

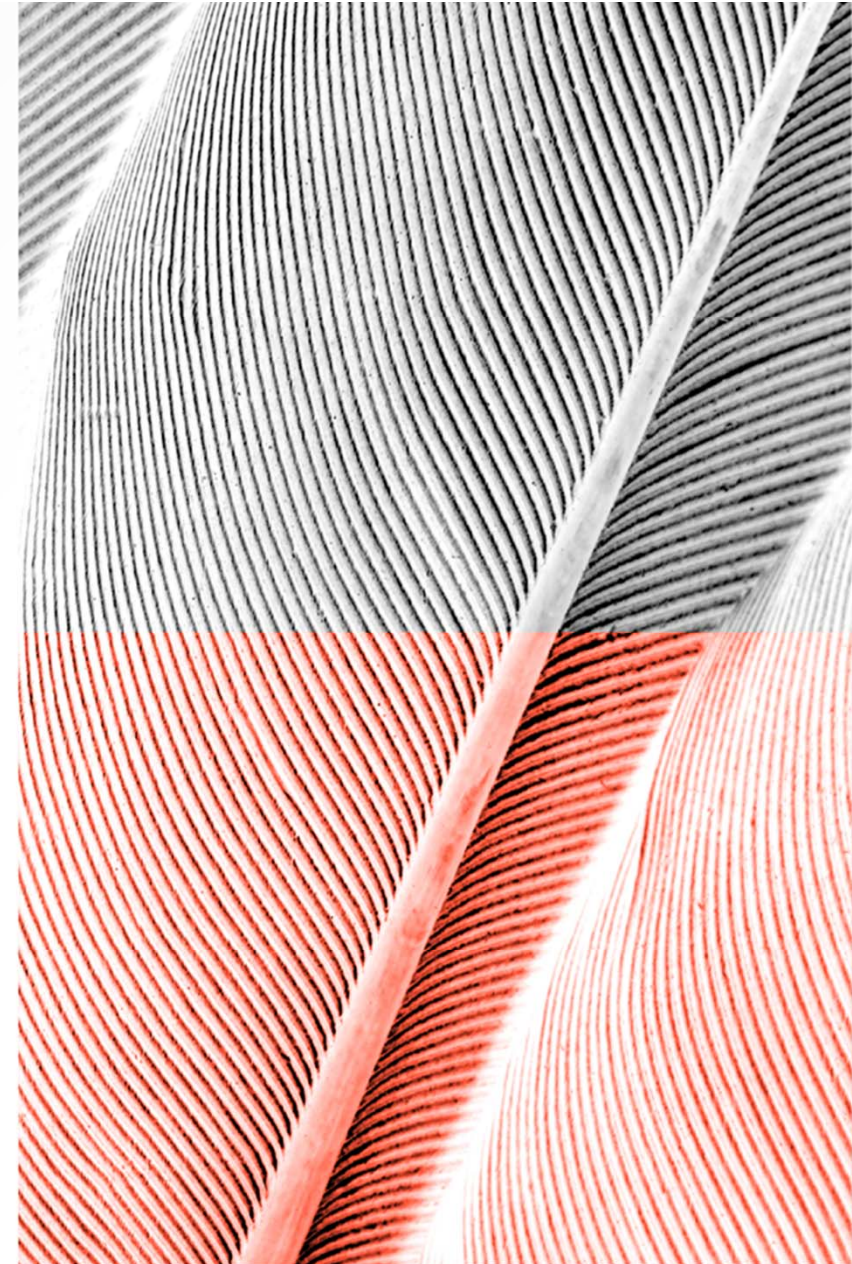


QUANG VIET Enterprise

Investor Conference

Presenter : Chairman Mr. Charles Wu

2023.11.10





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. Charles Wu; CEO : MS. Carrie Tang
- Number of employees worldwide : Taiwan: 228 employees; Overseas : 21,600 employees



QVE Founder
Charles Wu

QVE Founder
Wen Shen Yang

QVE Founder
Spensen Tsai



1995
QVE HQ-Taipei, TW

Vietnam

China

Romania



KVG - HCM city

Date Established: Oct. 1996
Land Area: 60,000 M²
Number of workers : 5,400
Production lines: 105 Lines



QVL - Long An Prov.

Date Established : Mar, 2017
Land Area : 45,000 M²
Number of workers : 2,200
Production Line : 52 Lines



QVC – Zhe Jiang Prov.

Date Established : Mar, 2003
Land Area : 55,000 M²
Number of workers : 1,500
Production line : 80 Lines



BSP – Bucharest

Date Established: Oct. 1998
Number of workers : 500
Production lines: 16 Lines

約旦



QVT -Tien Giang Prov.

Date Established : July, 2010
Land Area : 81,000 M²
Number of workers : 5,300
Production line : 150 Lines



KHM - Tien Giang Prov

Date Established : Jan, 2003
Land Area : 20,000 M²
Number of workers : 2,000
Production Line : 50 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 : 700



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 : 1,700
Production line : 20 Lines

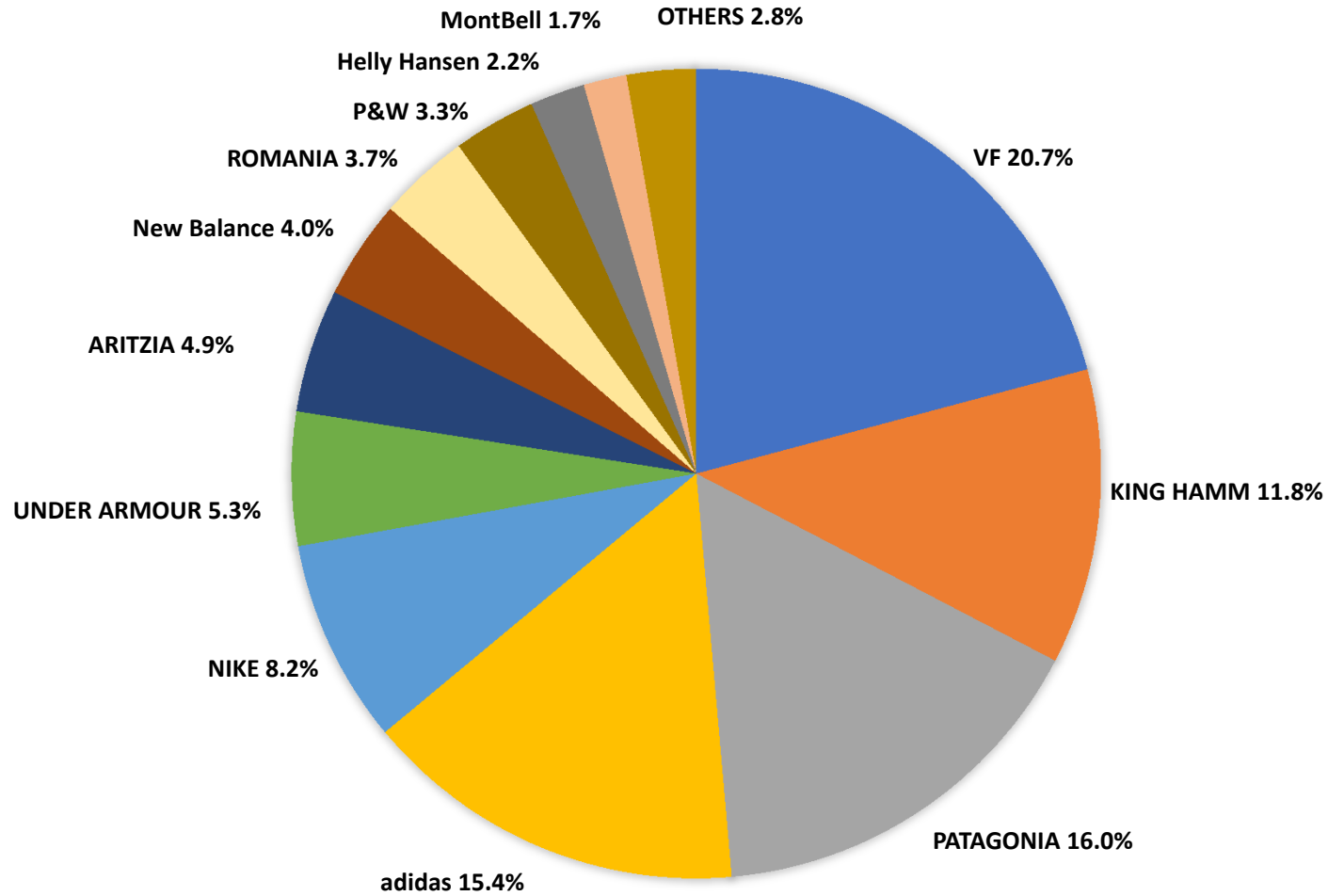


Different clients
But
Same choice



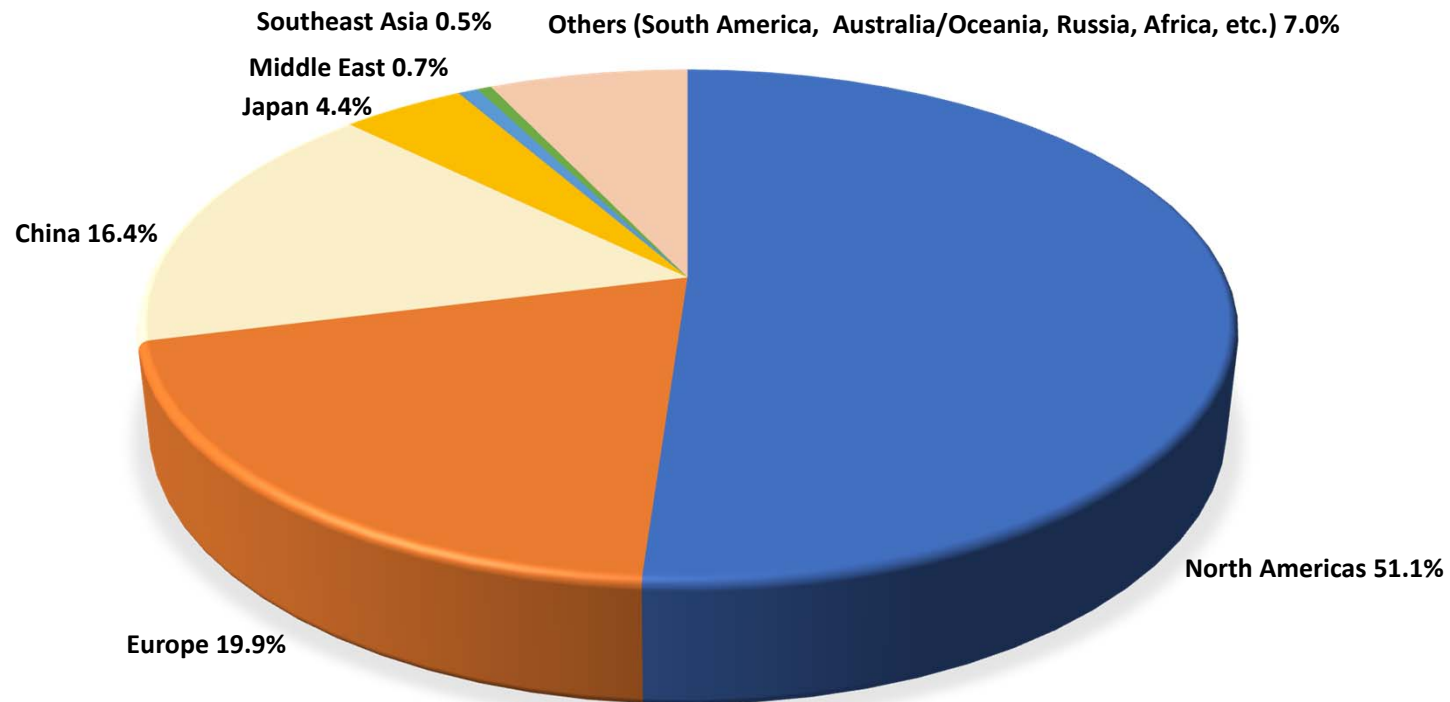


2023Q3 Major Customers





2023Q3 Major Sales Area

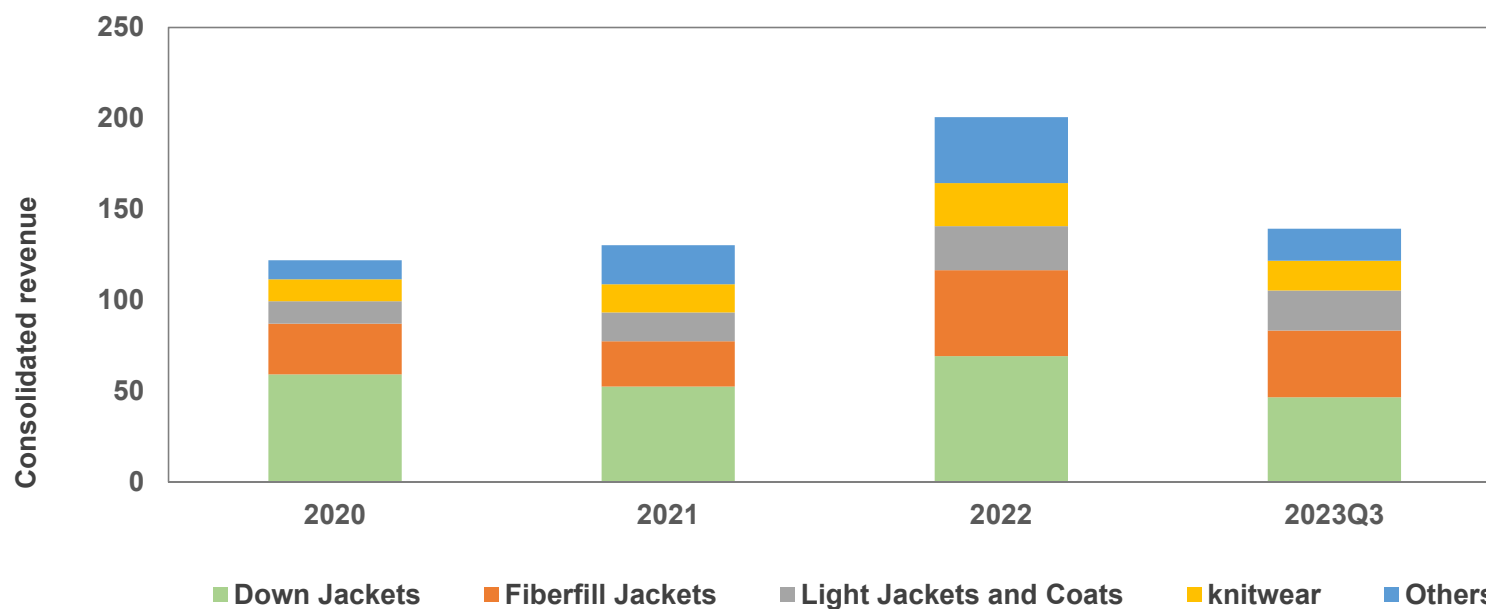




Consolidated Revenue

In 100 Mio of TWD

	2020		2021		2022		2023Q3	
Down Jackets	59.12	48.50%	52.44	40.27%	69.13	34.45%	46.52	33.41%
Fiberfill Jackets	27.94	22.92%	24.85	19.08%	47.36	23.60%	36.68	26.34%
Light Jackets and Coats	12.29	10.08%	15.91	12.22%	24.17	12.04%	22.04	15.83%
knitwear	12.11	9.94%	15.49	11.89%	23.76	11.84%	16.43	11.80%
Others	10.43	8.55%	21.53	16.53%	36.24	18.06%	17.57	12.62%
Total	121.89	100.00%	130.22	100.00%	200.66	100.00%	139.24	100.00%





Income Statement of 2023Q3

In Thousands of TWD

	2023Q3		2022Q3		YOY(%)
Operating Revenue	13,923,765	100.00%	15,615,893	100.00%	-10.84%
Operating Cost	(11,701,063)	-84.04%	(12,880,330)	-82.48%	-9.16%
Gross Profit	2,222,702	15.96%	2,735,563	17.52%	-18.75%
Operating Expenses	(1,168,989)	-8.40%	(1,228,302)	-7.87%	-4.83%
Operating Income	1,053,713	7.57%	1,507,261	9.65%	-30.09%
Non-Operating Income and Expenses	299,642	2.15%	459,132	2.94%	-34.74%
Income before Tax	1,353,355	9.72%	1,966,393	12.59%	-31.18%
Income Tax	(325,305)	-2.34%	(475,365)	-3.04%	-31.57%
Net Income	1,028,050	7.38%	1,491,028	9.55%	-31.05%
Net Income attributed to shareholders of the Parent	859,666	6.17%	1,268,000	8.12%	-32.20%
EPS	8.31		12.27		-32.27%





QVE's Capacity

Factory	2022 Production Lines	Decrease in 2023	Increase in 2024	Increase in 2025	2025 Total
QVN (Vietnam)	115	-10	+5	+5	115
QVT (Vietnam)	160	-10	+5	+5	160
QVL (Vietnam)	52	-	+8	+10	70
QVC (China)	100	-20	-	-	80
BSP (Romania)	16	-	+2	-	18
Middle East Jordan	60	-10	-	+10	60
KHM (Vietnam-1)	24	-2	+2	+2	26
KHM (Vietnam-2)	32	-4	+2	+2	32
Total	559	-56	+24	+34	561





QVE's Strategic Growth Initiatives

4 Major customers

- Adidas
- VF(The North Face)
- Patagonia
- Nike

Potential customers

- ARITZIA
- Lululemon
- UNDER ARMOUR
- MontBell
- New Balance
- Helly Hansen

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