

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

Investor Presentation



2018/12/04



Agenda

Company Profile

Product and Marketing Strategy

Major Customers

Vietnam Investment Plan

Financial Information

Dividend policy

Prospects



Company Profile

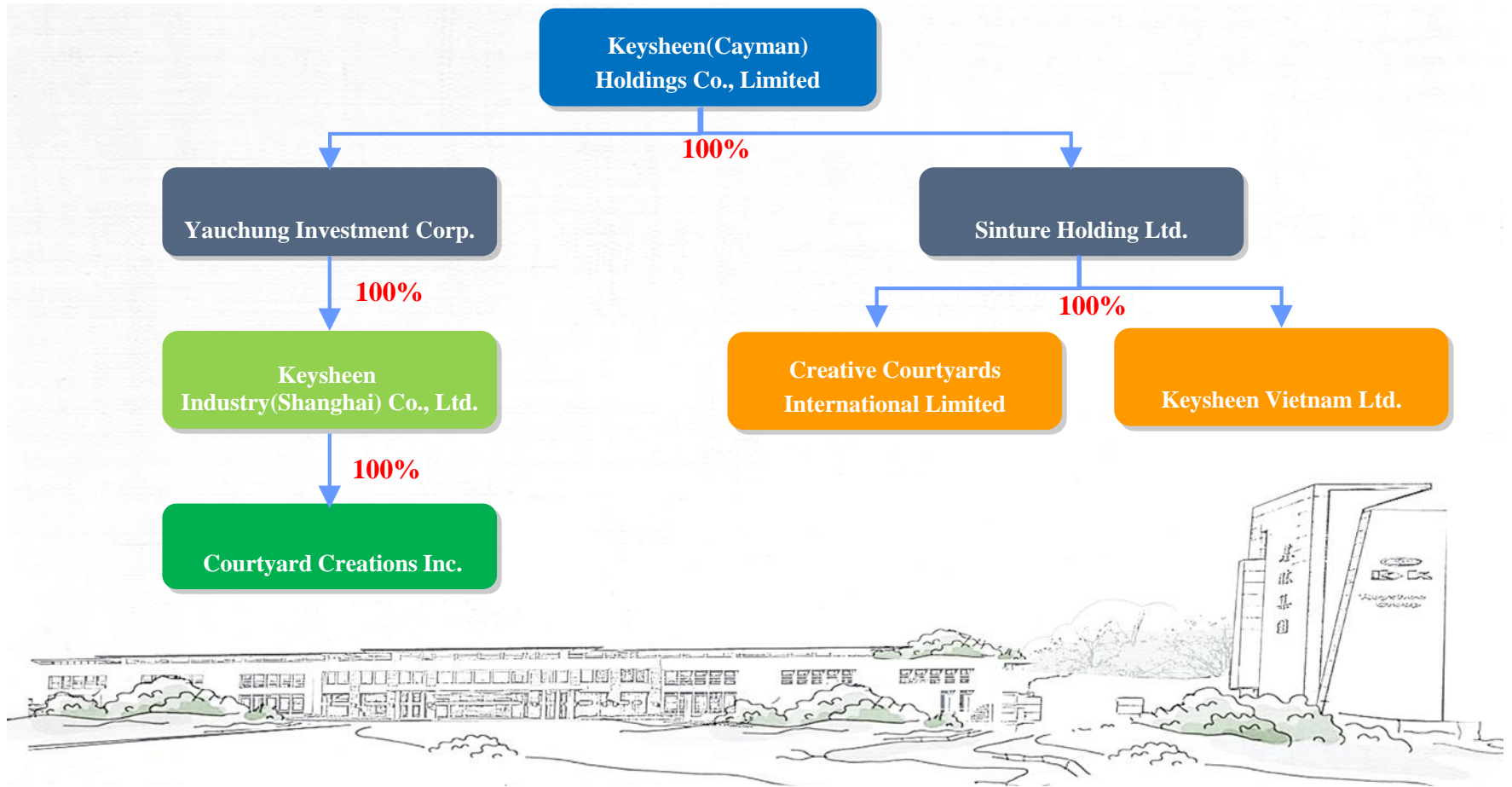
Milestones





Company Profile

Corporate Structure





Company Profile

Manufacturing Locations

Shanghai Qingpu Industrial Zone



Vietnam Que Vo Industrial Zone



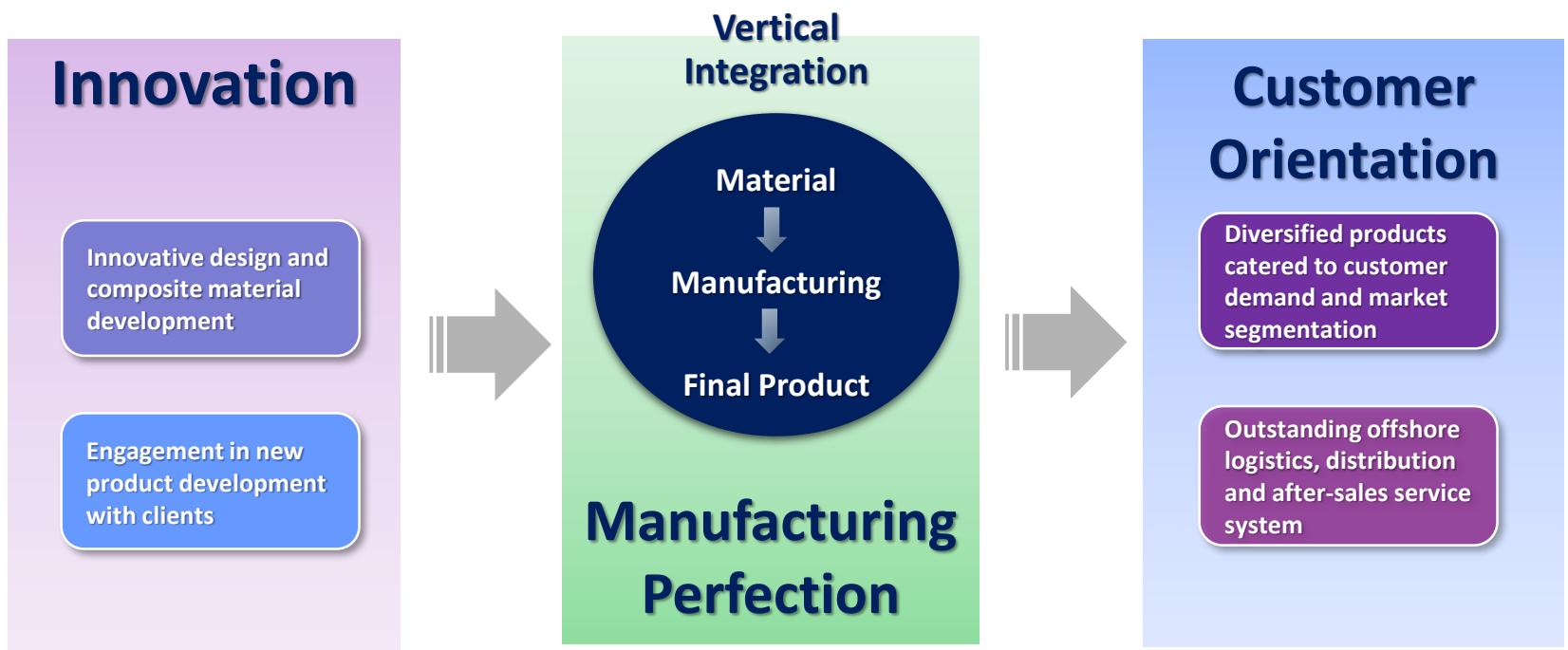
Company Profile

Factory Profile

Item	Keysheen Industry (Shanghai)	Keysheen (Vietnam)
Registered Capital (USD Million)	56	20
Land Area: (m ²)	325,546	120,480
Factory Area: (m ²)	228,373	116,244

Business and Manufacturing Strategy

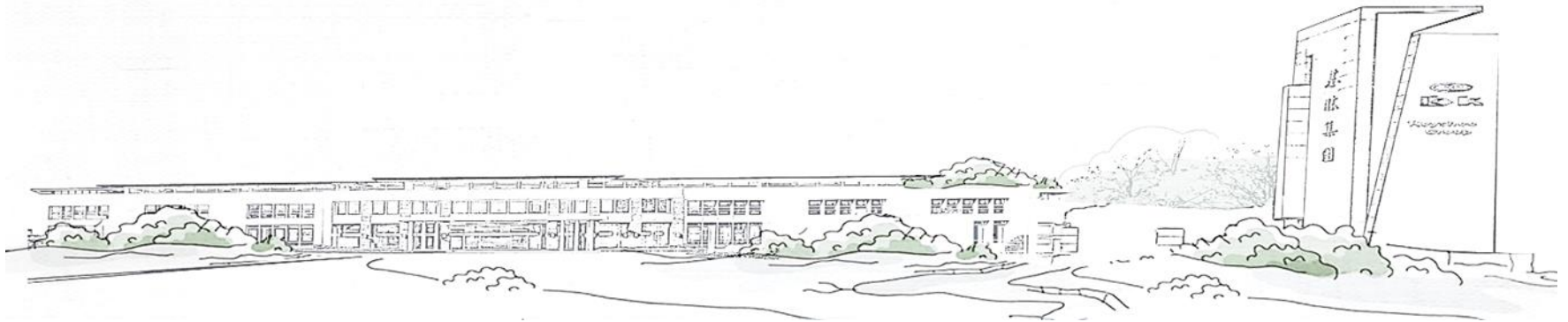
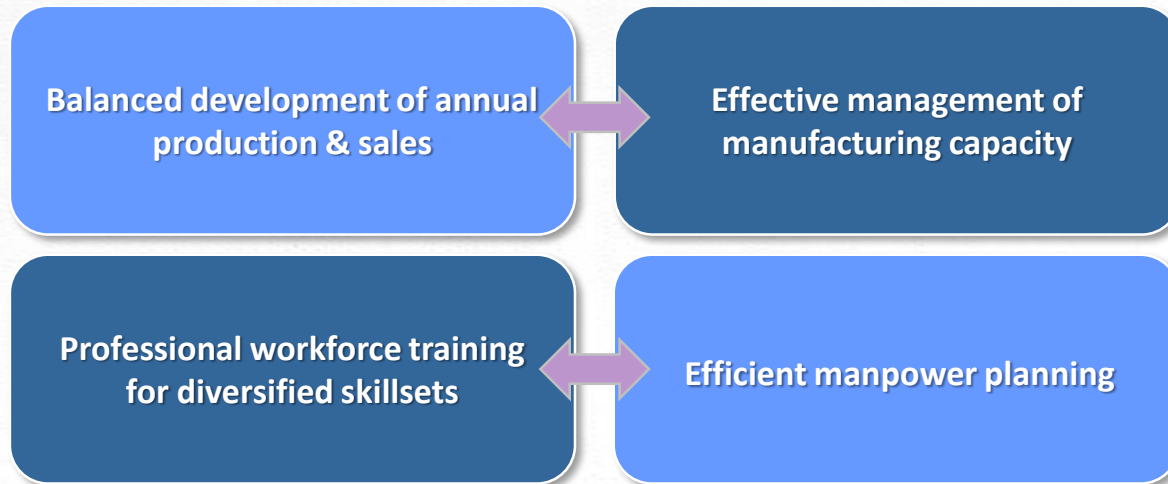
Business Strategy





Business and Manufacturing Strategy

Manufacturing Strategy





Major Customers

North America





Major Customers

Europe & Other Areas





Vietnam Investment Plan

Expansion Plan - Que Vo Industrial Zone

- **Aim:**
To build a vertically integrated production facility
- **Started Date:**
December 2016
- **Completion date:**
July 2019 (2020 Season)
- **Planned time table:**

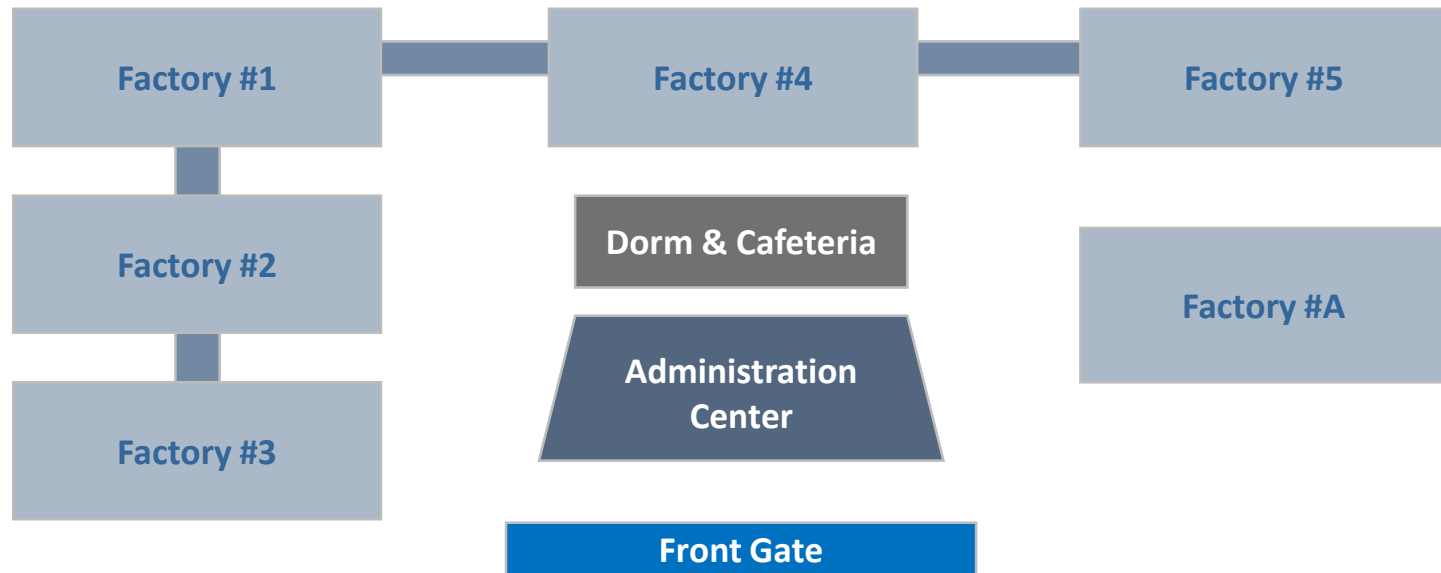


Factory	Completion date	Purpose	Current Condition
Factory #A	2016/04	Material warehouse	Completed
Factory #1	2017/06	Powder coating & Wicker weaving	Completed
Factory #2	2017/10	Assembly & sewing	Completed, pilot run (sewing)
Factory #3	2017/11	Warehouse	Completed
Factory #4	2018/08	Tubing & Welding	Pilot run
Factory #5	2018/08	Wicker weaving	Completed
Administration Center	2017/10	Office and showroom	Completed
Dorm & Cafeteria	2017/10	Dorm & Cafeteria	Completed



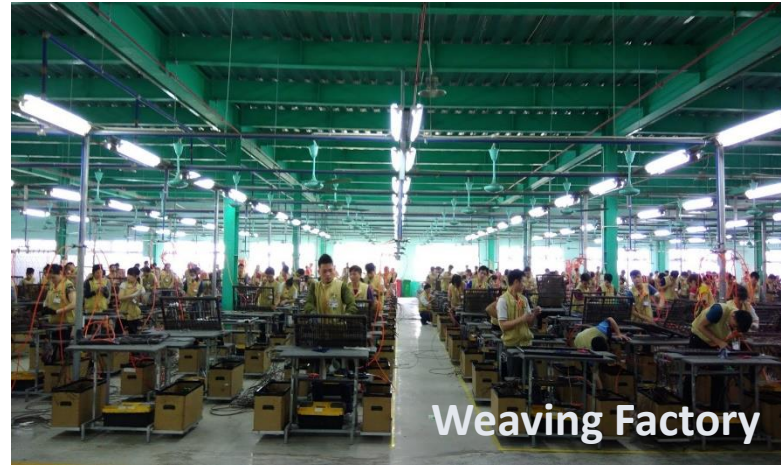
Vietnam Investment Plan

Floor Plan & Manufacturing Process





Vietnam Investment Plan Factory View





Vietnam Investment Plan Manufacturing Strategy



Piece rate system

Ergonomic weaving workstations
and scalable production



End to end barcode system

Vietnam Investment Plan

Wicker Product



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Keysheen Group



Financial Information

Income Statement

NTD Million	2013	2014	2015	2016	2017	2018Q3
Sales Revenue	5,801	6,426	5,880	4,816	4,868	3,569
COGS	4,657	5,121	4,195	3,416	3,729	2,977
Gross Profit	1,144	1,305	1,685	1,400	1,139	592
Operating expense	972	1,129	1,126	995	1,011	777
Operating Profit	172	176	562	406	128	(185)
Income before Tax	350	(5)	712	1,352	84	(259)
Net Income	231	(19)	452	851	45	(255)
EPS(NTD)	2.14	(0.18)	4.28	8.16	0.43	(2.45)
Gross Margin	19.72%	20.31%	28.66%	29.07%	23.40%	16.59%
Operating Margin	2.97%	2.74%	9.56%	8.42%	2.63%	-5.19%
Sales Revenue YoY	-12.23%	10.77%	-8.5%	-18.09%	1.06%	11.25%
Operating Profit YoY	-65.87%	2.33%	218.97%	-27.87%	-68.50%	-321.62%

Dividend Policy

Year	Cash Dividend per Share(NTD)	Stock Dividend per Share(NTD)	Dividend per Share(NTD)	EPS(NTD)	Payout Ratio(%)	Cash Dividend Yield(%)*
2017	0.35	0	0.35	0.43	81.39	0.87
2016	4.0	0	4.0	8.16	49.02	7.14
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



Prospects

Keysheen Shanghai

- Impact of the US-China trade war and responsive strategies
- Continued growth in revenue is not the main goal for the coming years. Instead, we will be aiming at keeping our factory profitable with selective orders, and reducing low-margin items to a minimum level.



Keysheen Vietnam

- All facilities are completed and a steady rise in production capacity can be expected going forward.
- By implementing barcode system, to optimize our production efficiency and to maximize our products' added value.
- To become profitable in 2019.





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Q&A

Thank you for your attention

