

Eclat Textile Co., Ltd

2024 Q3 Investor Conference

November 2024



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Contents

- **Company Profile**
- **Competitive Advantage**
- **Global Strategy**
- **Main Products**
- **Financial Overview**
- **Q&A**



Company Profile

- Year of establishment **Nov. 28, 1977**
- Capital **US\$ 90,000,000 (TWD\$ 2,744 million)**
- Chairman/CEO **Mr. Shu-Wen Wang**
- Group employee **1,900 employees in Taiwan ; 17,000 employees overseas**
- Status **IPO in Taiwan Stock Market, 2001 (TWSE: 1476)**
- Main products **Provide the vertical integration supply chain including knitting, dyeing, finishing, and garment making. Specialize in functional elastic circular knitting fabrics and garments for performance and sportswear.**

Competitive Advantage

- Global strategy to shorten the lead-time and strengthen competition.
- R&D Technicians attend to the task to provide more than 3,000 new fabrics per year.
- Quick response to produce 150 pieces of sample per day.
- Deeply collaborative development with the first tier international brand and built up a strategy partner relationship with our customers.
- Advantage of production economies of scale and vertical integration.

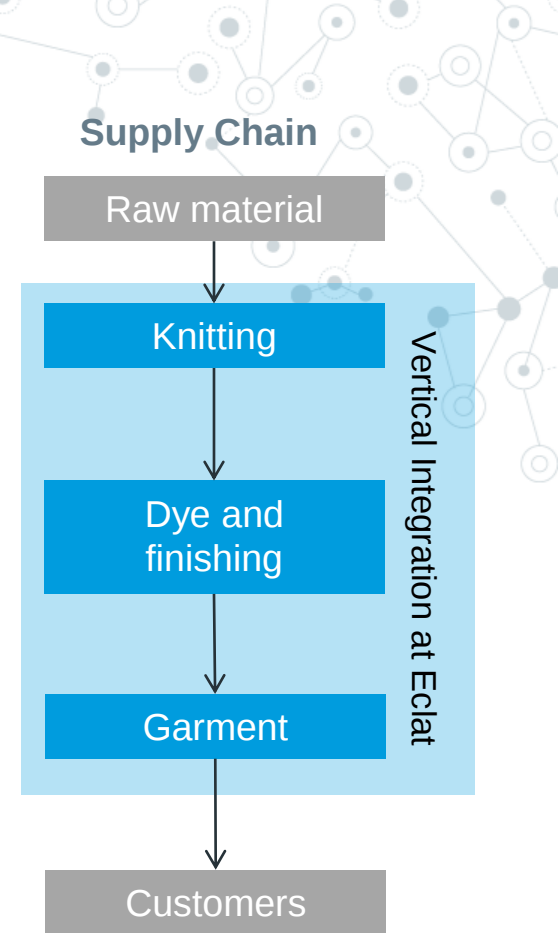
Global Strategy

- Headquarters New Taipei City, Taiwan
- Fabric mill bases Taiwan and Vietnam – Total 2 bases
- Garment factories Vietnam 、Cambodia 、Lesotho 、China and Indonesia – Total 18 factories



Vertical Integration

- **Fabric mill** **Monthly capacity 15,000,000 yards**
Taiwan: **8,000,000** yards/month
Vietnam: **7,000,000** yards/month
- **Garment factories** **Monthly capacity 13,150,000 pieces**
 1. Total monthly capacity 7,400,000 pieces
Vietnam : Eclat Textile Co., Ltd. (Vietnam)
 Colltex Garment Mfy Co., Ltd. (VN).
 E-Top (Vietnam) Co., Ltd.
 Tai-Yuan Garments Co., Ltd.
Indonesia : PT Eclat Textile International
Cambodia : Eclat Textile (Cambodia) Co., Ltd.
 2. Sub-Contractor monthly capacity 5,750,000 pieces



Fabric Products

Eclon® - Developed by Eclat



It feels and looks like natural cotton, also permeable to air and soft. It provides unlimited possibilities for new creations in fashion design, including T-shirts, tight clothes, dresses, aerobic outfits, etc.

Body Care® - Functional series



Moisture Management, Anti-bacterial function, High compression, Lycra sport, Anti-pilling, UV-cut, 3X dry .

X-POLE® - Outdoor series



Thermal control, warm & cool, Water proof & breathable, Lightweight knitting, Wind block knitting, Knitting lamination, Anti-snagging, UV-cut.

Garment Products

Performance

Made with ecofriendly materials, organic & recycle polyester.



Non- sew and welding

Production sites based in both Taiwan and Vietnam.



Athleisure

Multi-function sportswear from gym to street styles.



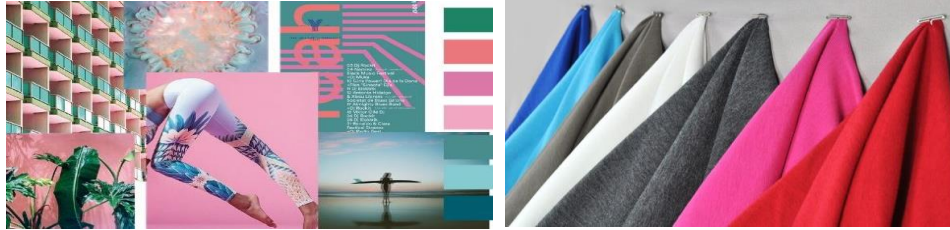
Seamless

Design for comfort.



Customer Collaboration

ODM



1. Design research

2. Fabric development



3. Design sketch for brands

4. End product

Design sketch for yoga



Design sketch for training



Quality Control

Four certified laboratories



Certification



Bluesign

Eclat



ISO 14001



NIKE



ADIDAS

Product Creative Center

The process of P.C.C.



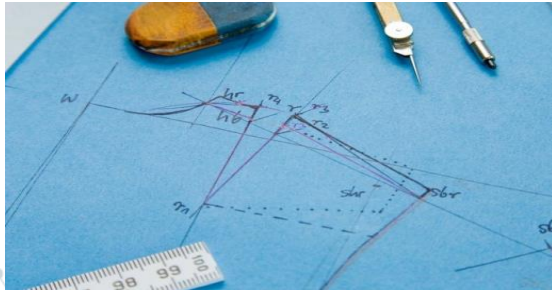
1. Raw material – yarn



2. Fabric development



3. Customized product design



4. Pattern making



5. Sampling - sewing



6. Sampling - quality check

Comprehensive Income – 2024 Q3 vs 2023 Q3

Expressed in Thousands of NTD

	2024 Q3		2023 Q3		Diff.	
	Amount	%	Amount	%	Amount	%
Operating revenue	10,031,710	100.00	7,972,808	100.00	2,058,902	25.82
Operating costs	6,789,505	67.68	5,336,554	66.93	1,452,951	27.23
Gross profit from operations	3,242,205	32.32	2,636,254	33.07	605,951	22.99
Operating expenses:						
Selling expenses	481,575	4.80	423,027	5.31	58,548	13.84
Administrative expenses	404,123	4.03	352,976	4.43	51,147	14.49
Research and development expenses	47,176	0.47	40,011	0.50	7,165	17.91
Total operating expenses	932,874	9.30	816,014	10.24	116,860	14.32
Net operating income	2,309,331	23.02	1,820,240	22.83	489,091	26.87
Non-operating income and expenses:						
Other income	7,979	0.08	7,296	0.09	683	9.36
Other gains and losses, net	(99,254)	(0.99)	229,746	2.88	(329,000)	(143.20)
Finance costs	(18,406)	(0.18)	(23,961)	(0.30)	5,555	23.18
Interest income	15,433	0.15	11,533	0.14	3,900	33.82
Subtotal	(94,248)	(0.94)	224,614	2.81	(318,862)	(141.96)
Income before income tax	2,215,083	22.08	2,044,854	25.64	170,229	8.32
Less: Tax expenses	439,880	4.38	486,741	6.11	(46,861)	(9.63)
Profit	1,775,203	17.70	1,558,113	19.53	217,090	13.93
Other comprehensive income:						
foreign financial statements	(140,394)	(1.40)	203,848	2.56	(344,242)	(168.87)
Total comprehensive income	1,634,809	16.30	1,761,961	22.09	(127,152)	(7.22)
Earnings per share (in dollars)	6.47		5.68		0.79	13.91

Comprehensive Income –2024 Q1-Q3 and 2023 Q1-Q3

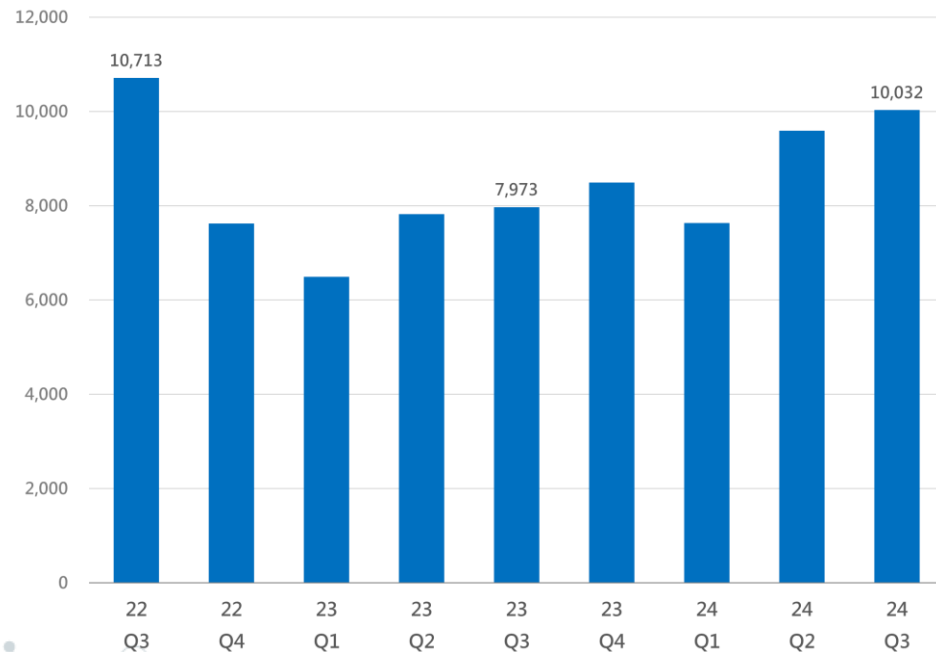
Expressed in Thousands of NTD

	2024 Q1-Q3		2023 Q1-Q3		Diff.	
	Amount	%	Amount	%	Amount	%
Operating revenue	27,257,625	100.00	22,291,528	100.00	4,966,097	22.28
Operating costs	18,745,280	68.77	15,375,262	68.97	3,370,018	21.92
Gross profit from operations	8,512,345	31.23	6,916,266	31.03	1,596,079	23.08
Operating expenses:						
Selling expenses	1,337,673	4.91	1,159,645	5.20	178,028	15.35
Administrative expenses	1,166,305	4.28	1,036,312	4.65	129,993	12.54
Research and development expenses	122,917	0.45	112,083	0.50	10,834	9.67
Total operating expenses	2,626,895	9.64	2,308,040	10.35	318,855	13.81
Net operating income	5,885,450	21.59	4,608,226	20.68	1,277,224	27.72
Non-operating income and expenses:						
Other income	23,306	0.09	17,238	0.08	6,068	35.20
Other gains and losses, net	299,103	1.10	329,552	1.48	(30,449)	(9.24)
Finance costs	(58,313)	(0.21)	(96,551)	(0.43)	38,238	39.60
Interest income	72,197	0.26	74,811	0.34	(2,614)	(3.49)
Subtotal	336,293	1.24	325,050	1.47	11,243	3.46
Income before income tax	6,221,743	22.83	4,933,276	22.15	1,288,467	26.12
Less: Tax expenses	1,287,724	4.72	1,156,443	5.19	131,281	11.35
Profit	4,934,019	18.11	3,776,833	16.96	1,157,186	30.64
Other comprehensive income:						
foreign financial statements	157,966	0.58	282,057	1.27	(124,091)	(44.00)
Total comprehensive income	5,091,985	18.69	4,058,890	18.23	1,033,095	25.45
Earnings per share (in dollars)	17.98		13.77		4.21	30.57

Sales Revenue – Quarterly

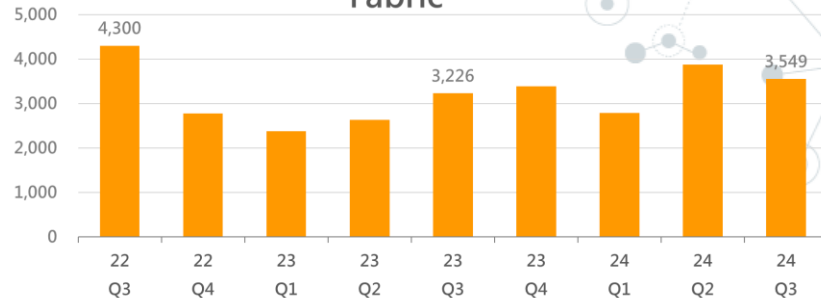
(Unit : NTD/Million)

The Group



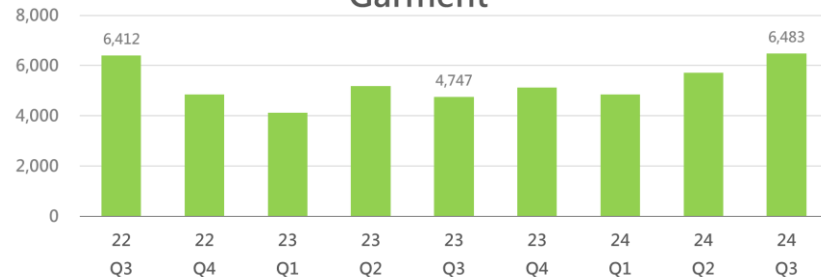
(Unit : NTD/Million)

Fabric



(Unit : NTD/Million)

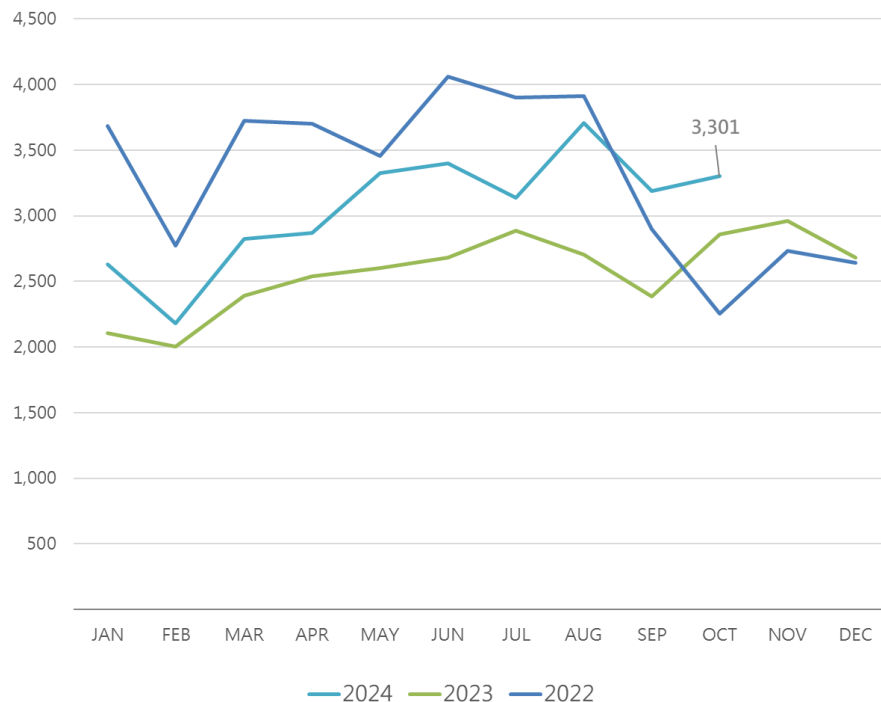
Garment



Sales Revenue – Monthly

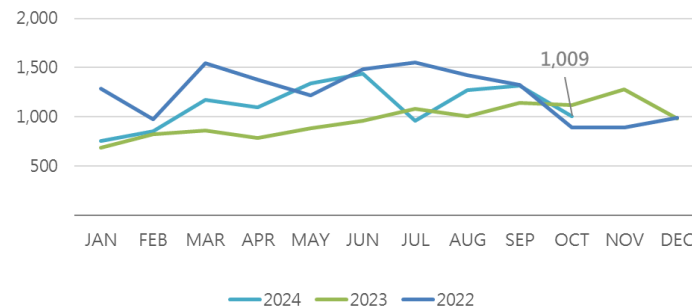
(Unit : NTD/Million)

The Group



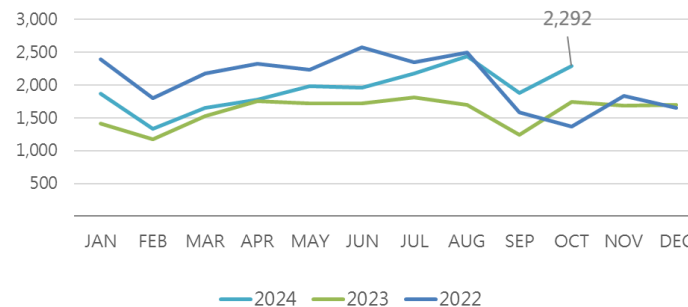
(Unit : NTD/Million)

Fabric



(Unit : NTD/Million)

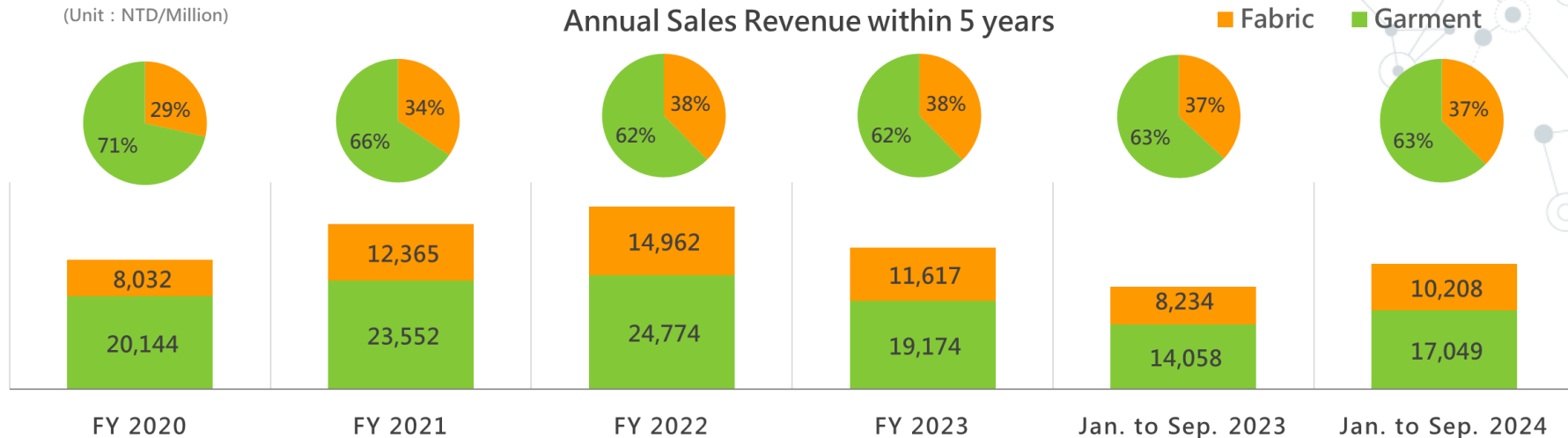
Garment



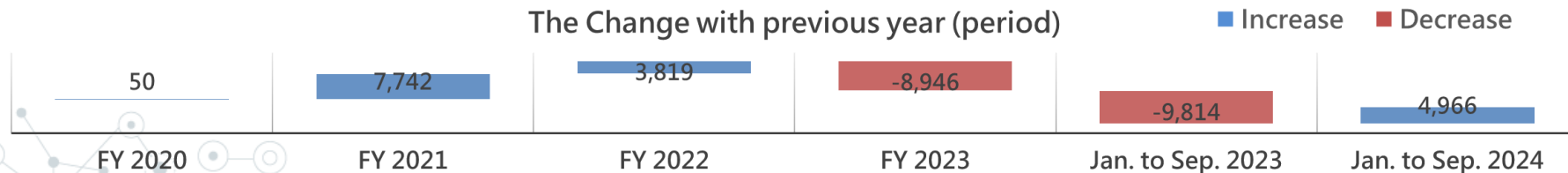
Sales Revenue Composition

(Unit : NTD/Million)

Annual Sales Revenue within 5 years

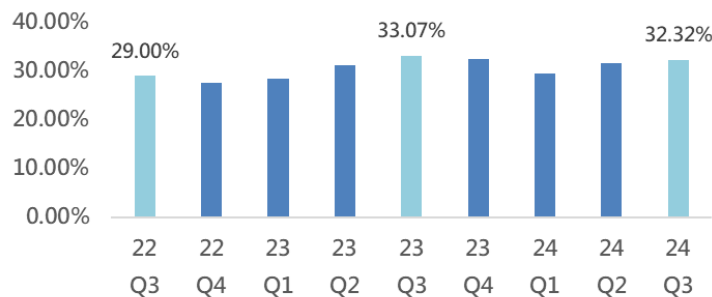


The Change with previous year (period)

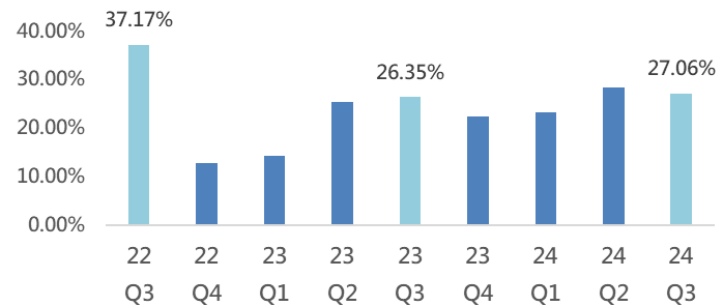


Analysis of Profitability Ratios

Gross Margin%

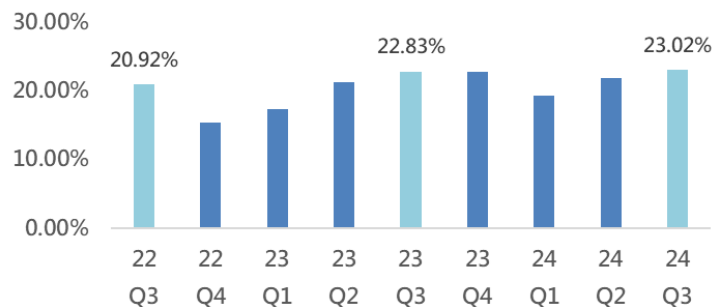


ROE(%)



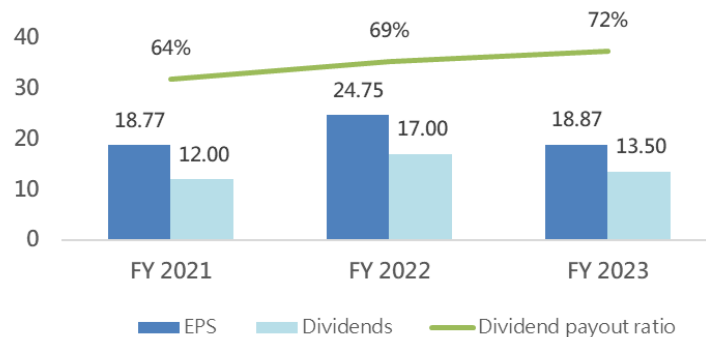
<Note>: ROE(%) figures are annualized based on average equity attributable to shareholders of the parent company.

Operating Margin%



(NT\$)

Earnings and Dividends



Thank You
Q & A

