
淨利歸屬於母公 司	1,176,153	5.86%	630,502	4.84%	86.54%



# 歷年獲利情形

—●— 淨利歸屬於母公司(億元)  
—●— EPS(每股/元)



單位：新台幣億元

年度	淨利歸屬於母公司	EPS(元)
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





## 產線分布及擴產規劃

工廠	2022 產線	2023 增加數	2024 增加數	2025 增加數	2025 合計
越南古芝廠	115	-	-	-	115
越南前江廠	160	-	+5	+5	170
中國嘉興廠	100	-	-	-	100
越南隆安廠	52	-	+10	+10	72
羅馬尼亞廠	16	+2	+2	-	20
中東約旦廠	60	-	+10	+20	90
越南金鴻廠	24	+2	+4	+4	34
越南金漢廠	32	+2	+4	+4	42
<b>Total</b>	<b>559</b>	<b>+6</b>	<b>+35</b>	<b>+43</b>	<b>643</b>





# 經營策略及未來成長動能

- 四大客戶
  - Adidas
  - VF(The North Face)
  - Patagonia
  - Nike
- 潛力客戶
  - ARITZIA
  - UNDER ARMOUR
  - MontBell
  - New Balance
  - Helly Hansen
  - LuluLemon

## 多品牌客戶



- 中國
- 越南
- 約旦
- 羅馬尼亞

## 多生產基地



- 廣越集團多角化經營·以下子公司投資持續發展：
  - 金漢實業-主力針織項目
  - BSP(羅馬尼亞廠)-主力Luxury品牌
  - T.O.D尚弘羽絨-Down Material
  - 宏昌醫療-生物醫療相關產品
  - 星星服裝-轉投資
  - 約旦QVA(ATLANTA)/QVJ(SIDNEY)

## 多子公司發展



- 持續優化產品組合
- 持續開發各品項訂單
  - 平織服飾
  - 針織服飾
  - 防水外套
  - 羽絨原物料
  - 高階奢侈品服飾
  - 醫療生物

## 多產品項目



- 武漢仙桃廠-滅菌設備工廠
- 約旦廠
- 持續強化自動化及數位化投資

## 擴大投資



- 生產流程數位化·提升生產效能
- 成本及費用持續控管

## 強化管理



# CSR & ESG

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**