

SIRUBA sew much better

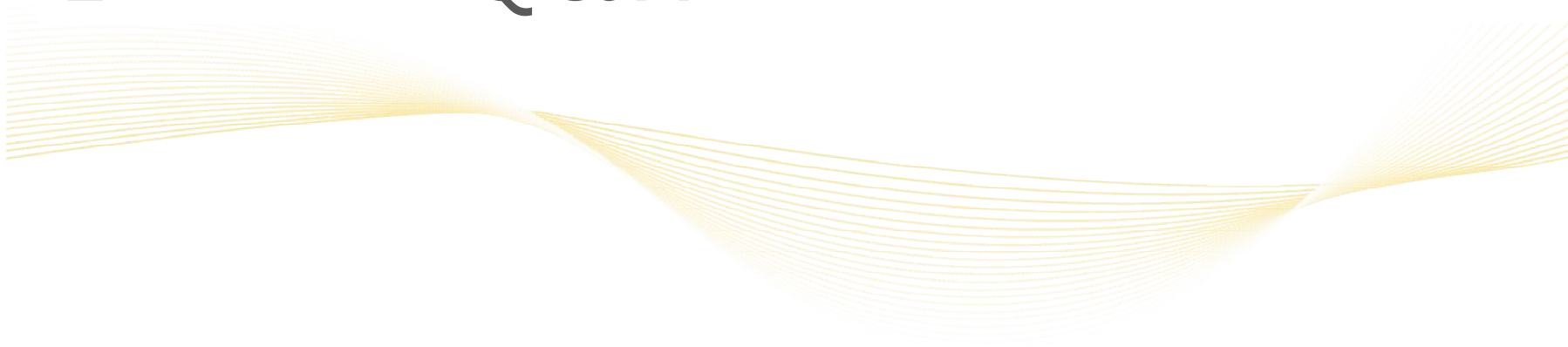


2019 Presentation

2019/12/25

 [®] 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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Kaulin Introduction

1. Company Overview
2. Operation Performance
3. Strategy and Future Prospects

1. Company Overview

Quality, our priority

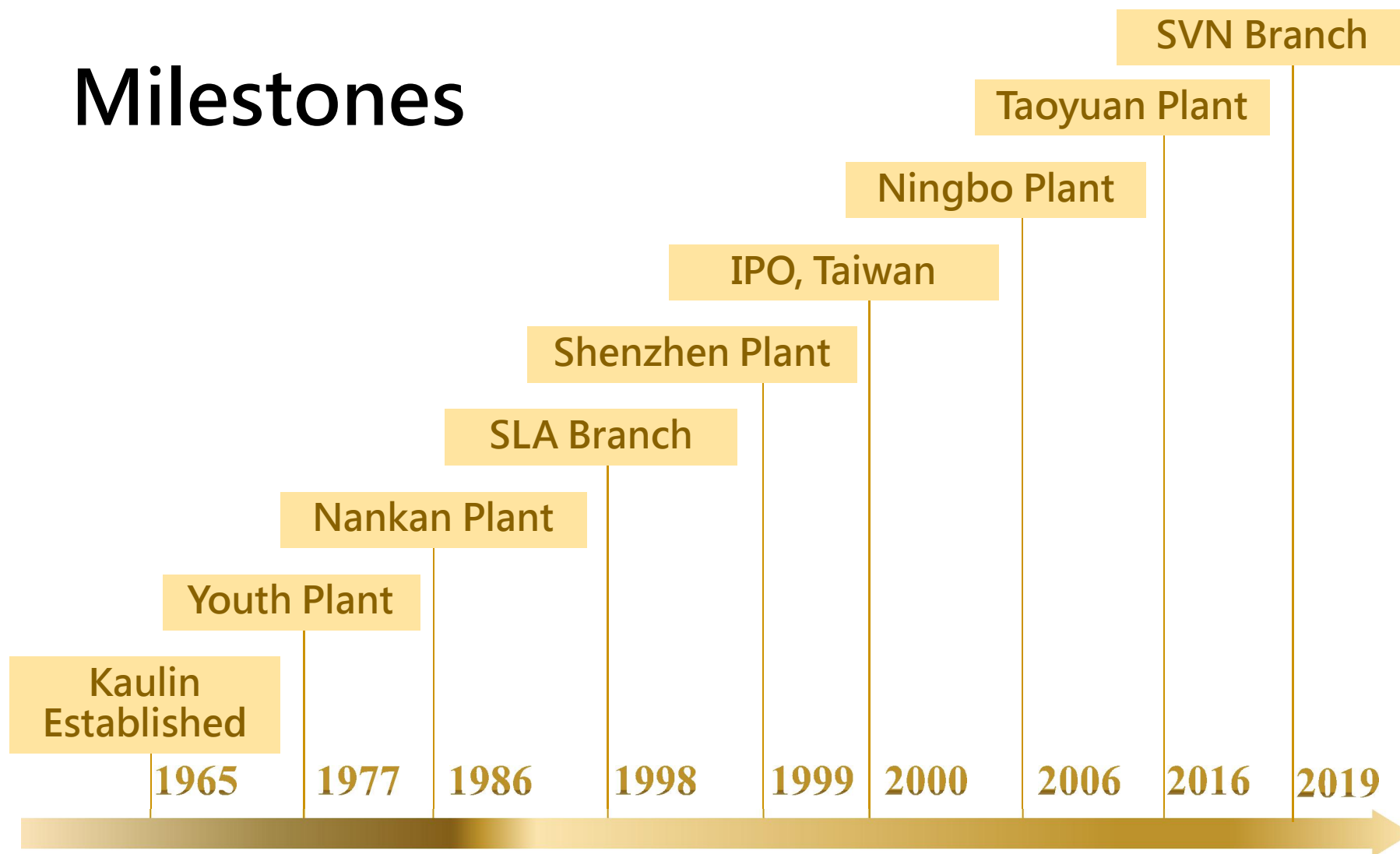
SIRUBA

- Establishment: Oct. 1965 (TW 1531)
- Capital: 64 M USD (1.85 B NTD)
- Product: Industrial sewing machine
- Brand: **SIRUBA**
- Employees: Taiwan 193 ppl (Group 665 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	

Milestones



Top 100 Taiwan Brands

Taiwan Registered firms: 1,250K

Taiwan Listed firms: 1,624

Selected Candidates: 498



Products Overview

包縫機再進化

700L 邁入無油技術

Ordinary / Automatic
Sewing



700L



自動化設備

自動化技術的發展
已經推動縫製產業升級的大趨勢
SIRUBA銀箭牌陪伴您
一起進入縫製自動化的新時代

TOP 100
TAIWAN BRANDS



历久弥坚

It remains unshakable and become even firmer
as time goes by.



縫紉自動化時代

降低勞動成本 提高製造良率 生產效率大躍進



ASL-JBH100
自動轆腳機
Automatic Jeans Bottom
Hemming Machine



ASP-ABF100J
電子釘扣机附自動送扣
Computer-controlled Lockstitch Button
Sewing Machine with Auto Button
Feeder



ASP-JBL100
自動單針褲耳貼縫機
Automatic Single Needle Belt
Loop Attaching Machine



ASP-BST100
自動肩帶穿環縫紉
Automatic Shoulder-strap Ring
Threading and Sewing Machine



ASO-BST200
半自動肩帶穿八字環機
Semi-automatic shoulder strap
8-ring threading machine



ASK-ESG100
牛仔褲前檔自動包邊機
Jeans Fly-facing Auto-Serging
Machine



高林股份有限公司
KAULIN MFG. CO., LTD.

歡迎預約參觀：

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桃園廠：桃園市桃園區國際路一段 246 號
信箱：sirubatw@siruba.com
電話：02-27130232 (分機 222) 洽企劃部

TOP 100
TAIWAN BRANDS



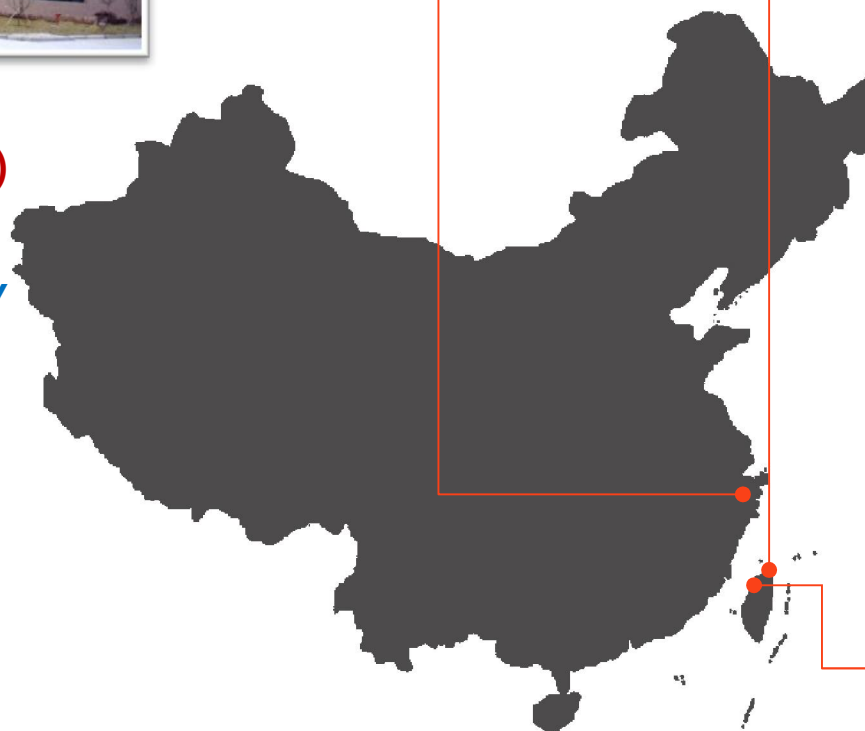
Factory Deployment



Ningbo
(95,461 M²)
Capacity :
360K Unit/Y

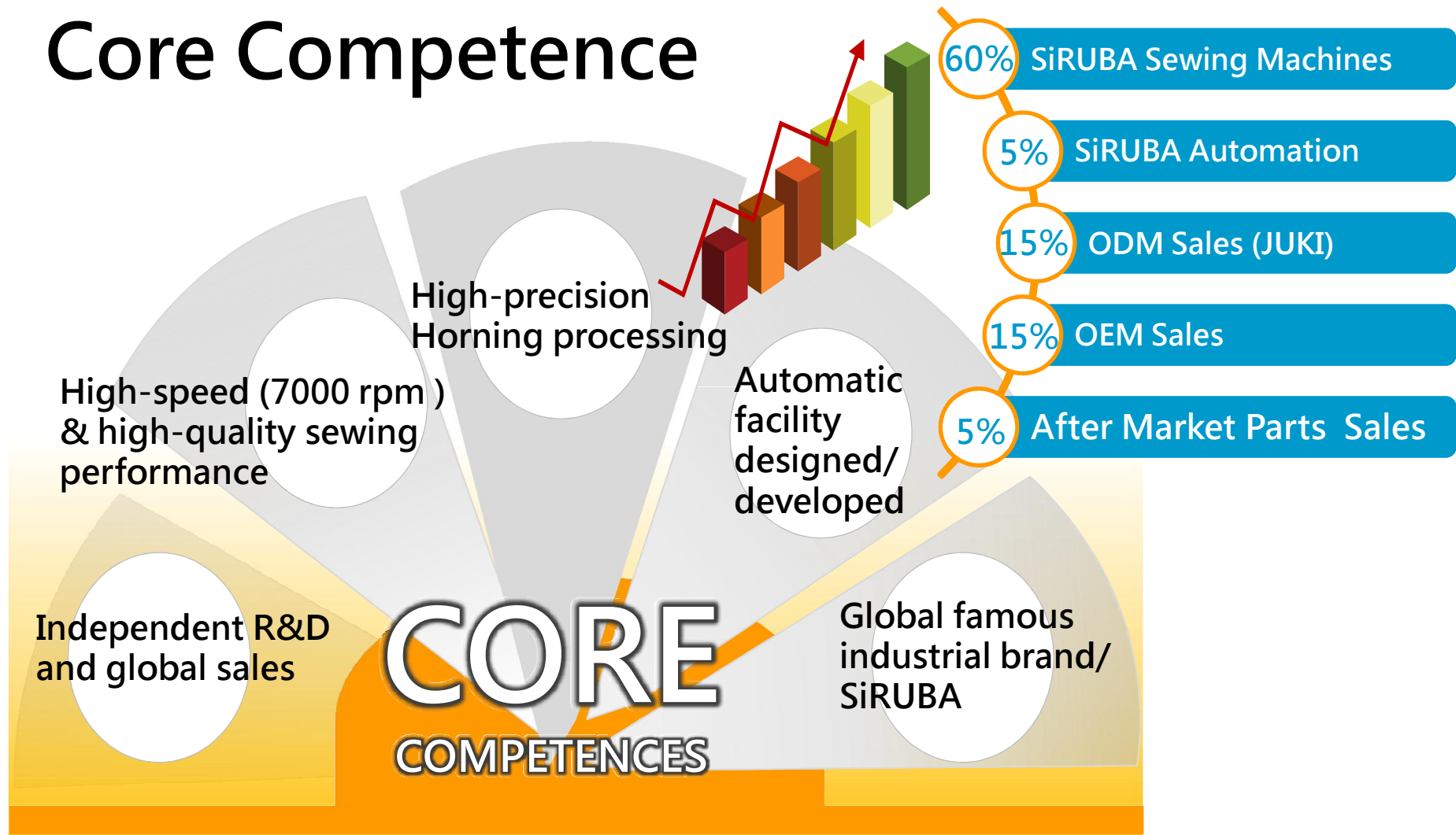


Taipei
Headquarter
(1,180 M²)



Taoyuan
(16,500 M²)
Assembling
Capacity :
120K Unit/Y

Core Competence

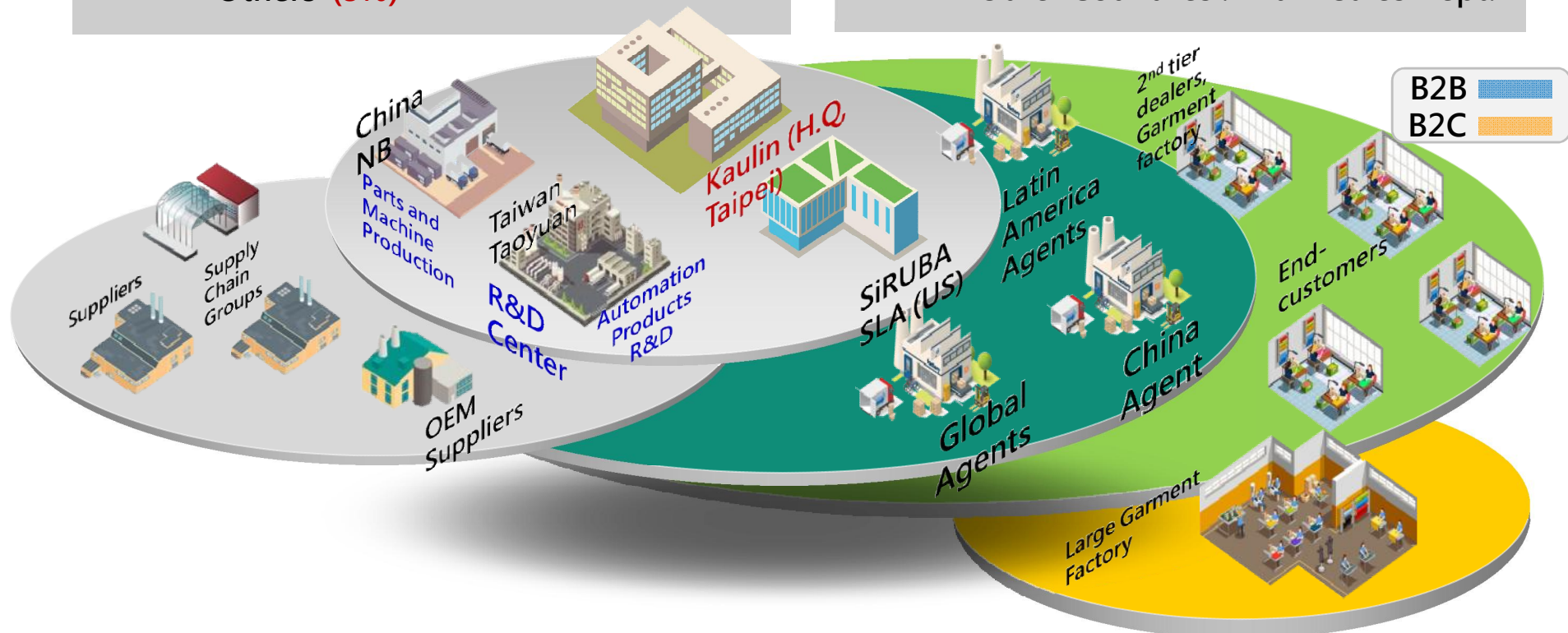


Supply Chain

- Factories : NingBo China, Taoyuan Taiwan
 - NingBo : **Supply WIP (SKD/CKD) to Taoyuan factory**
- Raw Materials Source :
 - China **(80%)** , Taiwan **(15%)**
 - Others **(5%)**

Demand Chain

- B2C : for large garment factories
- B2B : Sales to end-customers through global Agents and Distributors
 - Latin America : SiRUBA SLA
 - China : Kaulin Domestic Sales Dept.
 - Other Countries : Int' l Sales Dept.



Factory introduction



Automatic Production Line (Ningbo)



Process Optimization



Full auto Honing Machine
(independently developed)



Full auto Painting System
(independently developed)





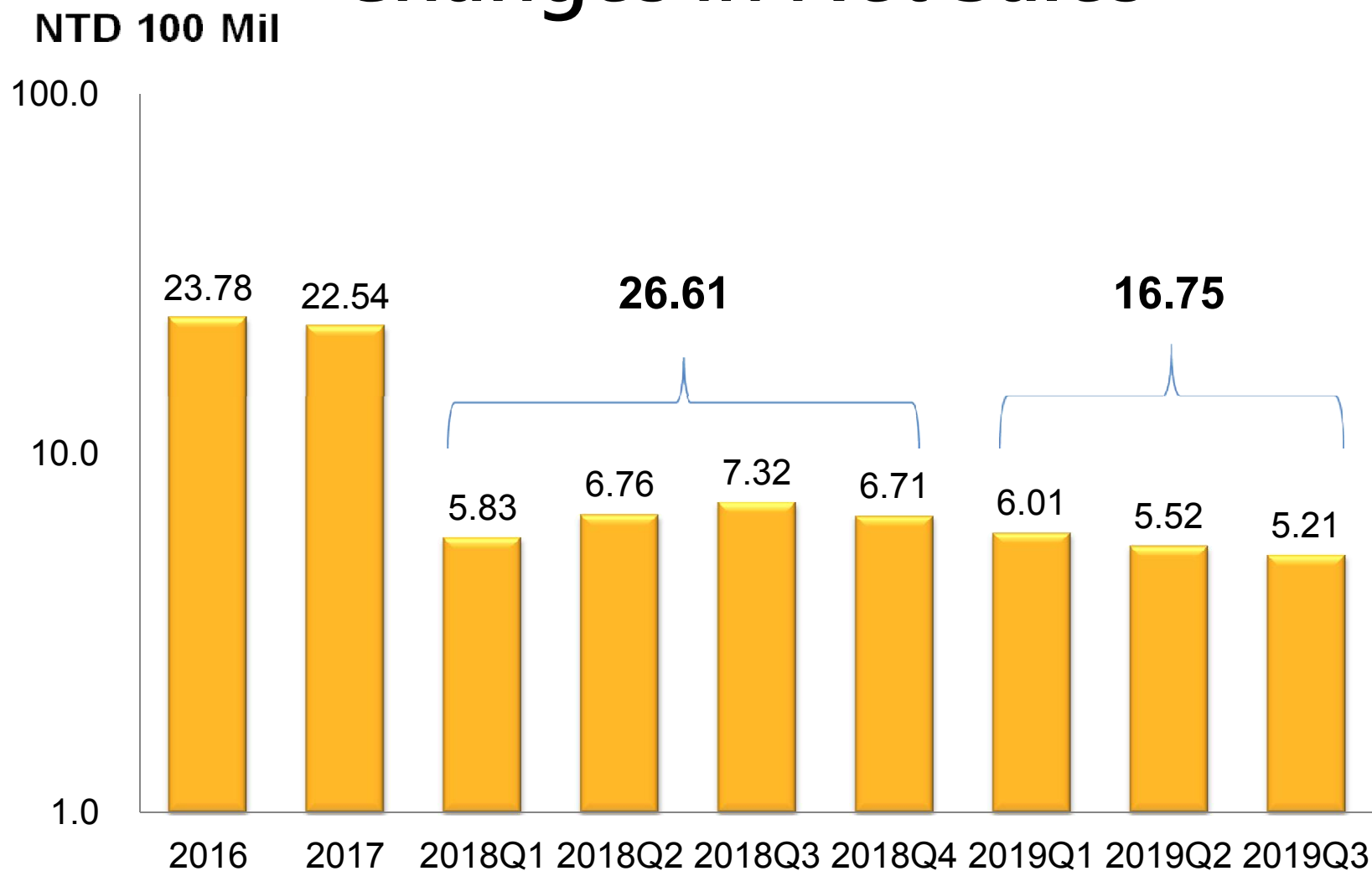
2. Operation Performance

- 2019 3Q Consolidated Income Statement
- Changes in Net Sales
- Products mix
- Changes in Net Income
- 2019 3Q Consolidated Balance Sheet
- 2019 3Q Consolidated Statement of cash flows

2019 3Q Consolidated Income Statement

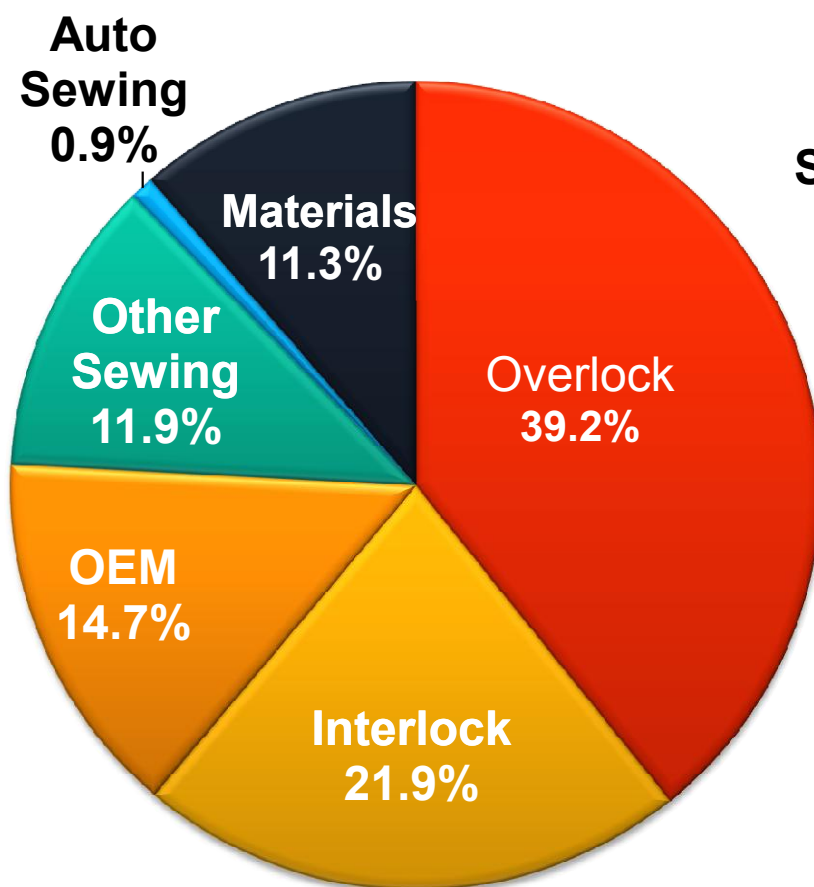
Consolidated Income Statement (NTD Million)	2019 3Q	2019 2Q	QoQ	2019 3Q YTD	2018 3Q YTD	YoY
Operating revenue	521.0	552.4	-5.7%	1,674.7	1,990.3	-15.9%
Operating costs	425.9	464.0		1,390.0	1,583.2	
Gross profit from operations	95.1	88.4	7.6%	284.7	407.1	-30.1%
Operating expenses	76.5	97.9	-21.9%	251.5	258.2	-2.6%
Selling expenses	33.8	41.4		108.2	117.5	
Administrative expenses	25.1	41.4		98.1	99.5	
R&D expenses	17.7	15.1		45.2	41.2	
Net operating income	18.7	(9.5)	296.3%	33.2	148.9	-77.7%
Total non-operating income and expenses	11.1	21.9		42.0	62.8	
Foreign exchange gains	4.6	11.6		17.1	39.3	
Other gains and losses	6.5	10.3		24.9	23.5	
Profit (loss) before tax	29.8	12.4		75.2	211.7	
Total tax expense	9.0	2.9		17.8	113.4	
Profit (loss)	20.8	9.5	119.3%	57.4	98.3	-41.6%
Earnings per share	0.11	0.05	0.06	0.31	0.53	(0.22)
Gross Margin %	18.3%	16.0%	2.3%	17.0%	20.5%	-3.5%
Operating Margin %	3.6%	-1.7%	5.3%	2.0%	7.5%	-5.5%
Net Margin %	4.0%	1.7%	2.3%	3.4%	4.9%	-1.5%
Op. Exp %	14.7%	17.7%	-3.0%	15.0%	13.0%	2.0%

Changes in Net Sales

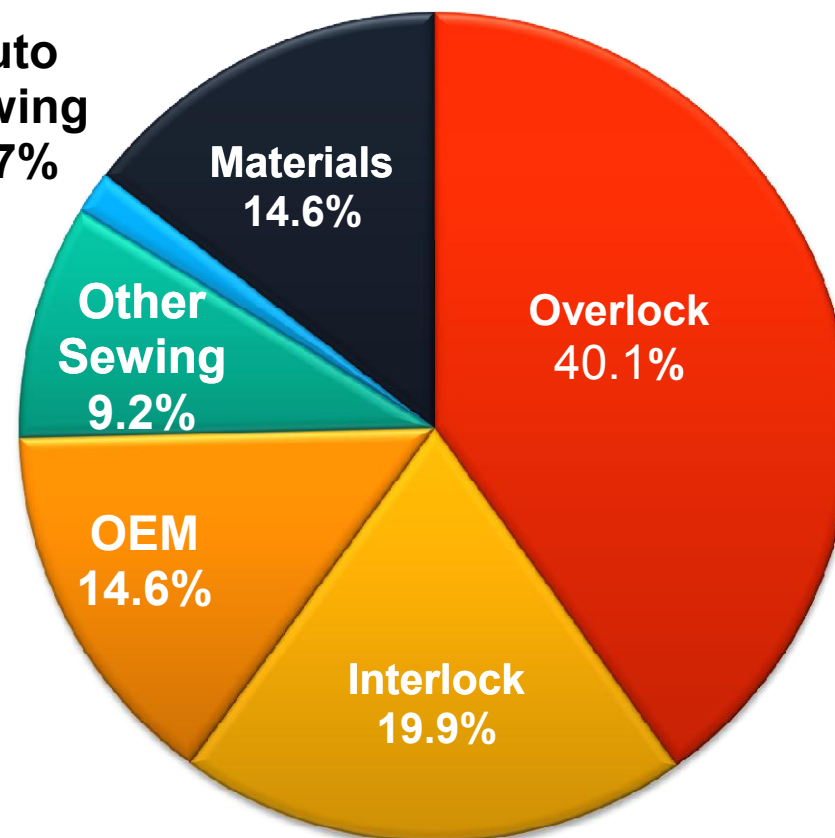


Products mix

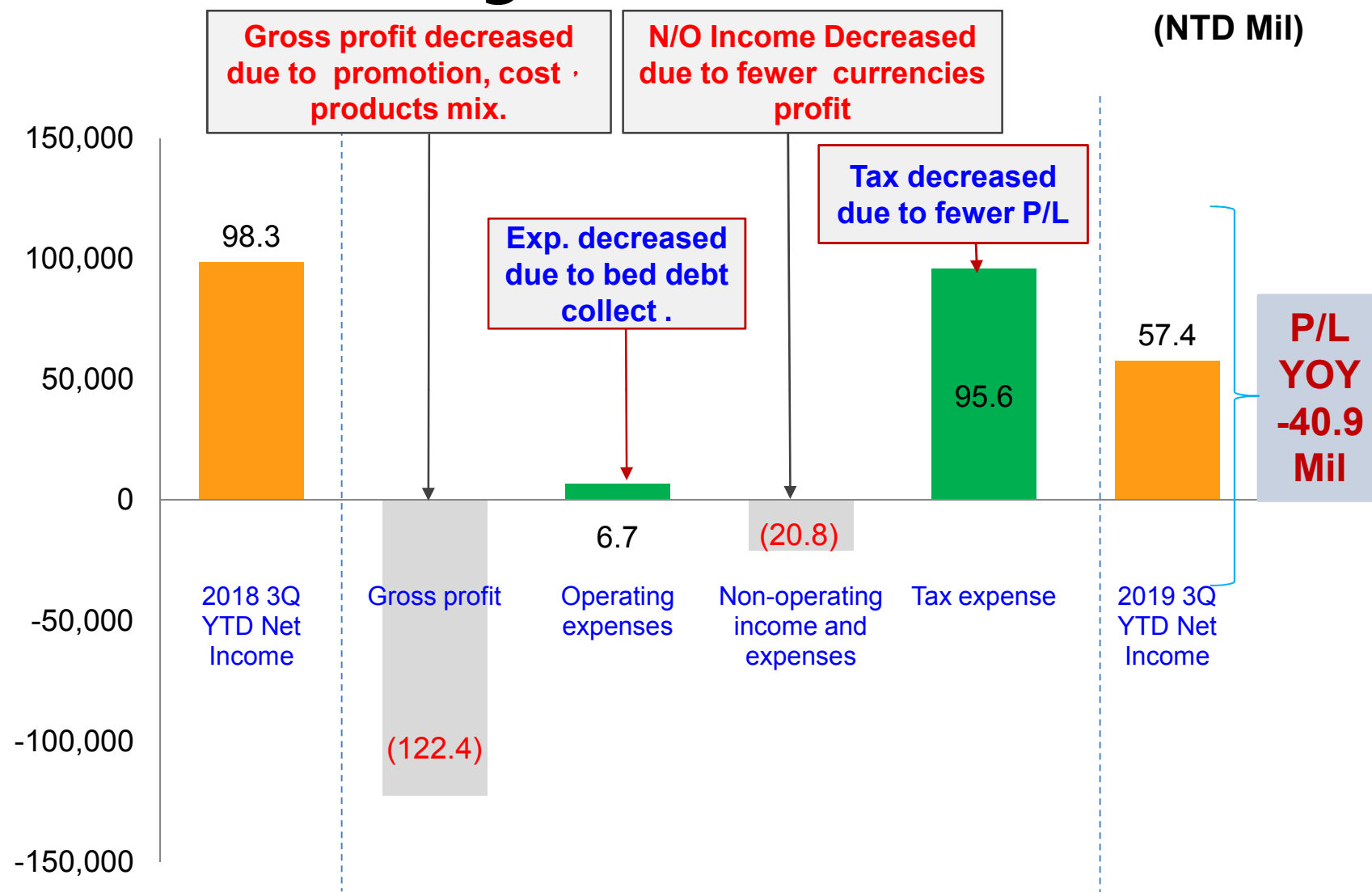
2018



2019



Changes in Net Income



2019 3Q Consolidated Balance Sheet

Consolidated Balance Sheet (NTD Million)	2019/9/30	2018/9/30	YoY
Cash and cash equivalents	890.0	772.7	117.4
Current financial assets at amortised cost	175.5	67.1	108.4
Accounts receivables	861.8	979.5	(117.6)
Inventories	916.9	1,214.9	(298.0)
Total current assets	2,898.1	3,104.2	(206.1)
Non-current available-for-sale financial assets	43.8	52.1	(8.4)
Property, plant and equipment	1,096.2	1,132.7	(36.5)
Total assets	4,421.9	4,667.5	(245.7)
Short-term borrowings	0.0	0.0	0.0
Accounts payables	308.1	449.1	(140.9)
Total current liabilities	438.0	601.9	(163.9)
non-current liabilities	277.4	287.9	(10.5)
Total liabilities	715.4	889.8	(174.3)
Ordinary share	1,850.1	1,850.1	0.0
retained earnings	1,822.4	1,857.5	(35.1)
Total equity	3,706.4	3,777.8	(71.3)
Quick Ratio	662%	516%	146%
Current Ratio	440%	302%	138%
Debt Ratio	16%	19%	-3%
ROE (YTD Annualized)	2.0%	6.9%	-4.9%

2018 3Q Consolidated Statement of cash flows

Consolidated Statement of cash flows (NTD Million)	2019 3Q YTD	2018 3Q YTD
Cash inflow (outflow) generated from operations	370.5	(307.3)
Net cash flows from (used in) investing activities	(140.0)	339.7
Net cash flows from (used in) financing activities	(92.8)	(44.2)
Effect of exchange rate changes on cash and cash equivalents	(20.3)	(11.5)
Net increase (decrease) in cash and cash equivalents	117.4	(23.3)
Cash and cash equivalents at beginning of period	772.7	994.5
Cash and cash equivalents at end of period	890.0	971.2
Remarks :		
Depreciation & Amortization expense	57.9	62.5

3. Future Development Strategy

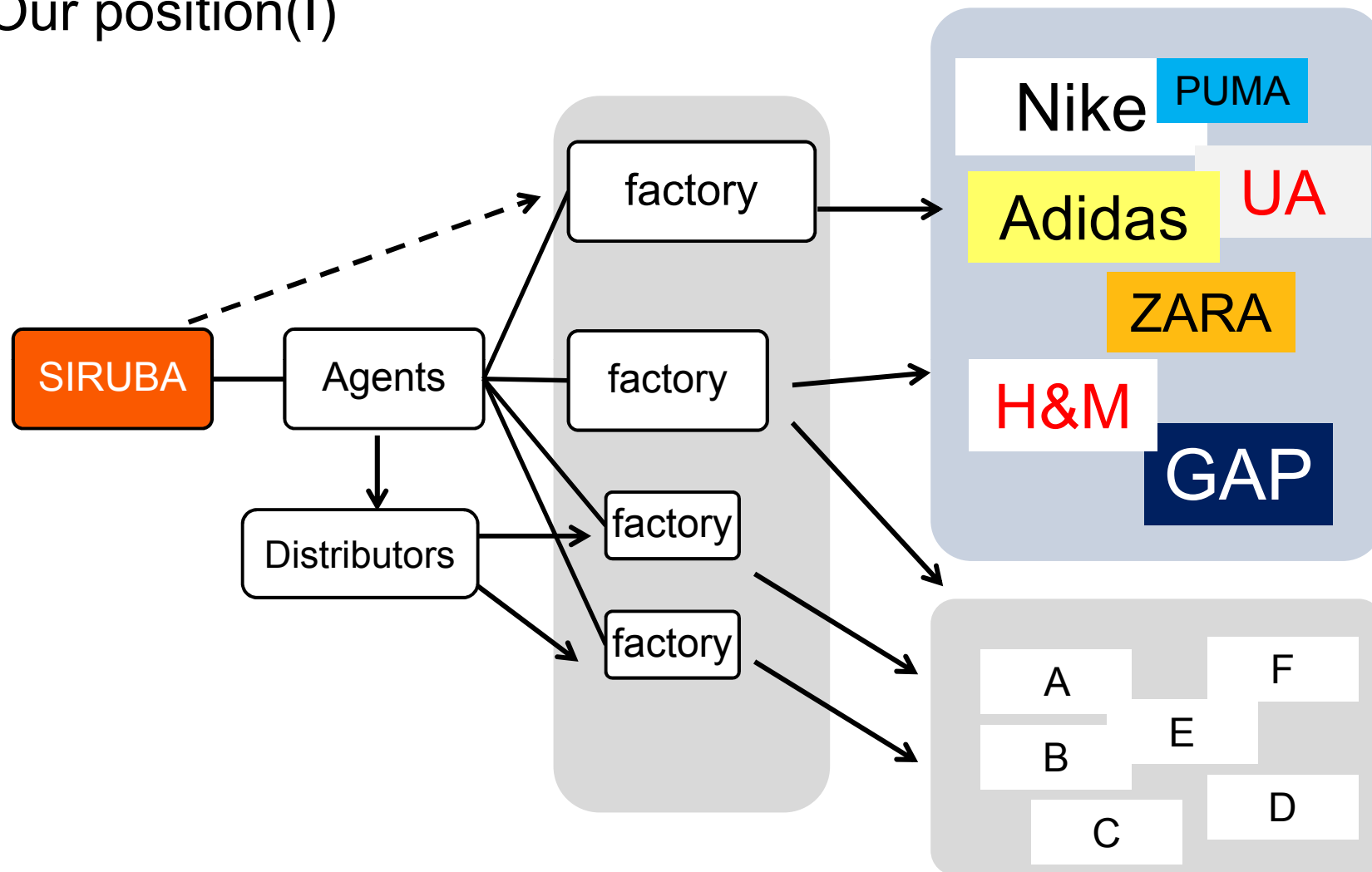
Quality, our priority 品質優先

SIRUBA

- Continuous enhancement of corporate constitution
 - Organization activation / Delayering / Rejuvenation
 - New Tools / new techniques apply
- Enterprise transformation
 - From mechanical to electrical, build up the ability of electronics control
 - IT ability enhancement / ICT / IoT
 - From manufacturing industry to service industry
 - From hard power to soft power, set up the bottom system
- Continual optimization of business model
 - Automation and customized orders
 - Balance of homemade and outsourcing
- Long-term competitive advantage
 - Strategic alliance : reinforcement
 - Joint venture / Mergers and Acquisitions : upstream and downstream, different industry
 - Ecosystem

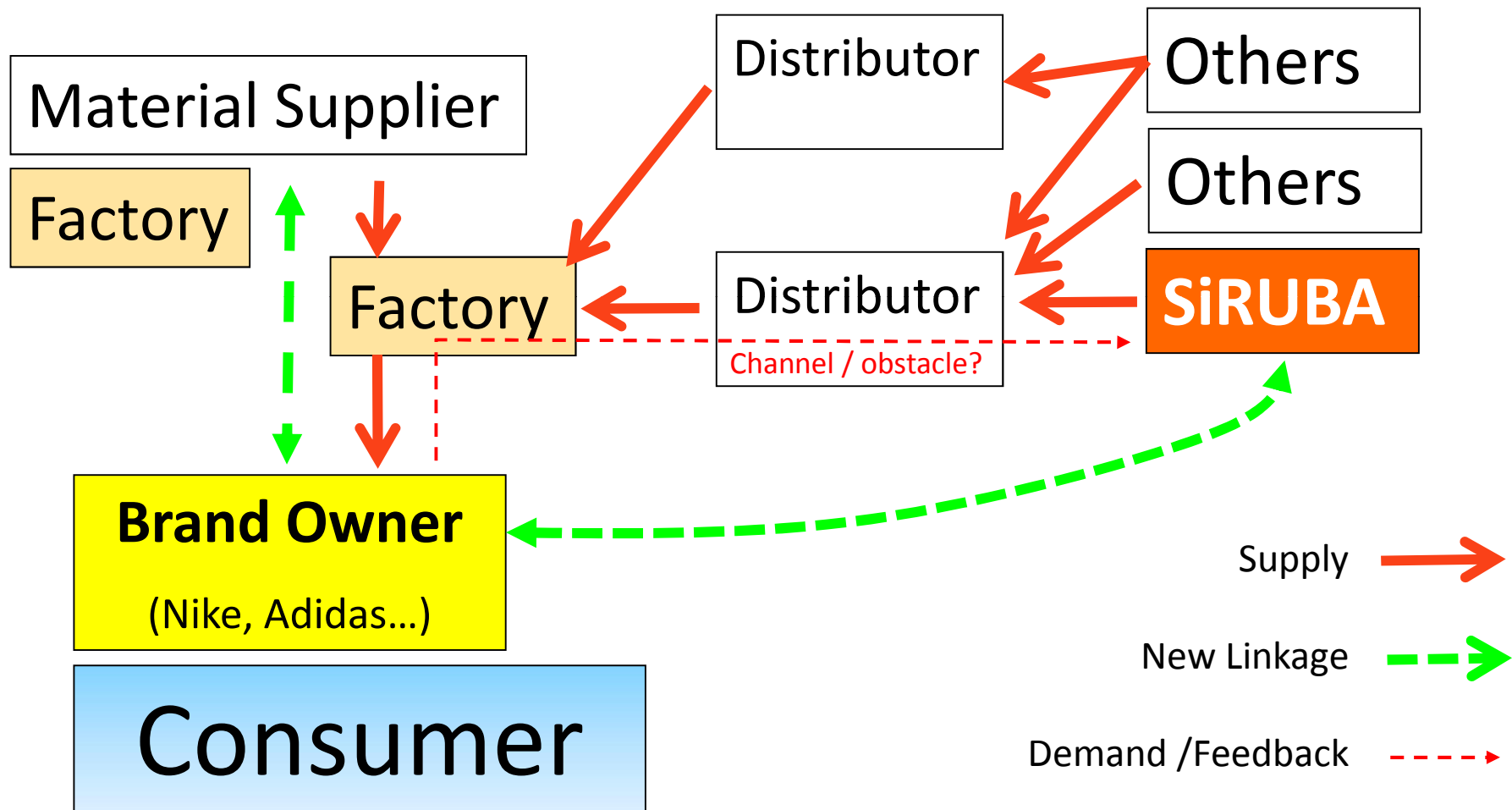
Market : Our position(I)

SIRUBA is a Machine Maker

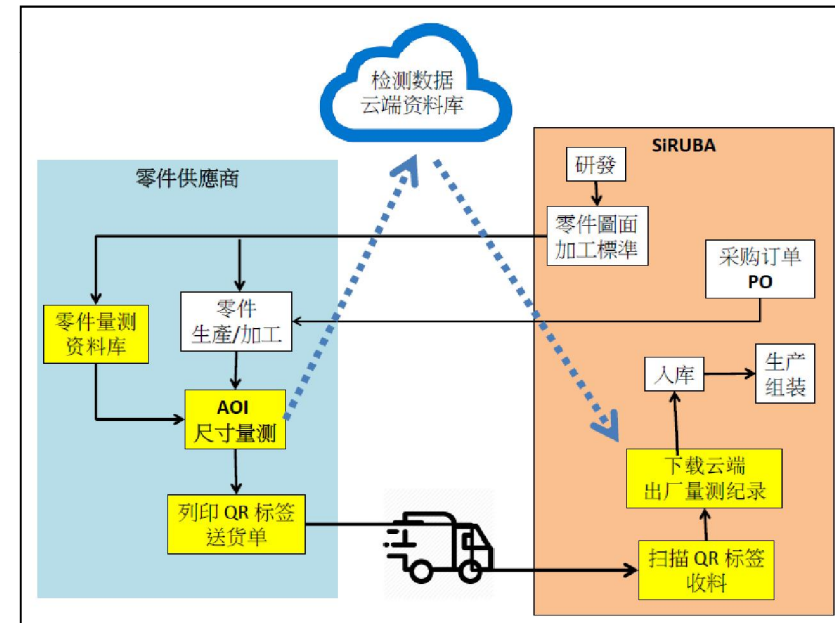
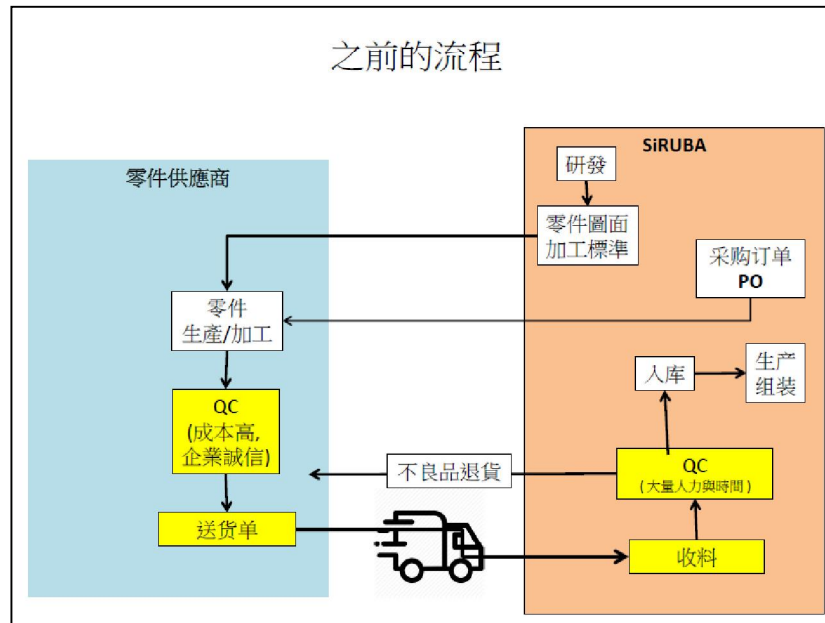


Market : Our position(II)

SiRUBA is a
Solution Provider



Supply Chain : By way of ICT Drive process innovation

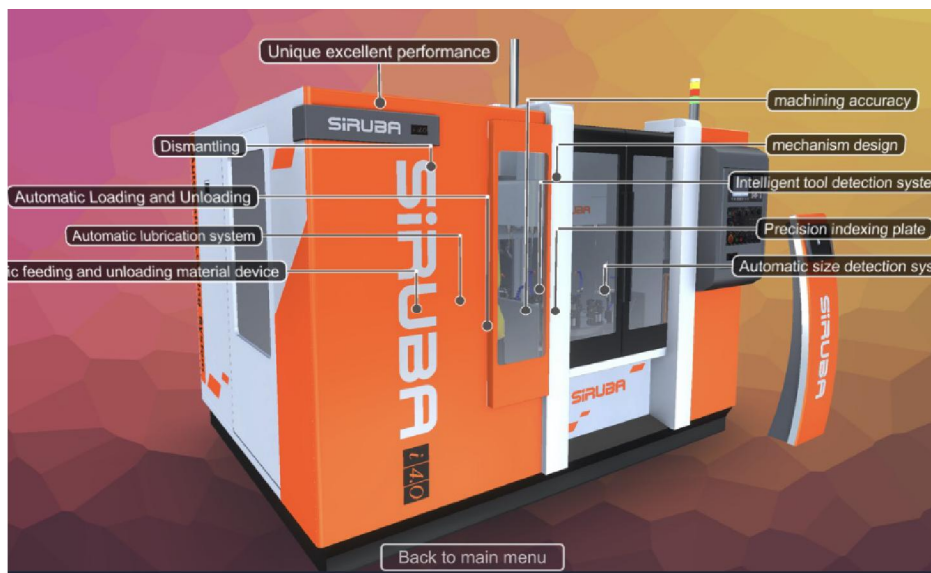


Technique : From mechanical to electrical



Marketing : New Tools Apply

Auto Machine
3D Interactive Marketing



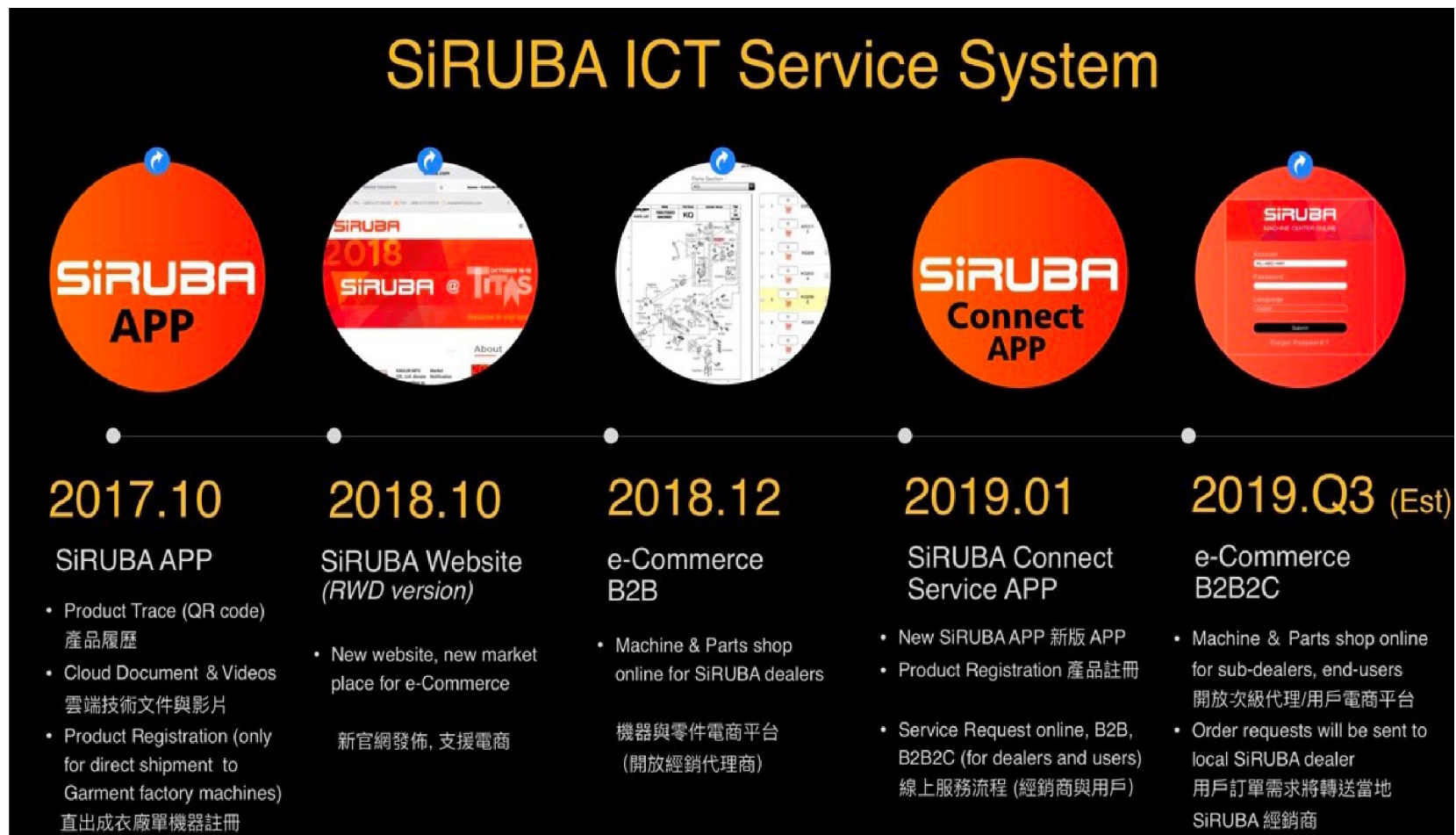
Apple APP Store
Search "SiRUBA 3D Showcase"

<https://youtu.be/onNgpQmoOfE>

SiRUBA 3D Show Case Demo



Soft POWER : Global ICT Service System Roadmap

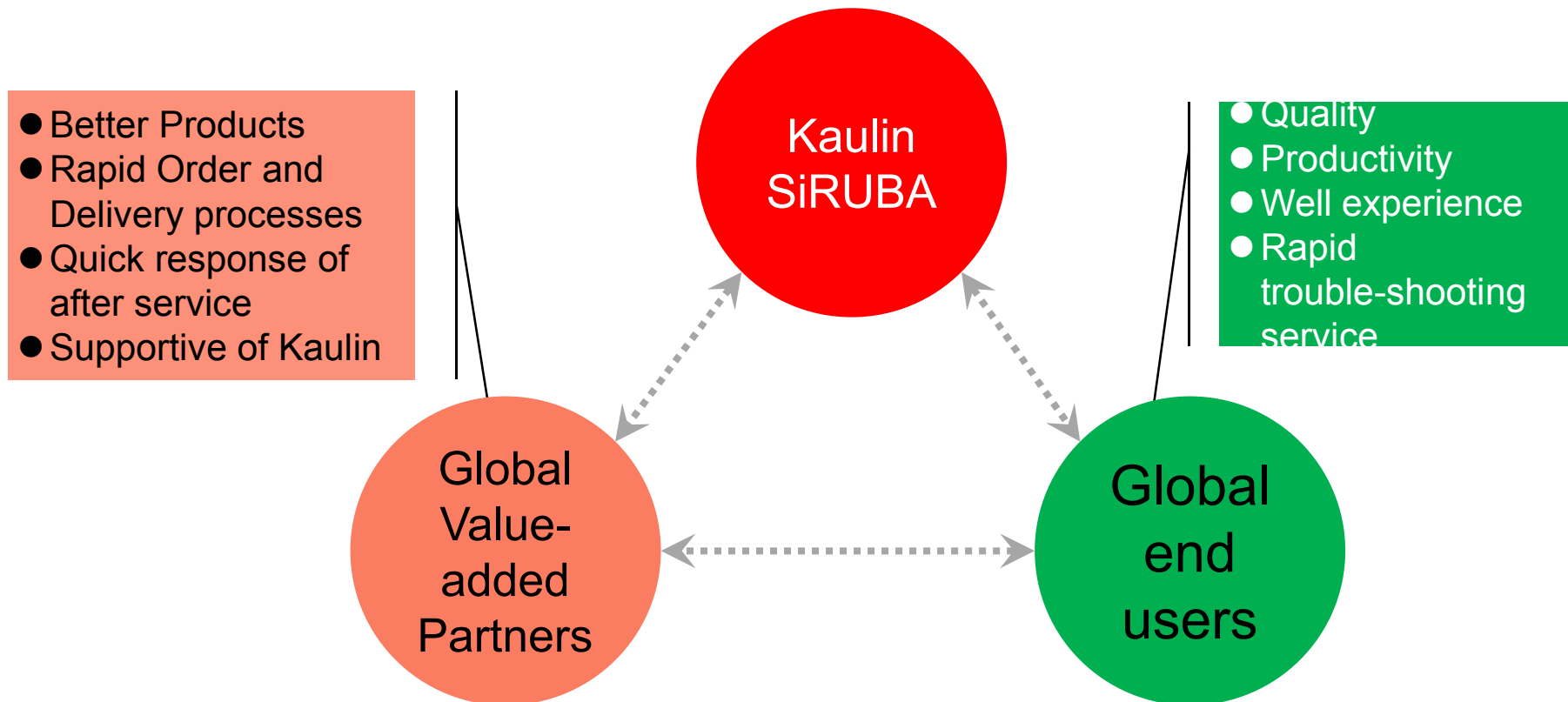


Soft POWER : Building the e-Commerce Platform



Soft POWER : The New Collaborative Relationship

Value Penetrate
(SiRUBA Connect)

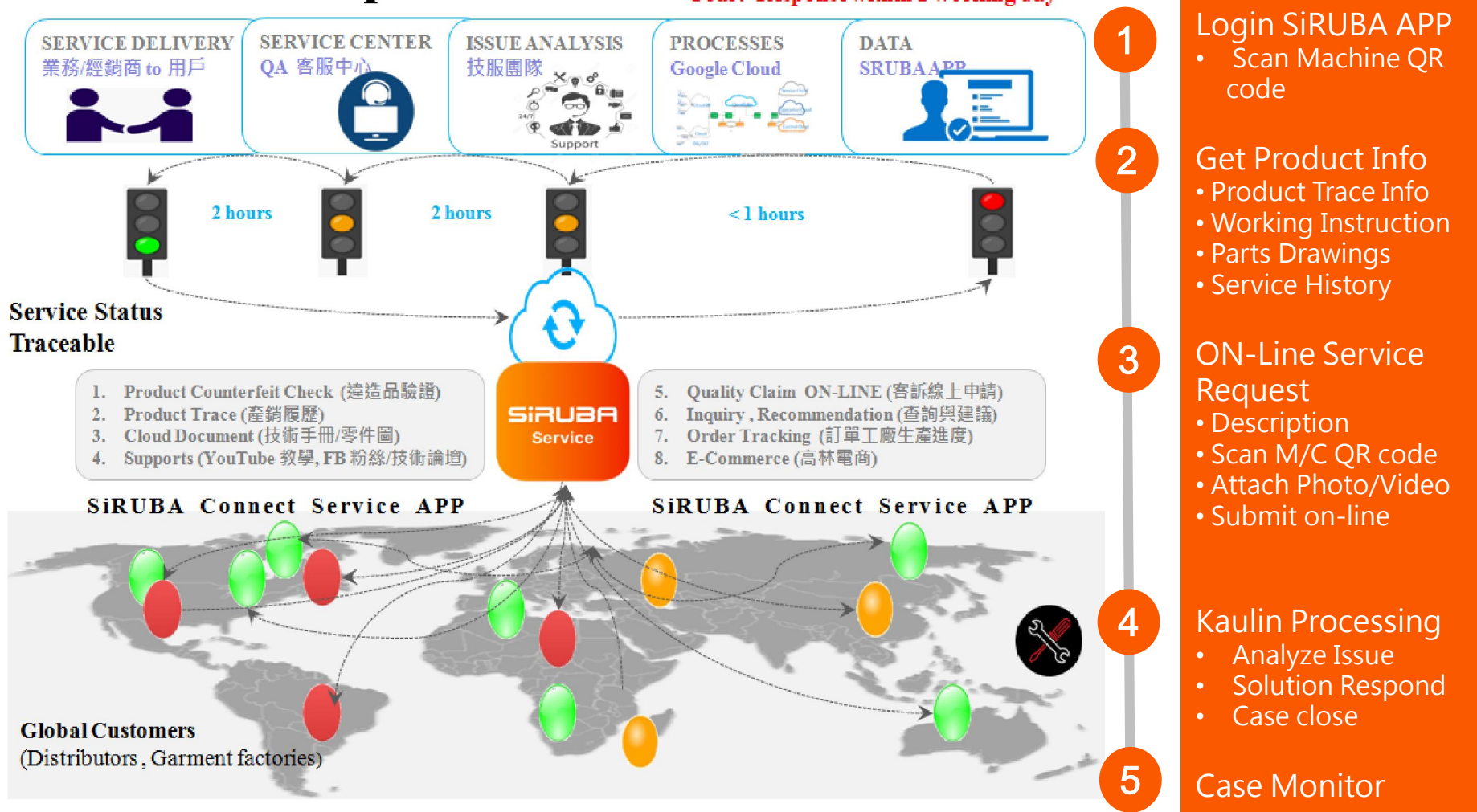


Innovative ICT Global Service Model

Kaulin, Dealers, End users Rapid-Service Processes

Service Request on-line

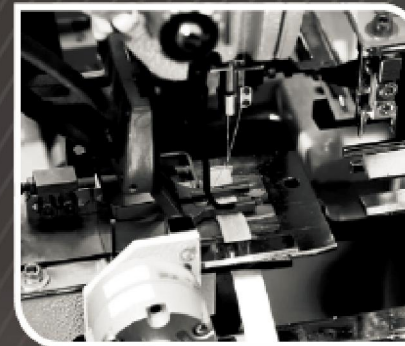
Goal: Response within 1 working day



SIRUBA

銀箭牌

From Sewing Functions to Sewing Solutions



亲~扫一下,
辨真伪
Just scan it,
get protection

两步骤教你辨真伪

Only 2 steps, distinguishing an original product from a fake one.

Step1.

下载SIRUBA connect service app.
Download SirUBA connect service app.



android



ios



Step2.

开启应用程序扫描缝纫机上的二维码,
即可确认商品履历辨认真伪。

Using the app to scan the QR code
which was on the sewing machine, And
you can check its manufacturing history.

高林股份有限公司
KAULIN MFG. CO., LTD.

由於新產品的改良及更新，本產品型錄中之產品規格及外觀的修改恕不事先通知！
The specification and/or appearance of the equipment described in this
catalogue are subject to change without previous notice because of modification.

TOP 100
TAIWAN BRANDS



ISO 9001:2000
ISO 14001:2004

C.S.2019-06 AUG 2019

CISMA



Hall

W3

Booth

D22



02

Q & A

THANK YOU

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