

Honmyue Enterprise Co.,LTD (1474) ·

2022 Investor Conference

Weaving a better world with you. Together.

2022/04/19

WEAVING A BETTER WORLD. TOGETHER.



Disclaimer



- The information published in this conference is for our company use only , including Operating Achievements 、 Financial Status & Business development.
- Our Company never announce Financial Forecast , and the opinions of Company' s financial 、 Business 、 Q&A and Business development might be slightly different in the future. The causes of the differences could be varied from market 、 fluctuation of price 、 competitions 、 Global economics 、 Fluctuation of International Exchange 、 bargain of suppliers, to Risk factors that could not be controlled 。
- This conference represents our company' s view of the future. We will not be responsible for updating any changes or adjustments.

Agenda

- Company History
- Financial Statement
- Market trend-Marketing and development
- New development
- Q&A

Company Introduction

Mr.Hsu
Spokesman
Assistant manager

Company information



Milestone

Found in
1970

Listed in
1999

IPO in 2000

Capital

NTD
1.298
billion

EPS

2019 : 14.45

2020 : 15.21

2021 : 15.93

Certification

1998.02 : ISO9002

2008.05 : ISO14001

2010.11 : BLUE SIGN

2012.07 : GMP

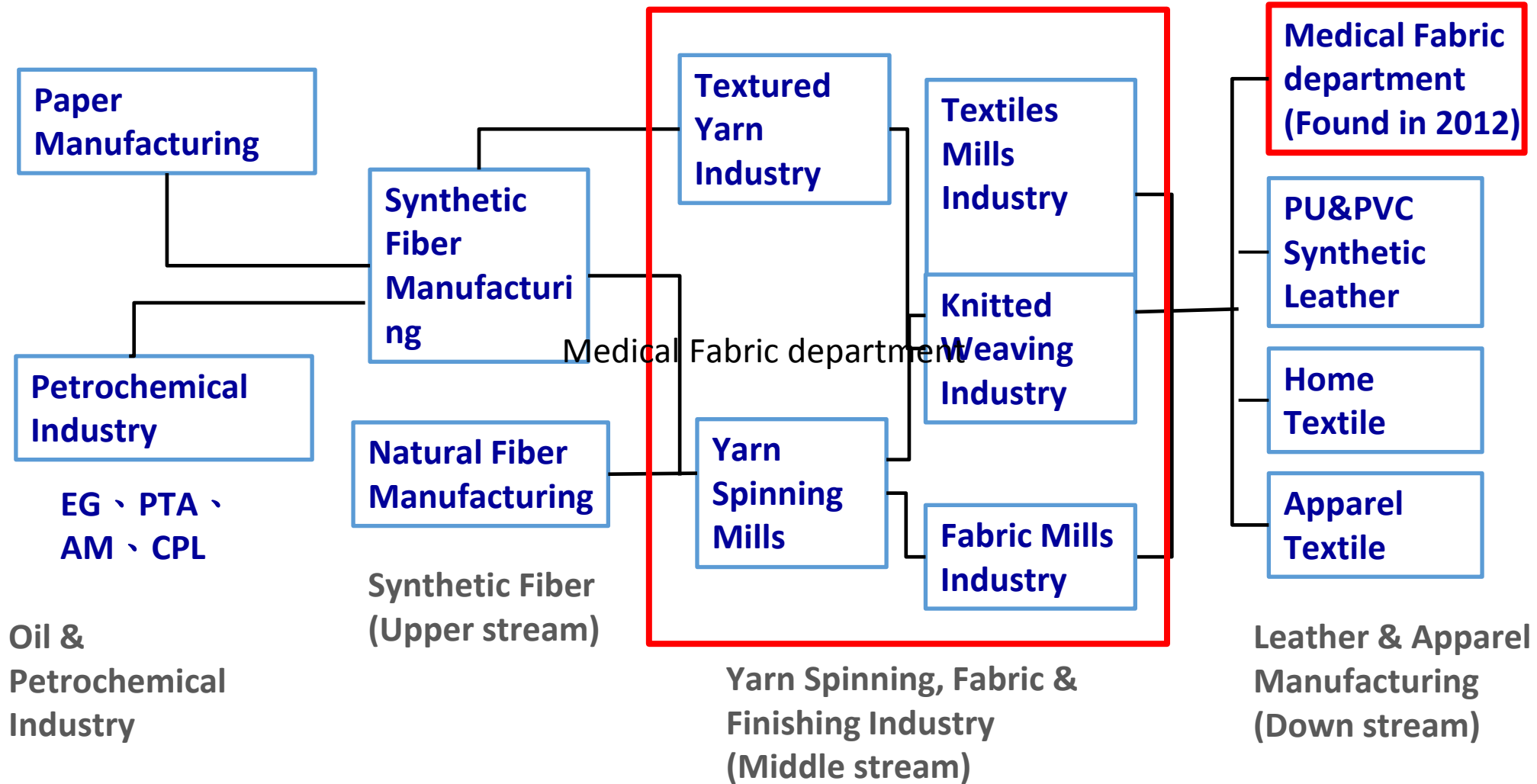
2015.08 : ISO9001

2020.09 : GRS

Textile Supply Chain



Honmyue



Production Site



Taiwan :

- ◎Chenghua (HQ)
 - Shengang/Hemei/Chuansing (Weaving)
- ◎Honmyue Taipei Office
- ◎Nuwa Enterprise Co., LTD.
- ◎Yu Zhan Startup Co.,LTD(Dying)



China :

- ◎Honmyue Textile(Zhejiang)Co.,LTD.
- ◎Jiujiang DeYu Co., Ltd. (Planning)

Vietnam :

- ◎Grand and Great Textile.(Joint Venture)

Product Application



Industrial Fabrics



Apparel Fabrics



Furnishing Fabrics



Medical
Textiles

Industrial Fabric



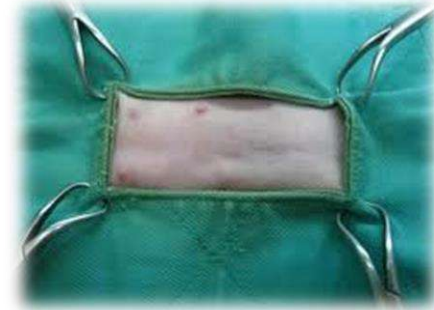
Apparel Fabric



Furnishing Fabric



Medical Textile



Corporate Social Responsibility



- Raise 「Changhua County Honmyue charity」 , participate in social welfare, support disadvantaged in the community.
- Beach cleanup 、 reduce polyester bottle 、 trees-planting.....etc 。
- Donate scholarship to poor people 、 blood donation 、 book donation..etc. 。
- Donate fire engine 、 fire equipment 、 fabric to prison and school 。



105學年度 第二學期

弘裕慈善會 獎助學金

目的：為回饋鄉里，並幫助家境清寒之優秀國、高中學生，鼓勵與激發其向上精神，減少因經濟困難而無法就學或升學之遺憾，特設立此獎學金。

申請對象：
高中部：國立和美實驗學校、彰化縣立和美高中
國中部：彰化縣立和美高中附設國中部、彰化縣立和群國中、彰化縣立伸港國中、彰化縣立線西國中

申請資格條件：
● 獎學金對象：每人發予獎學金新台幣壹仟元整
● 高中部：每人發予獎學金新台幣貳仟元整
● 國中部：每人發予獎學金新台幣壹仟元整

申請資格條件：
(一)、品行及日常表現良好，家庭年收入低於70萬或經濟困難家庭狀況，且向申請其他獎助學金之同學。
(二)、高中部：平時內成績總分達前10名或為每學期平均成績達80分以上者即可申請。
(三)、國中部：有特殊需求之學生得特別提出申請。

申請日期：
即日起開始接受申請至106年11月15日截止收件。

申請方式：檢附條件之學生，請將附件檔案申請表及備齊相關文件，於申請期間內向就讀學校教務處報名。

詳細資料請見附件「獎助學金辦法」

Award record

2014 Ministry of Labor 「Balance in work and life Award」



2018 Ministry of Labor 「Labor Award」



2019 Changhua County 「Happy Enterprise 4 stars award」



2020 Ministry of Education 「Sports Enterprise Award」





Financial

consolidated income statement



unit : In thousands of NTD

Item	2021 Q3	2021 Q4	2021 01~12
Net Revenue	962,565	942,441	3,503,869
Operating Cost	832,628	837,562	2,988,217
Gross profit	129,937	104,879	515,652
Gross margin	13%	11%	15%
Income From Operations(Loss)	36,932	6,834	140,813
Net Income(Loss)	33,066	17,893	141,039
EPS (In NT\$ dollars)	0.26	0.14	1.11

consolidated income statement



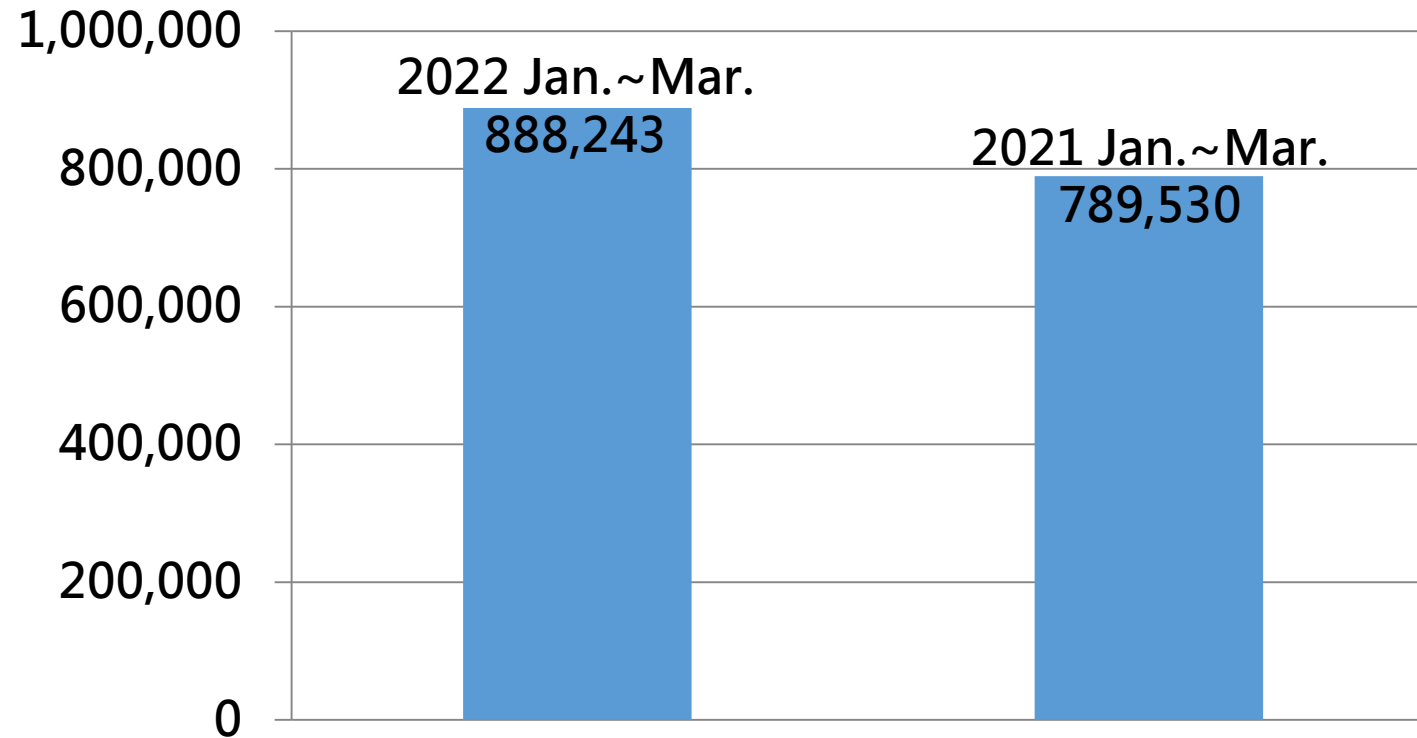
unit : In thousands of NTD

Item	2021	2020	Difference	
			Amount	%
Net Revenue	3,503,869	2,858,477	+645,392	22.58%
Operating Cost	2,988,217	2,456,391	+531,826	21.65%
Gross profit	515,652	402,086	+113,566	28.24%
Gross margin	15%	14%	+1%	
Income From Operations(Loss)	140,813	68,661	+72,152	105.08%
Net Income(Loss)	141,039	100,880	+40,159	39.81%
EPS (In NT\$ dollars)	1.11	0.83	+0.28	

Revenue

Consolidated revenue

unit : In thousands of NTD

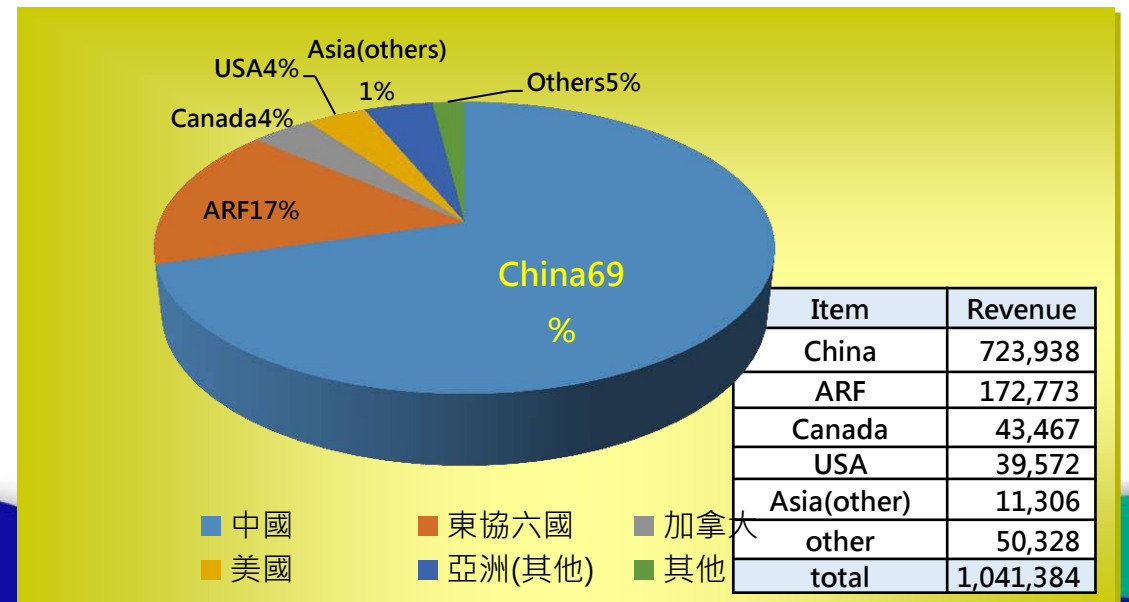
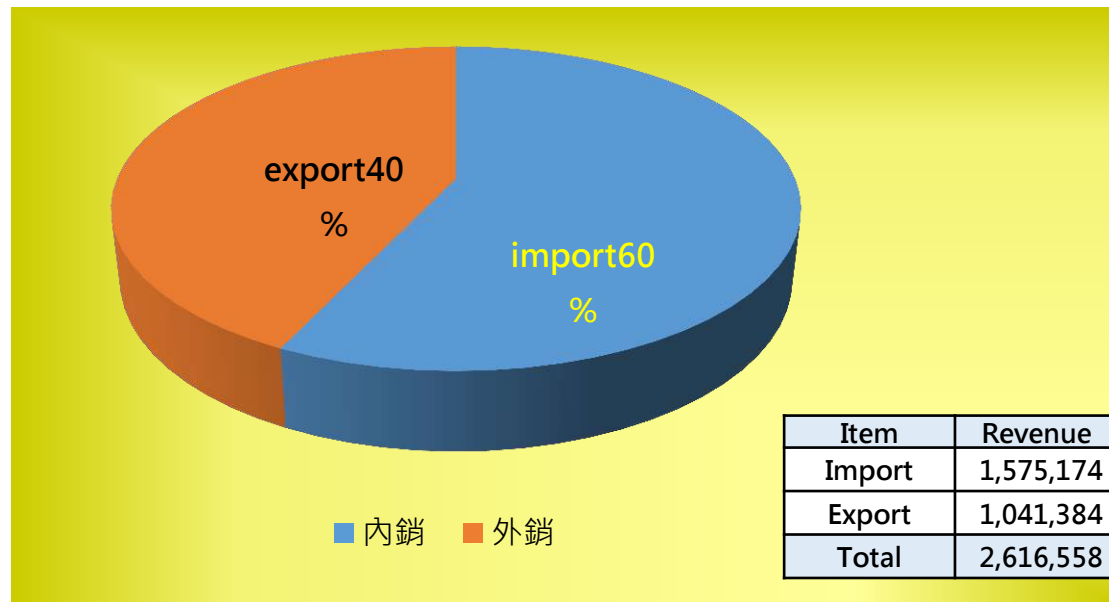
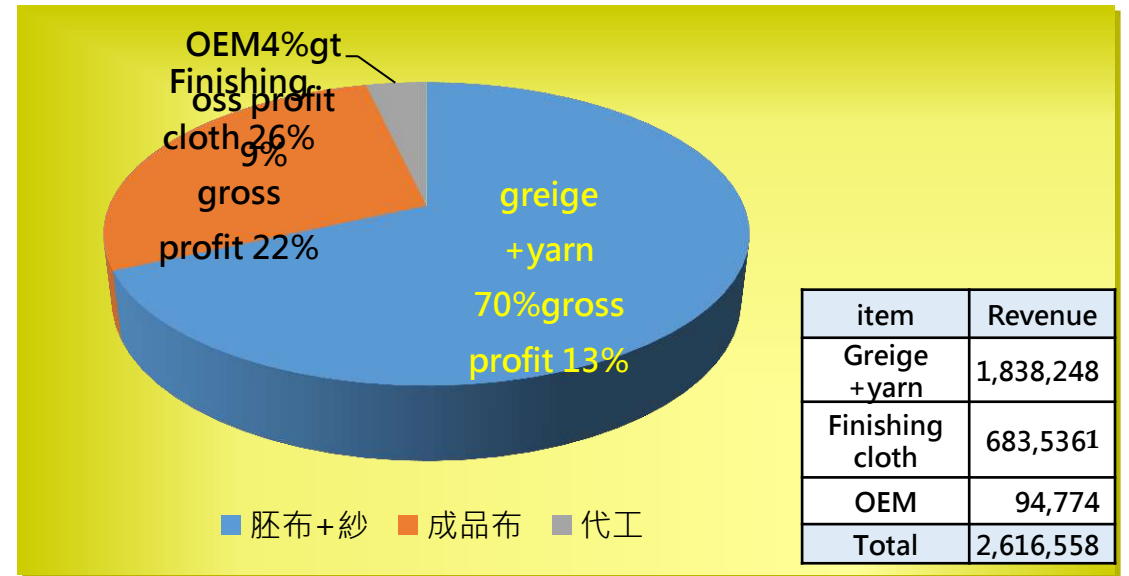
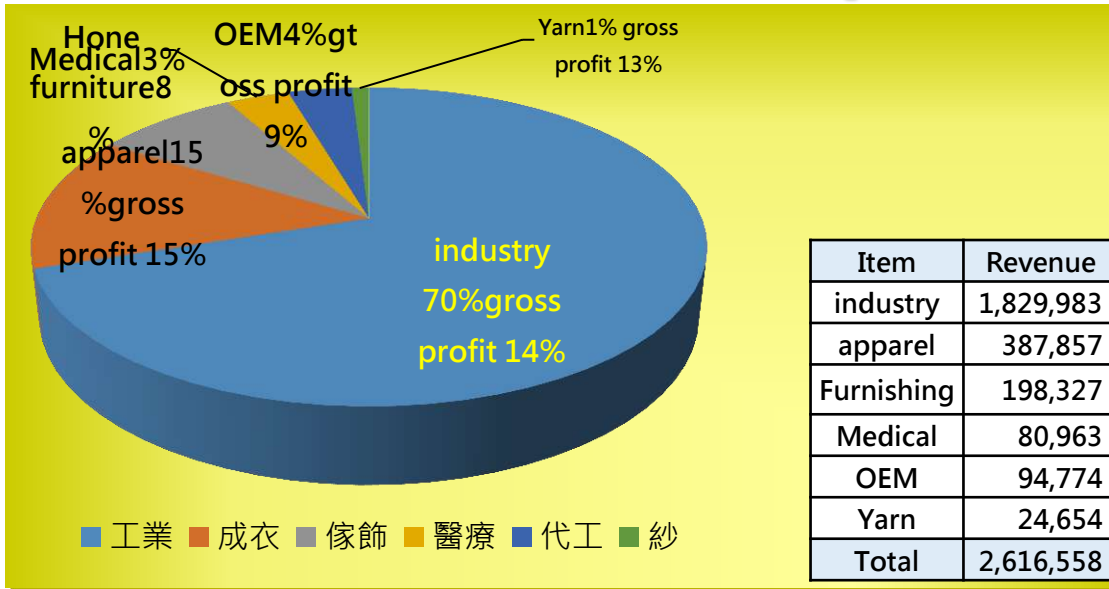


Year	2022 Jan. -March	2021 Jan. -March	Difference	
			Amount	difference
Revenue	888,243	789,530	+98,713	12.50%

Product portfolio(Taiwan)

2021.1-2021.12

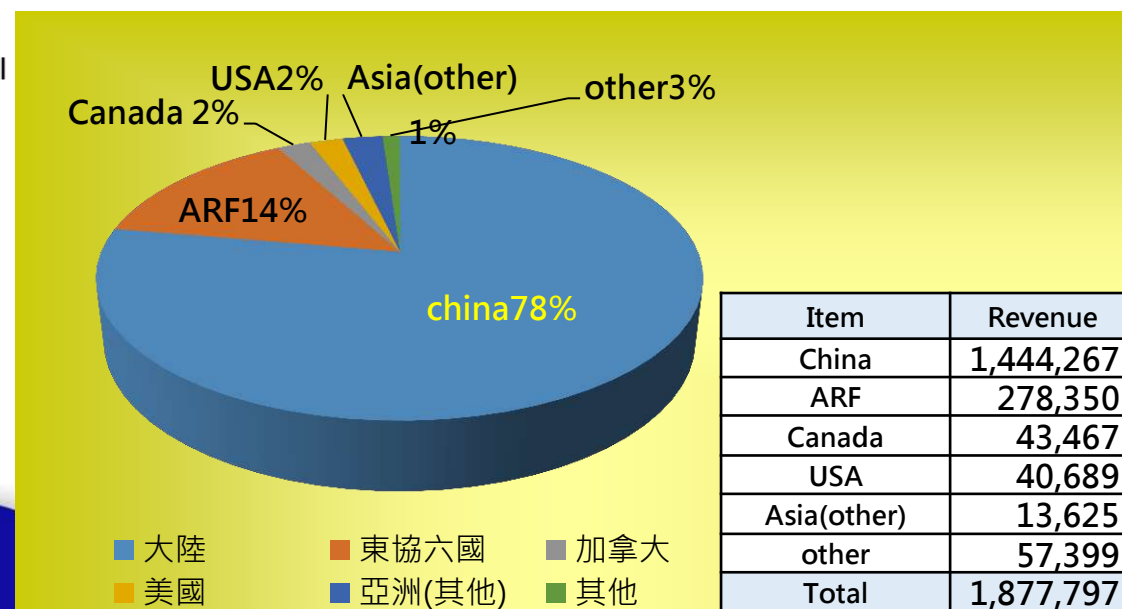
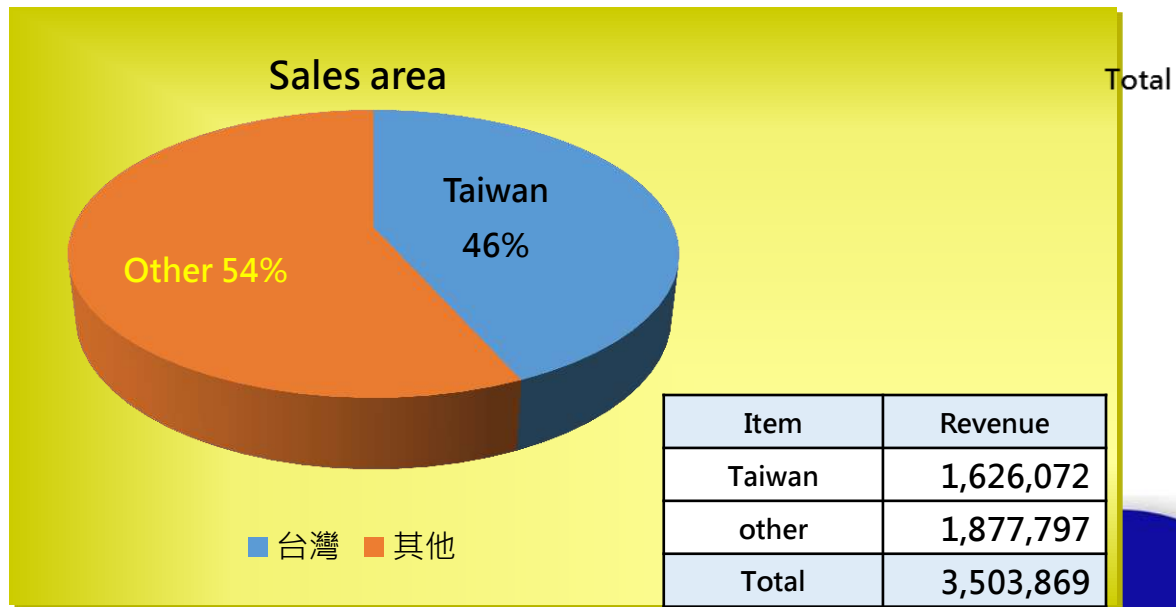
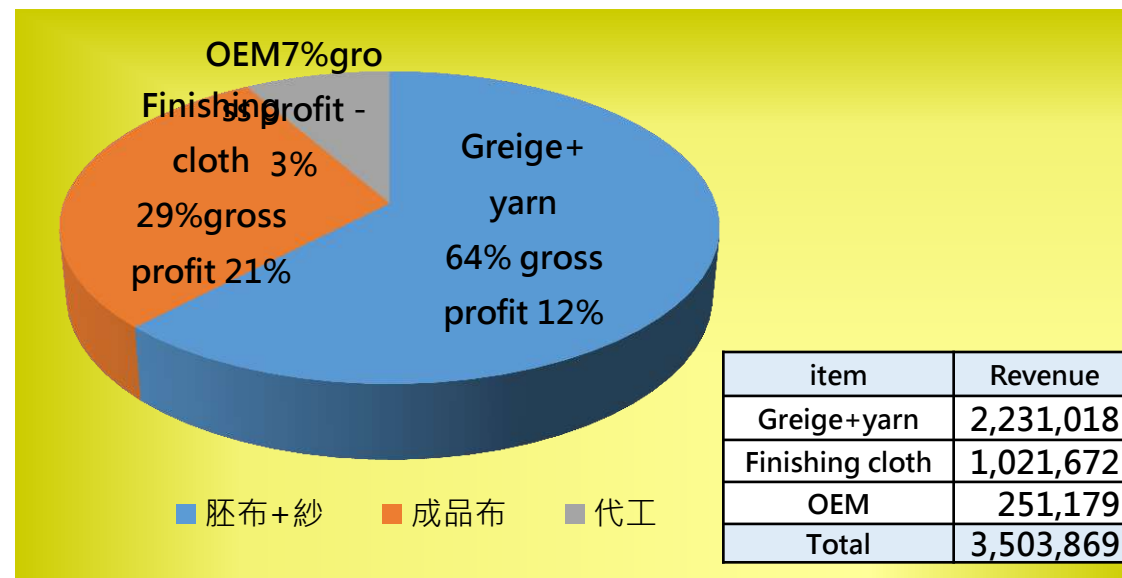
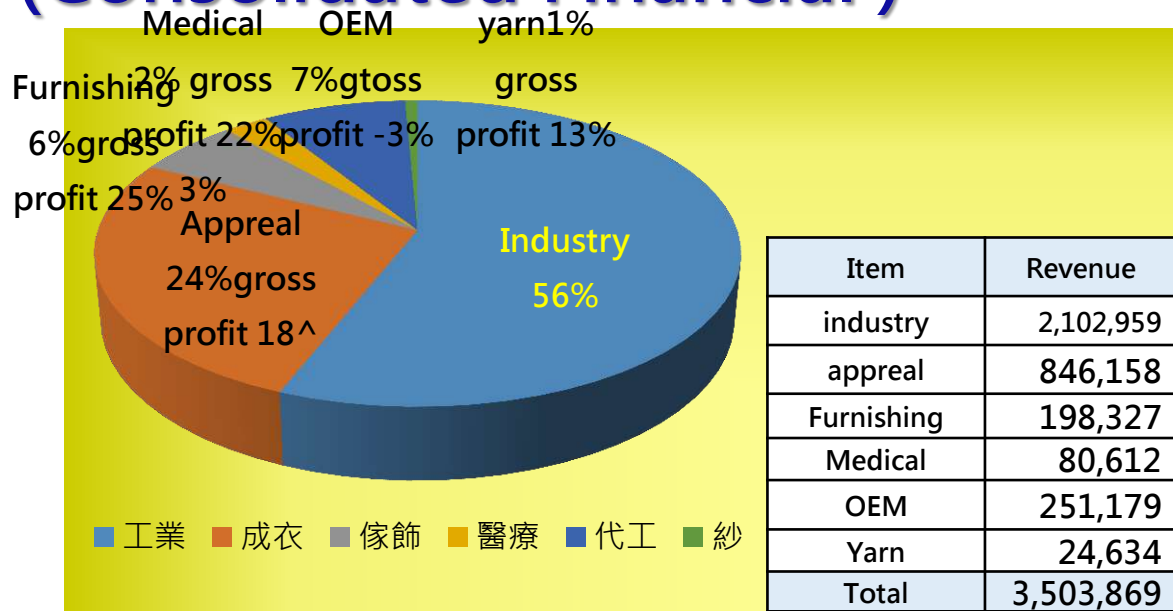
unit : In thousands of NTD



Product portfolio and gross profit (Consolidated Financial)

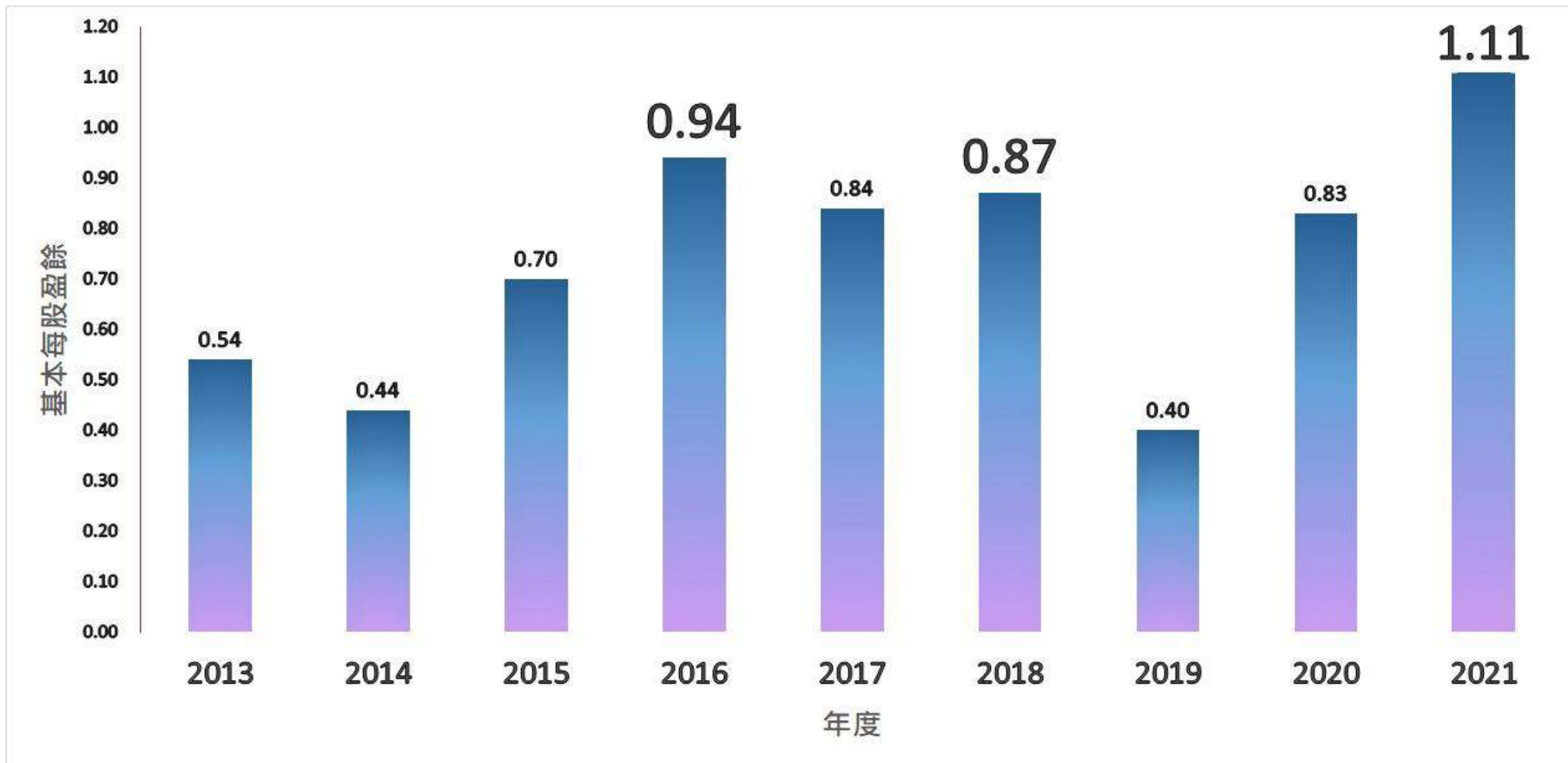
2021.1-2021.12

unit : Thousand NT dollars



EPS

unit : NT dollars



Market Trend

Sales and RD Senior Manager

Mr.Yeh



Market Trend

The Post-epidemic era Market demand and supply



- US and EU relax the lockdown restriction of covid-19 · outdoor activity recover → (Outdoor) Outdoor equipment need growth
- China energy consumption and intensity dual control · Brand layout in different countries → the benefit of transfer orders
- USA infrastructure push economy growth → spur the need of industrial use product and work wear.



The lifestyle change before and after the epidemic



Home

疫情期間居家上班，人們更願意花心思於居家布置，帶動家飾用布的銷售成長

- 3C Accessory
- Solar Screen
- Outdoor furniture (ie. Sling/Lounge/Cushion fabric)



Outdoor

解封後人們更珍惜到戶外的機會，認為戶外運動對健康的重要性，帶動戶外裝備的需求提升

- Outdoor Backpack
- Tent
- Sleeping Bag
- Biking Gear



Sport

適應消費者的新興生活方式，間接推動對運動風、多功能、舒適、機能性服飾的需求

- Activewear
- Functional Jackets
- Workwear Pants



Travel

疫情趨緩，歐美解除防疫措施開放觀光旅遊，逐漸回復疫情前的旅遊活動

- Luggage
- Travel Backpack



Marketing

Marketing with flexibility

- Global supply chain is becoming short chain · regionalization · localism → expand importer and local factory.
- In the era of uncertainty · seek for the certain marketing strategy → promote concise digital marketing

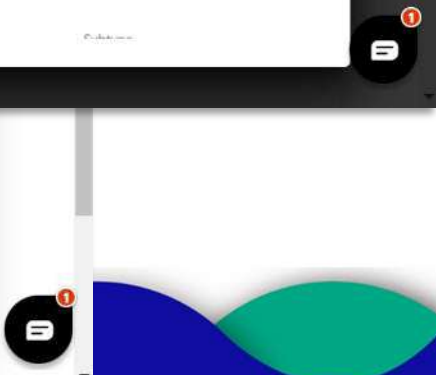
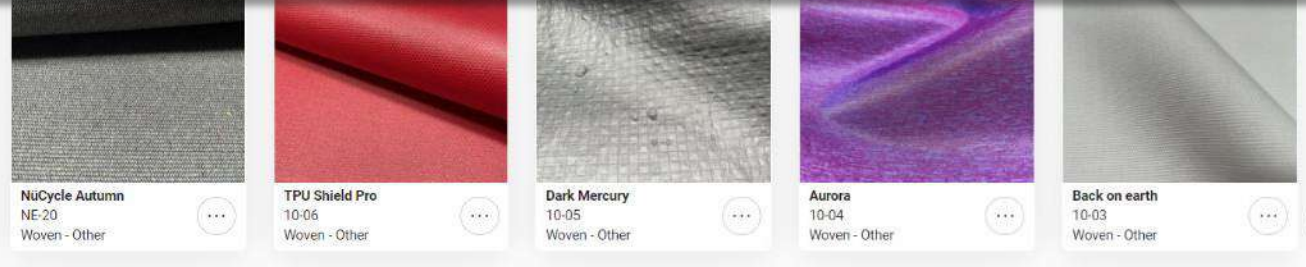
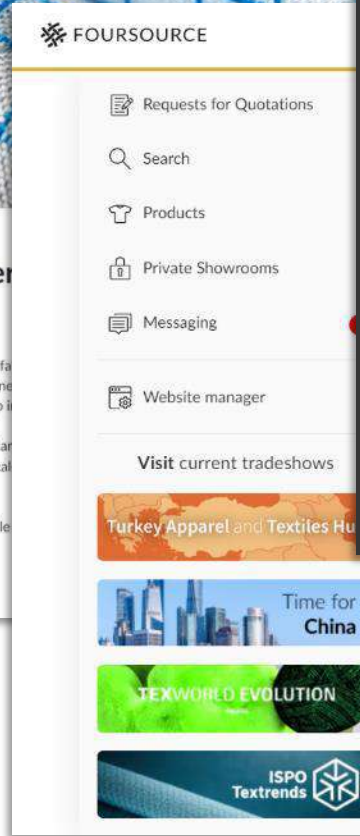
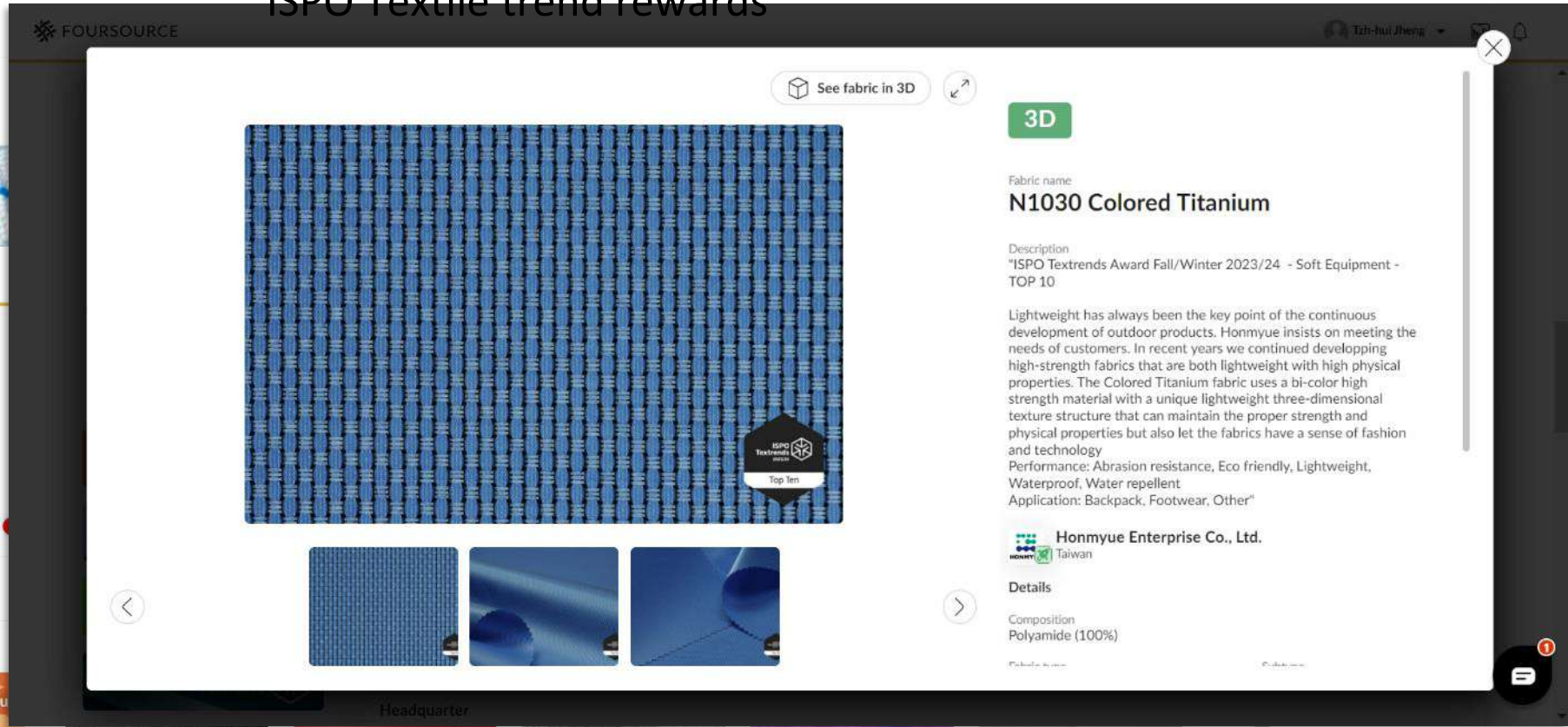
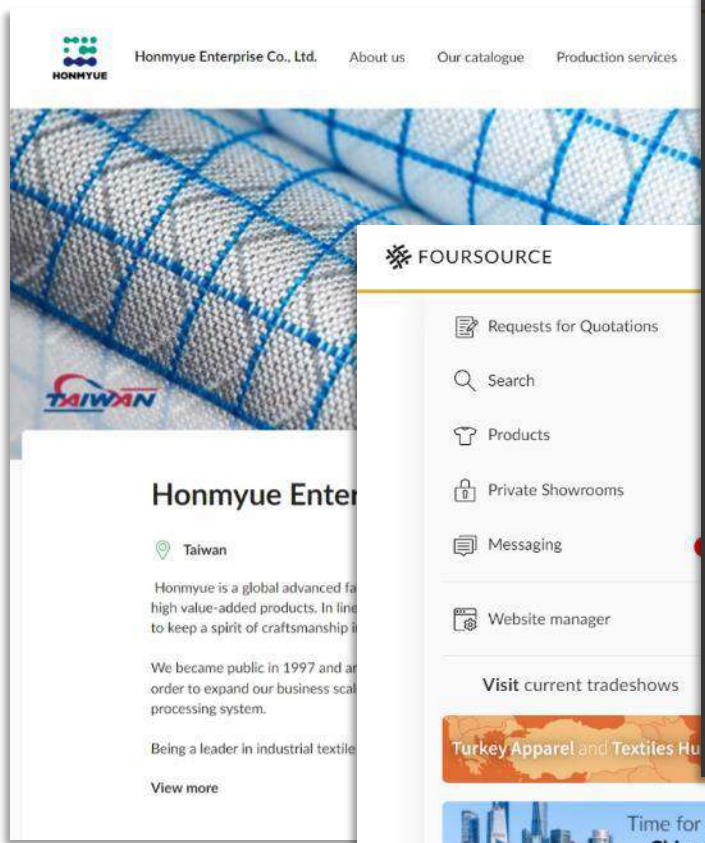


Digital marketing platform

• Foursource

International textile digital platform

ISPO Textile trend rewards



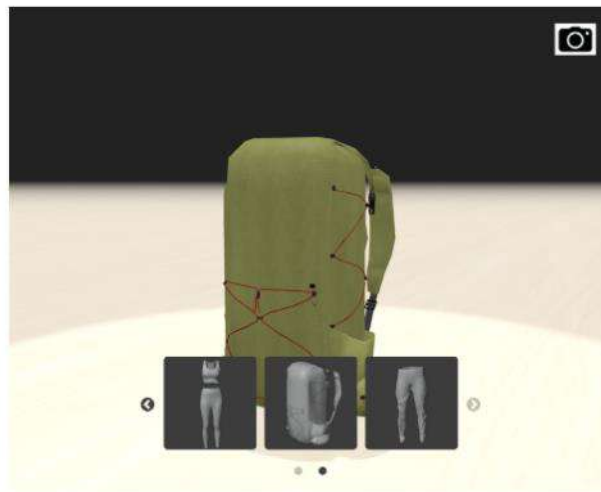
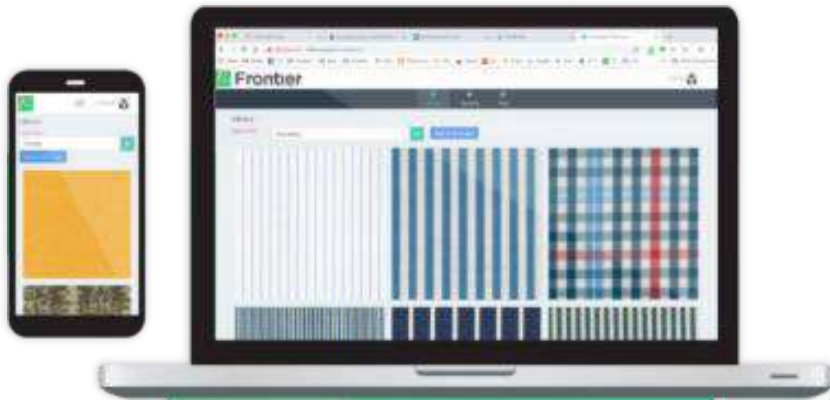
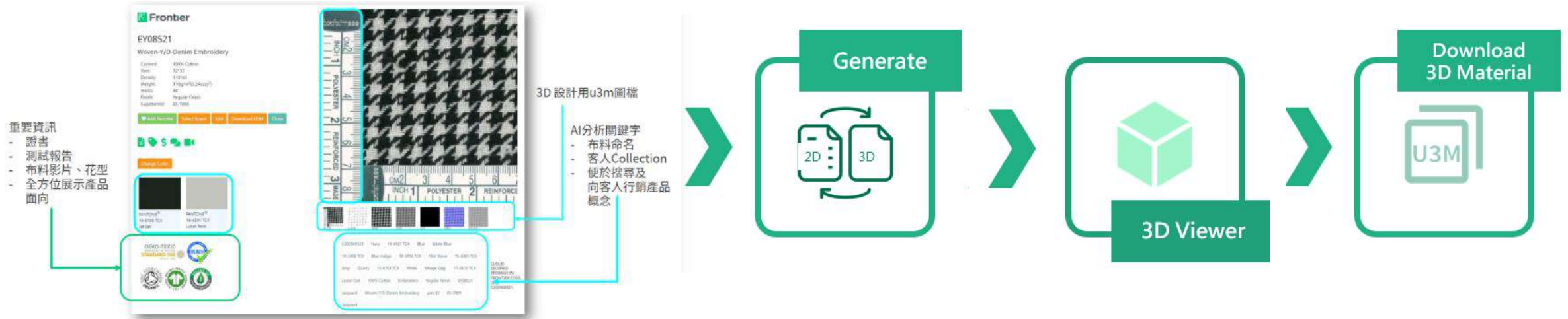
Digital marketing tool

• Frontier

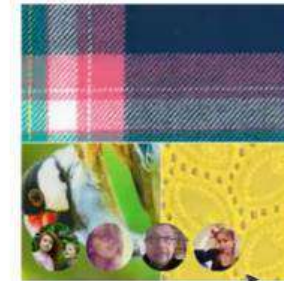


Digital customize products

Assist customer accelerate design process



My Collection



Design Team

last update: 4 days ago.
37 samples



Material Team

last update: 4 days ago.
150 samples



Merchandise Te...

last update: 4 days ago.
12 samples

Online Trade mission 、 Business



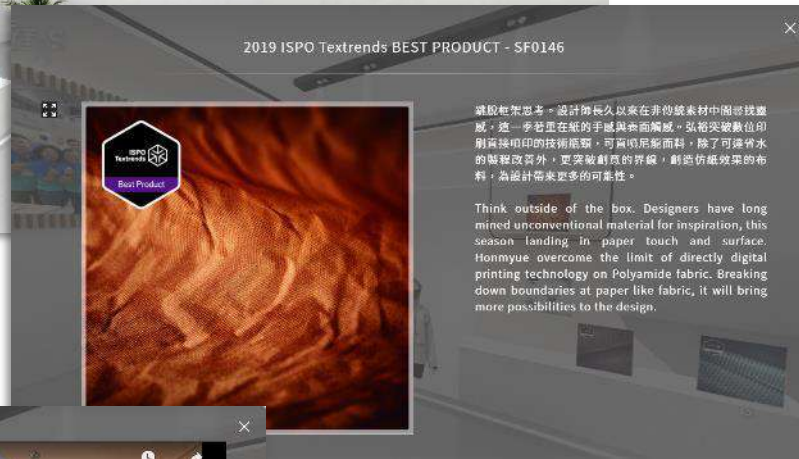
Name	focus market	Marketing products
TAITRA Global Dynamic Trade Mission	Los Angeles 、 Chicago 、 Sydney 、 Moscow	Military 、 Police 、 protective 、 medical and industrial fabrics.
TAITRA Taiwantrade Procurement Meeting	India and south Africa importer	Work wear for outdoor, industrial use fabrics
TTF TITAS Procurement Meeting	USA 、 Australia 、 UK sports brand	Eco friendly and functional fabrics
TTF TEPP Procurement Meeting	USA outdoor brand 、 casual wear retailer	Bag packs 、 sleeping bags 、 tents 、 skill wear fabrics.
TTF Vietnam Trade Mission	Vietnam apparel factory 、 USA and EU outdoor brand	Functional knitting and woven fabrics



Online exhibition



- 2021 Taipei TITAS Fair (TITAS Virtual) <virtual showroom Online meeting>



YouTube TW

搜尋

TITAS Virtual 綠色永續 X 加值創新 共創弘裕新未來
Sustainability X Value creation in Honmyue

EXCELLENT COLORFASTNESS

NiSolution™ is in line with the concept of "design for environment". Delivering color reproducibility and uniformity.

Post Dyed Fiber VS Solution Dyed Fiber

Color is outside on the surface of the yarn. Color is inside evenly dispersed throughout the entire yarn.

Color Fastness to Washing	Color Fastness to Water	Color Fastness to Perspiration	Color Fastness to Rubbing	Color Fastness to Light
AATCC 81 3A 40% 4	AATCC 167 100% at 30°C 4	AATCC 15 Wet 30°C 4	AATCC 8 Dry & Wet 4	AATCC 16 Cabinet 3 4

SUSTAINABLE ADVANTAGES

- 89% less water than conventional dye fabric
- 63% less chemical than conventional dye fabric
- 63% less energy than conventional dye fabric
- 62% less CO2 emission than conventional dye fabric

HONMYUE

弘裕企業股份有限公司
Honmyue Enterprise Co., Ltd.
黃蕙樺 / Eva Huang

TITAS VIRTUAL 2021 Online Seminar | Sustainability x Value creation in Honmyue

觀看次數：460次 · 首播日期：2021年11月4日

TITAS台北紡織展
154 位訂閱者

Physical exhibition



• 2021 USA Industrial Fabrics Association International (IFAI)

IFAI Expo has been 100 annual since 1912 , and is the most professional one and largest in scale , exhibition area are separate into specialty Fabrics and advanced Textiles , including military use , architecture use , personal protection ...etc. , 218 vendors in 3 days exhibition , which attracts 53 countries and more than 3000 professionals.



Achievements:

- ✓ North America – USA importer 、 USA industrial factory 、 Canada importer
- ✓ South America - Argentina safety product factory 、 Venezuela importer
- ✓ Europe – UK lamination printing factory 、 Denmark machinery factory 、 Czech bag maker
- ✓ Asia – Japan industrial factory 、 Vietnam garment factory

R&D Product Development

Mr.Kuo
RD-Manager

Main Topics of RD Product

Sustainability

- Recycled Material
- Dope Dyed Bio-Based
- Material
- Degradable material
- PFC Free W/R
- Lower Tem. Dying
- Energy Saving
- Digital Printing



RECYCLE
回收再生



SOLUTION DYE
原液染色



BIO-BASED
生質材料



PFC-FREE
無氟撥水

Safety x Protection

- Lightweight and high tenacity
- Anti-Abrasion Resistant
- Reflective and Luminous
- Anti-Static
- Water proof and anti climate
- Fire Retardant



ABRASION
RESISTANT
耐磨



HIGH TENACITY
高拉力



WATERPROOF
防水



ANTISTATIC
抗靜電



FLAME RETARDANT
阻燃



COLOR-FASTNESS
TO LIGHT
高耐日光色牢度

Functionl x Comfortable

- Cotton like
- Wool like
- Liene Like
- Stretch
- Breathable
- Lightweight and keep warm



DOWNPROOF
防絨



STRETCH
四面彈性



ULTRA
LIGHTWEIGHT
超輕量



WATER VAPOR
PERMEABILITY
透溼防水

Currently developing new products



Backpacks

- NüPalette HT solution dye series
- Band-Aid light weighty repara series
- TPU Shield Pro outdoor water protective series

Furnishings

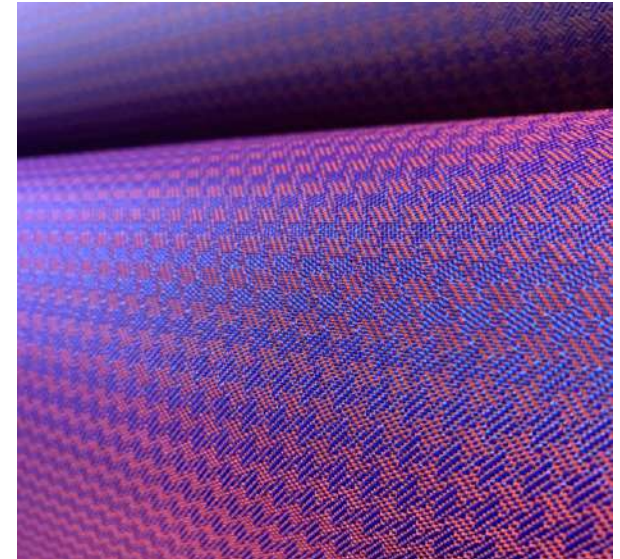
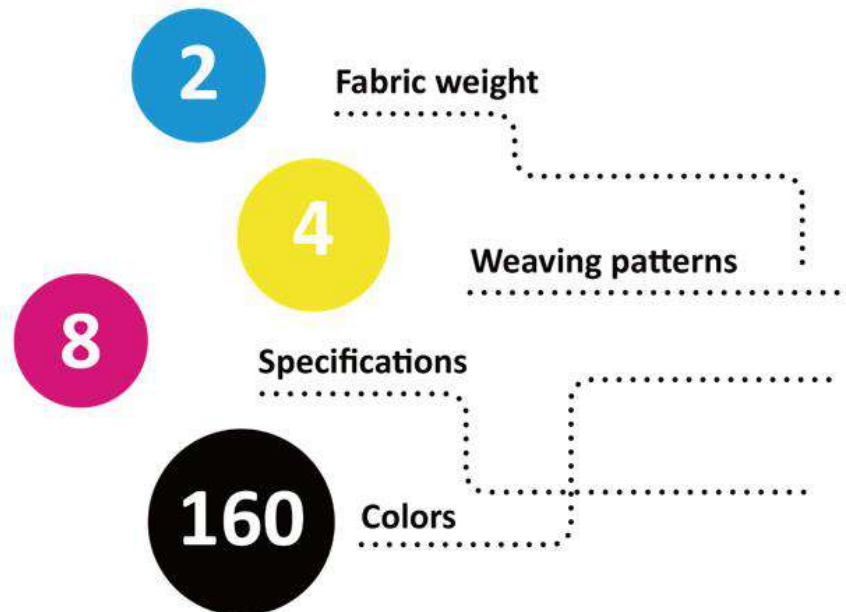
- HONYI Poly Mesh / Poly Screen (outdoor furnishing)
- HONYI Eco Poly MESH (recycle mesh)
- HONYI Zebra Blinds (High performance mesh)

Apparel

- Ocean Recycle Ocean recycle series

NüPalette HT Solution Dye


- Customer always focus on Environmental friendly and light weight , Honmyue continue innovate on customer need , and launch HT solution dye series for equipment use.






Band-Aid Light weight repair series



Band-Aid



A square piece of red repair fabric with a fine grid pattern. A silver pen is placed horizontally across the center, demonstrating the fabric's strength. A small icon of a hand with a bandage is in the bottom right corner.

- **DWR**
Water-resistant silicone double coating.
- **Ultraight**
30D Nylon reaches the ultimate goal of being light.
- **Self-Healing**
Our coating technology improves upon ultralight fabrics to make it more tear resistant.

Design No: **N1044**
Content: 100% NYLON
Description: N30D*N30D
Finishing: PD+SILICONE COATING



A close-up, angled view of the red repair fabric showing its fine grid texture. Two callout lines point to specific features: "LIGHTWEIGHT" points to the top right corner, and "WATER RESISTANT" points to the bottom left corner.



TPU Shield Pro Outdoor water proof HONMYUE



Feature

- Our TPU Shield Pro which is made of nylon and thick TPU lamination to be makes it puncture and abrasion resistant.
- TPU is a mature and environmentally friendly material with **excellent tension, high tensile strength, toughness, and aging resistance.**
- Made of TPU shell material of bags are allowed to endure in rough conditions.
- Resistance against low temperatures
- Gear stays dry even in wet weather conditions.



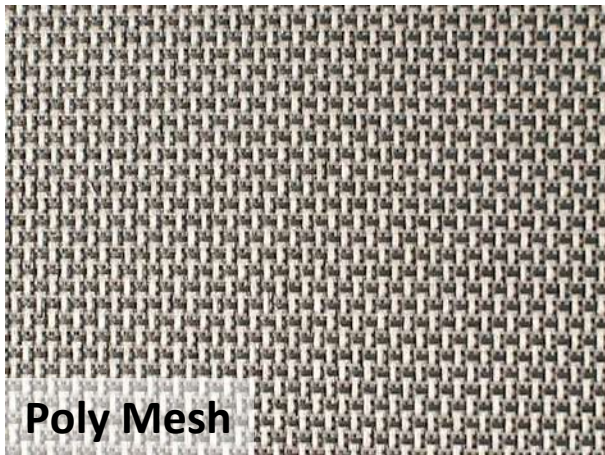
Design No: **RPQ0P-036W-XWR-LMM**
Content: PET 100%
Description: T900D*T900D
Finishing: PD+WR+TPU ON TOP



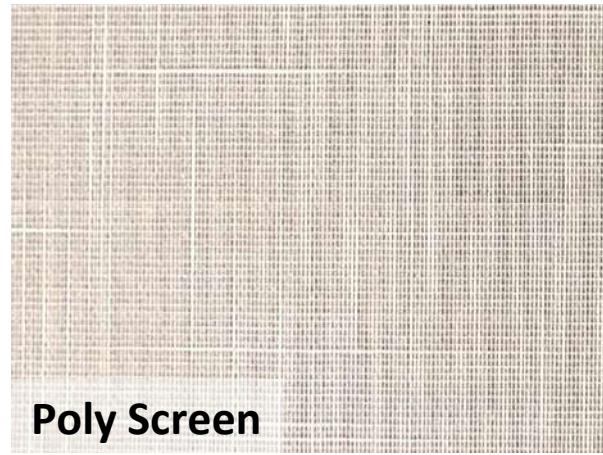
Design No: **RNH0P-125F-XWR-CCU**
Content: NYLON 100%
Description: N400D*N400D
Finishing: PD+WR+EMBOSSSED TPU ON TOP

HONYI Poly Mesh / Poly Screen

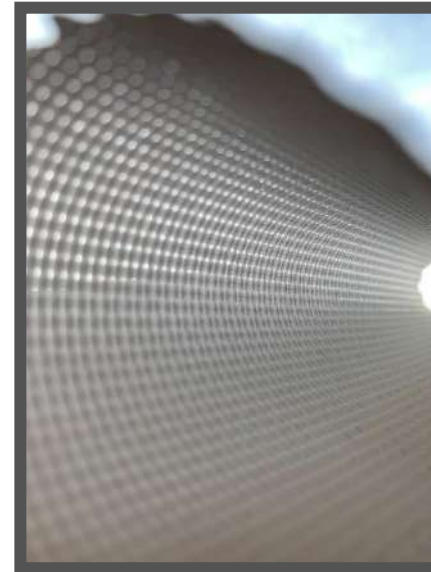
- With the use of new type of recycle yarn dye ,HONYI Poly Mesh / Poly Screen has high color fastness, keep out of sun damage efficiently , lighter , more environment friendly and has a see –through effect.



Design No: SCPC0-1698-DFL
Content: POLYESTER 100%
Composition: T300D*T300D
Weaving Pattern: DOBBY



Design Name: BLINTE
Content: POLYESTER 100%
Composition: T16'S SLUB * T16'S SLUB
Weaving Pattern: PLAIN



HONYI Eco Poly MESH



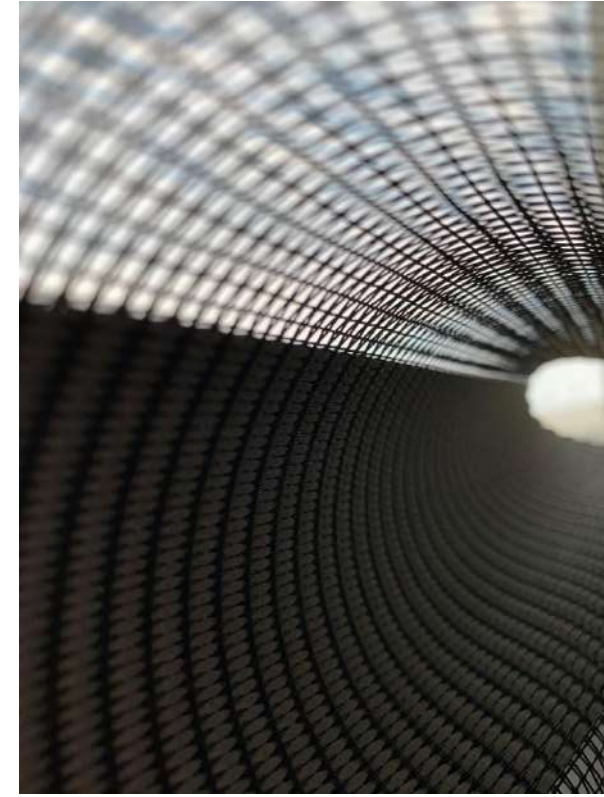
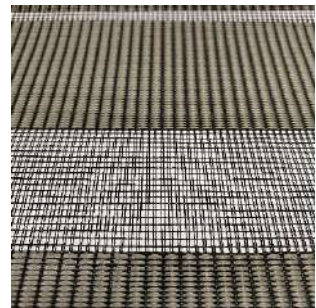
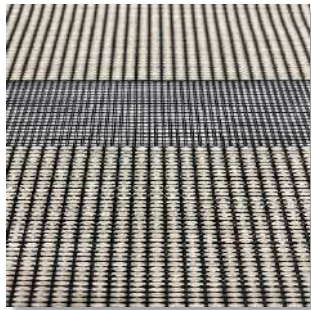
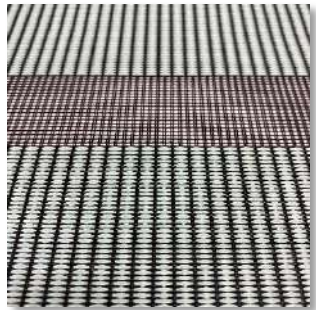
Our Eco Poly Mesh made by combination of pre-consumer PET fiber waste plus post-consumer recycle polyester. Mechanical recycling of textiles is the process of recycling the textile fabric back into fibres without the use of any chemicals. This process includes shredding and carding process to extract the fibres from the fabric. This fibre can then be spun to make yarn for either woven or knitted fabric. Without bleaching and redyeing, the effort is more energy-efficient to further reduce carbon footprint. The resulting woven fabric carries a unique heathered effect in shades of grey to nearly black.



HONYI ZEBRA BLINDS light –adjusting curtain



◦ HONYI light adjusting curtain is as good as shutters in light adjusting and shading effect. Pull up and down ,fabric and yarn can adjust the light in interval and ensure the lightness , energy-saving and breathable , which keeps the air flows. Inner of the texture is Polyester , outer is environmental friendly PVC. It is also easy to clean.



Ocean Recycle fabric



Plastic waste is threatening our oceans. We want to do something about it. From ocean waste to premium recycling product. Honmyue weaves ocean recycled plastics and ocean recycled bottles into recycled fibers. It's almost identical in look and feel to virgin energy consumption and carbon emissions during the production process. These new, regenerated textiles are not only innovative, ethical and eco-responsible, and turning things we discard into raw materials we can be proud to use in our everyday lives.



RD Patent

M456370_Photocatalyst Yarn

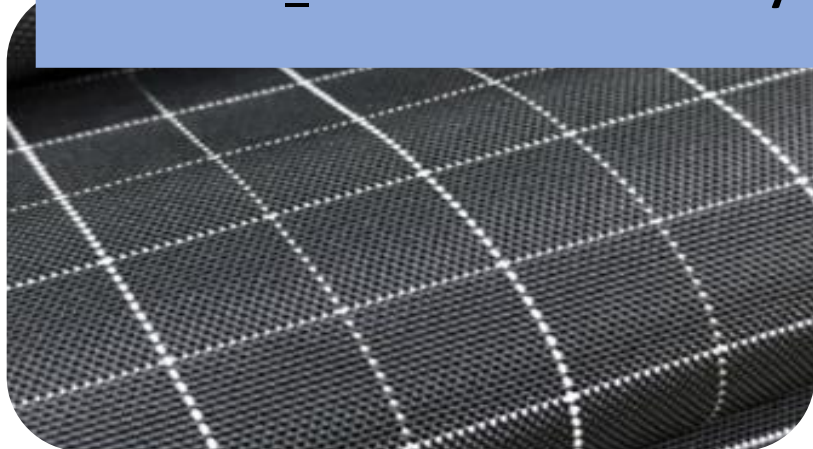


M565209 _ PVC Coated Yarn

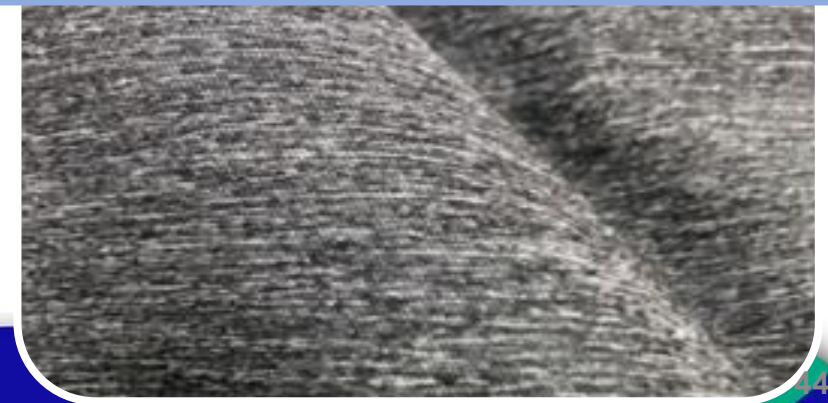


Raw Material

M565209_Reinforce Reflective yarn



M562856 _Cooling Yarn Structure



M562968_Cooling Yarn Structure

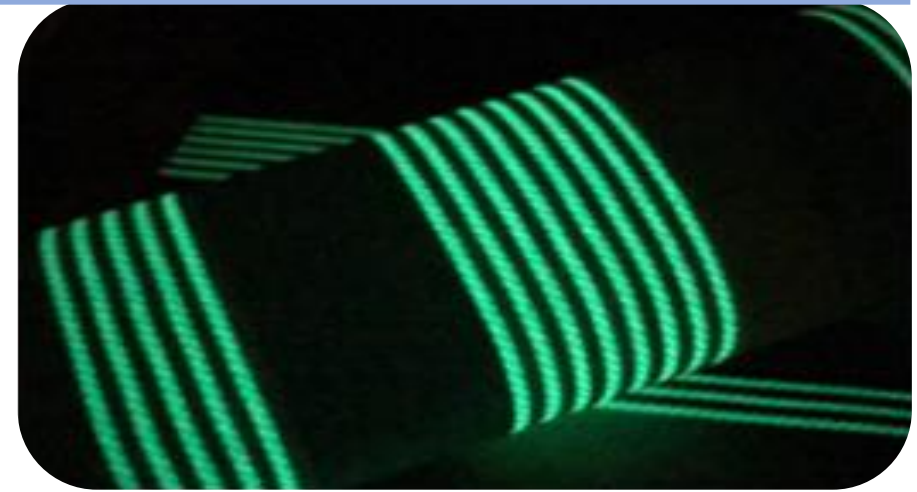


RD Patent

M506837-Spacedye woven fabric



M553601_Luminous solar screen

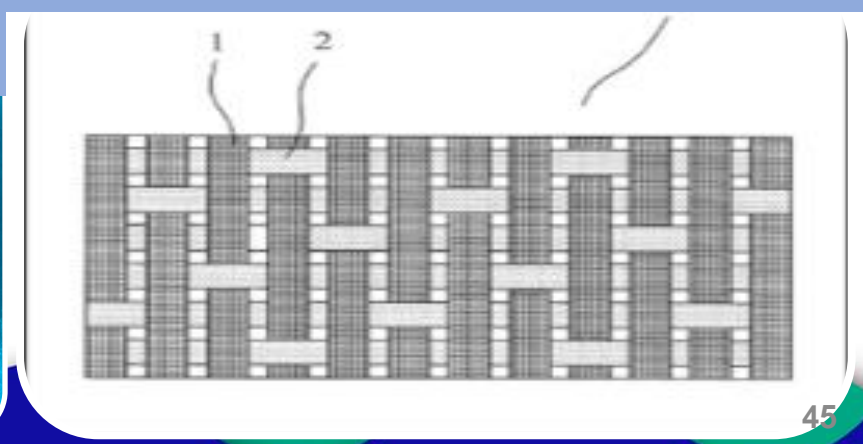


Weaving Part

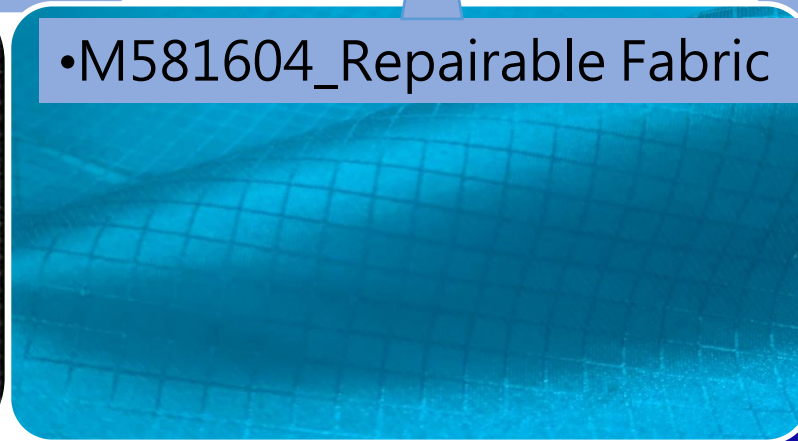
M553733_High tenacity mesh



M566722_ECO-Friendly Mesn



•M581604_Repairable Fabric



RD Patent

•M551425_Reflective lamination fabric

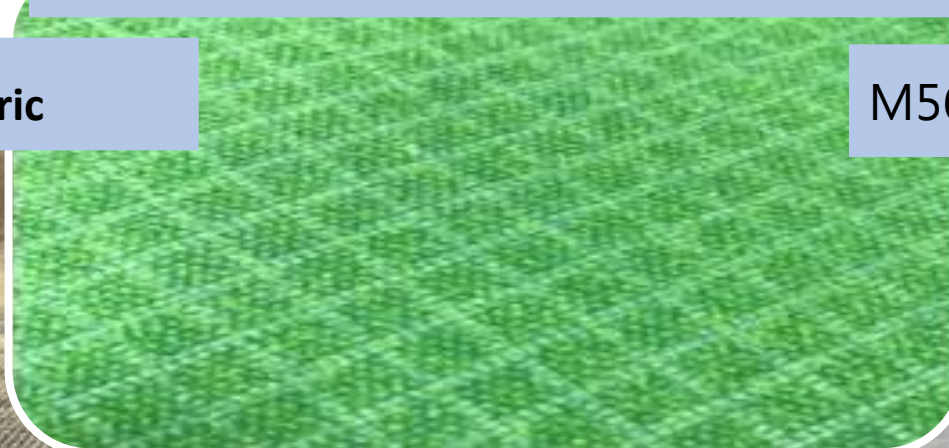


M553735 _Embossed mesh



Finishing

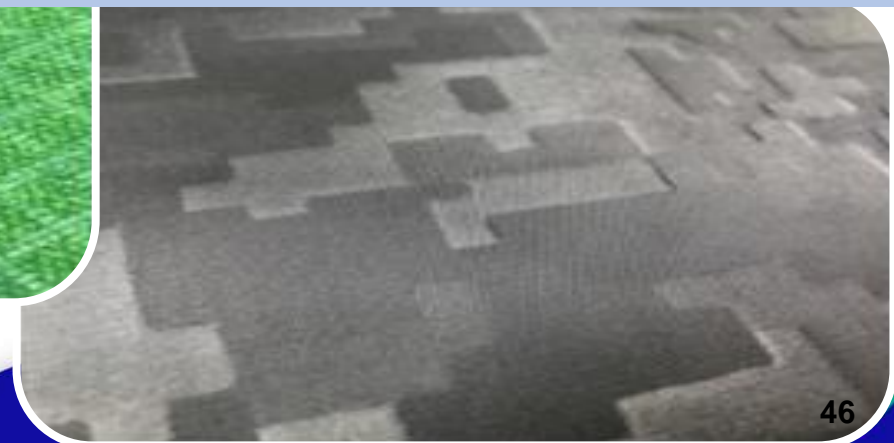
M563348_Emboss Wax fabric



M559330_Camouflage crinkle fabric

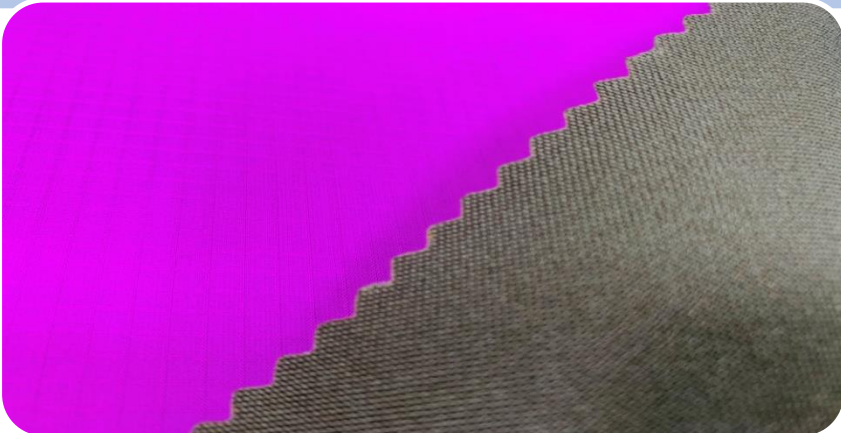


M563358 _Multi-layer emboss fabric

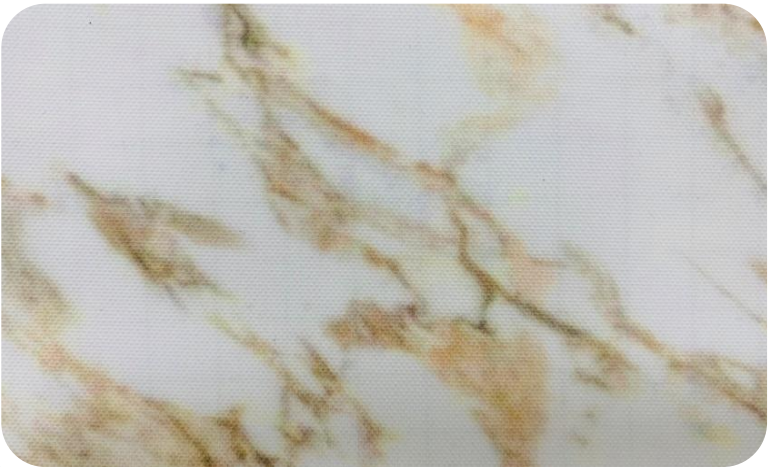


RD Patent

M582901_3 layer lamination backpack fabrics

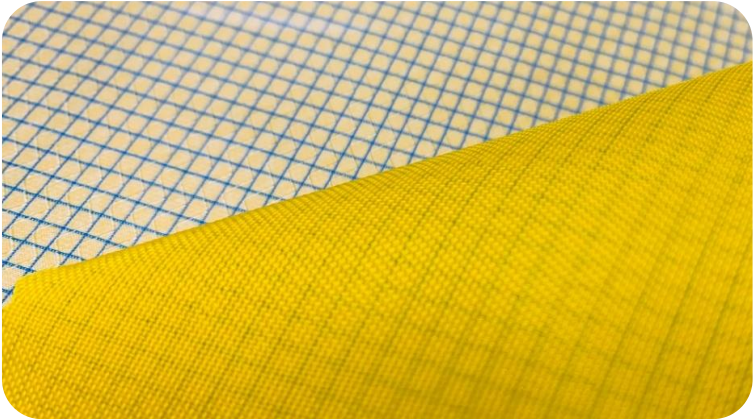


M581125_Anti-Abrasion Resistant printing fabric

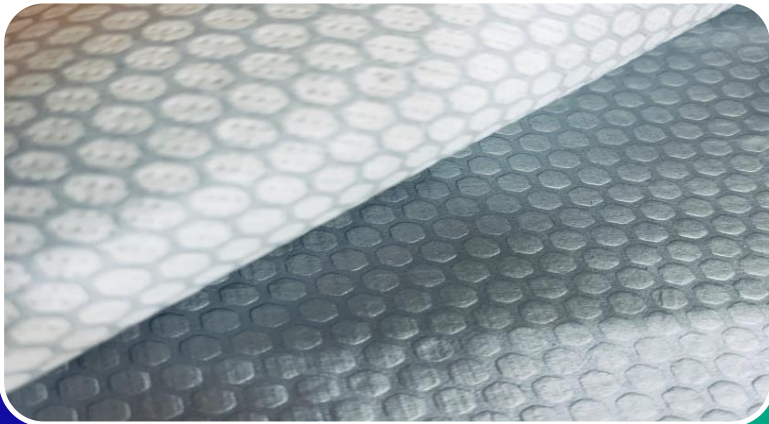


Finishing

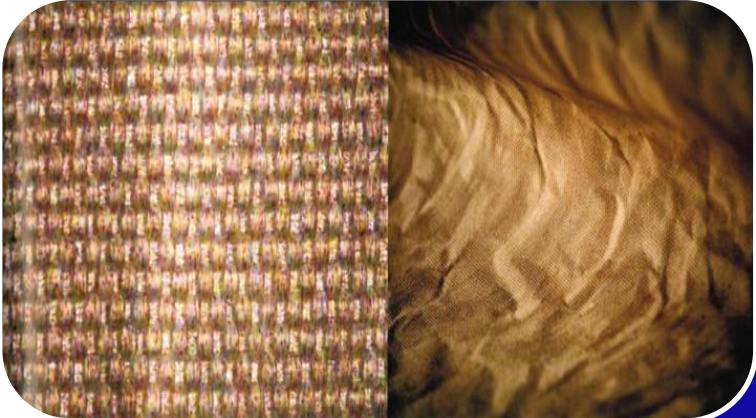
M581531_2 layer lamination multi-color effect



M581115_Paper feel lightweight fabric



I76067



2016-2020 ISPO Trend Award



2016



2017



2018



2019



2020

2021 ISPO Trend Award



N0891-1
100% Nylon
58" 360 gsm
PD+Digital Print+TPU on Top (0.1mm)

Using the unique mineral texture design of natural marble, combined with digital printing technology and eco-friendly waterproof and abrasion resistant coating technology, let the outdoor fabrics are not only fashionable, but also natural textured looking.



RPM0P-223W
100% Polyester
58" 350 gsm
PD+WR+PU



N1014
100% Nylon
58" 120 gsm
PD+WR+PU
+Debossed Print Back



M0652
50% Nylon, 50% Polyester
58" 290 gsm
PD+WR+PU

Camouflage style design has always been an indispensable classic element in outdoor activities. The use of dual material collocation and high-density jacquard weaving technology allows the fabric to show fine texture and colors, and it makes outdoor products both stylish and durable.



NW-9140
84% Nylon, 16% Polyester
58" 45 gsm
PD+WR+Cire+PU



SZET0-561-XDF
100% Polyester
58" 195 gsm
PD



2022 ISPO Trend Award



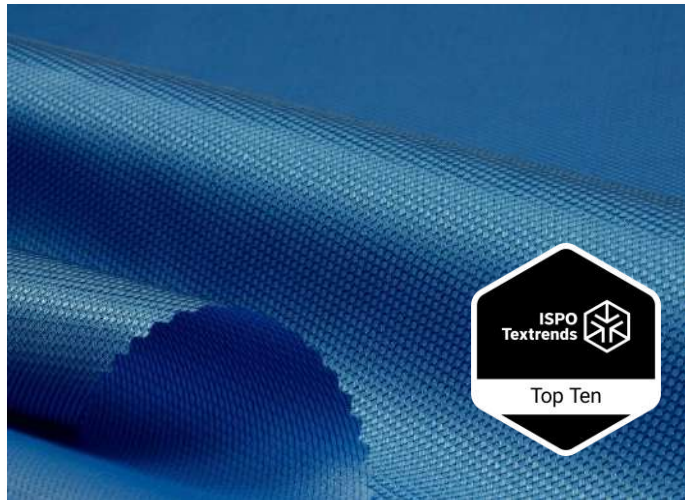
P1617

100% Recycled Polyester
60" 217 gsm
PD+C0 WR+PU*2



M0666

78% Nylon, 18% Polyester,
4% PE
60" 377 gsm
PD+WR+PU530mm



N1030

100% Nylon
60" 149 gsm
PD+C0 WR+PU1500mm



N1040-1

100% Nylon
57" 276 gsm
PD+TPU On Top(Black)



Honmyue Enterprise Co., LTD (1474)

Weaving a better world with you, together

