

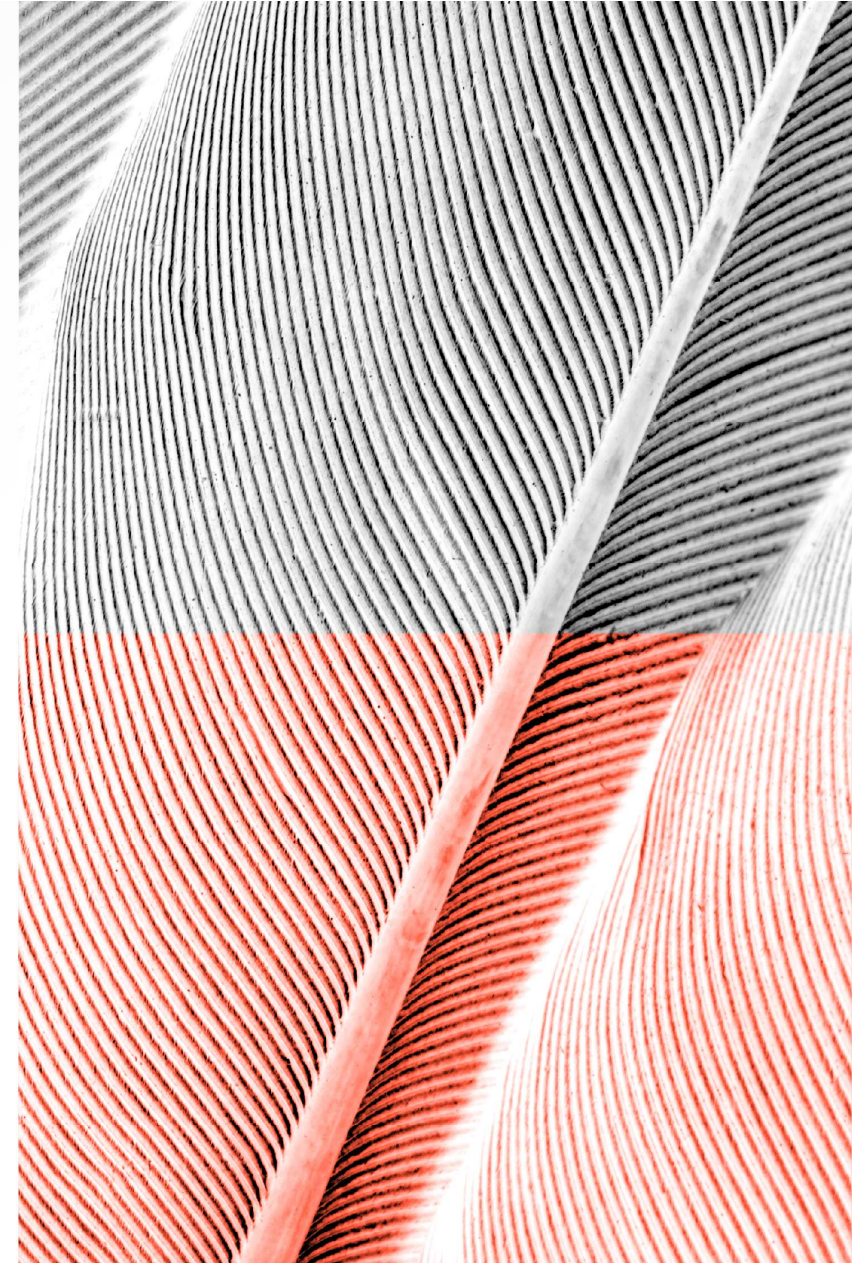


QUANG VIET Enterprise

Investor Conference

Presenter : Chairman Mr. Charles Wu

2024.11.14





QVE redefined VALUE

Q-VVALUE

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 : Charles Wu; CEO : Carrie Tang
- Number of employees worldwide : Taiwan: 227 employees; Overseas : 20,563 employees



1995
QVE HQ-Taipei, TW



Vietnam



QVE Chairman
Charles Wu



QVE CEO
Carrie Tang

China

Romania



KVG - HCM city

Date Established: Oct. 1996
Land Area: 60,000 M²
Number of workers : 5,096
Production lines: 105 Lines



QVL - Long An Prov.

Date Established : Mar, 2017
Land Area : 45,000 M²
Number of workers : 2,173
Production Line : 52 Lines



QVC – Zhe Jiang Prov.

Date Established : Mar, 2003
Land Area : 55,000 M²
Number of workers : 1,246
Production line : 80 Lines



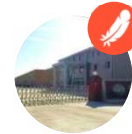
QVT -Tien Giang Prov.

Date Established : July, 2010
Land Area : 81,000 M²
Number of workers : 4,838
Production line : 150 Lines



KHM - Tien Giang Prov

Date Established : Jan, 2003
Land Area : 20,000 M²
Number of workers : 1,925
Production Line : 50 Lines



TOD – Jiang Su Prov.

Date Established : Feb, 2014
Land Area : 20,118 M²
Number of workers : 60



P&W – Zhe Jiang Prov.

Date Established : Feb, 2006
Land Area : 97,807 M²
Number of workers : 432



BSP – Bucharest

Date Established: Oct. 1998
Number of workers : 455
Production lines: 16 Lines

約旦



QVA - Amman

Date Established : Jan. 2003
Land Area : 4000 M²
Number of workers : 2,238
Production line : 30 Lines



QVJ – Aqaba

Date Established : Jan. 2017
Land Area : 4000 M²
Number of workers : 2,100
Production line : 25 Lines



mont-bell



Marmot



MAMMUT



SALOMON



Ermenegildo Zegna

SANDBANKS

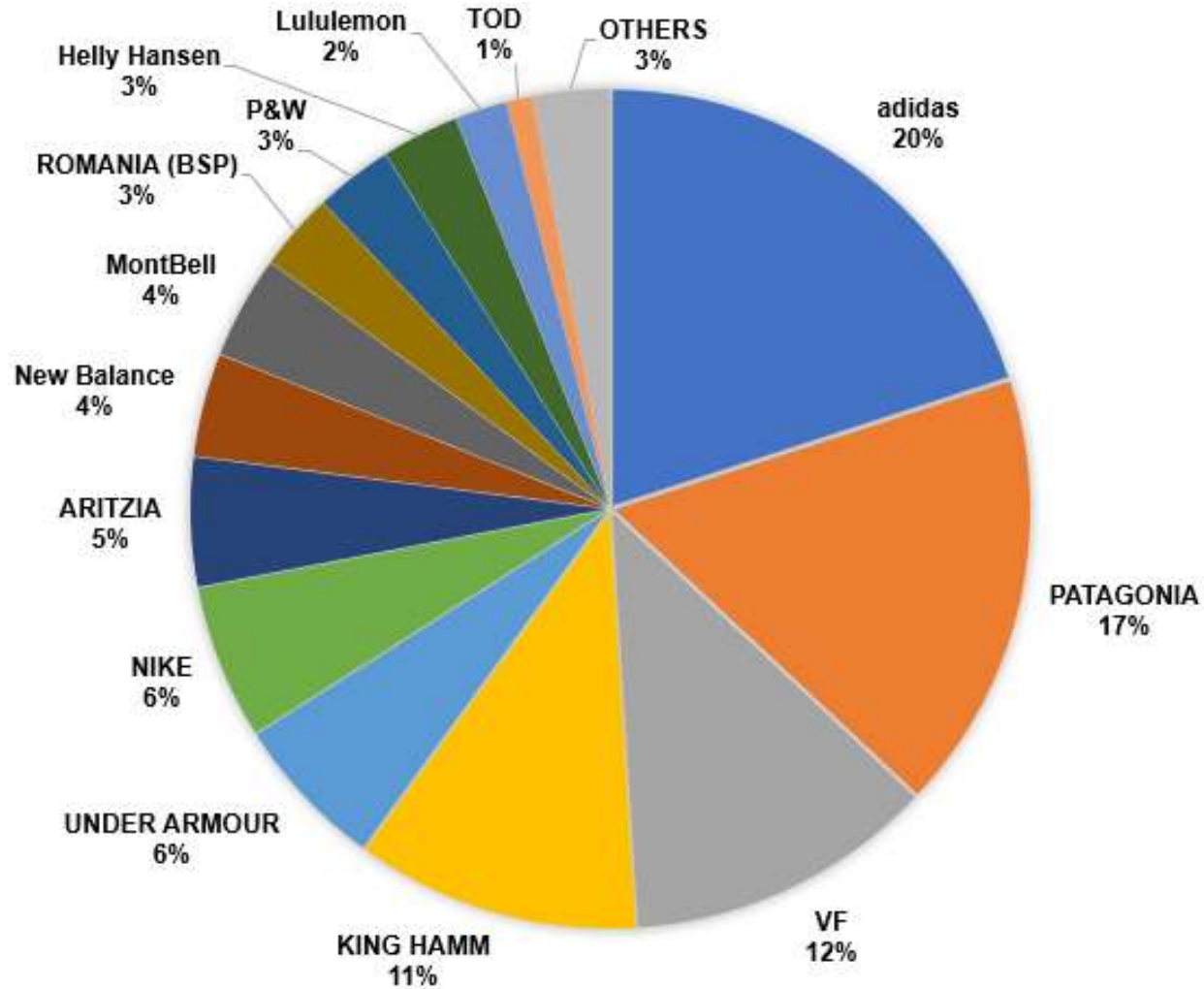
ARITZIA

Different clients
But
Same choice





2024Q3 Major Customers

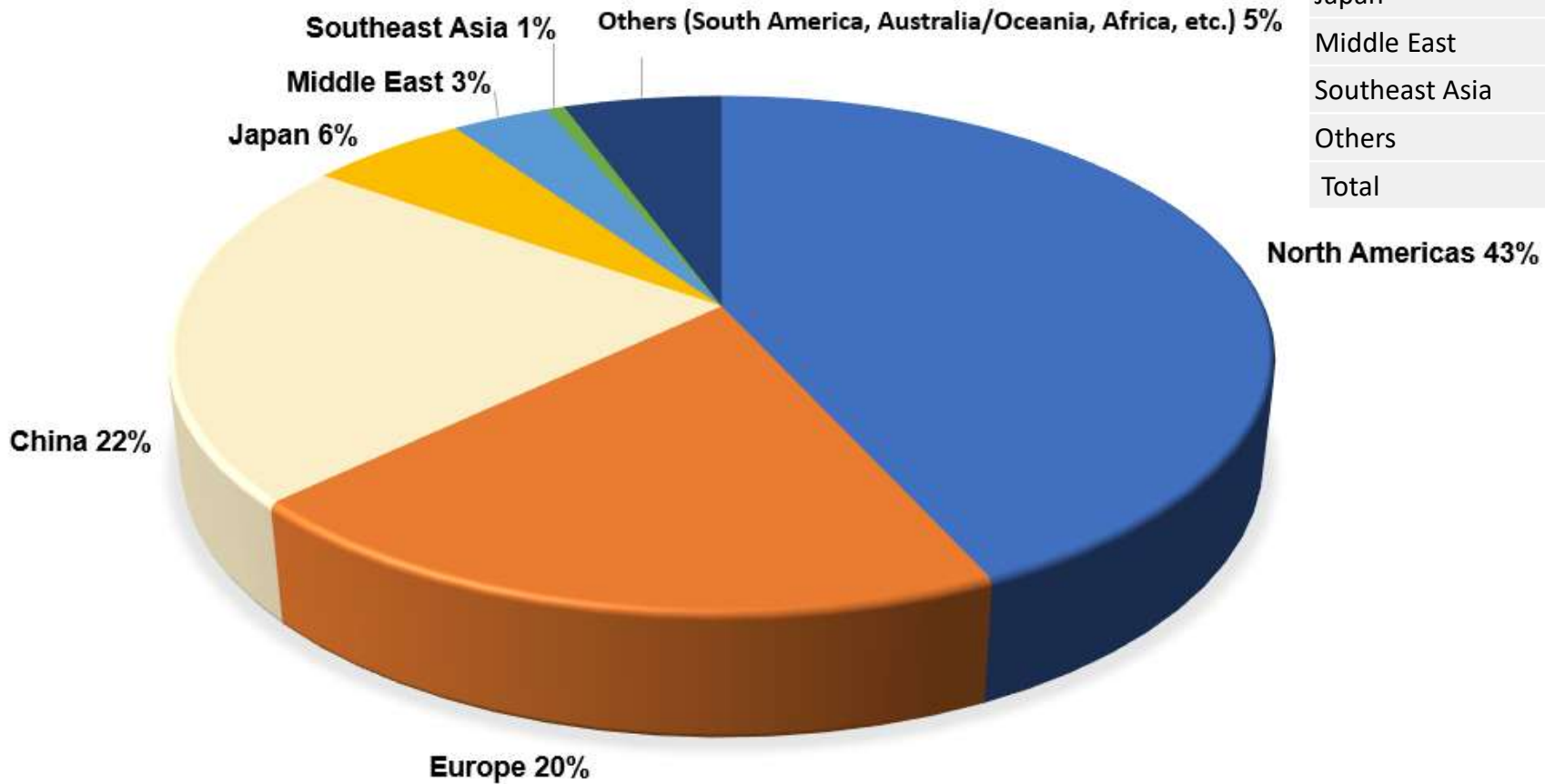


Customer	Proportion to revenue
adidas	20%
PATAGONIA	17%
VF	12%
KING HAMM	11%
UNDER ARMOUR	6%
NIKE	6%
ARITZIA	5%
New Balance	4%
MontBell	4%
ROMANIA (BSP)	3%
P&W	3%
Helly Hansen	3%
Lululemon	2%
TOD	1%
OTHERS	3%
Total	100%





2024Q3 Major Sales Area



銷售地區	占比
North Americas	43%
Europe	20%
China	22%
Japan	6%
Middle East	3%
Southeast Asia	1%
Others	5%
Total	100%

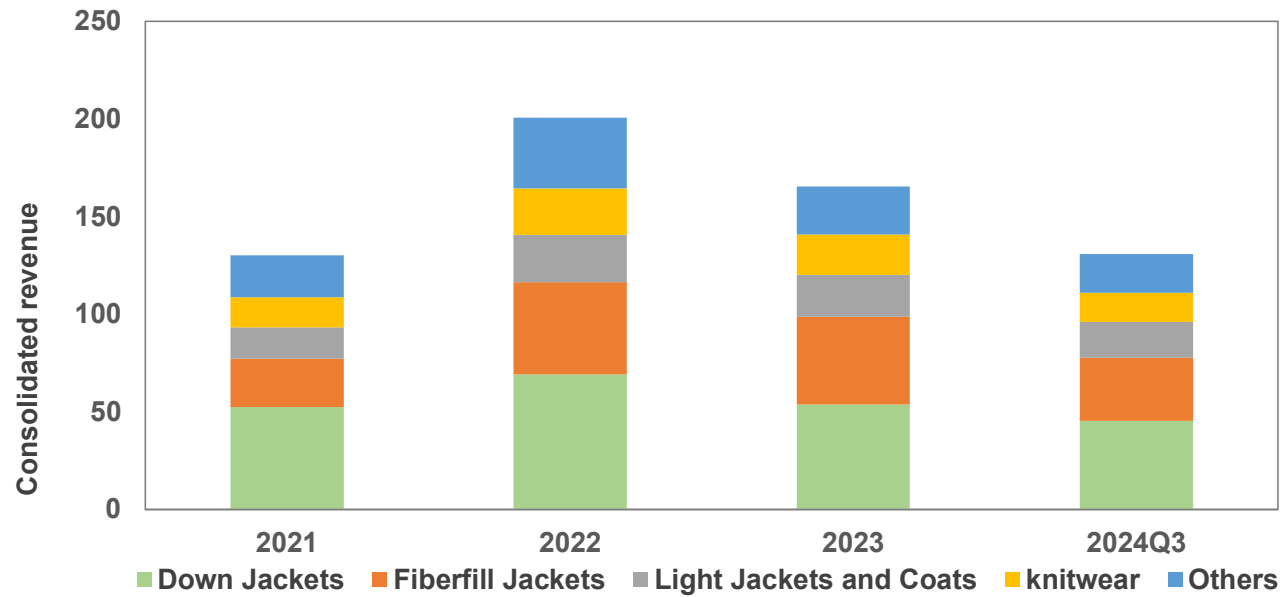




Consolidated Revenue

In 100 Mio of TWD

	2021		2022		2023		2024Q3	
Down Jackets	52.44	40.27%	69.13	34.45%	53.70	32.44%	45.34	34.65%
Fiberfill Jackets	24.85	19.08%	47.36	23.60%	45.03	27.20%	32.36	24.73%
Light Jackets and Coats	15.91	12.22%	24.17	12.04%	21.53	13.01%	18.45	14.10%
knitwear	15.49	11.89%	23.76	11.84%	20.65	12.48%	14.89	11.38%
Others	21.53	16.53%	36.24	18.06%	24.62	14.87%	19.81	15.14%
Total	130.22	100.00%	200.66	100.00%	165.53	100.00%	130.85	100.00%





Income Statement of 2024Q3

In Thousands of TWD

	2024Q3		2023Q3		YOY(%)
Operating Revenue	13,084,505	100.00%	13,923,765	100.00%	(6.03%)
Operating Cost	(11,230,316)	-85.83%	(11,701,063)	84.04%	(4.02%)
Gross Profit	1,854,189	14.17%	2,222,702	15.96%	(16.58%)
Operating Expenses	(1,210,669)	-9.25%	(1,168,989)	8.40%	3.57%
Operating Income	643,520	4.92%	1,053,713	7.57%	(38.93%)
Non-Operating Income and Expenses	95,859	0.73%	299,642	2.15%	(68.01%)
Income before Tax	739,379	5.65%	1,353,355	9.72%	(45.37%)
Income Tax	(181,655)	-1.39%	(325,305)	2.34%	(44.16%)
Net Income	557,724	4.26%	1,028,050	7.38%	(45.75%)
Net Income attributed to shareholders of the Parent	488,845	3.74%	859,666	6.17%	(43.14%)
EPS	4.73		8.31		





Cash Dividends

	2019	2020	2021	2022	2023	2024
EPS (Dividend period)	7.43	9.73	5.20	6.10	11.38	7.10
Cash dividend per share	6.0	7.5	3.2	4.2	6.8	5.2
Dividend yield	4.13%	6.14%	2.64%	3.50%	5.79%	5.17%





QVE's Capacity

Factory	2022 Production Lines	2023 Production Lines	Decrease in 2024	2024 Production Lines	Increase in 2025	2025 Production Lines	Increase in 2026	2026 Production Lines
QVN (Vietnam)	115	105	-5	100	+10	110	+5	115
QVT (Vietnam)	160	150	-5	145	+10	155	+5	160
QVL (Vietnam)	52	52	-5	47	+10	57	+10	67
QVC (China)	100	80	-5	75	+5	80	-	80
BSP (Romania)	16	16	-	16	-	16	-	16
Middle East Jordan	60	50	-5	45	+15	60	+10	70
KHM (Vietnam-1)	24	22	-	22	+2	24	+3	27
KHM (Vietnam-2)	32	28	-	28	+2	30	+3	33
Total	559	503	-25	478	+54	532	+36	568





QVE Development & Innovation

Multiple Template Support Design Trend

patagonia



Jackson Glacier Jacket

It is made of waterproof, breathable, wind-resistant H2No® Performance Standard.

100% recycled polyester without PFCs/PFAS for shell, lining and down to achieve the global environmental protection.

The baffle channels are taped to the shell to prevent down from shifting and decrease cold spot.



CIRQUE DOWN JACKET

The entire Cirque Down has no any quilt lines. It uses special technology to make the fabric and adhesive fit together to achieve the same appearance and function as the quilt lines. This not only solves the problem of cold spots, but also Make the whole garment more fit and lighter.



COLD.RDY 3-STRIPES PUFF DOWN JACKET

This adidas jacket harnesses the power of insulating COLD.RDY to keep warm outdoors. Iconic 3-Stripes style makes it a daily must-have. This product is made with 100% recycled materials.





QVE Development & Innovation

Multiple Teampate Support Design Trend



Reversible Bomber Jacket
Feathers a reversible wear style uses incredibly lightweight and highly compressible 60-g PrimaLoft® Silver Insulation. Perform comprehensive multi layering at Collar, Cuff, Hem band for stretch function.



Archive Waterproof GORE-TEX® Jacket
Features a new sport collection, Light Rain, breathable waterproof protection, durability



Tokyo Design Studio By New Balance x nanamica
Feathers a new urban collection, with stand image at waterproof function presentable.





QVE's Strategic Growth Initiatives



Garment business

- Maintain existing customer' orders
- Develop new customer
- To improve profitability, controlling the costs and expenses
- To enhance factory management
- To build QVL new factory
- To expand Jordan factory
- Continue to invest in automation and digitalization investment to improve production efficiency
- Continue to evaluate new production sites in the future.



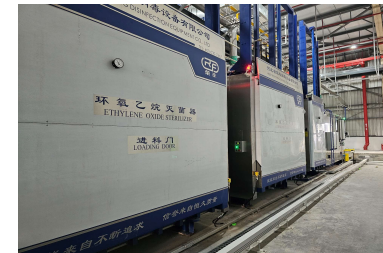
Down feather business

Continue to pay attention to the price fluctuations of the down market and maintain good relationships with other suppliers to ensure the quality and cost of our major raw materials.



Medical product business

- Principle & Will Biotech (Xiantao) Co., Ltd.-Sterilization equipment factory
- PRINCIPLE & WILL BIOTECH CO., LTD. (Vietnam)





Outlook of Major Customers

New customers



Closing price €219.00 (52 Week Range €160.20 - €243.90)
Market Cap €39.4 billion
Footwear sector sales are strong, and the inventories have adjusted to healthy levels. Adidas has raised its financial forecast, the overall outlook is positive



Closing price \$20.96 (52 Week Range \$11.00 - \$23.09)
Market Cap \$8.16 billion
In recent years, VF's operating conditions have been sluggish. VF Group replaced its CEO in July 2023. In the past year, new CEO Bracken Darrell has implemented policies such as business restructuring and inventory clearance. In the second quarter of fiscal year 2025, VF turned a loss into a profit, and the outlook turns positive



Closing price \$75.88 (52 Week Range \$70.75 - \$123.39)
Market Cap \$ 112 billion
Operating outlook is conservative



A well-known outdoor brand founded in the United States. Patagonia's theory of business emphasize importance to environmental protection and sustainability. The brand's annual revenue reaches USD 1.5 billion. As the QVE's top three customers, the orders are expected to resume growth in 2025.



Closing price \$9.68 (52 Week Range \$6.17 - \$11.89)
Market Cap \$3.9 billion
UA is reorganizing its business, and its latest financial report revenue and profits are better than analysts' estimates with positive outlook.



Japan's largest outdoor brand with revenue of JPY110 billion in 2022. The sales of Montbell have been good in recent years, and its proportion of QVE's orders has also increased year by year.



Market share has increased in the past two years. The revenue was \$6.3 billion in 2023 with an increase of 23% from the previous year. Footwear sales drive the growth of the apparel business.



Closing price C\$45.27 (52 Week Range C\$22.88- C\$51.80)
Market Cap C\$5.1 billion
Aritzia is a well-known fashion retailer in Canada. Its revenue has continued to grow in recent years. The main growth comes from the US market and it is expected to continue to expand in future years



Closing price \$318.46 (52 Week Range \$226.19 - \$516.37)
Market Cap \$39 billion
The company's profits are expected to maintain steady growth, and the main growth momentum in the future will come from the expansion of the Asian market.



Helly Hansen is a Norwegian outdoor brand. It was acquired by the Canadian retailer (Canadian Tire Corp) in 2018. Its operating conditions are stable. The revenue of 2023 was C\$830 million, with an increase of approximately 7% from revenue of C\$780 million in 2022. HH's orders account for approximately 3% of QVE's revenue

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



Quang Viet Enterprise