

A photograph showing the lower legs and feet of two people walking on a paved path. Both are wearing blue denim jeans. The person on the right is also wearing black high-heeled shoes. The background is a blurred outdoor setting with some dry vegetation. A semi-transparent blue geometric overlay is at the bottom of the image.

Roo Hsing (Stock Code : 4414)



Overview

Leading Efficiency to Provide

- Supplies ~90 million pcs./year to customers across Europe, N. America, Japan and China.
- One-stop shop service, from sourcing, design and development to shipment.
- 300 strong merchandizing team (including one Japanese speaking team) in communicating.

Excellent design team

- 20 professional designers and 100 fabric development and finishing technicians
- 250 skilled workers in the sampling department
- Excellence in patterning, lower the waste of the fabric

30 production facilities and 26,000+ workers global wide

- China :2,000+ workers, focused on more complicated
- SE Asia : 19,000+ workers, focused on mass production for the Japanese and EU markets
- Africa: 3900+ workers, focused on the mass production for the North America markets
- America : 960+ workers · focused in the north American market

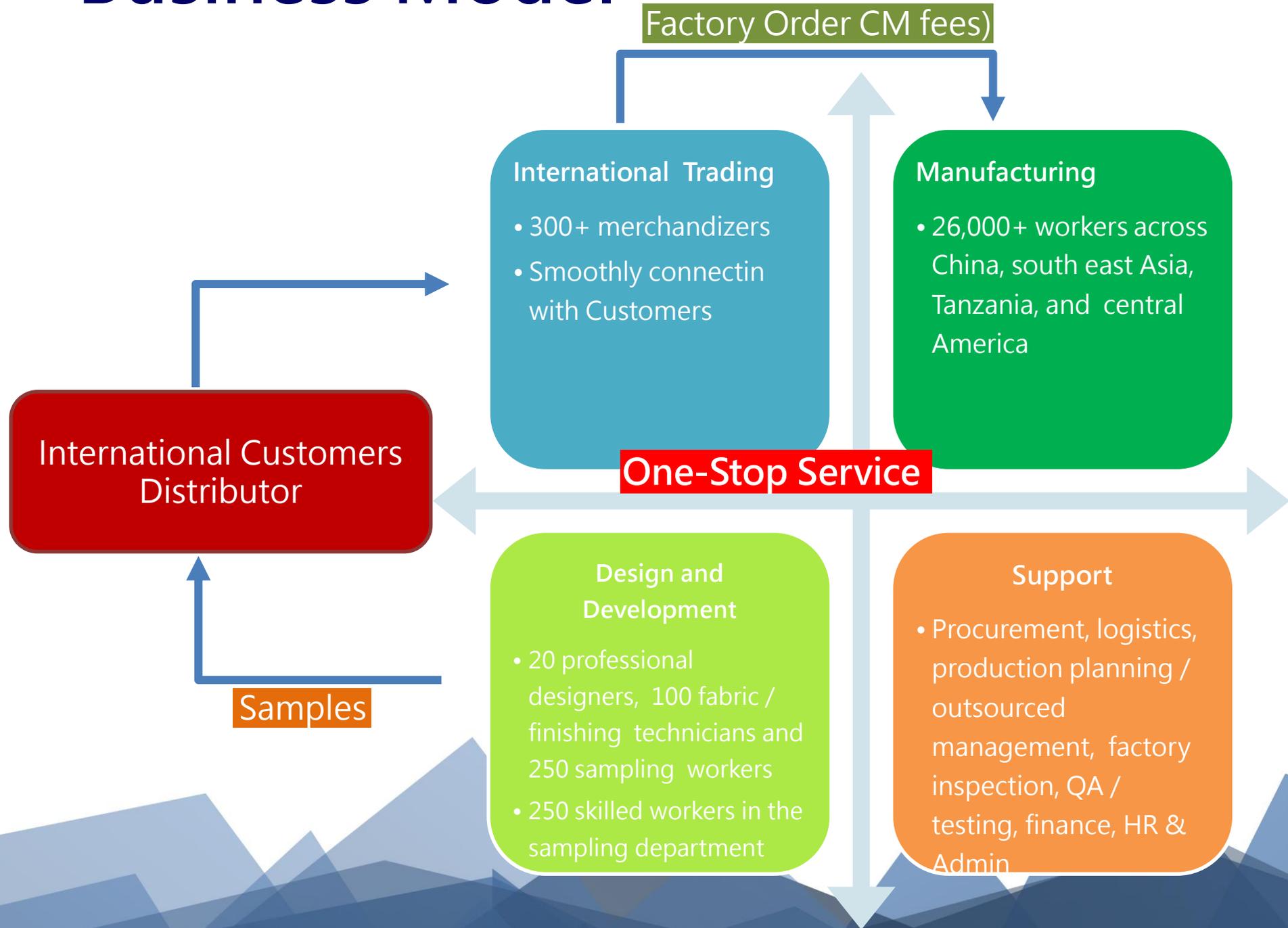
Continuously automation, lower the cost, keep in transform

- Automation started in 2013, raise the efficiency
- Wider the use of automatic machines, build up new SOP
- Information on-line, in preparation of the connection with the clients

Sustainability, higher Marketing Precision, leading Integrated Production



Business Model





Competitive Advantages

Scale

- Since 2009 (post the quota era), leading fashion brands and retailers have consolidated their supplier base, choosing to work with suppliers with scale to meet their production needs
- **Economies of scale = cost advantage**

One-stop shop service

- **Increases customer captivity** as customers become dependent on Roo Hsing for procurement, testing, design, development, production, etc.
- **Ability to provide samples and competitive quotations to customers within a week**

Duty Advantages

- **Transnational operating facilities, avoid the area risk**

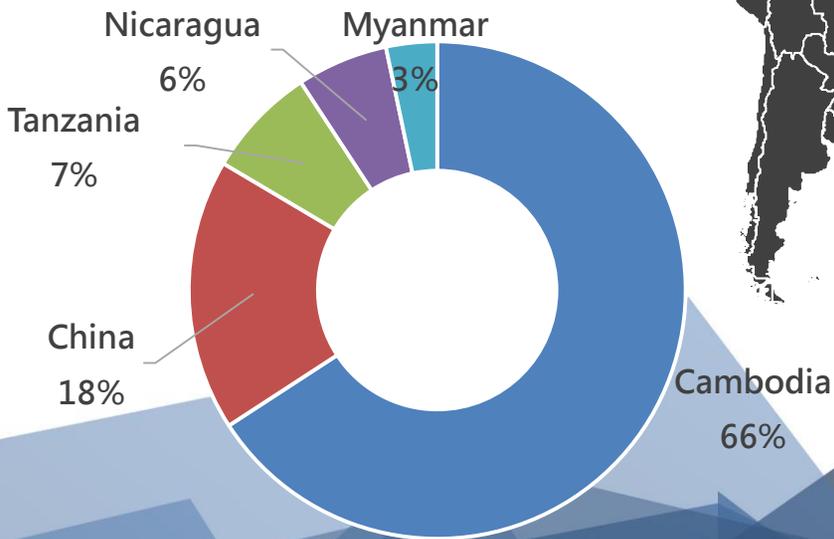
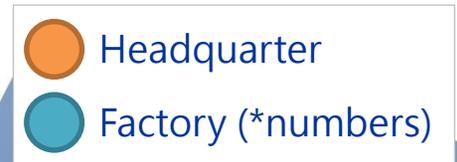
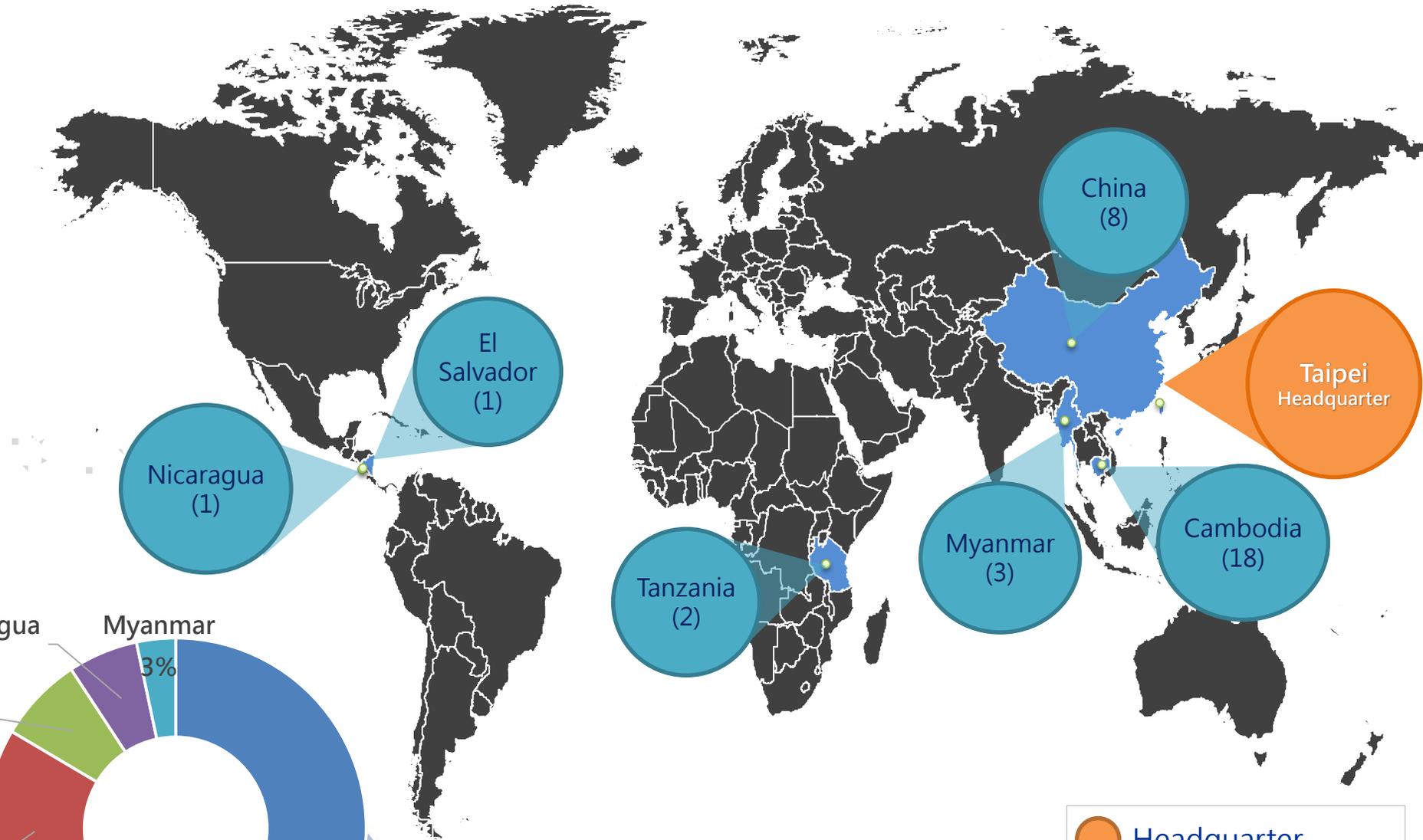
Automation

- **Raise the efficiency and keep the quality.**
- **Easy to collect the data of working procedure, help to control the product flows.**
- **Digital information can easily pass to customers, to control timing**

Innovation

- **Reform production line**
- **Reduce lead times**
- **lower operating cost**
- **Increased product yield**
- **Suitable for multiple fabrics**
- **Sustainable**

Facilities Around the World



Capacity Distribution



Top Tier Global Brands, Retailers and PPE

Customers are located across North America, Western Europe and East Asia

- Different peak seasons
- Diversify market risks

North America	
Europe	
Asia	



PPE Donations

台商回饋家鄉齊抗疫 慨捐羅東聖母醫院千件隔離衣

2021-07-01 14:48 聯合報 / 記者林佳妮 / 宜蘭即時報導

十圖集



台商如興、山華企業回饋家鄉

台商如興、山華企業回饋家鄉，捐贈羅東聖母醫院千件隔離衣。記者林佳妮／攝影

★ 讚賞 0 分享 0 等分類



全球疫情延燒，為防疫盡份心力，台商牛仔褲大廠如興股份有限公司攜手山華企業股份有限公司，在柬埔寨代工生產防護衣、隔離衣，銷售東南亞、日本、歐美國家等。有礙於國內疫情，雙方在三星鄉前鄉長黃錫墉、立治科技董事長特助鄭國勳牽線下，慷慨捐贈羅東聖母醫院1000件隔離衣，今天由院長馬漢光代表受贈。

民間企業愛心不間斷，如興、山華企業回饋家鄉，近期兩大貨櫃的防護衣、隔離衣抵台，陸續捐贈臺北榮總、部立基隆醫院等醫療機構。黃錫墉表示，「企業的熱心和行動





Q321 Financial Highlight



Roo Hsing - Financial Highlight

Item	Q3 21 (NTD 000')	%	Q3 20 (NTD 000')	%
Sales Revenue	5,231,873	100	4,954,395	100
Operating Costs	(4,214,369)	(81)	(3,626,500)	(73)
Gross Profit	1,017,504	19	1,327,895	27
Operating Expenses	(760,195)	(15)	(1,173,903)	(24)
Operating Income	257,309	4	153,992	3
Profit Before Income Tax	128,547	1	36,421	1
Profit After Tax	140,096	-	36,633	-
EPS (NTD)	0.17		0.04	
Share Capital (NTD million)	8,189		8,165	



Roo Hsing - Financial Highlight

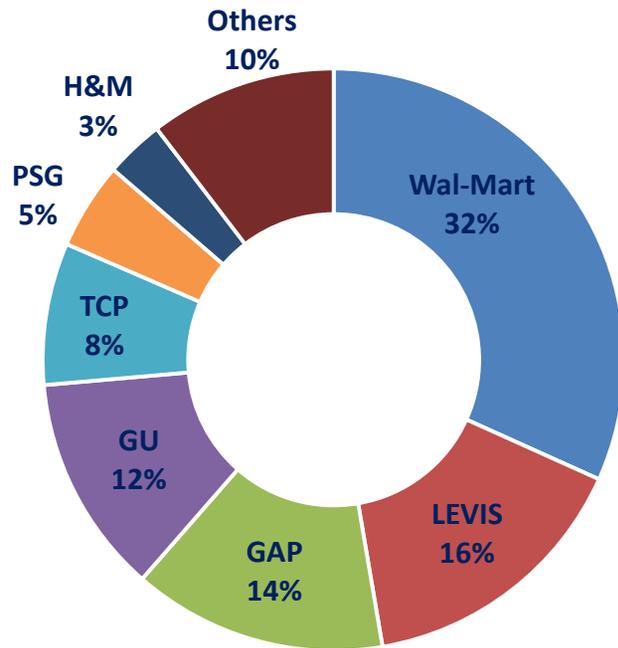
Item	Q3 21 (NTD 000')	%	Q2 21 (NTD 000')	%	Q1 21 (NTD 000')	%
Sales Revenue	5,231,873	100	3,249,578	100	4,294,612	100
Gross Profit	1,017,504	19	487,458	15	491,748	11
Operating Expenses	(760,195)	(15)	(789,955)	(24)	(748,996)	(17)
Operating Income	257,309	4	(302,497)	(9)	(257,248)	(6)
Profit Before Income Tax	128,547	1	(429,515)	(13)	(260,754)	(6)
EPS (NTD)	0.17		(0.50)		(0.32)	



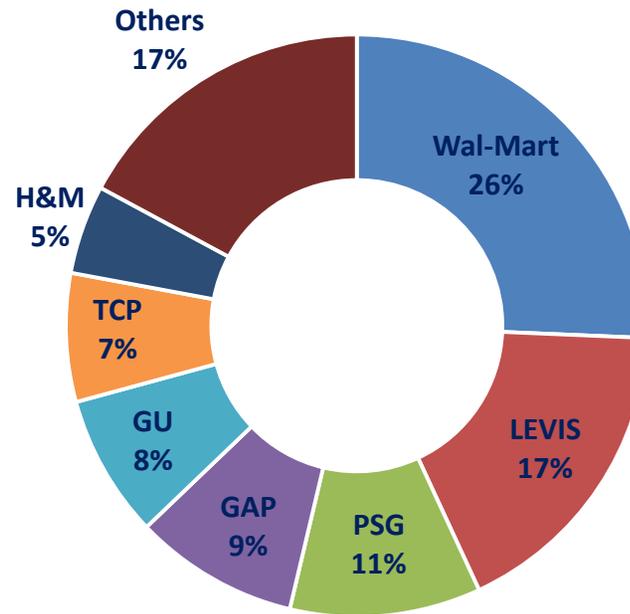
Roo Hsing - Financial Highlight

Sales Analysis by Customers

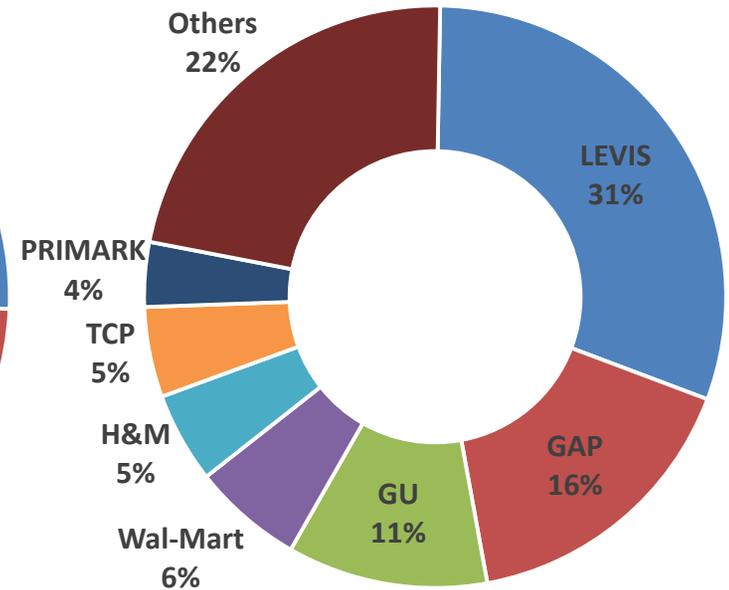
Q121~Q321



Q120~Q320



Q119~Q319

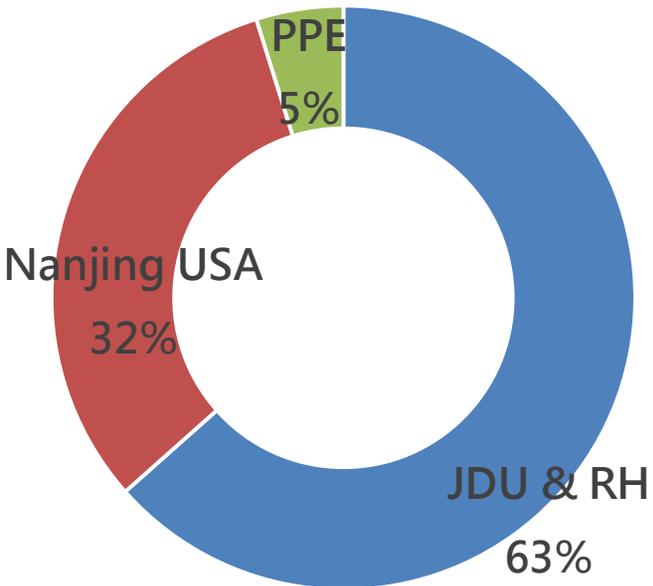




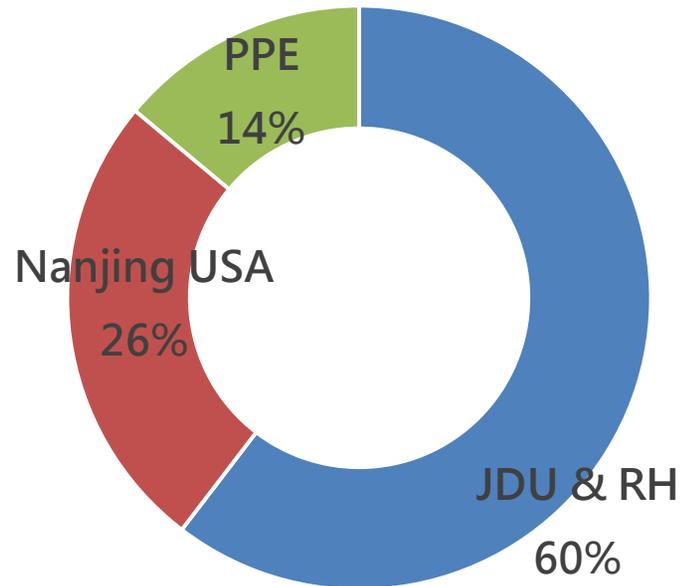
Roo Hsing - Financial Highlight

Sales Analysis by BU

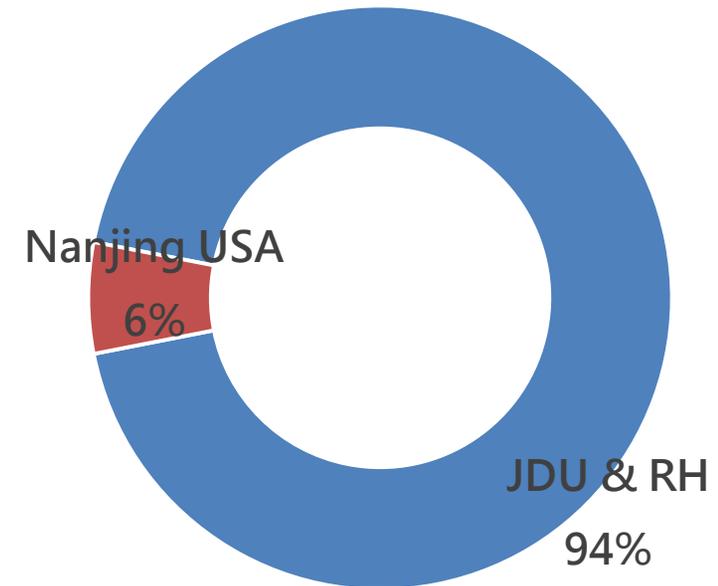
Q121~Q321



Q120~Q320



Q119~Q319



Future Prospects

JDU & RH (Brands)

Nanjing USA (Retailers)

PPE (Masks, Isolation Gown)

Cooltrans

New tech

Asset activation

SPAC





Q&A

