



# 鈺齊國際股份有限公司 (9802)

Fulgent Sun International (Holding) Co., Ltd.

2019.10



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

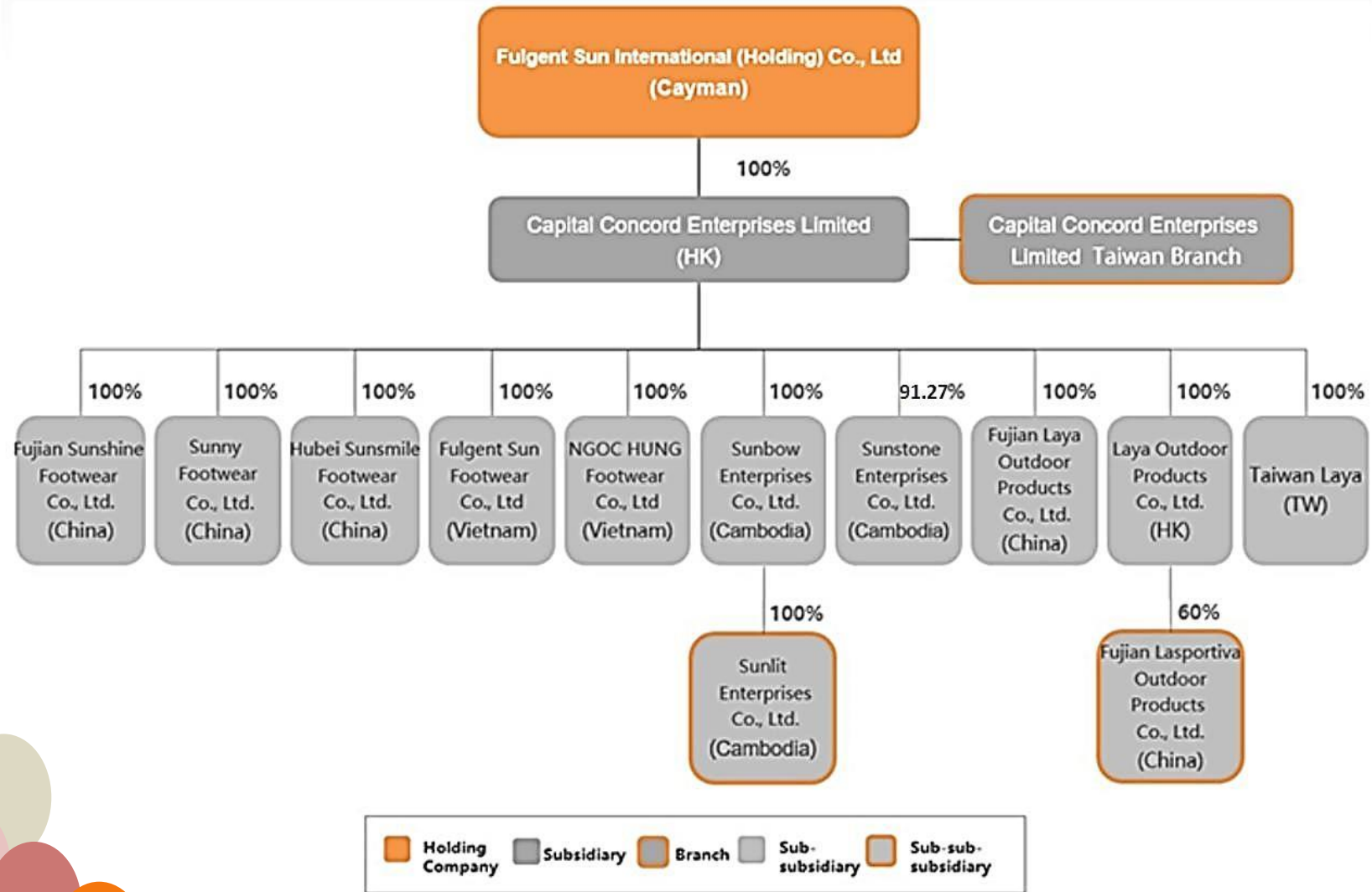
## About Fulgent Sun

- Ticker : 9802 TT
- Date of Incorporation : 1995
- The total paid-up capital : NT\$1.71bn (As of September 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 ~September  
Outdoor Footwear (87%) 、 **Sports Footwear** (12%)  
& Others (1%)
- Shareholding of Chairman and GM :  
46,973shares( 27.41%)
- 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

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
2019/Q3 Sales %	24.0%	64.3%	11.7%
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)

2018

2017

- Berghaus
- Decathlon
- Engelbert strauss
- Inov-8
- Jack Wolfskin
- K2
- Keen
- La Sportiva

- Mammut
- Meindl
- Salewa
- Timberland
- The North Face
- Under Armour
- Vans

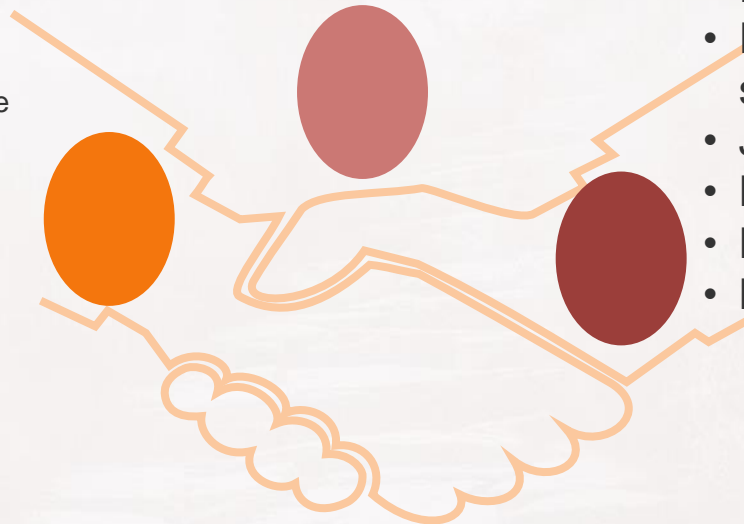
2019

- Berghaus
- Columbia
- Decathlon
- Engelbert strauss
- Inoveight
- Jack Wolfskin
- Keen
- La Sportiva
- Mammut

- Meindl
- Salewa
- Timberland
- The North Face
- Under Armour
- Vans

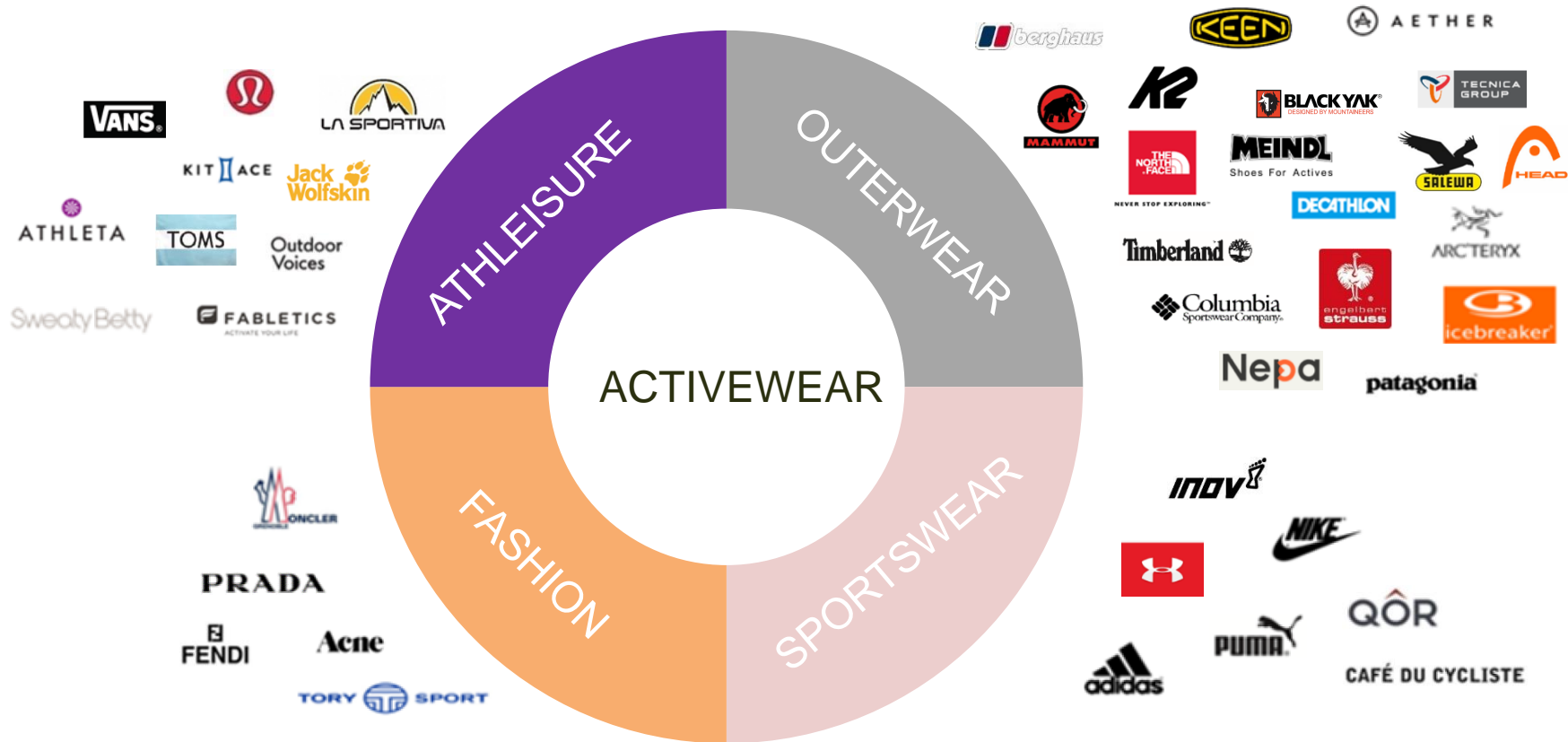
- Berghaus
- Blackyak
- Decathlon
- Eider
- Engelbert strauss
- Jack Wolfskin
- Keen
- La Sportiva
- Meindl

- 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**

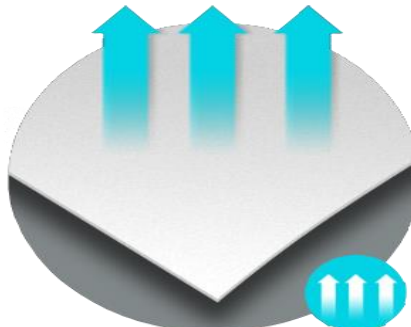
GORE-TEX footwear design passed Strict testing of Gore equipment ensures optimal performance

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



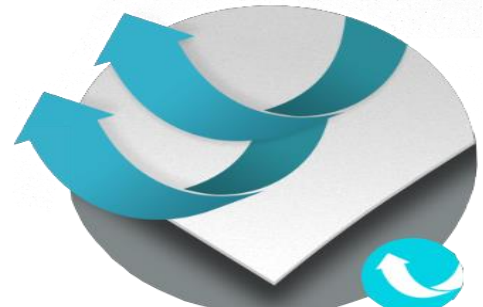
**Waterproof**

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

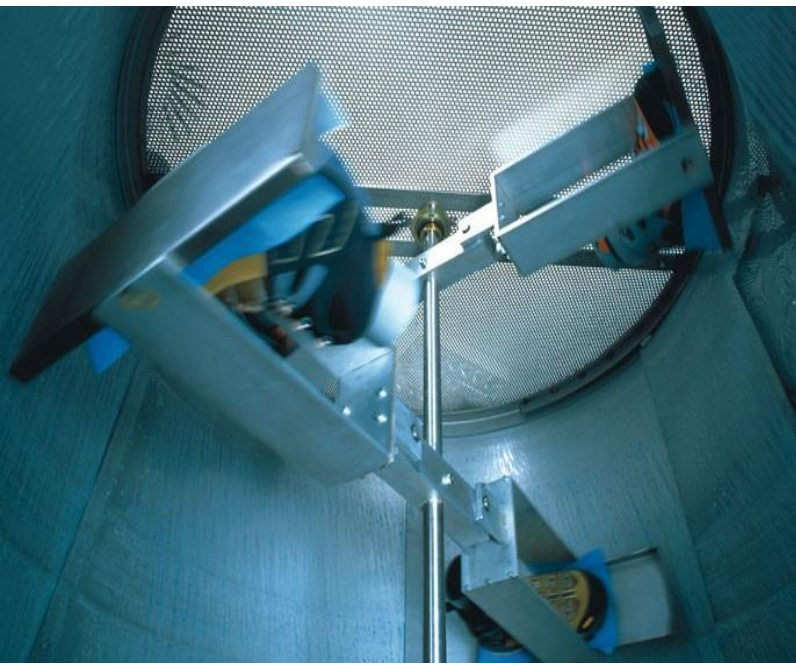
The Walking Simulator tests the waterproof performance of GORE-TEX® footwear. Test shoes are placed on flexible foot forms equipped with moisture sensors that are subject up to 200,000 steps in a water bath. If moisture enters the shoe, the testing stops and the sensor indicates the source of the leak.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



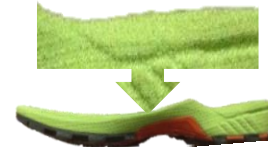
Dual density midsole



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

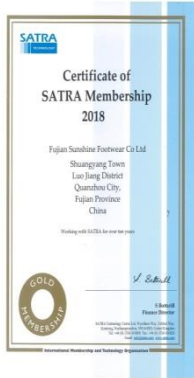


Anti-static Resistant Oil





# Company Honor



**SATRA Board Member  
&  
Certificate of Lab**



**WFSGI Member**



**AEO Certificate**



**ISO 9001:2015**

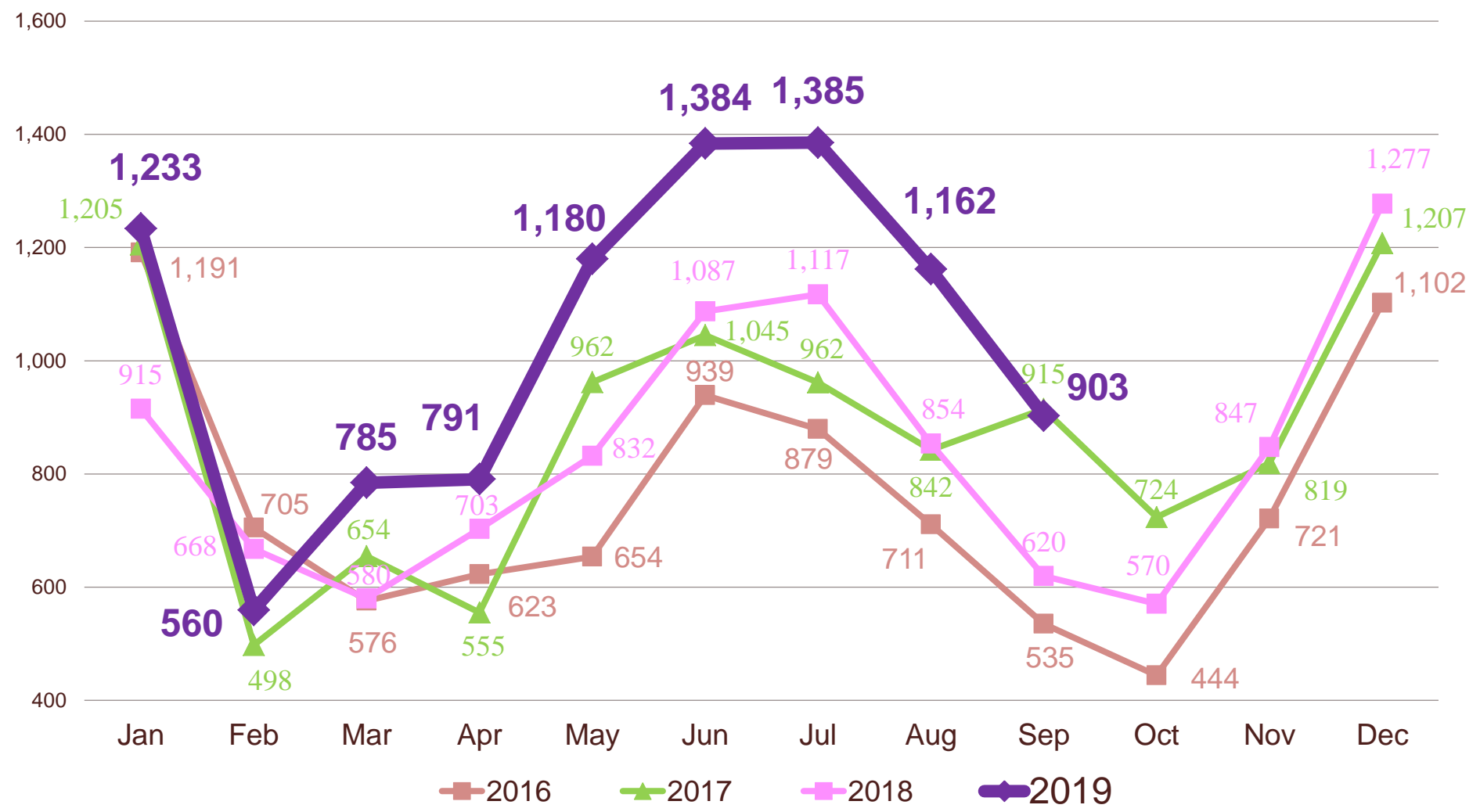


**Gore-Tex Certificate**

## Social Responsibility

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

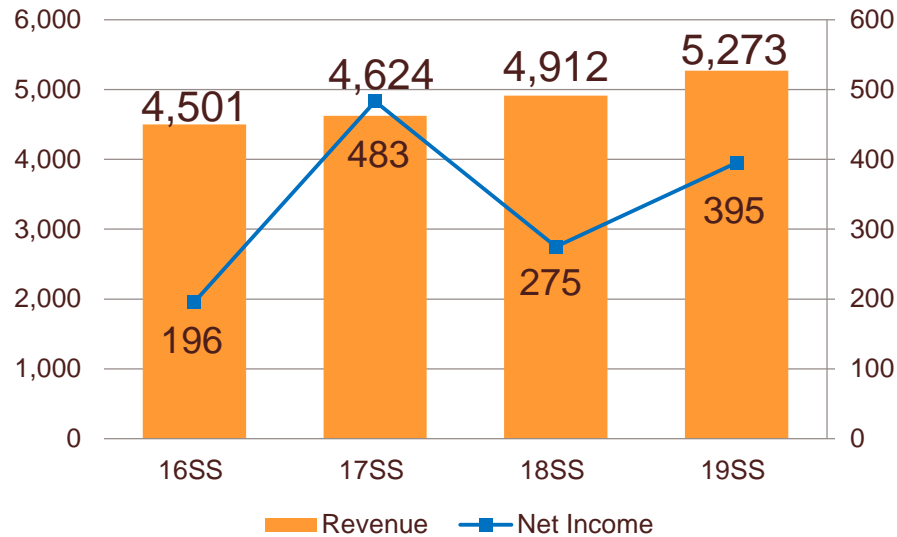
# Revenue Trend I



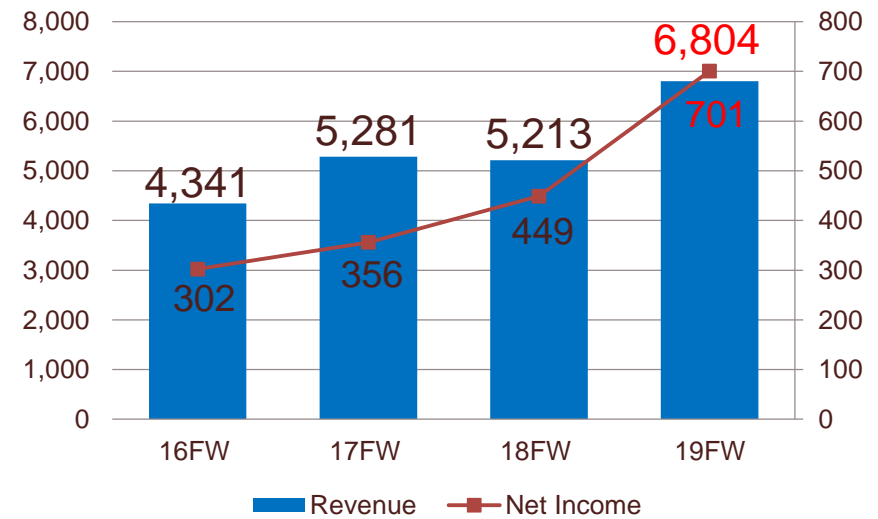
Unit: NTD mn

# Revenue Trend II

## Spring/Summer shoes(Q4~Q1)



## Fall/Winter shoes(Q2~Q3)



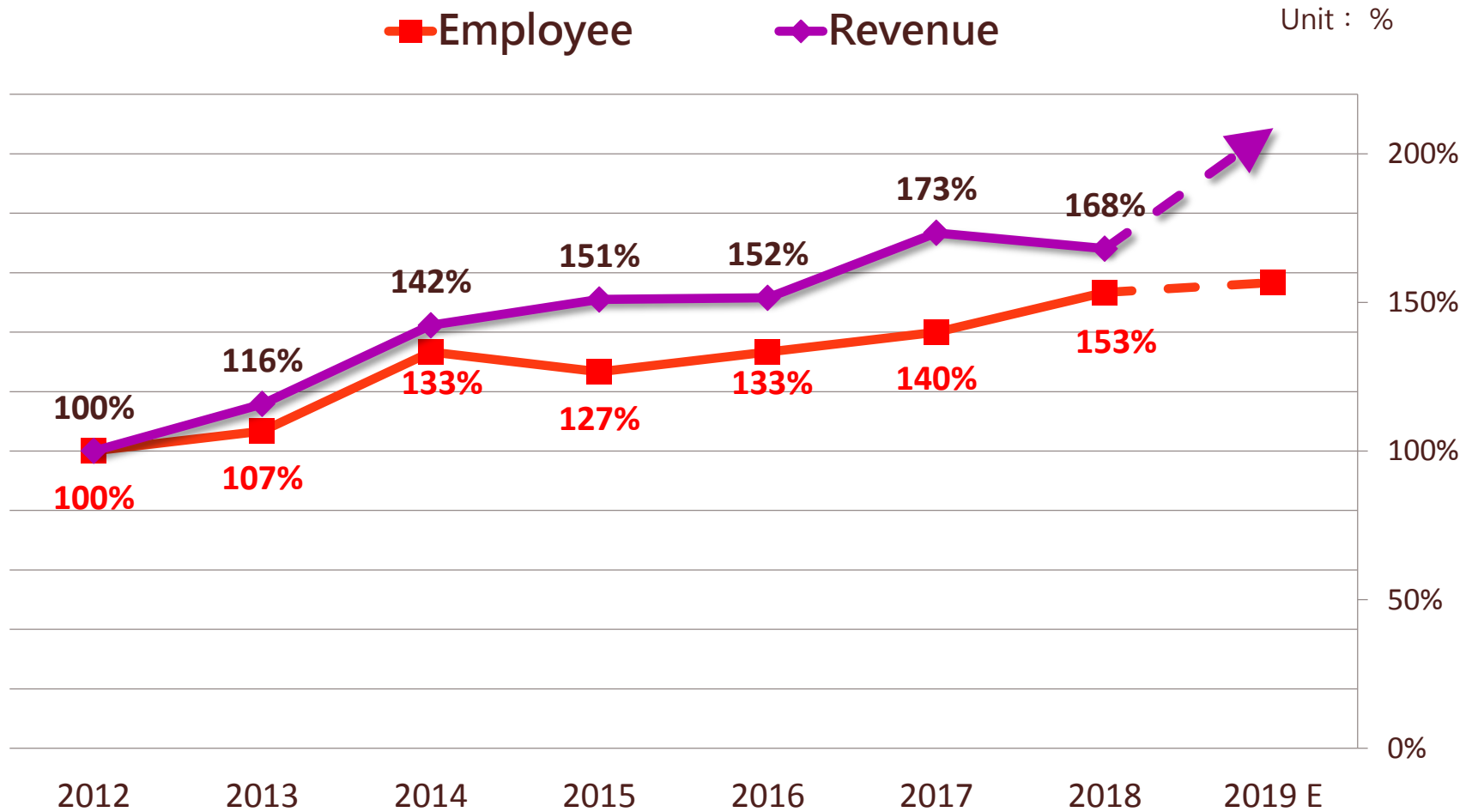
SS	Revenue	Net Income	FW	Revenue	Net Income
16SS	4,501	196	16FW	4,341	302
17SS	4,624	483	17FW	5,281	356
18SS	4,912	275	18FW	5,213	449
19SS	5,273	395	19FW	6,804	701

Unit: NTD mn

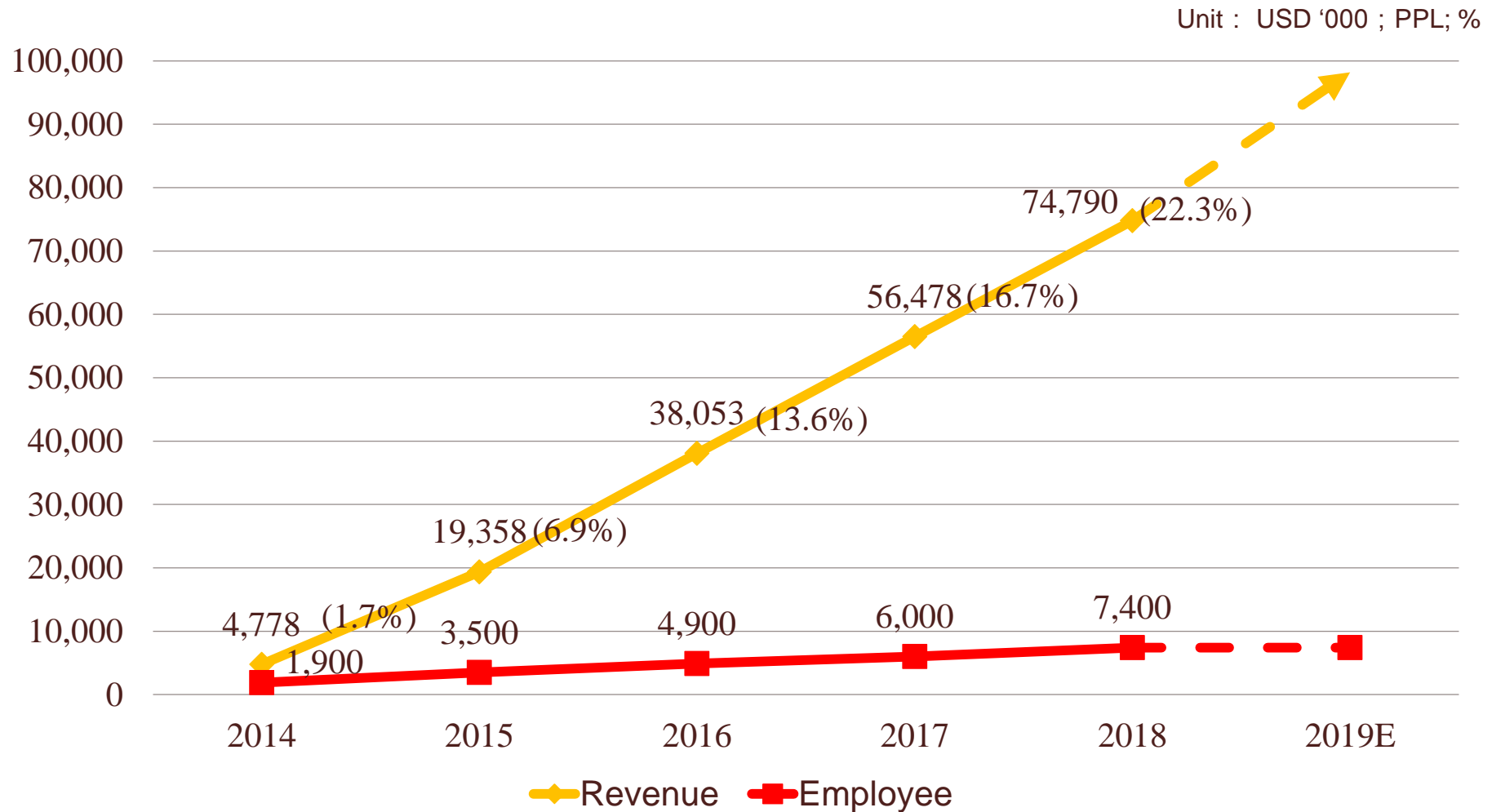


鈺齊國際

# Revenue & Employee Growth Trend(Group)



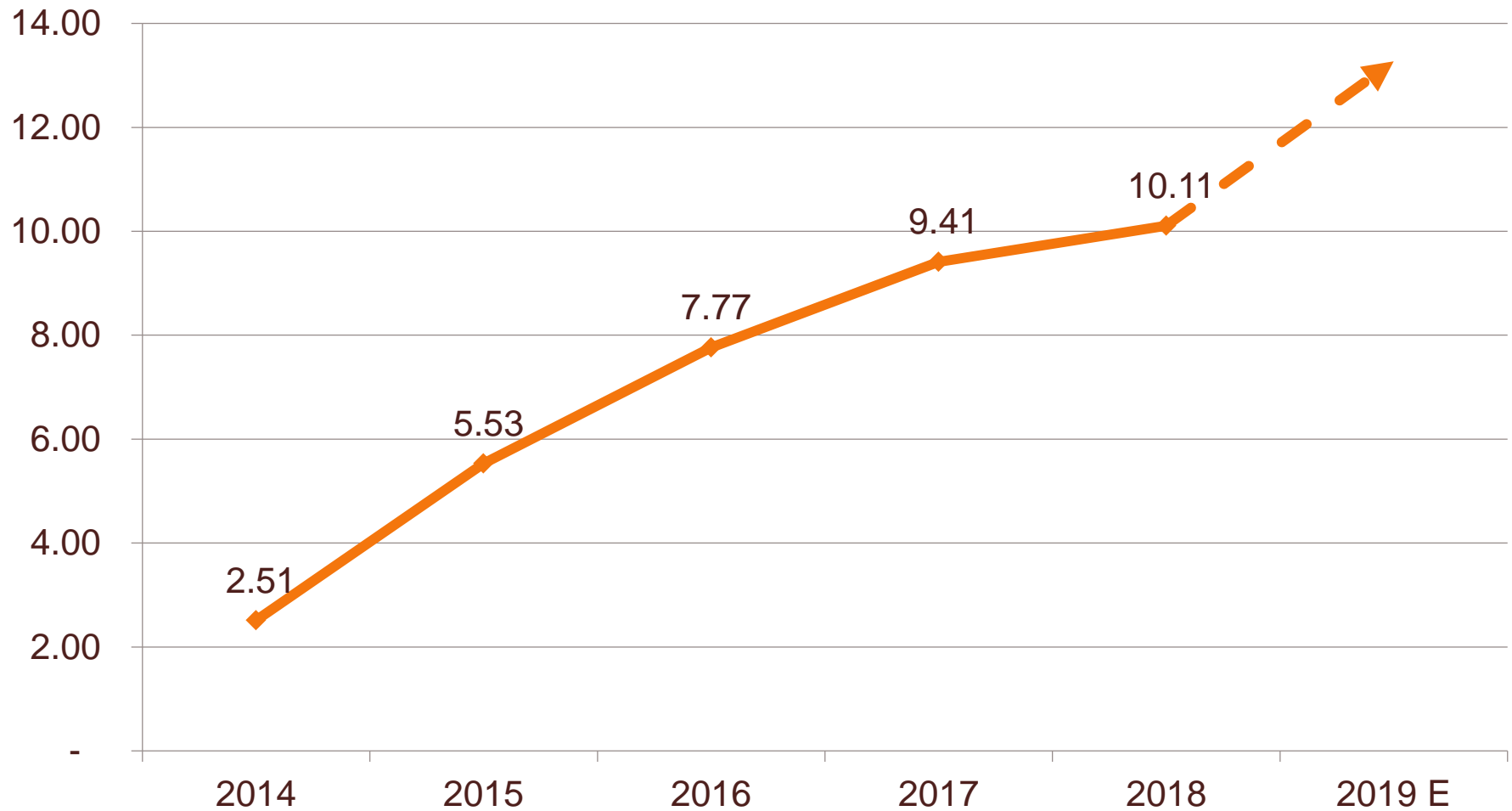
# Revenue & Employee Growth Trend(Sunbow)



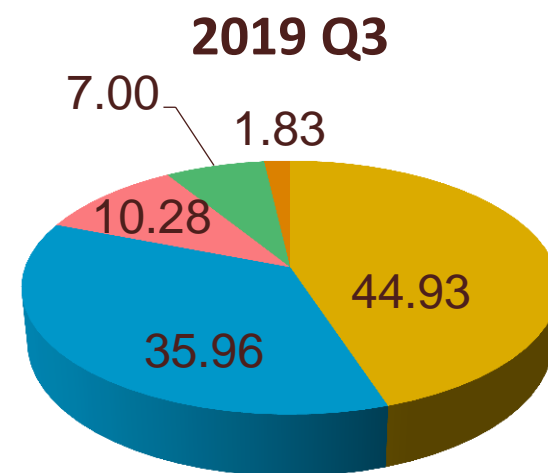
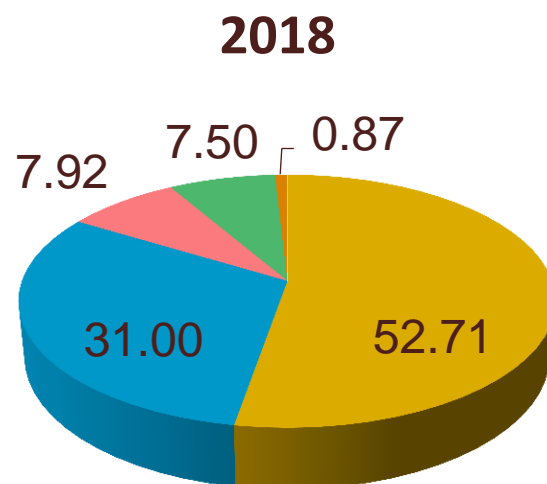
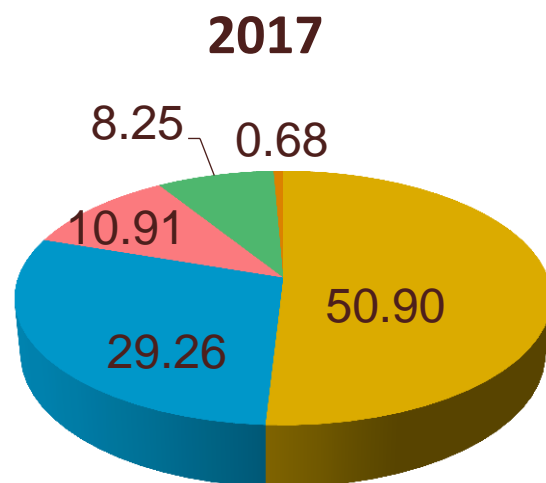


# Production Contribution per Employee Trend(Sunbow)






Unit : USD '000



# Area Percentage of Revenue

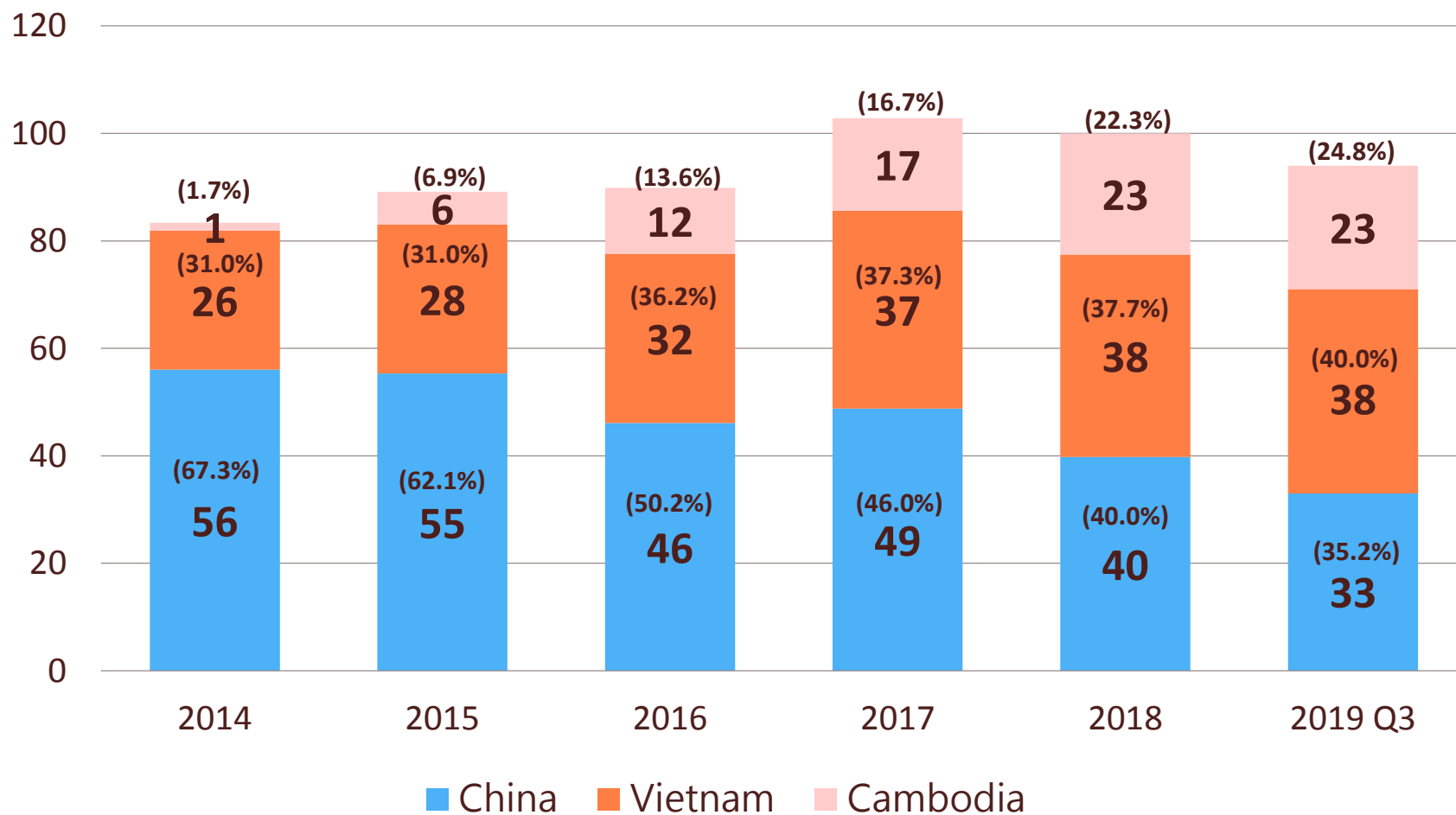


Unit : %

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
2019Q3	44.93	35.96	10.28	7.00	1.83	100

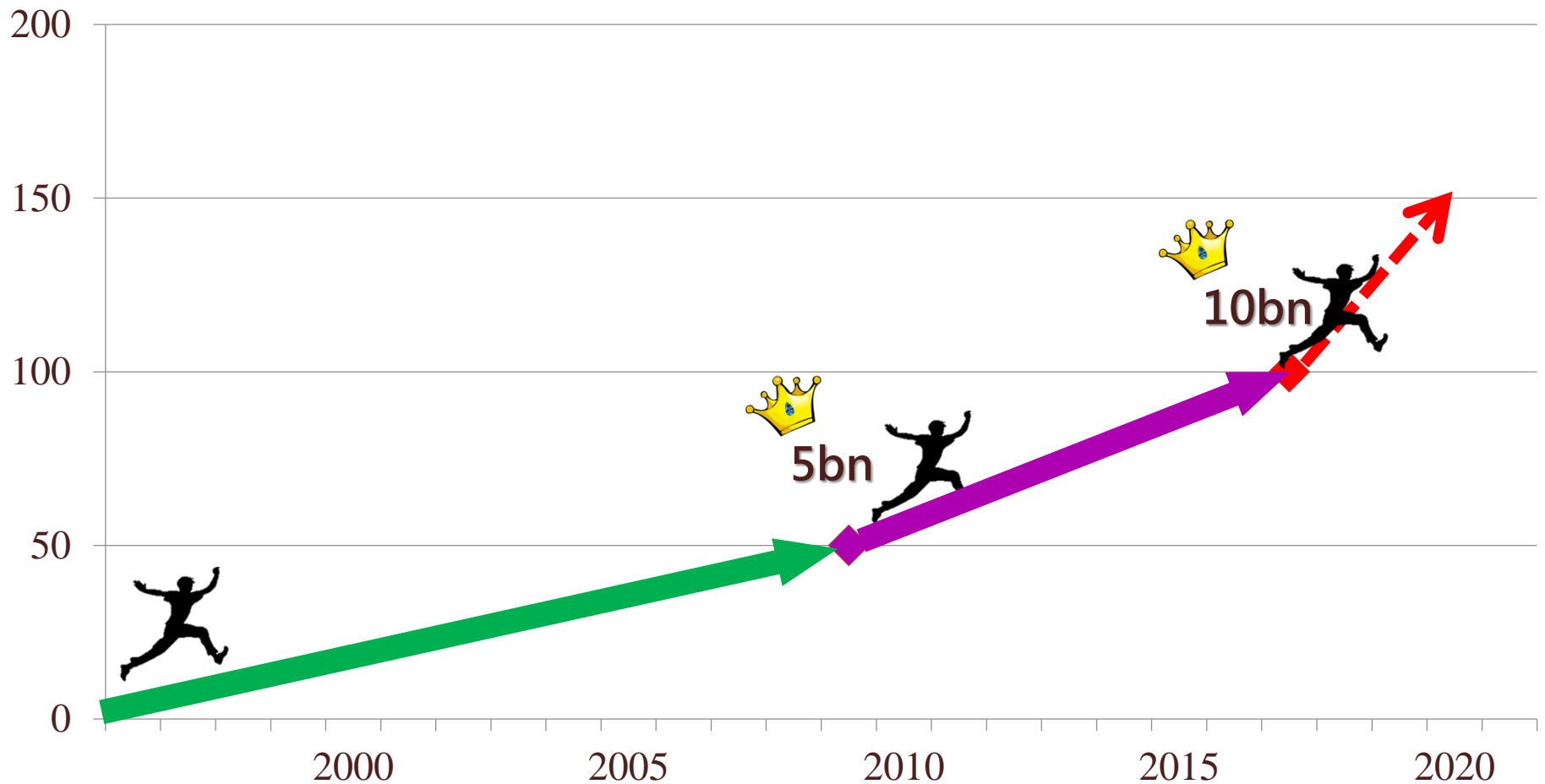
# Capacity

Unit : NTD 100mn ; %



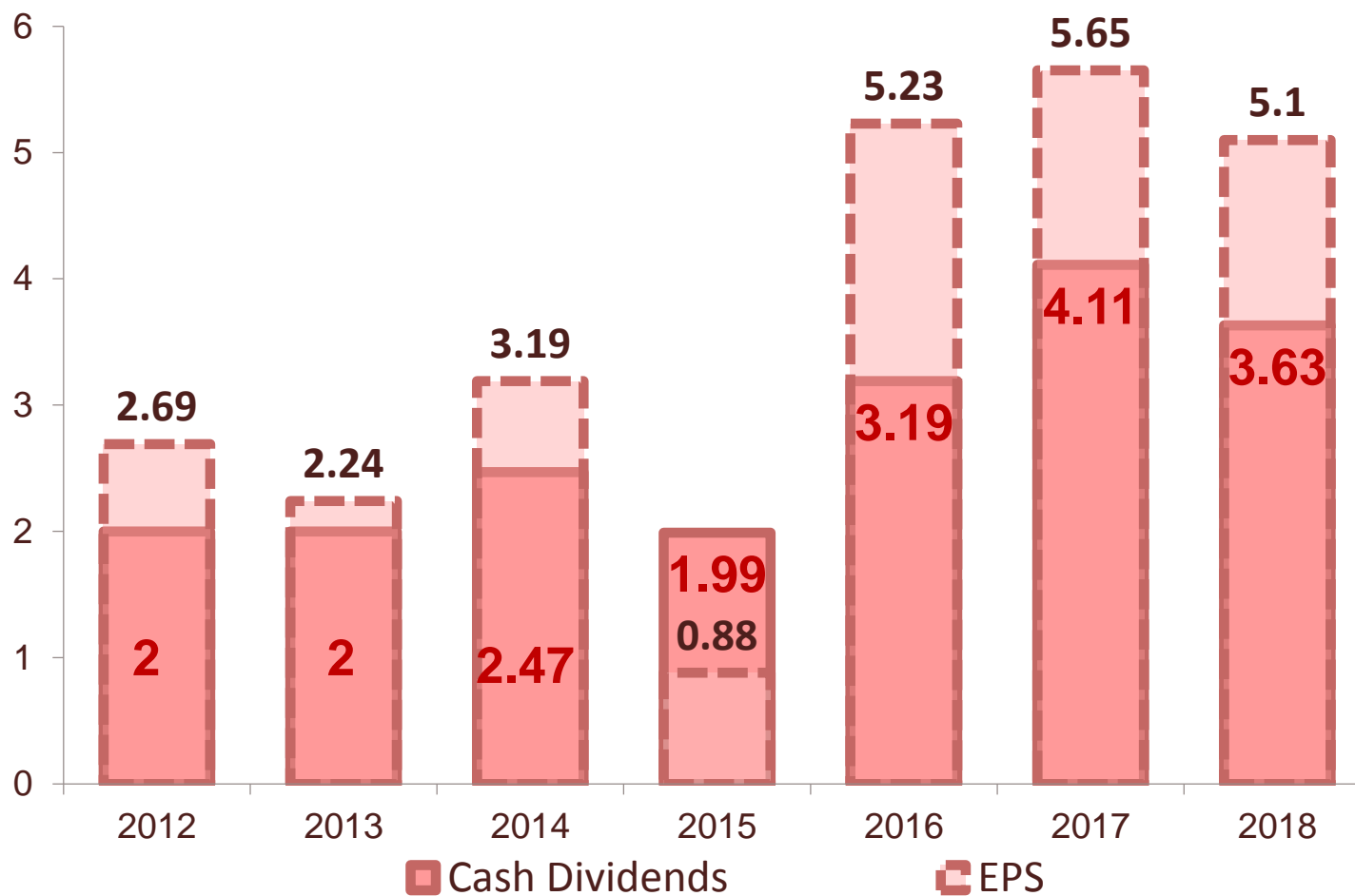
# Revenue Growth Trend(Group)

Unit : NTD 100mn



# Dividends

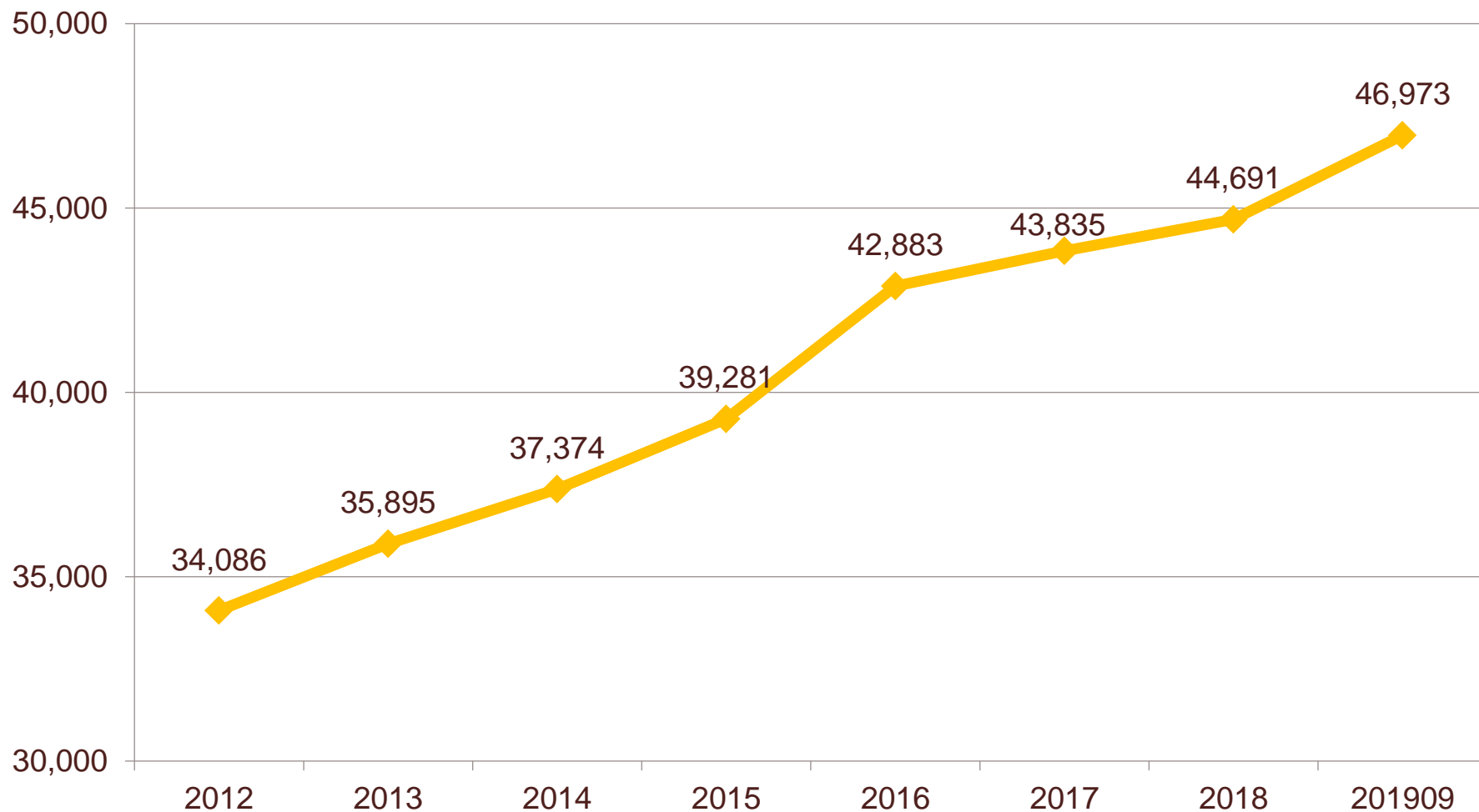
Unit : NTD





# 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 : (2019Q3 Financial information has not been reviewed by accountants)

Period Account	2018					2019			
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Total
Revenue	2,163	2,622	2,590	2,695	10,070	2,578	3,354	<b>3,450</b>	9,382
Gross Profit	422	408	442	541	1,813	506	534	673	1,714
Gross Profit Margin(%)	19.5	15.5	17.1	20.1	18.0	19.6	15.9	<b>19.5</b>	18.3
Operation expenses	230	245	237	267	979	243	248	296	788
Operating expense ratio(%)	10.7	9.3	9.1	9.9	9.7	9.4	7.4	8.6	8.4
Operating profit	192	163	205	274	834	262	286	378	926
Operating profit Margin(%)	8.9	6.2	7.9	10.2	8.3	10.2	8.5	<b>11.0</b>	9.9
Net income	99	240	211	193	743	205	297	<b>406</b>	908
EPS	0.68	1.65	1.45	1.32	5.10	1.34	1.85	<b>2.44</b>	5.65

Unit: NTD mn/ EPS : NTD



# Financials

Note : (2019Q3 Financial information has not been reviewed by accountants)

Account	2018Q3	2019Q3	YoY	2018Q1-Q3	2019Q1-Q3	YoY
Revenue	2,590	3,450	33.2	7,375	9,382	27.2
Gross Profit	442	673	52.4	1,272	1,714	34.7
Gross Profit Margin (%)	17.10%	19.50%	—	17.20%	18.30%	—
Operation Expenses	237	296	25.2	712	788	10.7
Operating Expense Ratio (%)	9.10%	8.60%	—	9.60%	8.40%	—
Operating Profit	205	378	83.6	560	926	65.2
Operating Profit Margin (%)	7.90%	11.00%	—	7.60%	9.90%	—

Unit: NTD mn



# Financials

Note : (2019Q3 Financial information has not been reviewed by accountants)

Account	2018Q2-Q3	2019Q2-Q3	YoY
Revenue	5,213	6,804	30.5
Gross Profit	850	1,208	42.1
Gross Profit Margin (%)	16%	18%	
Operation Expenses	481	544	13.1
Operating Expense Ratio (%)	9.2%	8.0%	
Operating Profit	369	664	80.0
Operating Profit Margin (%)	7%	9.8%	

Unit: NTD mn





# Financials

Note : (2019Q3 Financial information has not been reviewed by accountants)

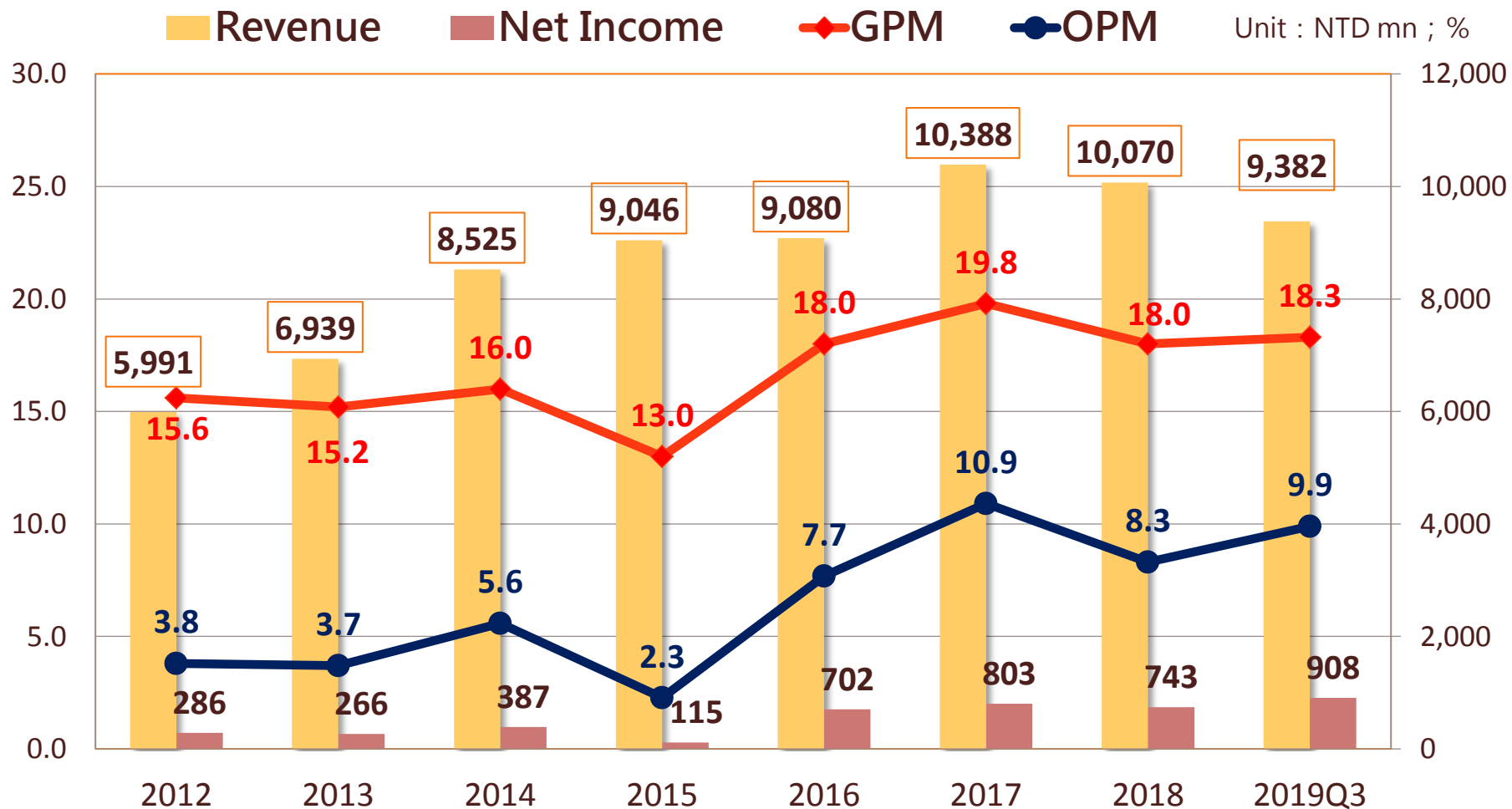
Account	2019Q2	2019Q3	QoQ
Revenue	3,354	3,450	2.8
Gross Profit	534	673	26.0
Gross Profit Margin (%)	15.9%	19.5%	—
Operation Expenses	249	296	18.9
Operating Expense Ratio (%)	7.4%	8.6%	—
Operating Profit	286	378	32.1
Operating Profit Margin (%)	8.5%	11.0%	—

Unit: NTD mn



# Financials

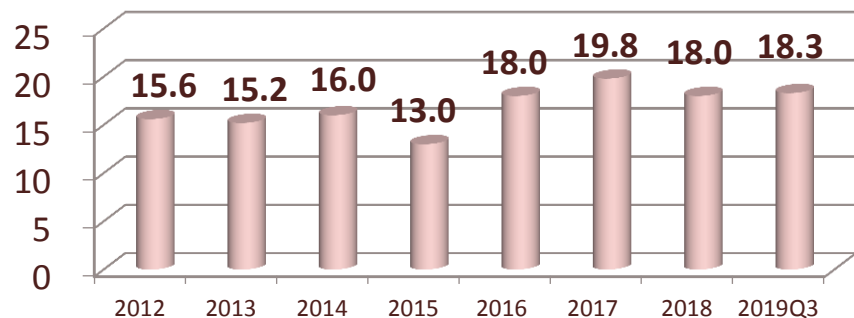
Note : (2019Q3 Financial information has not been reviewed by accountants)



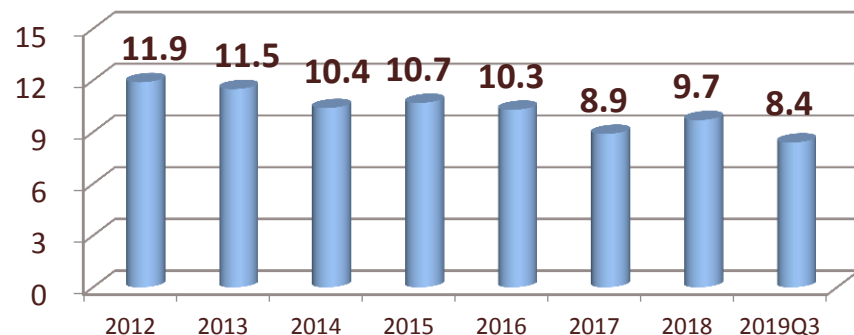
# Financials

Note : (2019Q3 Financial information has not been reviewed by accountants)

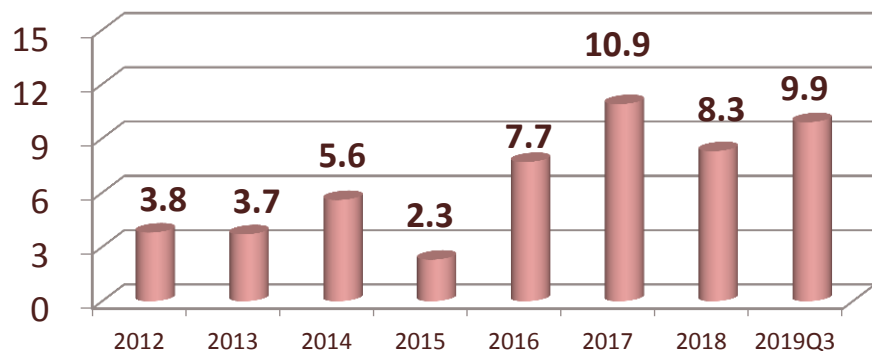
## Gross Profit Margin



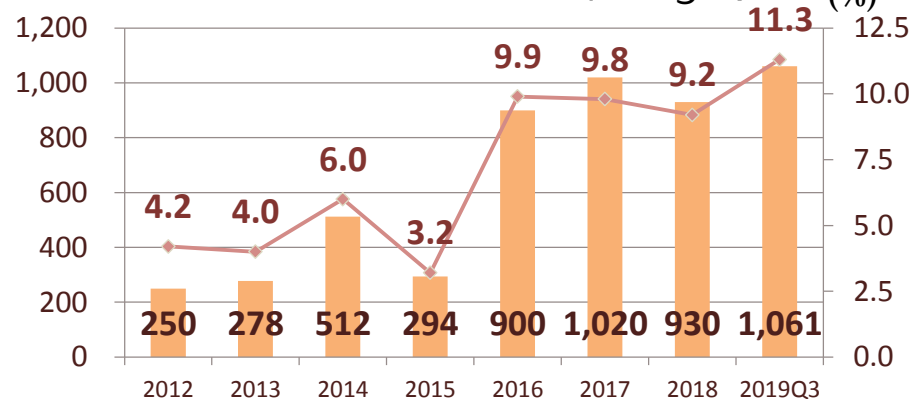
## Operating Expense Ratio



## Operating Profit Margin



## Pre-tax Net Income(Margin)



Unit : NTD mn ; %

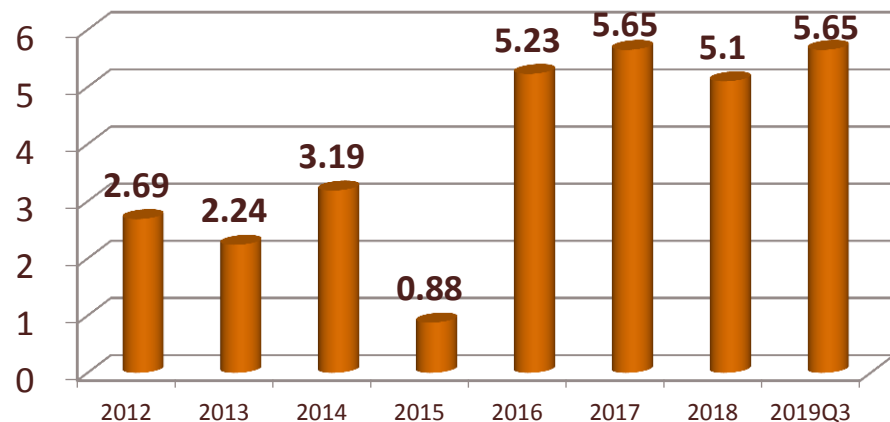


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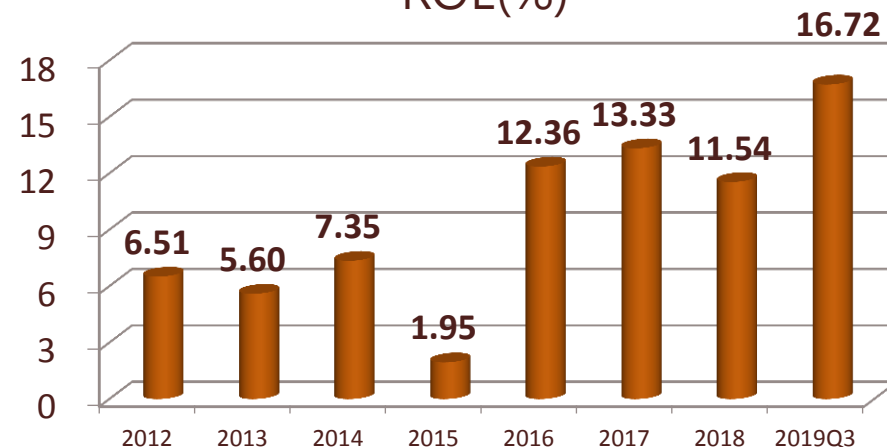
# Financials

Note : (2019Q3 Financial information has not been reviewed by accountants)

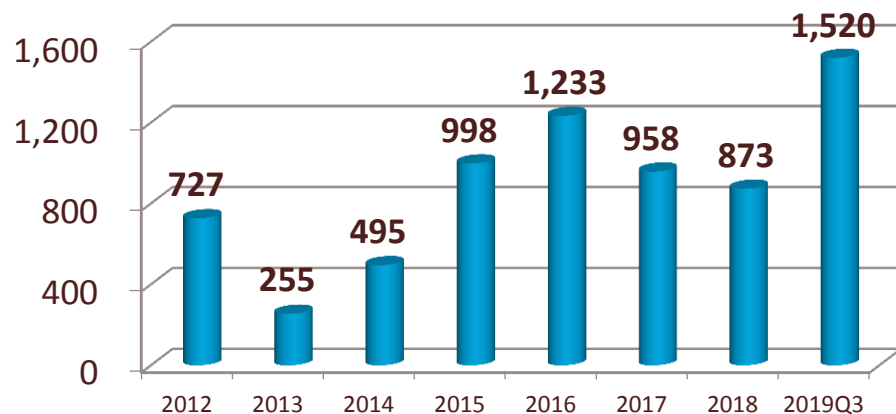
## EPS(dollars)



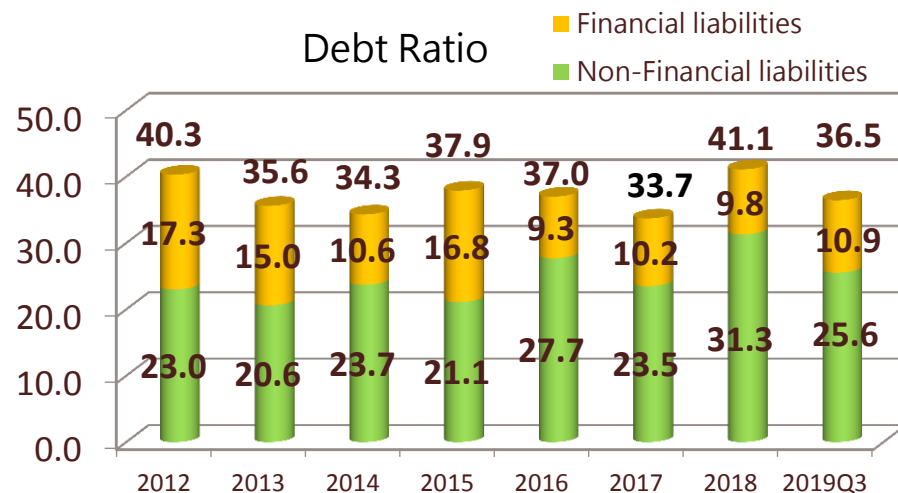
## ROE(%)



## Cash Inflow from Operating Activities



## Debt Ratio



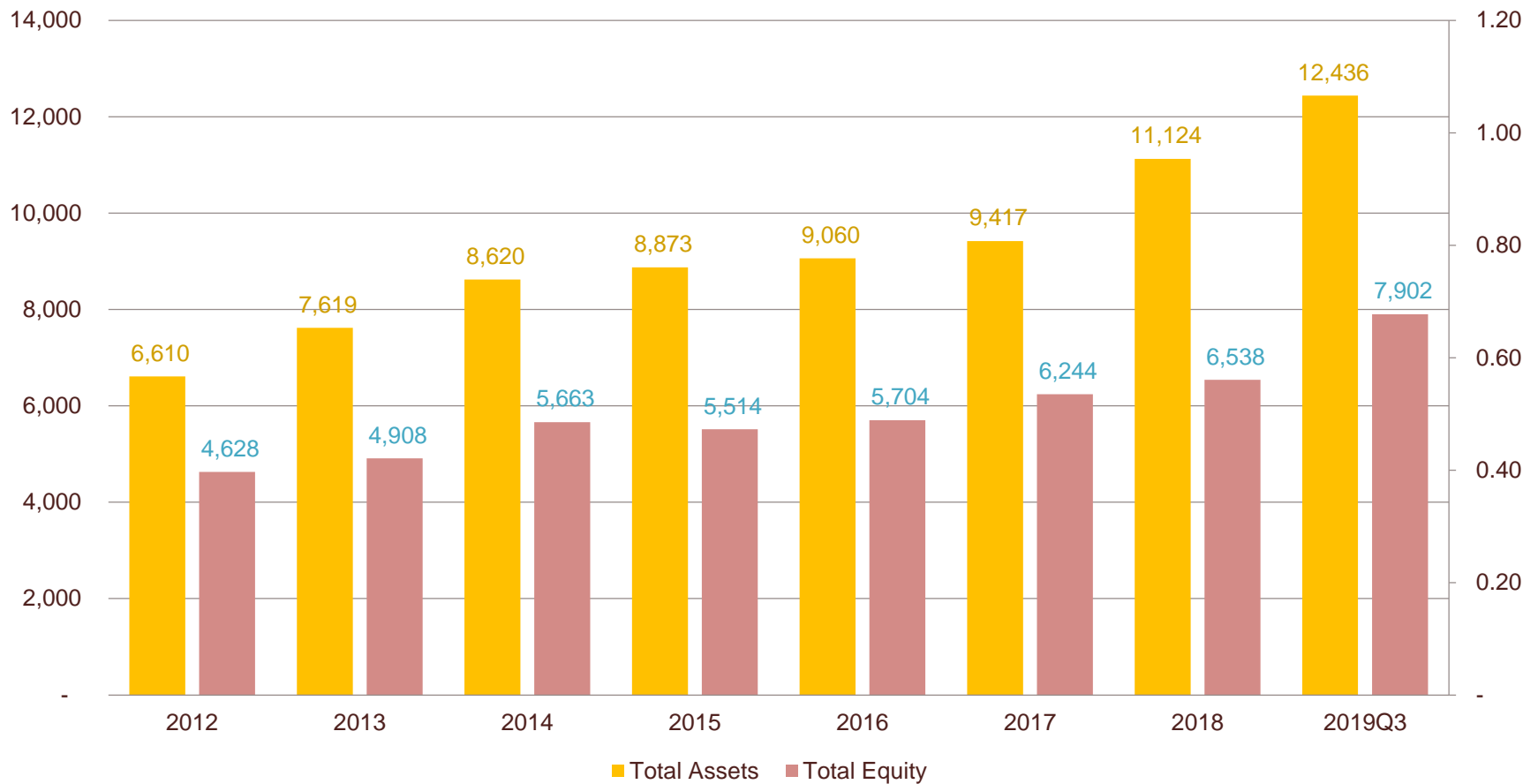
Unit : NTD mn ; %



# Financials

Note : (2019Q3 Financial information has not been reviewed by accountants)

Unit: NTD mn, %



# Fulgent Sun Group



**Fulgent Sun  
Group**

The time when spring breezes bring the news of the flowers.  
The red sun rises from the east.