

Quang Viet Enterprise Co., Ltd. (4438 TT)

Investor Presentation

Redefining Efficiency. Rebuilding Value.

Date : 2025/7/10

<https://www.qve.com.tw/>

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QVE is One of the World's Top Three Luxury Functional Outerwear/Activewear Manufacturers

Basic Information

Established	Oct-95
Stock Code	4438 TT
Chairman / CEO	Wu Chao-Pi / Tang Hsiang-Mei
Paid-in Capital	NT\$ 1.034 billion
Total Employees	Approx. 21,900 (including 211 in Taiwan)
Product Mix (2024)	Down Jackets (34.53%) 、Fiberfill Jackets (23.26%) 、Light Jackets and Coats (14.99%) 、Knitwear (11.24%)

Global Production Footprint

Region	Sites	Employees	Features
Vietnam	5	13,000	R&D base; tariff advantages from EU
China	2	2,000	R&D and sales focus on local market
Jordan	2	5,200	Duty-free to Europe; 20% US tariff advantage; key growth driver in 2025
Romania	1	455	Close to end customers in Europe; targets high-end market

Our Clients Are All Globally Renowned Tier-1 Brands

Luxury Outerwear



Outerwear



Activewear



Fashion wear

ARITZIA

Agenda

- **Business Update**
- **Company Strategy**
- **Q&A**

Why Now is the Right Time to Invest in Quang Viet?

1. Proven Resilience

- Trusted by top global brands — built-in demand stability
- Agile supply chain — diversified geopolitical risk
- Focus on high-end outdoor & functional apparel — resilient niche

2. Undergoing High-Impact Transformation

- Icebreaking program drives manufacturing upgrade, boosting efficiency and capacity leverage
- Jordan plant offers U.S. tariff advantage — key hub for order shift

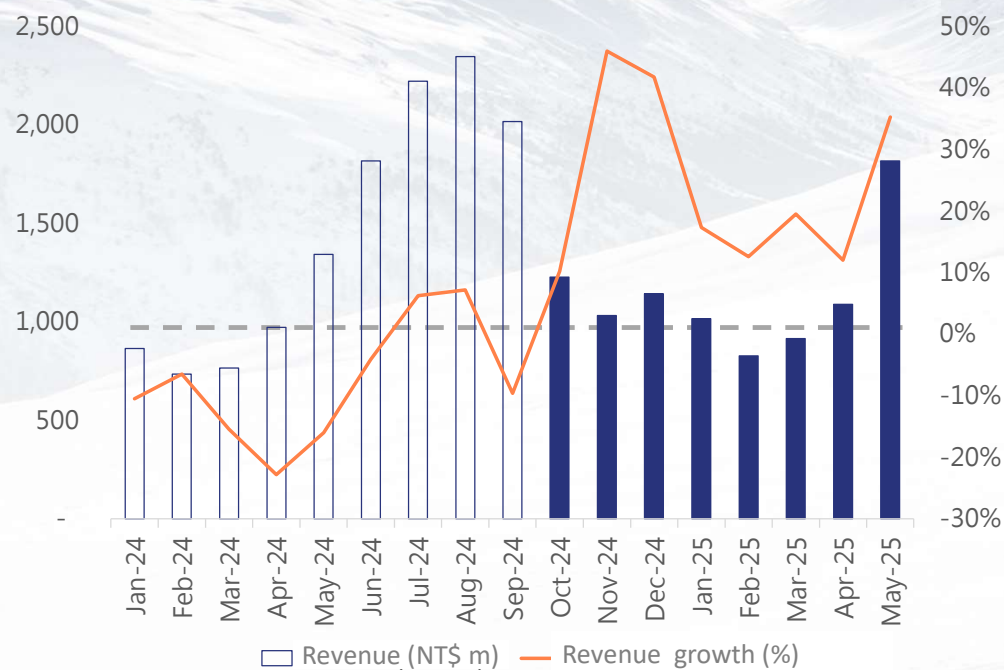
3. Committed to Shareholder Returns

- ROE target: 20% in 5 years
- Maintaining 70% payout while driving long-term value creation

2025: Revenue Breakthrough with Strengthening Profit Margins

- Solid order flow with zero attrition; new clients scaling up. 3Q25 shipments to boost topline — FY25 revenue to grow >20% (USD)
- 1Q25 margin recovery underway — loss ratio halved YoY, full-year profitability to surpass 2024

Revenue and growth



Operating Margin %



Jordan: Strategic Fulfillment Hub with Tariff & Geopolitical Edge

- Zero-tariff access to the U.S. gives Jordan a major advantage vs. key Asian production countries
- Alo has designated Jordan for production; shipments starting Q4 — positioned as long-term global hub
- 2025 Jordan shipments expected to grow 60%, raising revenue share from 8% → 17% Jordan plant is on track to turn profitable in 2025

U.S. Import Tariff Comparison – Textile-Producing Countries

Country	Avg. U.S. Import Tariffs by Country	Reciprocal tariff (Signed or Negotiation)
Cambodia	17.8%	36% (7/8 announced)
Vietnam	18.5%	20% (Signed)
Bangladesh	16.6%	35% (7/8 announced)
Indonesia	18.3%	32% (7/8 announced)
India	13.5%	26%
Jordan	0%	20%

Source: USITC (2025/3), Avg. U.S. Import Tariffs of Indonesia is 2023's data

Icebreaking in Action — Unlocking Long-Term ROE Upside

Why Now?

Global supply chain reshuffle makes efficiency the new edge. “Icebreaking” is Quang Viet’s strategic push — beyond automation — to enhance order-winning power and capital returns.

Core Target :Lift ROE to **20%** within 5 Years

Order
Capability



Cost Structure
Optimized



Asset Structure
Improved



Decision Speed
Boosted



Operational Excellence Program

- Accelerate smart manufacturing upgrades
- Build an integrated data system for analysis and response
- Standardize shift and workforce management

Order Profitability Optimization

- Maximize site utilization and order margin
- Prioritize long-term customer value over volume

Disciplined Capital Investment

- Take a prudent approach to capacity expansion
- Explore asset-light or capital-efficient models

China Site Icebreaking Delivers — Efficiency Up Nearly 25%

How China Site Led the Efficiency Breakthrough

Organizational Restructuring :

- Flattened and rejuvenated management layers to boost agility and communication.
- Introduced international management talent to deepen global client engagement.

Cost Efficiency :

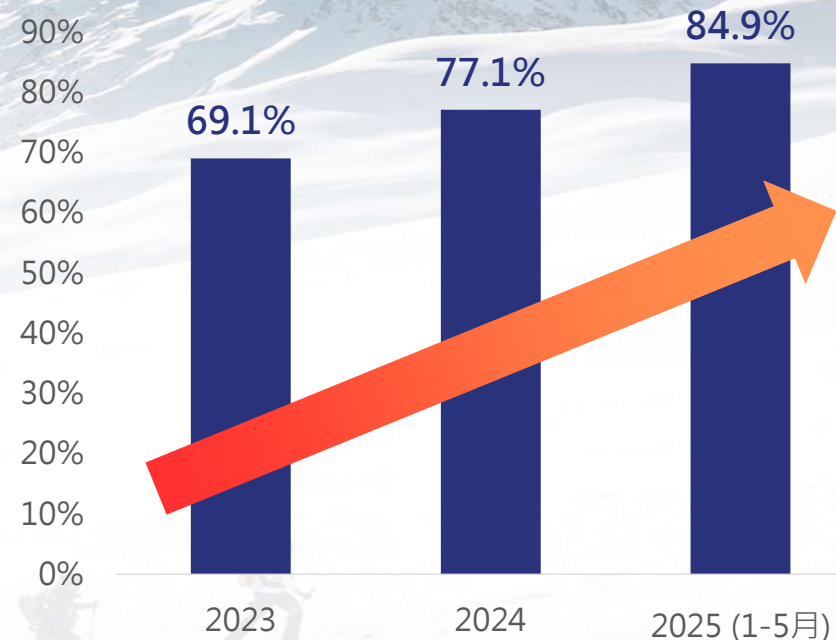
- Conducted detailed site-level cost breakdowns to optimize resource use and reduce waste.
- Implemented cost accountability to preserve contribution margins.

Productivity Enhancement :

- Upgraded automation systems and extended automation to select manual steps (e.g., bundling) to improve process efficiency.

Efficiency Up Nearly 25%

Factory Efficiency



- Factory Efficiency = Standard Output Time ÷ Actual Input Time
- Source: Company data

2025 China Site Revenue +60% YoY. Group revenue contribution rising from 13% → 18%

This is Just the Beginning...

Proven Model Now Scaling Globally – Blueprint for Future Growth

2024

China Site

Efficiency model validated —
foundation laid for global rollout

✓ Rolled out with continuous
improvement underway

2025

Vietnam & Jordan Sites

Replicating proven success to boost
efficiency across overseas sites

⌚ Deployment in progress

In 2025, the transformation model expanded to Vietnam and Jordan, enhancing operational efficiency and laying the foundation for mid-term ROE uplift.

Efficiency-Driven ROE Rebuild

