

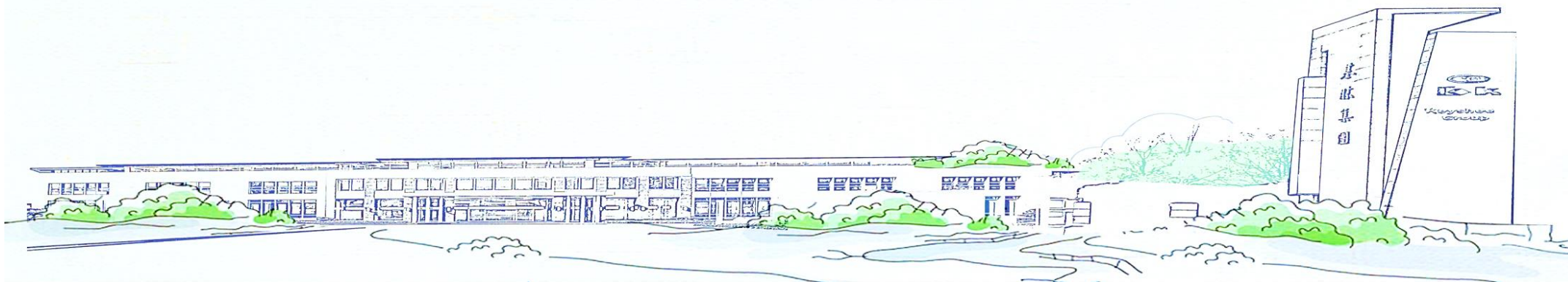


基勝集團  
Keysheen Group



# Keysheen

## Your Pleasure We Weave





基勝集團  
Keysheen Group



# 基勝(開曼)控股股份有限公司 Keysheen Cayman Holdings Co., Ltd.



2016/11/25





# Agenda

Company Profile

Product and Marketing Strategy

Business and Manufacturing Strategy

Vietnam Investment Plan

Financial Information

Commitment to Our Shareholders

Future Prospects



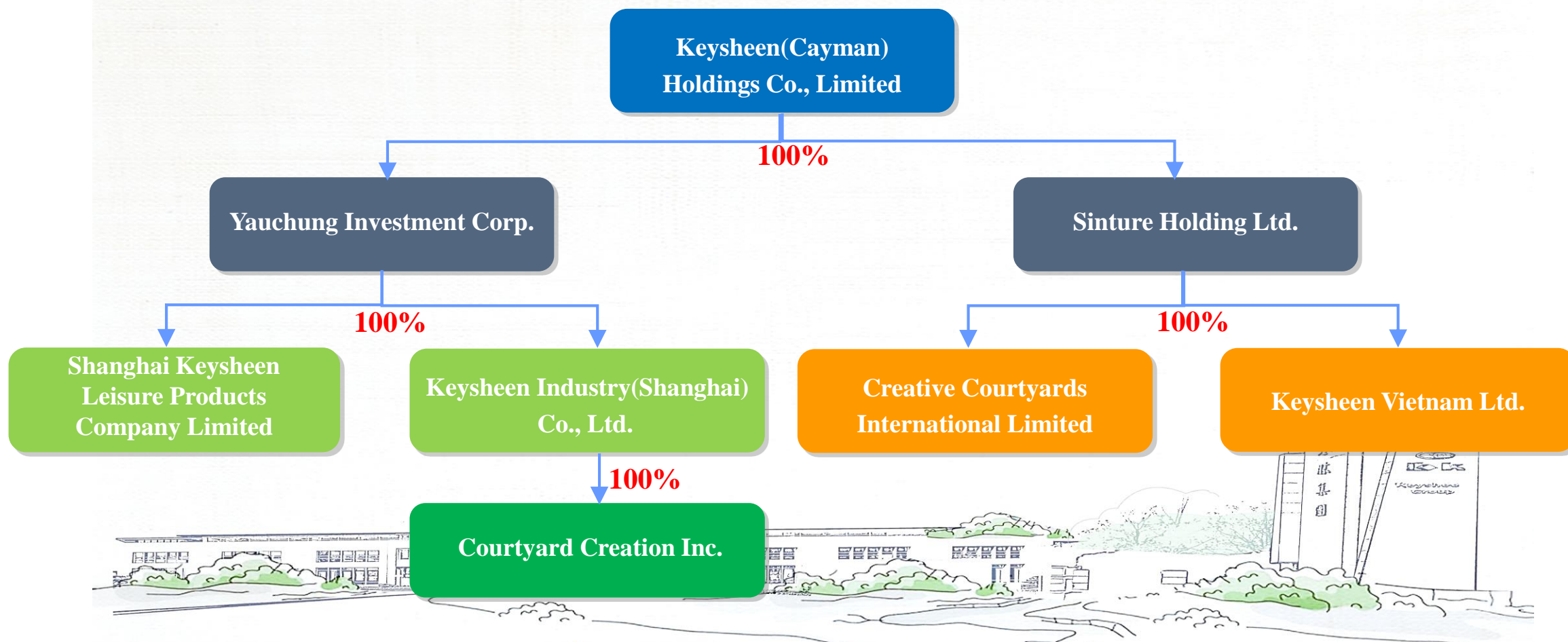
# Company Profile

## Milestones



# Company Profile

## Corporate Structure





# Company Profile

## Manufacturing Locations

Shanghai Qingpu Industrial Zone



Vietnam Que Vo Industrial Zone

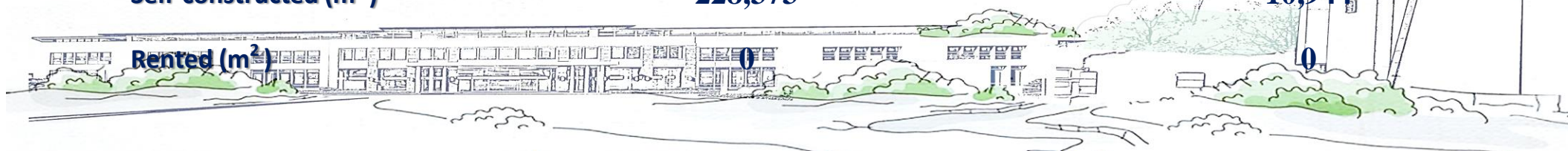




# Company Profile

## Factory Profile

Item	Keysheen Industry (Shanghai)	Keysheen (Vietnam)
Total Investment (USD Million)	95	20
Registered Capital (USD Million)	56	20
Land Area: (m <sup>2</sup> )	325,546	120,480
Red Pass (m <sup>2</sup> )	-	-
Blue Pass (m <sup>2</sup> )	325,546	-
Factory Area: (m <sup>2</sup> )	228,373	10,944
Self-constructed (m <sup>2</sup> )	228,373	10,944
Rented (m <sup>2</sup> )	0	0





# Product and Marketing Strategy

## Product Lines



Courtyard Creations Inc.  
A Keysheen Group Company



**Mass Merchant**



**Urban**



**Specialty Store**





# Product and Marketing Strategy

## Major Customers / North America





# Product and Marketing Strategy

## Major Customers / Europe & Other Areas

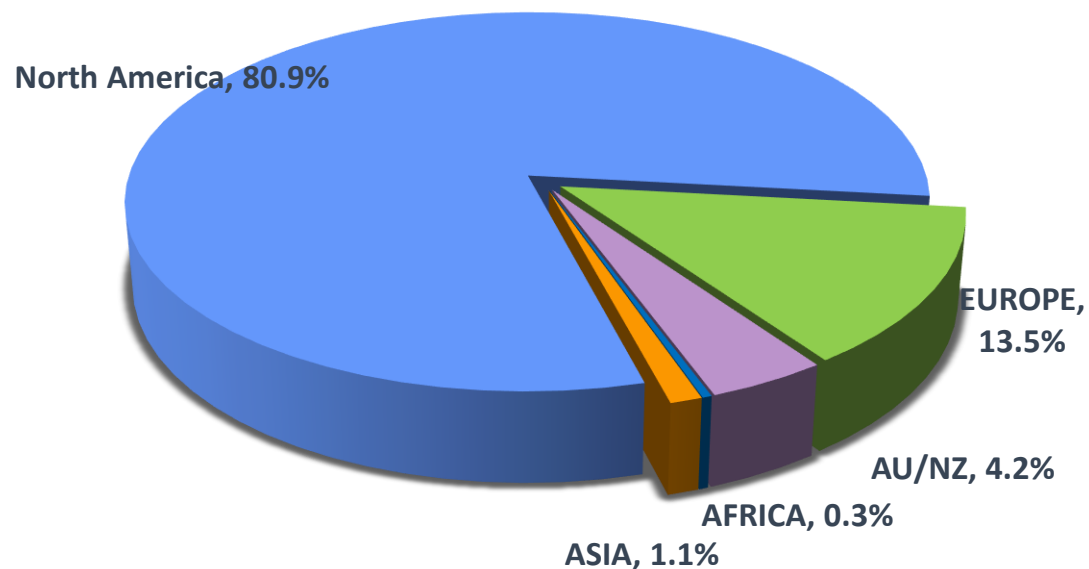




# Product and Marketing Strategy

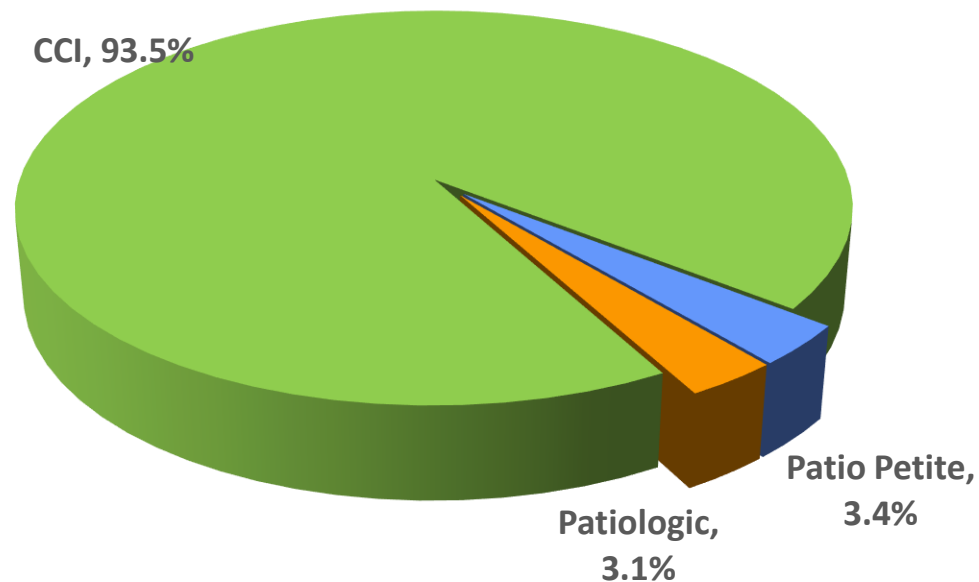
## Market and Product Sales Mix

### Market Sales Mix



Q1-Q3'16

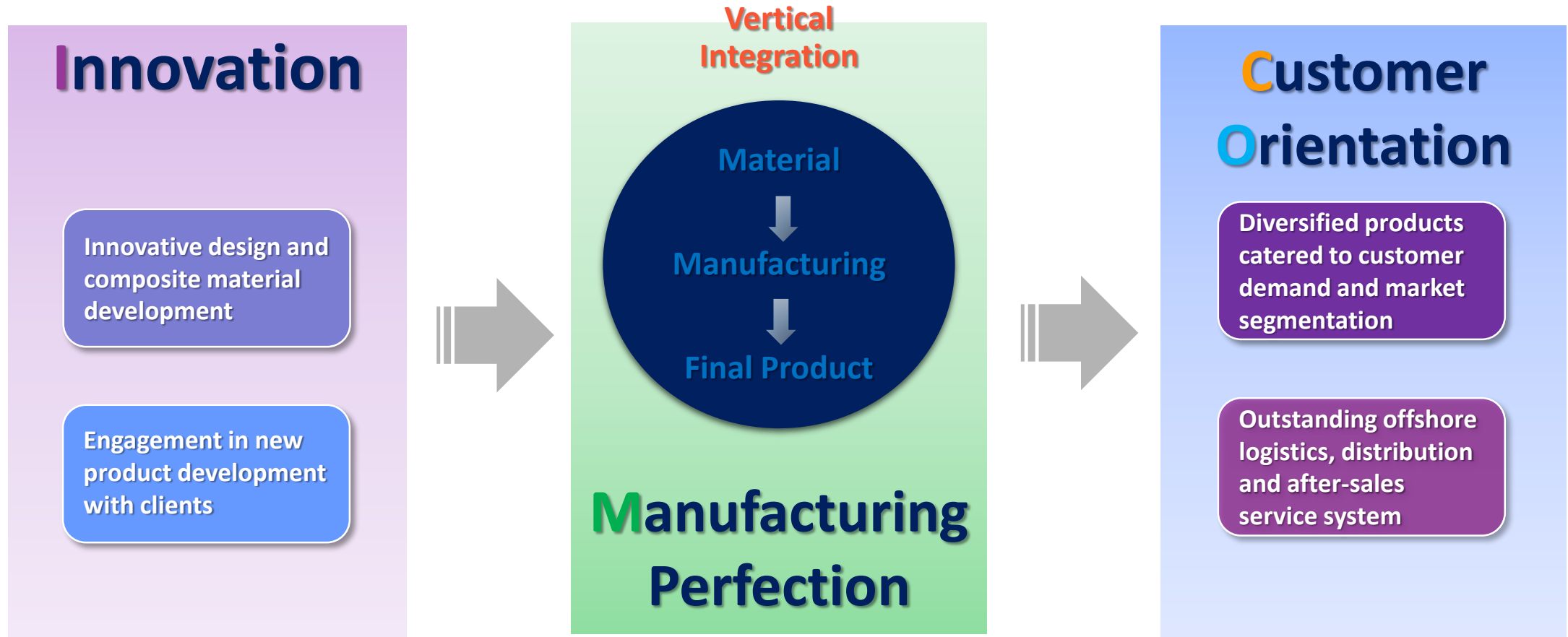
### Product Sales Mix



Q1-Q3'16

# Business and Manufacturing Strategy

## Business Strategy

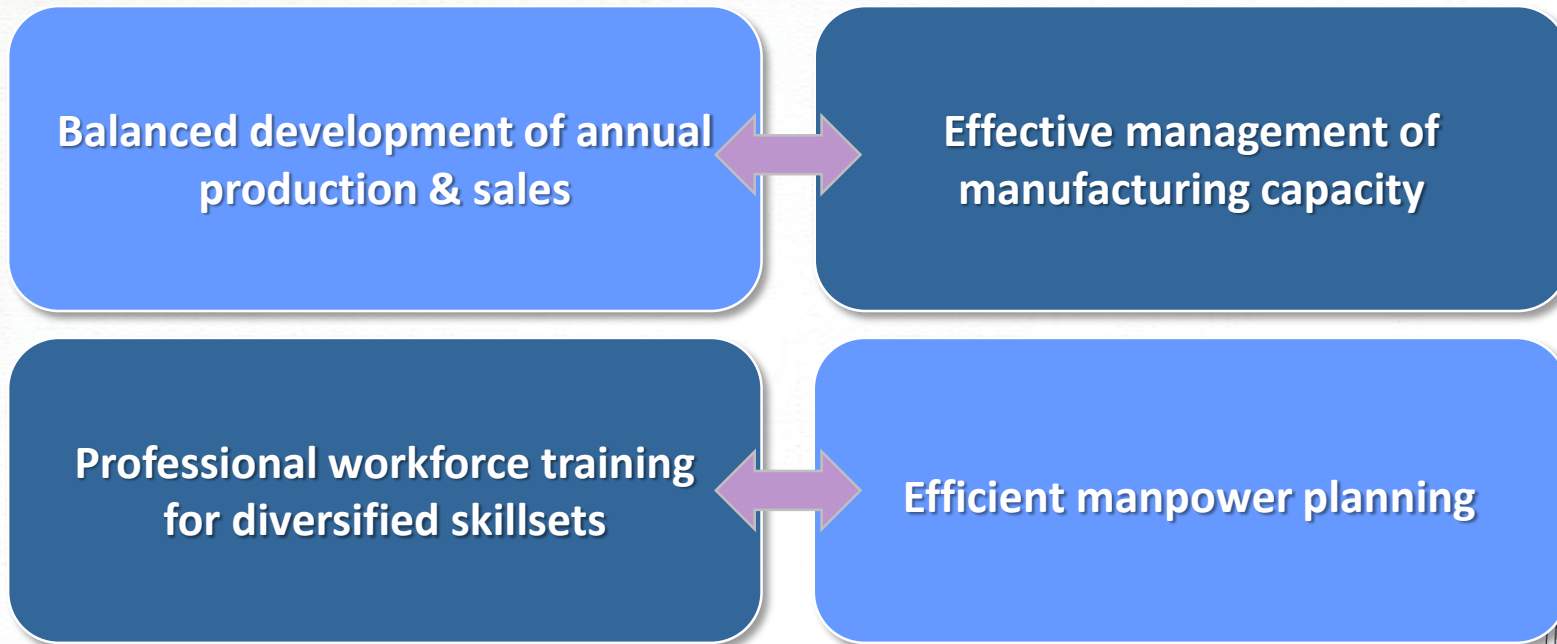






# Business and Manufacturing Strategy

## Manufacturing Strategy



# Vietnam Investment Plan

## Factory View





# Vietnam Investment Plan

## Wicker Product





# Vietnam Investment Plan

## Manufacturing Strategy



Piece rate system

Ergonomic weaving workstations and  
scalable production



End to end barcode system

# Vietnam Investment Plan

## Expansion Plan - Que Vo Industrial Zone

- **Aim:**  
To build a vertically integrated production facility
- **Projected start date:**  
December 2016
- **Projected completion date:**  
(Commencement of vertically integrated production)  
December 2019
- **Planned stages:**  
The project will be completed in 3 stages over a period of 3 years.
- **Planned future capacity:**  
Upon completion of the expansion, total capacity of the new facility is estimated at \$100m USD/year.
- **Capital requirements:**  
Expansion cost projected at \$30m USD, the project will be funded through cash flow or capital market.





# Financial Information

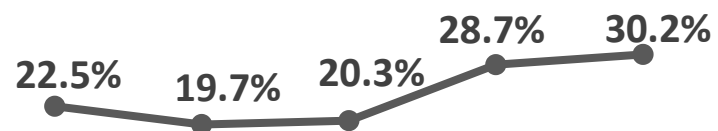
## Income Statement

NTD Million	2012	2013	2014	2015	2015Q3	2016Q3
Sales Revenue	6,609	5,801	6,426	5,880	3,786	2,973
COGS	5,125	4,657	5,121	4,195	2,784	2,076
Gross Profit	1,484	1,144	1,305	1,685	1,004	898
Operating expense	980	972	1,129	1,126	767	713
Operating Profit	504	172	176	562	237	184
Income before Tax	588	350	(5)	712	458	1,159
Net Income	435	231	(19)	452	307	750
EPS(NTD)	4.02	2.14	(0.18)	4.28	2.89	7.19
Gross Margin	22.45%	19.72%	20.31%	28.66%	26.52%	30.18%
Operating Margin	7.63%	2.97%	2.74%	9.56%	6.26%	6.19%
Sales Revenue YoY	-8.72%	-12.23%	10.77%	-8.5%		-21.46%
Operating Profit YoY	-31.24%	-65.87%	2.33%	218.97%		-22.36%

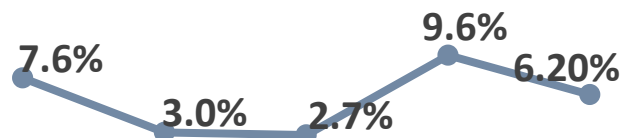
# Financial Information

## Annual Indicators

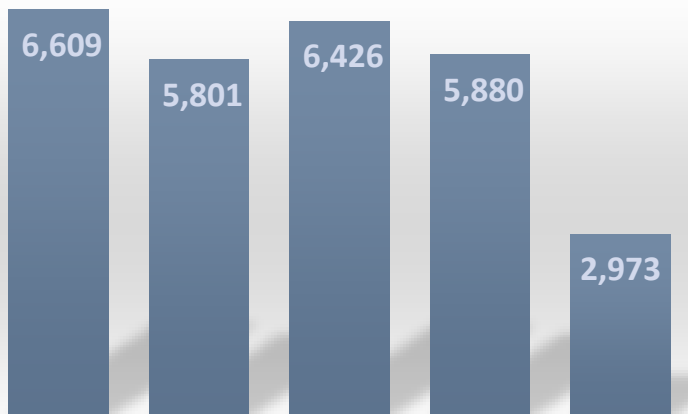
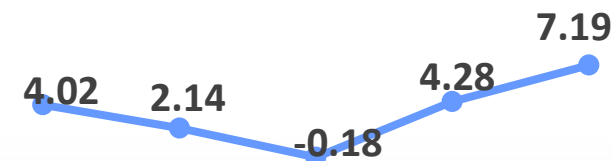
Gross Margin(%)



Operating Margin(%)

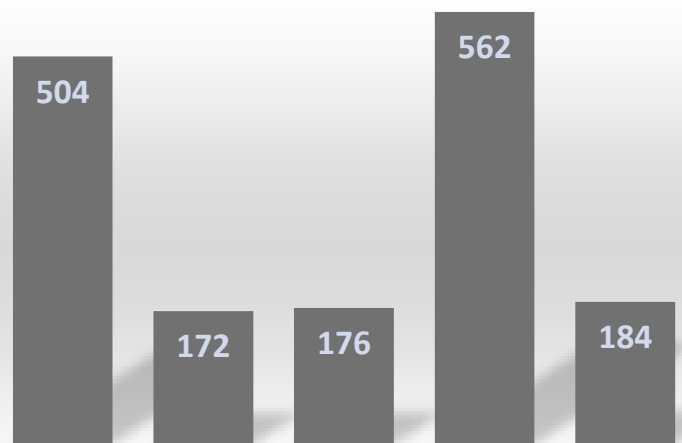


EPS(NTD)



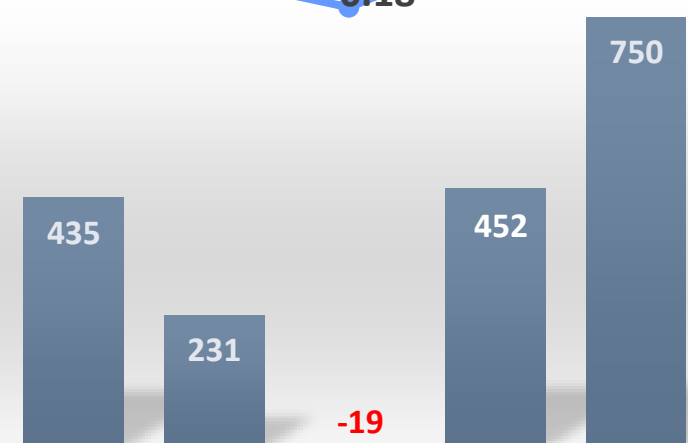
2012 2013 2014 2015 2016Q3

Sales Revenue(NTD Million)



2012 2013 2014 2015 2016Q3

Operating Profit(NTD Million)



2012 2013 2014 2015 2016Q3

Net Profit(NTD Million)



# Commitment to Our Shareholders



Solid financial structure



Increasing capacity 20% over 3 years



High dividend payout policy





# Commitment to Our Shareholders

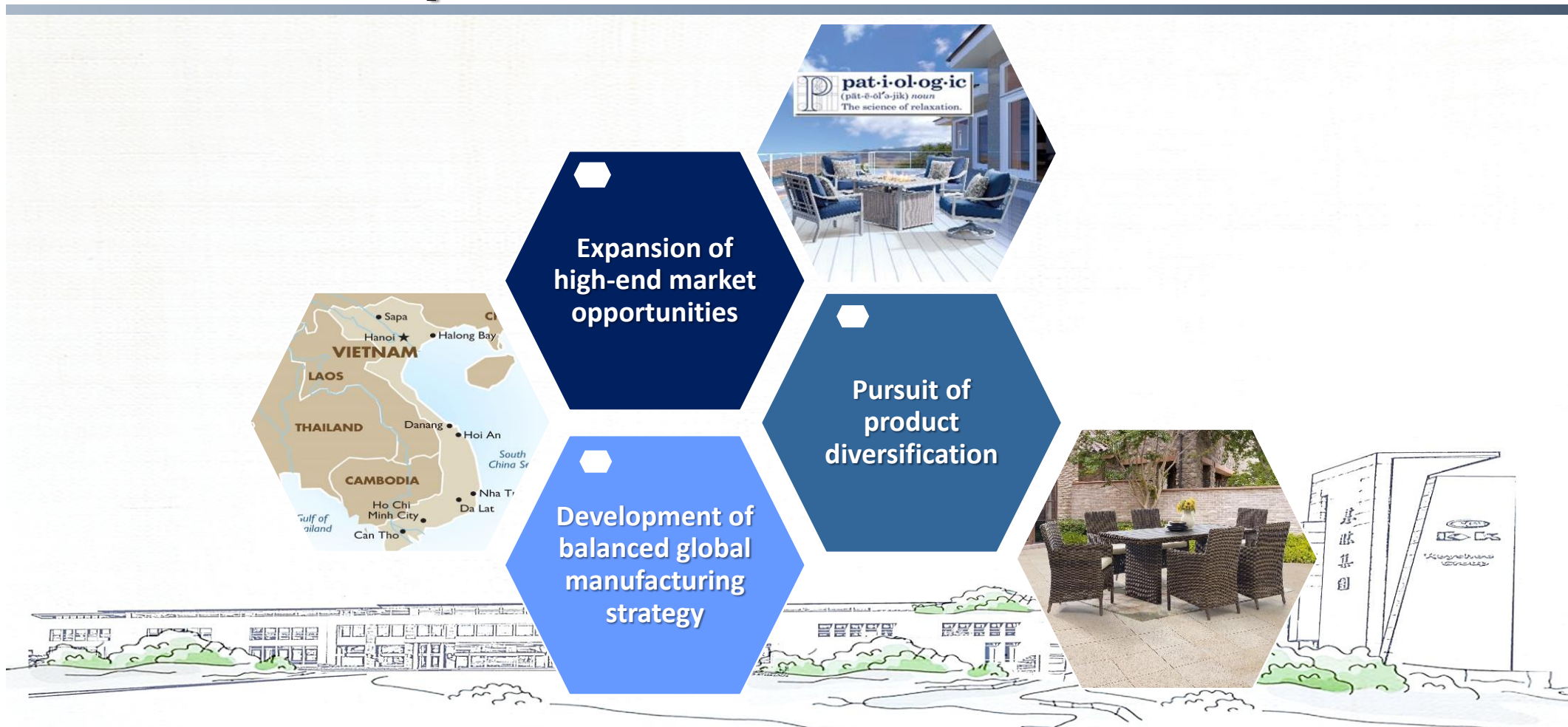
## Dividend Policy - High Payout Ratio

Year	Cash Dividend per Share(NTD)	Stock Dividend per Share(NTD)	Dividend per Share(NTD)	EPS(NTD)	Payout Ratio(%)	Cash Dividend Yield(%)*
2015	3.6	0	3.6	4.28	84.11	5.57
2014	1.5	0	1.5	-0.18	N/A	3.21
2013	1.9	0	1.9	2.14	88.79	3.88
2012	3.5	0	3.5	4.02	87.06	5.54
2011	3	2	5	8.96	33.48	3.63

\*Cash dividend yield is based on Keysheen's closing stock price on the day before ex-dividend day



# Future Prospects





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# Q&A

**Thank you for your attention**

