

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

Investor Presentation



2019/12/06



Agenda

Company Profile

Business and
Manufacturing Strategy

Major Customers

Keysheen Vietnam

Financial Information

Prospects



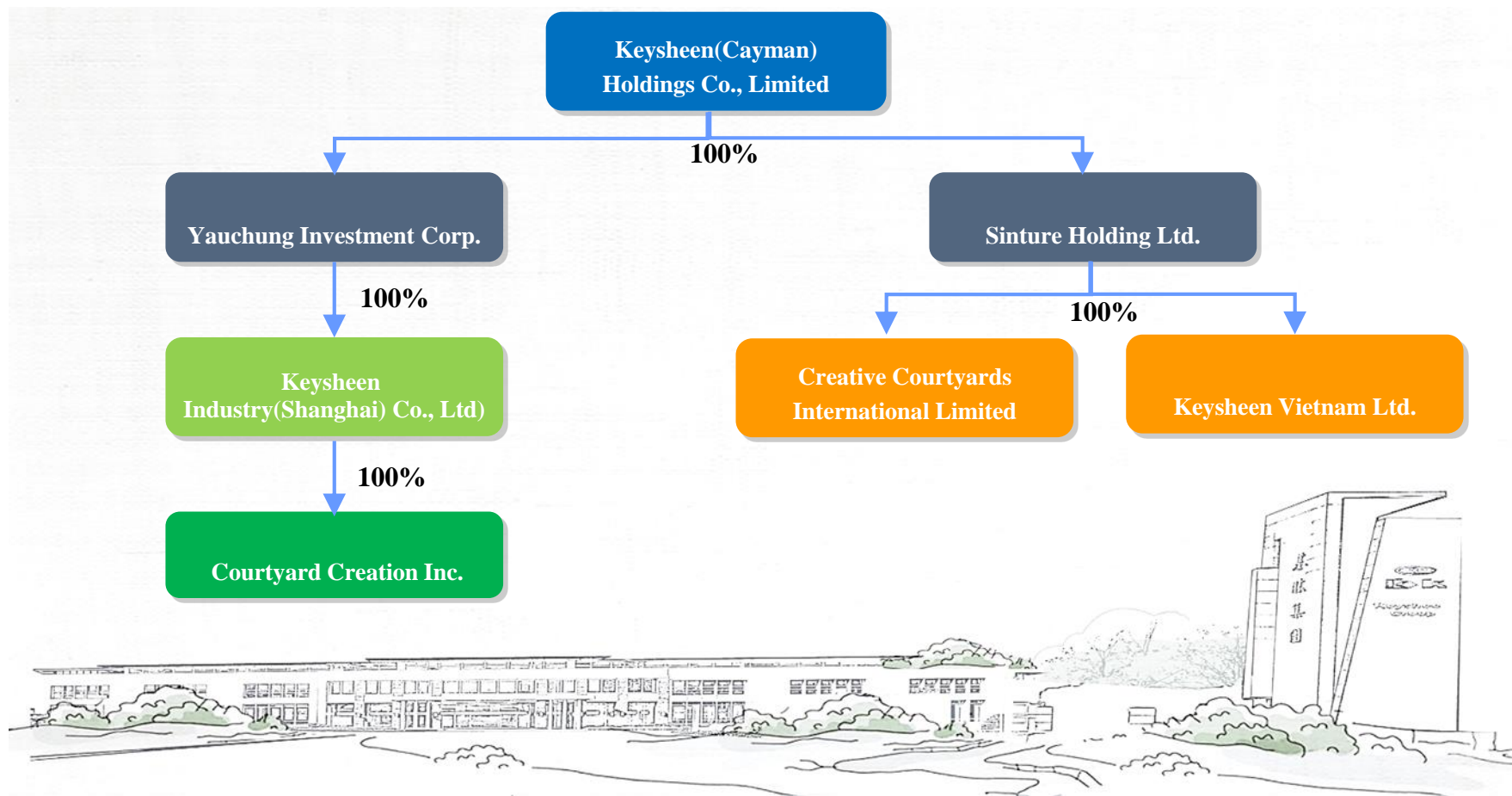
Company Profile

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
Capacity: (USD Million)	15,000	10,000
Employee : (person)	1,000	2,000

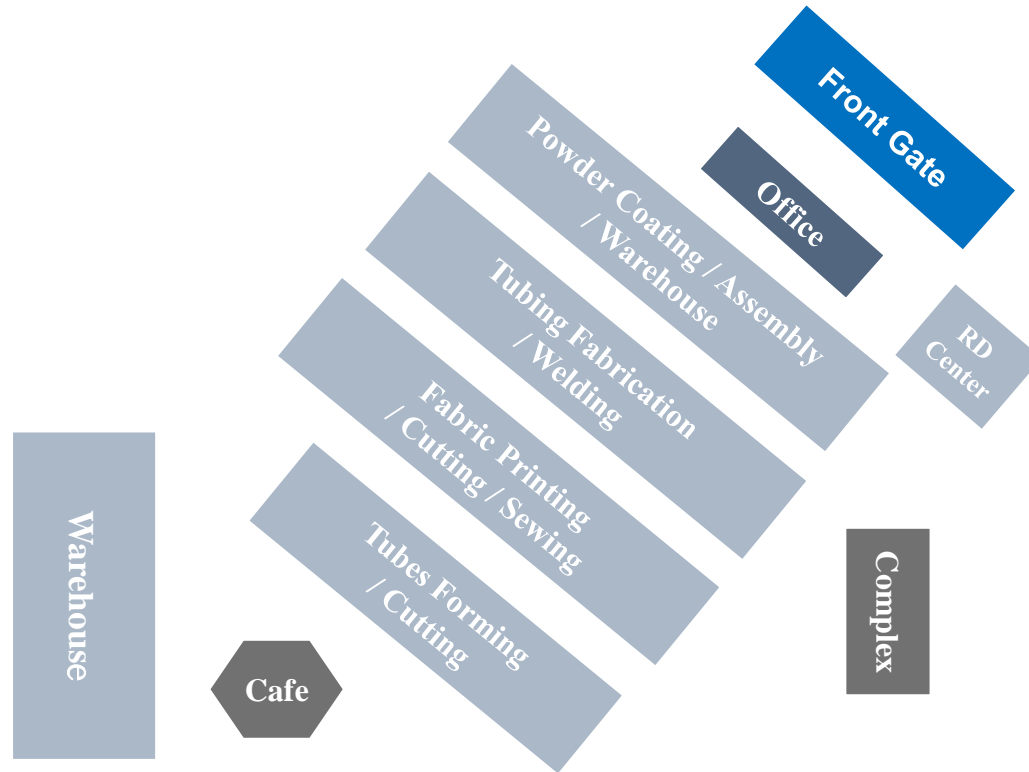
Keysheen Shanghai





Keysheen Shanghai

Factory Layout & Production Process



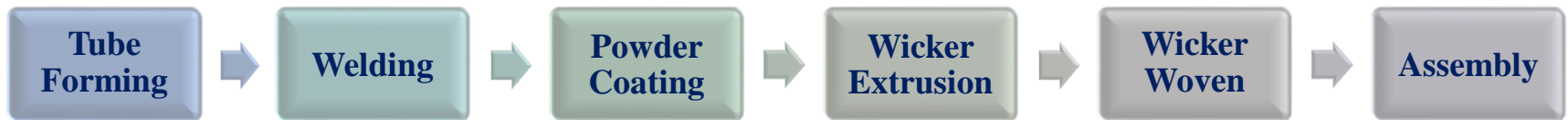
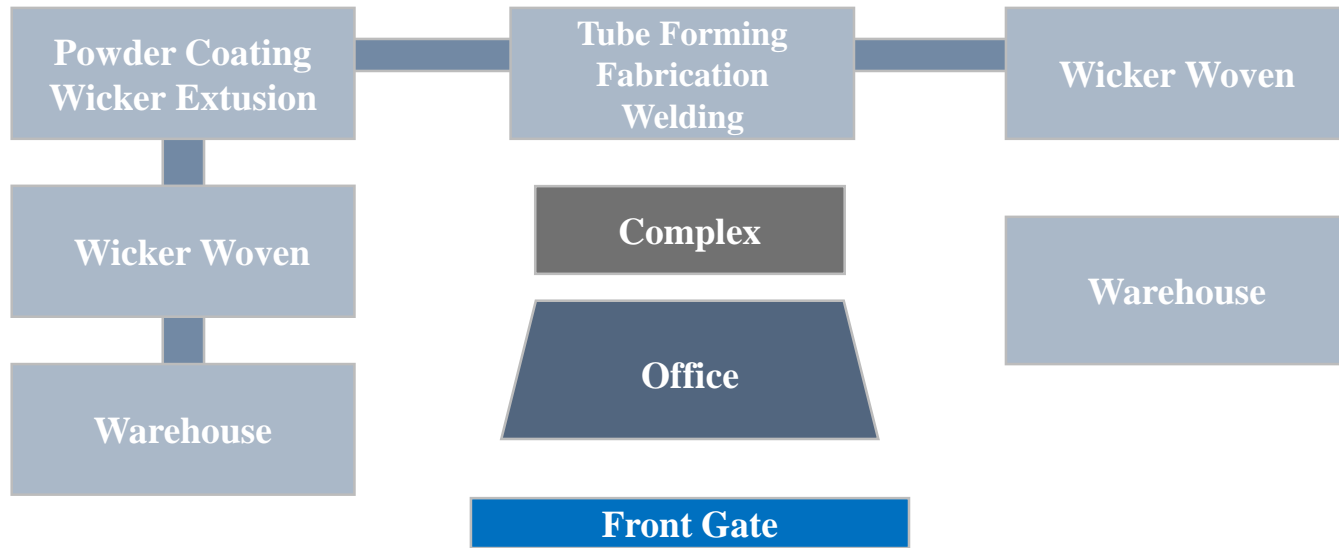
Keysheen Vietnam





Keysheen Vietnam

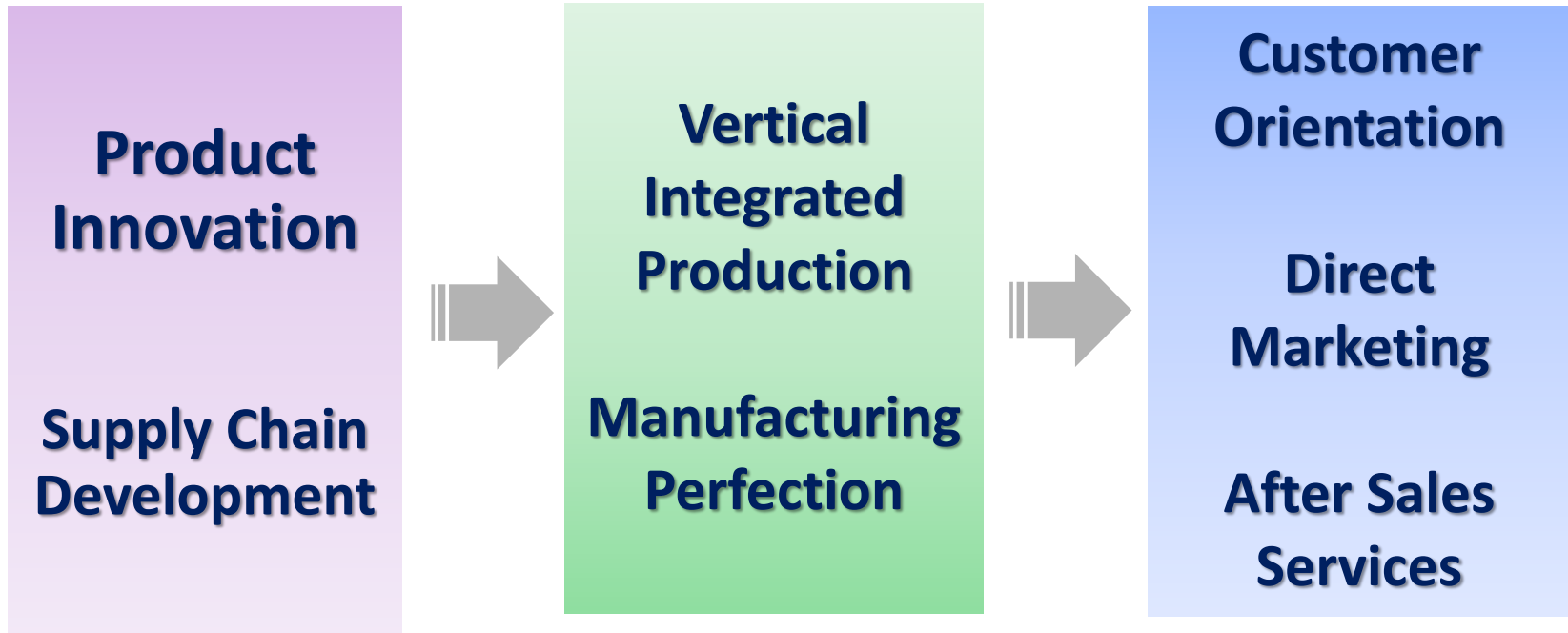
Factory Layout and Production Process





Business and Manufacturing Strategy

Business Strategy



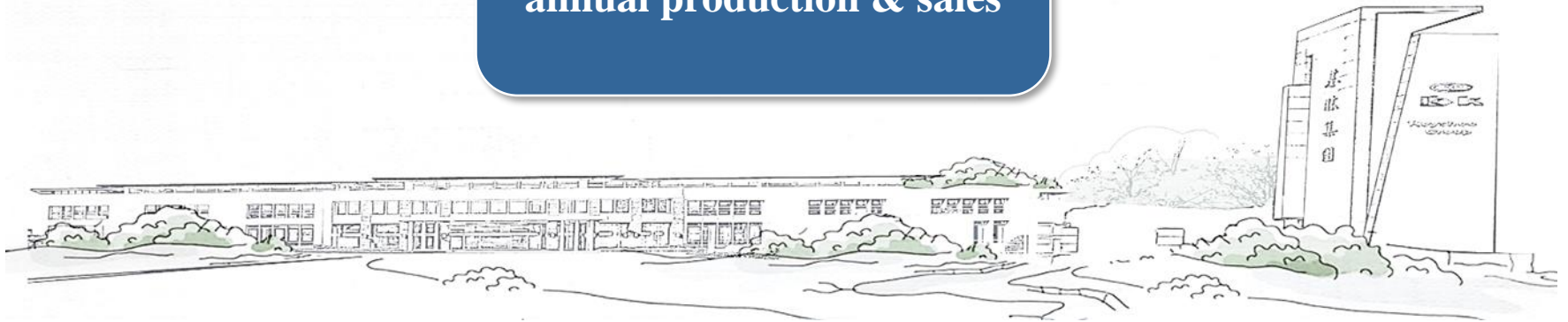


Business and Manufacturing Strategy

Manufacturing Strategy

Integrated Production
&
Complete-Set Production

Balanced development of
annual production & sales





Major Customers North America





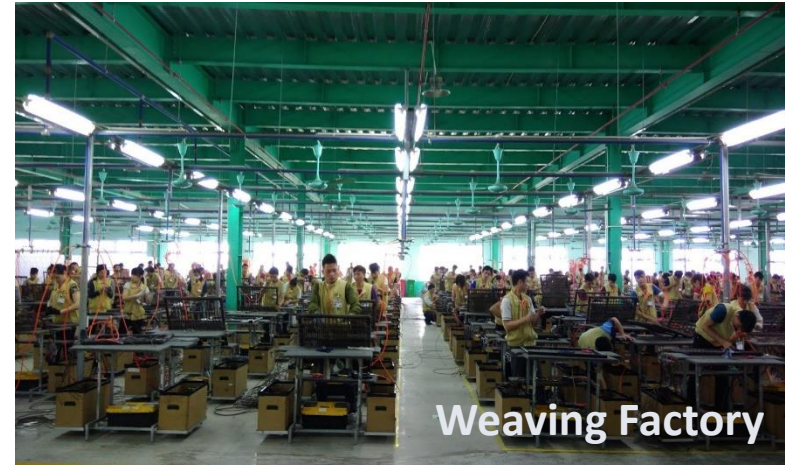
Major Customers

Europe & Other Areas





Keysheen Vietnam Factory View



Keysheen Vietnam

Wicker Products





Keysheen Vietnam

Initial Concepts



Custom-Made production management

**The Craft Spirit within
a Scale Production**



Reposition ourselves with Quality



Keysheen Vietnam Management Strategy



Piecework basis management

Classified weaving workers
&
Large scale production arrangement



Barcode management system through
the whole production process

Flexible and Traceable
production management





Financial Information

Income Statement

NTD Million	2016	2017	2018	2018Q3	2019Q3
Sales Revenue	4,816	4,868	6,152	3,569	3,298
Gross Profit	1,400	1,139	1,249	592	665
Gross Margin	29.07%	23.40%	20.31%	16.59%	20.16%
Operating Profit	406	128	134	(185)	(55)
Operating Margin	8.42%	2.63%	2.19%	-5.19%	-1.66%
Income before Tax	1,352	158	74	(259)	(9)
Net Income	851	45	(50)	(255)	(40)
EPS(NTD)	8.16	0.43	(0.48)	(2.45)	(0.38)

Prospects

Keysheen Shanghai

- Impact of the US-China trade war
- Growth in revenue is not the main goal for the coming years. Instead, to maintain a reasonable profit by selecting orders is the key.



1. Affected by the increase in tariffs, few customers requested price cuts to pass on tariffs; and some others delayed placing orders ◦
2. Keysheen Shanghai will reduce the proportion of low-margin products, at the same time to transfer some high-margin products, such as hand-painted and cement tabletop orders, to Keysheen Vietnam. Revenue will decrease from the previous season; costs and expenses will be seriously controlled to ensure profitability.

Prospects

Keysheen Vietnam

- All facilities are completed and a steady rise in revenue can be expected going forward.
- Expected to be able to make profit in 2019.



1. It is expected that the capacity utilization rate will reach 70% this year, and the production efficiency will be significantly improved.
2. Keysheen Vietnam has completed 95% of integrated production process. The sales will start growing rapidly and the gross margin will also be increasing significantly.
3. Keep building the factory with the concept of diverse range - low volume production, and look forward to make profit in 2020 season.



基隸集團
Keysheen Group



Q&A

Thank you for your attention

