



鈺齊國際股份有限公司 (9802)

Fulgent Sun International (Holding) Co., Ltd.

2019.07



福建和誠鞋業



越南鈺齊鞋業



長汀長誠鞋業



湖北襄誠鞋業



柬埔寨齊鼎鞋業



越南鈺興鞋業

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HARMONY &
FAITHFULNESS
INNOVATION
VELOCITY
EXCELLENCE

Company Profile

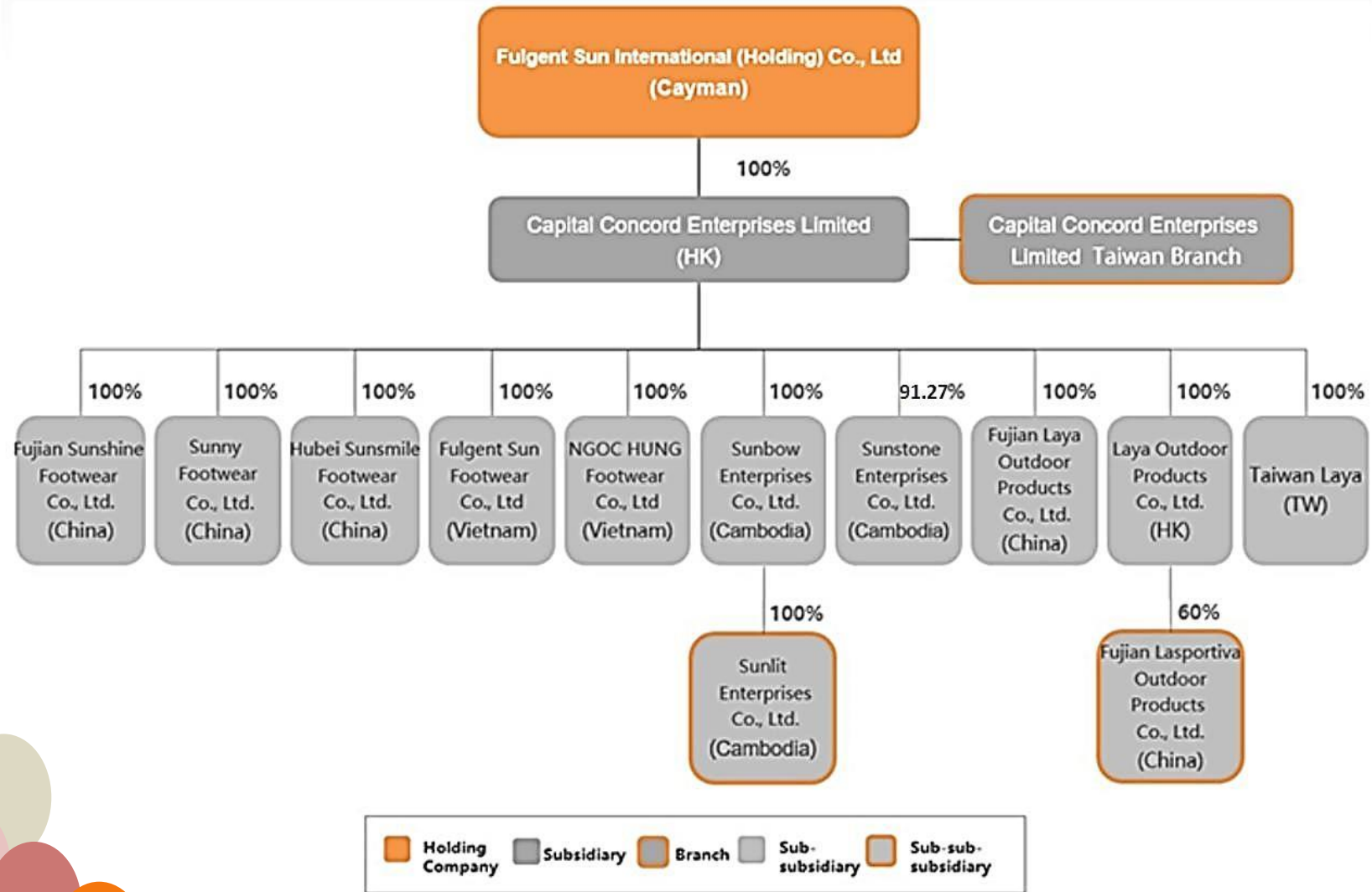
About Fulgent Sun

- Ticker : 9802 TT
- Date of Incorporation : 1995
- The total paid-up capital :
NT\$1.62bn (As of June 2019)
- Employee : est. 24,000
- Headquarter : YunLin, Taiwan
- Date of Listing : 2012/10/18
- Operation Locations: YunLin (Taiwan)/**QuanZhou (FuJian)**
(1995) 、 **Hanoi (Vietnam) (2003)** 、 ChangTing (FuJian) (2005) 、
XiangYang (HuBei) (2009) 、 **Cambodia (2013)** 、 **Hai**
Duong(Vietnam) (2015) (GORE-TEX Certified)
- The scope of business : 2019 Jan ~June
Outdoor Footwear (87%) 、 Sports Footwear (12%)
& Others (1%)
- Shareholding of Chairman and GM :
46,815shares(28.9%)
- Investor/Press Release :
http://www.fulgentsun.com/investors04_1.asp



鈺齊國際

• Group Organization



• Milestone



Sunshine Factory
Quanzhou, China



Sunny Factory
Changting, China



Sunsmile Factory
Huibei, China



Sunbow Factory
Cambodia



1995



Head Quarter
Yunlin, Taiwan



2003

Fulgentsun Factory#1
Hanoi, Vietnam



2005

2006

Fulgentsun Factory#2
Hanoi, Vietnam

2009

2012

GO ON STOCK in Taiwan

2013

2015

Sunray Factory
Hanoi, Vietnam



Products & Customers



Products



Name	Outdoor Footwear - GTX	Outdoor Footwear – none GTX	Sports Footwear
2019YH1 Sales %	25.9%	62.5%	11.6%
Function	Breathe/ Waterproof/ Upstream/ Climbing/ All Condition	Climbing/ Walking/ No rain outdoor sports	Jogging/ Walking/ All Kinds light exercise

Note 1 : All trademark from original registered company
 Note 2 : All trademark sorting in alphabetical order



鈺齊國際

The Major Customers

(in alphabetical order)

2017

- Berghaus
- Columbia
- Decathlon
- Engelbert strauss
- Inoveight
- Jack Wolfskin
- Keen
- La Sportiva
- Mammut
- Meindl
- Salewa
- Timberland
- The North Face
- Under Armour
- Vans

2018

- Berghaus
- Decathlon
- Engelbert strauss
- Inov-8
- Jack Wolfskin
- K2
- Keen
- La Sportiva
- Mammut
- Meindl
- Salewa
- Timberland
- The North Face
- Under Armour
- Vans

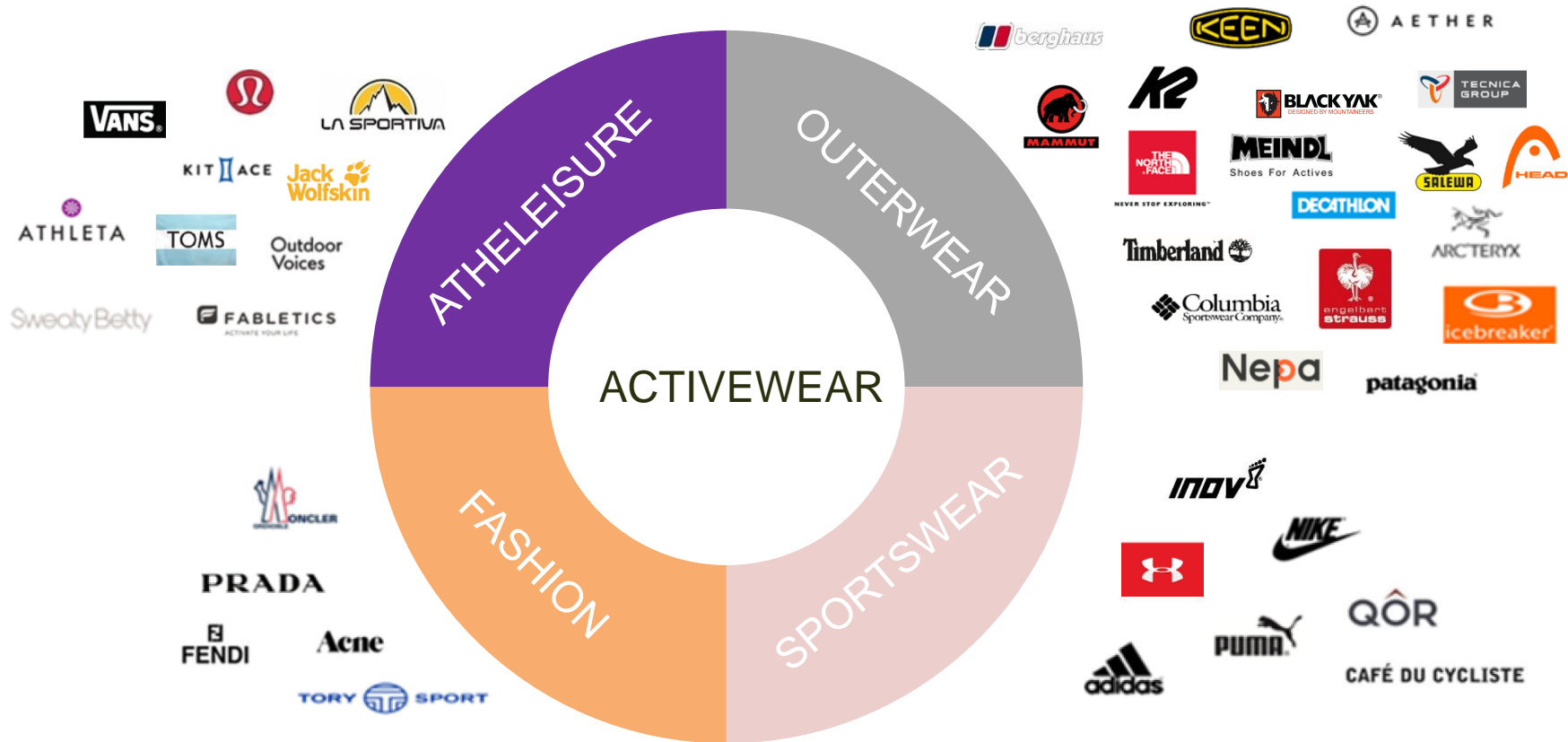
2019
(H1)

- Berghaus
- Blackyak
- Decathlon
- Eider
- Engelbert strauss
- Jack Wolfskin
- Keen
- La Sportiva
- Meindl
- Northwave
- Reef
- Salewa
- Tecnica
- Timberland
- The North Face
- Under Armour
- Vans



Market

Atheleisure combine fashion is latest market trend



Technology

Majority of the production lines are **GORE-TEX certified**

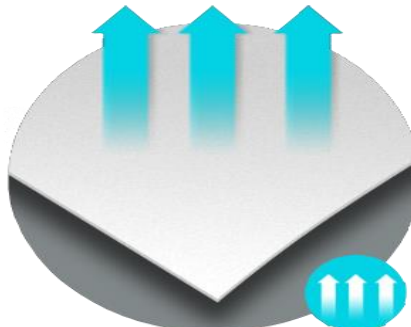
GORE-TEX footwear design passed Strict testing of Gore equipment ensures optimal performance

Each square inch of GORE-TEX film contains 9bn micro pores that are 20,000x smaller than a water drop



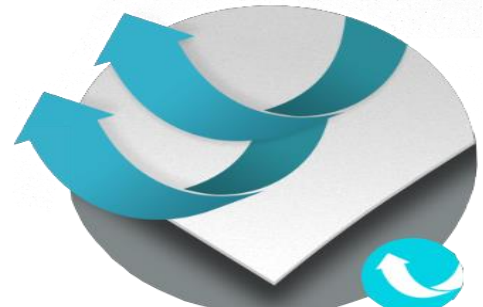
Waterproof

Each micro pore is 700x larger than a water vapor molecule which allows the vapor to easily pass through



Breathable

The design of the GORE-TEX film blocks out the wind



Insulating



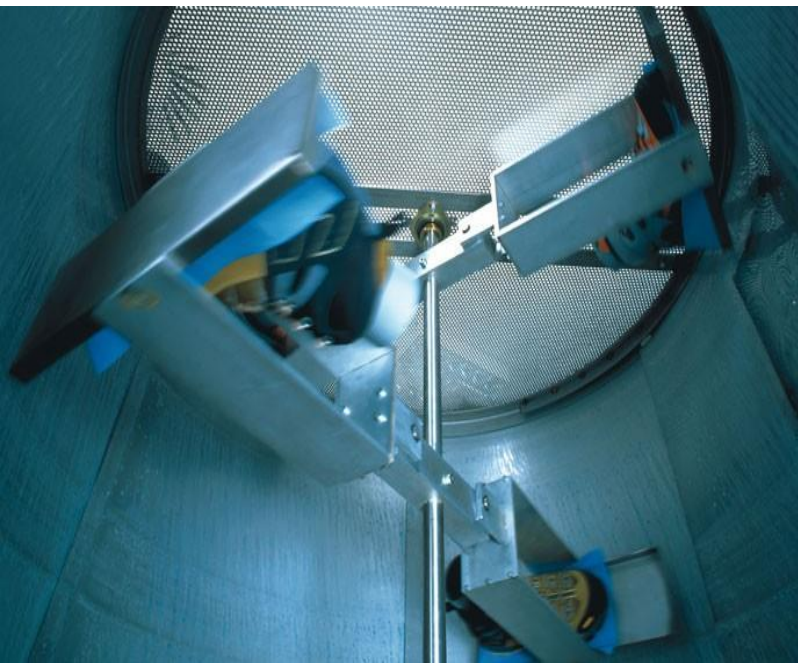
The Walking Simulator

The Walking Simulator tests the waterproof performance of GORE-TEX® footwear. Test shoes are placed on flexible foot forms equipped with moisture sensors that are subject up to 200,000 steps in a water bath. If moisture enters the shoe, the testing stops and the sensor indicates the source of the leak. The shoe or boot must then be modified and submitted for another round of testing, to prove that they meet the rigorous GORE-TEX® footwear standards.



The Wicking Test

The GORE-TEX® lining isn't the only component in footwear that ensures durable waterproofness. Materials used in the upper must also be non-wicking to prevent water from being transported into the shoe or boot over the GORE-TEX® lining. That's why we test all upper components from the shoe's leather and foam to the stitching and laces to ensure that the whole shoe or boot meets the waterproof performance standards.



The Centrifugal Tester

Boots filled with water are spun at high speeds. The resulting pressure forces water through even the smallest of holes to discover leaks. These tests are performed at every Gore certified factory.



The Comfort Test

Breathability is not only a feature of the GORE-TEX® membrane. All materials used, from the lining through to the outer material, contribute to the high breathability and climate comfort of GORE-TEX® Footwear. In the Comfort Test the entire shoe is tested for breathability which ensures that all components are working together to deliver climate comfort in the intended use.

In-House Capability



In-House Capability

Craftsmanship
Bottom



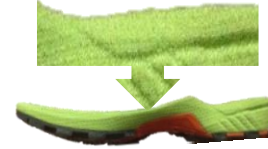
Dual density midsole



Colored & Dual density midsole



Dual density Midsole +ESS



High abrasion midsole w/ cloth



IP Shell

Co-molded sole



Recycled Rubber



Vulcanized Rubber



Translucent Rubber



Buffed EVA+ Rubber



Multi-colored Rubber



High abrasion Rubber



Sticky Rubber



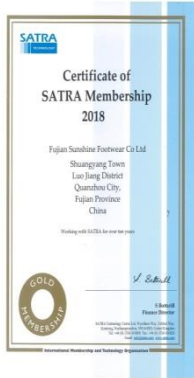
Blowing Rubber



Anti-static Resistant Oil



Company Honor



**SATRA Board Member
&
Certificate of Lab**



WFSGI Member



AEO Certificate



ISO 9001:2015

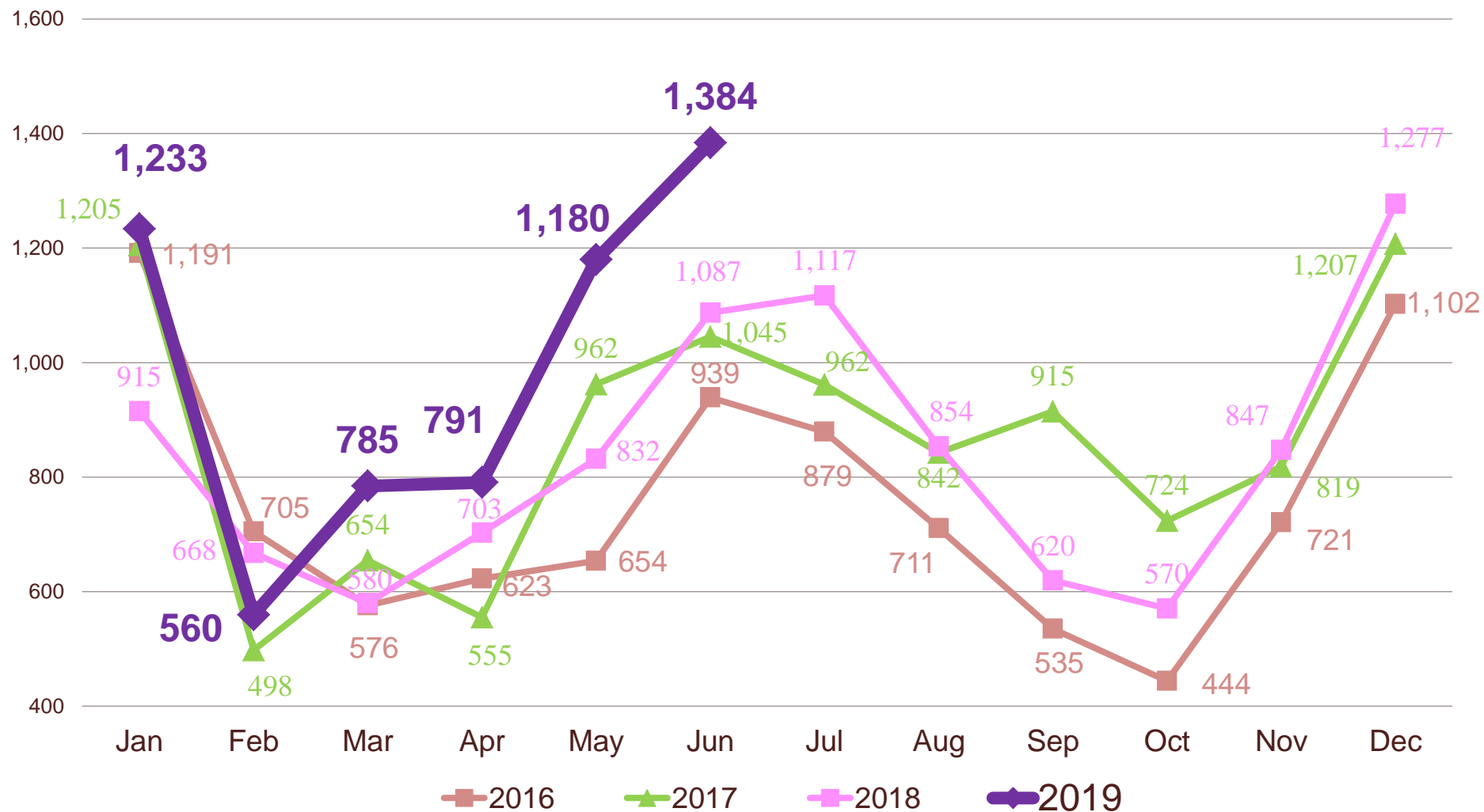


Gore-Tex Certificate

Social Responsibility

- Province Harmonious Labor Relations And Corporate Awards
- Love Workers Advanced Enterprise Awards
- Care Staff Model Business Awards

Revenue Trend I



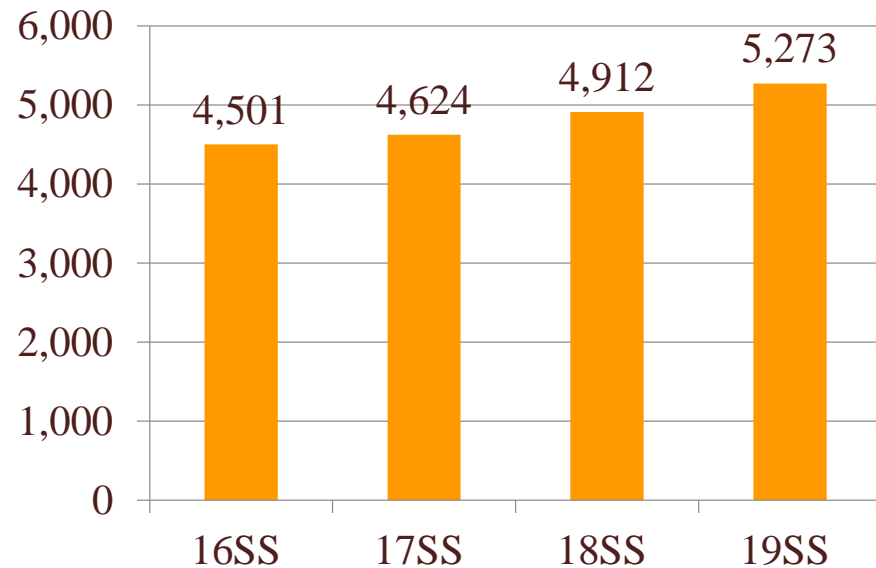
Unit: NTD mn



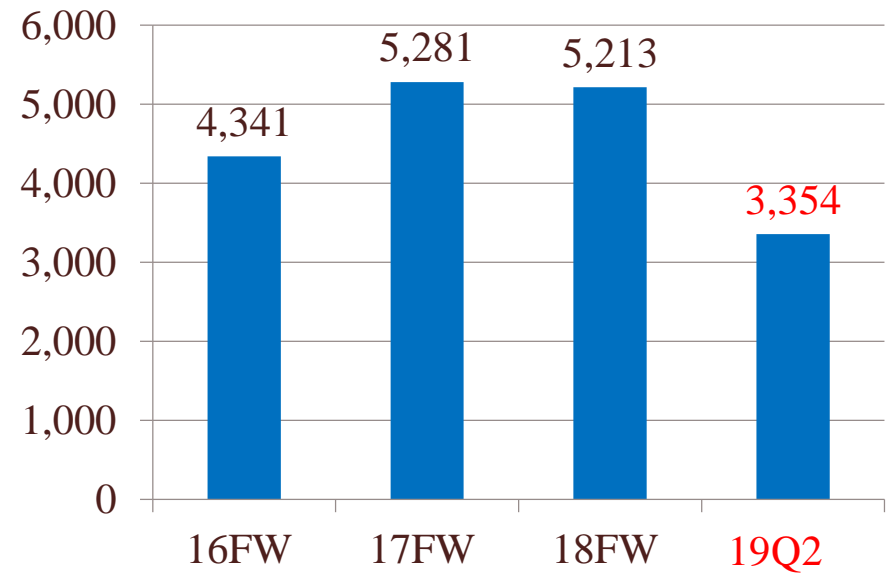
鈺齊國際

Revenue Trend II

Spring/Summer shoes(Q4~Q1)



Fall/Winter shoes(Q2~Q3)



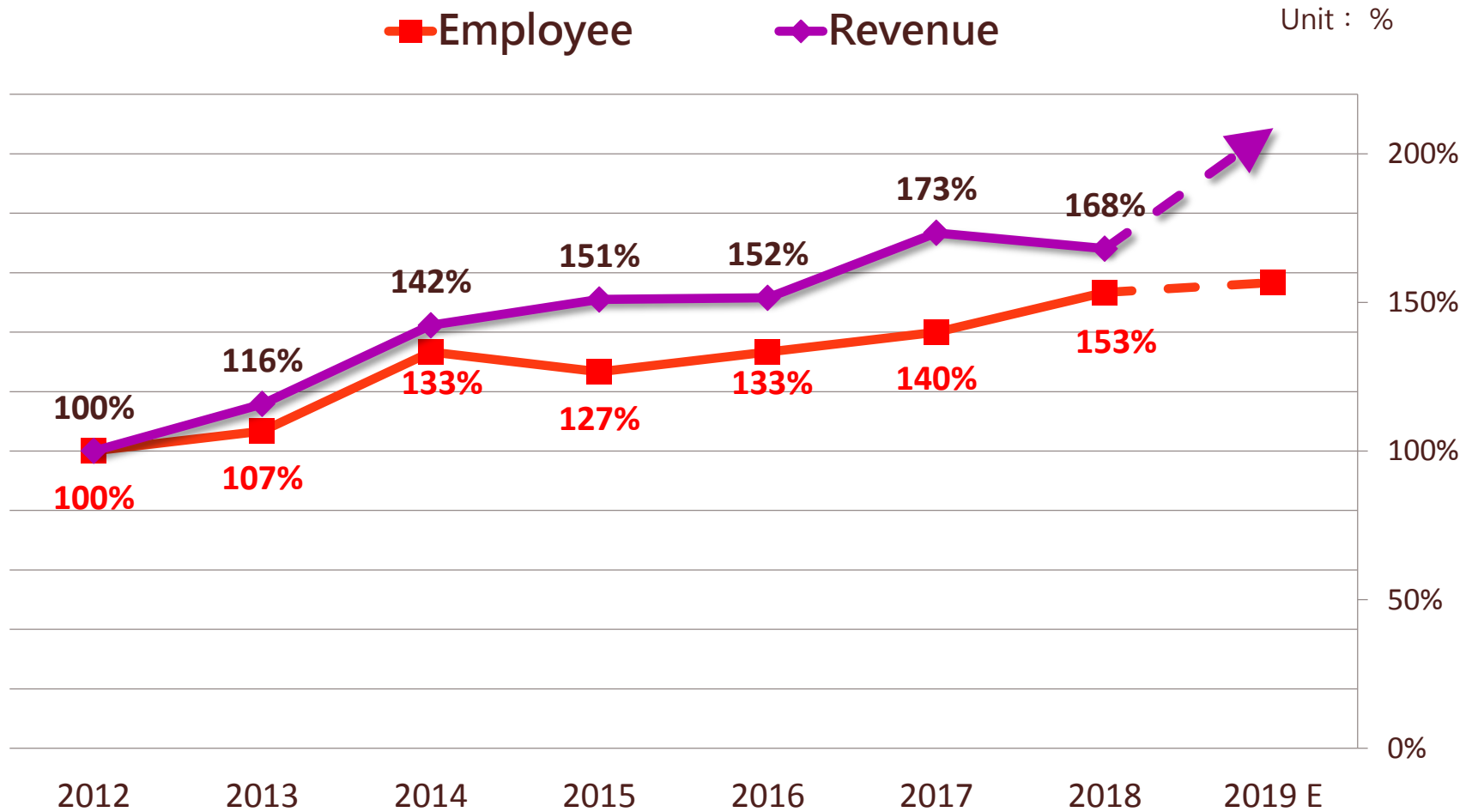
SS	Revenue	FW	Revenue
16SS	4,501	16FW	4,341
17SS	4,624	17FW	5,281
18SS	4,912	18FW	5,213
19SS	5,273	19Q2	3,354

Unit: NTD mn

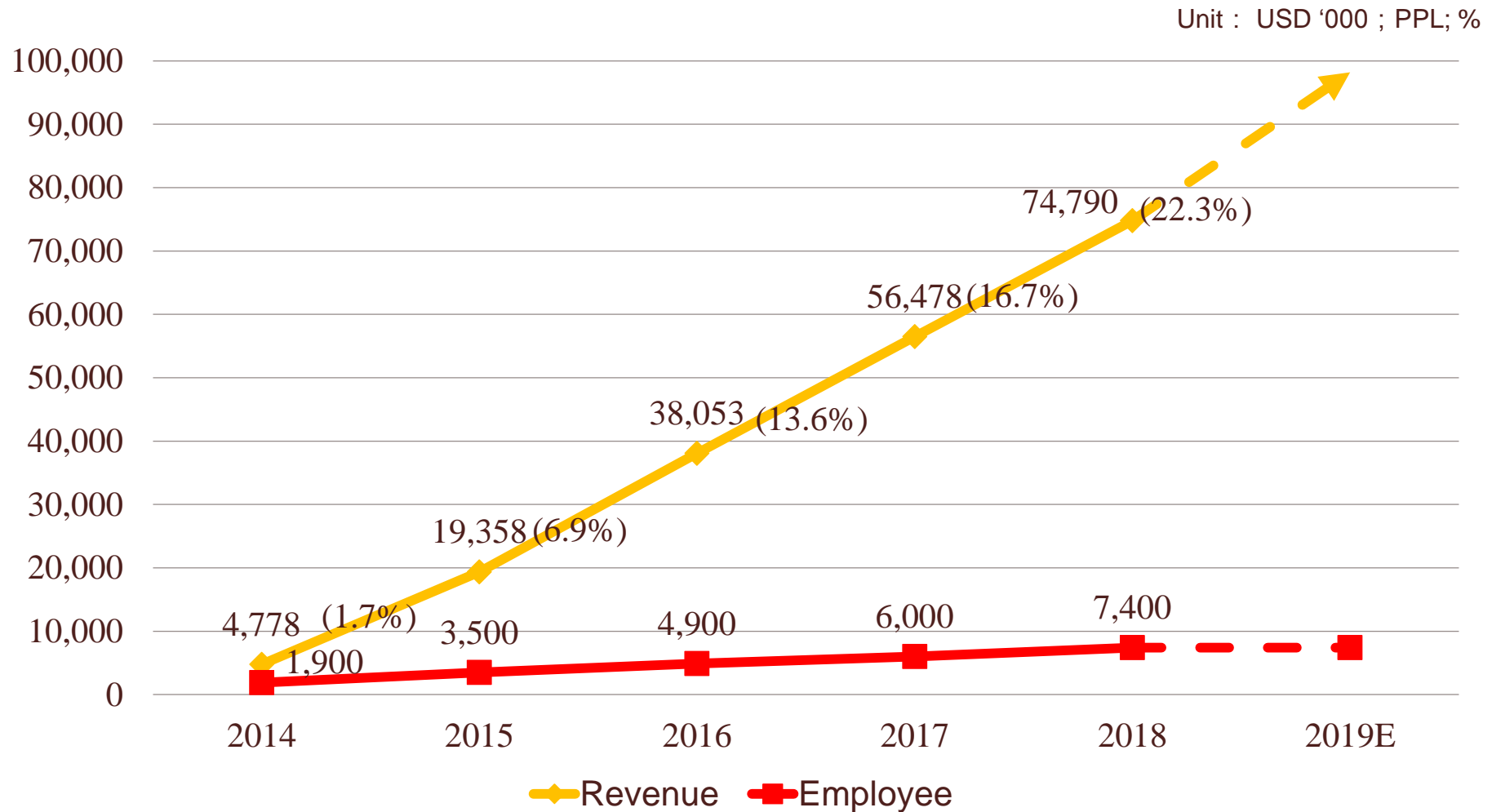


鈺齊國際

Revenue & Employee Growth Trend(Group)

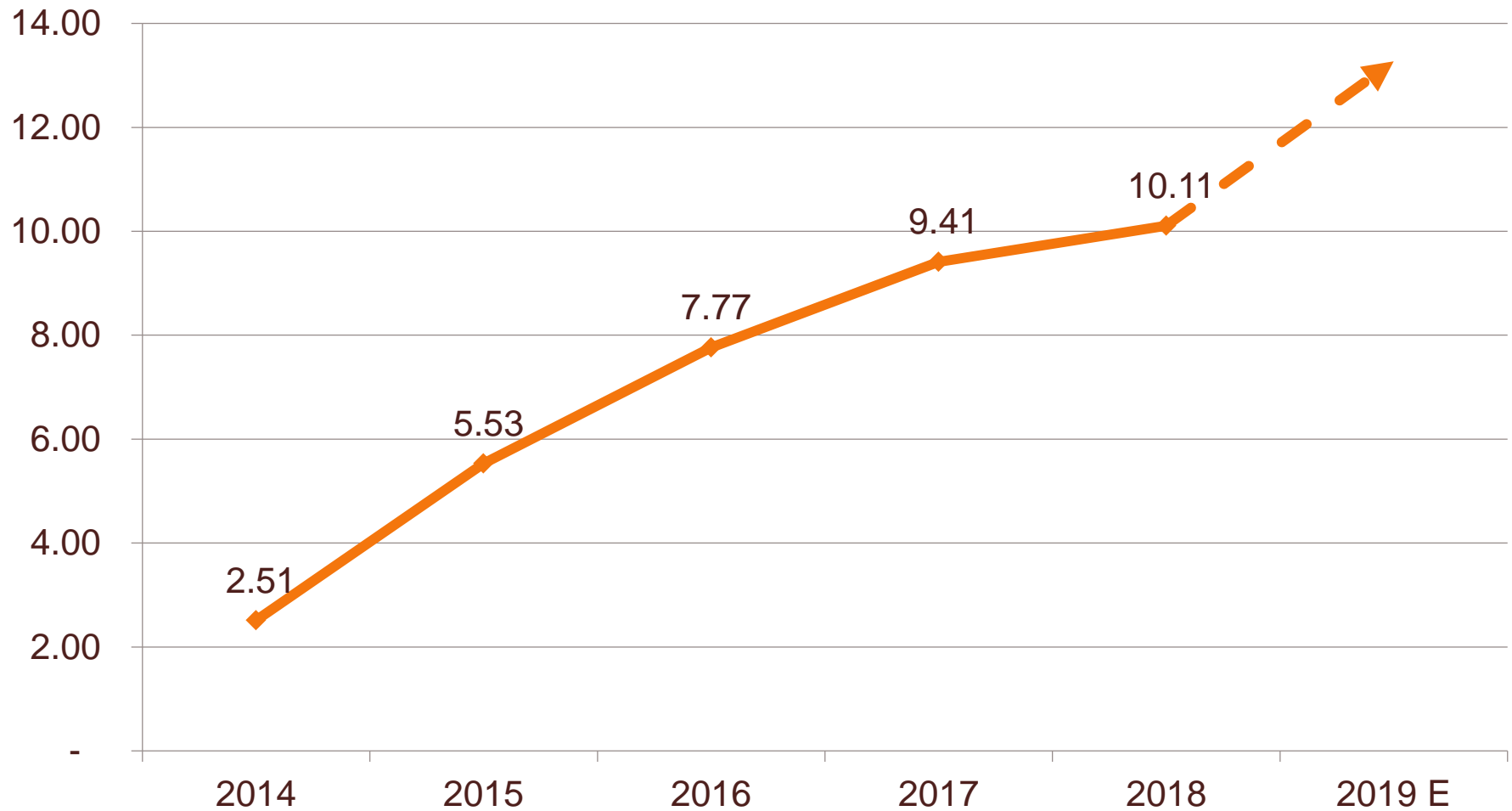


Revenue & Employee Growth Trend(Sunbow)



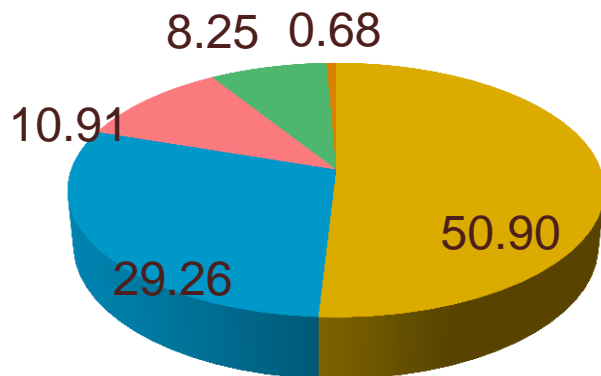
Production Contribution per Employee Trend(Sunbow)

Unit : USD '000

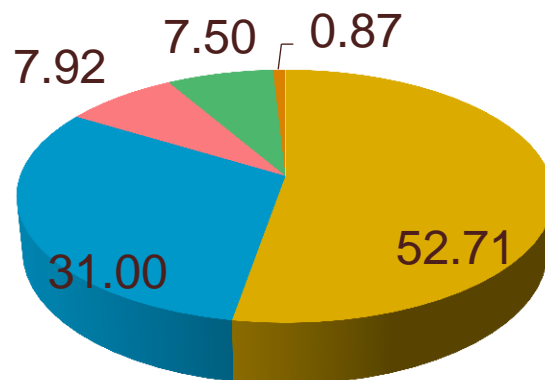


Area Percentage of Revenue

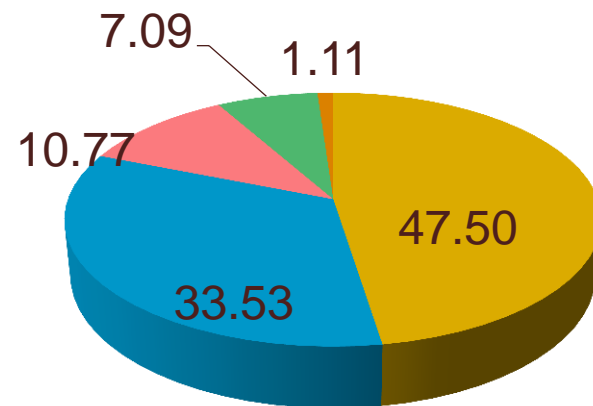
2017








2018



2019 H1

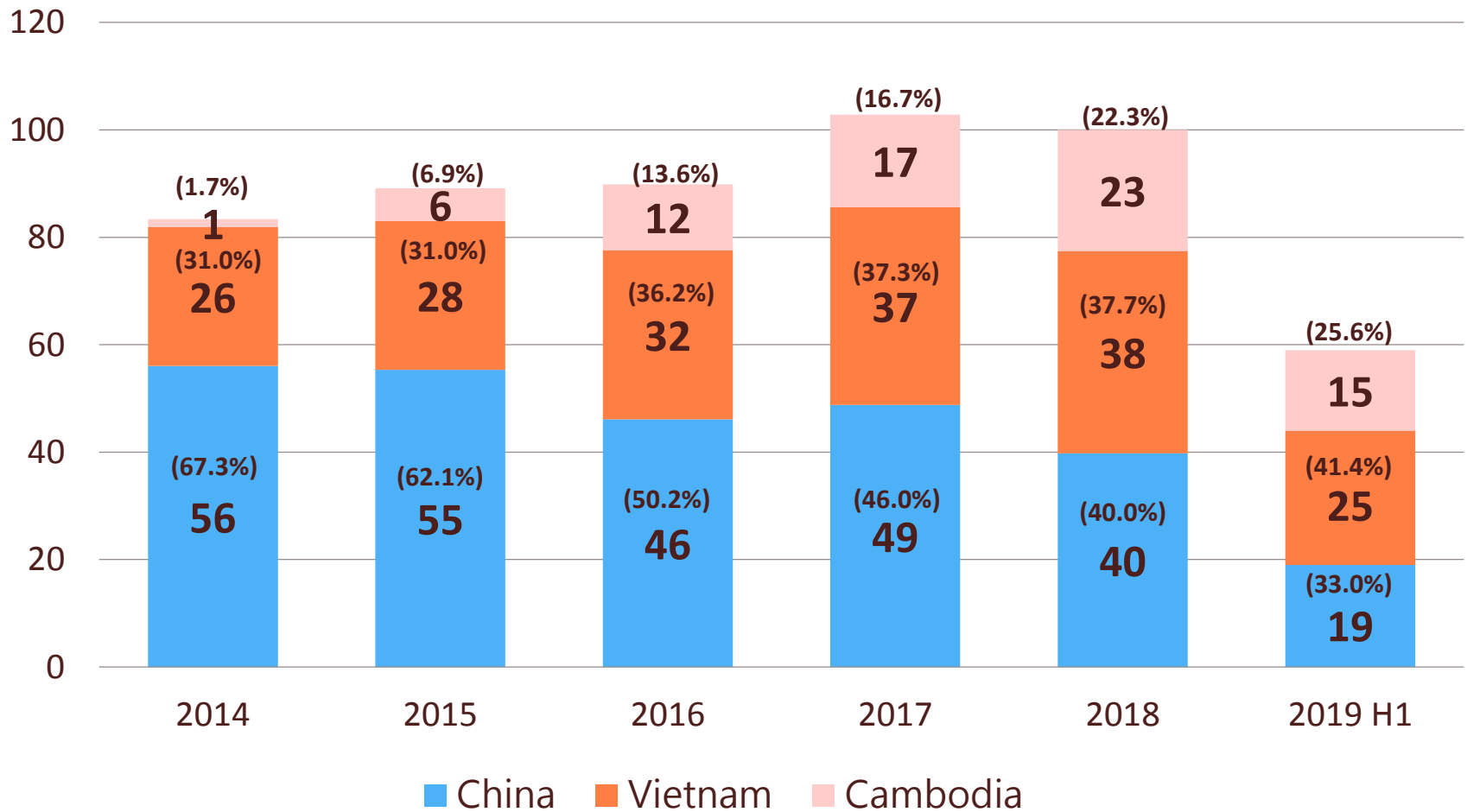


Unit : %

Year	Europe 	America 	Asia 	China 	Others 	Total
2017	50.90	29.26	10.91	8.25	0.68	100
2018	52.71	31.00	7.92	7.50	0.87	100
2019H1	47.5	33.53	10.77	7.09	1.11	100

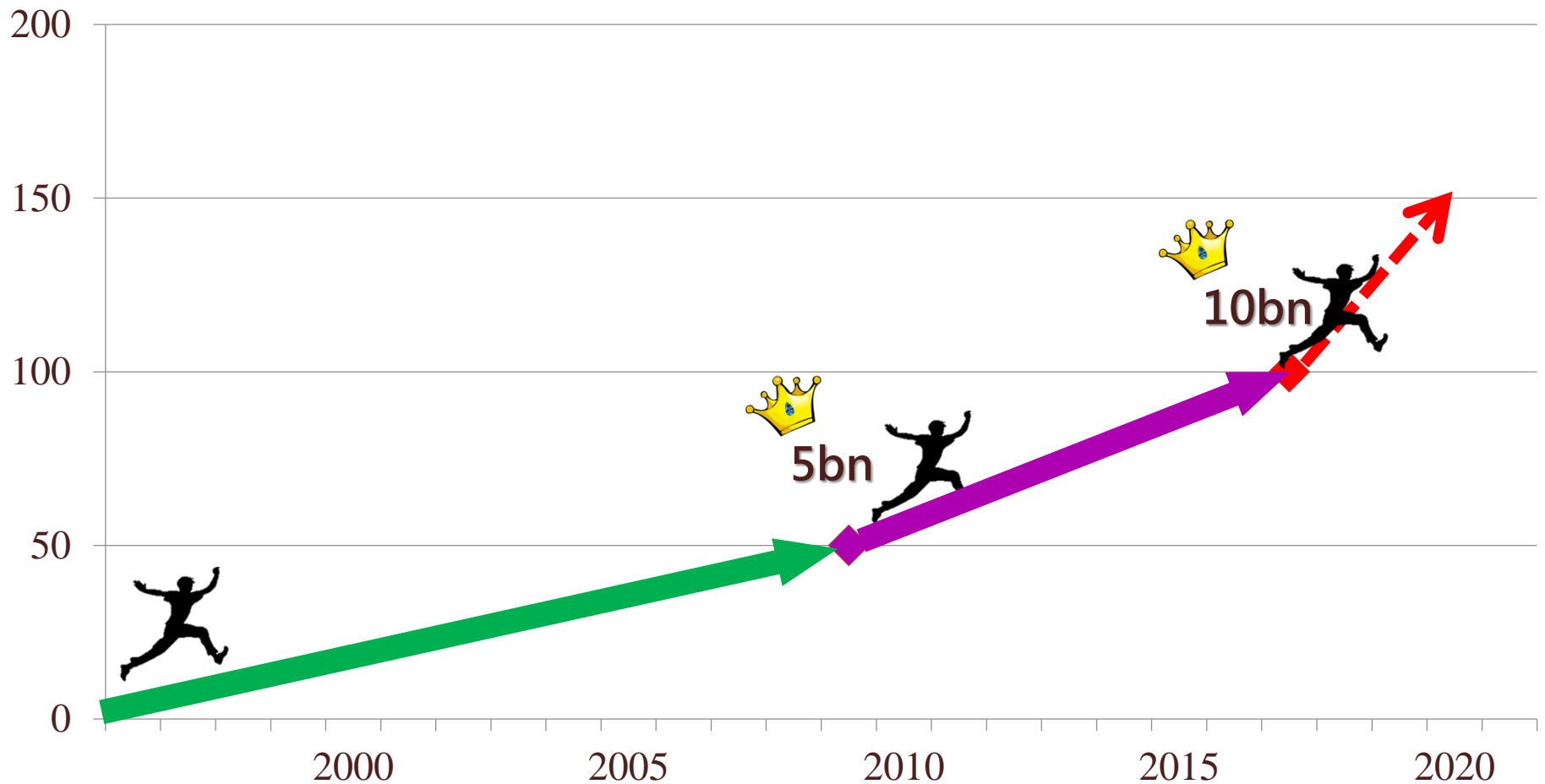
Capacity

Unit : NTD 100mn ; %



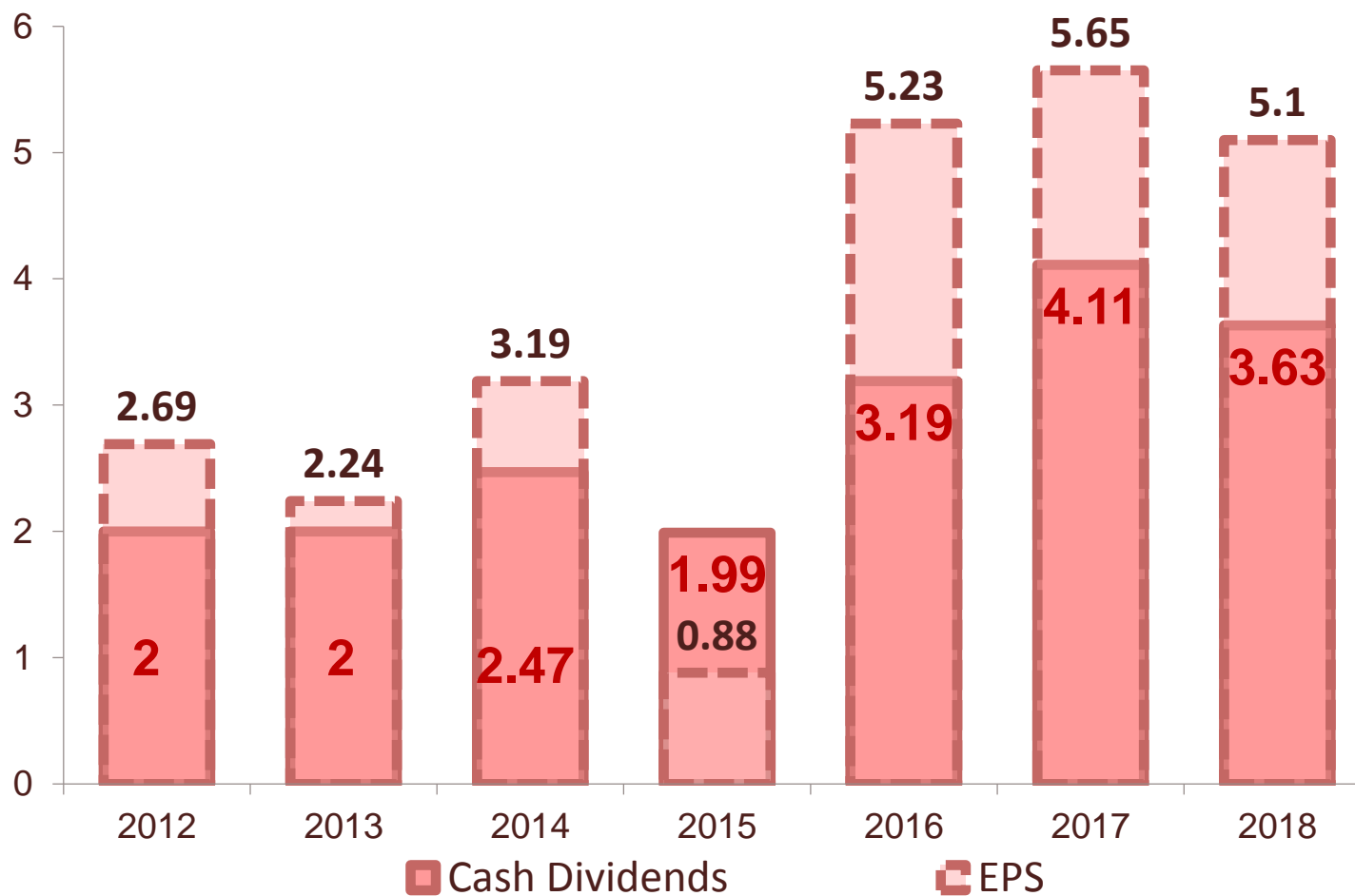
Revenue Growth Trend(Group)

Unit : NTD 100mn



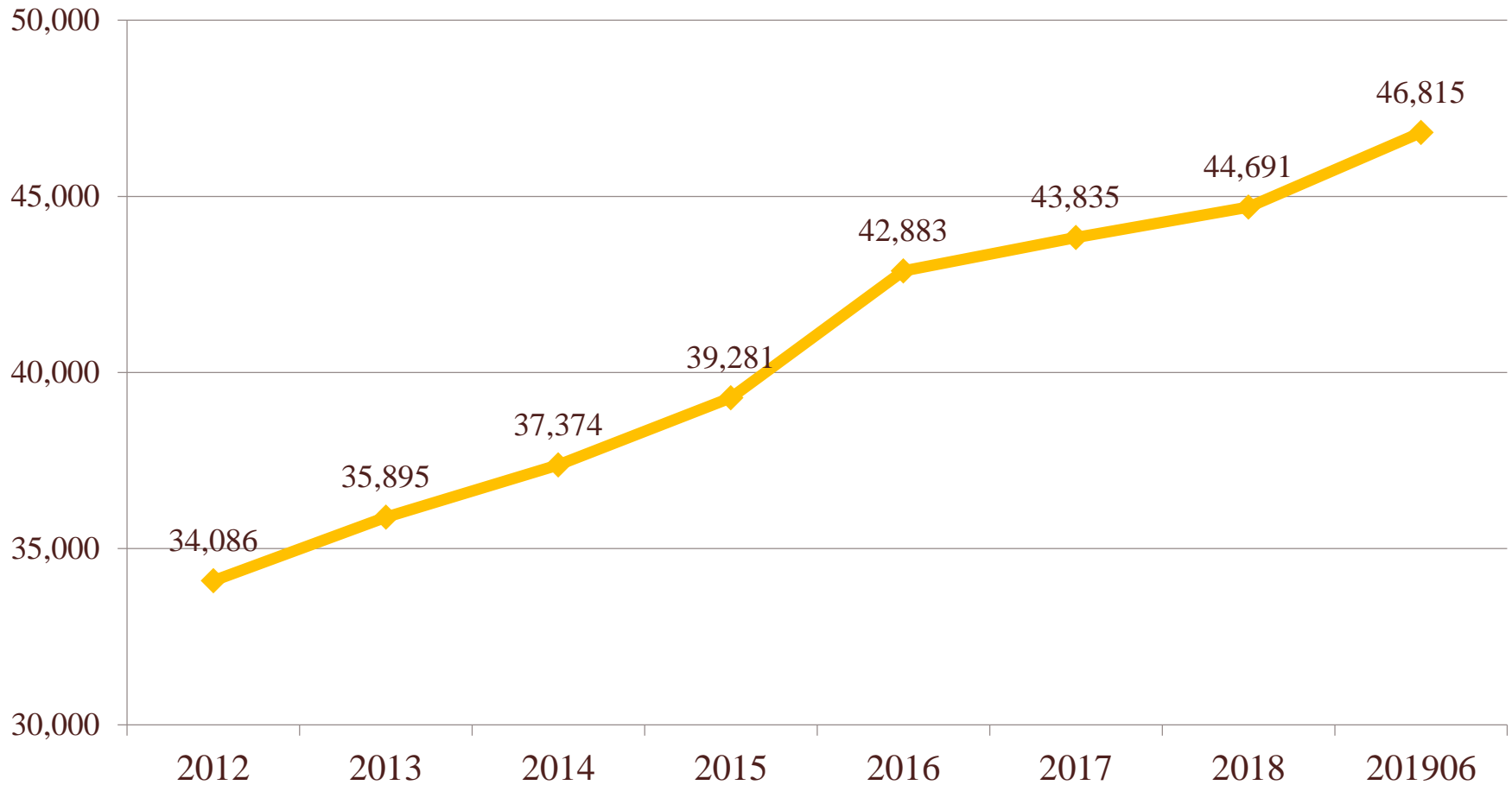
Dividends

Unit : NTD



Shareholding of Chairman and GM Trend

Unit : ' 000 share



2019Y Added to Index Constituents :

- 2019/4/18: Approved by Taiwan Index Plus Corporation to be included in the "TIP TAIEX+ SMALL/MID-CAP ALPHA MOMENTUM 50 INDEX"
- 2019/5/31: Approved by Taiwan Index Plus Corporation to be included in the "TIP TAIEX+ DIVIDEND APPRECIATION 150 INDEX"

Financials

Note : (2019Q2 Financial information has not been reviewed by accountants)

Period Account	2018					2019		
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Total
Revenue	2,163	2,622	2,590	2,695	10,070	2,578	3,354	5,932
Gross Profit	422	408	442	541	1,813	506	534	1,040
Gross Profit Margin(%)	19.5	15.5	17.1	20.1	18.0	19.6	15.9	17.5
Operation expenses	230	245	237	267	979	243	248	492
Operating expense ratio(%)	10.7	9.3	9.1	9.9	9.7	9.4	7.4	8.3
Operating profit	192	163	205	274	834	262	286	548
Operating profit Margin(%)	8.9	6.2	7.9	10.2	8.3	10.2	8.5	9.2
Net income	99	240	211	193	743	205	297	502
EPS	0.68	1.65	1.45	1.32	5.10	1.34	1.85	3.21

Unit: NTD mn/ EPS : NTD



Financials

Note : (2019Q2 Financial information has not been reviewed by accountants)

Account	2018Q2	2019Q2	YoY	2018H1	2019H1	YoY
Revenue	2,622	3,354	27.9	4,785	5,932	24.0
Gross Profit	408	534	31.1	830	1,040	25.3
Gross Profit Margin (%)	15.5%	15.9%	—	17.3%	17.5%	—
Operation Expenses	245	248	1.5	475	492	3.5
Operating Expense Ratio (%)	9.3%	7.4%	—	9.9%	8.3%	—
Operating Profit	163	286	75.7	355	548	54.6
Operating Profit Margin (%)	6.2%	8.5%	—	7.4%	9.2%	—

Unit: NTD mn/ EPS : NTD



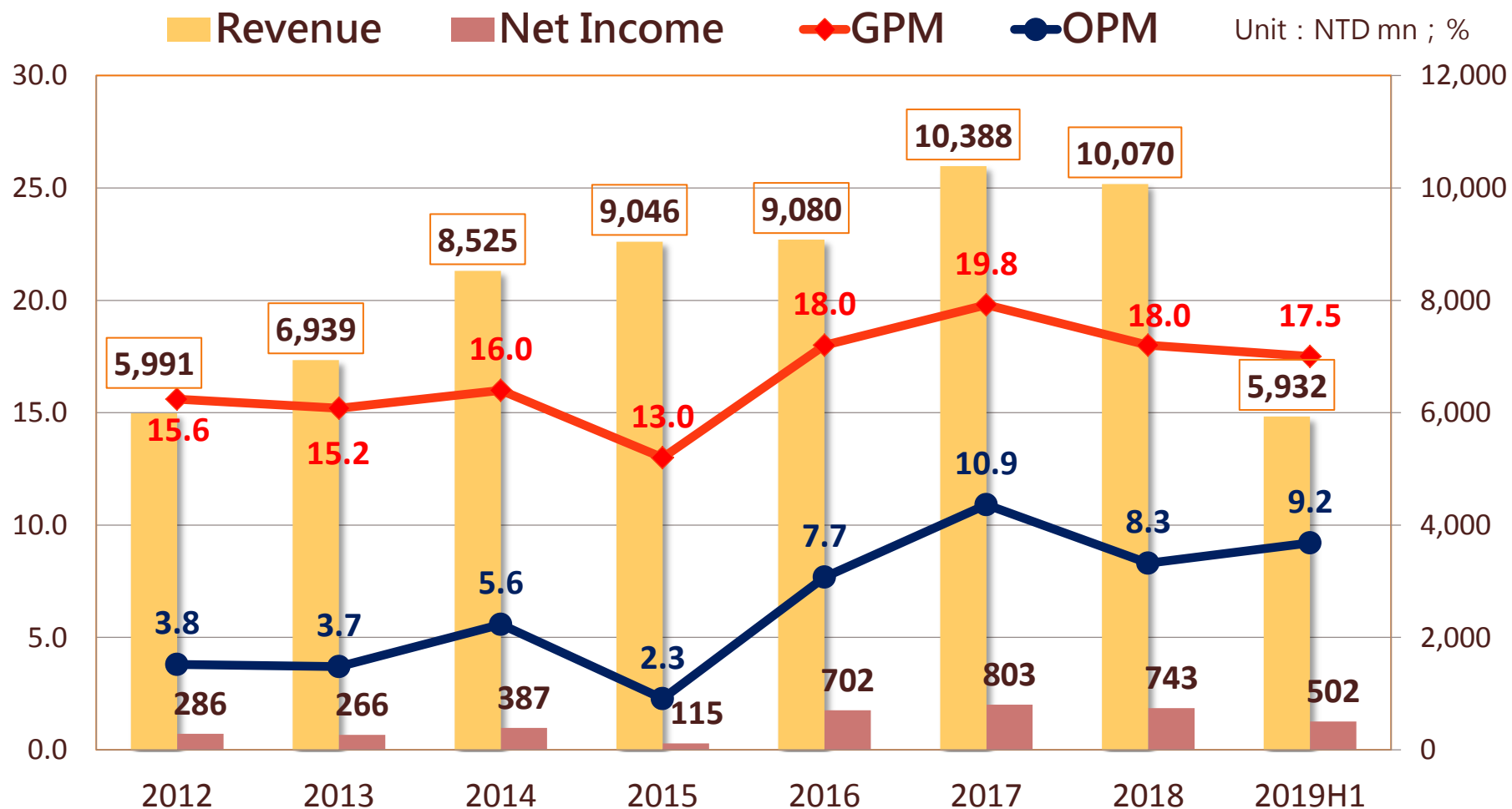
Financials

Note : (2019Q2 Financial information has not been reviewed by accountants)

	MARGIN	OP MARGIN	OPERATING PROFIT
2016 Q3 2016Y 17.9% / 7.7%	17.3%	6.4%	1.35E
2017 Q3 2017Y 19.8% / 10.9%	15.6%	6.7%	1.83E
2018 Q2 2018Y 18.0% / 8.3%	15.5%	6.2%	1.63E
2019 Q2	15.9%	8.5%	2.86E

Financials

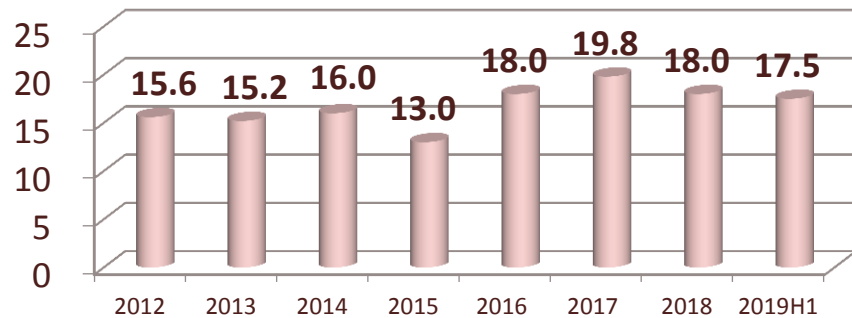
Note : (2019H1 Financial information has not been reviewed by accountants)



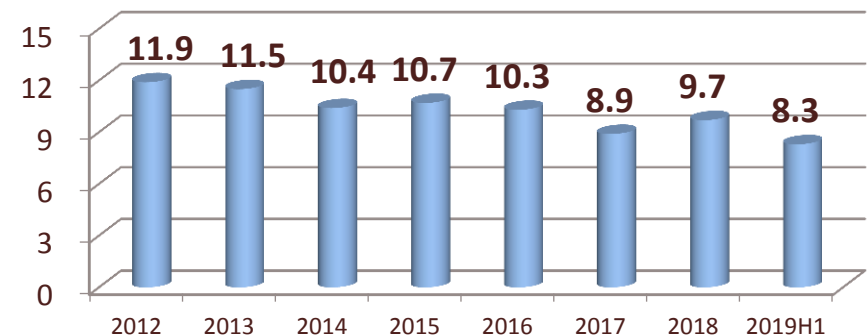
Financials

Note : (2019H1 Financial information has not been reviewed by accountants)

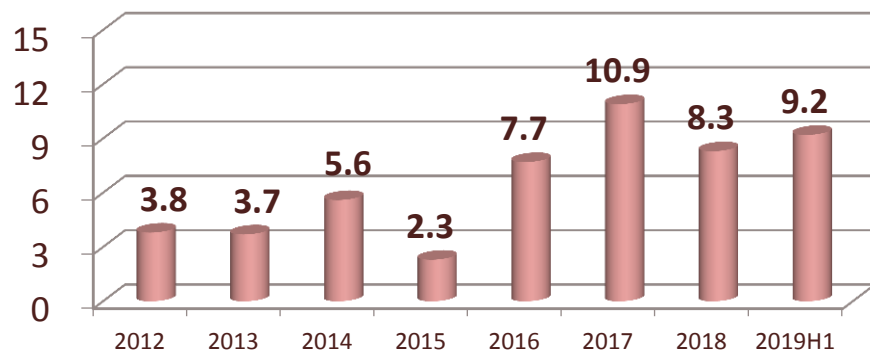
Gross Profit Margin



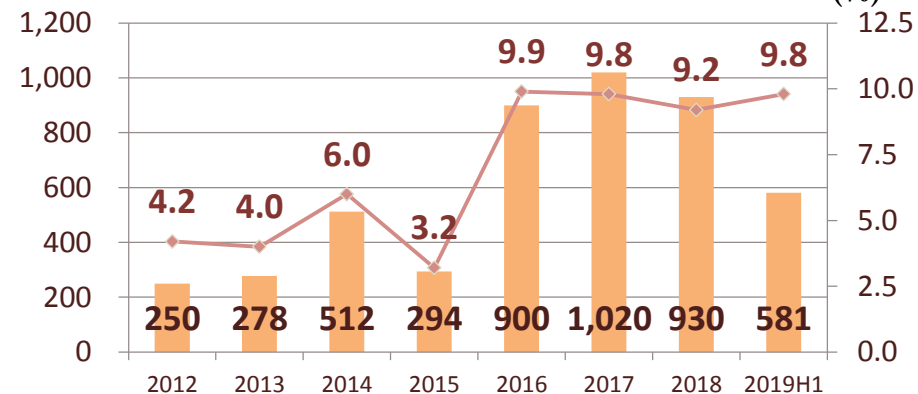
Operating Expense Ratio



Operating Profit Margin



Pre-tax Net Income(Margin)



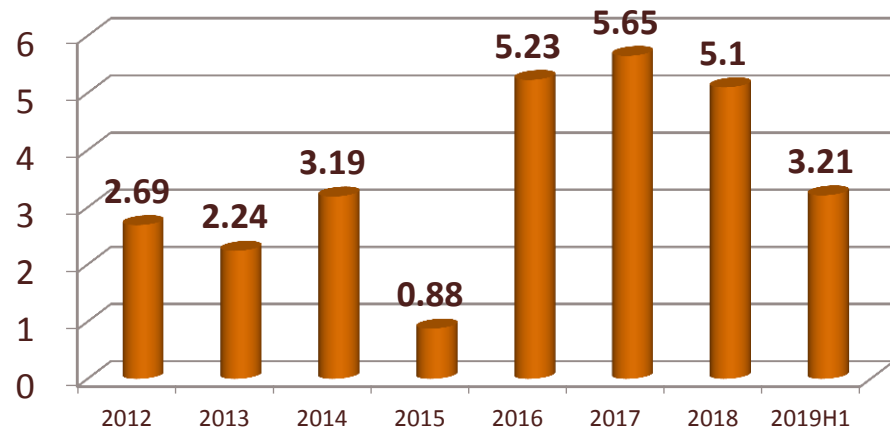
Unit : NTD mn ; %



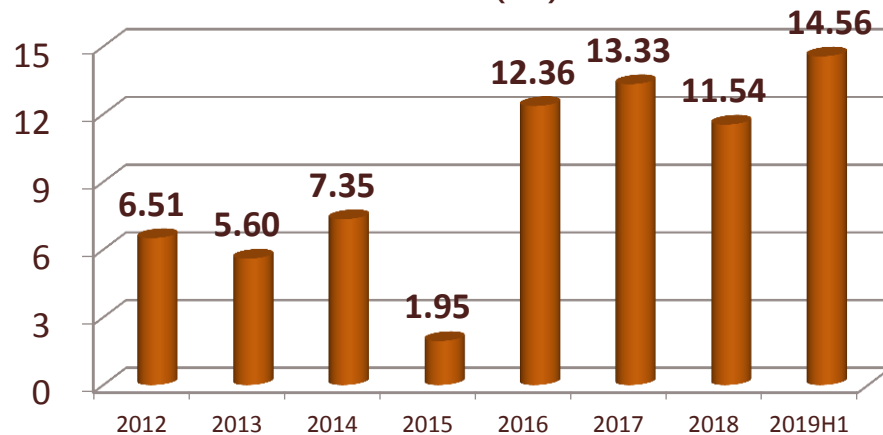
Financials

Note : (2019H1 Financial information has not been reviewed by accountants)

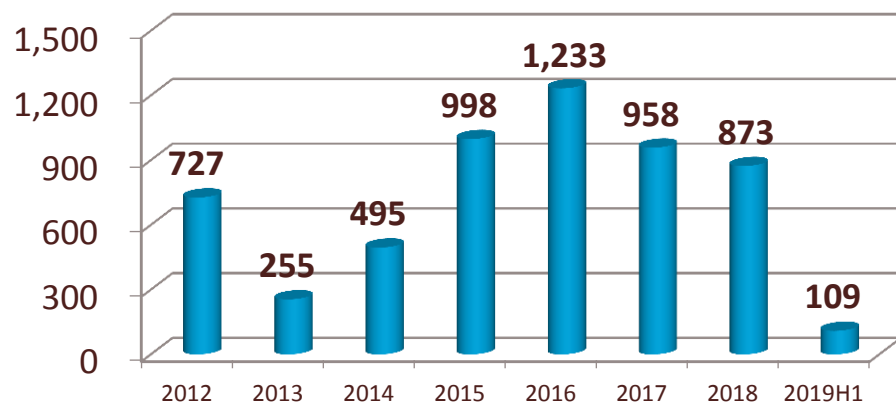
EPS(dollars)



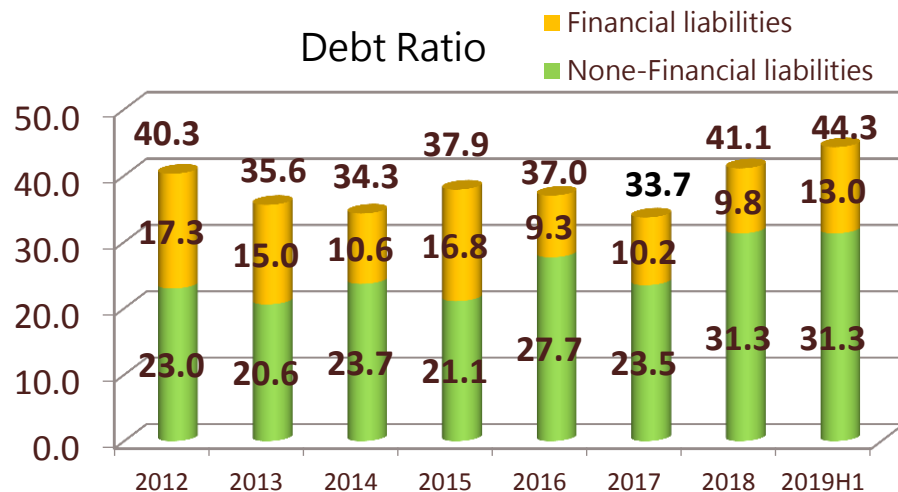
ROE(%)



Cash Inflow from Operating Activities



Debt Ratio



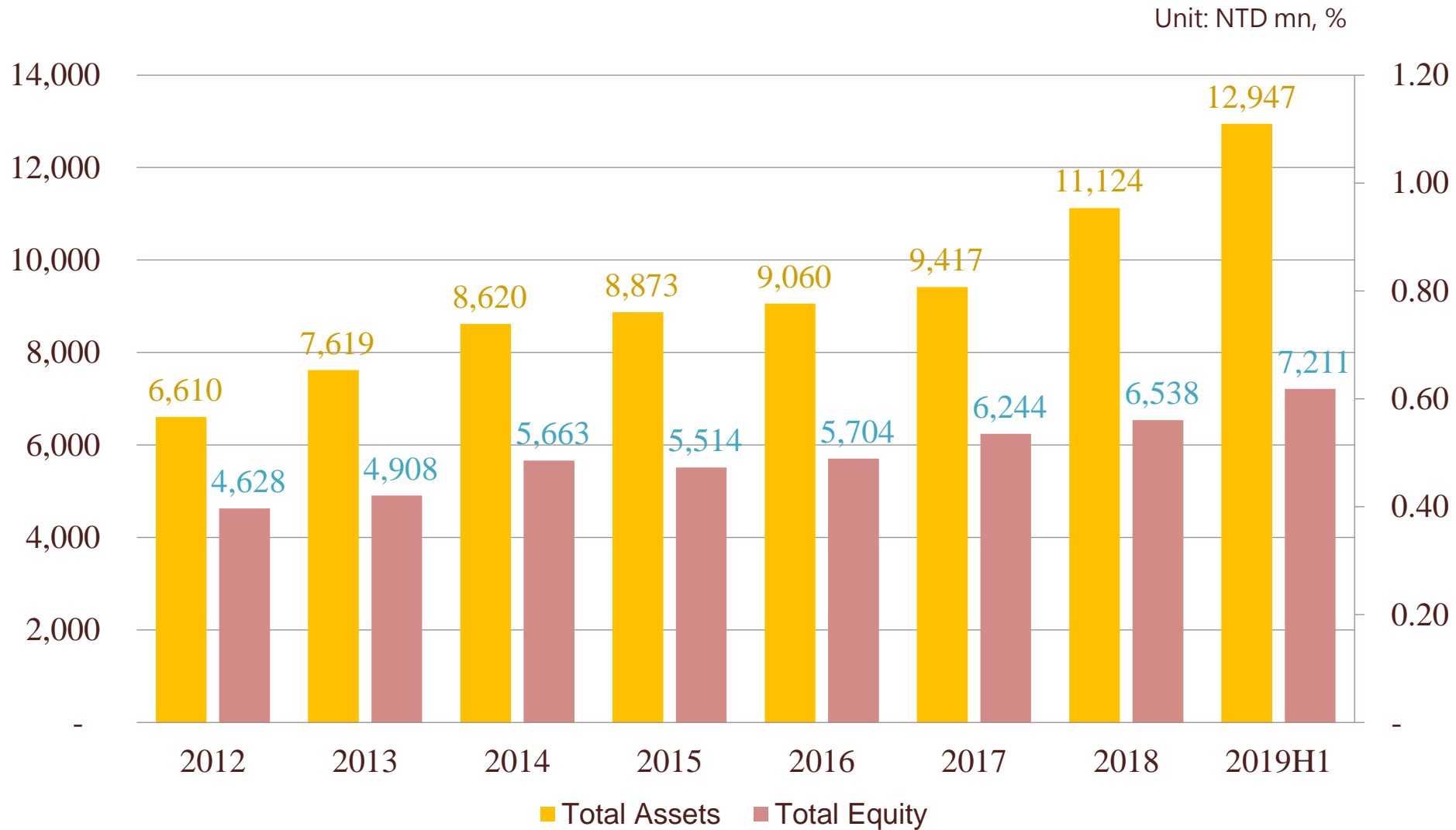
Unit : NTD mn ; %



鈺齊國際

Financials

Note : (2019H1 Financial information has not been reviewed by accountants)





Q & A

Gear Up!