

A photograph showing the lower half of two people walking on a paved path. Both are wearing blue denim jeans. The person on the right is also wearing black high-heeled shoes. The background is a blurred outdoor setting with some dry vegetation. A semi-transparent blue geometric overlay is at the bottom of the image.

Roo Hsing (Stock Code : 4414)



Overview

Leading Efficiency to Provide

- Supplies ~90 million pcs./year to customers across Europe, N. America, Japan and China.
- One-stop shop service, from sourcing, design and development to shipment.
- 300 strong merchandizing team (including one Japanese speaking team) in communicating.

Excellent design team

- 20 professional designers and 100 fabric development and finishing technicians
- 250 skilled workers in the sampling department
- Excellence in patterning, lower the waste of the fabric

30+ production facilities and 30,000+ workers global wide

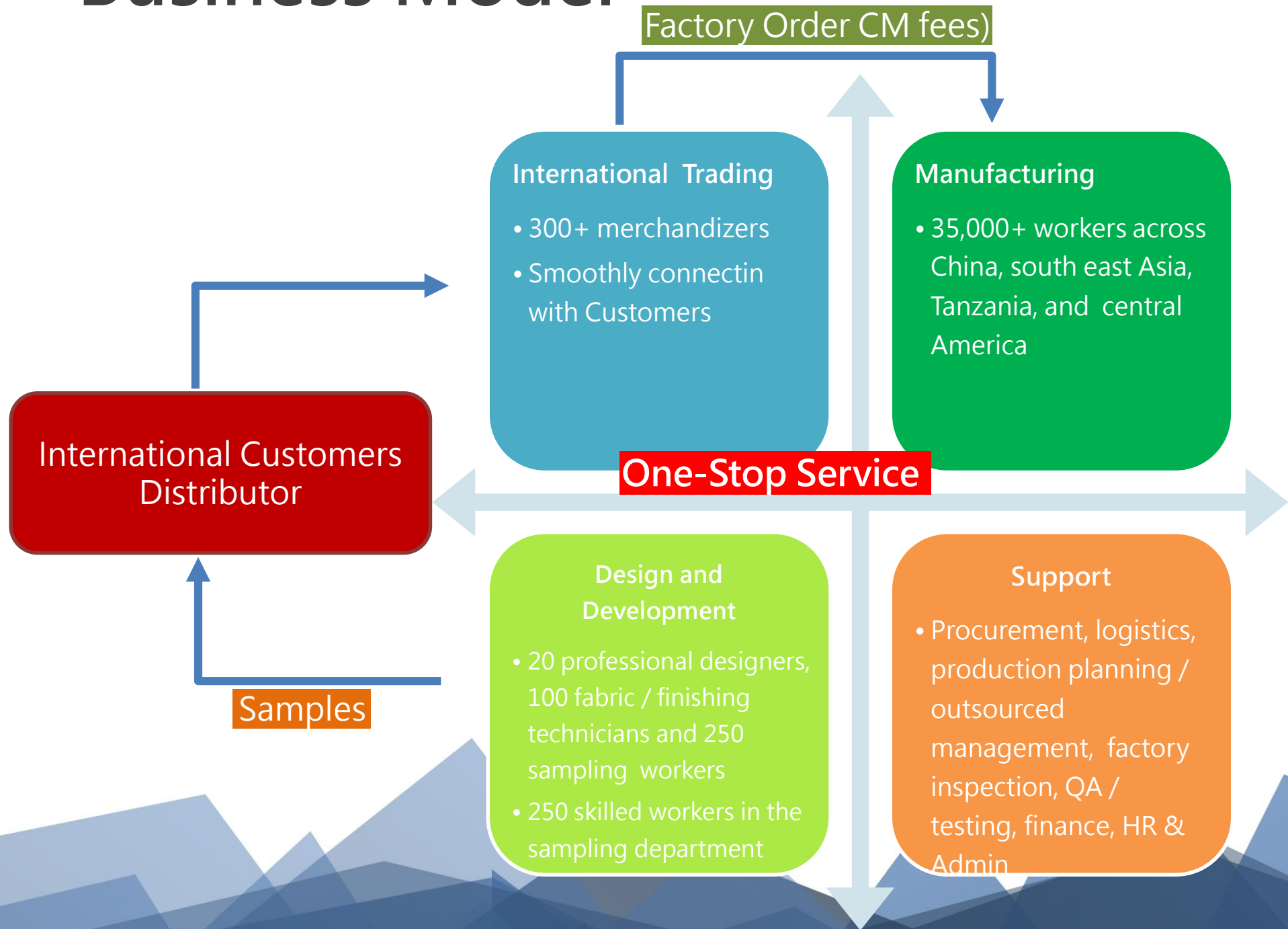
- China :4,000+ workers, focused on more complicated
- SE Asia : 22,000+ workers, focused on mass production for the Japanese and EU markets
- Africa: 2,600+ workers, focused on the mass production for the North America markets
- Central America : 1,100+ workers · focused in the north American market

Continuously automation, lower the cost, keep in transform

- Automation started in 2013, raise the efficiency
- Wider the use of automatic machines, build up new SOP
- Information on-line, in preparation of the connection with the clients



Business Model





Business



Production



Washing/Finishing



**Design and
Development**



Sampling



**Outsourced "CMT"
Management**



Logistics



QA/Testing



Packaging



Competitive Advantages



Scale

Since 2009 (post the quota era), leading fashion brands and retailers have consolidated their supplier base, choosing to work with suppliers with scale to meet their production needs

Roo Hsing is currently a key supplier to its major customers such as Levi's, g.u., Gap, etc.

Economies of scale = cost advantage



One-stop shop service

Increases customer captivity as customers become dependent on Roo Hsing for procurement, testing, design, development, production, etc.

Strong knowledge of raw materials, production, etc. enables JDU to help customers bring down production costs as early as the design phase

Ability to provide samples and competitive quotations to customers within a week



Duty Advantages

Transnational operating facilities, avoid the area risk

Cambodia enjoys duty-free access to EU and Japan

Tanzania enjoys duty-free access to North America

Central America near the North American market and obtain the relief advantages



Automation

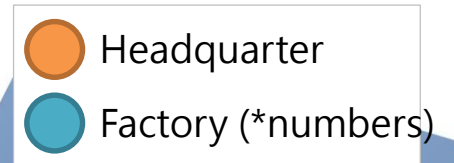
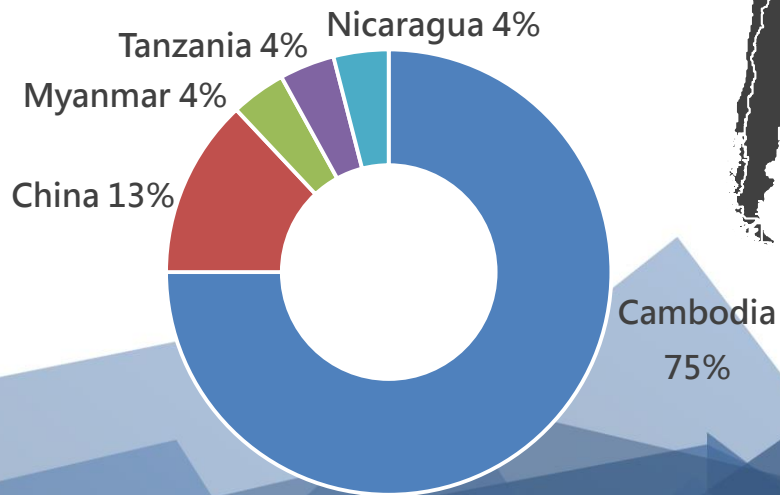
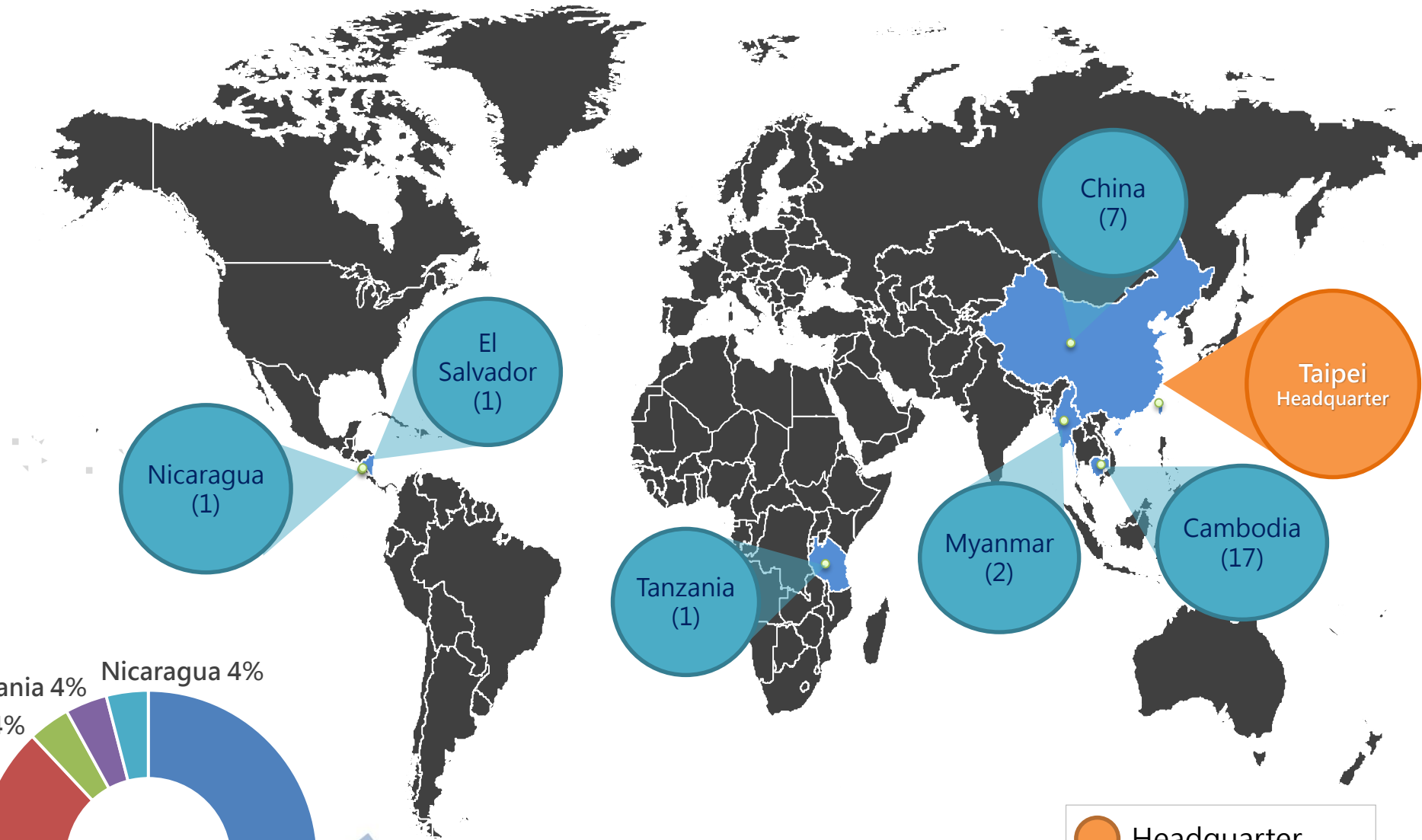
Raise the efficiency and keep the quality.

Easy to collect the data of working procedure, help to control the product flows.

Digital information can easily pass to customers, to control timing

Shorten the lead time for customers

Facilities Around the World



Capacity Distribution



Top Tier Global Brands and Retailers

Customers are located across North America, Western Europe and East Asia

- Different peak seasons
- Diversify market risks

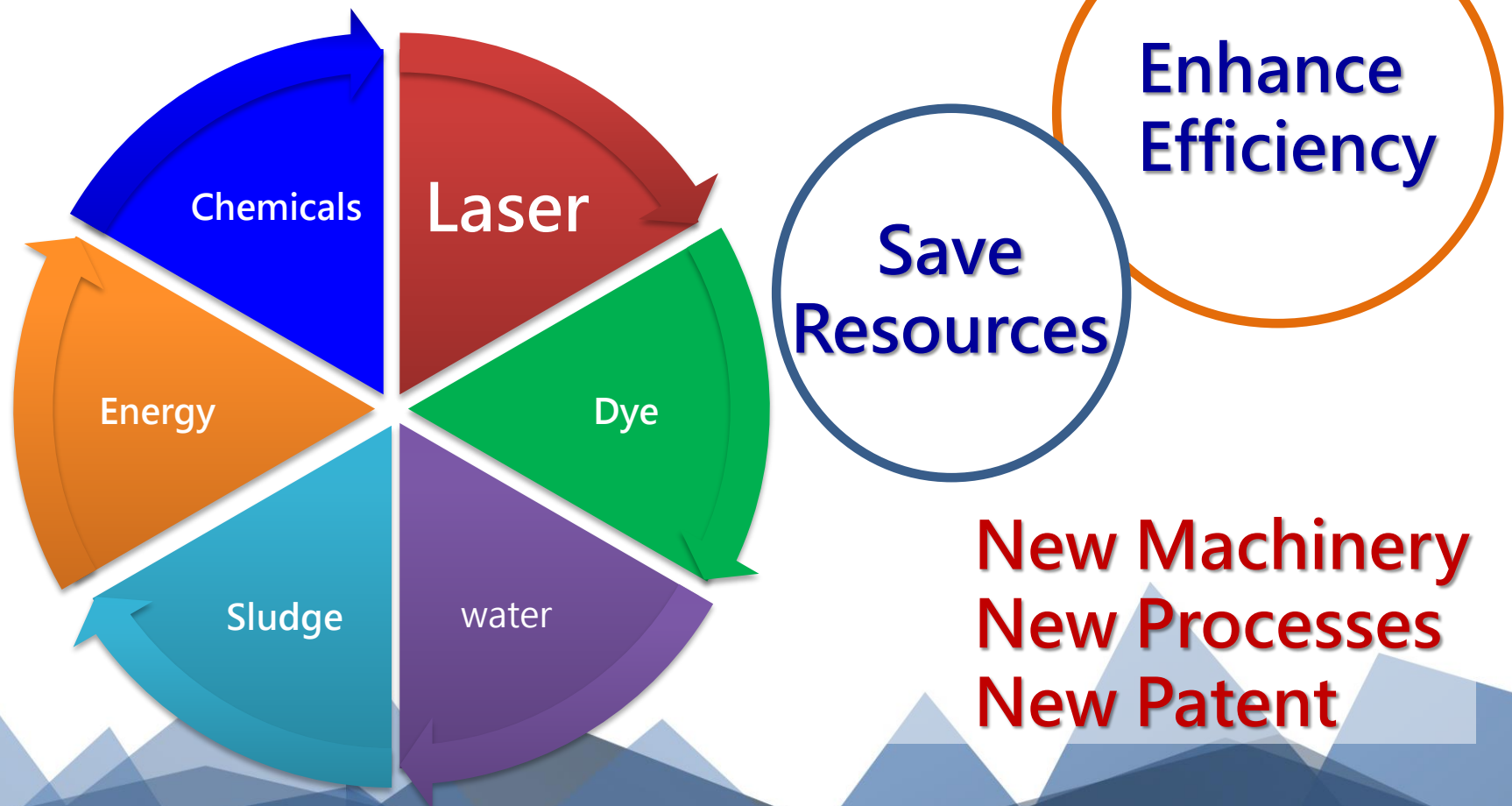
North America	
Europe	
Asia	



Trend of Jeans

Eco-Wash

a sustainable washing technic where we use minimum sources such as; less water, less chemical, less energy.. Etc.





Trend of Jeans

Eco-Wash Equipment in 2019

	Machines to be invested	Sets
Laser Machines	15 Twin Pro	13
	8 Flexi Pro	8
	2 Compact	2
Washing Machines	Rainforest 500	32
	Rainforest 400	40
Dryers	HNS 4069	120
Ozone	G2 Cube Twin	3



Q319 Financial Highlight



Roo Hsing - Financial Highlight

Item	Q3 19 (NTD 000')	%	Q3 18 (NTD 000')	%
Sales Revenue	5,031,188	100	5,078,974	100
Operating Costs	(4,326,040)	(86)	(4,361,240)	(86)
Gross Profit	705,148	14	717,734	14
Operating Expenses	(597,545)	(12)	(583,868)	(11)
Operating Income	107,603	2	133,866	3
Profit Before Income Tax	60,962	1	64,591	1
Profit After Tax	66,997	-	25,881	-
EPS (NTD)	0.06		0.05	
Share Capital (NTD million)	8,200		8,327	



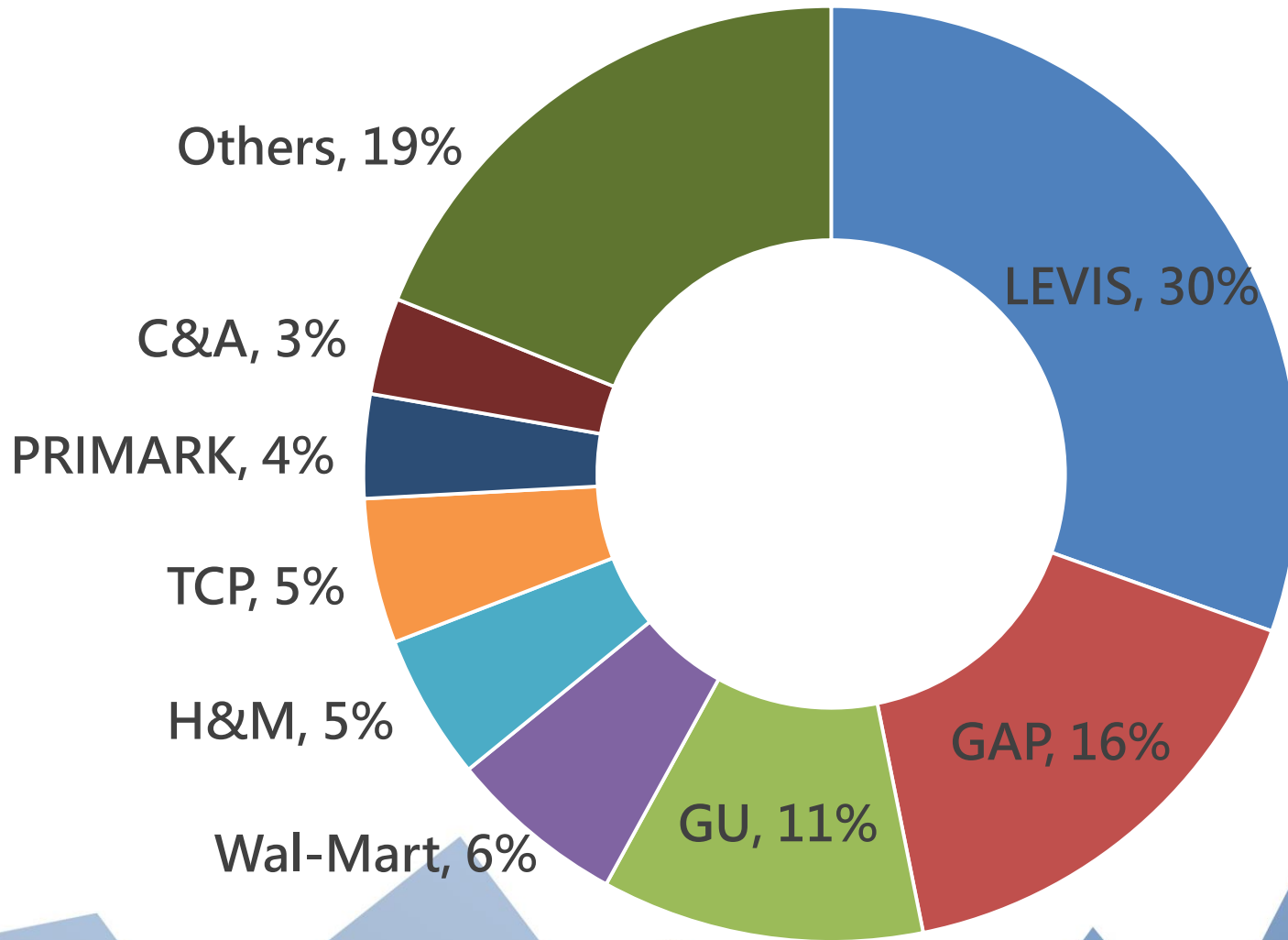
Roo Hsing - Financial Highlight

Item	Q3 19 (NTD 000')	%	Q2 19 (NTD 000')	%	Q1 19 (NTD 000')	%
Sales Revenue	5,031,188	100	3,626,745	100	3,293,844	100
Gross Profit	705,148	14	487,960	13	382,298	12
Operating Expenses	(597,545)	(12)	(630,450)	(17)	(490,275)	(15)
Operating Income	107,603	2	(41,566)	(1)	(35,606)	(1)
Profit Before Income Tax	60,962	1	91,935	3	46,493	2
EPS (NTD)	0.06		0.04		0.08	



Roo Hsing - Financial Highlight

Q119~Q319 Sales Analysis by Customers



Prospect



Adjust strategy

Resource integration

Protect shareholders' rights



Q&A

