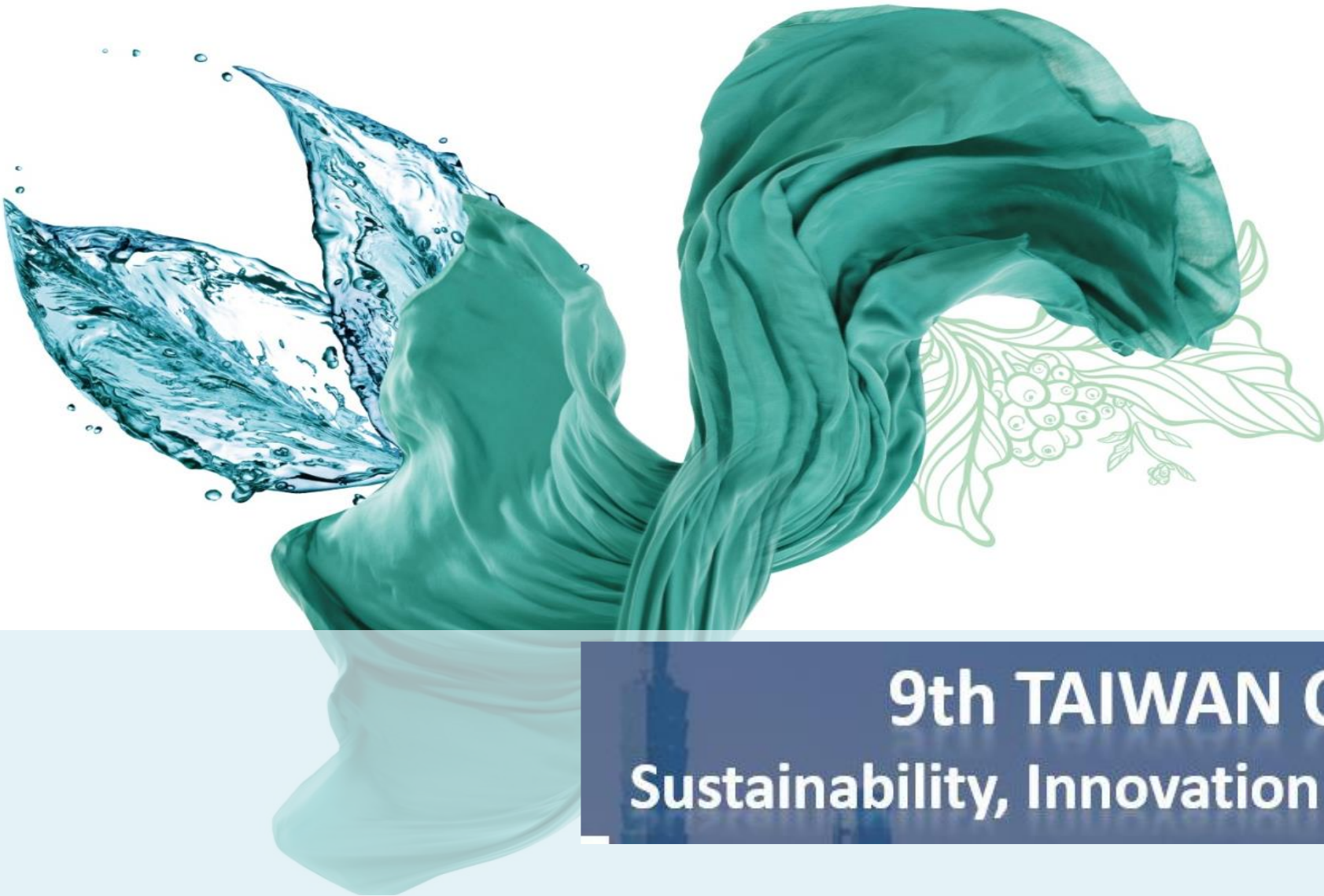




**BLUE INNOVATION  
MAKES GREEN**

**9th TAIWAN CEO WEEK**  
**Sustainability, Innovation & Prospects for 2021**

SINGTEX(4433 TT/TW Investor presentation 2021.04.07~08

- The content and related information in this briefing report and the synchronous announcement are sourced from Singtex's inner and outer material, including the operation result, financial situation and the business development, et cetera.
- No financial forecasting is released by Singtex. Discrepancy may be existed between the actual result in the future and the estimated opinion to the company operation and business developing subjects indicated in this briefing report with respect to the financial, business and Q&A part. The causes of the discrepancy may include the variation of market needs, price fluctuation, competition activities, international economic situation, exchange rate fluctuation, upper and downer stream supply chain, and any other risk factors that beyond Singtex's control.
- The prospects to the future in this briefing report reflect Singtex's vision of future. Singtex is not responsible for any notification or update with regard to any change or adjustment to these prospects in the future.

- Company profile
- Core competitive strengths
- Main product
- Operation goal & Strategy
- Financial Overview

## SINGTEX HQ

Sales and R&D headquarters located in New Taipei City.  
Integrated design and development to provide customers with a full range of one-stop shop services

## SINGTEX<sup>®</sup>

### *Sing a “LOVELY-TEXTILE” Song !*

Singtex has always set its sights on becoming a **world-class eco-friendly functional textile company**. It strives to create better and **more eco-friendly products without compromising on sustainable development**. In the future, Singtex will **continue to develop eco-friendly products that reduce pollution and energy consumption**. The contribution to renewable resources will help ensure the sustainability of planet Earth while amplifying the innovation ability of Taiwan to kick-start a new trend for green fashion all around the world!

**The Chairman**  
**Jason K.C. Chen**

## Milestone



## Business scope



SINGTEX HQ

Overseas



VN showroom



China/SH showroom

Vertical setup



S'café Yarn Technology

Functional recycle yarn



Dyeing factory

Singtex Hi-Tec dying mill



Finishing-value add

Gfun Sustainable finishing



Garment Production

Magictex vertical garment FTY

# Company profile

Founding Date: **Singtex** : March, 1989 ; **Gfun** :1999 , **Magictex** :2013

Founder : The Chairman \_ Jason K.C. Chen & GM\_ Sunny Huang

Employees : 533(Taiwan) + 350(Vietnam)

R&D Staff : 52 (10% of members in headquarter)

R & D Expense : 3% of annual turnover

Functional  
Yarn  
S.Café

Functional  
Fabrics  
**Knits**

Functional  
Fabrics  
**Woven**

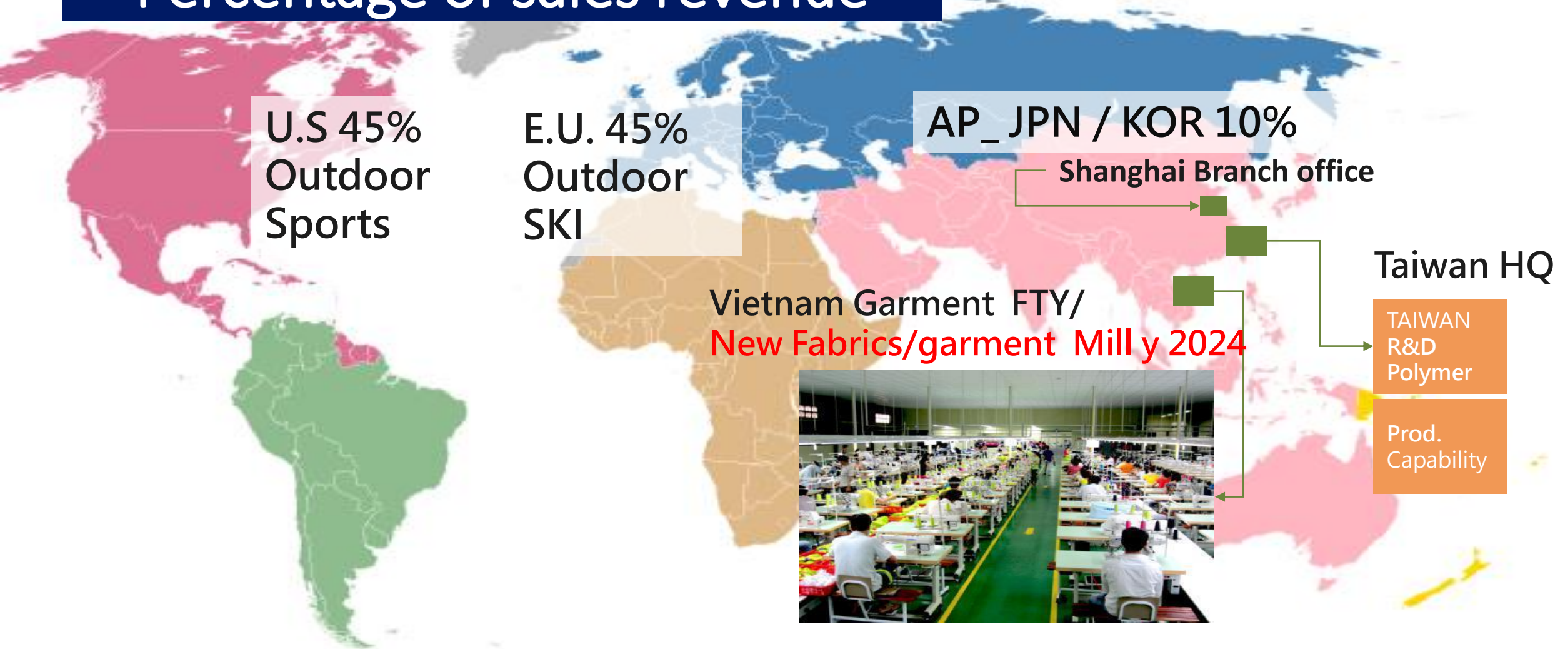
Functional  
Fabrics  
**Multi-Layer**

Sustainable  
& Chemical  
Free

Vertical  
Service  
Garments



## Percentage of sales revenue



# Core competitive strengths



# Core competitive strengths

## International Partners

## Strong customer relationship



# Core competitive strengths

One-stop shop – **Diversification**

Full range of product line



SHELTER

Outer for **protection**



EMBRACE

Middle for **warm**



SKIN

Inner for **comfortable**

**Protector**<sup>TM</sup>  
SINGSHELL Waterproof

SINGTEX  
**PROTECTOR**<sup>TM</sup> PPE

**P4DRY**<sup>TM</sup>  
NEW PRINTING TECHNOLOGY

**AIRNEST**<sup>TM</sup>

**eco<sup>2</sup>sy**<sup>®</sup>  
Amazing insulation with recycled material

**AEx Technology**<sup>TM</sup>  
Windproof & Stretch  
Windproof & DryTouch

**S.Café**<sup>®</sup>  
ICE-CAFÉ FABRI

SINGTEX<sup>®</sup>  
**STRETCH PLUS**<sup>TM</sup>

SINGTEX<sup>®</sup>  
**S.LEISURE**<sup>TM</sup>

S.Café<sup>®</sup> SILVER

SINGTEX<sup>®</sup>  
**STORMFLEECE**<sup>TM</sup>

SINGTEX<sup>®</sup>  
**RECYCLE**<sup>TM</sup>

**AIRMEM**<sup>TM</sup>



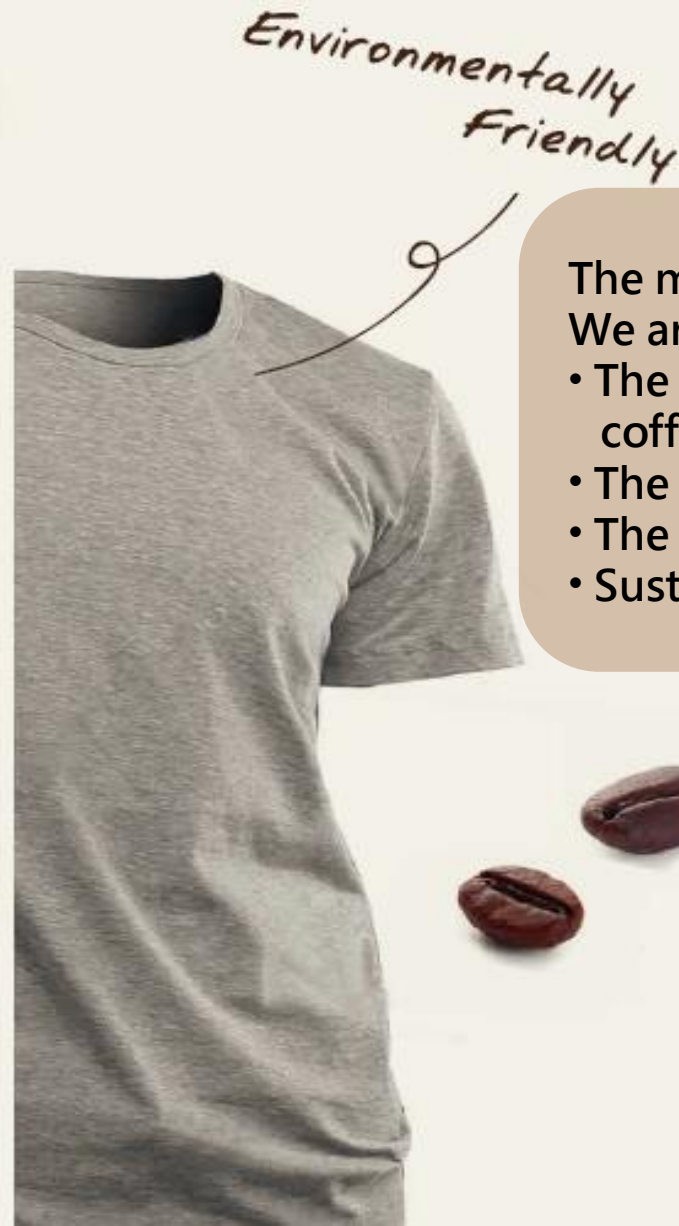
**Out Door**  
INDUSTRY  
AWARD 2013



AIRMEM<sup>TM</sup> COLORSHELL

**P4DRY** 12

# Core competitive strengths



The most famous patent is S.café yarn .  
We are no. 1 in the world .

- The world's first patent, using recycled waste coffee grounds to make yarn.
- The process is the most Eco-friendly.
- The most functional yarn w/o add chemical.
- Sustainable way to do sustainable performance.

**Drink it, Wear it.<sup>®</sup>**

*Coffee is not just for drinking,  
with S.Café<sup>®</sup> Technology,  
you can now wear coffee, too!*



INPEX



iENA



Geneva

# Core competitive strengths- Creative ideas



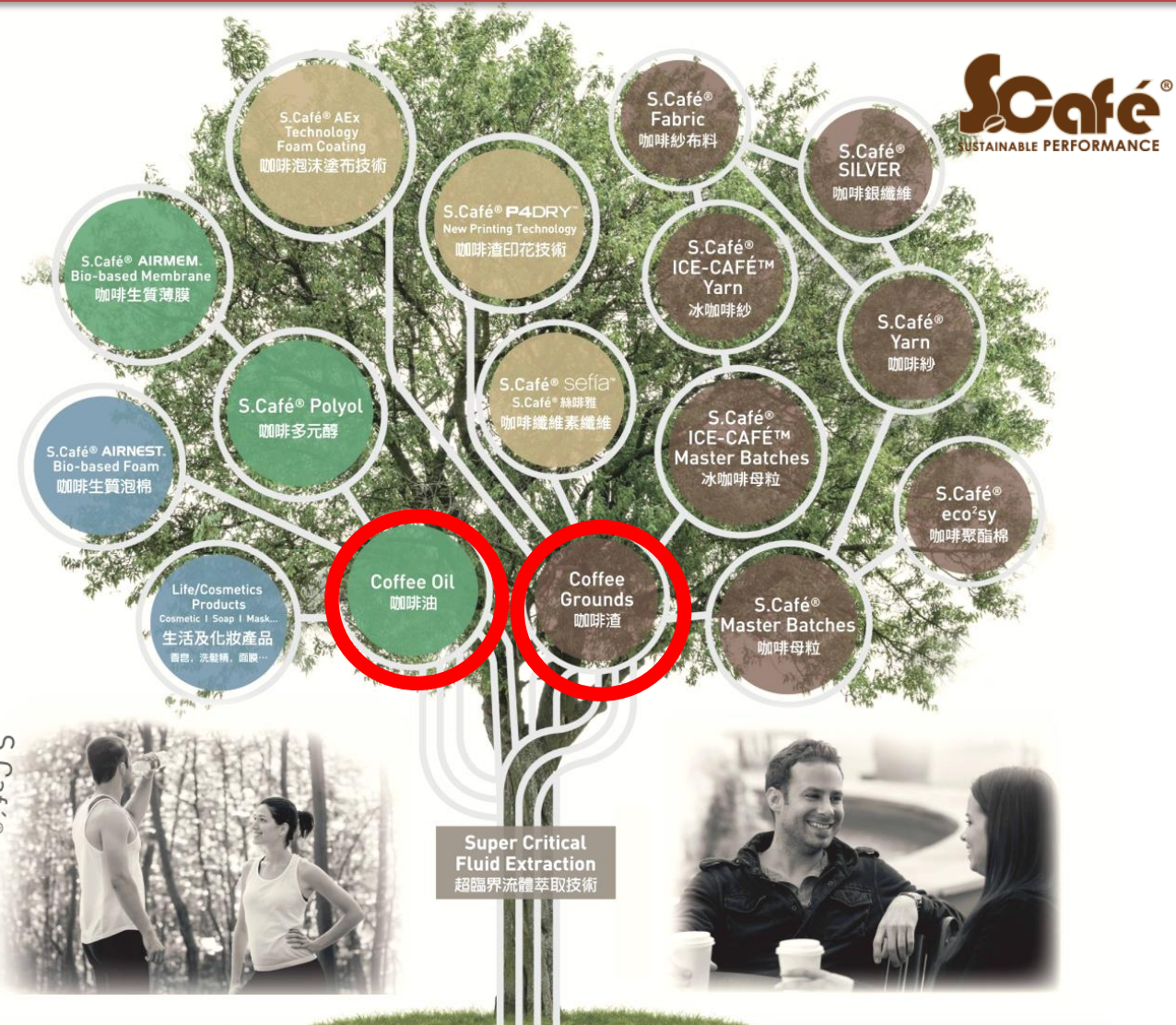
Recycle the coffee grounds from famous chain store system.



Recycle the coffee grounds from famous shop

# Core competitive strengths- Practice

Singtex's patented coffee yarn technology and in-house yarn design capability means we can engage in collaborative product development to satisfy customer requirements.



**100% REUSABLE**

100% 可重複使用



PET

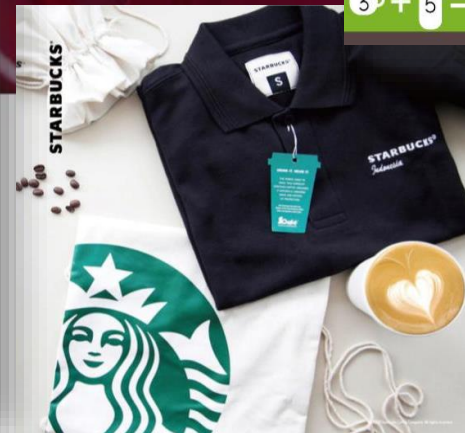
**USED COFFEE GROUNDS**

喝完咖啡剩下的咖啡渣



15

# Core competitive strengths- Application ~



S.Café<sup>®</sup>  
SUSTAINABLE PERFORMANCE

# Core competitive strengths- Application ~



# Core competitive strengths

## Product Trademark development & Layout



SINGTEX®  
**STORMFLEECE™**

SINGTEX®  
**S.LEISURE™**

SINGTEX®  
**STRETCH PLUS™**

SINGTEX®  
**RECYCLE™**

**AIRMEM™**

**Protector™**  
SINGSHELL Waterproof

**P4DRY™**  
NEW PRINTING TECHNOLOGY



sefia



mylithe



P4DRY



ECO2SY



AIRNEST



AIRMEM

# Core competitive strengths

## Co-branding

Hangtag >>



# Core competitive strengths- Award from market

## Material R&D Capability. Obtained patents in major market.

S'café invention obtained national patents and **won** the world's three major invention awards



USA



EUROPE



CHINA



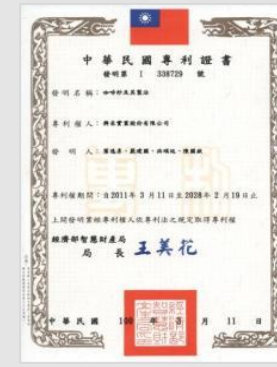
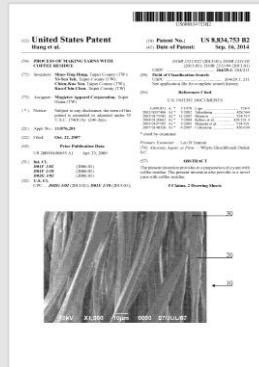
TAIWAN



JAPAN



SOUTH  
KOREA



## Innovation Awards



## Awards 獎項



# Core competitive strengths- Award from market

## These are the highlight products of the Taiwanese textile specialists for FW 2022/23

The Taiwan Textile Federation presents six Taiwanese textile manufacturers with their innovative products in a workshop at ISPO Munich Online. The selection focuses on new sustainable fabrics and new developments for the personal protection equipment (PPE) sector.



Singtex Industrial's Stormfleece is Bluesign and Oeko-Tex certified. It is made of 92 percent recycled polyester and 8 percent spandex (4 Way Stretch Double Weave)  
Image credit: Singtex Industrial

### 1. Singtex Industrial: Dense fleece made from coffee waste

Under the name "Stormfleece," Singtex Industrial has patented a unique single-layer woven technology that combines softshell and fleece to achieve the right balance between breathability, windproofness and/or waterproofness. The tightly woven surface protects against wind and/or water without the need for lamination. The single-layer construction is durably washable and can help reduce chemical use and energy consumption during the production phase compared to 2- or 3-layer fabrics. Stormfleece Plus is available with double-sided

## Fabric design ability.



**P4DRY**



**S.Café ICE-CAFE**



**AIRMEN COLORSHELL**



**S.Café® Silver**

# Core competitive strengths- Award from market



# Core competitive strengths- Award from market

Garment production ability.



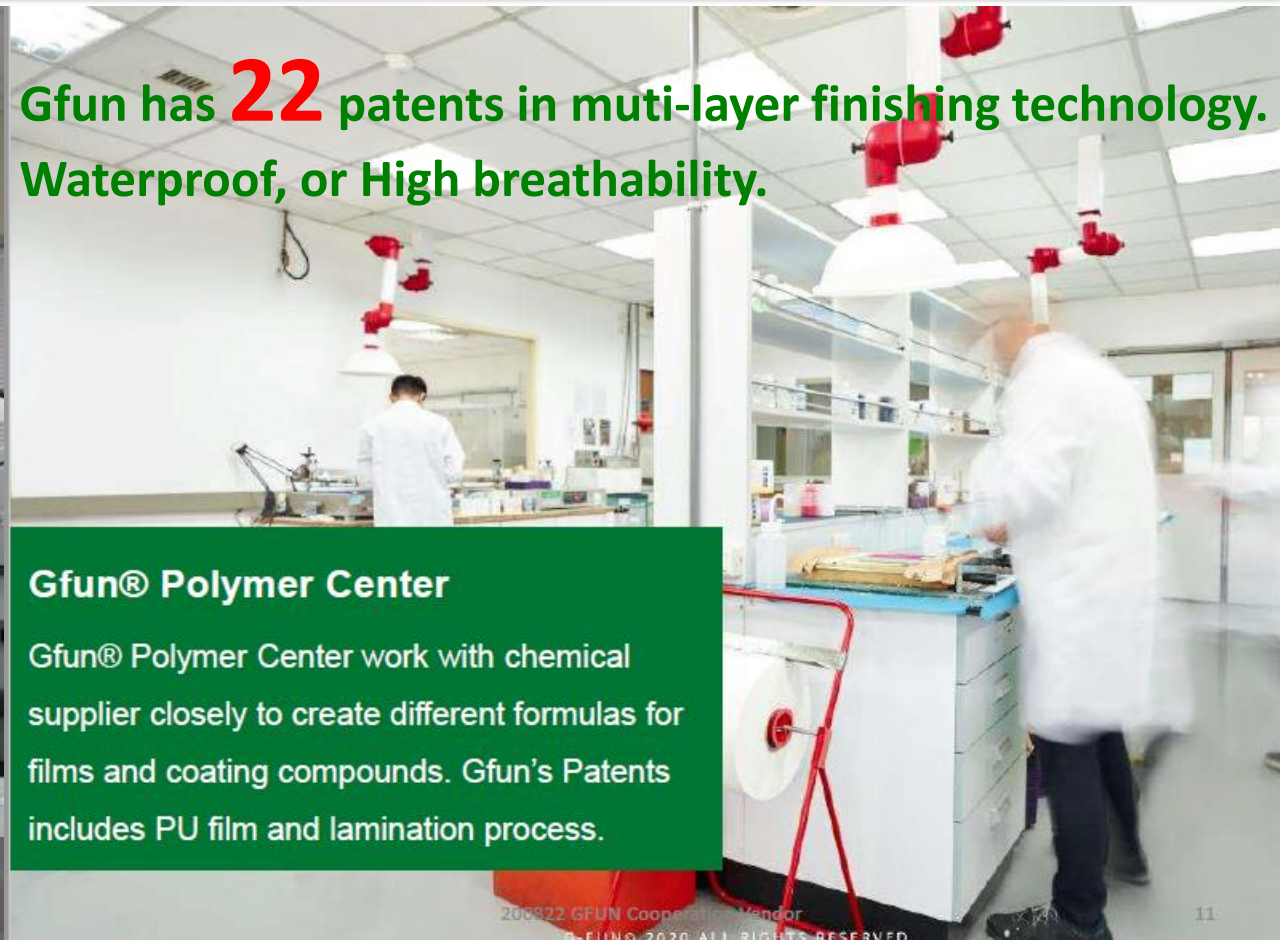
Not only our strong fabric ability but also the vertical integration ability of ready-made garments is recognized by customers. We are no.1 supplier in 2020 for Schöffel.

# Core competitive strengths



SINGTEX R&D Center

Singtex has **36** patents & patenting in textile technology. Waterproof, breathable and S.Café technology are coming from Singtex R&D team.



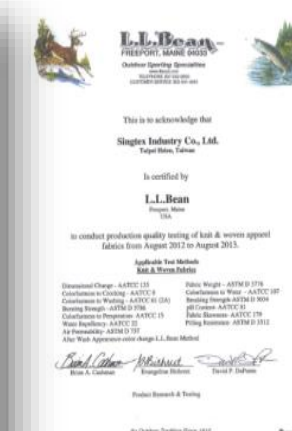
Gfun has **22** patents in multi-layer finishing technology. Waterproof, or High breathability.

**Gfun® Polymer Center**  
Gfun® Polymer Center work with chemical supplier closely to create different formulas for films and coating compounds. Gfun's Patents includes PU film and lamination process.

## Material R&D Capability

# Core competitive strengths

100% Quality control  
In house lab pass **TAF** certified



100% check  
Singtex lab will offer same level of TAF lab  
report as SGS and ITS before shipment.



# Core competitive strengths

Never compromise on **Quality**

2018年 榮獲『**國家品質獎-經營技術典範獎**』



# Core competitive strengths



# Core competitive strengths



**Sustainable process**

↓ **50** %

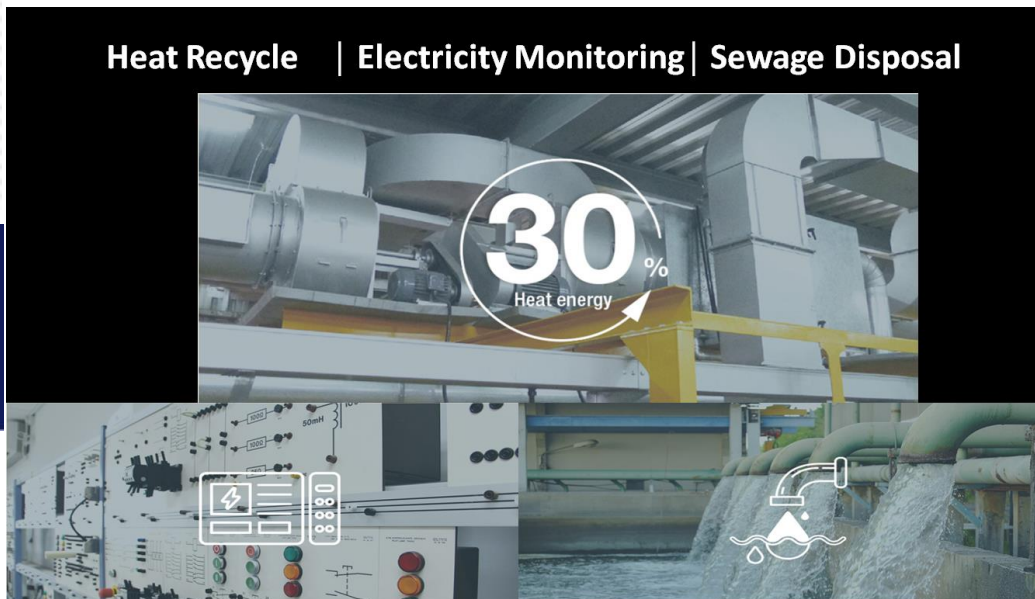
**Uses Natural Gas**  
Singtex factory is using gas to be main power. Save 50% in carbon emission.

bluesign SYSTEM PARTNER CONFIDENCE IN TEXTILES REACH



**Save 70 %**

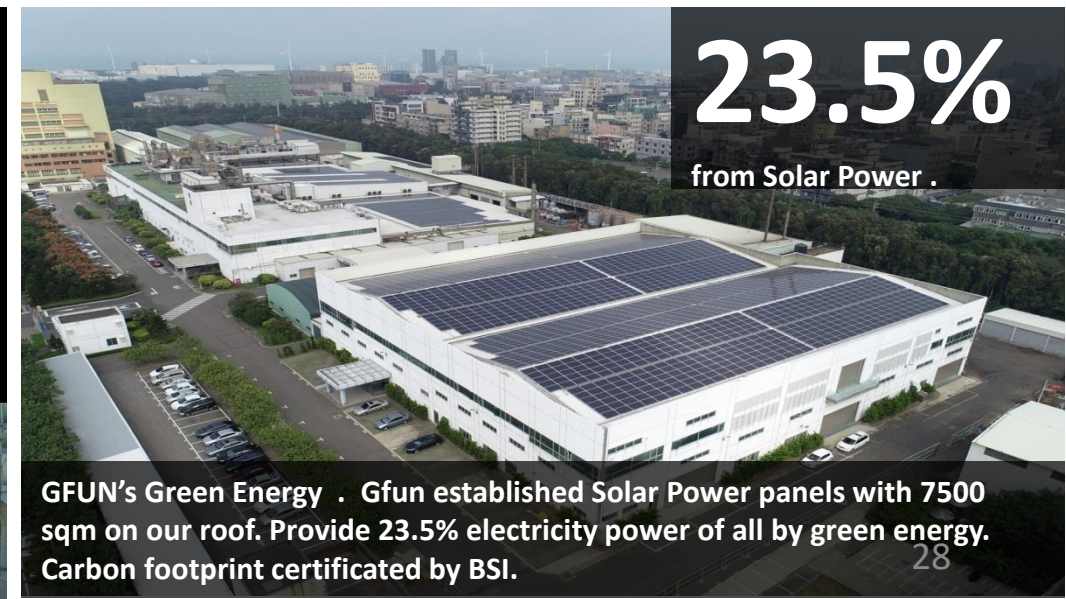
**Saving water and safe process**  
We use water-saving dyeing machine  
Low chemical emission process



**Heat Recycle | Electricity Monitoring | Sewage Disposal**

**30 %**  
Heat energy

bluesign SYSTEM PARTNER



**23.5%**  
from Solar Power .

**GFUN's Green Energy** . Gfun established Solar Power panels with 7500 sqm on our roof. Provide 23.5% electricity power of all by green energy. Carbon footprint certificated by BSI.

28

# Core competitive strengths

## Sustainable process & VOCs Management



### Solvent free process

We offer dot lamination and Foam Coating in our factory.



### GFUN's VOCs Management

Based on Bluesign and Oeko-tex certificate, Our VOCs recycle and finishing system is leading the industry.



# Core competitive strengths

## ESG- Environmental certification



TUV Certificate



GRS Certificate



Product carbon footprint verification statement



Oekotex certificate



Bluesign certificate

# Core competitive strengths

## ESG -Social part

Our garment FTY also got Wrap & FAIRWEAR certificate.  
Clients all feel comfortable due to we are nice to employee.



Worldwide Responsible Accredited Production.  
國際社會責任認證組織



公平服裝基金會

# Core competitive strengths

## ESG- Environment & Social part



**1%**  
**FOR THE PLANET**  
BUSINESSES  
DONATING 1%  
OF SALES TO  
THE NATURAL  
ENVIRONMENT

- what is 1%
- why join
- our members
- newsroom
- about us

enviro groups  
member log-in  
site map

IUCN- near threatened  
四斑細蟳 Four-spot Midget



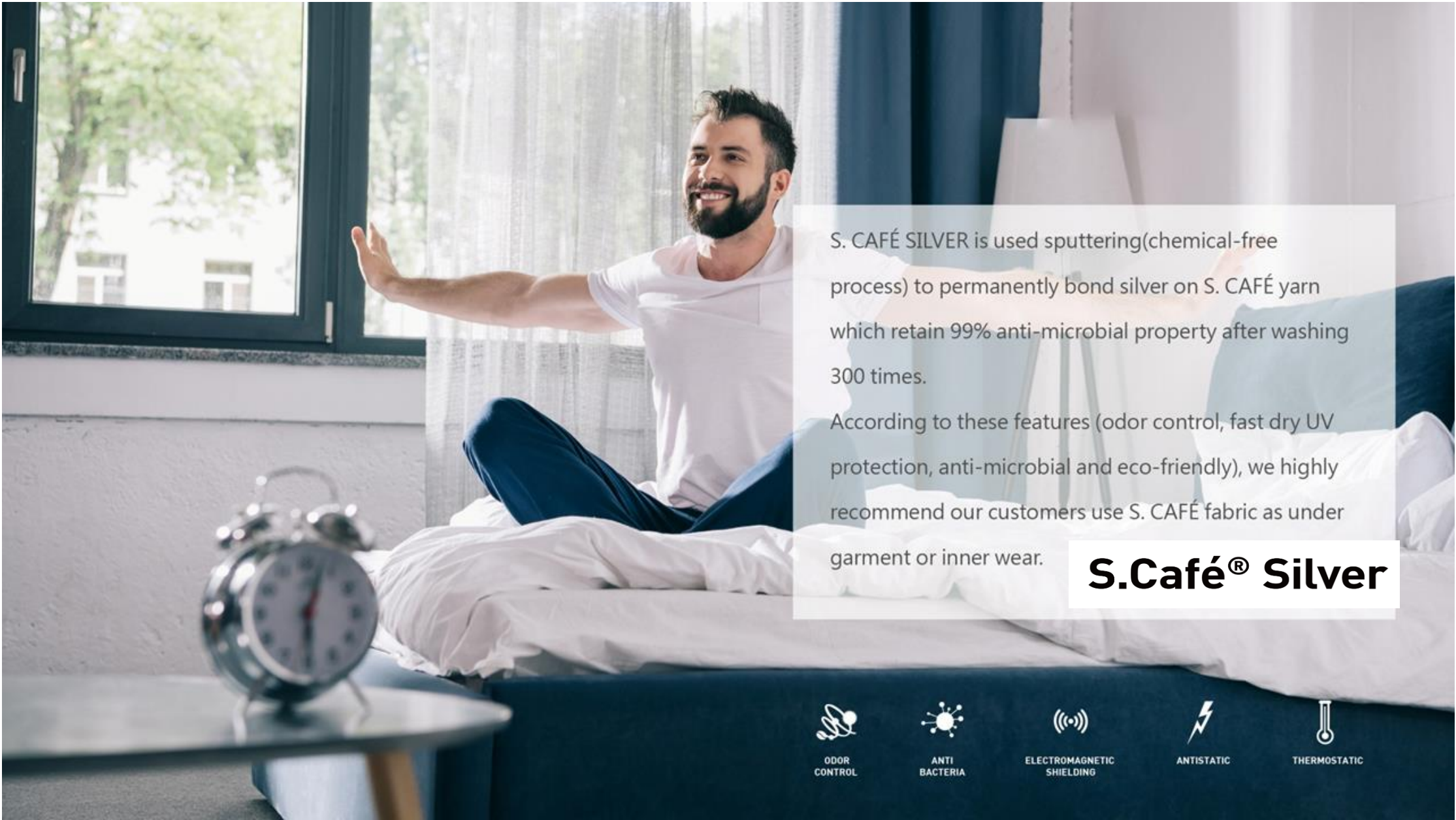
SINGTEX X Patagonia  
for Taiwan Wugu Wetland

**patagonia**



# Main Product





S. CAFÉ SILVER is used sputtering(chemical-free process) to permanently bond silver on S. CAFÉ yarn which retain 99% anti-microbial property after washing 300 times.

According to these features (odor control, fast dry UV protection, anti-microbial and eco-friendly), we highly recommend our customers use S. CAFÉ fabric as under garment or inner wear.

**S.Café® Silver**



ODOR  
CONTROL



ANTI  
BACTERIA



ELECTROMAGNETIC  
SHIELDING



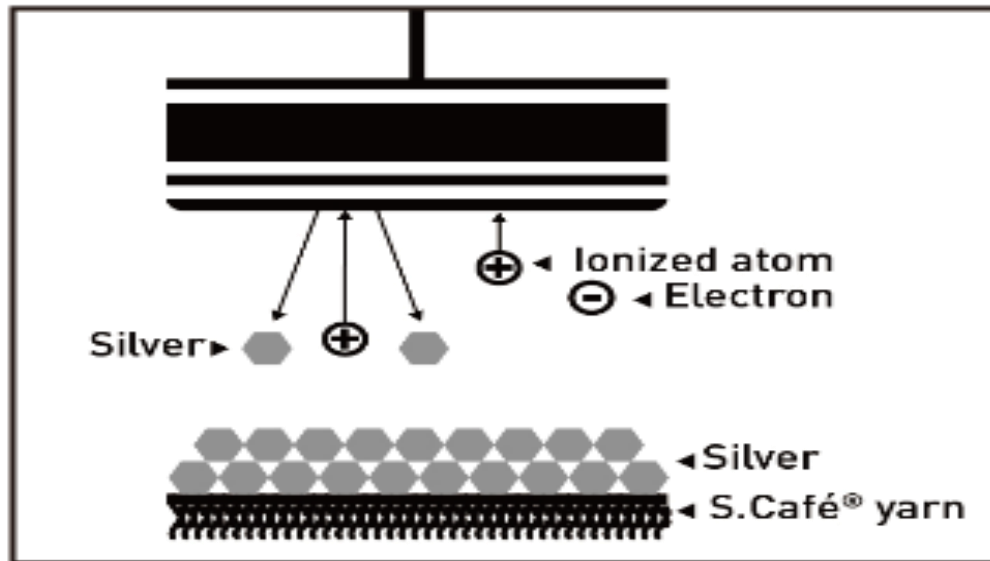
ANTISTATIC



THERMOSTATIC

## S.Café® Silver

- Non-solvent Process
- Anti- Bacterial
- Anti- Static
- Increase Blood Circulation



**Sputtering process**  
(chemical-free)



### YARN SPECIFICATION

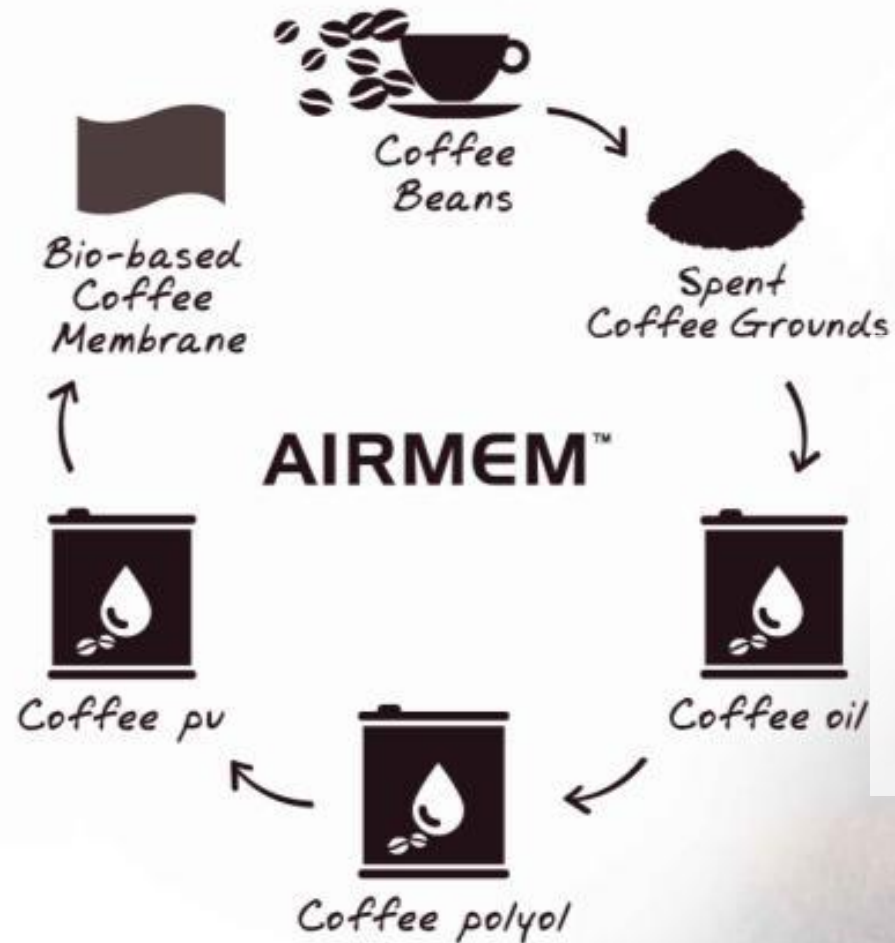
| MATERIAL 材質                       | SPEC 規格  | USAGE 用途                                                                                                                                          |
|-----------------------------------|----------|---------------------------------------------------------------------------------------------------------------------------------------------------|
| Recycled S.Café® Silver Polyester | T37D/12F | <ul style="list-style-type: none"><li>▪ Cotton Like</li><li>▪ Fine Gauge</li><li>▪ High Quality Fabrics</li><li>▪ Knits</li><li>▪ Woven</li></ul> |



Microscopic (SEM)



S.Café® Silver Yarn 35

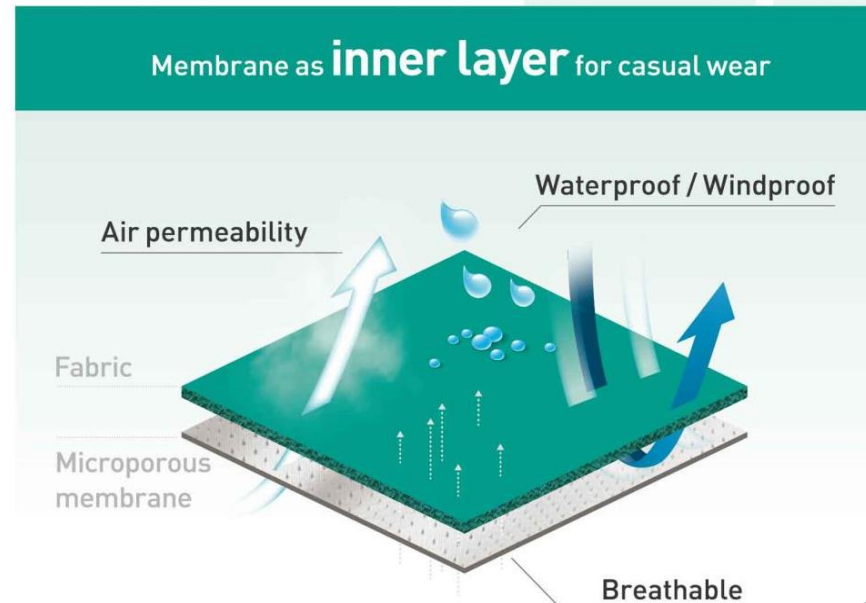
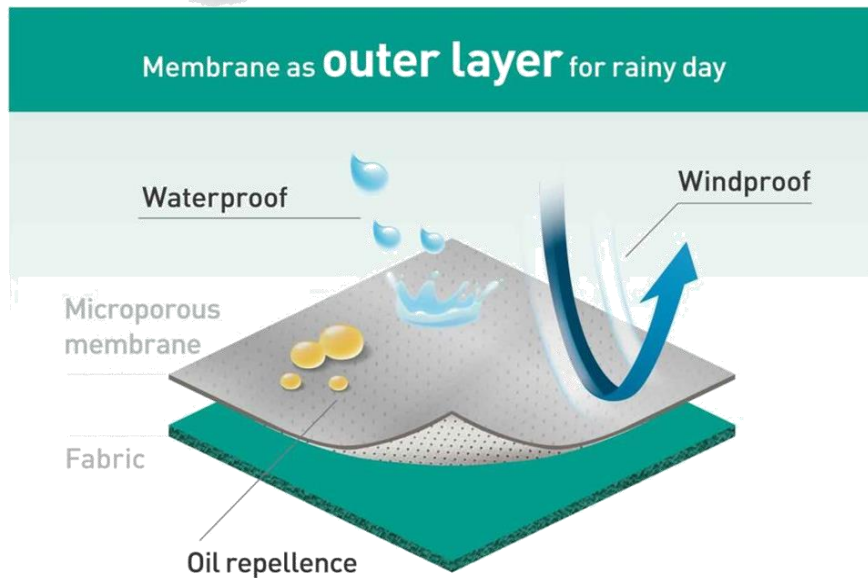


## What is **AIRMEM**?

- SINGTEX's Patented technology.
- Innovation of S.Café®.
- Containing 26% of coffee oil extracted from spent coffee grounds.
- Replace 26% petroleum-based materials with non-edible alternative.

## AIRMEM<sup>™</sup> COLORSHELL

AIRMEM<sup>™</sup> COLORSHELL uses microporous membrane technology. Not only provides windproof, waterproof and oil repellence, but also permit excellent moisture vapor permeability to keep wearer stay dry and not feel cold.



## AIRMEM™ COLORSHELL

- The world's first bio-based coffee membrane.
- The first Textile Industry that won Gold Award  
Since the 29th Taiwan Excellence Awards was held.
- Among 1167 works, SINGTEX was selected as the top 10.



台灣精品金質獎  
TAIWAN EXCELLENCE  
GOLD AWARD 2021



# Main Product

 **Columbia**



 **Schöffel**

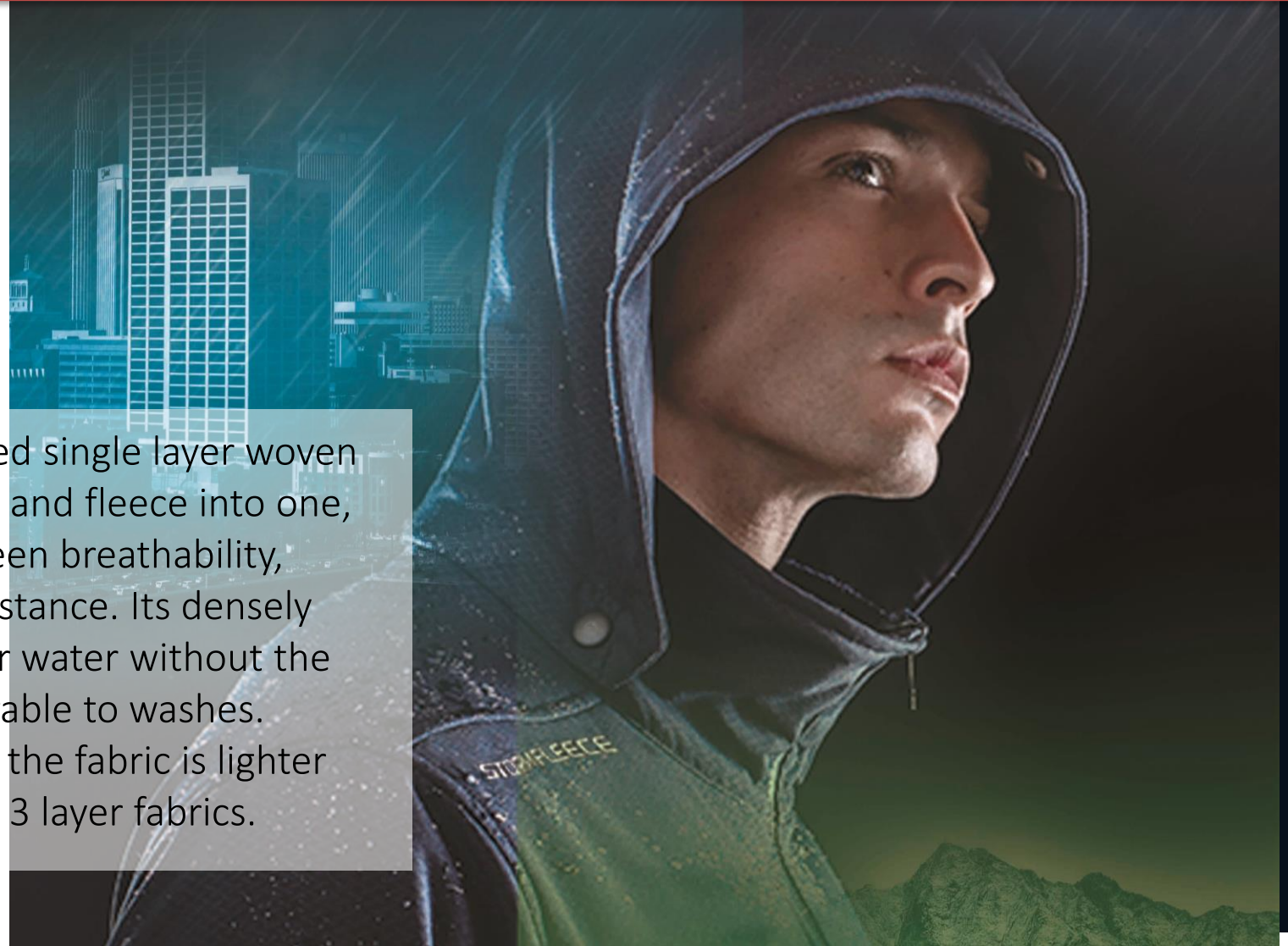


 **VAUDE**  
*The Spirit of Mountain Sports*



## **SINGTEX®** **STORMFLEECE™**

STORMFLEECE™'s unique patented single layer woven fleece technology unites softshell and fleece into one, achieving the right balance between breathability, wind resistance and/or water resistance. Its densely woven surface blocks wind and/or water without the need for lamination making it durable to washes. With its single layer construction, the fabric is lighter and less bulkier compared to 2 or 3 layer fabrics.



# Main Product

SINGTEX®  
**STORMFLEECE™**



**L.L.Bean**



**WATER RESISTANT**  
Water repellency /DWR/  
Passes rain test standard.



**WIND RESISTANT**  
Wide array of wind  
resistant ratings test.



**DURABLE**  
Washing machine friendly  
/No risk of delamination.



**ABRASION**  
Fit for outdoor sports.



**MODERATE STRETCH**  
Designed for mobility.



**BREATHABLE**  
Dissipates excess heat.



**LESS  
MICROFIBER LOSS**  
Densely woven minimizes  
the chance of losing  
fibers during laundry.

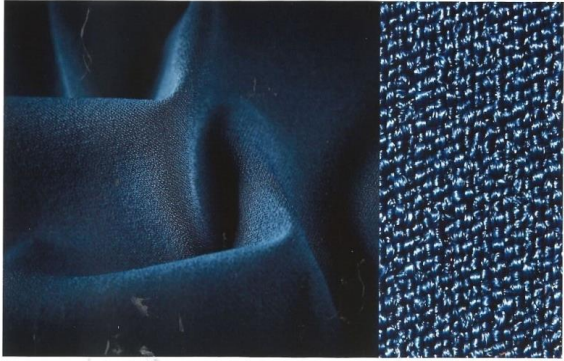


**SOFT LIKE KNITTED**  
Looks like woven,  
feels like knit.



**LESS  
CARBON FOOTPRINT**  
Less energy consumption  
in production  
/No lamination and  
bonding process.

# Main Product



## STORMFLEECE 防風防水外套

產業類別：時尚生活精品

產品型號：SW-8943C6

興采實業股份有限公司



### STORMFLEECE SSB-181403

SINGTEX Industry was founded in 1989 and is one of the leading suppliers of environmentally friendly functional textiles in Taiwan. With several patented technologies, SINGTEX offers water repellency and breathability to fabrics processed by many well-known outdoor brands. What makes SINGTEX an outstanding supplier is the S.Café® yarn SINGTEX developed in 2008. S.Café®, which is produced from coffee grounds and recycled bottles, has the function of odor control.

#### Composition

88% Polyamide  
12% Spandex  
Weight g/m<sup>2</sup>: 242  
Width cm: 130  
Construction: Dobby  
Finishing: Wicking & moisture management  
Application: Pants - Jacket

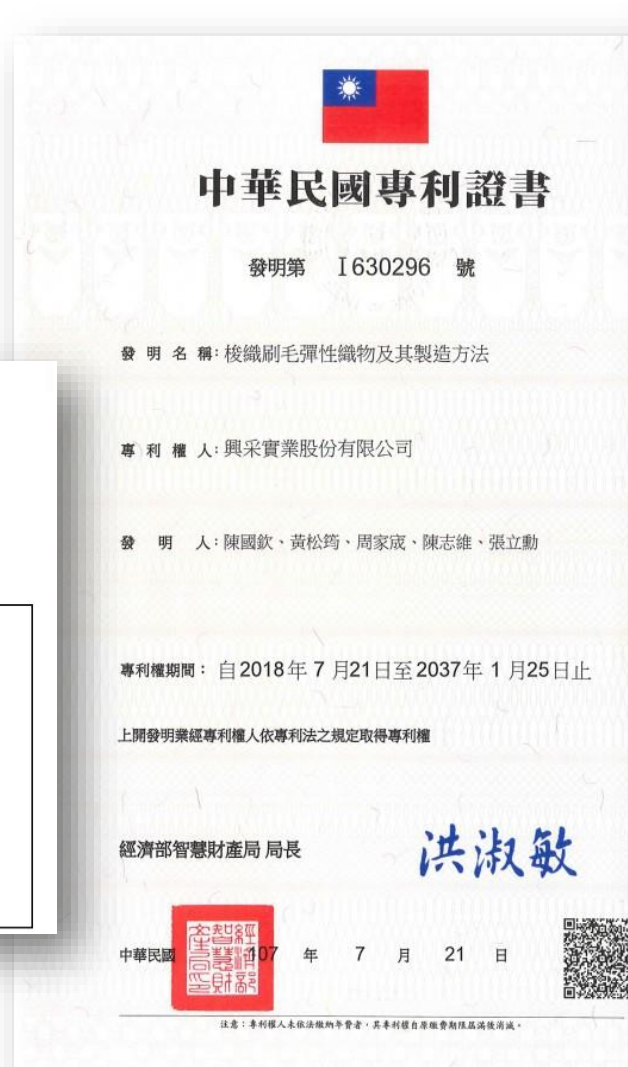
#### Performance & Benefits



STORMFLEECE is a unique single-layer woven technology that combines Soft Shell and Fleece to achieve the right balance between breathability, wind and/or water resistance. Made from recycled fishing nets.

SINGTEX Industrial Co., Ltd  
No. 10 Wu-Quan 2nd Rd.  
24892 New Taipei City  
Taiwan

**SINGTEX**®



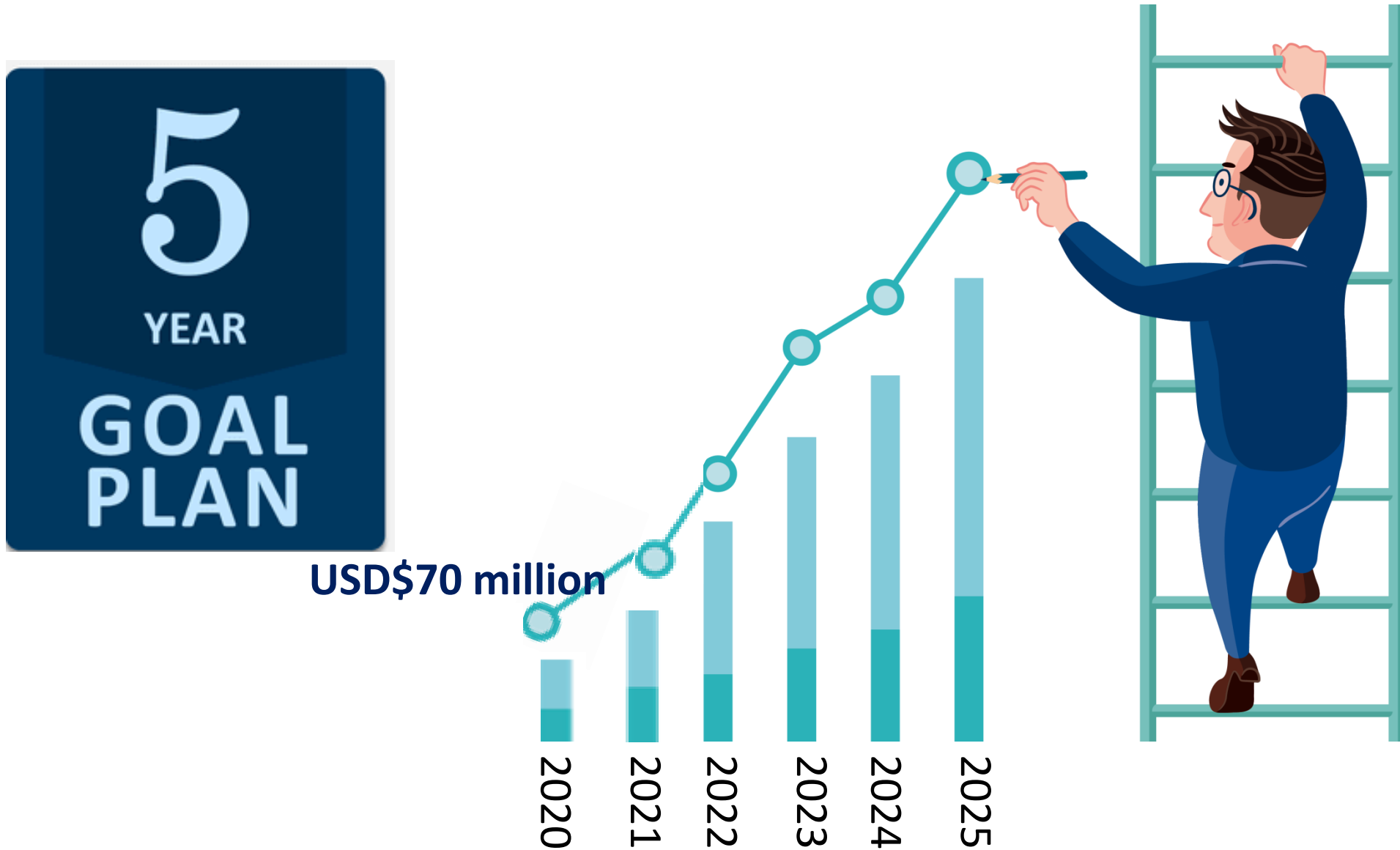
TW Patent no. I630296.

EU patents: Collecting certificate

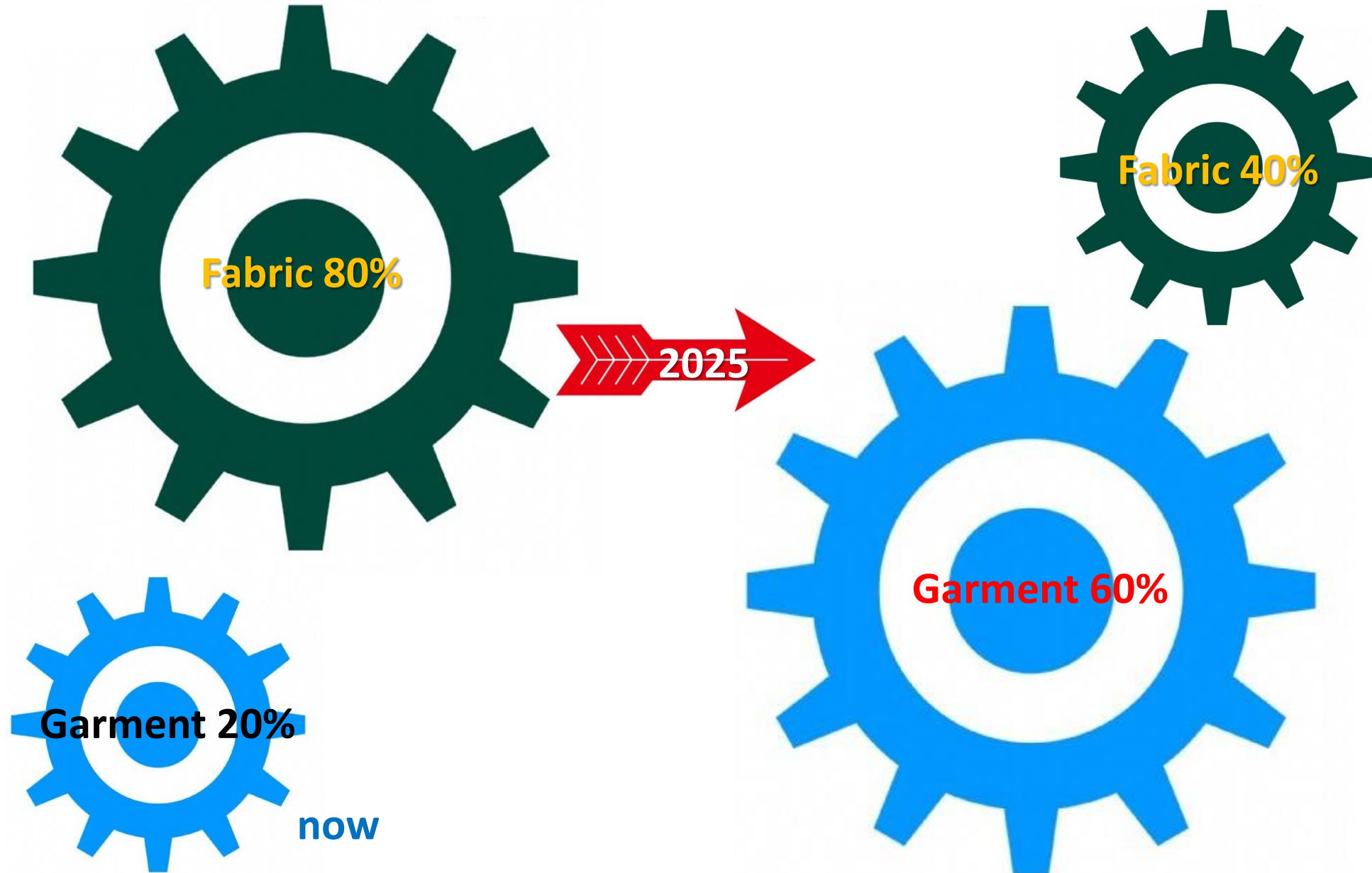
# Operation goal & strategy



# Operation goal



# Operation goal (Sales breakdown-fabric driven to garment driven.)



# Operation goal & Strategy\_ Position

OUTDOOR

Patagonia  
Arc'teryx  
Vaude  
Schoffel

**Military use**

Personal protective Equipment

Germany  
Japan  
Swiss  
Taiwan  
USA

SYMPATEX<sup>®</sup>  
TORAY<sup>®</sup>  
SCHOELLER<sup>®</sup>  
SINGTEX<sup>®</sup>  
GORE-TEX<sup>®</sup>



**'TORAY'**

Innovative fabrics  
**schoeller<sup>®</sup>**  
Switzerland

**SINGTEX<sup>®</sup>**



**HIGH-END FABRICS**  
ODM & OBM  
FOB USD 3~15/YD

Sports

Nike  
Adidas  
Puma  
New Balance

Taiwan / Korean  
Mid-end  
competitors.

**ADVANCED FABRICS**  
OEM & ODM  
FOB 2~3 USD/YD

**Taiwan**

**Korea / Thailand**

wholesalers

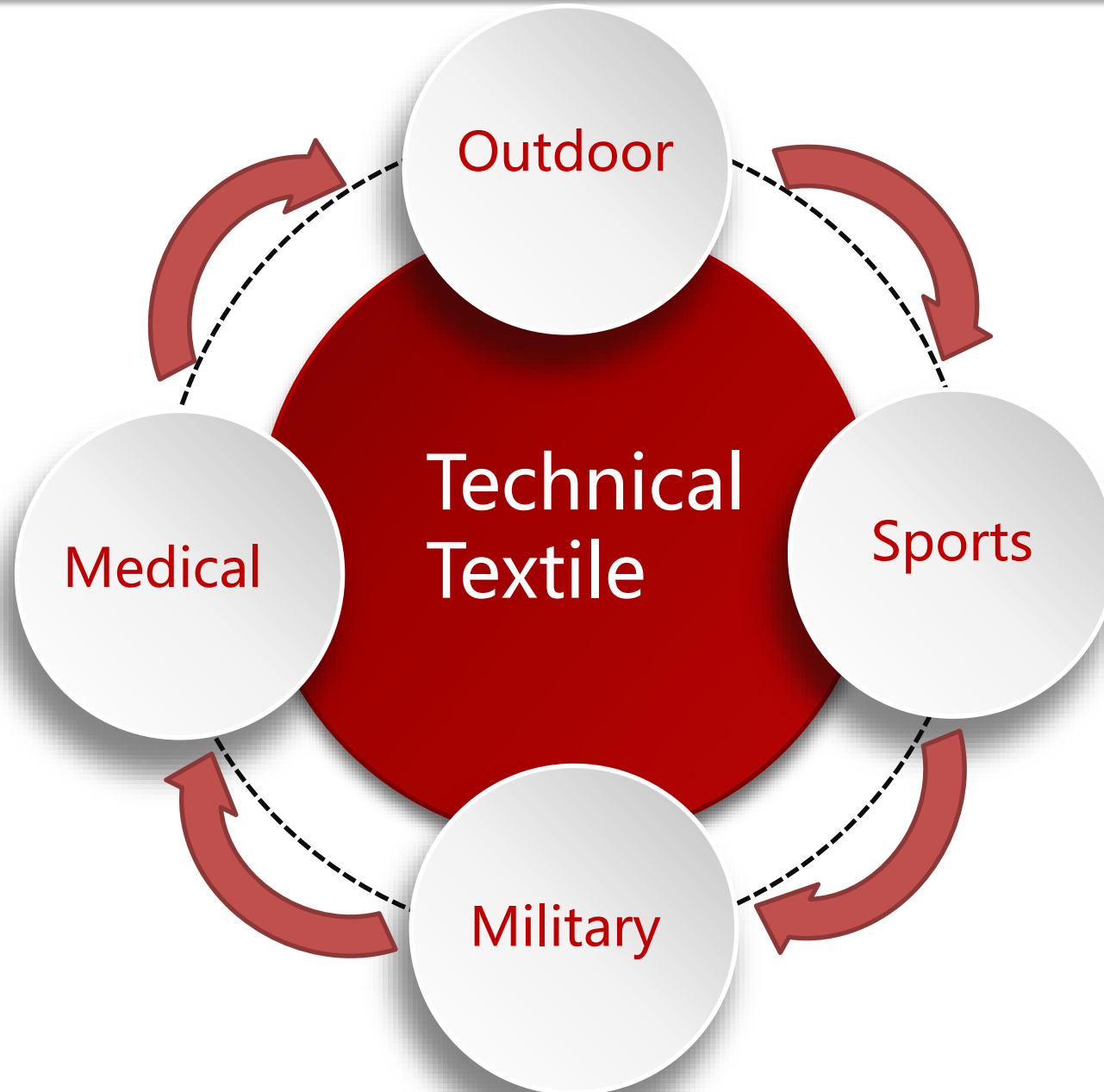
Walmart  
Target  
Decathlon

China / Vietnam  
Low-end  
competitors.

**GENERAL FABRICS**  
OEM  
FOB 1~2 USD/YD

**China / Vietnam**





# Operation goal & Strategy

## Core competitive strengths -Vertical Integration



### VERTICAL DEVELOPMENT

#### TAILOR MADE SERVICE



| SEAM TAPE

| ADHESIVE

| OVERLAY



07



GARMENT  
FACTORY



- Own FTY in VN.  
12 production  
line in HCM.
- Twn :garment  
design center.  
5 production line.



06

TEXTILE  
FINISHING



- Cire
- Bonding
- Lamination
- Coating



05

FINISHING  
& DYEINGFACTORY



- Dying: Woven/Knit  
Capa:1.5 million/M
- Brushing



04

FABRICS  
DEVELOPMENT

Woven/Knit  
Multilayer RD.  
Special  
construction  
High gauge knit  
Stormfleece



03

TEXTURING

Coverd yarn  
design .  
•2 set DTY.  
128 position ;  
•2 set ATY  
168 position



02

SPINNING  
& SOLUTIONDYE

1x Pilot machine  
for production &  
R&D .  
•Capa:2 tons/day  
•Customization



01

POLYMERIZATION

Ability to design  
from Polymer  
stage.  
•Synthesis  
•Polymerization  
•Compound.

## TW Product Creative Center

- Quick speed fabric selection, pattern, proto sample
- Automated production line
- Setup fabric brush/antipill process.

2021  
Q4



## New TW dyeing factory

- Woven fabric dyeing  
Capa.:1m Yard/month
- Knit fabric dyeing  
Capa.:1m Yard/month

2022  
Q4

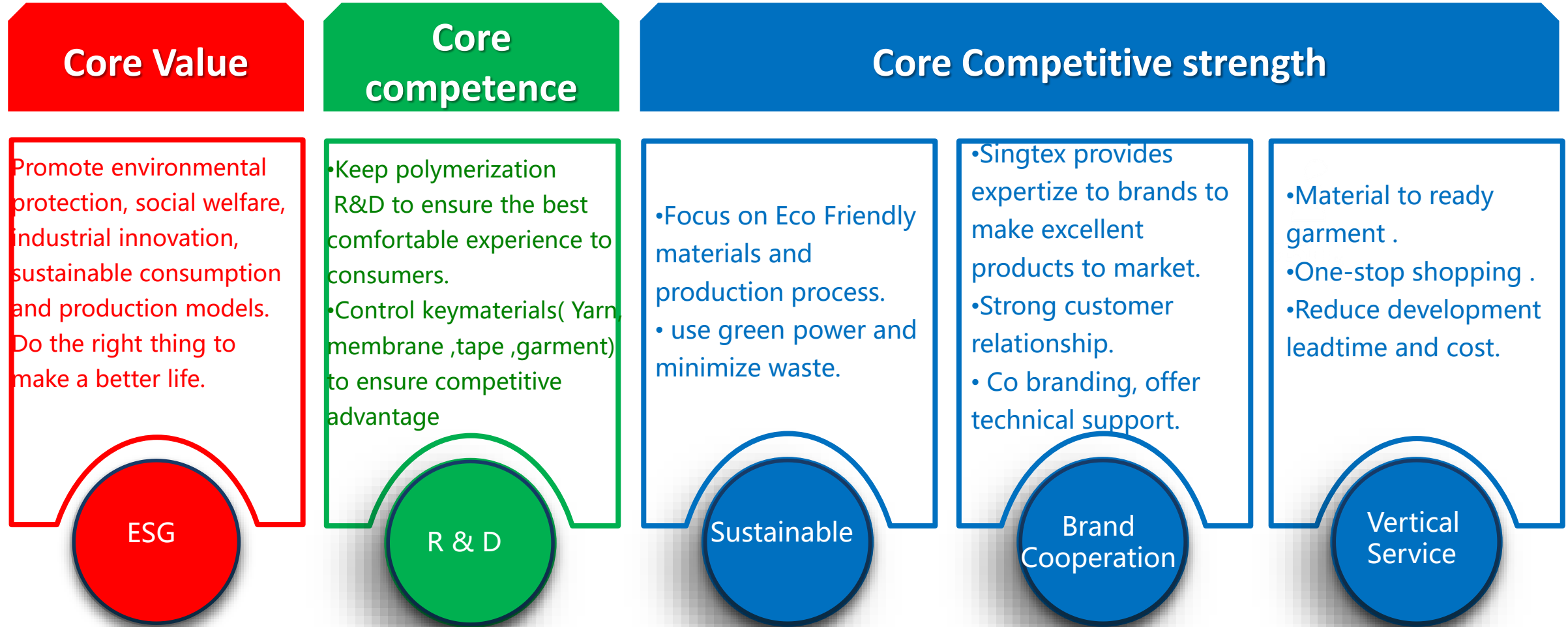


## NEW VN fabric/garment factory

- Outerwear\knitwear garment factory -50 lines
- Fabric mill from weaving/dyeing/brush.  
Capa.:3m Yard/month

2024  
Q4





## Operation improvement

01

### Center Procurement

Singtex group center procurement to have bargaining power to reduce cost.

02

### Total productive management

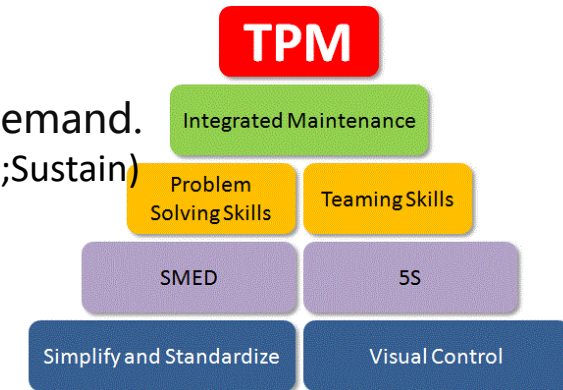
- Lean production concept. Quick response to demand.
- 5S promotion(Sort; Set In Order;;Shine;;Standardize;;Sustain)
- Build production and sales data monitoring and management system
- Accelerate the integration of group resources

03

### iiot(Industrial internet of things)

Intelligent Manufacturing  
ERP~

- Production Planning,
- Process Simplification,
- Operation Analyzed

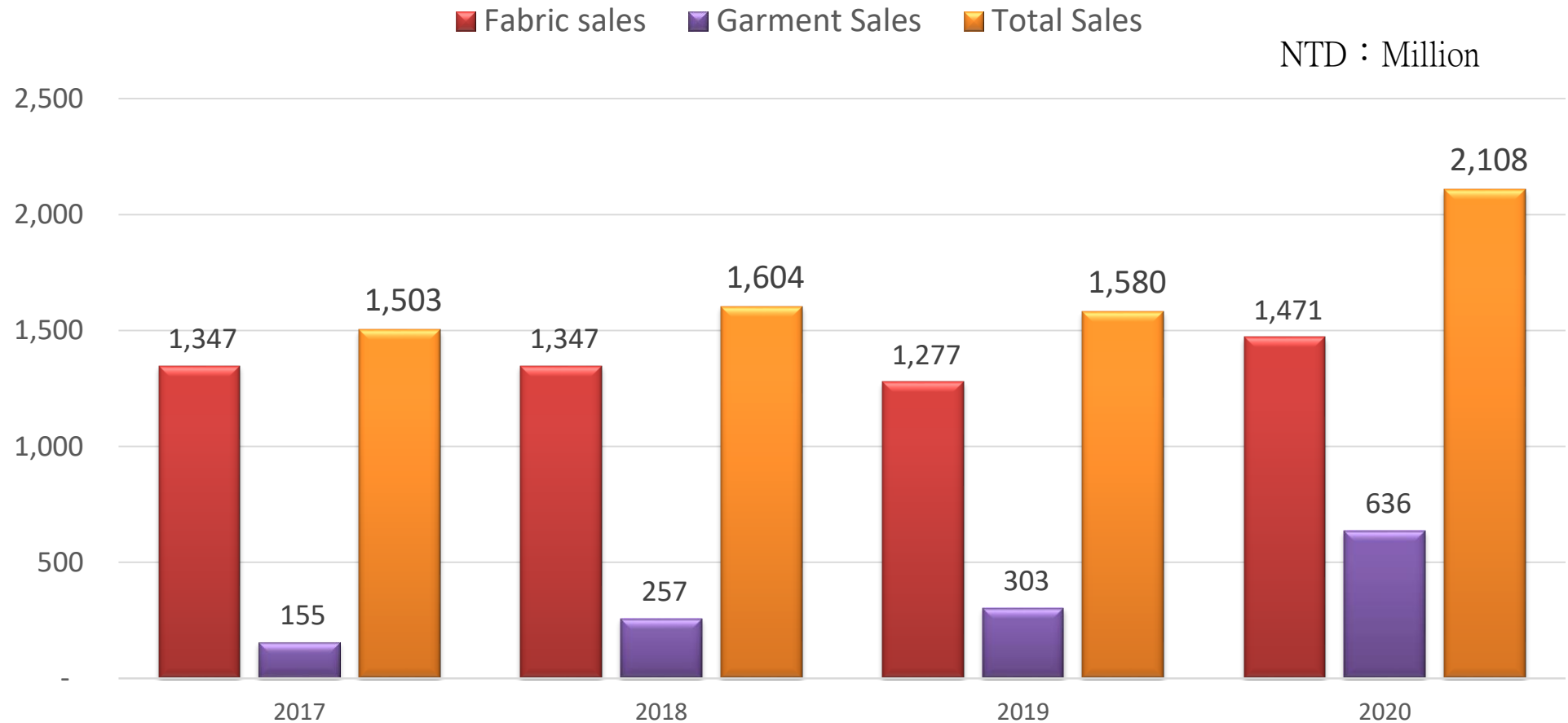


# Financial Overview



# Financial overview

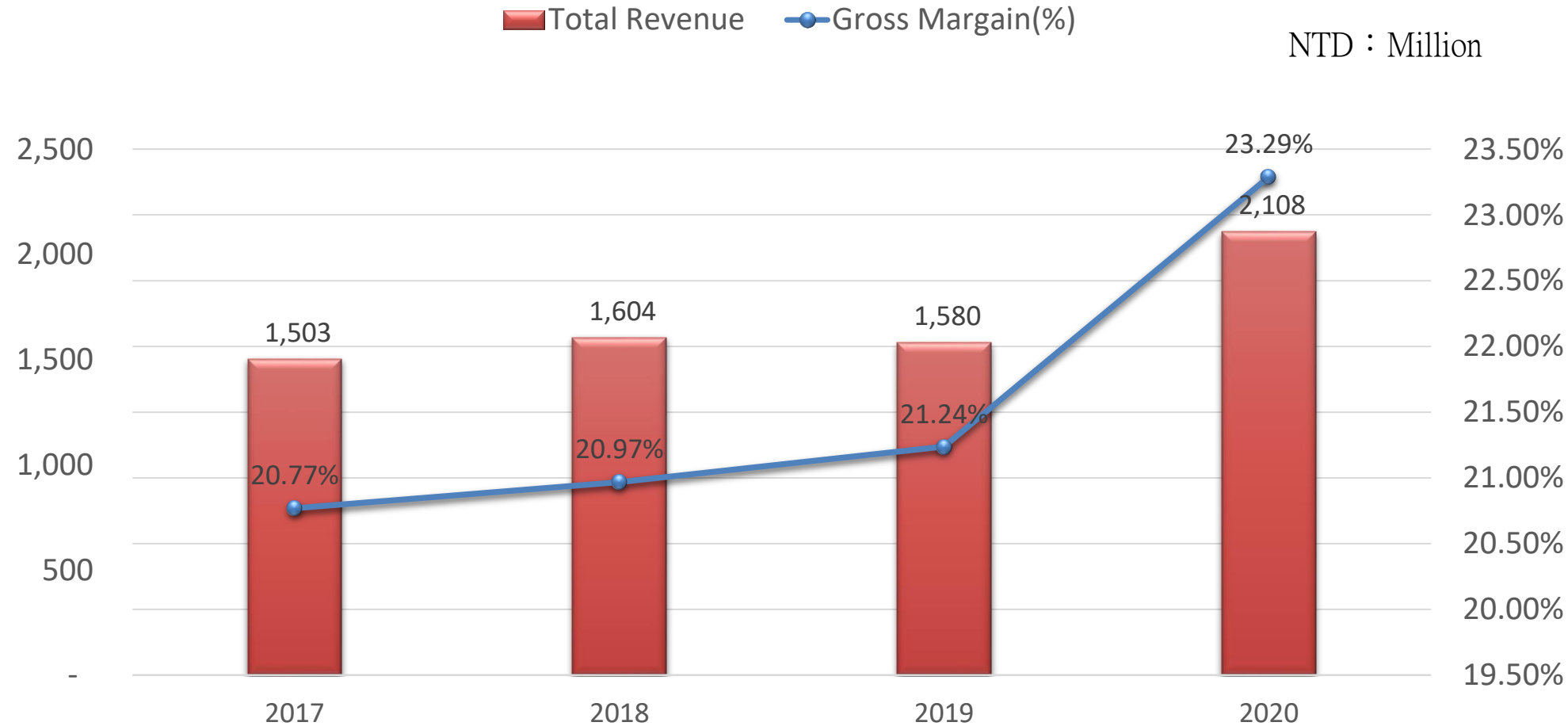
## Consolidated Revenue



|               | 2017   | 2018  | 2019   | 2020   |
|---------------|--------|-------|--------|--------|
| Fabric sales  | 1,347  | 1,347 | 1,277  | 1,471  |
| Garment Sales | 155    | 257   | 303    | 636    |
| Total Sales   | 1,503  | 1,604 | 1,580  | 2,108  |
| YOY           | -0.38% | 6.73% | -1.48% | 33.40% |

# Financial overview

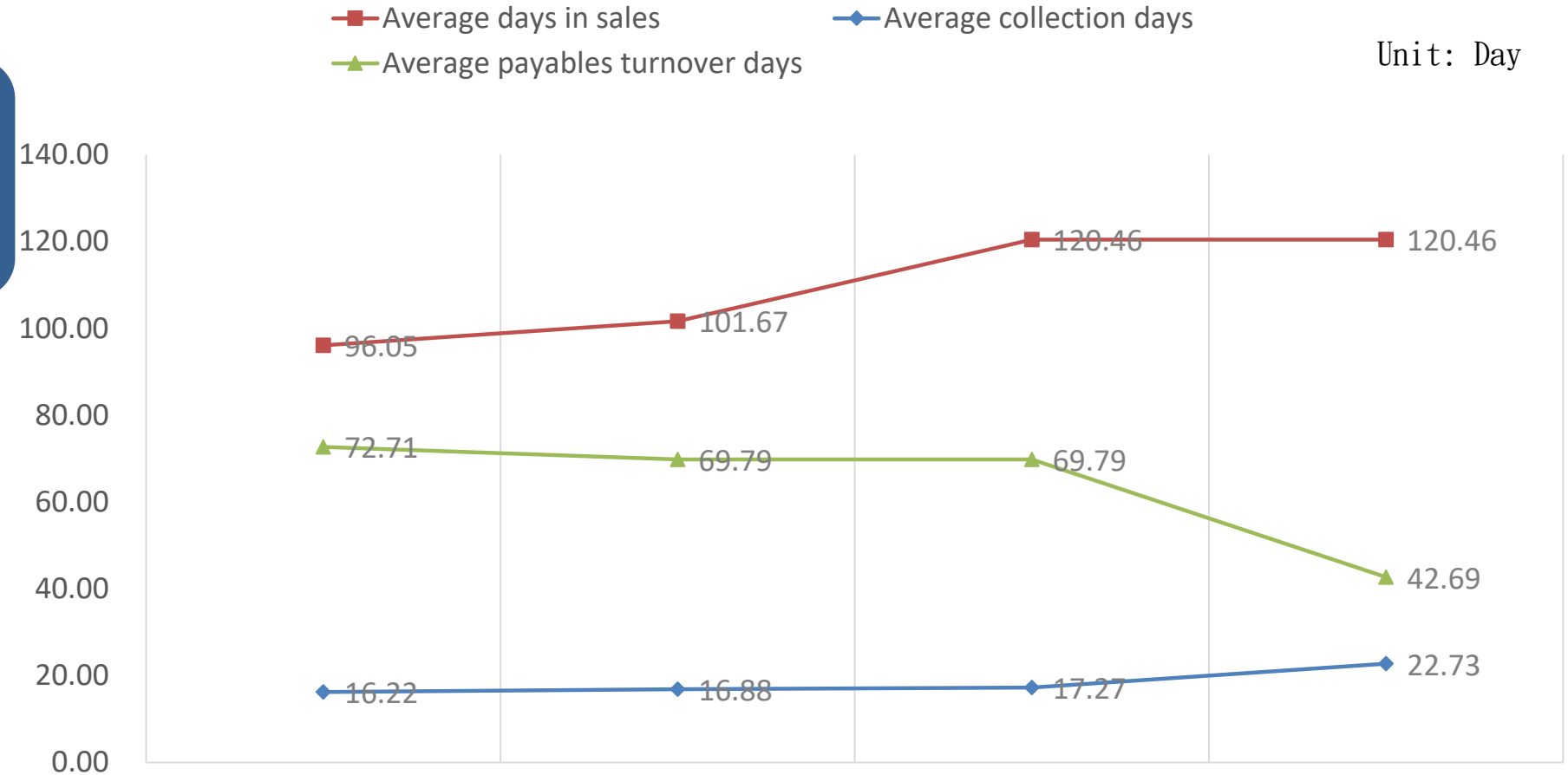
## Consolidated Gross Margin(%)



|                 | 2017   | 2018   | 2019   | 2020   |
|-----------------|--------|--------|--------|--------|
| Gross Margin(%) | 20.77% | 20.97% | 21.24% | 23.29% |
| Total Revenue   | 1,503  | 1,604  | 1,580  | 2,108  |

# Financial overview

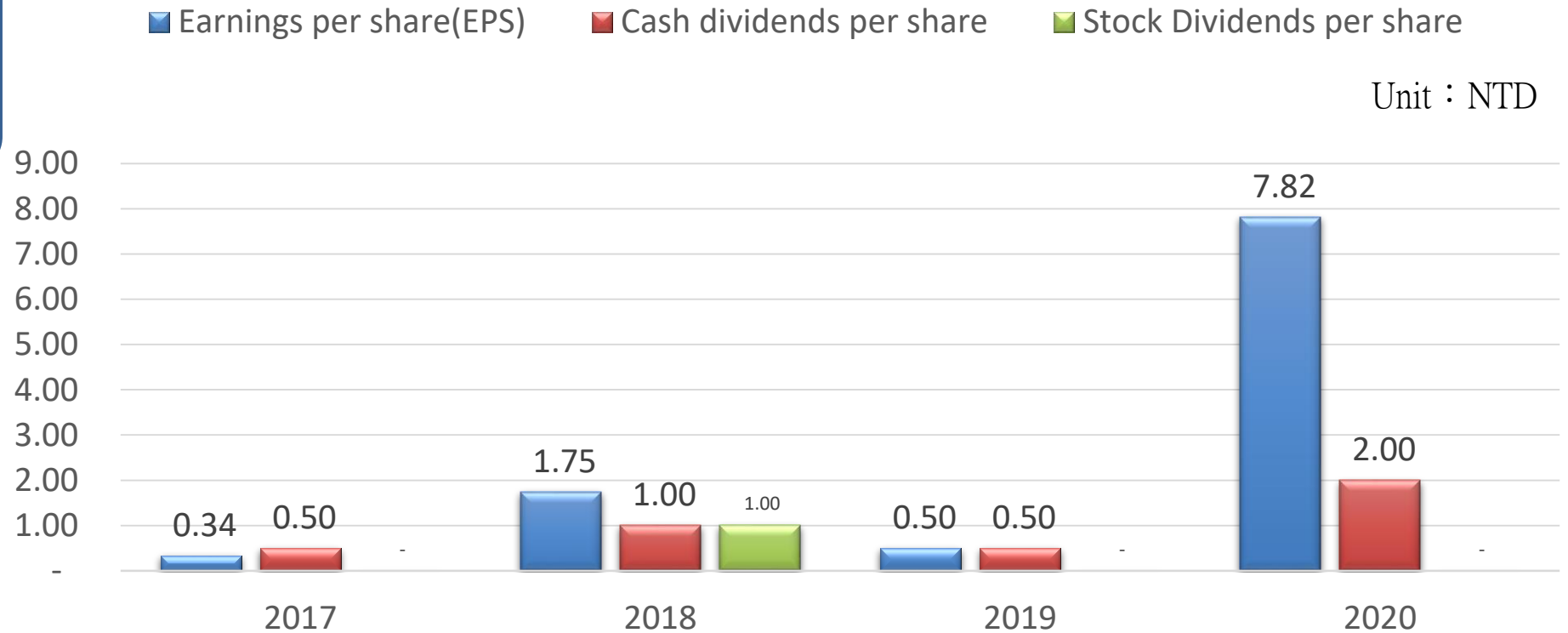
Average days in sales  
Average collection days  
Average payables turnover days



|                                | 2017  | 2018   | 2019   | 2020   |
|--------------------------------|-------|--------|--------|--------|
| Average days in sales          | 96.05 | 101.67 | 120.46 | 120.46 |
| Average collection days        | 16.22 | 16.88  | 17.27  | 22.73  |
| Average payables turnover days | 72.71 | 69.79  | 69.79  | 42.69  |

# Financial overview

Earnings per share(EPS)  
Cash dividends per share  
Stock Dividends per share



|                           | 2017 | 2018 | 2019 | 2020 |
|---------------------------|------|------|------|------|
| Earnings per share(EPS)   | 0.34 | 1.75 | 0.50 | 7.82 |
| Cash dividends per share  | 0.50 | 1.00 | 0.50 | 2.00 |
| Stock Dividends per share | -    | 1.00 | -    | -    |

Note1: 2020 profit distribution proposal is only approved by BOD and unratified by shareholders' meeting.

Note2: 2020 Earnings per share\$7.82 includes gain recognized in bargain purchase transaction\$6.24.

# SINGTEX®

Our website:

[www.singtex.com](http://www.singtex.com)

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