



法人說明會

Investor Conference

2024.11.25



東隆興業股份有限公司
TOUNG LOONG TEXTILE MFG. CO., LTD.

Stock code : 4401

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- No financial forecasting is released by TOUNG LOONG . Discrepancy may be existed between the actual result in the future and the estimated opinion to the company operation and business developing subjects indicated in this briefing report with respect to the financial, business and Q&A part. The causes of the discrepancy may include the variation of market needs, price fluctuation, competition activities, international economic situation, exchange rate fluctuation, upper and downer stream supply chain, and any other risk factors that beyond TOUNG LOONG's control.
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東隆興業股份有限公司

TOUNG LOONG TEXTILE MFG. CO., LTD.



Contents

- Company profile
- Main products
- Competitive advantage
- Financial overview
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Company Profile

- ❖ Established : Year 1960
- ❖ Capital : NT\$ 1.227 Billion (US\$ 40 Million)
- ❖ Headquarter : New Taipei City, Taiwan
- ❖ Production Sites :
 - > TaoYuan ,Taiwan (Y-1972)
 - > ChangHwa ,Taiwan (Y-1992)
 - > 2 sites in Vietnam (Y-1998) (**Sewing Thread Mfg.**)
- ❖ Histories : >
 - a. Y1961 started sewing thread manufacturing
 - b. Y1990 shift into apparel textile yarn mfg.
 - c. Y1995 Nylon 66 & micro Polyester yarn dyed innovation.
 - d. Y1996 public on stock exchanged market (OTC)
 - e. Y1998 moved sewing thread mfg. to Overseas



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Certification

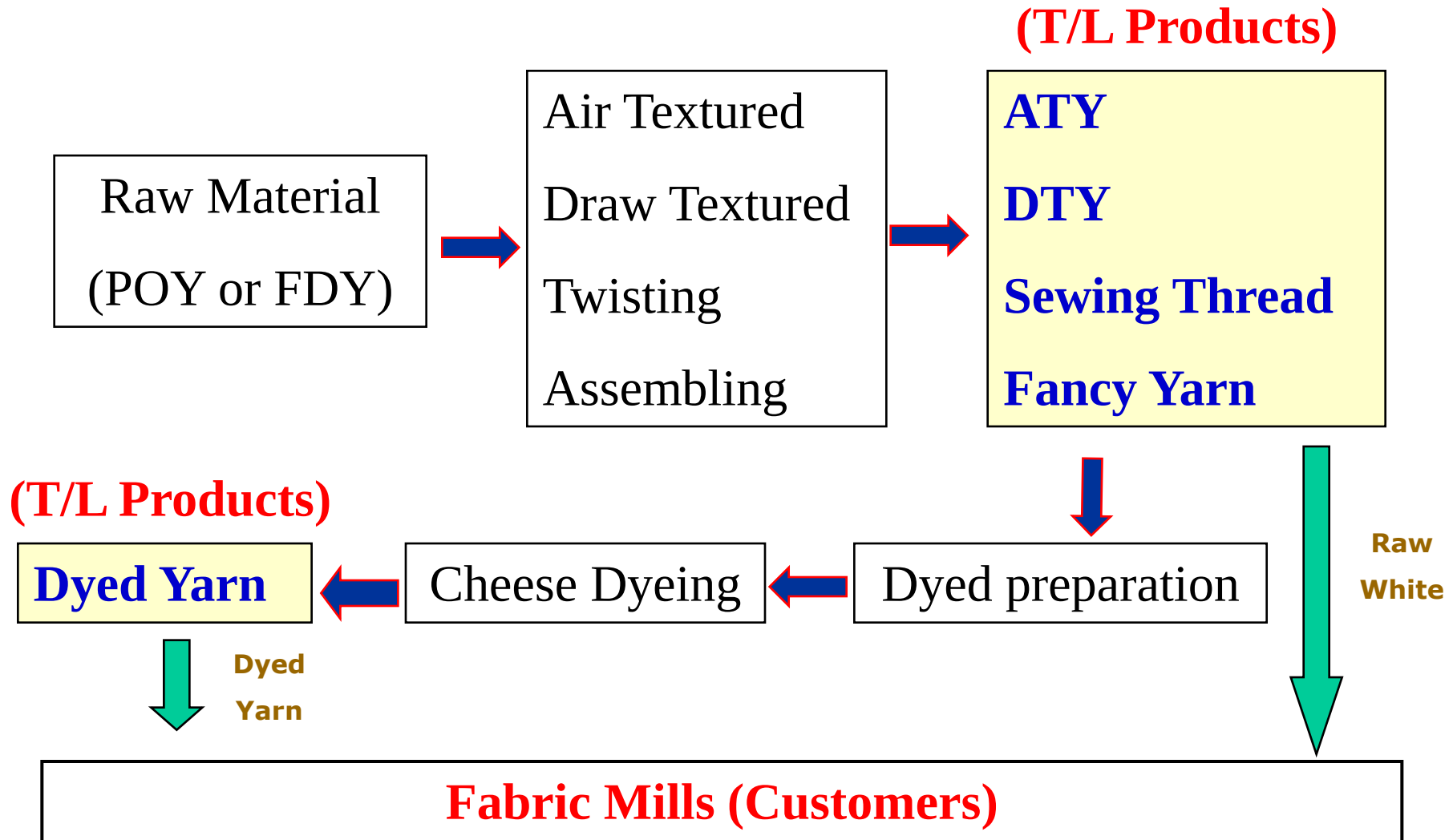
- ❖ **ISO – 9001 / ISO – 14001 / ISO – 50001 Certificated**
- ❖ **Oeko-Tex Standard 100- HKB 22874(Class 1)**
- ❖ **GRS :CU-817258 (version 2.0)**
- ❖ **bluesign® Indicates ZDHC MRSL Conformance
at the highest Level 3**
- ❖ **NF EN ISO/IEC 27001:2023 / ISO/IEC 27001:2022**



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Yarn Production Process



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Product Application Categories

- a. **Athletic sports wear (yoga, gymnastic, running) > 39%**
Lululemon, Athleta, Fabletics, Alo, Under Armour, Vuori, Aerie, Outdoor Voice, Nike, Prana, Adidas, Whole sale market...etc.
- b. **Golf , Tennis sports wear > 10%**
Lululemon, Nike, Dunning Golf , Helly Hansen...etc.
- c. **Outdoor sports wear > 22%**
Arc'teryx, The North Face, Columbia, GoreTex, Patagonia...etc.
- d. **Intimate apparel ,Swimsuit > 6%**
Jockey, Decathlon, Uniqlo, Wacoal...etc.
- e. **Casual Wear (jeans, shirts, mens & ladies wear) > 20%**
PGAtour, Duluth, Aritzia, Rhone...etc.
- f. **Sewing thread & others > 3%**
SP, Nylon, PET & Zipper sewing thread, Velcro yarn...etc.



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Yoga wear

Golf polo shirt

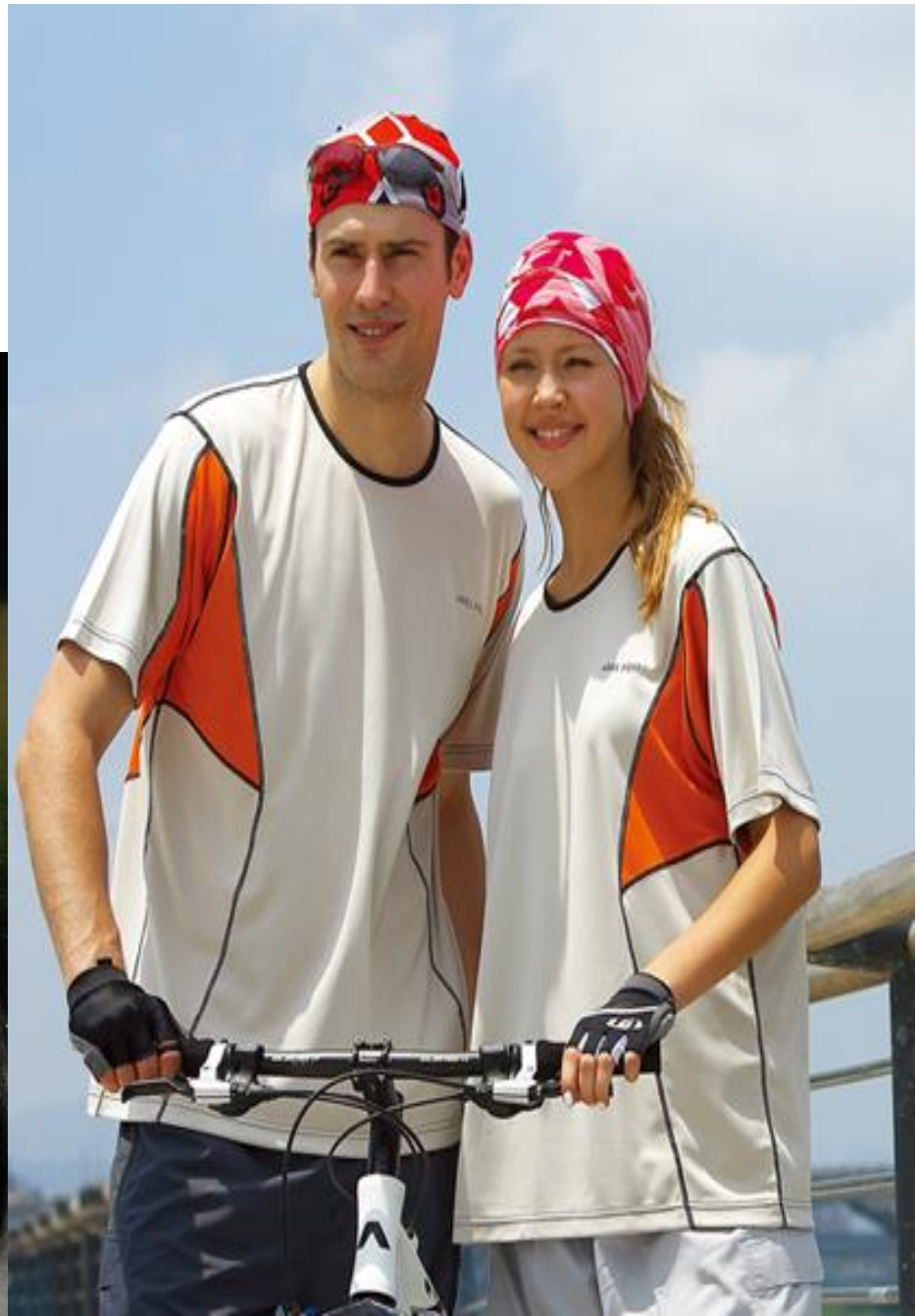




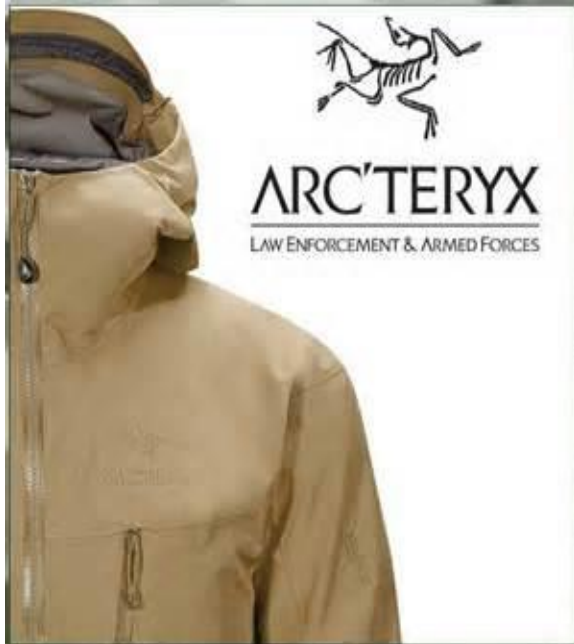
Sports wear



Biking wear



Outdoor sports wear



Intimate apparel

FREE PANTY +\$10 OFF
any bra details page 35

A. The T-Shirt Demi Bra.
A little bit and soft, sleek cups make this low-cut bra your everyday go-to for an effortless, sexy shape that disappears under everything. Lightly lined with underwire cups. Imported. Colors: these pages. Also in solid white (OK9). Marl: nylon/polyester/spandex. Solids and prints: nylon/spandex. Sizes 32A-32D, 34-36B DD. 38C-DD. A-D sizes.
Marl CB 315-748 \$39.50.
Blue ocean stripe: CB 319-226 \$42.
Solid: CB 315-757 \$39.50.
DD sizes.
Marl CB 319-232 \$42.
Blue ocean stripe: CB 319-228 \$45.
Solid: CB 319-223 \$42.
Riglan sleeve: Marl only, see page 54.

LAVENDER SOLID MARL 30A

VIBRANT TUCKER MARL 287

TRUE NAVY MARL 201

MOCHA MARL 155

BLACK MARL 93

CITRUS SPLASH MARL 250

PALE PLUM MARL 451

BLUE OCEAN STRIPE 93

PINE GREEN MARL 632

NUDE MARL 915

SIMPLY SEXY MORE COLORS THAN THERE ARE DAYS IN A WEEK!



Casual Wear & Denim Jeans



Competitive Advantage

- a. Continuously Polyamide and micro Polyester yarn dyed technology innovated for better handfeel & functional dyed yarn requirement.
- b. Complex production process & carbon emissions reduced to raise up the entry barrier of the competition.
- c. Clearly value chain position to ensure tightly cooperate with brands, upstream suppliers & downstream customers.



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R&D Innovation

- a. Developing complex-textured yarn to integrate functions & fashion into sportswear.
- b. Texturizing with Eco-friendly material for green products development.
- c. Technical texturized to provide natural touch & comfort stretch . (SPF 、 VNS 、 SCT)
- d. Low carbon emission source in light weight textured yarn developed for intimate apparel & outdoor sportswear .
- e. Micro fiber Polyamide yarn dye & functional demand dyed yarn technology development for sports & casual wear application.
- f. Reduce carbon emission in texturizing & dyeing production process continuesly.



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Expansion Planning & Dividend Policy

- a. Continuously capital investment for plant expansion & machinery renovated in 2024.
- b. Capital investment such as yarn production machinery will be invested in 2024.
- c. Dividend policy will be cash dividend by principle, and will be referred to the market situation in the coming year for the rate of the dividend released.

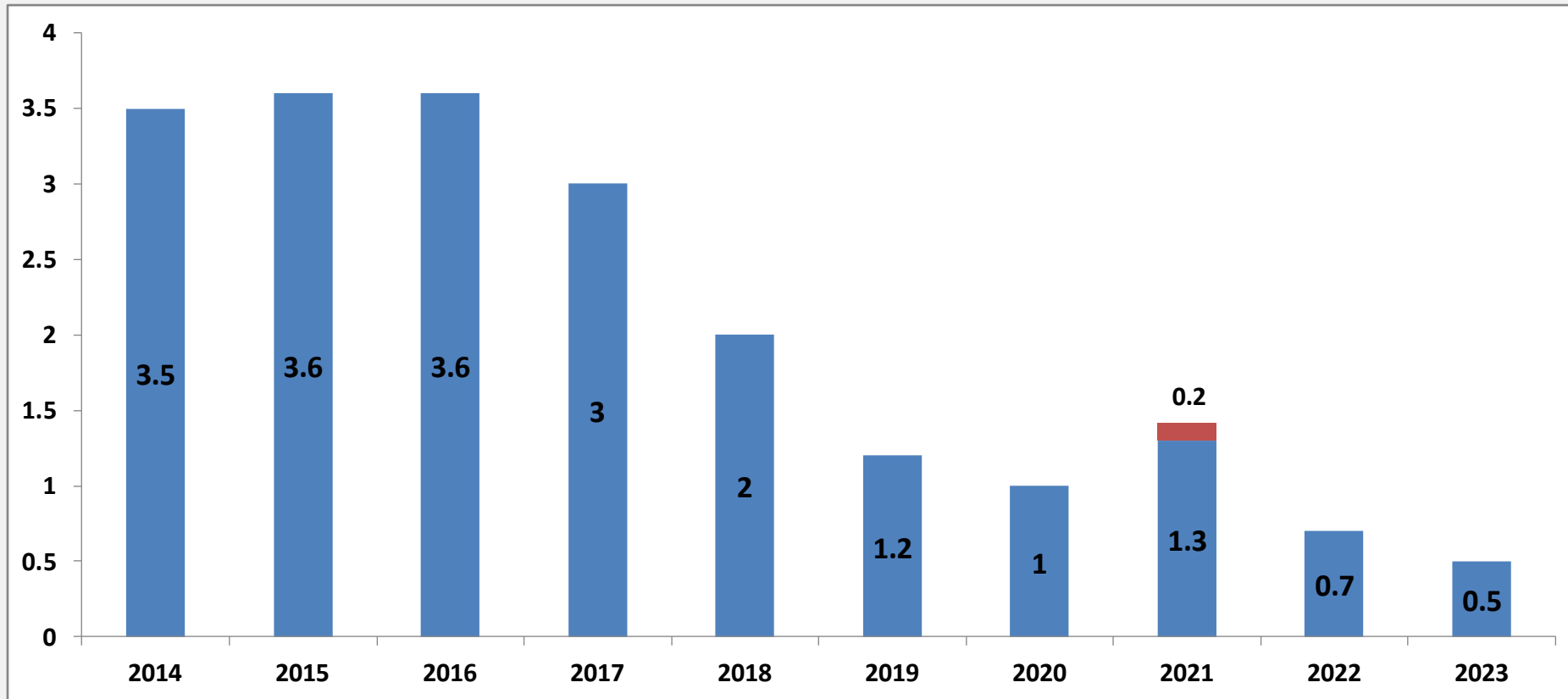


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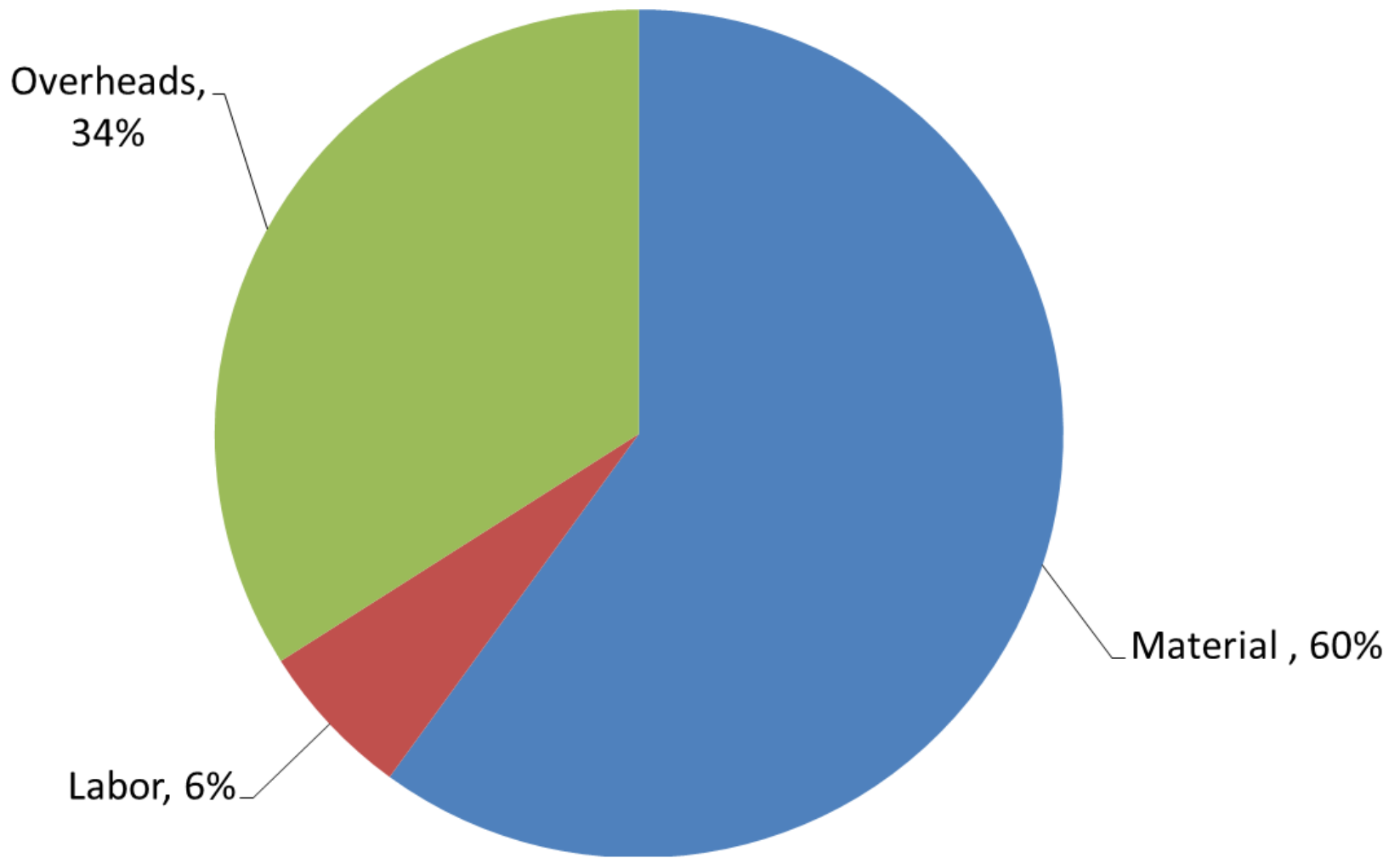
Dividend Policy

Dividend	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
cash dividend	3.5	3.6	3.6	3	2	1.2	1	1.3	0.7	0.5
stock dividend	0	0	0	0	0	0	0	0.2	0	0



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Cost Breakdown



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Financial Highligh

NT\$ / thousand	2019	2020	2021	2022	2023
Net Sales	3,563,732	3,151,677	5,024,292	4,099,883	2,818,246
Sales growth (%)	-11.64%	-11.56%	59.42%	-18.40%	-31.26%
COGS	3,081,589	2,899,538	4,385,524	3,659,299	2,646,635
Gross profit	482,143	252,139	638,768	440,584	171,611
Operating profit	279,714	74,590	422,425	160,574	-9,308
Net profit	215,166	86,362	321,791	172,300	-12,152
Net profit growth (%)	-31.56%	-59.86%	272.61%	-46.46%	-107.05%
EPS (NT\$)	1.75	0.7	2.59	1.37	-0.13
Gross margin	13.53%	8.00%	12.71%	10.75%	6.09%
Operating margin	7.85%	2.37%	8.41%	3.92%	-0.33%
Net margin	6.04%	2.74%	6.40%	4.20%	-0.43%
ROE	8.15%	3.34%	12.14%	6.22%	-0.45%
ROA	4.08%	1.85%	5.66%	3.29%	0.52%



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Financial Highligh

2024 Q3 VS 2023 Q3

NT\$ / thousand	2024.1.1 ~ 9.30	2023.1.1 ~ 9.30
Net Sales	2,921,368	2,016,013
Sales growth (%)	44.91%	-40.91%
COGS	2,671,958	1,899,128
Gross profit	249,410	116,885
Operating profit	94,497	-15,602
Net profit	89,561	2,449
Net profit growth (%)	3557.04%	-98.83%
EPS (NT\$)	0.72	0.00
Gross margin	8.54%	5.80%
Operating margin	3.23%	-0.77%
Net margin	3.07%	0.12%
ROE	3.31%	0.09%
ROA	1.94%	0.23%



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2024 Comparison of Monthly Sales Revenue

Consolidated revenue

Unit : NTD/ thousand

month	2024(PTD)	2023(PTD)	YoY%	2024(YTD)	2023(YTD)	YoY%
			(PTD)			(YTD)
JAN	277, 219	143, 266	93. 50%	277, 219	143, 266	93. 50%
FEB	251, 295	196, 300	28. 02%	528, 514	339, 566	55. 64%
MAR	317, 281	258, 546	22. 72%	845, 795	598, 112	41. 41%
APR	332, 526	216, 965	53. 26%	1, 178, 321	815, 077	44. 57%
MAY	329, 370	218, 502	50. 74%	1, 507, 691	1, 033, 579	45. 87%
JUN	337, 848	260, 251	29. 82%	1, 845, 539	1, 293, 830	42. 64%
JUL	349, 985	197, 186	77. 49%	2, 195, 524	1, 491, 016	47. 25%
AUG	399, 098	239, 498	66. 64%	2, 594, 622	1, 730, 514	49. 93%
SEP	326, 746	285, 499	14. 45%	2, 921, 368	2, 016, 013	44. 91%
OCT	345, 954	308, 957	11. 97%	3, 267, 322	2, 324, 970	40. 53%
Total	3, 267, 322	2, 324, 970	40. 53%	3, 267, 322	2, 324, 970	40. 53%



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Thank you !

Q&A

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