



TST Group Holding Ltd.

**TST Group -KY(4439)
March 2022**



Safe Harbor Notice

- The content of related information in this briefing report and the synchronous announcement is sourced from internal and external data of TST Group, including the operation result, financial situation and the business development, etc.
- No financial forecasting has been released by TST Group. The discrepancy may be existed between the actual result in the future and the estimated opinion to TST Group' s operation and business development subjects indicated in this briefing report with respect to the financial, business and Q&A part. The causes of the discrepancy may include the variety 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 are beyond TST Group' s control.
- The prospects for the future in this briefing report reflect TST Group' s vision on the future so far. TST Group is not responsible for any notification or update with regard to any change or adjustment to these prospects in the future.



TST Group Holding Ltd.

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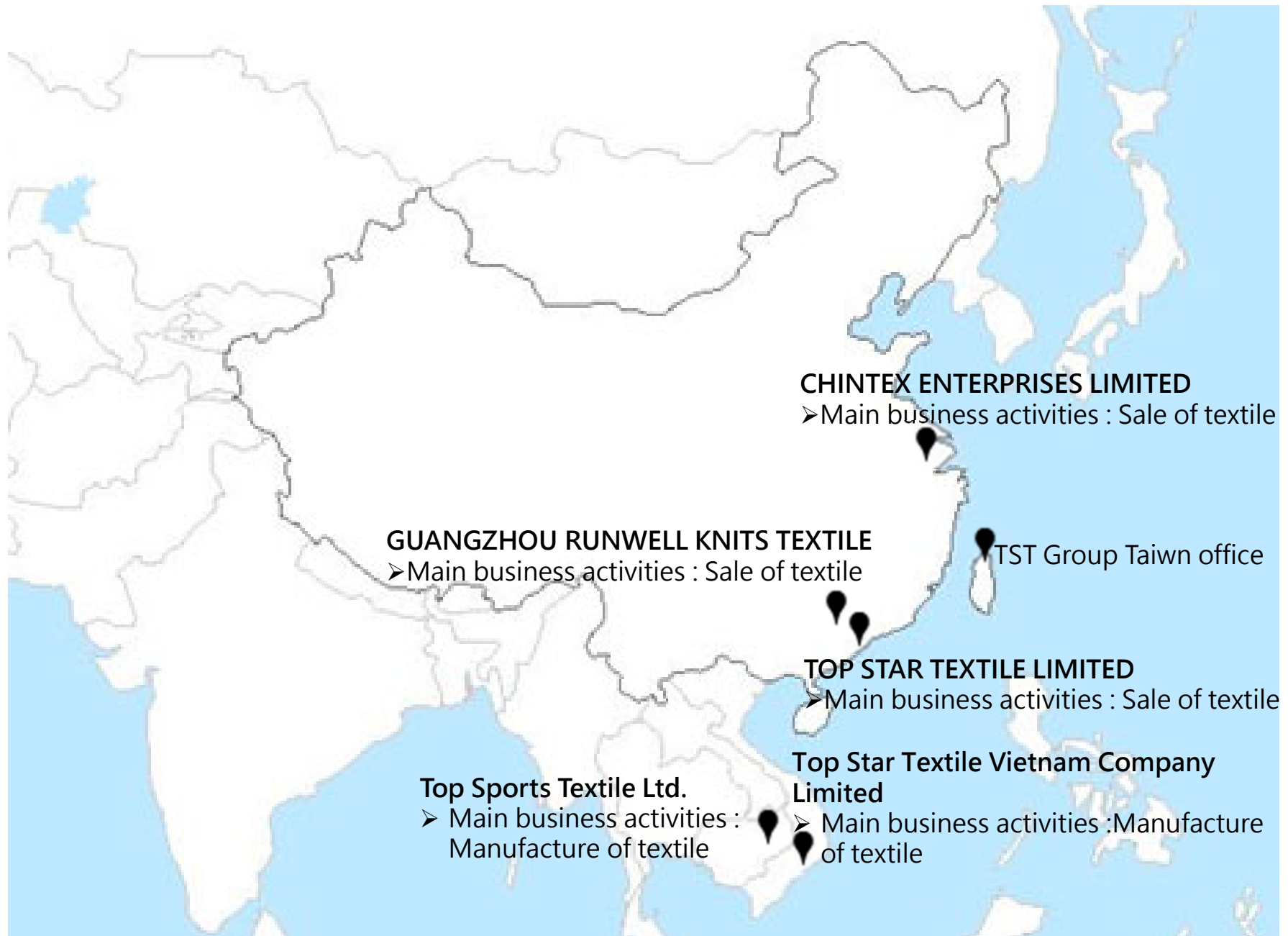
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Company Profile

- Year of establishment : 1995
- Capital : TWD 315 million
- Chairman/CEO/COO :
LIN CHIN MAO/LIN CHING WEI/
HUNG KSIANG MING
- Main products : Sports and leisure cotton blended knitted fabric
- Place of operation : Hong Kong 、 China 、
Cambodia and Vietnam
- Group employee : About 1,100





- High-quality cotton and cotton blend knitted sports and leisure fabrics

Spacer

Multiple fibers

Special patterns

Breathable knitting



Fleece

Fluffy hand feel

Pilling resistant



French Terry

Special grain design

Smoother knitting techniques



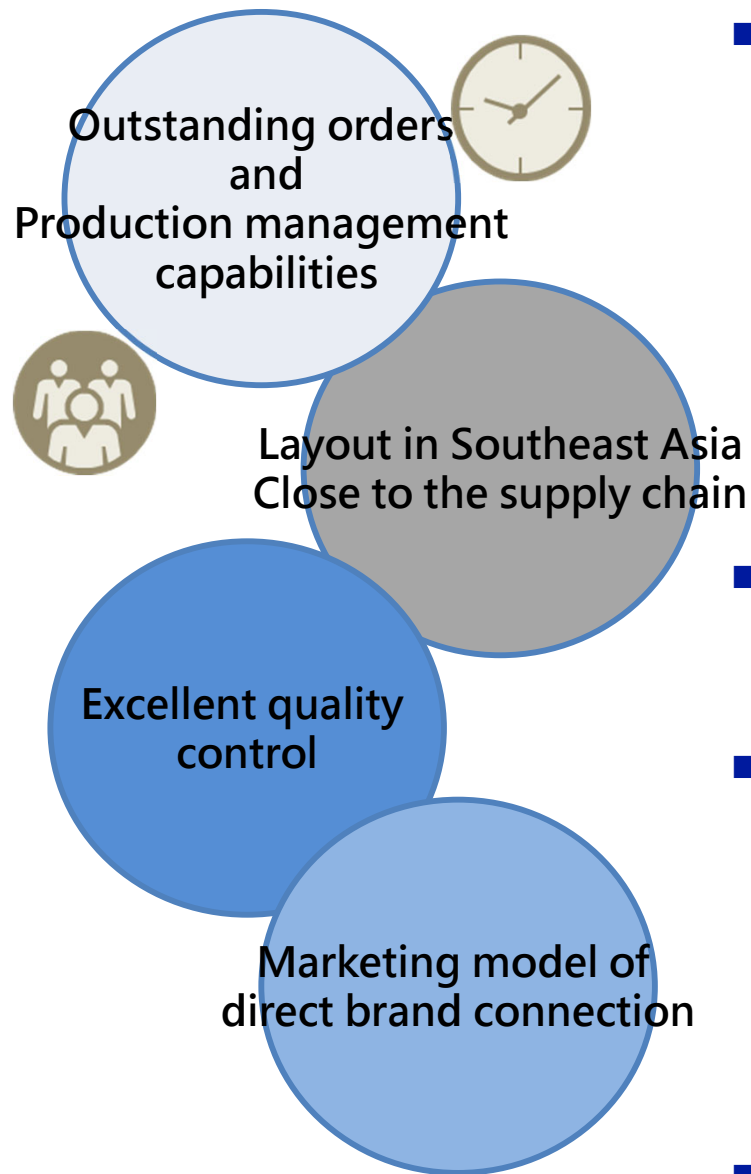
Dry Nit

Single Jersey

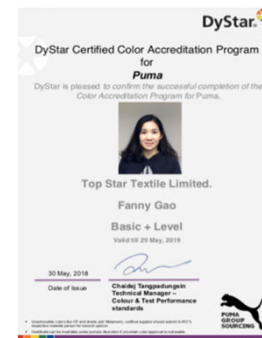




Competitive Advantages



- Flexible order distribution capacity: two production bases, mainland certified long-term partners and Cambodian own factory, providing advantages such as production flexibility, rapid delivery and product diversification
- The only largest knitted fabric supplier in Cambodia
- Brand awarded self-test certification



- Take orders and discuss prices directly with the brand

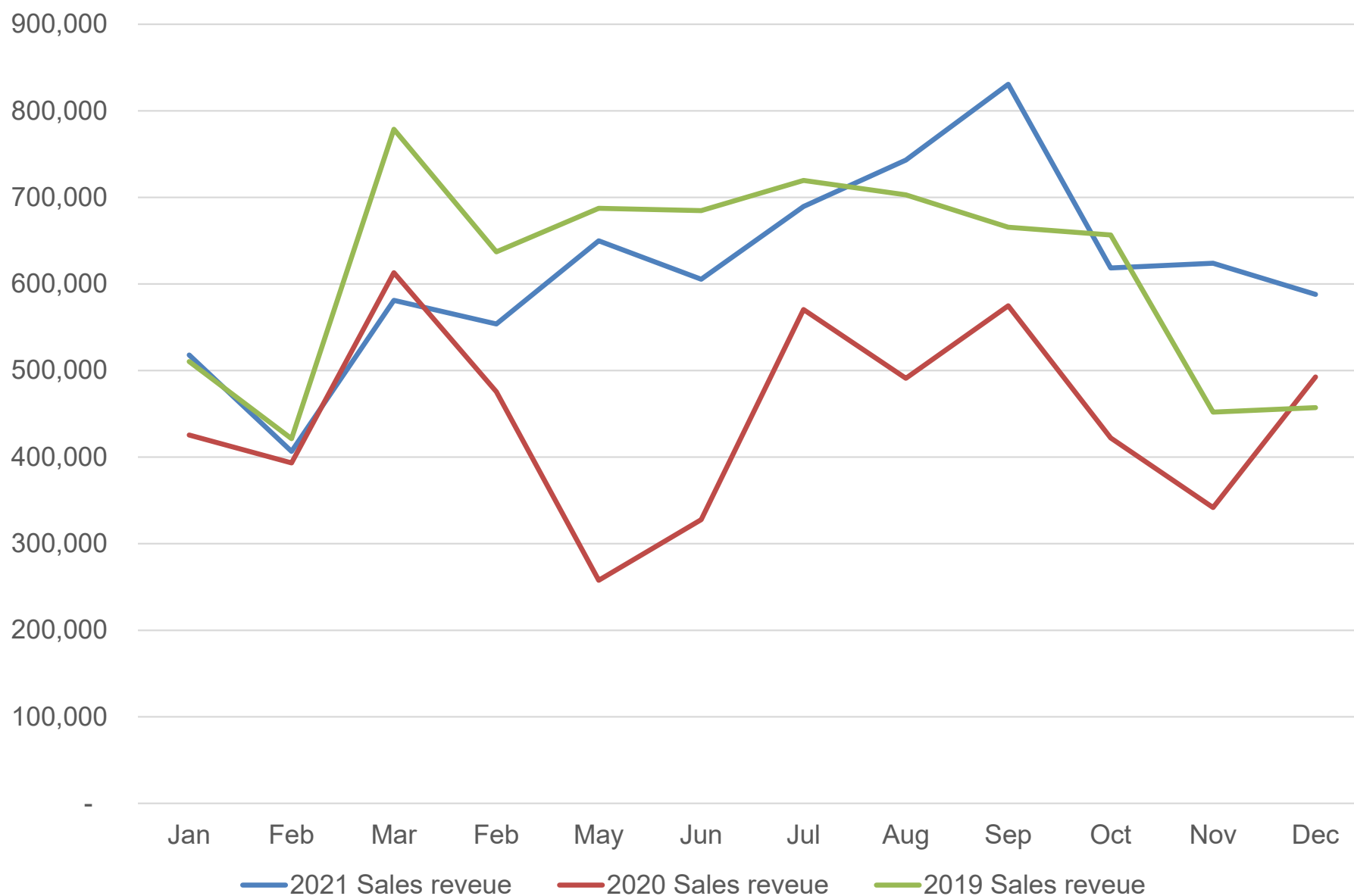
- International customers with brand value : International famous brand such as adidas, NIKE , PUMA, and GAP etc
- Steady business : For the past years (2017 to 2021), TST Group has a stable profitability. During this period, annual profitability of the Group was one share capital.
- Stable dividend payout rate: TST Group promises to return profits to shareholders. The annual dividend is more than 50%.



Financial Overview-Monthly Revenue



TST Group Holding Ltd.



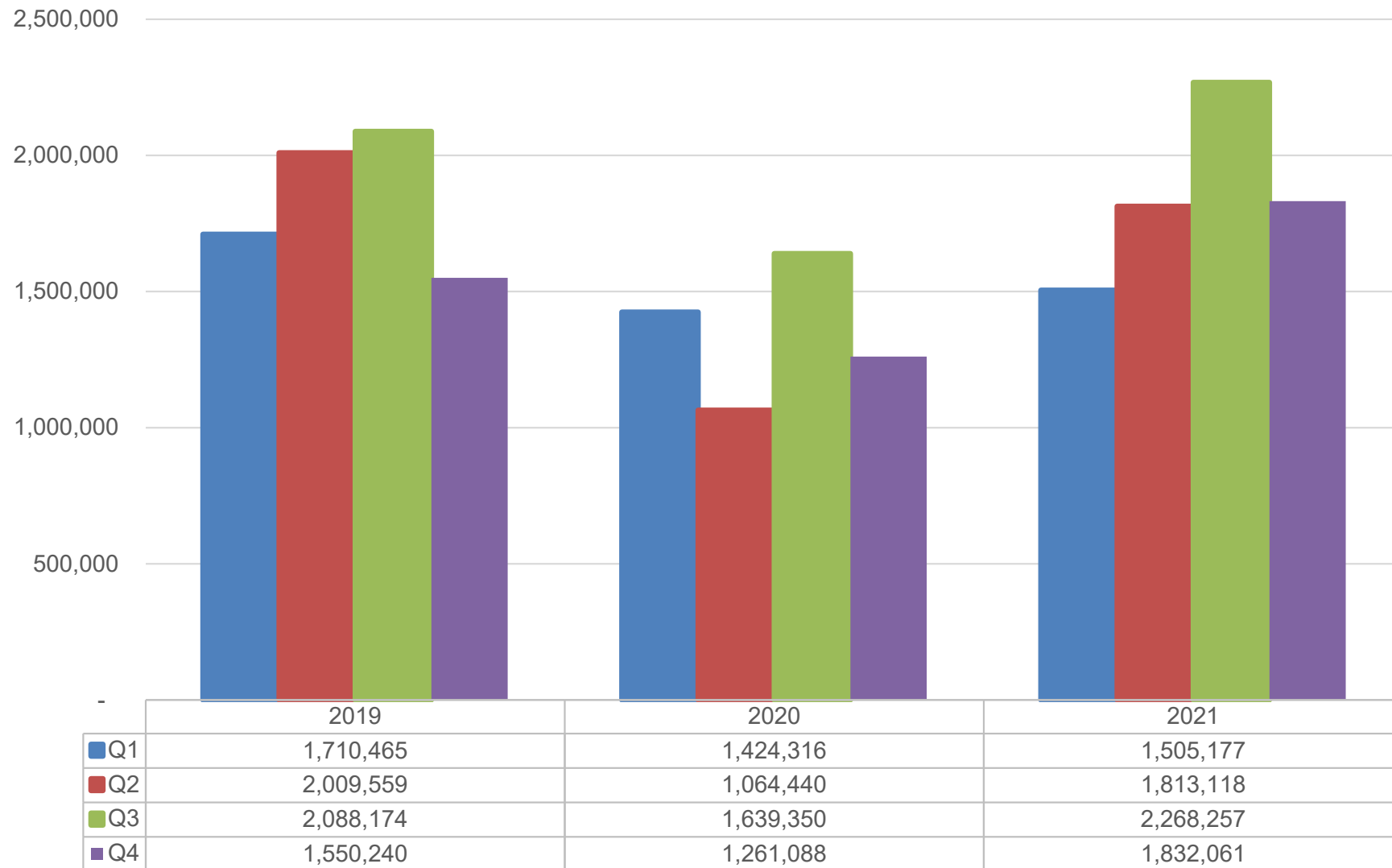
Note: All data is self-assessed

Financial Overview-Quarterly Revenue



TST Group Holding Ltd.

NT\$ Thousand



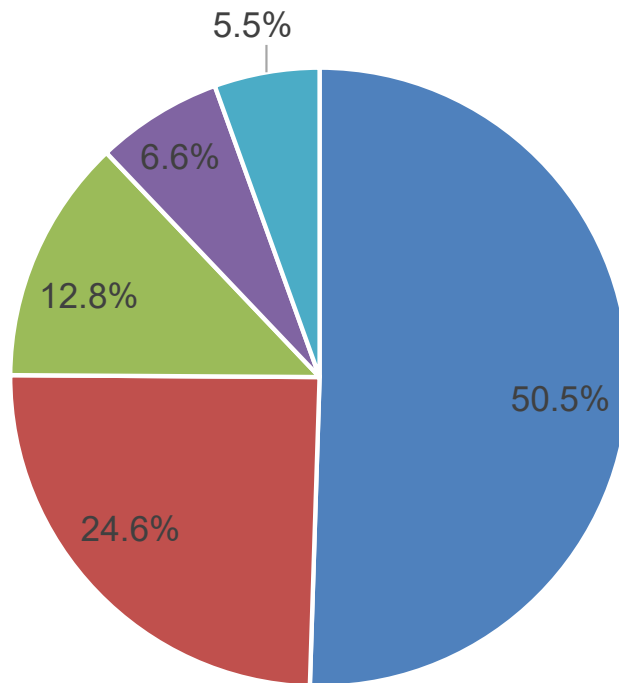
Note: In Q3 2021 is self-assessed

Financial Overview-Customer Ratio



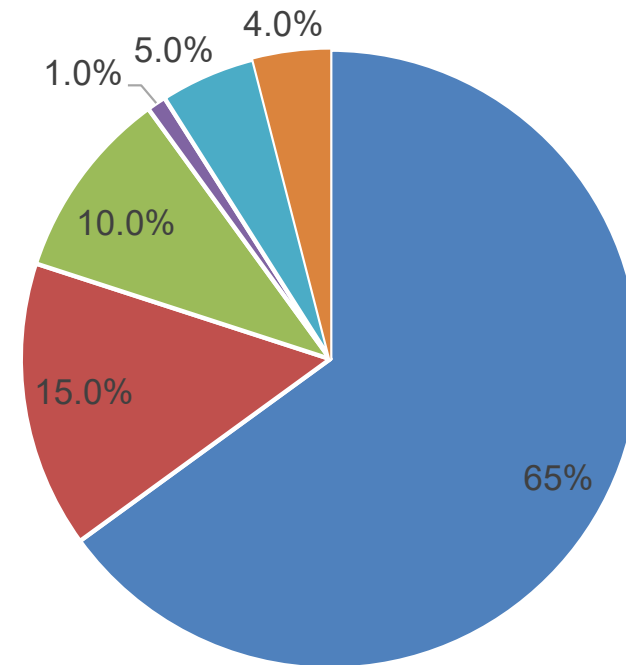
TST Group Holding Ltd.

2021



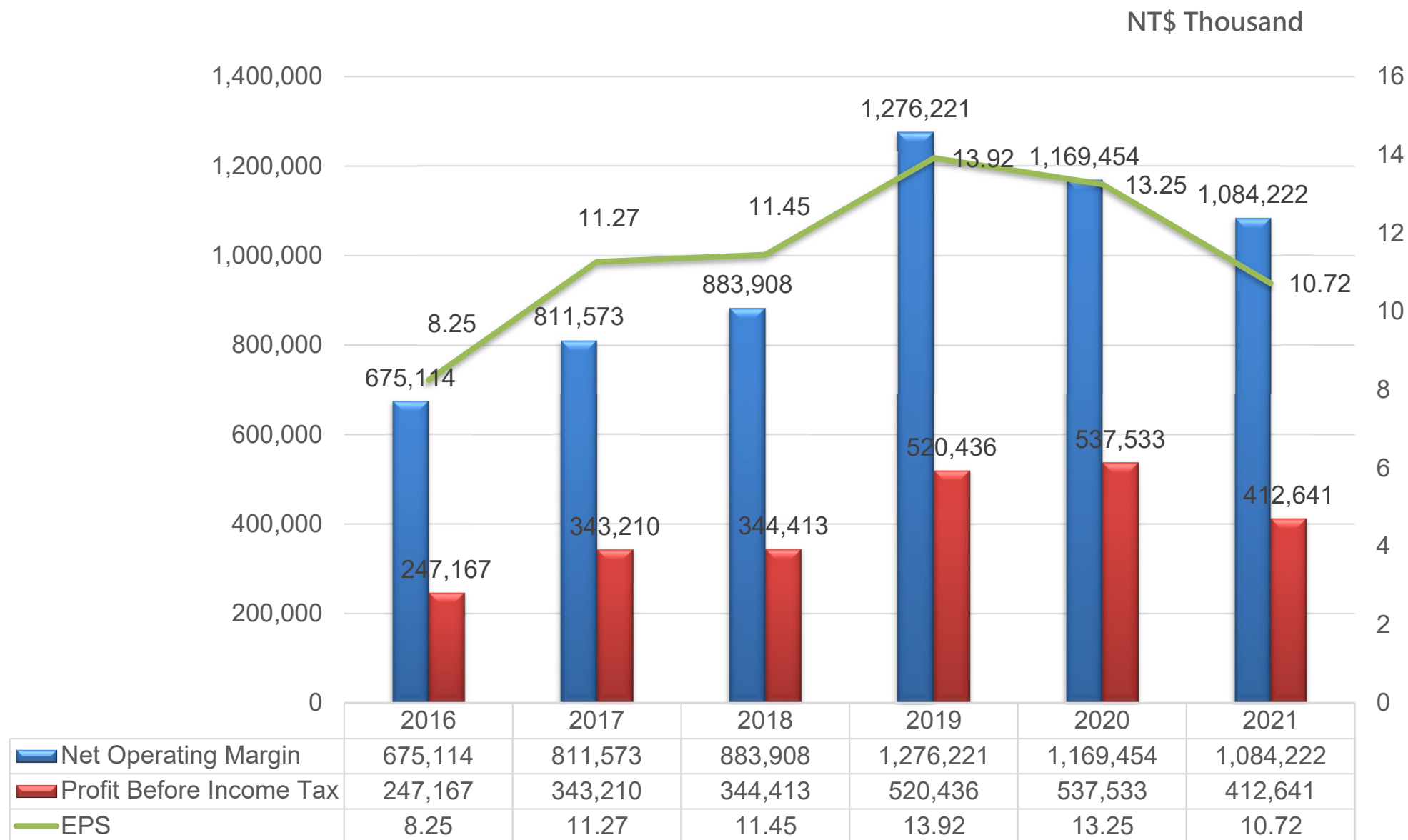
■ ADIDAS ■ GAP ■ PUMA
■ NIKE ■ OTHERS

2020



■ ADIDAS ■ GAP ■ PUMA
■ NIKE ■ LI NING ■ OTHERS

Financial Overview

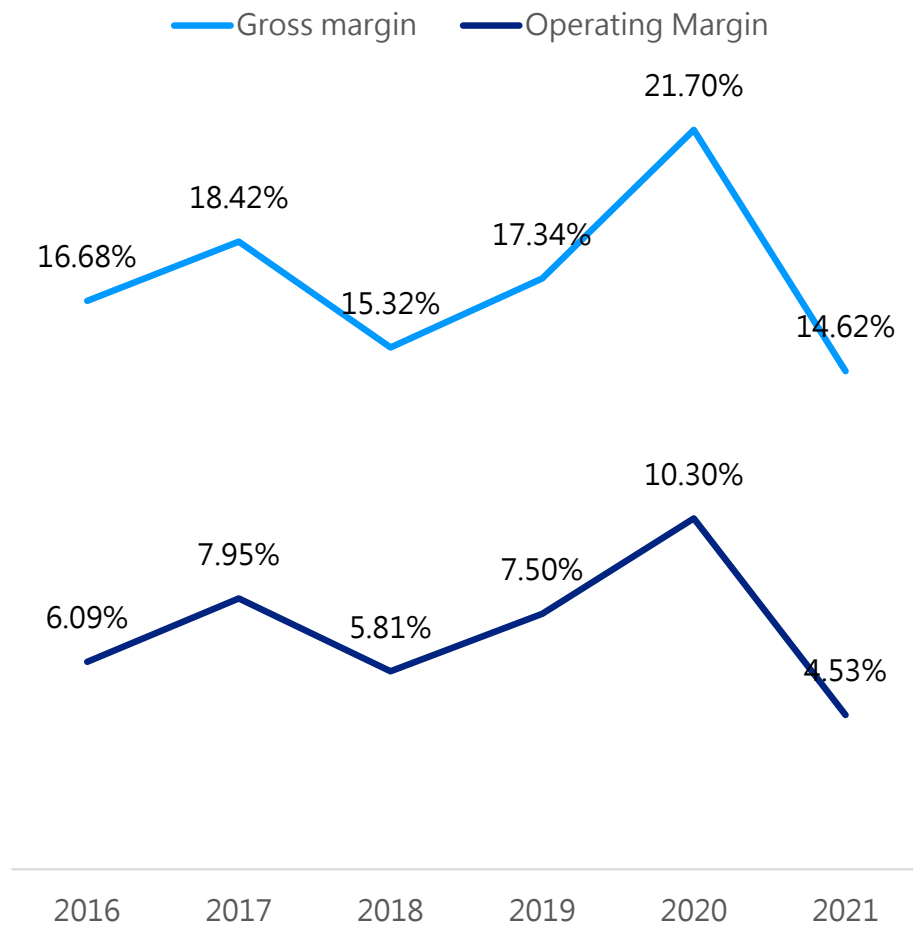


Financial Overview- 2021 VS 2020

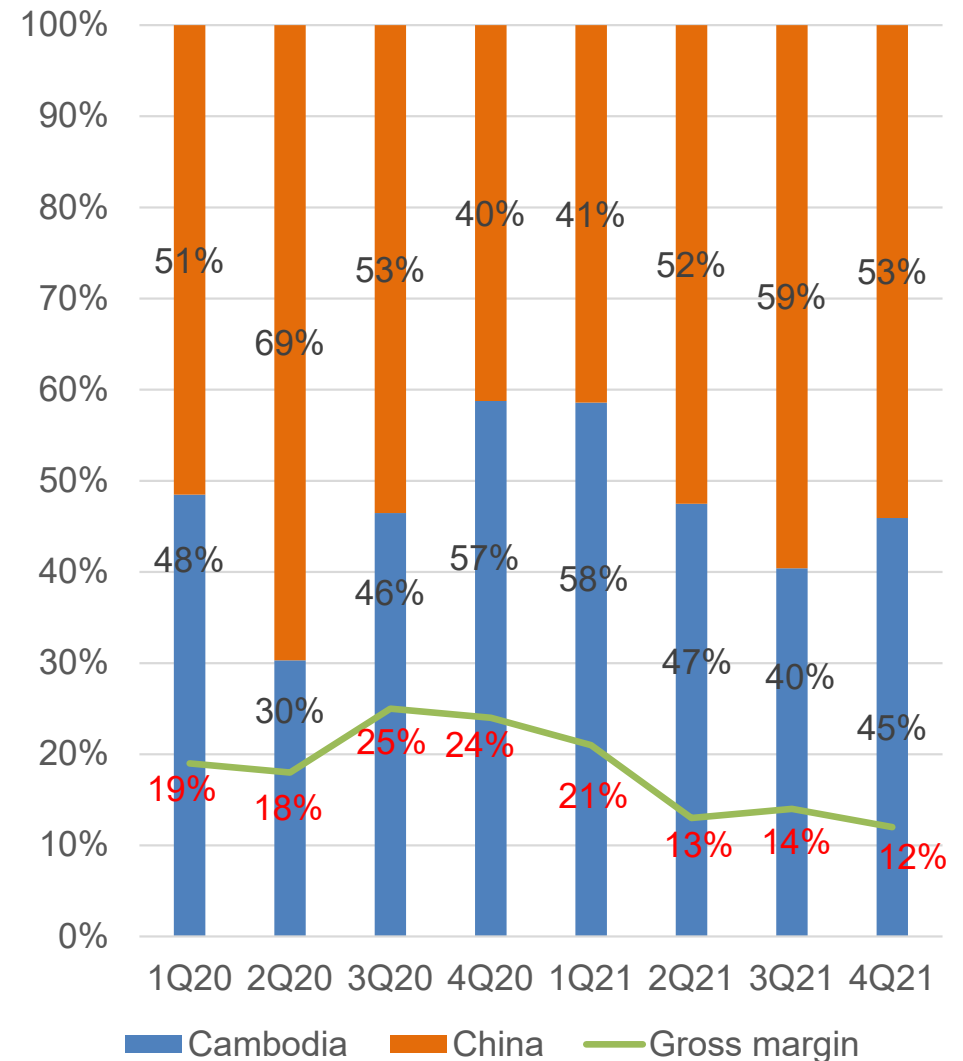
NT\$ Thousand	2021	2020	YOY	
Sales revenue	7,418,374	5,389,194	2,029,180	37.65
Operating costs	(6,334,152)	(4,219,740)	2,114,412	50.11
Net operating margin	1,084,222	1,169,454	(85,232)	(7.29)
Operating expenses				
Selling expenses	(184,933)	(140,437)	44,496	31.68
General and administrative expenses	(488,947)	(452,792)	36,155	7.98
Research and development expenses	(11,074)	(15,653)	(4,579)	(29.25)
Impairment loss (impairment gain and reversal of impairment loss) determined in accordance with IFRS 9	8,773	(5,535)	(14,308)	(258.50)
Total operating expenses	(676,181)	(614,417)	61,764	10.05
Operating profit	408,041	555,037	(146,996)	(26.48)
Non-operating income and expenses				
Interest income	7,039	10,226	(3,187)	(3.12)
Other income	18,094	16,124	1,970	12.22
Other gains and losses	(14,435)	(36,522)	(1,234)	(16.83)
Finance costs	(6,098)	(7,332)	22,104	126.28
Total non-operating income and expenses	4,600	(17,504)	(124,892)	(23.23)
Profit before income tax	412,641	537,533	(44,984)	(37.03)
Income tax expense	(76,509)	(121,493)	(79,908)	(19.30)
Profit for the year	336,132	416,040	(2.53)	(19.09)
EPS	10.72	13.25	(1,234)	(16.83)

Financial Overview

Gross margin & Operating Margin



Relationship between regional sales volume and gross margin changes in each quarter



Cotton Trend





Q&A

THANK YOU FOR
YOUR ATTENTION