

Eclat Textile Co., Ltd

2024 Q4 Investor Conference

Mar. 2025



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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\$ 91,000,000 (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.

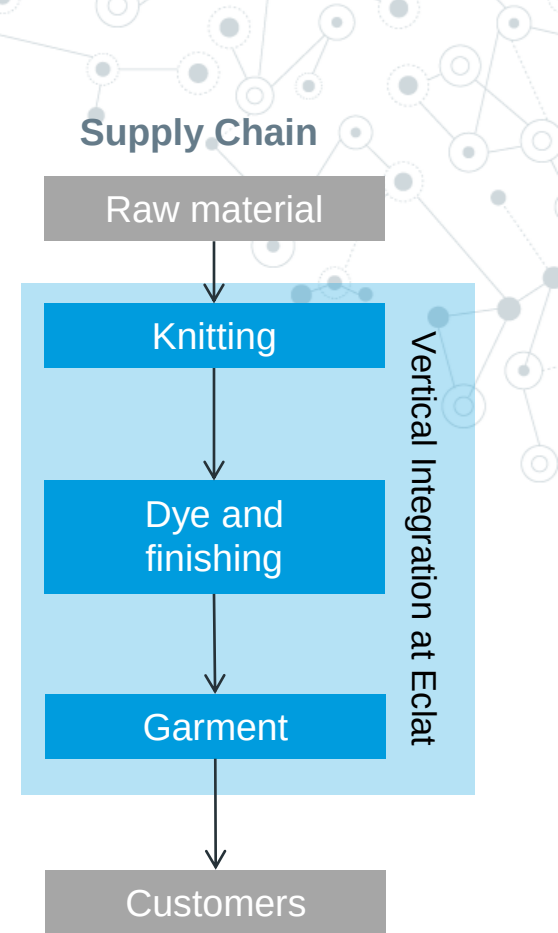
Global Strategy

- 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 13,350,000 pieces**
 1. Total monthly capacity 7,900,000 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 5,450,000 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.



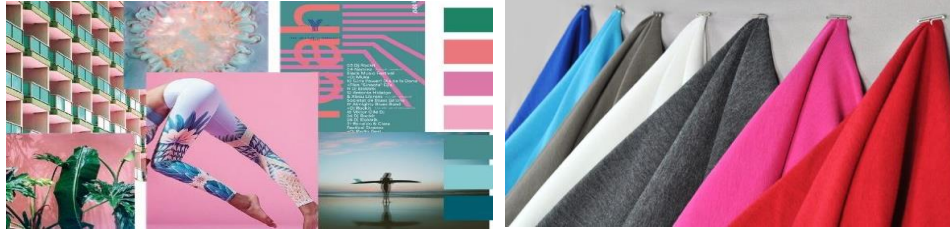
Seamless

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.



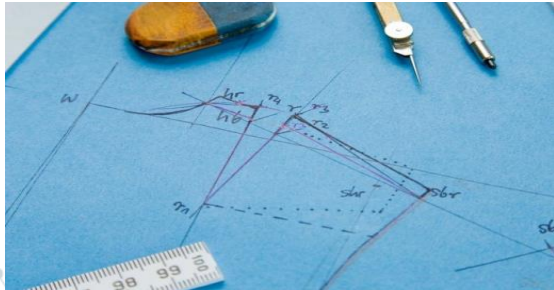
1. Raw material – yarn



2. Fabric development



3. Customized product design



4. Pattern making



5. Sampling - sewing



6. Sampling - quality check

Comprehensive Income – 2024 Q4 vs 2023 Q4

Expressed in Thousands of NTD

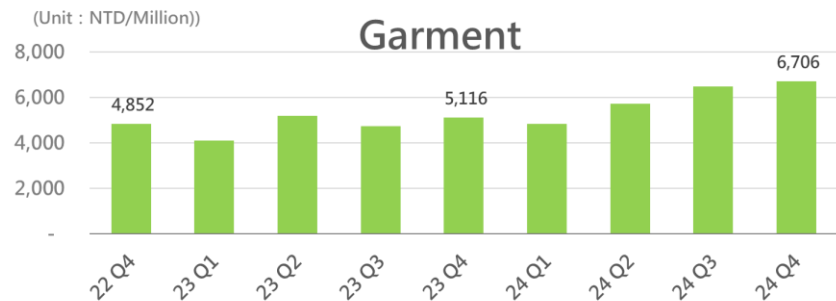
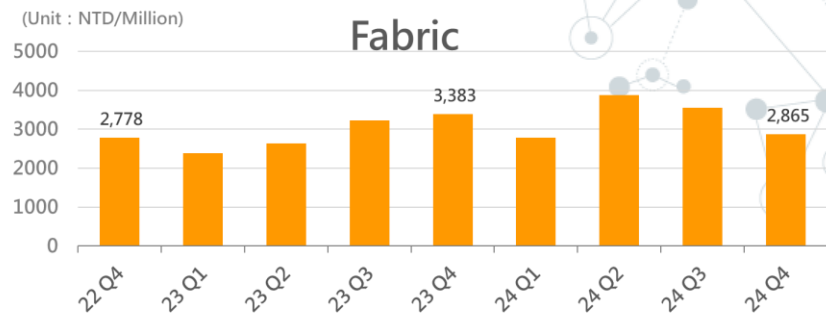
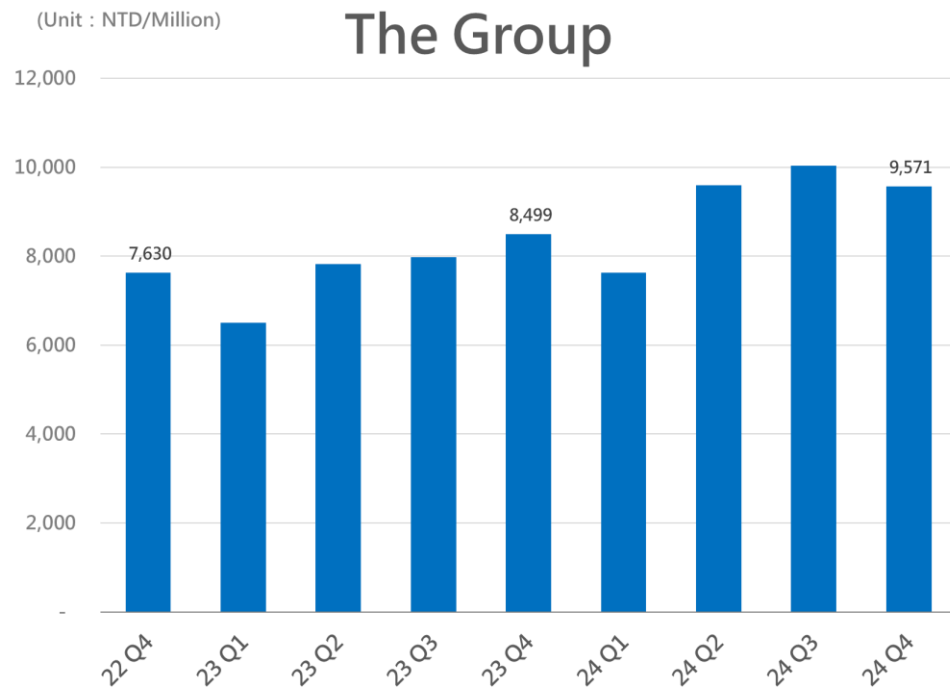
	2024 Q4		2023 Q4		Diff.	
	Amount	%	Amount	%	Amount	%
Operating revenue	9,570,874	100.00	8,498,934	100.00	1,071,940	12.61
Operating costs	6,714,233	70.15	5,736,119	67.49	978,114	17.05
Gross profit from operations	2,856,641	29.85	2,762,815	32.51	93,826	3.40
Operating expenses:						
Selling expenses	511,139	5.34	424,007	4.99	87,132	20.55
Administrative expenses	426,984	4.46	356,811	4.20	70,173	19.67
Research and development expenses	48,543	0.51	41,373	0.49	7,170	17.33
Total operating expenses	986,666	10.31	822,191	9.68	164,475	20.00
Net operating income	1,869,975	19.54	1,940,624	22.83	(70,649)	(3.64)
Non-operating income and expenses:						
Other income	7,991	0.08	7,285	0.09	706	9.69
Other gains and losses, net	226,634	2.37	(225,640)	(2.65)	452,274	200.44
Finance costs	(19,974)	(0.21)	(20,823)	(0.25)	849	4.08
Interest income	44,559	0.47	40,876	0.48	3,683	9.01
Subtotal	259,210	2.71	(198,302)	(2.33)	457,512	(230.71)
Income before income tax	2,129,185	22.25	1,742,322	20.50	386,863	22.20
Less: Tax expenses	422,352	4.41	342,688	4.03	79,664	23.25
Profit	1,706,833	17.84	1,399,634	16.47	307,199	21.95
Other comprehensive income:						
Remeasurements of defined benefit plans	26,187	0.27	723	0.01	25,464	3,521.99
Exchange differences on translation	129,775	1.36	(266,392)	(3.13)	396,167	148.72
Total comprehensive income	1,862,795	19.47	1,133,965	13.35	728,830	64.27
Earnings per share (in dollars)	6.22		5.10		1.12	21.96

Comprehensive Income – 2024 vs 2023

Expressed in Thousands of NTD

	Annual 2024		Annual 2023		Diff.	
	Amount	%	Amount	%	Amount	%
Operating revenue	36,828,499	100.00	30,790,462	100.00	6,038,037	19.61
Operating costs	25,459,513	69.13	21,111,381	68.56	4,348,132	20.60
Gross profit from operations	11,368,986	30.87	9,679,081	31.44	1,689,905	17.46
Operating expenses:						
Selling expenses	1,848,812	5.02	1,583,652	5.14	265,160	16.74
Administrative expenses	1,593,289	4.33	1,393,123	4.52	200,166	14.37
Research and development expenses	171,460	0.47	153,456	0.50	18,004	11.73
Total operating expenses	3,613,561	9.82	3,130,231	10.16	483,330	15.44
Net operating income	7,755,425	21.05	6,548,850	21.28	1,206,575	18.42
Non-operating income and expenses:						
Other income	31,297	0.08	24,523	0.08	6,774	27.62
Other gains and losses, net	525,737	1.43	103,912	0.34	421,825	405.94
Finance costs	(78,287)	(0.21)	(117,374)	(0.38)	39,087	33.30
Interest income	116,756	0.32	115,687	0.38	1,069	0.92
Subtotal	595,503	1.62	126,748	0.42	468,755	369.83
Income before income tax	8,350,928	22.67	6,675,598	21.70	1,675,330	25.10
Less: Tax expenses	1,710,076	4.64	1,499,131	4.87	210,945	14.07
Profit	6,640,852	18.03	5,176,467	16.83	1,464,385	28.29
Other comprehensive income:						
Remeasurements of defined benefit plans	26,187	0.07	723	0.00	25,464	3,521.99
Exchange differences on translation	287,741	0.78	15,665	0.05	272,076	1,736.84
Total comprehensive income	6,954,780	18.88	5,192,855	16.88	1,761,925	33.93
Earnings per share (in dollars)	24.20		18.87		5.33	28.25

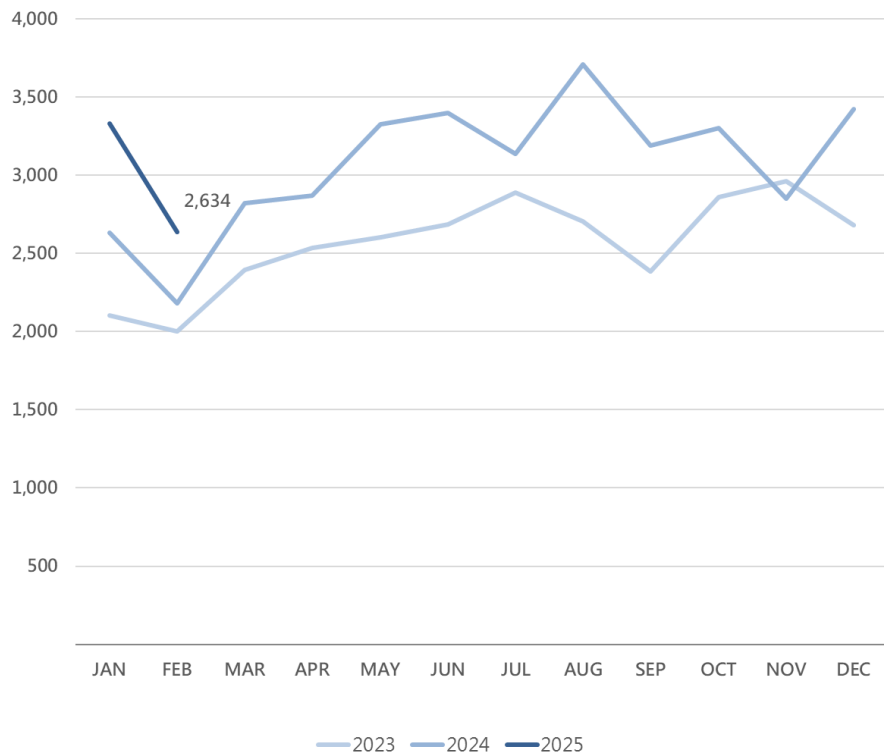
Sales Revenue – Quarterly



Sales Revenue – Monthly

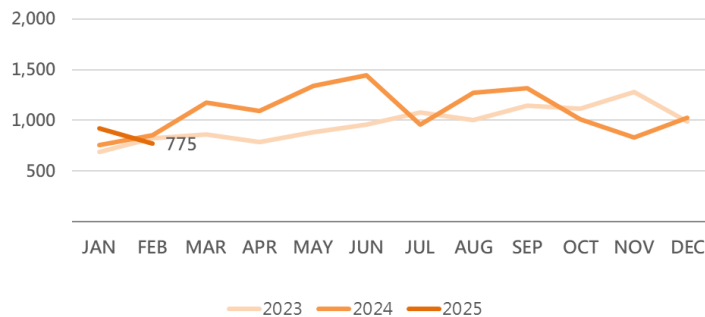
(Unit : NTD/Million)

The Group



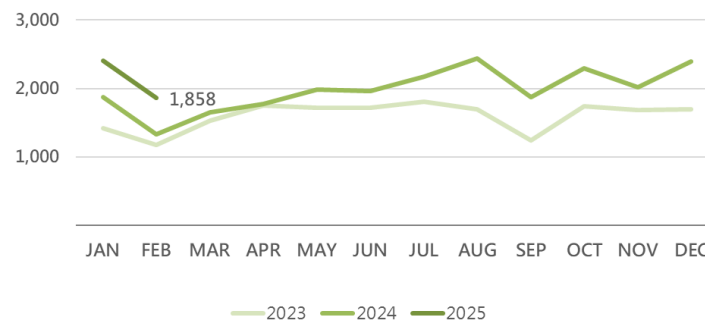
(Unit : NTD/Million)

Fabric



(Unit : NTD/Million)

Garment

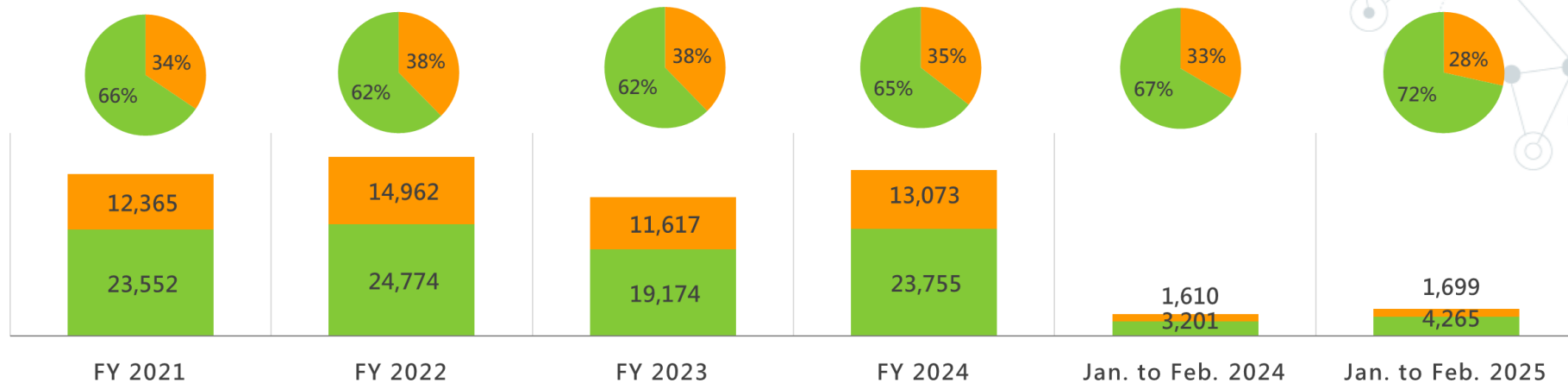


Sales Revenue Composition

(Unit : NTD/Million)

Annual Sales Revenue within 5 years

■ Fabric ■ Garment



The Change with previous year (period)

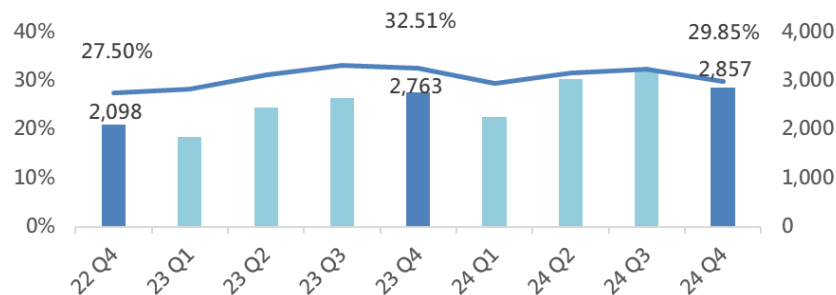
■ Increase ■ Decrease



Analysis of Profitability Ratios

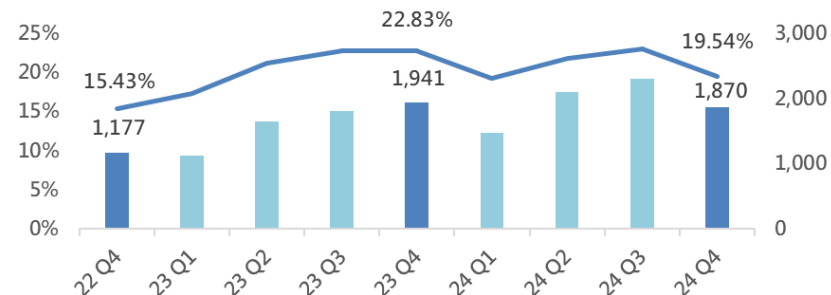
Gross Profit & Margin

(Unit : NTD/Million)



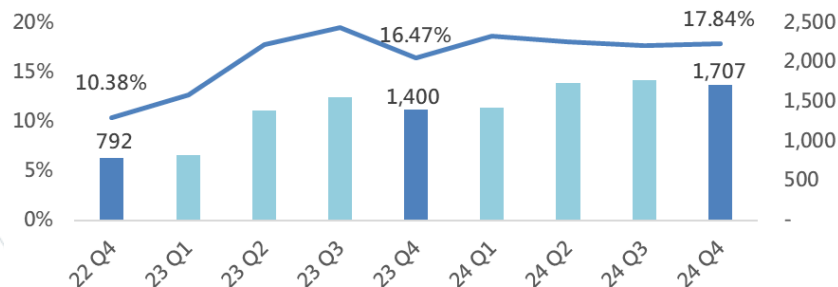
Operating Income & Margin

(Unit : NTD/Million)



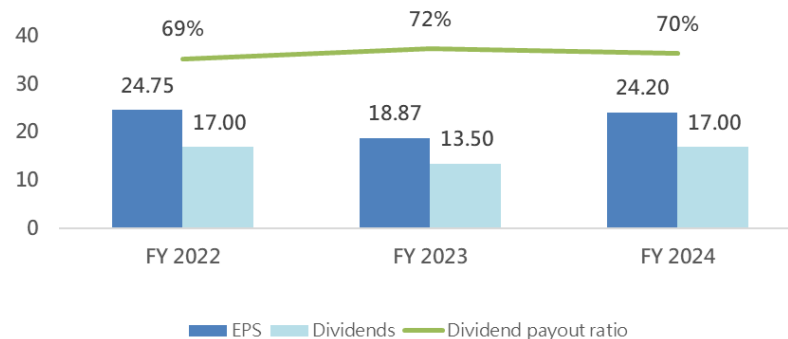
Net Income & Margin

(Unit : NTD/Million)



Earnings and Dividends

(Unit : NTD)



Thank You

Q & A

