



Fulgent Sun  
Group



# 鈺齊國際股份有限公司 (9802)

Fulgent Sun International (Holding) Co., Ltd.

2021.01



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

# Safe Harbor

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HARMONY &  
FAITHFULNESS  
INNOVATION  
VELOCITY  
EXCELLENCE

## Company Profile

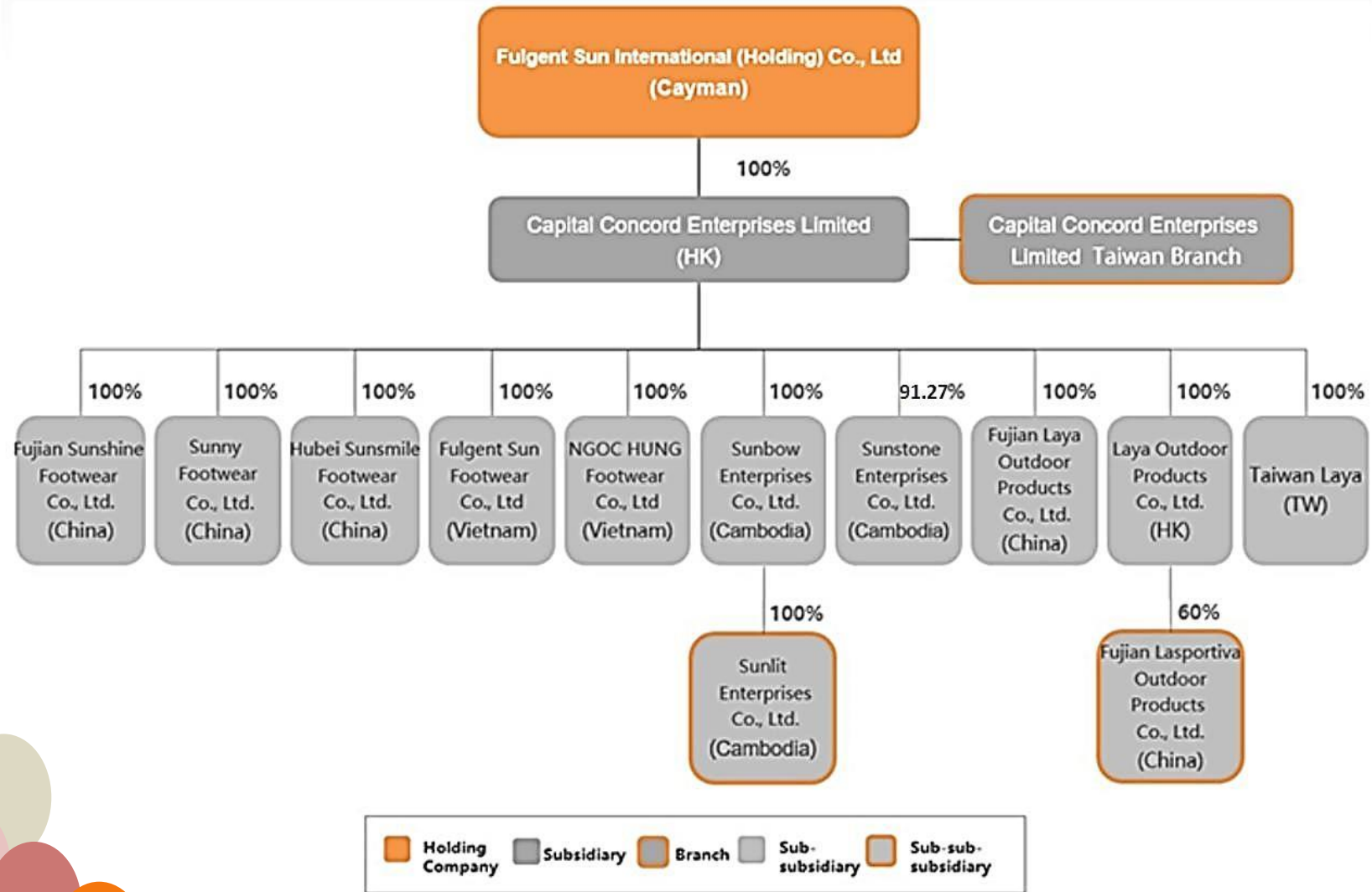
## About Fulgent Sun

- Ticker : 9802 TT
- Date of Incorporation : 1995
- The total paid-up capital : NT\$1.86bn (As of January 2021)
- Employee : est. 27,000
- Headquarter : YunLin, Taiwan
- Date of Listing : 2012/10/18
- Operating Locations: YunLin (Taiwan)/**QuanZhou (FuJian)** (1995) 、 **HungYen (Vietnam)** (2003) 、 ChangTing (FuJian) (2005) 、 **XiangYang (HuBei)** (2009) 、 **Cambodia** (2013) 、 **Hai Duong(Vietnam)** (2015) (GORE-TEX Certified)
- The scope of business : 2020 January ~December  
Footwear (99.5%)& Others (0.5%)
- Shareholding of Chairman and GM :  
50,652,993shares (27.20%)
- Investor/Press Release :  
[http://www.fulgentsun.com/investors04\\_1.asp](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  
2005  
Fulgentsun Factory#1  
Hanoi, Vietnam



2006  
2009  
Fulgentsun Factory#2  
Hanoi, Vietnam

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
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

# The Major Customers

(in alphabetical order)

## 2018

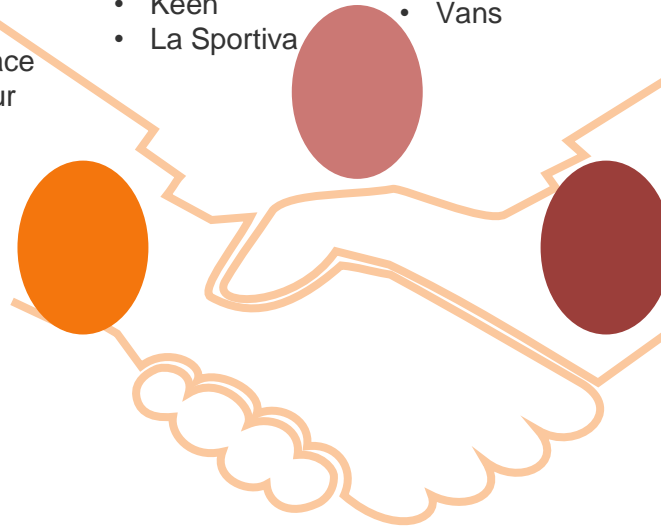
- Berghaus
- Decathlon
- Engelbert strauss
- Inov-8
- Jack Wolfskin
- K2
- Keen
- La Sportiva
- Mammut
- Meindl
- Salewa
- Timberland
- The North Face
- Under Armour
- Vans

## 2019

- Altra
- Berghaus
- Blackyak
- Decathlon
- Eider
- Engelbert strauss
- Head
- Inov-8
- Jack Wolfskin
- Keen
- La Sportiva
- Meindl
- Merrell
- Northwave
- Reef
- Salewa
- Tecnica
- Timberland
- The North Face
- Under Armour
- Vans

## 2020

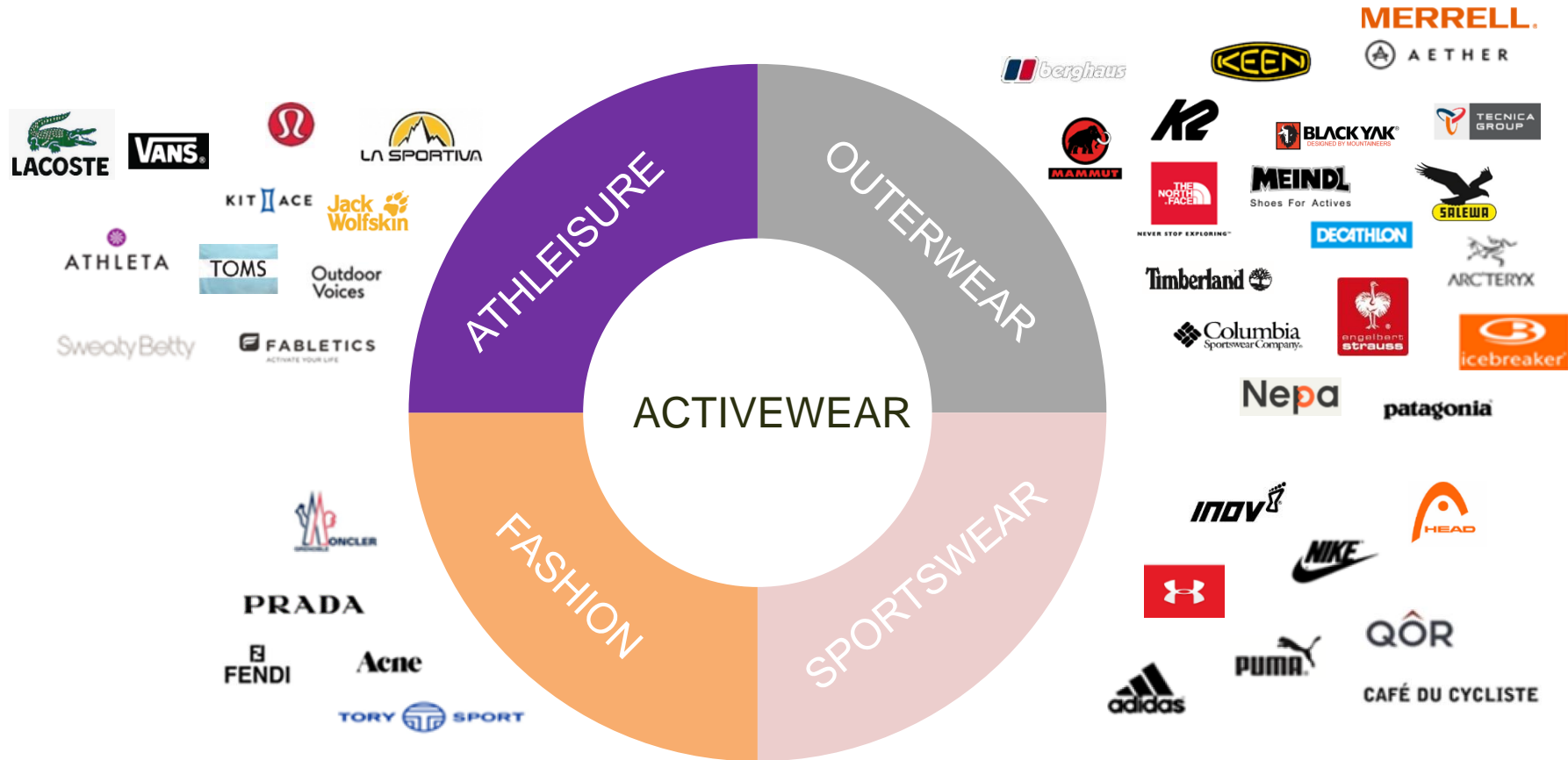
- Altra
- Berghaus
- Blackyak
- Decathlon
- Engelbert
- Inov-8
- JackWolfskin
- Keen
- La Sportiva
- Lacoste
- Meindl
- Merrell
- Nepa
- Northwave
- Reef
- Salewa
- Timberland
- The North Face
- TOMS
- Under Armour
- Vans



# Market

Athleisure combined fashion is the latest market trend

Create strong sales growth momentum in the future market





# Technology

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

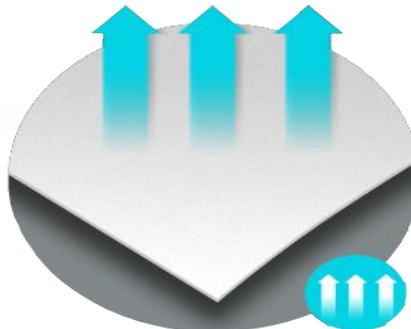
GORE-TEX footwear design passed Strict testing of Gore equipment ensures optimal performance

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



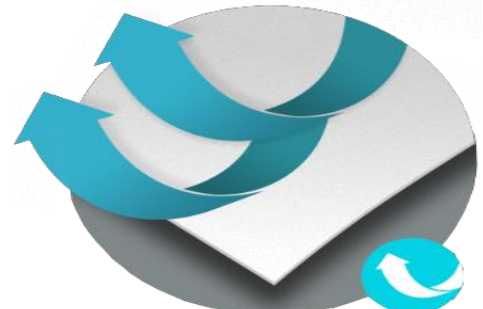
**Waterproof**

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

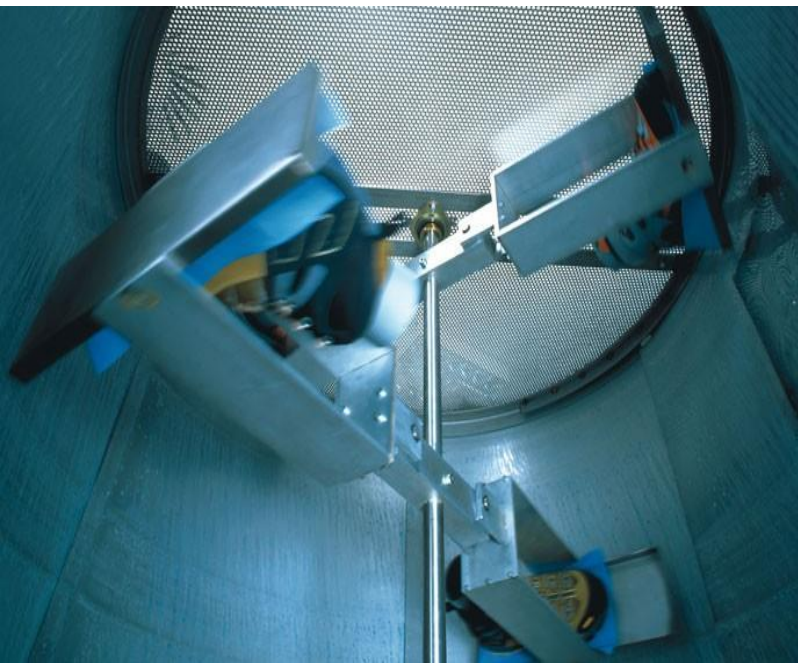
The Walking Simulator tests the waterproof performance of GORE-TEX® footwear. Test shoes are placed on flexible foot forms equipped with moisture sensors that are subject up to 200,000 steps in a water bath. If moisture enters the shoe, the testing stops and the sensor indicates the source of the leak. 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





# Modernization

2018

2019

2020

2021

## ❑ Cutting

- Auto oscillating cutting machine
- Auto die-cutting machine

## ❑ Stitching & Upper process

- 3D computer stitching
- Auto punching machine

## ❑ Insole & Printing

- Auto heat transfer machine
- Auto Silk-printing machine
- Auto Gauge-line marking machine

## ❑ Outsole factory

- Rotary RB CMP molding machine
- Rotary EVA hot/cold molding machine

## ❑ Stitching & Upper process

- Computer stitching w/ auto jig-exchange
- Auto pick/place robot system (robot application)

## ❑ Assembly(Robot application)

- Auto upper cementing line
- Auto outsole cementing line
- Plasma application

## ❑ Outsole factory

- Nitrogen trimming machine
- PANSTONE RB Injection machine

## ❑ Assembly

- PU pouring technology

## ❑ VR sampling

## ❑ Warehouse

- Sample material warehouse RFID application

## ❑ Big data application

- JarviX, big data analysis & application



# Green Projects



## Green Factory



## Zero Emission



## Waste Water Reuse



## Waste Segregation

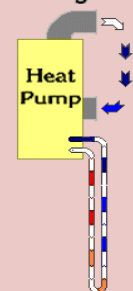


## Green Energy

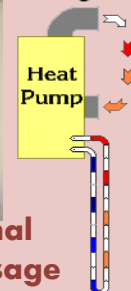


Solar Power

Cooling Mode



Heating Mode



Geothermal Energy Usage



## Green Products



Green Materials



Green Offer

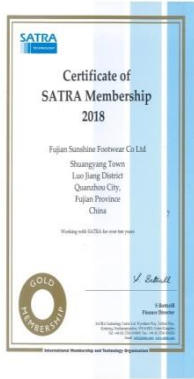


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# Company Honor



**SATRA Board Member  
&  
Certificate of Lab**

**Gore-Tex  
Certificate**



**ISO 9001:2015**

**AEO Certificate**

**WFSGI Member**

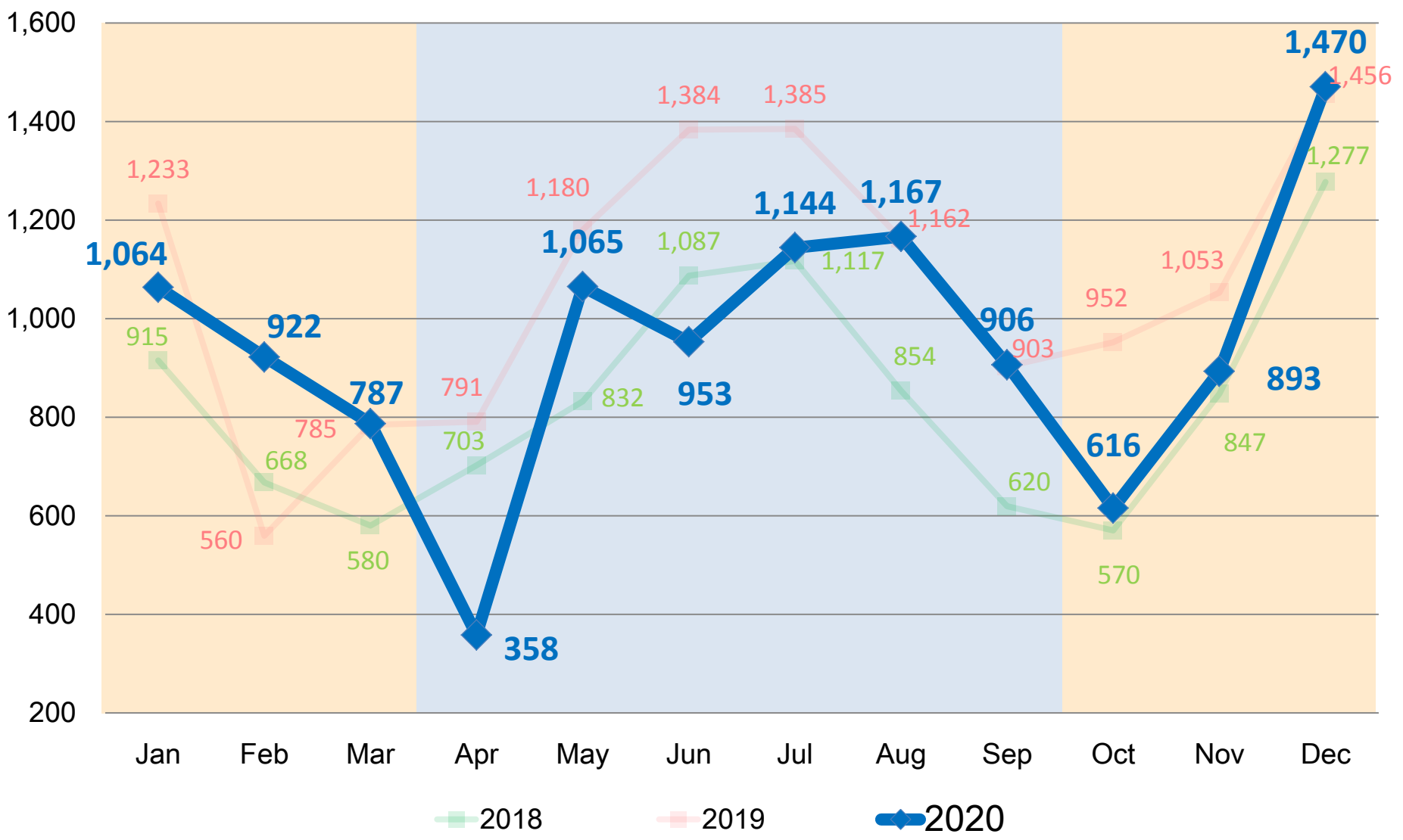
## Social Responsibility

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



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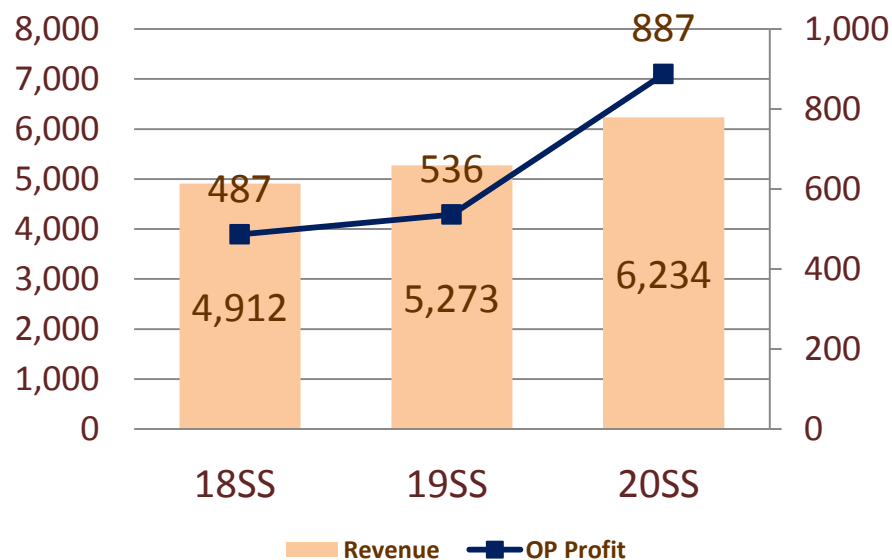
# Revenue Trend by Month



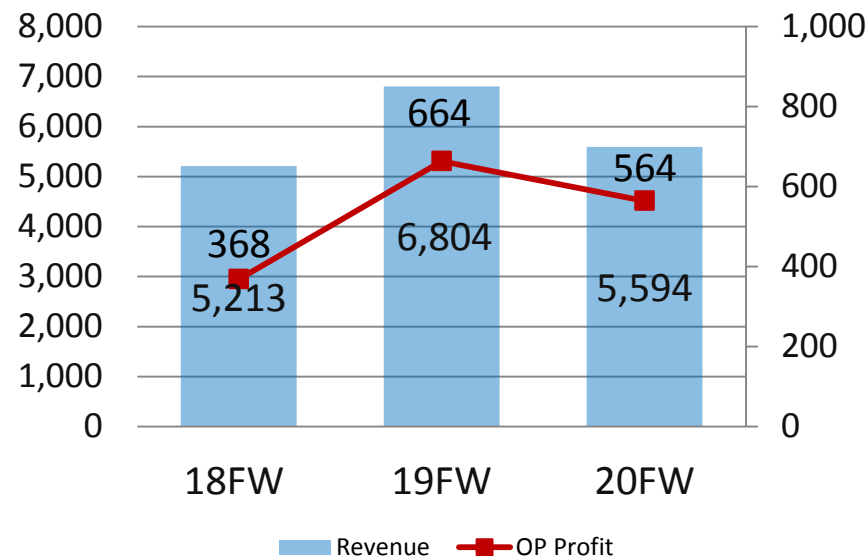
Unit: NTD mn

# Revenue Trend by Quarter

## Spring/Summer shoes(Q4~Q1)



## Fall/Winter shoes(Q2~Q3)



SS	Revenue	OP Profit	FW	Revenue	OP Profit
18SS	4,912	487	18FW	5,213	368
19SS	5,273	536	19FW	6,804	664
20SS	6,234	887	20FW	5,594	564

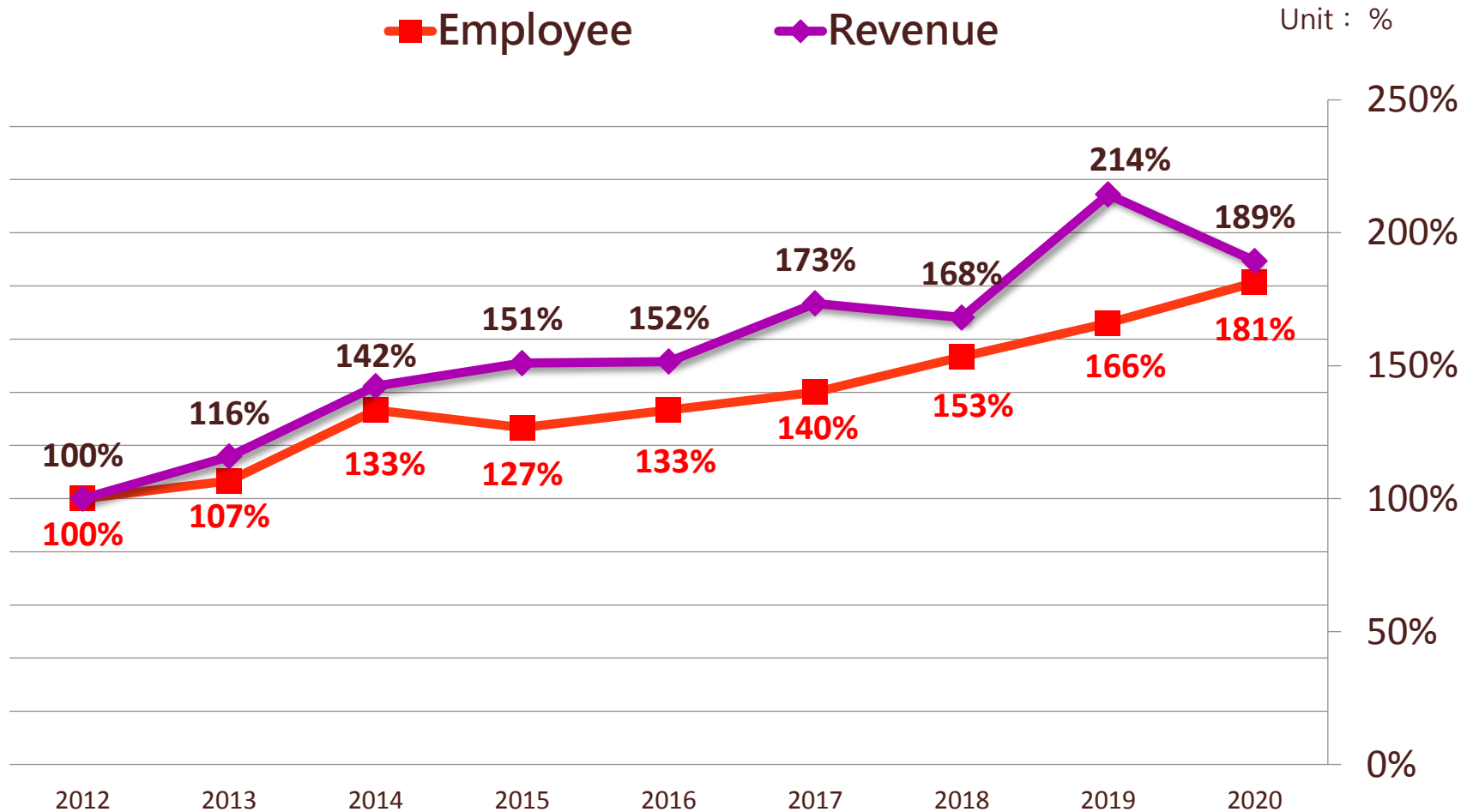
Unit: NTD mn



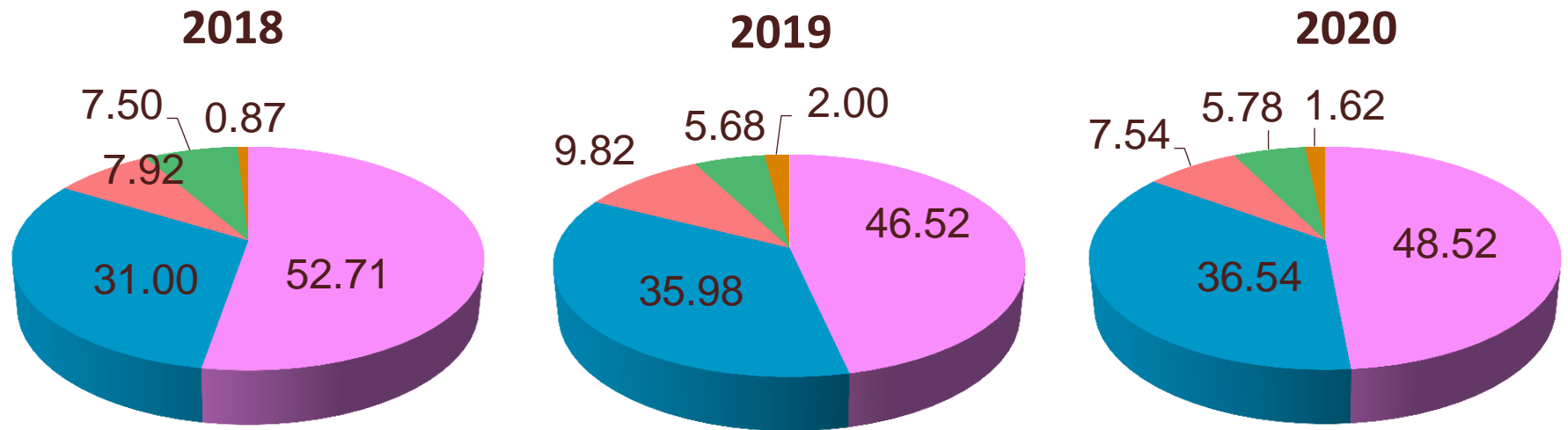
鈺齊國際








# Revenue & Employee Growth Trend (Group)



# Area Percentage of Revenue

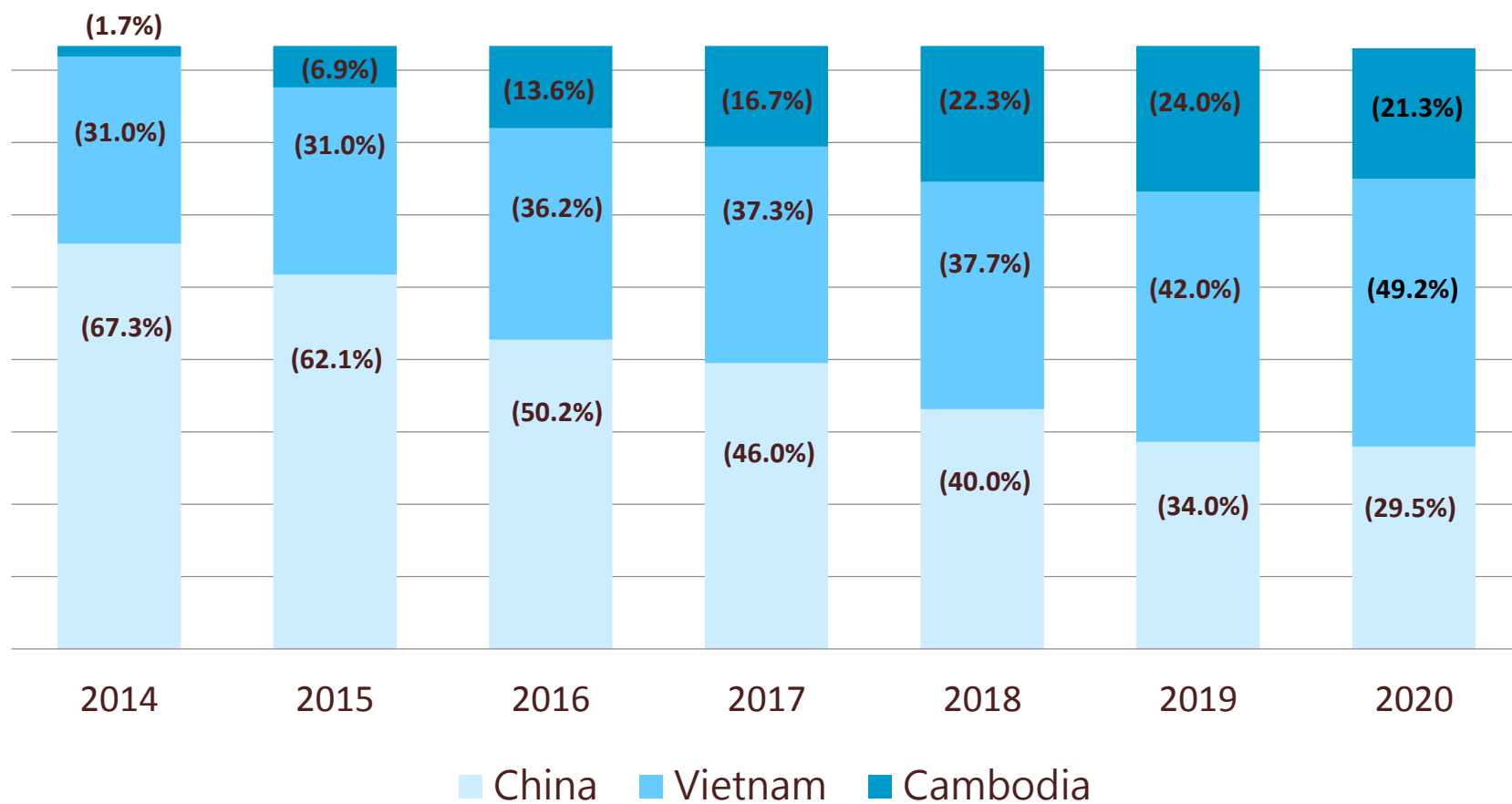


Unit : %

Year	Europe 	America 	Asia 	China 	Others 	Total
2018	52.71	31.00	7.92	7.50	0.87	100
2019	46.52	35.98	9.82	5.68	2.00	100
2020	48.52	36.54	7.54	5.78	1.62	100

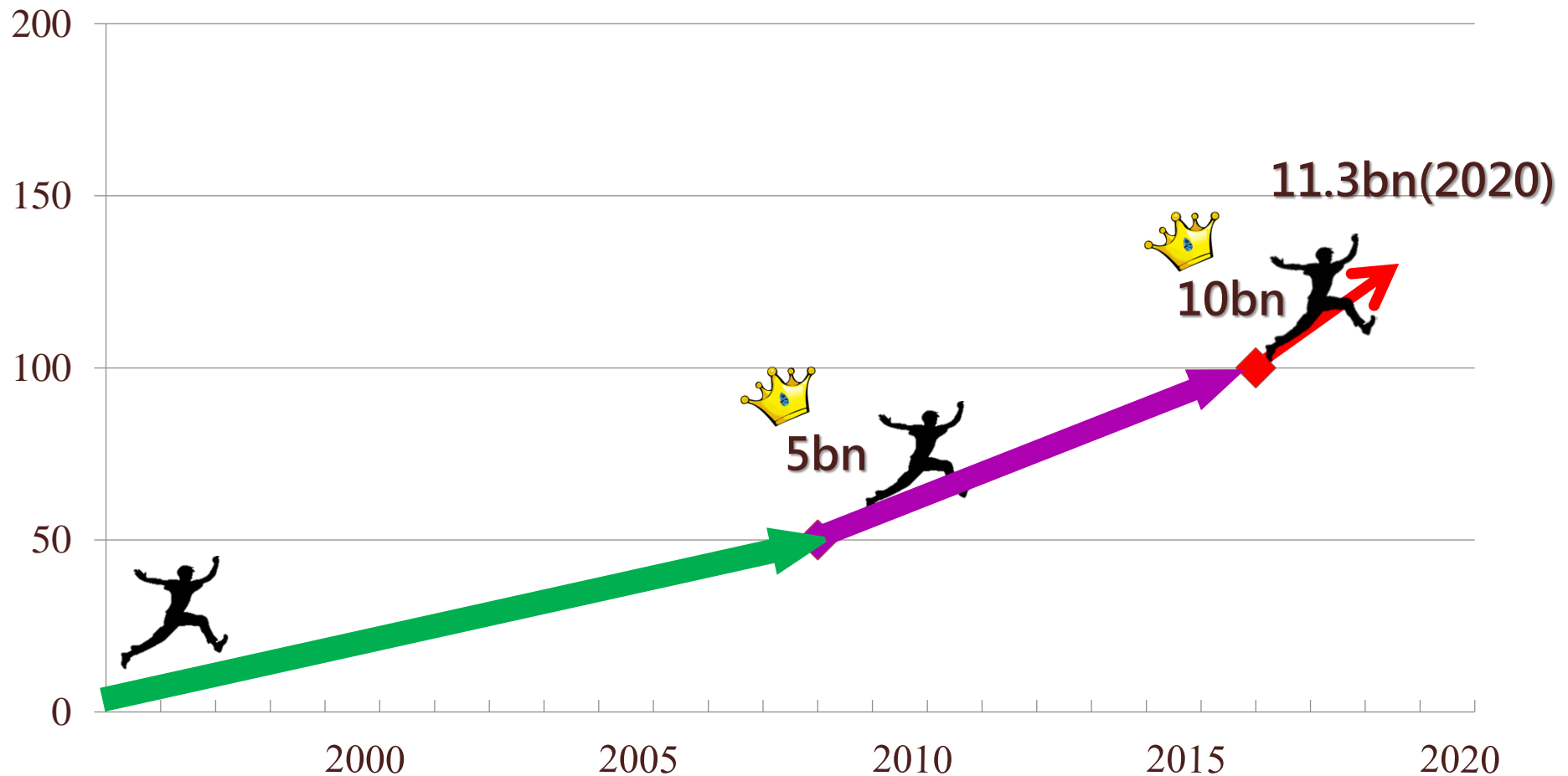
# Capacity

Unit : %

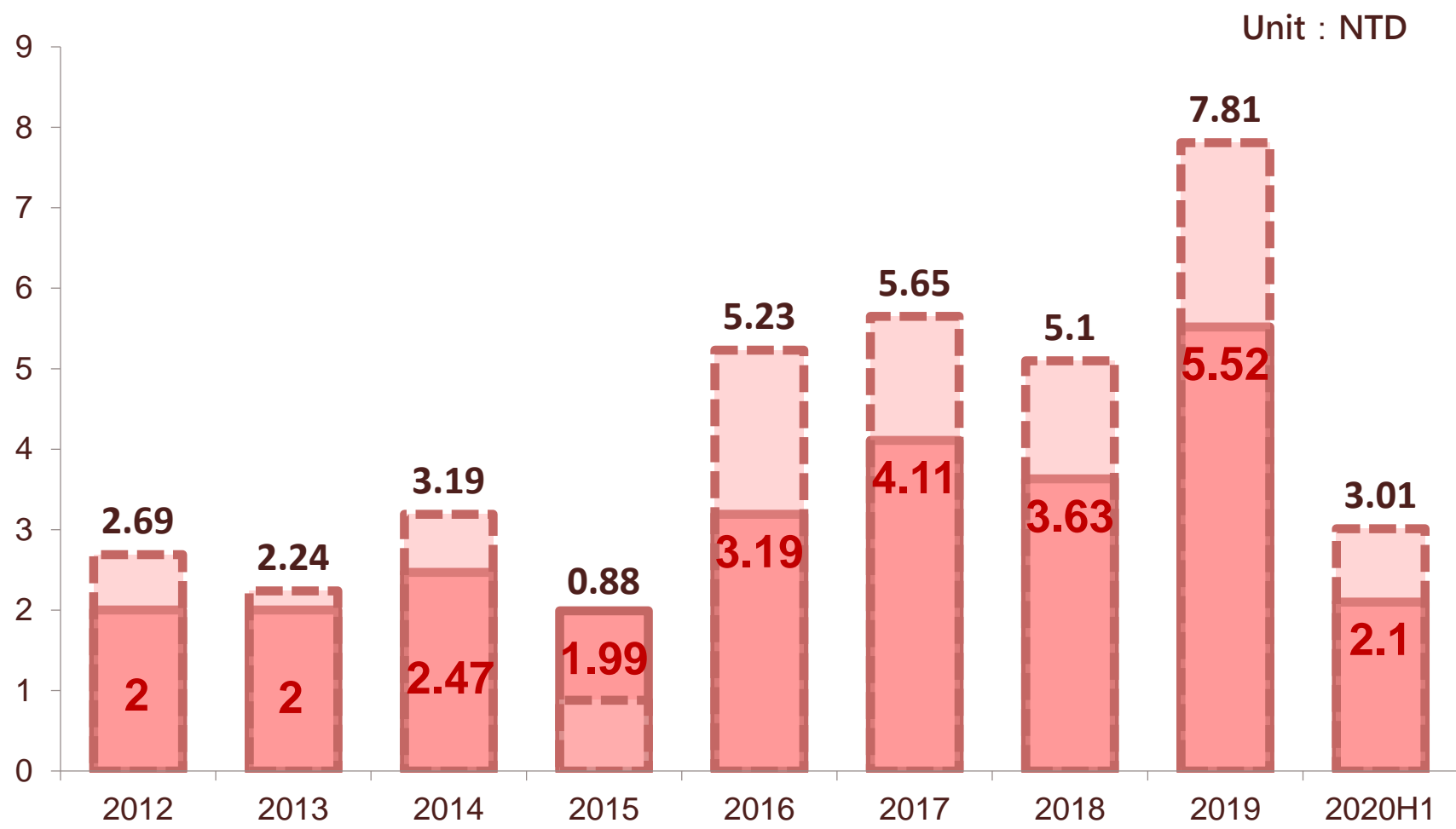


# Revenue Growth Trend(Group)

Unit : NTD 100mn



# Dividends



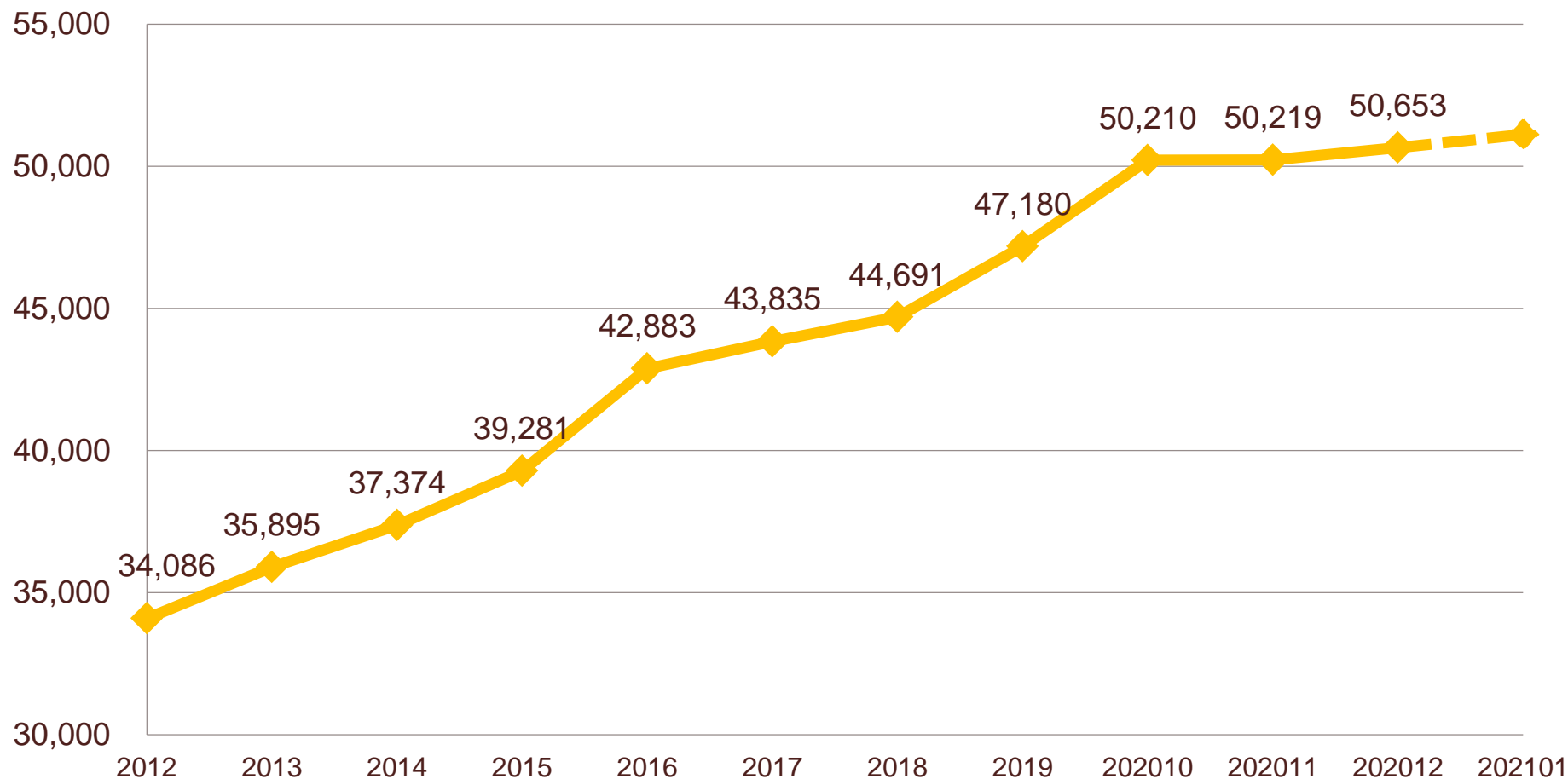
 Cash Dividends       EPS

Note : Cash dividends are rounded to two decimal places



# Shareholding of Chairman and GM Trend

Unit : ' 000 shares



# 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"
- 2019/11/27: Approved by **MSCI** to be included in the MSCI Global Small Cap Indexes
- **2020/7/17: Approved by Taiwan Index Plus Corporation to be included in the “ TWSE CG 100 INDEX“**

# Financials

Note : (2020Q4 Financial information has not been reviewed by accountants )

Account	2019					2020				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
Revenue	2,578	3,354	3,450	3,461	12,843	2,773	2,376	3,217	<b>2,979</b>	11,345
Gross Profit	506	534	673	815	2,529	660	474	646	<b>602</b>	2,382
Gross Profit Margin (%)	19.6	15.9	19.5	23.5	19.7	23.8	19.9	20.1	<b>20.2</b>	21.0
Operation Expenses	243	248	296	284	1,072	304	241	314	<b>250</b>	1,109
Operating Expenses Ratio (%)	9.4	7.4	8.6	8.2	8.3	11.0	10.1	9.8	<b>8.4</b>	9.8
Operating Profit	262	286	378	531	1,457	356	233	332	<b>352</b>	1,273
Operating Profit Margin (%)	10.2	8.5	11	15.3	11.3	12.9	9.8	10.3	<b>11.8</b>	11.2
Net Income	205	297	406	371	1,279	354	172	185	<b>187</b>	898
EPS	1.34	1.85	2.44	2.14	7.81	2.02	0.99	1.05	<b>1.01</b>	5.06
Effect of Exchange Rate Changes	-0.22	0.29	0.48	-0.39	0.16	0.21	-0.13	-0.52	<b>-0.61</b>	-1.05

Unit: NTD mn/ EPS : NTD



# Financials

Note : (2020Q4 Financial information has not been reviewed by accountants )

Account	2019Q4	2020Q4	YoY
Revenue	3,461	<b>2979</b>	-13.9%
Gross Profit	815	<b>602</b>	-26.1%
Gross Profit Margin	23.5%	<b>20.2%</b>	—
Operation Expenses	284	<b>250</b>	-12.1%
Operating Expense Ratio	8.2	<b>8.4%</b>	—
Operating Profit	531	<b>352</b>	-33.6%
Operating Profit Margin	15.3%	<b>11.8%</b>	—

Unit: NTD mn



# Financials

Note : (2020Q4 Financial information has not been reviewed by accountants )

Account	2020Q3	2020Q4	QoQ
Revenue	3,217	2979	-7.4%
Gross Profit	646	602	-6.9%
Gross Profit Margin	20.1%	20.2%	—
Operation Expenses	314	250	20.7%
Operating Expense Ratio	9.8%	8.4%	—
Operating Profit	332	352	6.3%
Operating Profit Margin	10.3%	11.8%	—

Unit: NTD mn





# Financials

Note : (2020Q4 Financial information has not been reviewed by accountants )

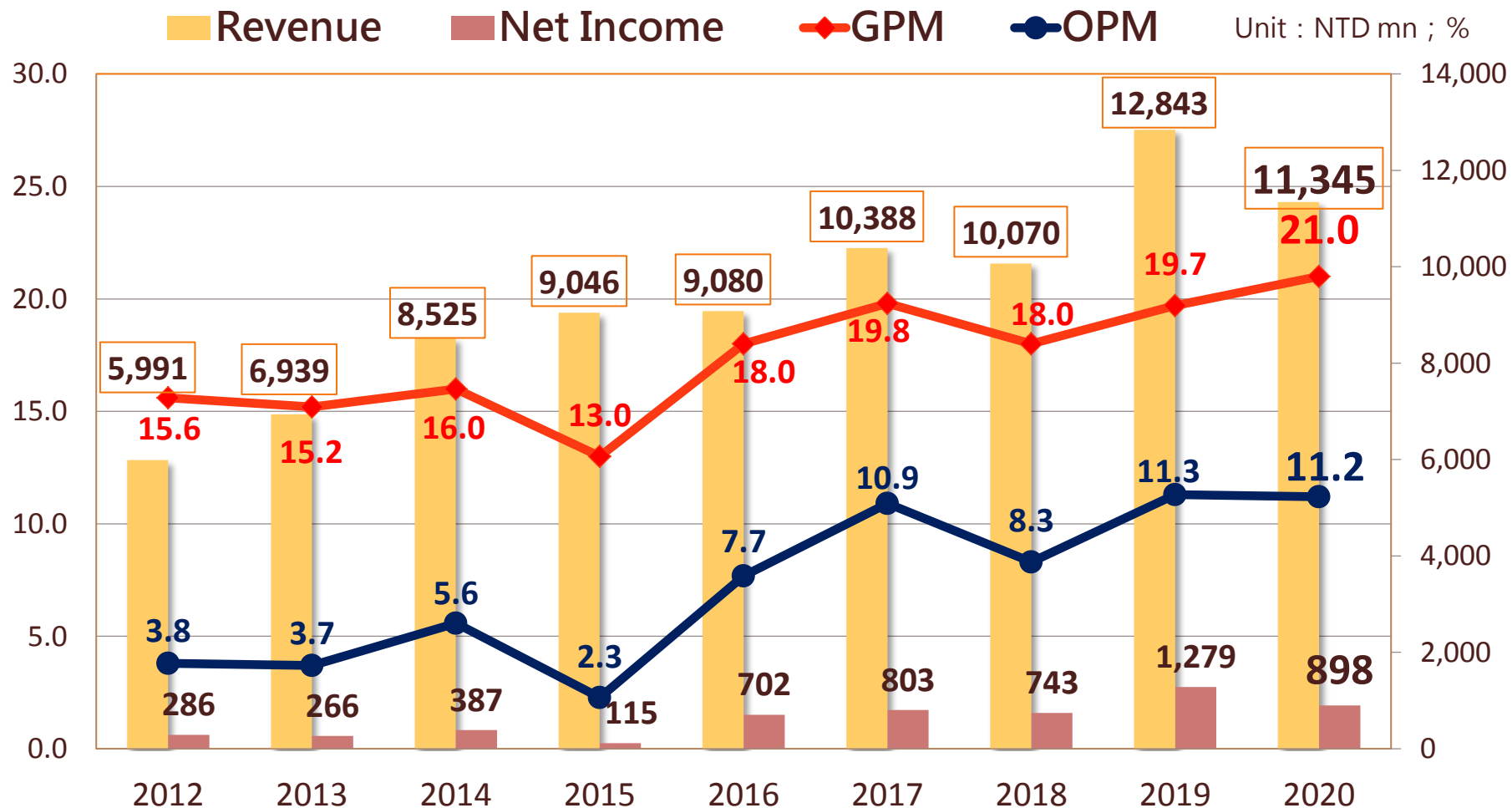
Account	2019Q1-Q4	2020Q1-Q4	YoY
Revenue	12,843	<b>11,345</b>	-11.7%
Gross Profit	2,529	<b>2,382</b>	-5.8%
Gross Profit Margin	19.7%	<b>21.0%</b>	—
Operation Expenses	1,072	<b>1,109</b>	3.5%
Operating Expense Ratio	8.3%	<b>9.8%</b>	—
Operating Profit	1,457	<b>1,273</b>	-12.6%
Operating Profit Margin	11.3%	<b>11.2%</b>	—

Unit: NTD mn



# Financials

Note : (2020Q4 Financial information has not been reviewed by accountants )

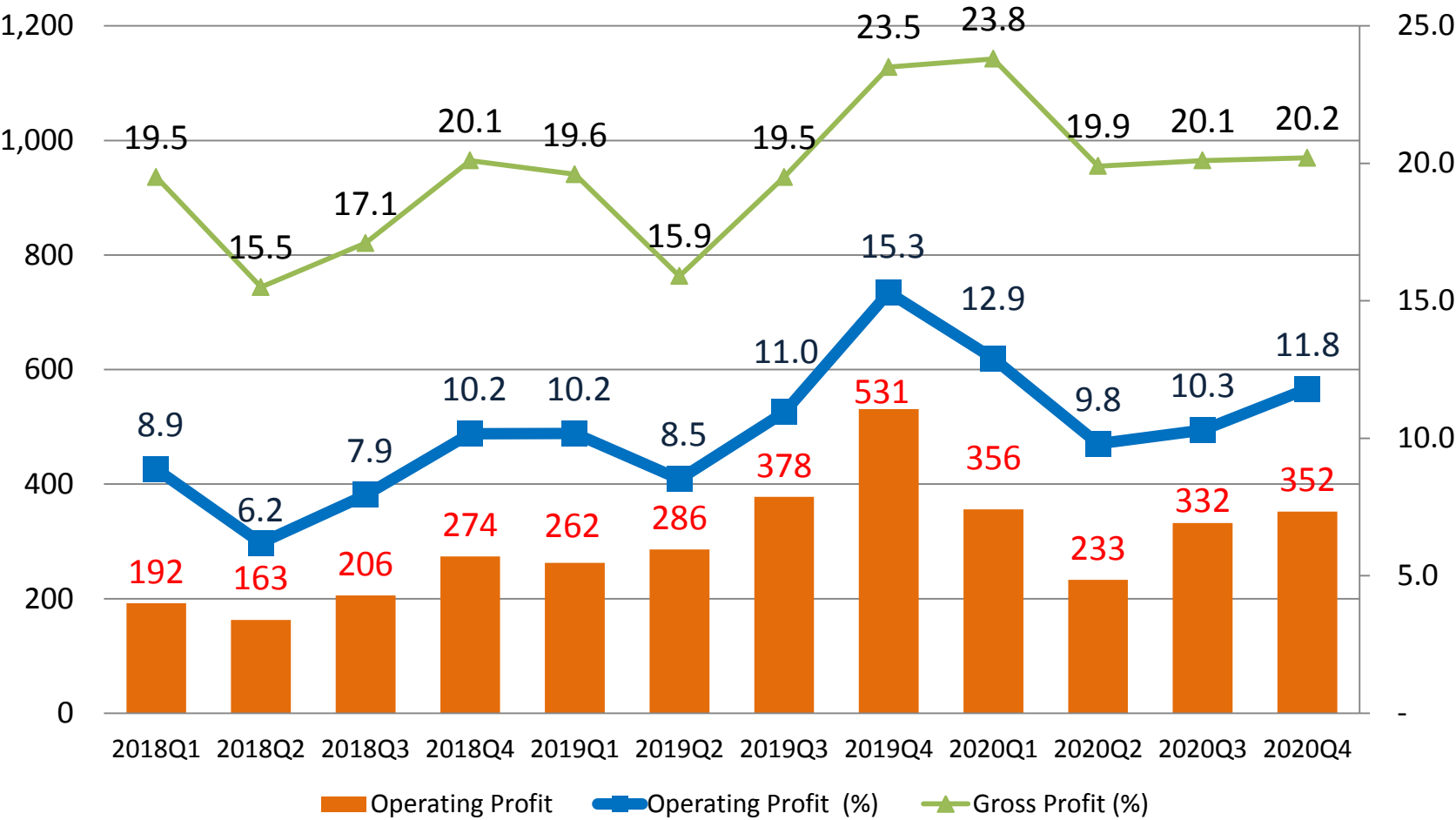


# Financials

Note : (2020Q4 Financial information has not been reviewed by accountants )

Unit : NTD mn ; %

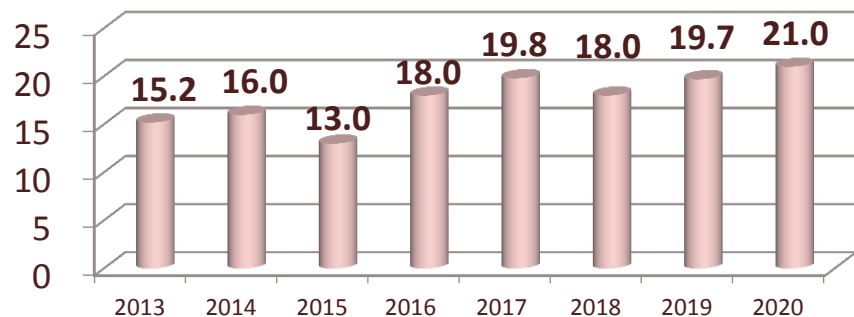
## Quarterly Gross Profit and Operating Profit Information



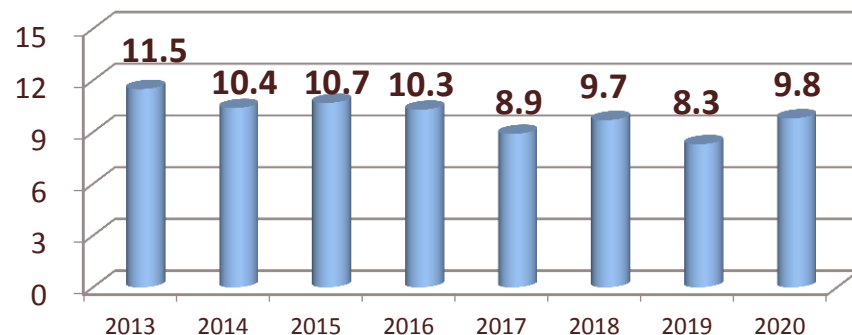
# Financials

Note : (2020Q4 Financial information has not been reviewed by accountants )

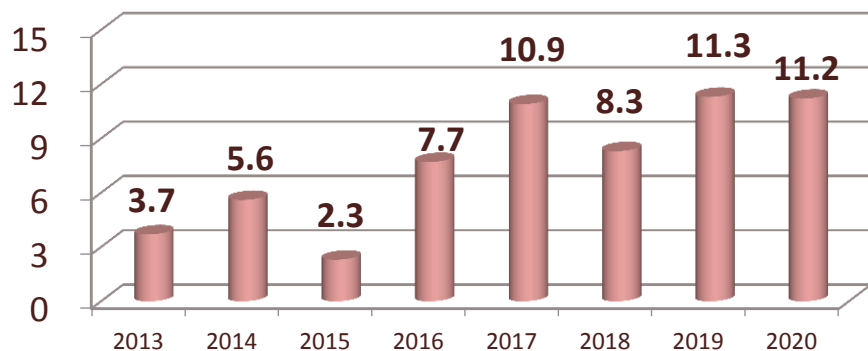
## Gross Profit Margin



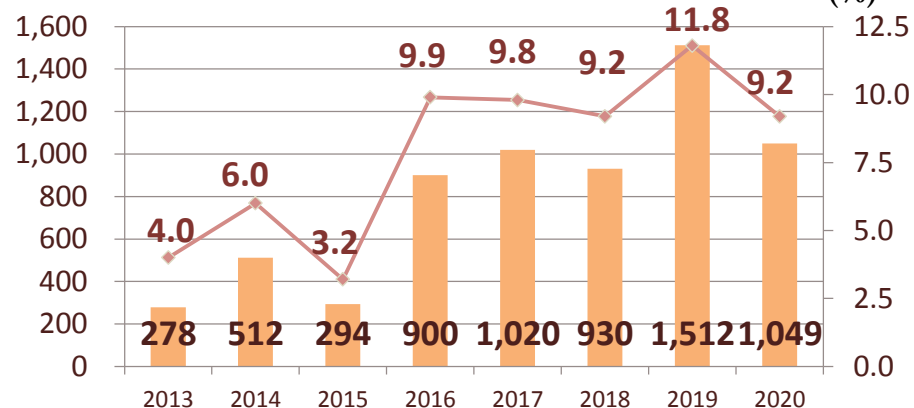
## Operating Expense Ratio



## Operating Profit Margin



## Pre-tax Net Income(Margin)



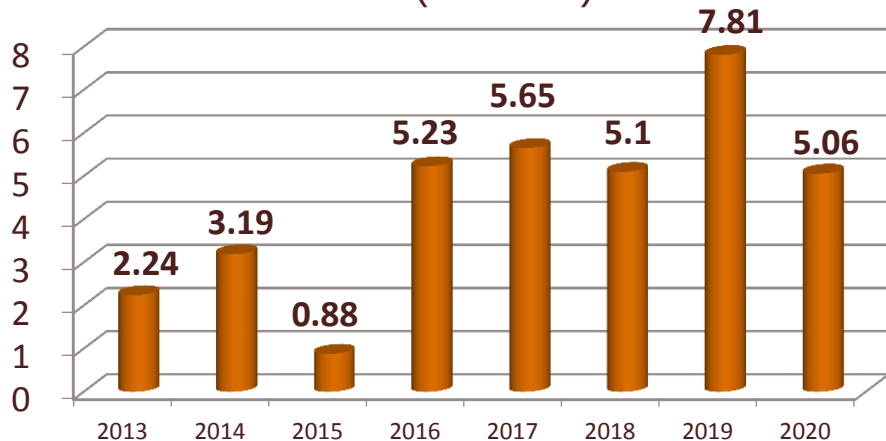
Unit : NTD mn ; %



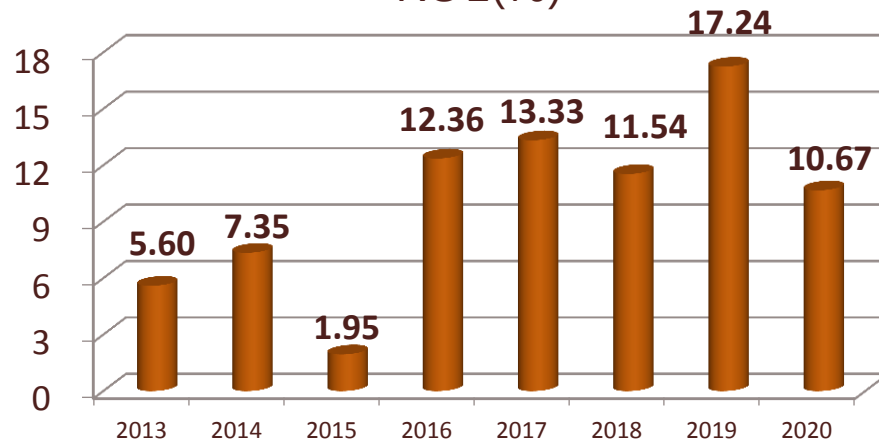
# Financials

Note : (2020Q4 Financial information has not been reviewed by accountants )

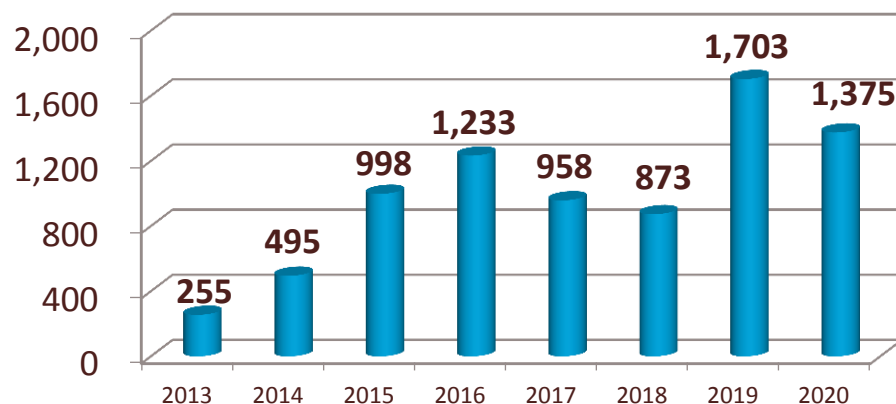
## EPS(dollars)



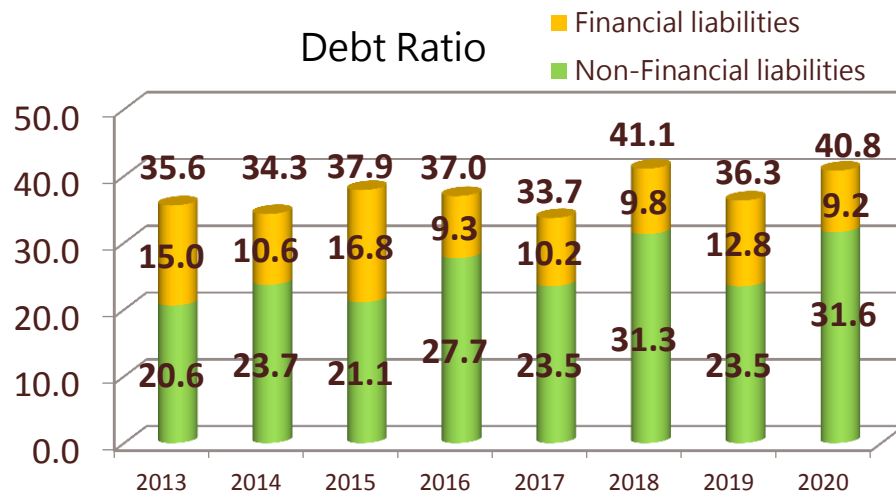
## ROE(%)



## Cash Inflow from Operating Activities



## Debt Ratio



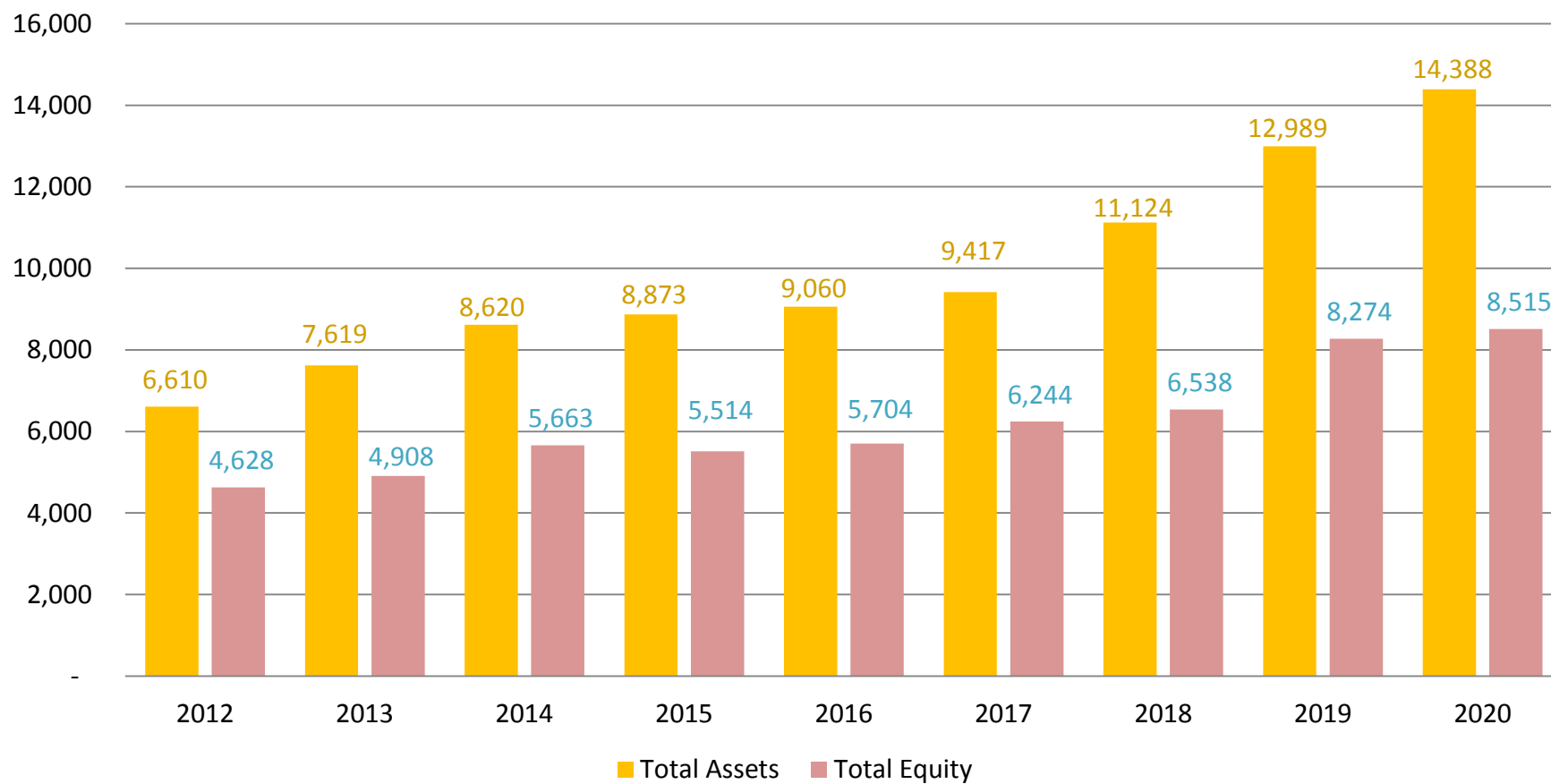
Unit : NTD mn ; %



# Financials

Note : (2020Q4 Financial information has not been reviewed by accountants )

Unit: NTD mn





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# Q & A

*Please give me your advice*



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