



# 鈺齊國際股份有限公司 (9802)

Fulgent Sun International (Holding) Co., Ltd.

2021.10



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

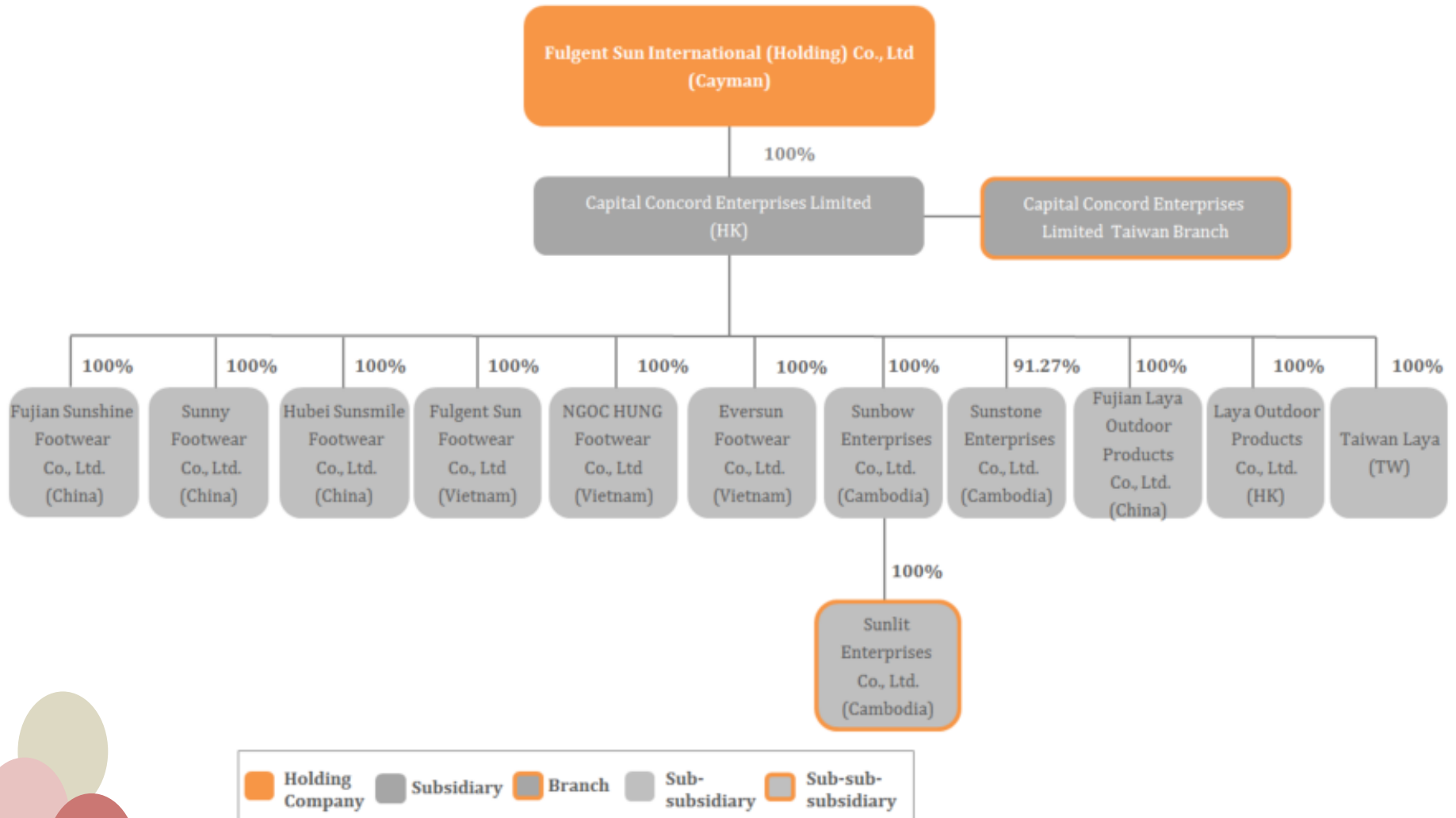
## Company Profile

## About Fulgent Sun

- Ticker : 9802 TT
- Date of Incorporation : 1995
- The total paid-up capital : NT\$1.86bn (As of September 2021)
- Employee : est. 34,000
- 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)**、HaNam (Vietnam) (2021)  
(GORE-TEX Certified)
- The scope of business : 2021 January ~September  
Footwear (99.3%)& Others (0.7%)
- Shareholding of Chairman and GM :  
51,616,993shares (27.72%)
- Investor/Press Release :  
[http://www.fulgentsun.com/investors04\\_1.asp](http://www.fulgentsun.com/investors04_1.asp)



# • Group Organization



# • Milestone



Sunshine Factory  
Quanzhou, China



Head Quarter  
Yunlin, Taiwan



Sunny Factory  
Changting, China



2005

2003  
Fulgentsun Factory#1  
Hung Yen Province, Vietnam



Sunsmile Factory  
Huibe, China



2009

2006  
Fulgentsun Factory#2  
Hung Yen Province, Vietnam

2012 GO ON STOCK in Taiwan

Sunbow Factory  
Cambodia



2013

2015  
Sunray Factory  
Hai Duong Province, Vietnam

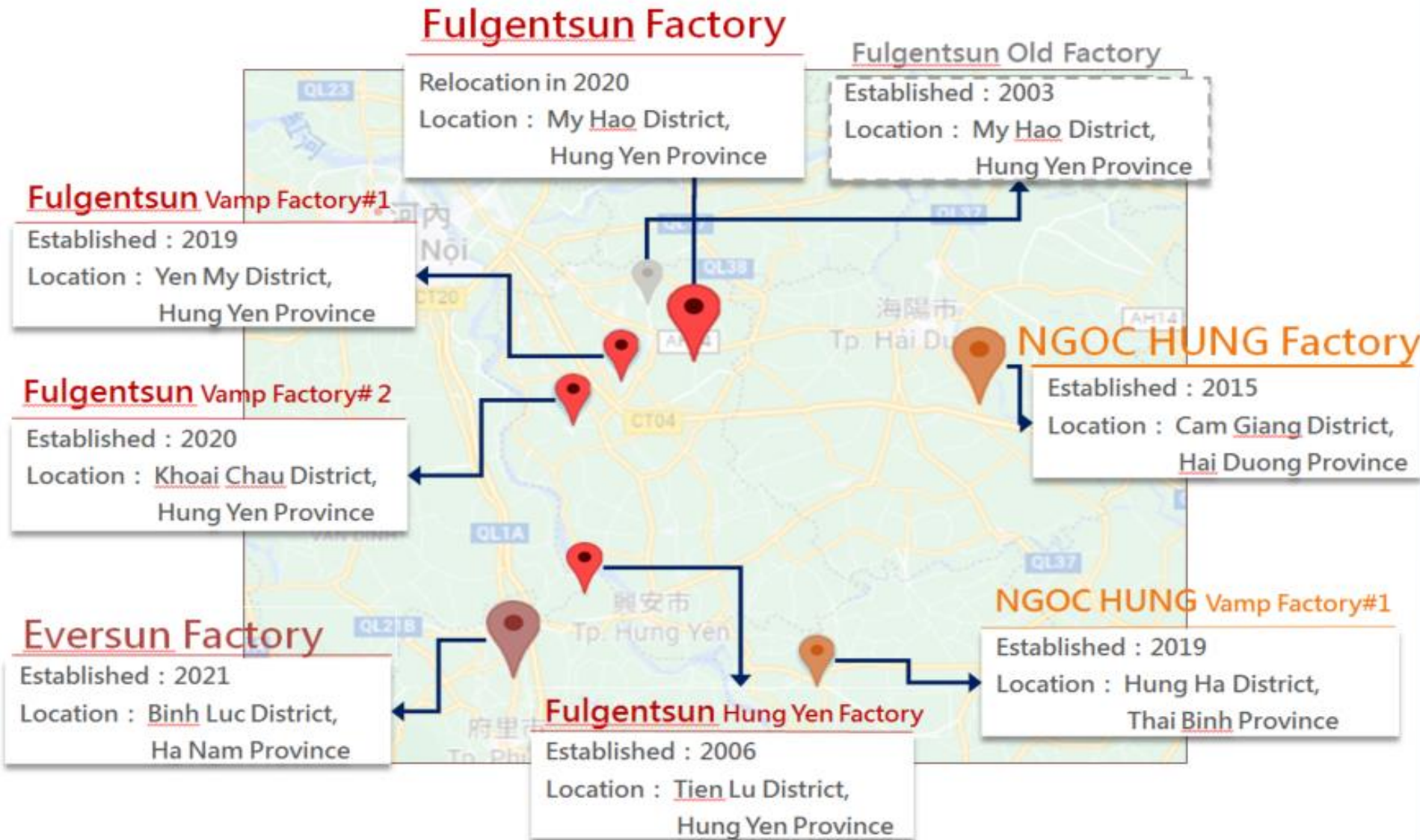


Eversun Factory  
Ha Nam Province, Vietnam

2021



# Operating locations in Vietnam



# Products & Customers



**Products**



Name	Outdoor Footwear - GTX	Outdoor Footwear – none GTX	Sports Footwear/Casual Footwear
<b>Function</b>	Breathe/ Waterproof/ Upstream/ Climbing/ All Condition	Climbing/ Walking/ No rain outdoor sports	Jogging/ Walking/ All Kinds light sports and leisure

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

# The Major Customers

(in alphabetical order)

## 2019

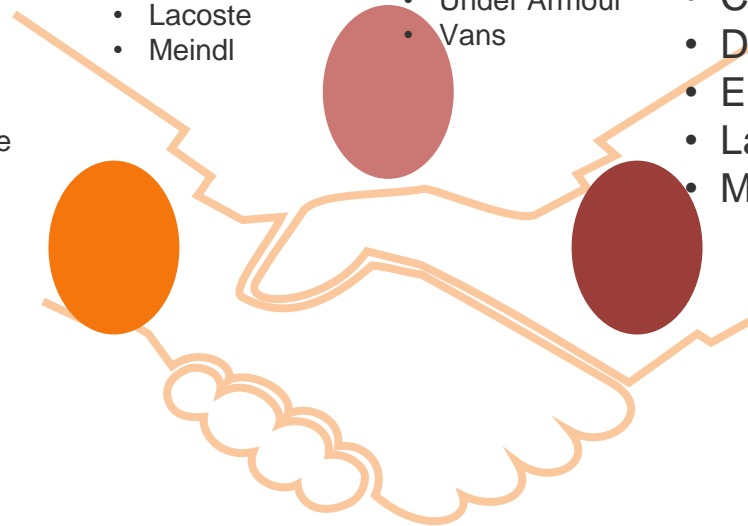
- Altra
- Berghaus
- Blackyak
- Decathlon
- Eider
- Engelbert strauss
- Head
- Inov-8
- Jack Wolfskin
- Keen
- La Sportiva
- Meindl
- Merrell
- Northwave
- Reef
- Salewa
- Tecnica
- Timberland
- The North Face
- Under Armour
- Vans

## 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

## 2021

- Altra
- Berghaus
- Columbia
- Converse
- Decathlon
- Engelbert strauss
- La Sportiva
- Meindl
- Merrell
- Reef
- Salewa
- Timberland
- The North Face
- Under Armour
- Vans

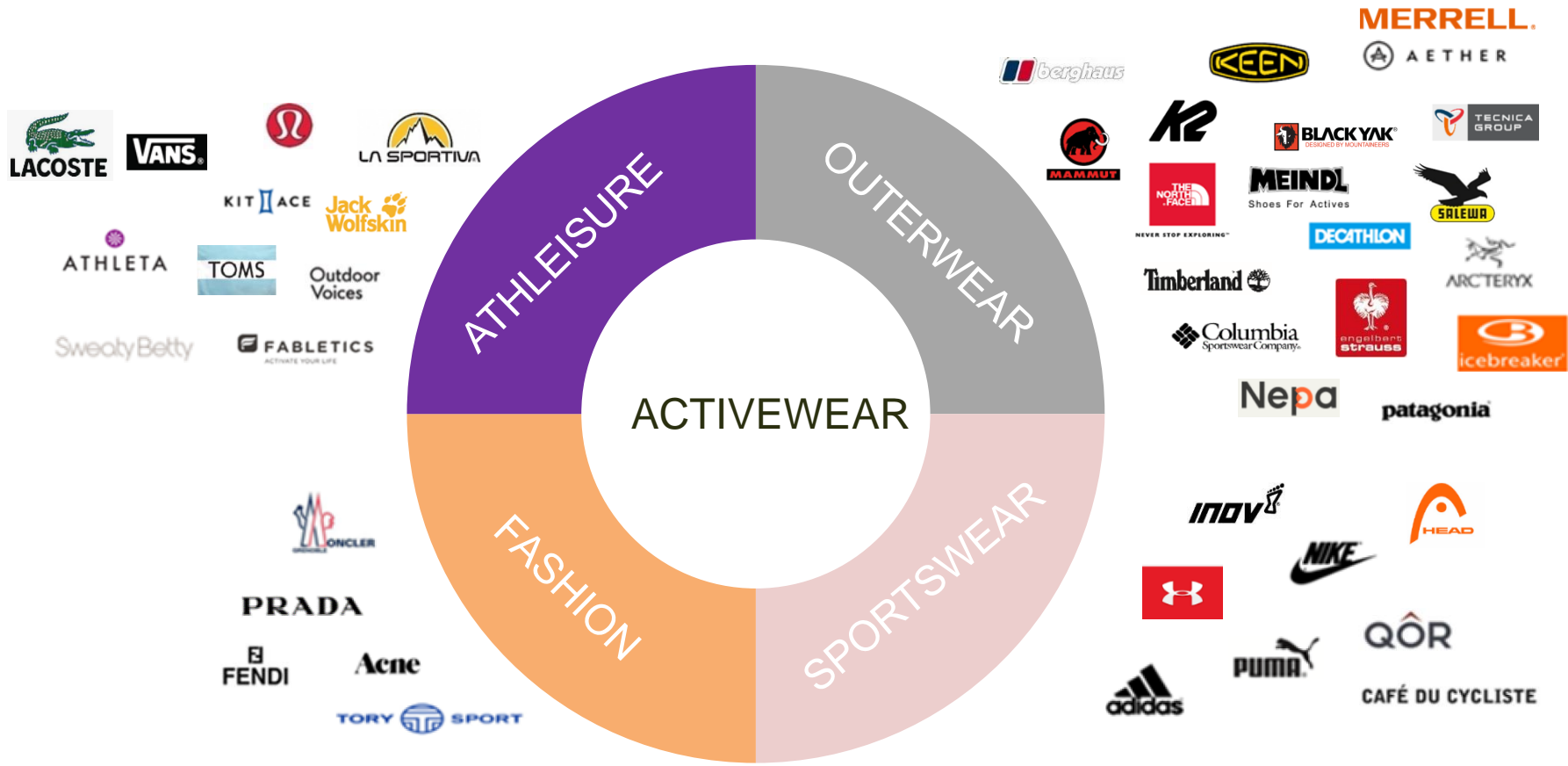




# Market

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

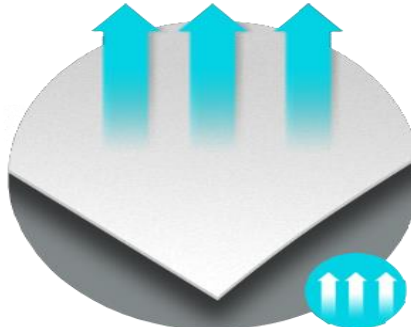
GORE-TEX footwear design passed Strict testing of Gore equipment ensures optimal performance

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



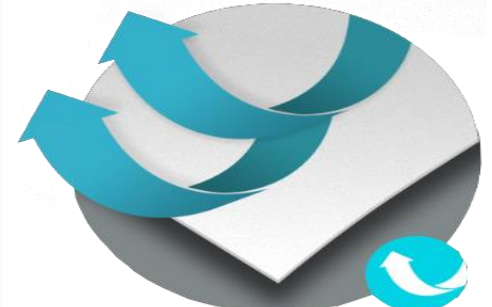
**Waterproof**

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

Upper  
Craftsmanship

Liquid Rubber /  
Sandy Printing



Digital  
Printing



Foam  
printing



Computer  
Stitching



Core lace +TPU  
welded



Laser Deco.



3D Printing



Embroider



Dual Seamless



98%

Made in  
House





# IN-HOUSE CAPABILITY

Craftsmanship  
Bottom



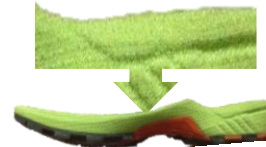
Dual density midsole



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



# 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

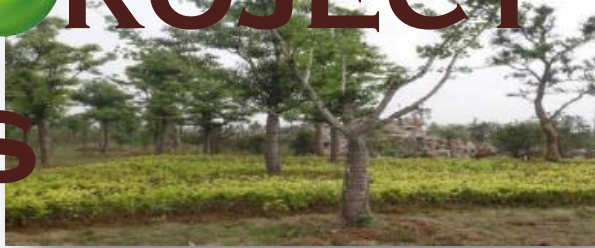


# GREEN



# PROJECT

# S



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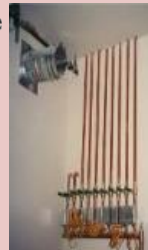
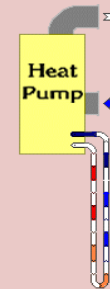


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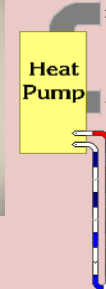
lar over

Cooling Mode



othermal nergy sage

Heating Mode



reen roducts



reen aterials



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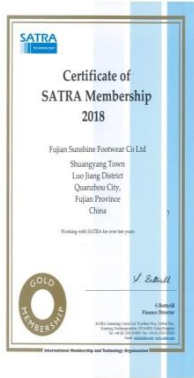


Fulgent Sun Group



鈺齊國際

# Company Honor



SATRA Board Member  
&  
Certificate of Lab

Higg Index

Gore-Tex  
Certificate



ISO 9001:2015

AEO Certificate

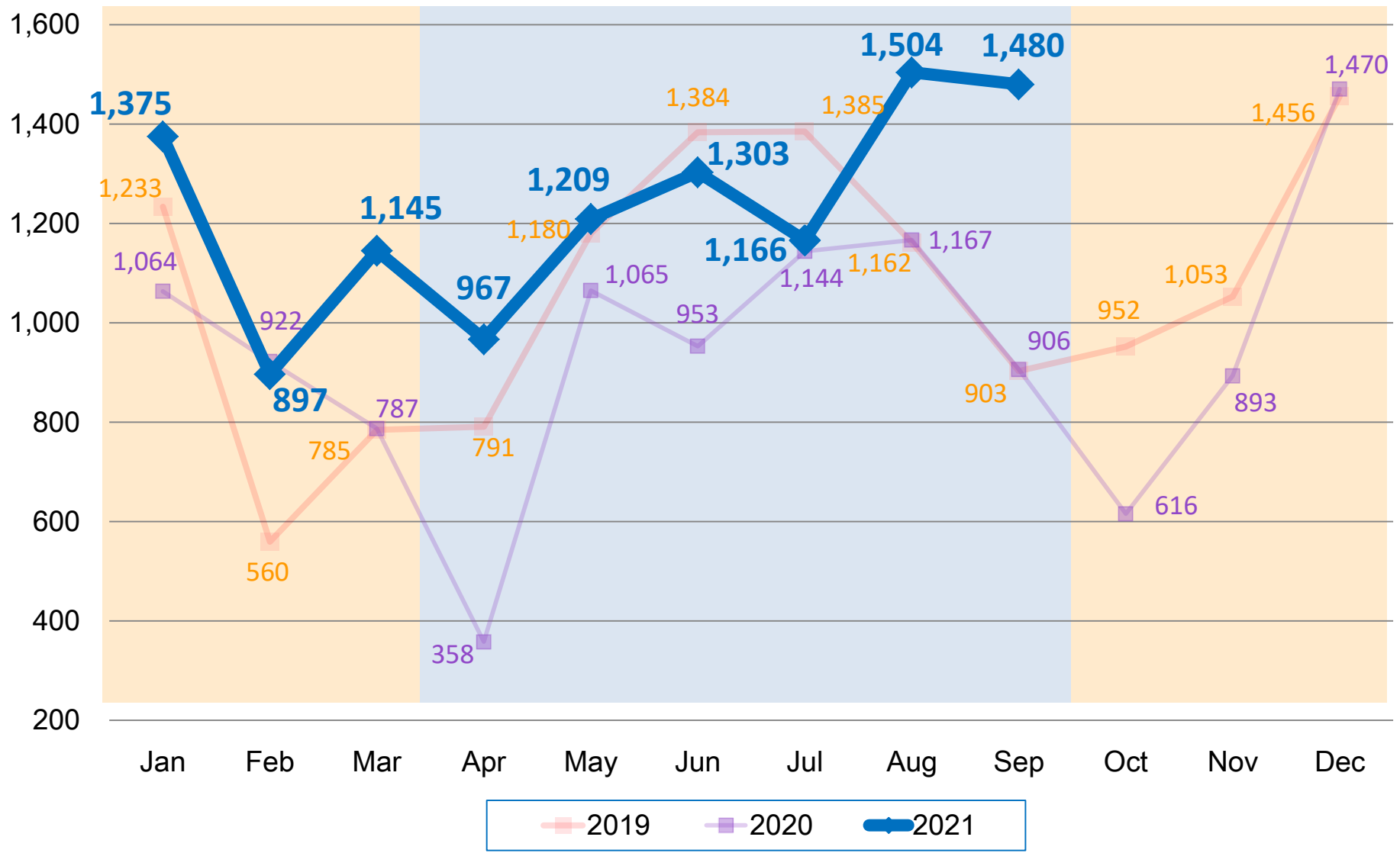
WFSGI Member

## Social Responsibility

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

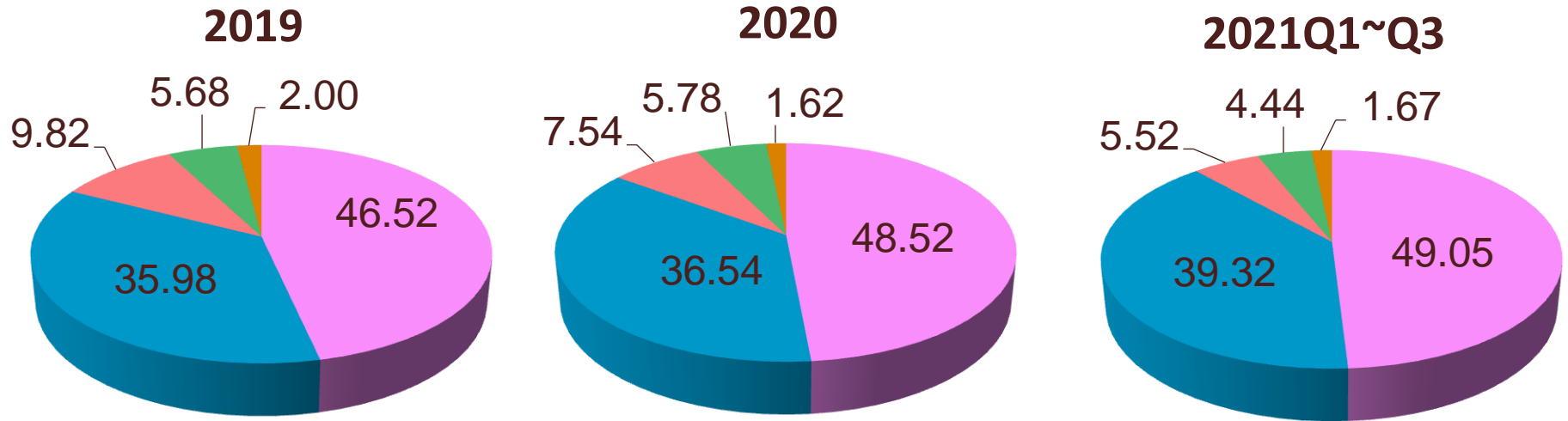
# Revenue Trend by Month

Unit: NTD mn










# Area Percentage of Revenue

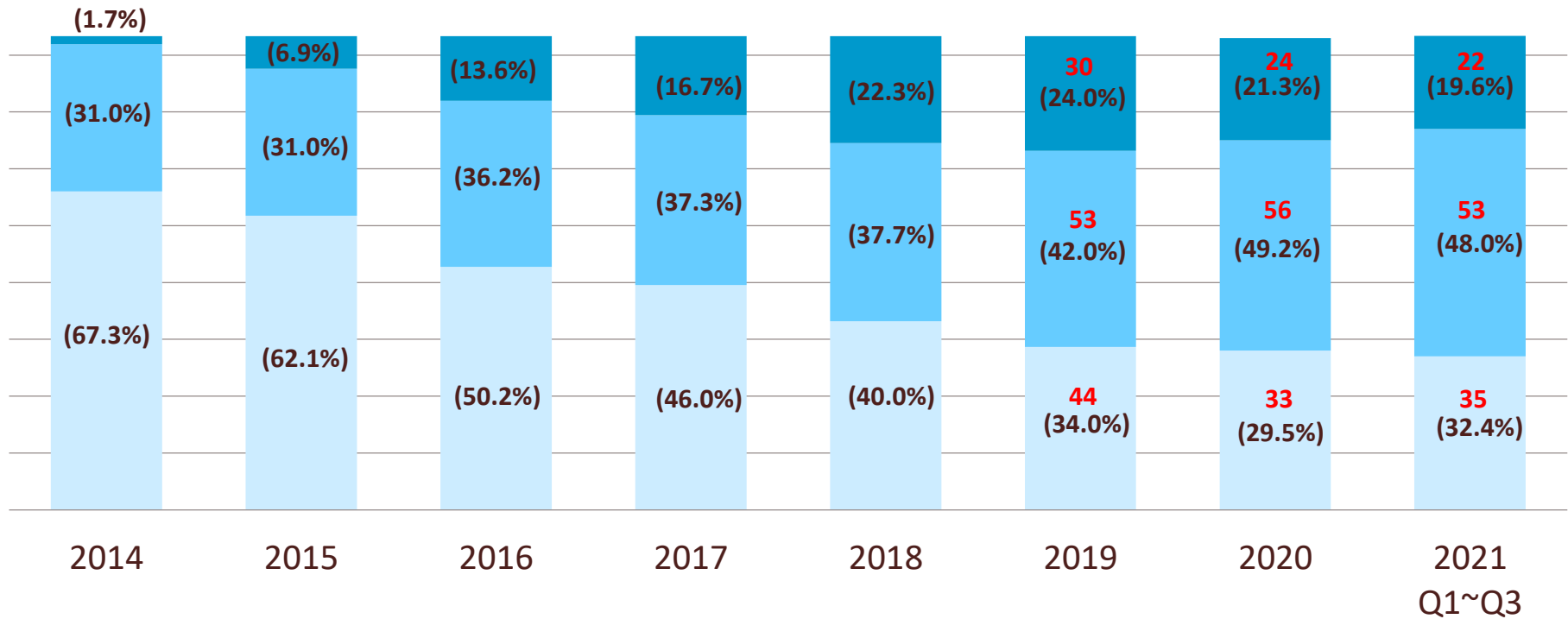


Unit : %

Year	Europe 	America 	Asia 	China 	Others 	Total
2019	46.52	35.98	9.82	5.68	2.00	100
2020	48.52	36.54	7.54	5.78	1.62	100
2021Q1~Q3	49.05	39.32	5.52	4.44	1.67	100

# Capacity

Unit : NTD 100mn / %

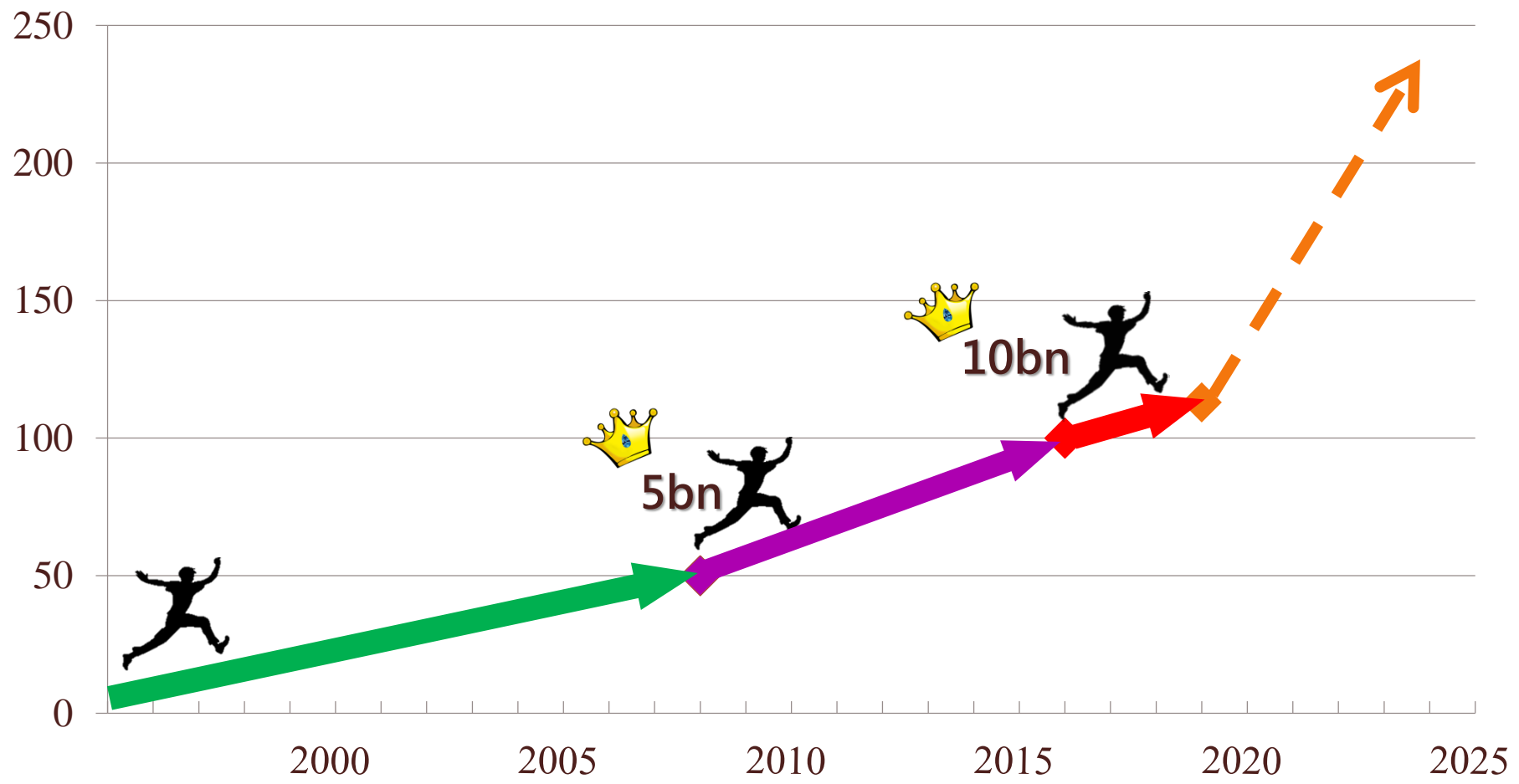


China Vietnam Cambodia

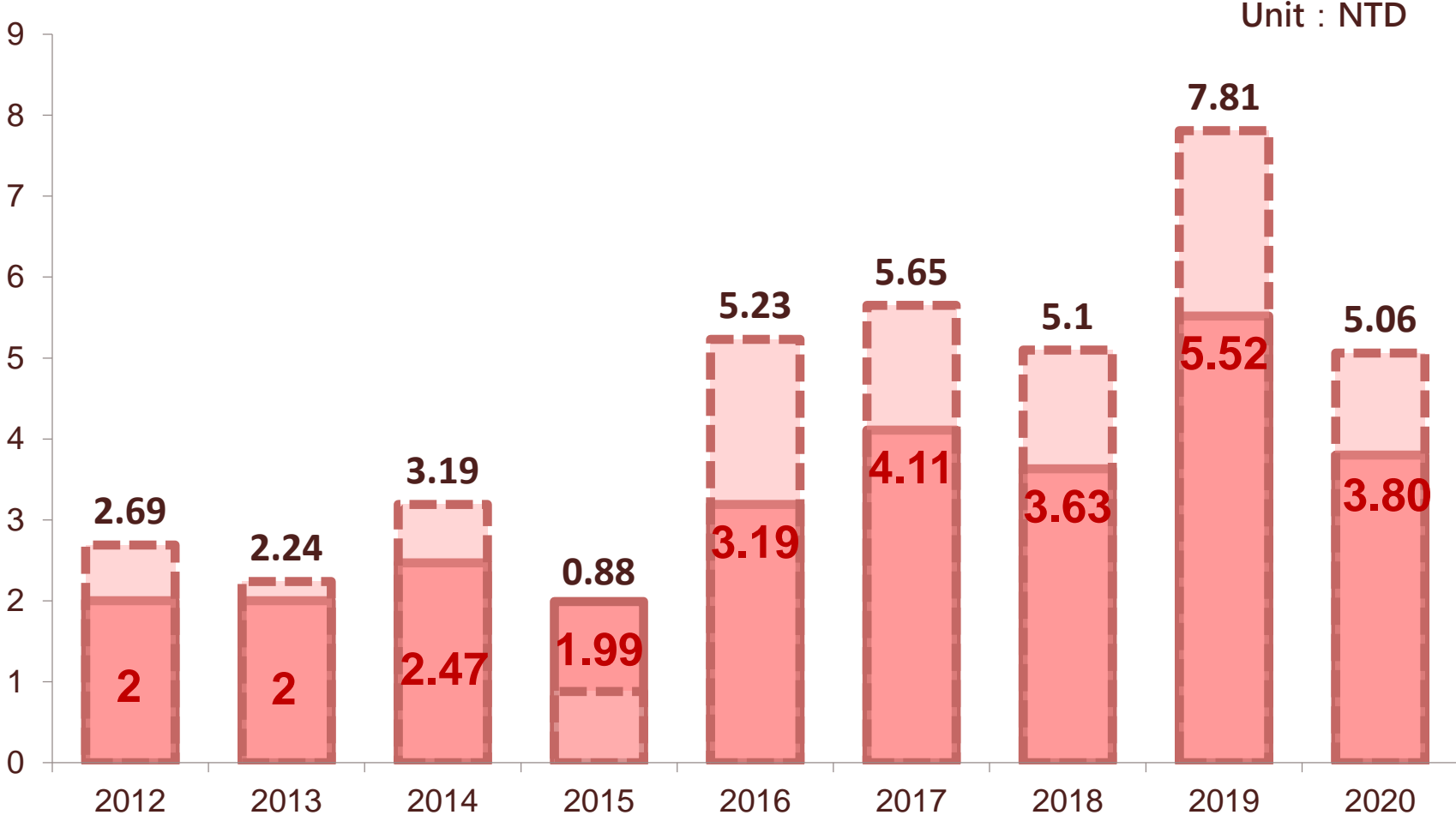


# Revenue Growth Trend(Group)

Unit : NTD 100mn



# Dividends



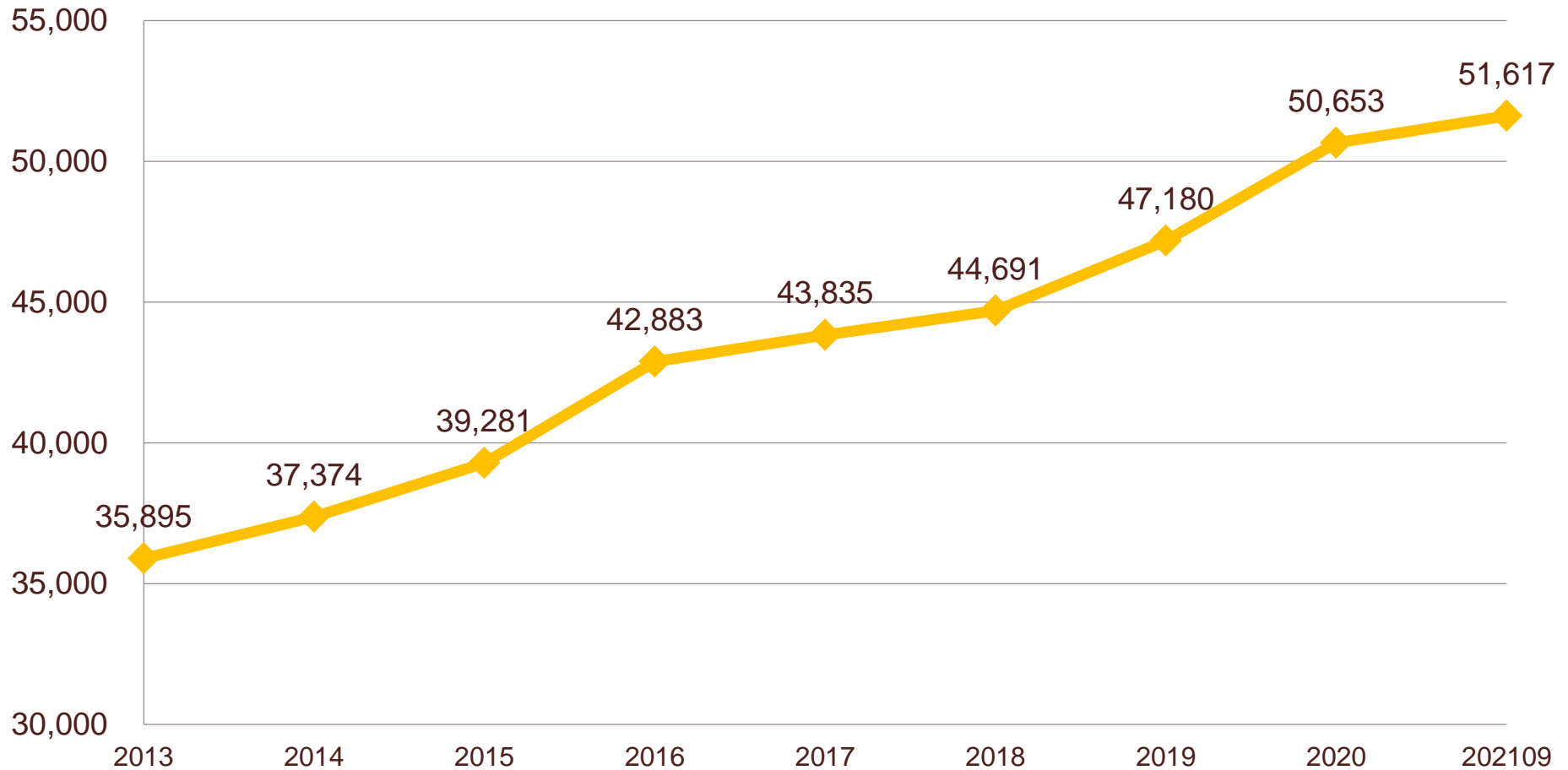
■ Cash Dividends

▨ EPS

Note : Cash dividends are rounded to two decimal places

# Shareholding of Chairman and GM Trend

Unit : ' 000 shares





# Index Constituents :

- 2019/5/31: 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"
- **2021/4/30 : The company was awarded the Top 6%~20% Enterprises in the Seventh Corporate Governance Appraisal by TWSE.**
- **2021/10/19: Approved by Taiwan Index Plus Corporation to be included in the "TIP TAIEX+ SMALL/MID-CAP ALPHA MOMENTUM 50 INDEX"**



# Financials

Unit: NTD mn/ EPS : NTD

Account	2020					2021			
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Total
Revenue	2,773	2,376	3,217	2,979	11,345	3,417	3,479	<b>4,150</b>	11,046
Gross Profit	660	474	646	602	2,382	704	500	<b>738</b>	1,942
Operation Expenses	304	241	314	250	1,109	322	334	<b>334</b>	990
Operating Profit	356	233	332	352	1,273	382	166	<b>404</b>	952
Net Income	354	172	185	187	898	325	130	<b>342</b>	797
EPS	2.02	0.99	1.05	1.01	5.06	1.75	0.7	<b>1.84</b>	4.29
Effect of Exchange Rate Changes	0.21	-0.13	-0.52	-0.61	-1.05	0.01	-0.26	<b>-0.03</b>	-0.28

Gross Profit Margin (%)	23.8	19.9	20.1	20.2	21.0	20.6	14.4	<b>17.8</b>	17.6
Operating Expenses Ratio (%)	11.0	10.1	9.8	8.4	9.8	9.4	9.6	<b>8.0</b>	9.0
Operating Profit Margin (%)	12.9	9.8	10.3	11.8	11.2	11.2	4.8	<b>9.7</b>	8.6



# Financials

Unit: NTD mn

Account	2021Q2	2021Q3	QoQ
Revenue	3,479	<b>4,150</b>	19.3%
Gross Profit	500	<b>738</b>	47.3%
Operation Expenses	334	<b>334</b>	-0.1%
Operating Profit	166	<b>404</b>	142.5%
<b>Gross Profit Margin</b>	<b>14.4%</b>	<b>17.8%</b>	<b>+3.4PP</b>
<b>Operating Expense Ratio</b>	<b>9.6%</b>	<b>8.0%</b>	<b>-</b>
<b>Operating Profit Margin</b>	<b>4.8%</b>	<b>9.7%</b>	<b>+4.9PP</b>



# Financials

Unit: NTD mn

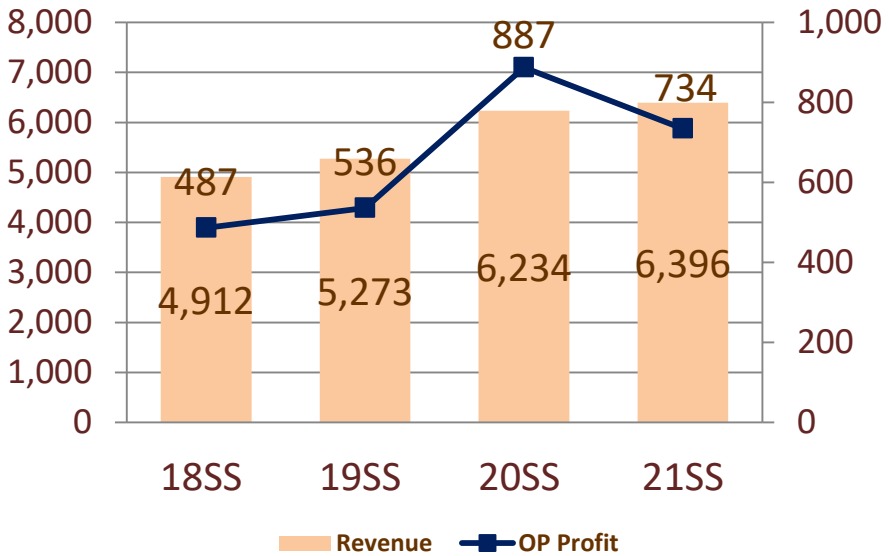
Account	2020Q3	2021Q3	YoY
Revenue	3,217	<b>4,150</b>	29.0%
Gross Profit	646	<b>738</b>	14.2%
Operation Expenses	314	<b>334</b>	6.2%
Operating Profit	332	<b>404</b>	21.8%
Gross Profit Margin	20.1%	<b>17.8%</b>	—
Operating Expense Ratio	9.8%	<b>8.0%</b>	—
Operating Profit Margin	10.3%	<b>9.7%</b>	—



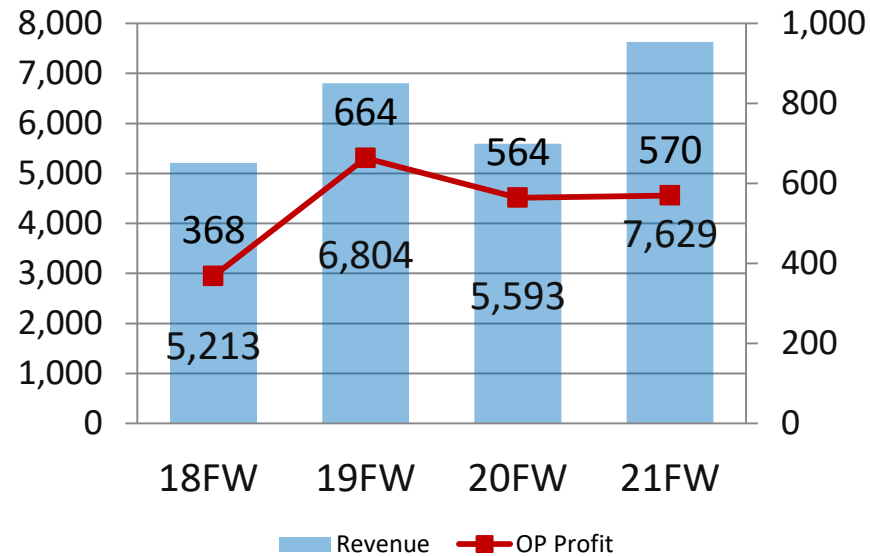
# Revenue Trend by Quarter

Unit: NTD mn

Spring/Summer shoes(Q4~Q1)

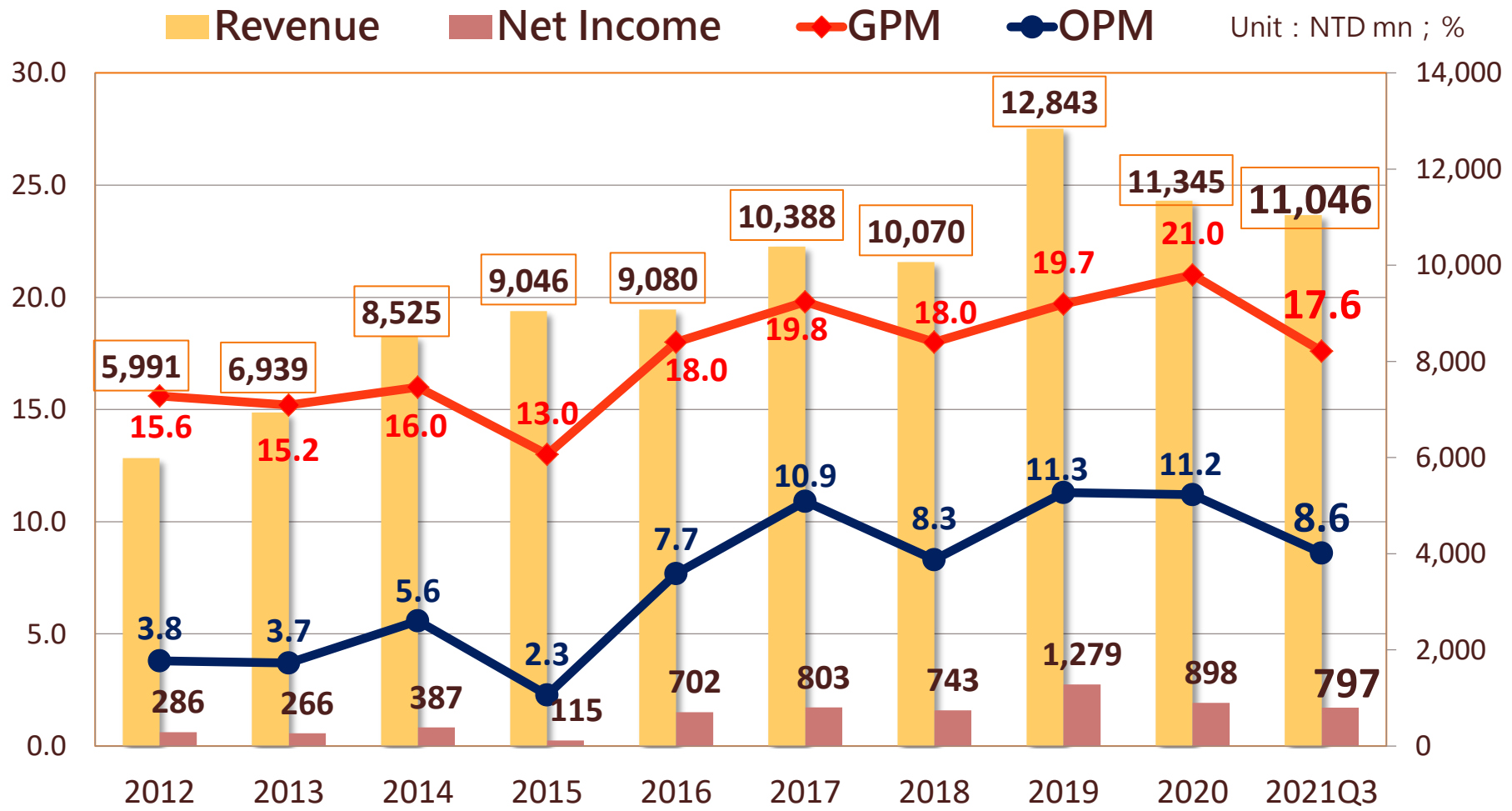


Fall/Winter shoes(Q2~Q3)



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	5,593	564
21SS	6,396	734	21FW	7,629	570

# Financials of past years from 2012 to 2021Q3

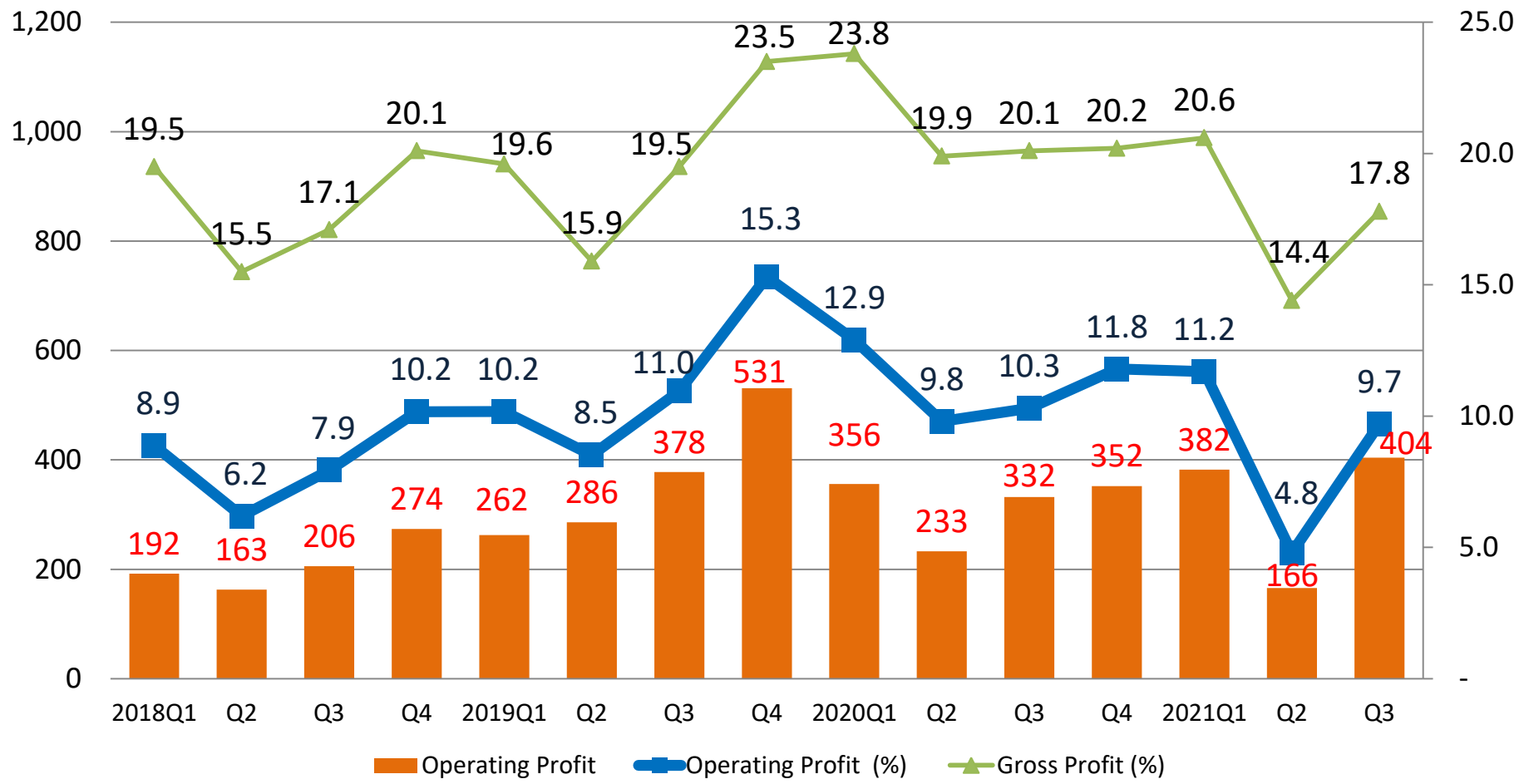




# Financials of past years from 2018 to 2021Q3

Unit : NTD mn ; %

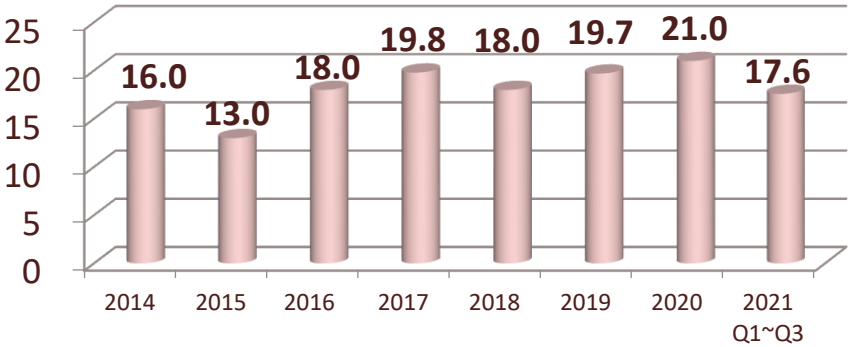
## Quarterly Gross Profit and Operating Profit Information



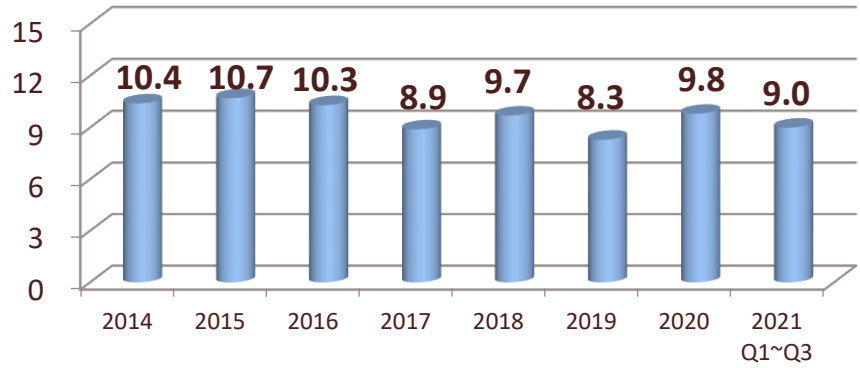
# Financials of past years from 2014 to 2021Q3

Unit : NTD mn ; %

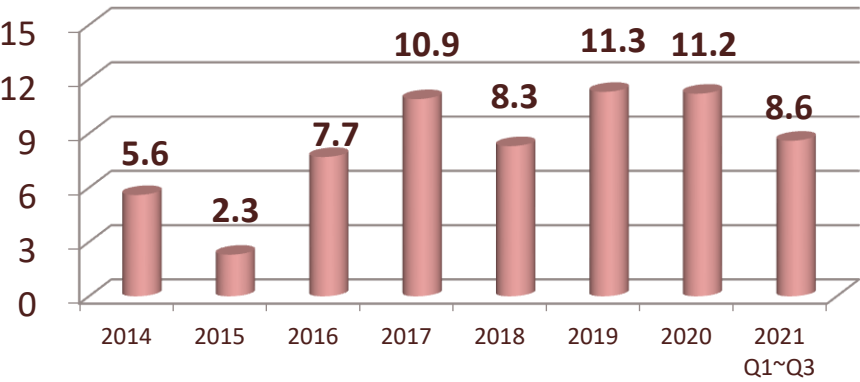
### Gross Profit Margin



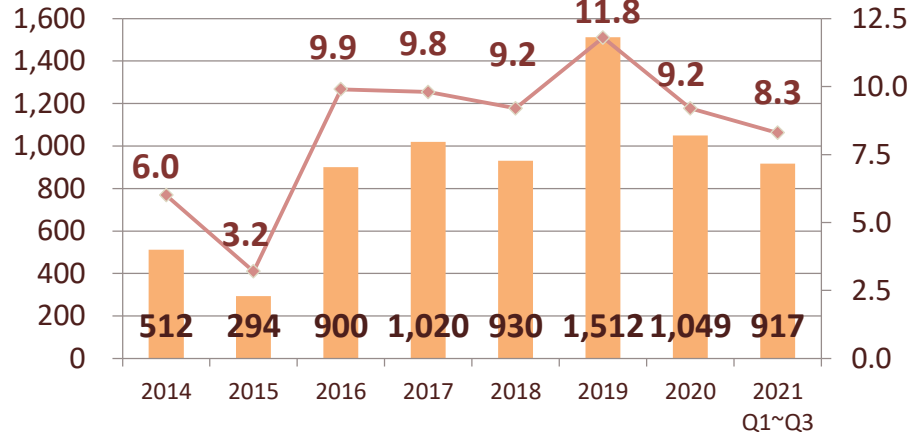
### Operating Expense Ratio



### Operating Profit Margin



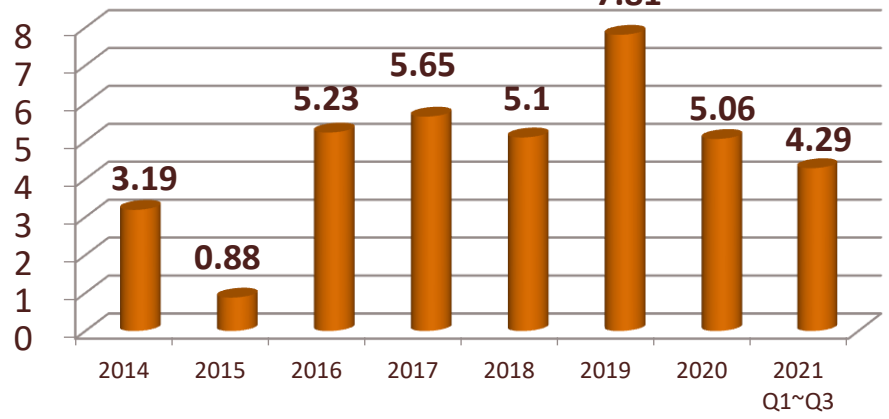
### Pre-tax Net Income(Margin)



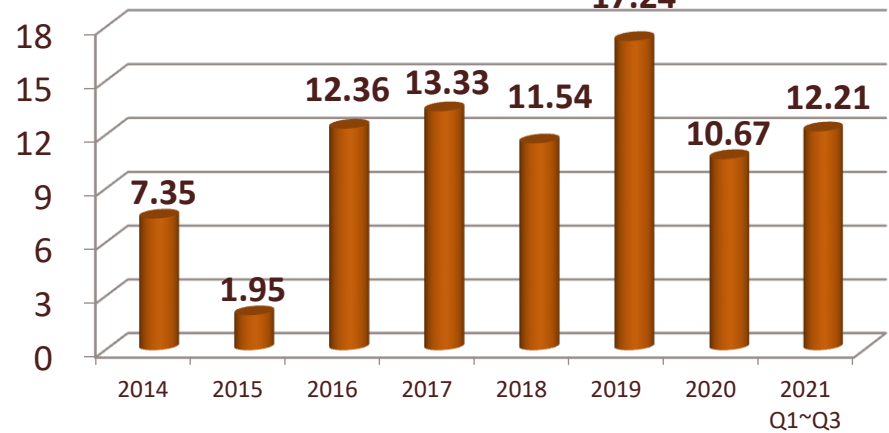
# Financials of past years from 2014 to 2021Q3

Unit : NTD mn ; %

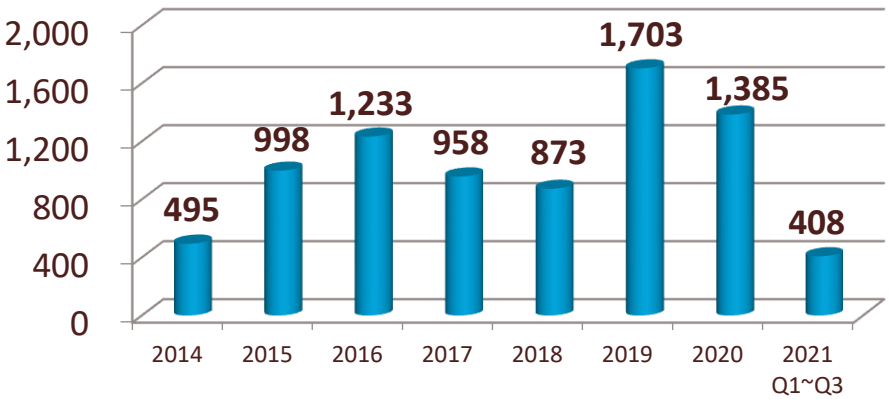
EPS(dollars)



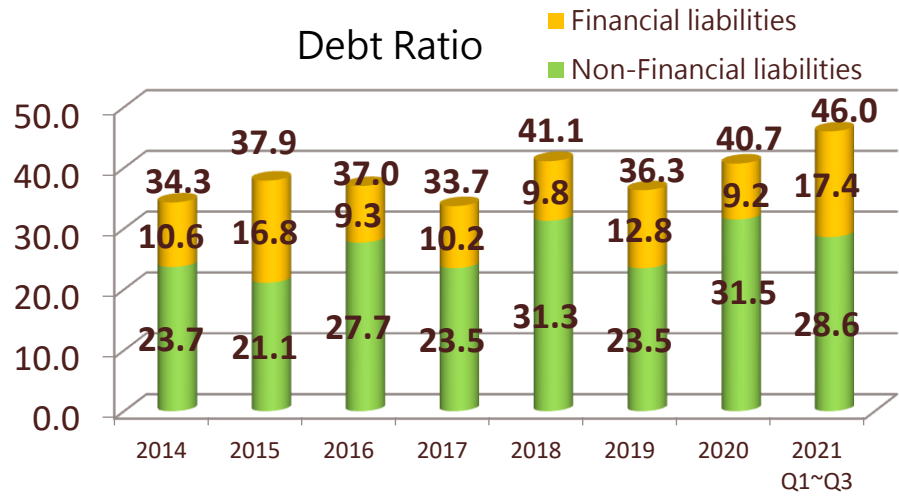
ROE(%)



Cash Inflow from Operating Activities

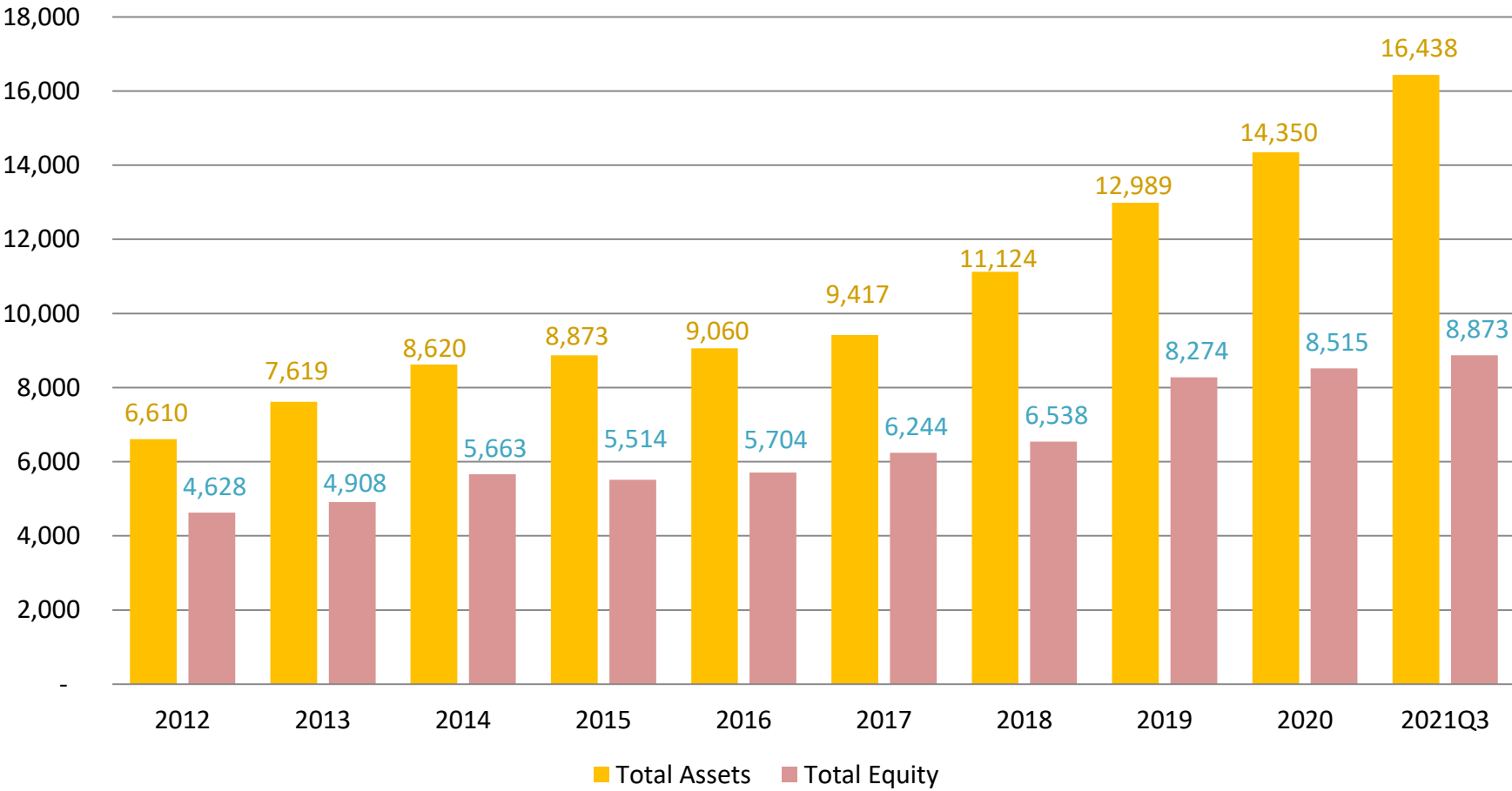


Debt Ratio



# Financials of past years from 2012 to 2021Q3

Unit: NTD mn





Fulgent Sun  
Group

Q & A

*Please give me your advice*



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