

SIRUBA sew much better



2023 Presentation

2023/12/8

 [®] 高林股份有限公司
KAULIN MFG. CO., LTD.



Agenda

- | | | |
|---|---------------------|----------------|
| 1 | Kaulin Introduction | 14: 30 ~ 15:00 |
| 2 | Q & A | 15: 00 ~ 15:30 |



Disclaimer

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1. Company Overview

- Establishment: Oct. 1965 (TW 1531)
- Capital: 66 M USD (1.83 B NTD)
- Product: Industrial sewing machine
- Brand:
- Employees: Taiwan 184 ppl (Group 482 ppl)
- Headquarter: Taipei, Taiwan



Subsidiary	Miami, U. S. A. / Hanoi, Vietnam
Agents	Europe/ Africa/ Asia/ America, 90 countries
R & D, Production	Taoyuan, Taiwan / Ningbo, China

2. Operation Performance

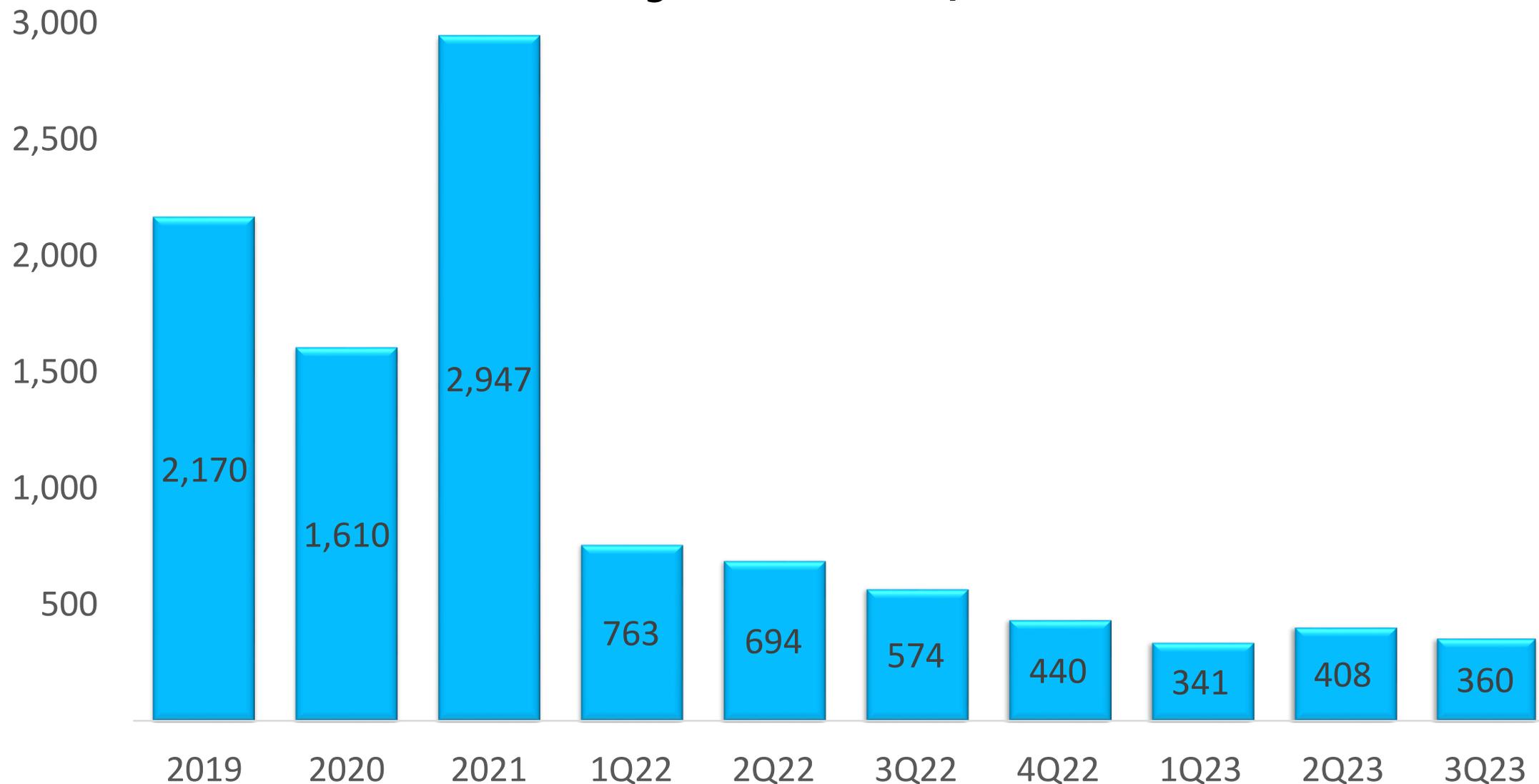
- 2023 3Q Consolidated Income Statement
- Changes in Net Sales
- Products mix
- Changes in Net Income
- 2023 3Q Consolidated Balance Sheet
- 2023 3Q Consolidated Statement of cash flows

Consolidated Income Statement (NTD Million)	2023 3Q	2022 3Q	YoY	2023 3Q YTD	2022 3Q YTD	YoY
Operating revenue	360.0	494.0	-27.1%	1,102.0	1,669.0	-34.0%
Operating costs	325.0	392.0		951.0	1,336.0	
Gross profit from operations	35.0	102.0	-65.7%	150.0	334.0	-55.1%
Operating expenses	51.0	103.2	-50.6%	244.0	254.0	-3.9%
Selling expenses	27.0	25.7		74.0	80.0	
Administrative expenses	11.0	65.5		138.0	142.0	
R&D expenses	13.0	12.0		32.0	32.0	
Net operating income	(16.0)	(1.5)	-966.7%	(94.0)	79.0	-219.0%
Total non-operating income and expenses	46.2	91.2		87.3	196.4	
Foreign exchange gains	31.0	82.0		45.0	163.0	
Other gains and losses	15.2	9.2		42.3	33.4	
Profit (loss) before tax	30.0	90.0	-66.7%	(6.3)	275.0	-102.3%
Total tax expense	13.0	23.0		11.5	86.0	
Profit (loss) from discontinued operations	66.0	(1.5)		59.0	17.0	
Profit (loss)	84.0	66.0	27.3%	41.0	206.0	-80.1%
Earnings per share	0.46	0.36	0.10	0.23	1.13	(0.90)
Gross Margin %	9.7%	20.6%	-10.9%	13.6%	20.0%	-6.4%
Operating Margin %	-4.4%	-0.3%	-4.1%	-8.5%	4.7%	-13.3%
Net Margin %	23.3%	13.4%	10.0%	3.7%	12.3%	-8.6%
Op. Exp %	14.2%	20.9%	-6.7%	22.1%	15.2%	6.9%

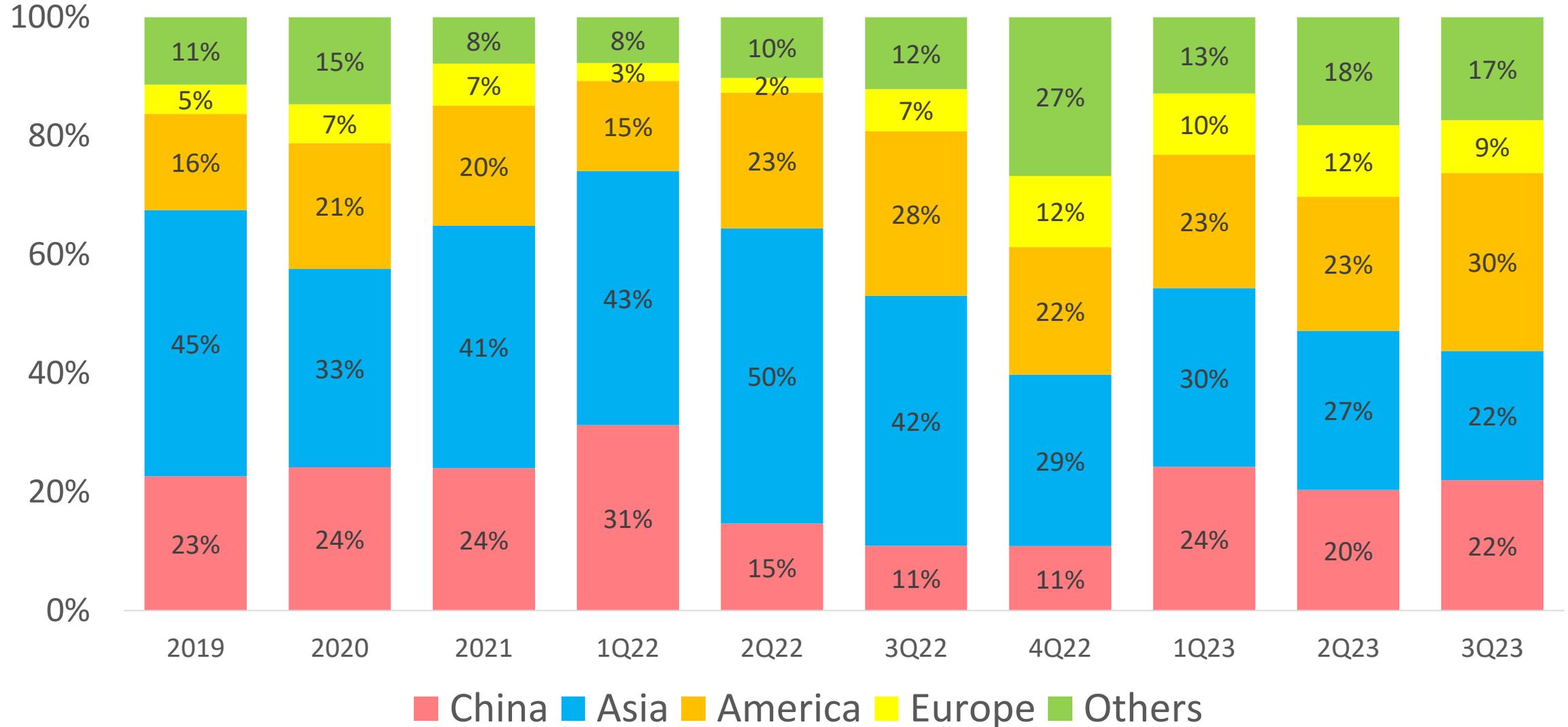
Changes in Net Sales

(including discontinued operations)

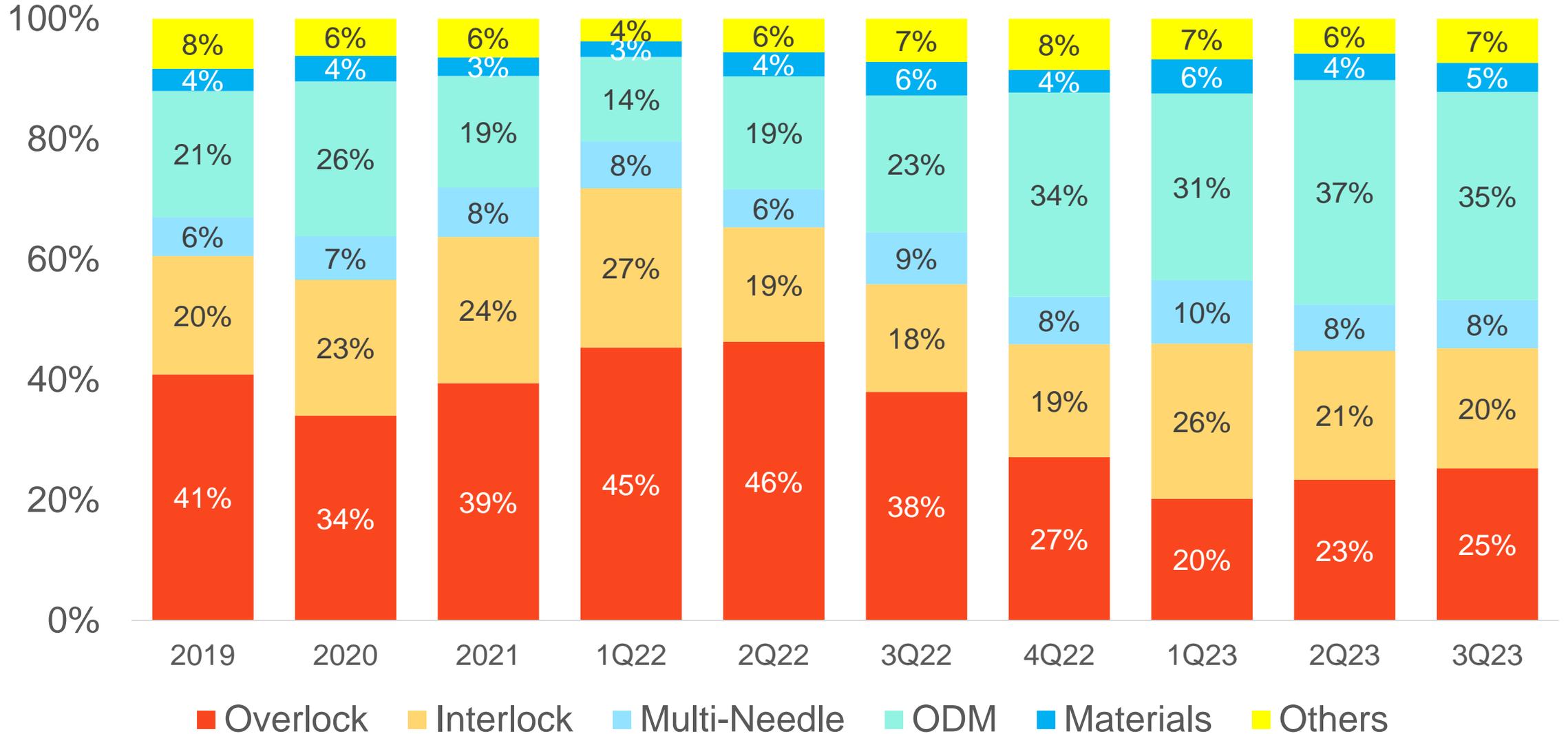
(NTD Mil)



Sales Mix (by Region)

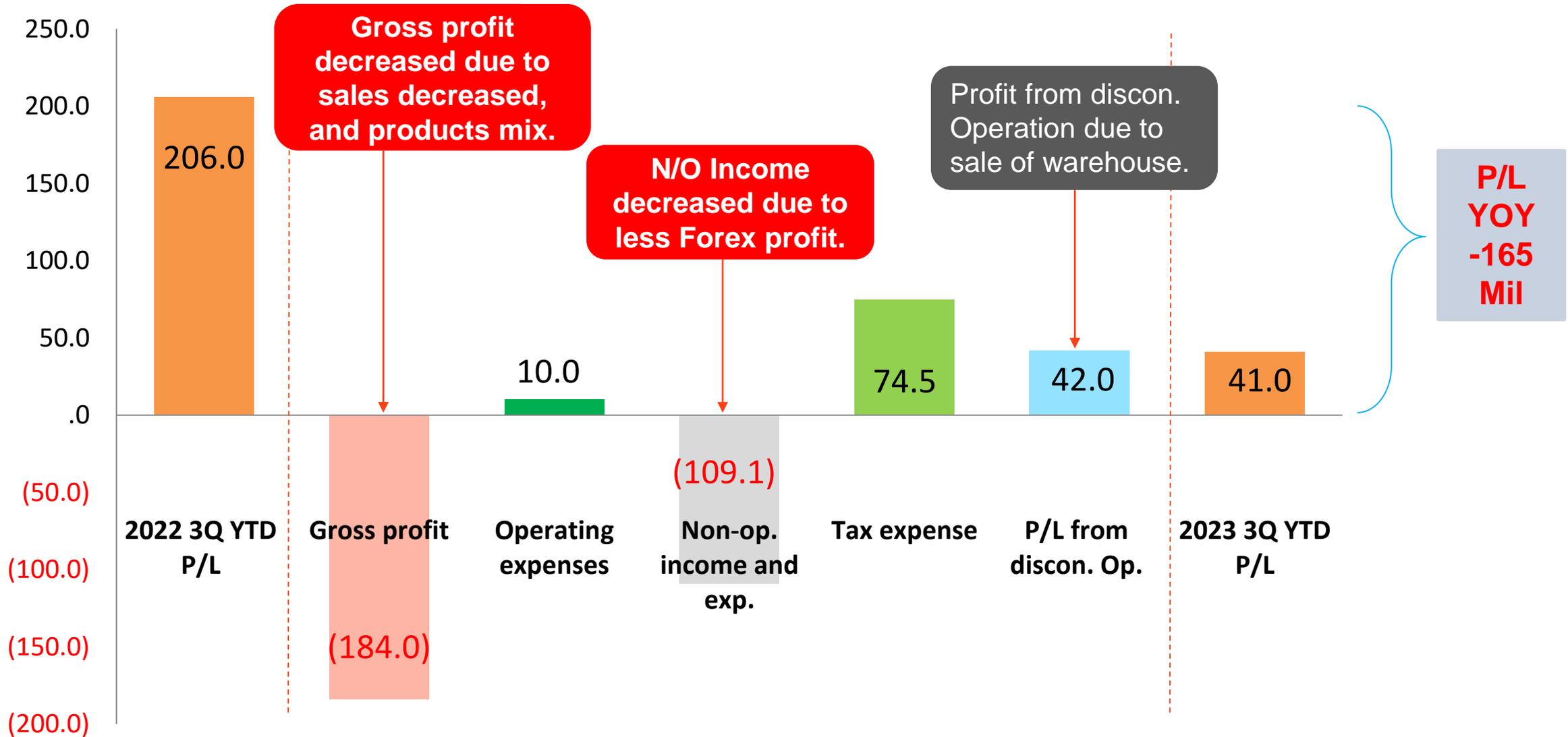


Sales Mix (by Product)



合併淨利同比分析

(NTD Mil)



Consolidated Balance Sheet (NTD Million)	2023/9/30	2022/9/30	YoY
Cash and cash equivalents	822.0	1,068.0	(246.0)
Current financial assets at amortised cost	234.0	9.5	224.5
Accounts receivables	655.0	907.0	(252.0)
Inventories	1,062.0	1,393.0	(331.0)
Total current assets	3,043.0	3,484.0	(441.0)
Non-current available-for-sale financial assets	0.0	26.0	(26.0)
Property, plant and equipment	892.0	997.0	(105.0)
Total assets	4,290.0	4,866.0	(576.0)
Short-term borrowings	100.0	259.0	(159.0)
Accounts payables	262.0	442.0	(180.0)
Total current liabilities	393.0	788.0	(395.0)
non-current liabilities	226.0	290.0	(64.0)
Total liabilities	619.0	1,078.0	(459.0)
Ordinary share	1,836.0	1,836.0	0.0
retained earnings	1,754.0	1,917.0	(163.0)
Total equity	3,671.0	3,788.0	(117.0)
Quick Ratio	774%	442%	332%
Current Ratio	435%	252%	184%
Debt Ratio	14%	22%	-8%
ROE (YTD Annualized)	1.5%	7.4%	-6.0%

2023 3Q Consolidated Statement of cash flows

Consolidated Statement of cash flows (NTD Million)	2023 3Q YTD	2022 3Q YTD
Cash inflow (outflow) generated from operations	219.0	46.0
Net cash flows from (used in) investing activities	(272.0)	55.0
Net cash flows from (used in) financing activities	(300.0)	(108.0)
Effect of exchange rate changes on cash and cash equivalents	4.7	20.0
Net increase (decrease) in cash and cash equivalents	(348.0)	13.0
Cash and cash equivalents at beginning of period	1,170.0	1,055.0
Cash and cash equivalents at end of period	822.0	1,068.0
Remarks :		
Depreciation & Amortization expense	55.0	55.9

3. Development Strategy

- Continuous enhancement of corporate constitution

- Quality is corporate priority
- Organization activation / Technology inheritance
- New Tools / new techniques apply

- Enterprise transformation

- Fully implement ESG sustainable management strategy
- Expand the value promotion strategy map
- Committed to electronic control and IoT capabilities

- Continual optimization of business model

- Improve the cost performance of the main products
- Balance of homemade and outsourcing
- Automation and customized orders

- Long-term competitive advantage

- Strategic alliance : reinforcement
- Joint venture / Mergers and Acquisitions : upstream and downstream, different industry



02

Q & A



THANK YOU

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