



台南企業股份有限公司  
TAINAN ENTERPRISES CO., LTD.

2023

Investor Conference



台南企業股份有限公司  
TAINAN ENTERPRISES CO., LTD.

# Safe Harbor Notice

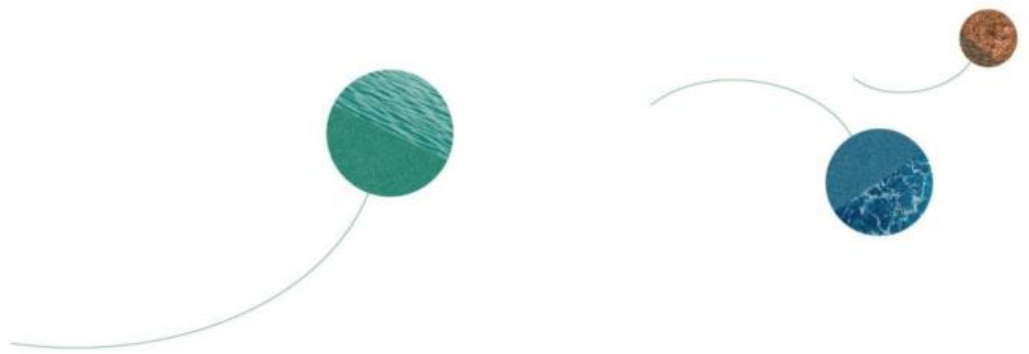
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- No financial forecasting is released by Tainan enterprises . Discrepancy may be existed between the actual result in the future and the estimated opinion to the company operation and business developing subjects indicated in this briefing report with respect to the financial, business and Q&A part. The causes of the discrepancy may include the variation of market needs, price fluctuation, competition activities, international economic situation, exchange rate fluctuation, upper and downer stream supply chain, and any other risk factors that beyond Tainan enterprises control.
- The prospects to the future in this briefing report reflect Tainan enterprises vision of future. Tainan enterprises is not responsible for any notification or update with regard to any change or adjustment to these prospects in the future.





# 2023 Company Profile

WORLD CLASS APPAREL  
MANUFACTURER SINCE 1961

 TAINAN ENTERPRISES CO., LTD



# ONE CUSTOMER MULTIPLE SITES FOR UTILIZATION

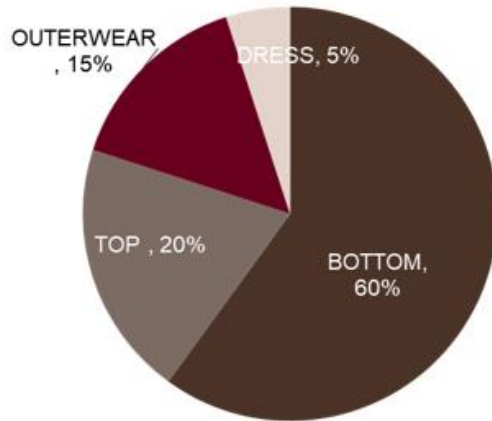
Facility							
Location	Taiwan	China	Indonesia		Cambodia (TC1+TC3) (GIN SOVANN)		Vietnam
Production Line	2 LINES	10 LINES	JAKARTA 28 LINES	SOLO 1 24 + SOLO2 22 LINES	50 LINES	15 LINES	20 LINES
Monthly Capacity	20,000 pcs	200,000 pcs	325,000 pcs	420,000 pcs	800,000 pcs	300,000 pcs	300,000 pcs
Strength	R&D Sample Room, Active wear, Small Size Order	Novelty items, Complicated Craftsmanship, Embellishment Sourcing, Fast Turn Around, Sample room	Outerwear, Jacket, Blouse, Refined and Tailored Garments, Denim, Affiliate Laundry Facility		In-house Laundry Facility, Woven bottom, Woven Top, light Outerwear & Athleisure Apparel	Performance active wear & Athleisure Apparel, Cut-And-Sew Knits, Sleepwear, Loungewear	Woven bottom, Woven Top, light Outerwear & Athleisure Apparel
virtual reality							
Total	WOVEN: 24,000,000 pcs/ year KNIT: 1,200,000 pcs / year						

**OUR CUSTOMERS USUALLY UTILIZE 2-3 OF OUR FACILITIES SIMUTANEOUSLY FOR CATOGORY SPECIALTY AND COUNTRY RISK HEDGE**

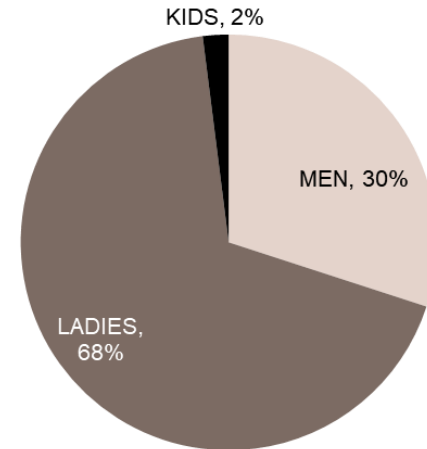


# COMPANY METRICS

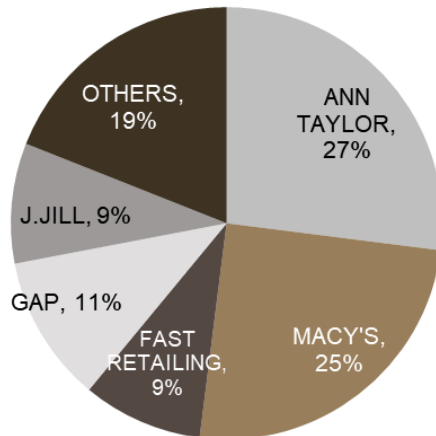
## By Product Category



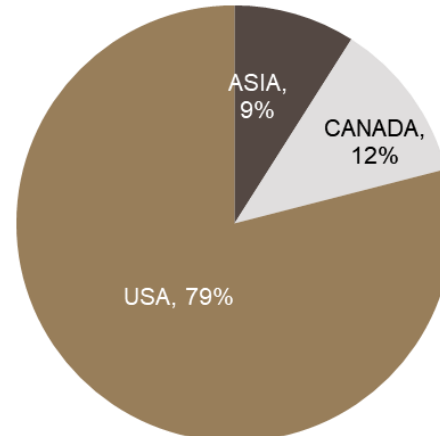
## By Gender



## Customers Share



## Global Market Share



# Consolidated Financial Results (I)

Year	Revenue		Gross Profit	Operating Income	Pre-Tax Income	Net Income	EPS
	Amount (NT\$m)	YOY (%)	(NT\$m)	(NT\$m)	(NT\$m)	(NT\$m)	(NT\$)
2018	8,326	(0.03)	1,068	5	110	80	0.54
2019	7,660	(8.00)	1,065	74	66	80	0.55
2020	5,970	(22.00)	670	(327)	(380)	(355)	(2.45)
2021	5,761	(3.5)	776	(156)	(126)	(135)	(0.92)
2022	7,529	30.69	1,219	235	347	301	2.06
2023Q1	1,746		302	84	88	77	0.53

# Consolidated Financial Results (II)

Year	Profitability					Financial Leverage	
	Gross Margin (%)	Operating Margin (%)	Net Margin (%)	ROE (%)	ROA (%)	Net Debt/Equity (%)	Current Asset/Current Liab. (%)
2018	12.82	0.06	0.95	2.06	1.88	淨現金	166
2019	13.91	0.97	1.05	2.09	1.91	淨現金	175
2020	11.23	(5.49)	(6.37)	(10.1)	(6.24)	淨現金	192
2021	13.47	(2.7)	(2.34)	(4.26)	(2.44)	淨現金	168
2022	16.19	3.13	3.99	9.13	6.11	淨現金	226

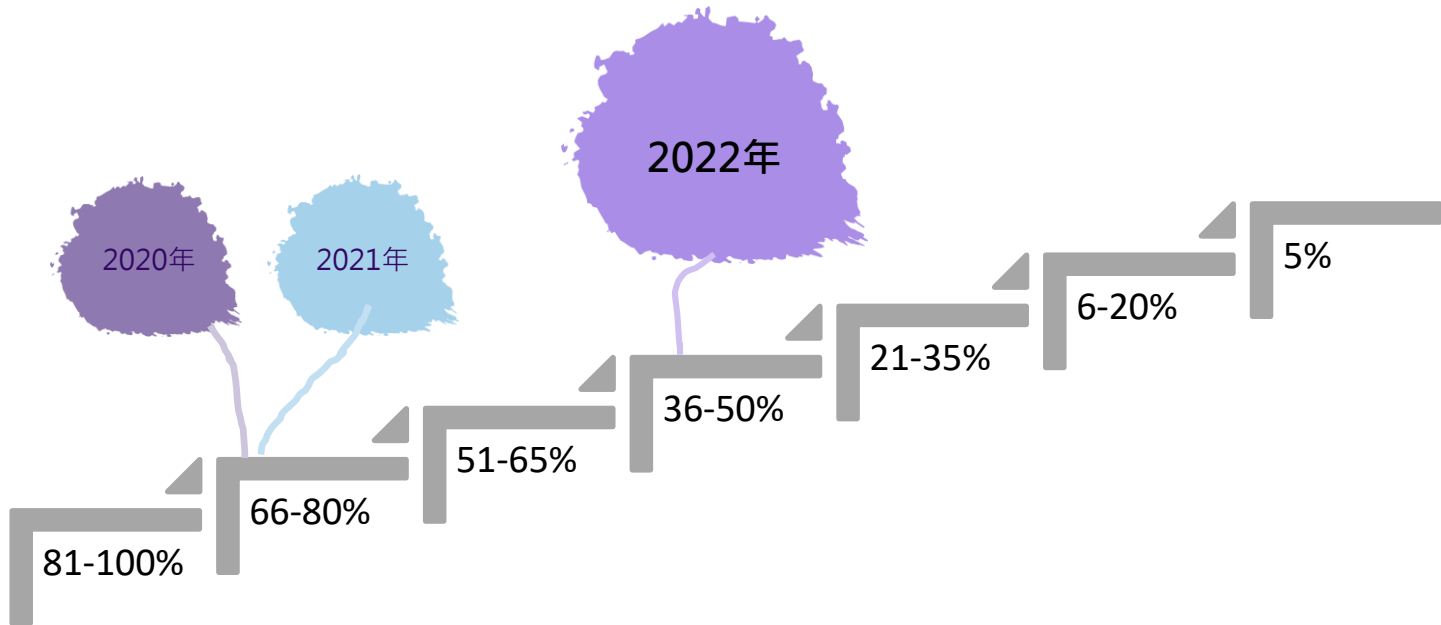
# Dividend Policy

- According to the corporate law & the company' s regulation
- Depend on the company' s short & long term operation plan and profitability
- Depend on the company' s cash position

Year	EPS (NT\$)	Cash dividend (NT\$/share)	Stock dividend (NT\$/share)	Payout ratio (%)
2018	0.54	0.5	0.0	92.59
2019	0.55	0.5	0.0	90.91
2020	(2.45)	0.2	0.0	-
2021	(0.92)	0.1	0.0	-
2022	2.06	1	0.0	48.54



# The 9<sup>th</sup> (2022) Corporate Governance Evaluation



ANN TAYLOR

ANN TAYLOR  
LOFT

EILEEN  
FISHER

J.Jill

RALPH LAUREN

WHITE HOUSE | BLACK MARKET

J.CREW

DKNY  
DONNA KARAN NEW YORK

CORTEFIEL

GAP

OUR  
CLIENTS

Calvin Klein

Ministry of Supply°

MANGO

極度乾燥(しなさい)  
Superdry®

the magic of  
macy's



MICHAEL KORS

TALBOTS

Reitmans

FILA

JCPenney



UNITED ARROWS

GORE

UNI  
QLO GU

L.L.Bean

Free People

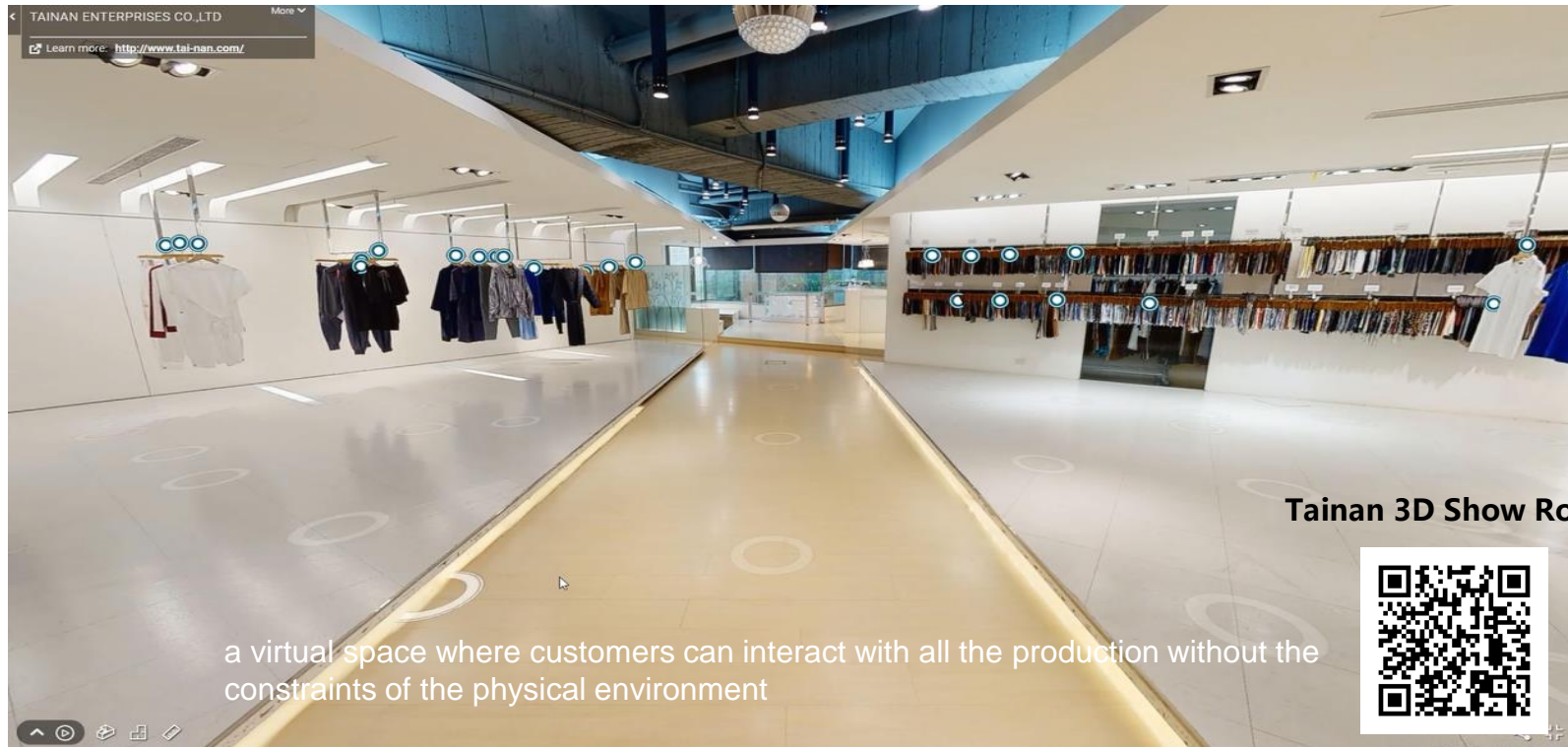


GLOBAL WORK

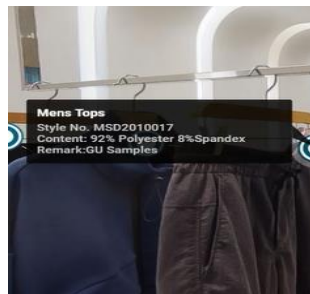
Roots



# VIRTUAL SHOWROOM



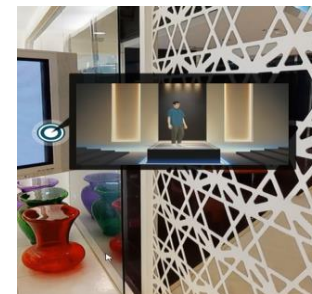
## Samples



## Fabrics



## Catwalk





**Target: 30% CO<sub>2</sub>e reduction  
per garment by 2030**

**Baseline year 2018**



# TAINAN ENTERPRISES TARGET : 30% CO<sub>2</sub>e REDUCTION PRE GARMENT BY 2030



**Rooftop Solar**



**Biomass Energy**



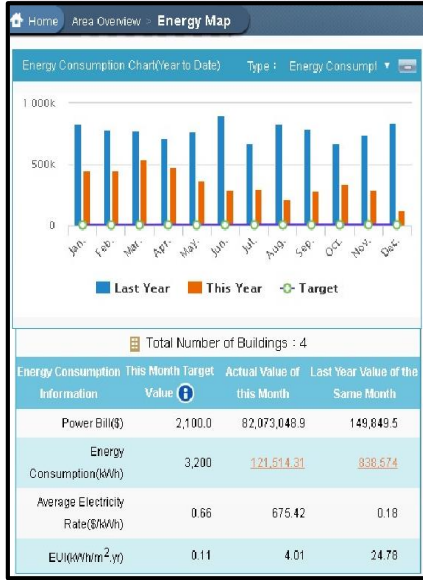
**Renewable Energy  
Certificates**



Geothermal Electric Power Station



**Energy Management  
System**



# 100% Wastewater Recycle – Effluent Treatment

Discharged Wastewater



Biological Treatment



> 100% Wastewater Recycle

Chemical Treatment



Biological Sedimentation Tank



Ozone Bleaching



Reverse Osmosis



Final Recycled Water



# WOMEN EMPOWERMENT PROJECTS

Health education, Financial planning guidance, Communication & problem solving trainings

HERproject

Introduced to Indonesia, Vietnam factory



[Project success published by UN Foundation' s Universal Access Project](#)



Indonesia factory P.A.C.E opening



Cambodia P.A.C.E course



Introduced to Cambodia, Indonesia, Vietnam factory



# ***SOCIAL RESPONSIBLE COOPERATION***



2015-2016  
Ranked No 6 and No 13 in  
2015 and 2016 in Taiwan's  
Leading publishing Common  
Wealth's **Top 100 CSR  
Awards.**



06. 2016  
The Barclay Memorial Park  
Sustainability Project is the Gold  
Winner of FIABCI World Prix d'  
Excellence Awards in the  
category of  
Rehabilitation/conservation



In 2013, sponsorship of the  
refurbishment of Hayashi Dept. Store



Vietnam factory giving back to the  
society



Refurbishment of Taiwan old  
magistrate's office





**Thank you**  
<https://www.eng.tai-nan.com/>

