



八貫企業股份有限公司
CATHAY CONSOLIDATED, INC.

Operation outline & Future prospects



MARKETING
STRATEGY

1. INFLUENCERS

**Respect 、 Responsible
Result 、 Integrity 、 Fun**

2. GOOD CONTENT
3. PERFECT PHOTO

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2022/3/15

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Catalog

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- 2 Industrial profile
- 3 Operation outline
- 4 Business performance
- 5 Future prospects



MARKETING
STRATEGY

Global Partnership Specialized in Technical Fabric

1

2

3~8

9~12

13



Company Profile



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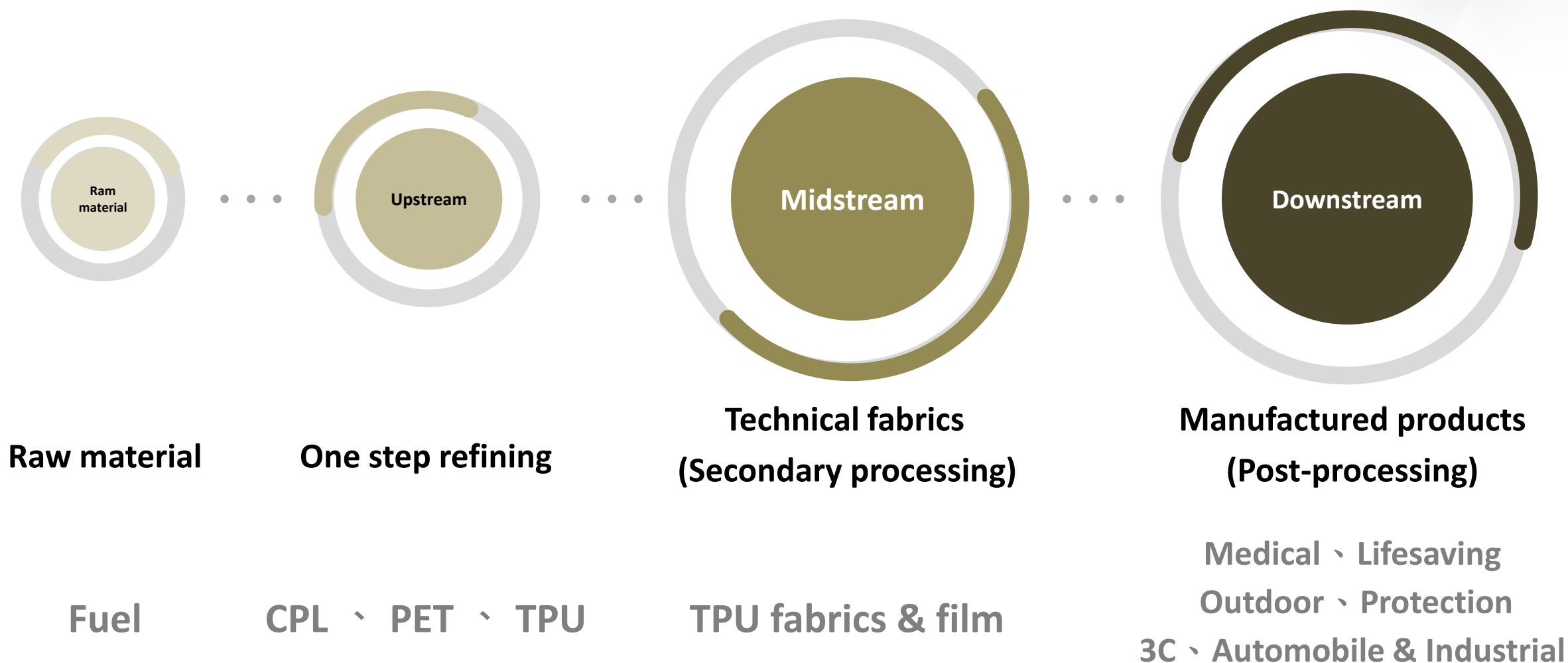
- * Founded in 1982, establishment of new plant in Yilan, Taiwan in 2008
- * The shares of companies listed in Nov. 24th, 2020 (stock#: 1342)
- * Registered capital NTD 678 million, current number of employees 337 people (as of Feb, 28)
- * Leading Taiwanese contract manufacturer of technical fabrics and manufactured products for medical, outdoor, marine and aviation industries
- * Technical fabrics(revenue 65%) & MP business (revenue 35%) division



Supply Chain



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Principal Products



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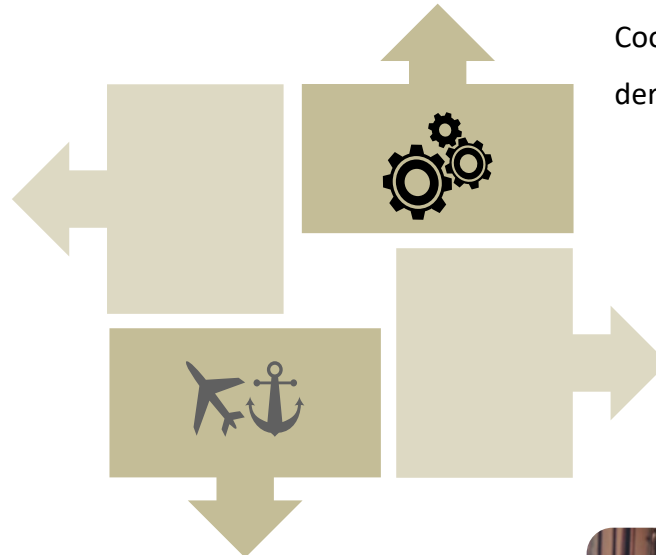
End products: Aviation /Marine

Aviation escape slide 、 Aviation life vests

Aviation life raft cover 、 Aviation life rafts

Water sports life jacket 、 Marine inflatable life jackets

Marine padded life jackets 、 Padded life jackets



End products: Industrial application

Industrial apron 、 Oil seals, uel tanks 、 Anti-static mat

Door seals 、 Lumbar support 、 Mechanical protective gears

Raincoat and protective gears

Cooling vests and safety helmet for outdoor and high-temperature duties, and derivative products, helmet lining and cooling vest and mat for pets



Customers



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Medical



Hillrom™

arjo



stryker

Outdoor

CASCADE
DESIGNS



YETI



AQUA LUNG

Aviation Marine



SAFRAN



Collins Aerospace

Competitive Advantage



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Applications of four major products

- Span 4 categories at around medical, outdoor, aerospace life-saving and industrial, not affected by single-product economy and the slack & high season

Quality control and service in upstream and downstream production

- The only firm with in-depth process knowledge with TPU fabric & manufactured products, quality control and service in upstream and downstream production

Strict technology and quality system certification

- Both medical and aerospace/life-saving are related to personal safety, need to pass lot of certifications, and it requires a long certification time, high technology, customers not easy to change the supply chain

Industry products, regular orders

- Aerospace and medical are industry products, raw materials not easy to replace and long-term regular orders placed by customers

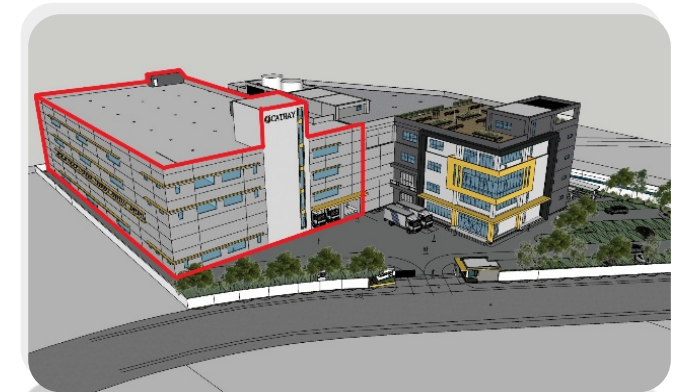
Continuous create new technology and products

- Innovative with technology, and diversified development



* Factory expansion

- Action Plan for Accelerated Investment by Domestic Corporations approved by Ministry of Economic Affairs in Dec, 2021
- The construction license already sent to competent authority in Feb, 2022
- The second plant building of Dexing 1st Rd is expected to be completed in Sep, 2023
- For the third laminating machine, the structural design has been completed, it is expected to be shipped via sea by the end of 2022, to deliver revenue expected in the second quarter of 2023
- T-Die laminating machine → 100 million NTD gross output value/ month
Smart RF machines → 100 million NTD revenue/ month



Operation outline



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* Aerospace

- Two major aviation customers continue to update the escape slide demand, as of 3/11 has 1.1 million yards orders

* Order/Capacity for Technical fabrics & MP business division

- The overall capacity is continuously maintained in high-end in 2022 whole year.
- The order has been received to October

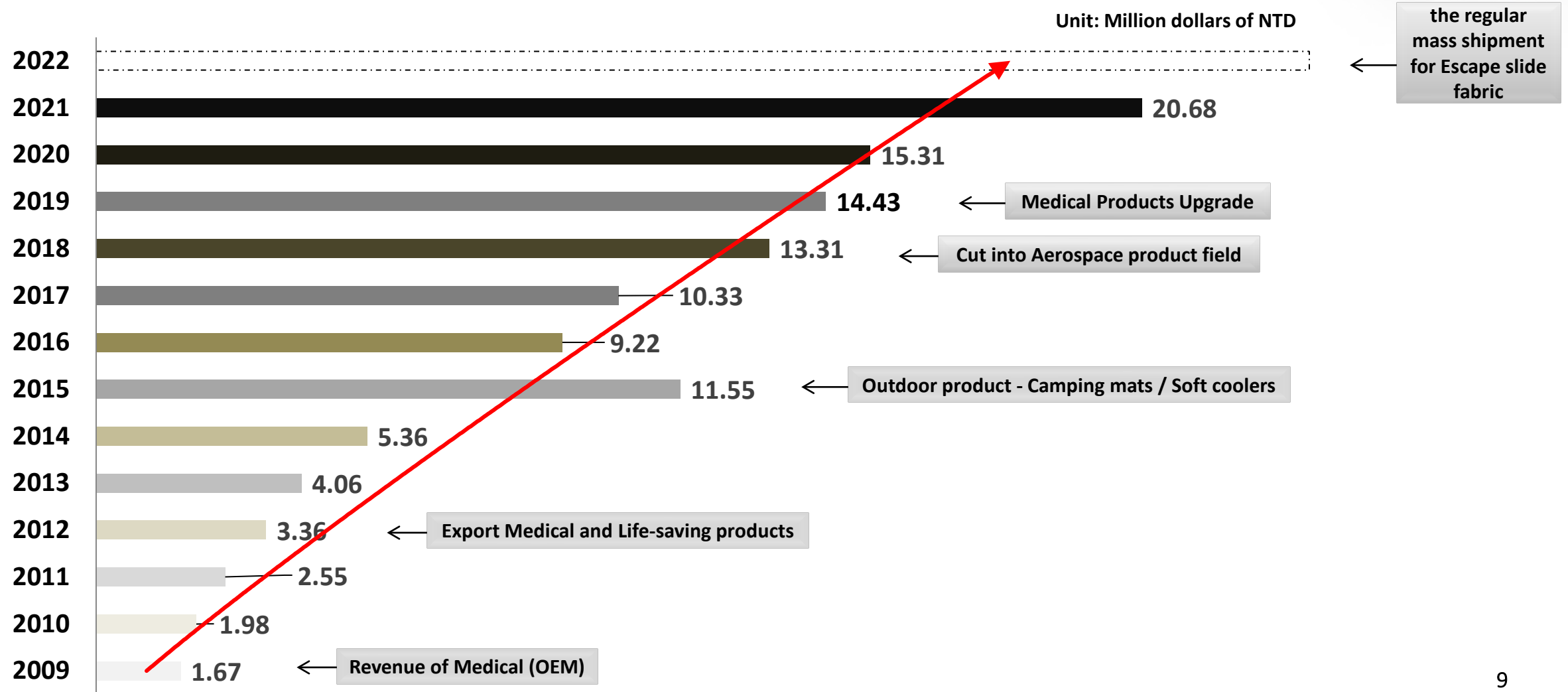


Revenue of Full historical



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(Compound Annual Growth Rate (CAGR) from 2009~2021 is 23%)



Percentage of Turnover



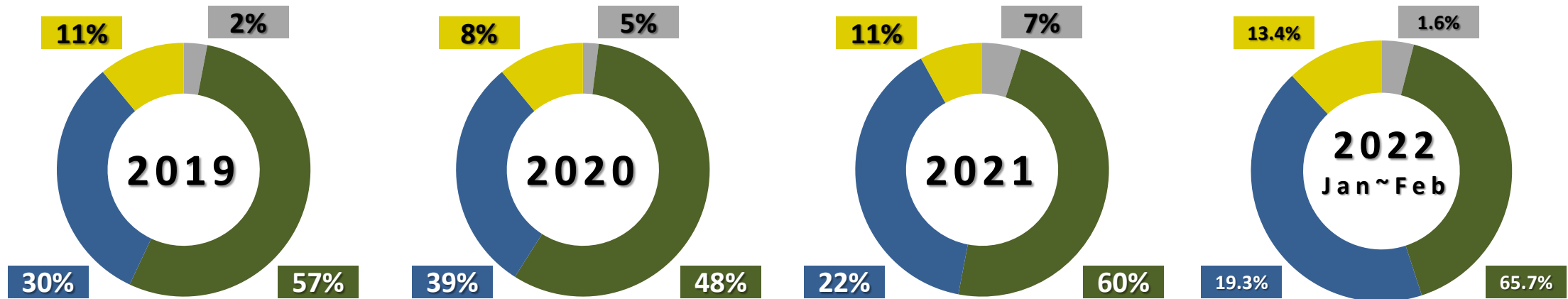
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Medical

Outdoor

Aviation
Marine

Industrial



Unit: Thousands dollars of NTD

Sales category	Revenue of 2019	%	Revenue of 2020	%	Revenue of 2021	%	Revenue of Jan ~ Feb, 2022	%
Medical	\$439,223	30%	\$597,987	39%	\$454,118	22%	\$76,954	19.3%
Outdoor	\$820,492	57%	\$727,993	48%	\$1,245,617	60%	\$261,874	65.7%
Aviation/Marine	\$154,872	11%	\$124,314	8%	\$234,972	11%	\$53,143	13.4%
Industrial	\$28,128	2%	\$81,057	5%	\$143,955	7%	\$6,392	1.6%
Total	\$1,442,715	100%	\$1,531,351	100%	\$2,078,662	100%	\$398,363	100%

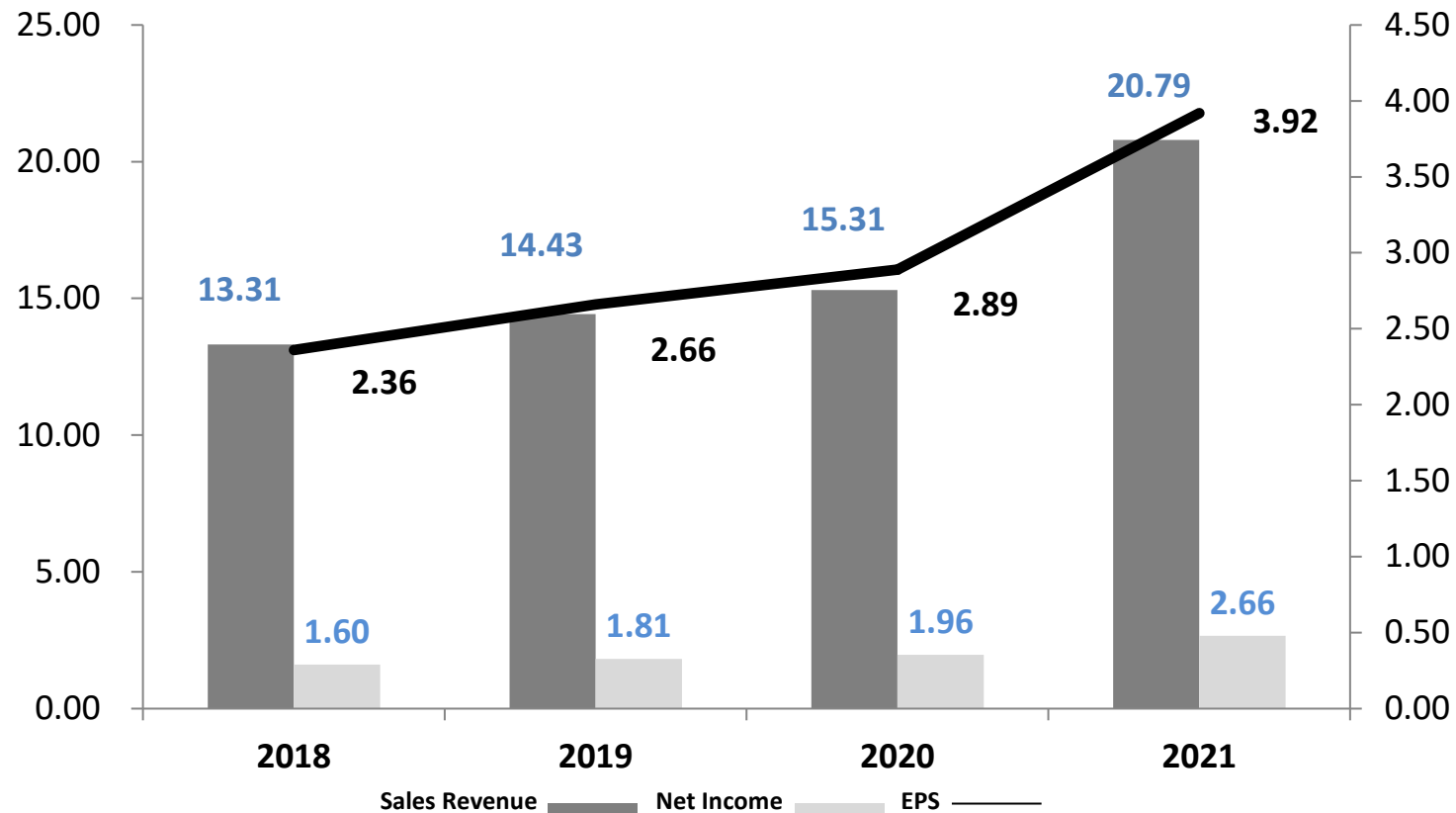
Business Performance



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Revenue & EPS

Unit: Million dollars of NTD

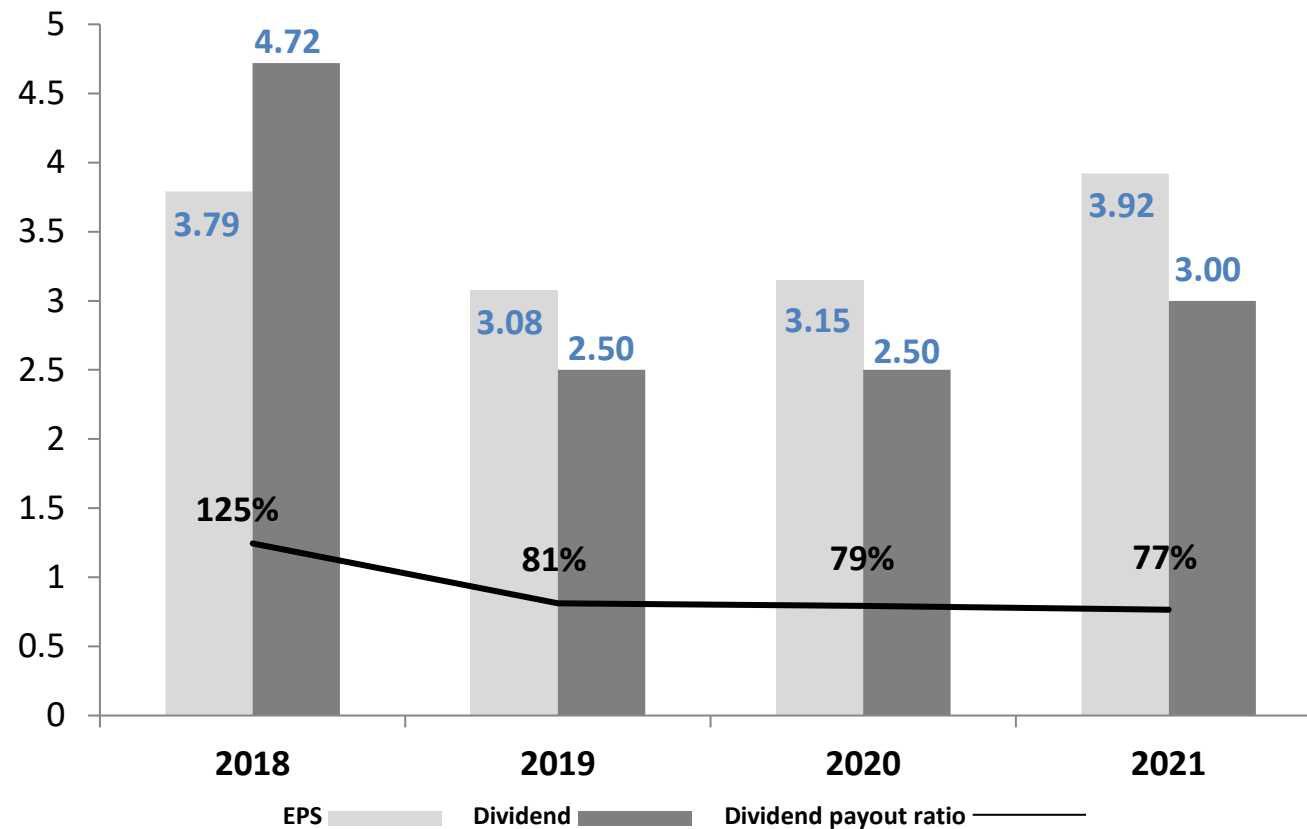


Business Performance



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Dividends



	2018	2019	2020	2021
Cash dividend	1.18	2.50	2.50	3.00
Stock dividend	3.54	-	-	-

Future Prospects



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- * Lightweight Escape Slide fabric has been close to material qualification stage, it is expected to enter the System Level Test stage in the end of the year
- * Recycling TPU yarn products
- * Reinventing knit
- * ICU/Intensive care Progressa 2.0 coming soon



Q & A

THANK YOU

