

Code : 4430



YAO I FABRIC CO., LTD.
Investors Relations Conference

2022/11/17

- ❑ Company Profile
- ❑ Product & Business Introduction
- ❑ Financial Overview
- ❑ Opportunities for Growth and Challenges

Safe Harbor Notice

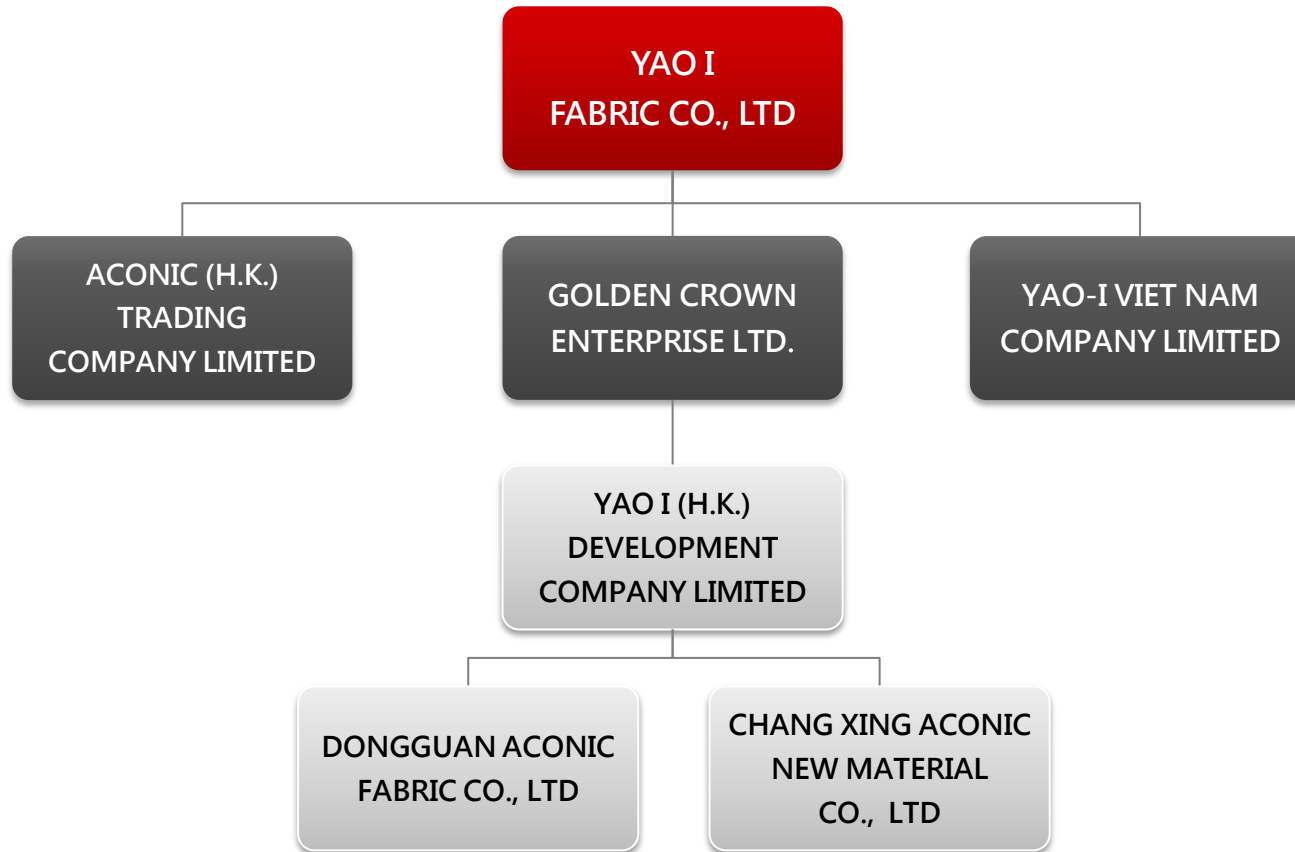
- Company prospection in this slide is based on YAOI's point of view, and it may vary by time. YAOI is not responsible for any instant update nor reminder.
- YAOI doesn't enclose any financial prediction. There might be variation or difference from actual situation if Q&A involves any predictive sales, industrial or financial matters. This is subject to the market demand & supply, price variation, competition, international economy, exchange rate or downstream/upperstream...etc.

Company Profile



- ❑ Founded in 1973
- ❑ Headquartered in Homei, ChangHua, Taiwan
- ❑ Chairman : Mr. J.J. Wang
- ❑ Chief Executive Officer : Mr. Steven Wang
- ❑ Capital : USD\$18.15 M
- ❑ 1,153 Employees
- ❑ ISO 9001 ,OEKO TEX & IATF 16949 Certified

Investment Structure



Location

- Taiwan (Employee : 360)
 - Homei, ChangHua - Taiwan Yao I
 - Changhua Coastal Industrial Park - Taiwan Yao I
- China (Employee : 473)
 - Dongguan, Guangdong - Dongguan Aconic
 - Changxing, Zhejiang - Changxing Aconic
- Vietnam (Employee : 320)
 - Binh Duong - Yao I Vietnam





■ Performance Fiber

- Fishing Line
- Sporting Goods
- Trimmer Line
- Monofilament/Tech

Textile

■ Creative Business

- Bedding 
- Pet Supplies  LIFEAPP



■ Consumer Goods

- Internationally Known home furnishing retailer
- Esports Products and Consumer electronics

■ Industrial Supplies

- Automobile
- Household Textiles
- Shoe Material and Underwear

Financial Overview -1



Unit:NTD'000

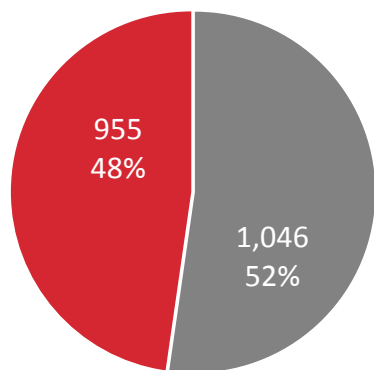
Account / Year	2020	%	2021	%	2022 Q3	%
Operating Revenue	2,000,573	100.0%	2,221,567	100.0%	1,648,873	100.0%
Operating Costs	(1,549,418)	-77.4%	(1,774,202)	-79.9%	(1,306,044)	-79.2%
Gross Profit	451,155	22.6%	447,365	20.1%	342,829	20.8%
Operating Expenses						
Selling Expense	(141,500)	-7.1%	(140,886)	-6.3%	(109,858)	-6.7%
ADM Expenses	(272,754)	-13.6%	(252,636)	-11.4%	(200,519)	-12.2%
R&D Expenses	(40,747)	-2.0%	(36,748)	-1.7%	(36,178)	-2.2%
Impairment Loss	-	-	-	-	(2,837)	-0.2%
Total Operating Expenses	(455,001)	-22.7%	430,270	19.4%	(349,392)	-21.2%
Net Operating Income (loss)	(3,846)	-0.2%	17,095	0.8%	(6,563)	-0.4%
Non-Op. Income and Exp.						
Interest Income	7,267	0.4%	1,279	0.1%	1,699	0.1%
Other Income	15,965	0.8%	22,988	1.0%	17,509	1.1%
Other Gains and Losses	(31,480)	-1.6%	(12,153)	-0.5%	79,637	4.8%
Financial Costs	(14,873)	-0.7%	(18,263)	-0.8%	(17,009)	-1.0%
Total Non-Op. Income and Exp.	(23,121)	-1.2%	(6,149)	-0.3%	81,836	5.0%
Profit (Loss) Before Tax	(26,967)	-1.3%	10,946	0.5%	75,273	4.6%
Total Tax Expense (Income)	13,441	0.7%	31,348	1.4%	(7,000)	-0.4%
Profit (Loss)	(13,526)	-0.7%	42,294	1.9%	68,273	4.1%
EPS (NT Dollar)	(0.24)		0.75		1.21	

Financial Overview -2

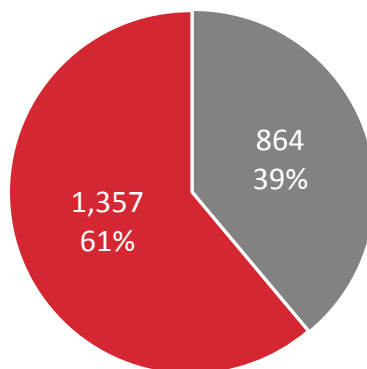


■ Performance Fiber Business ■ Staple Fiber Business

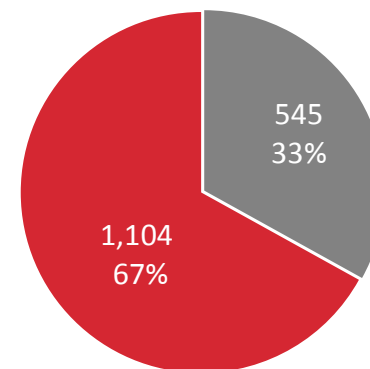
In NTD Millions;%



2020



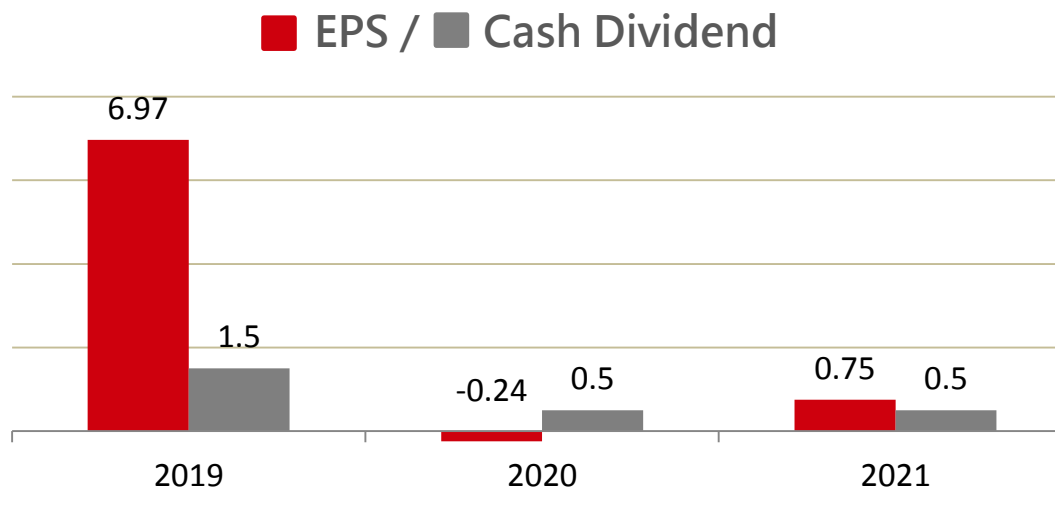
2021



2022Q3

Year	2020		2021		2022 Q3	
Business	Revenue	%	Revenue	%	Revenue	%
Performance Fiber	955	47.7	1,357	61.1	1,104	66.9
Staple Fiber	1,046	52.3	864	38.9	545	33.1
Total Sales Revenue	2,001	100	2,221	100	1,649	100

Financial Overview -3



Year	2019	2020	2021
Profit/Loss (In NTD Millions)	392	-14	42
Earnings Per Share (In NTD Dollars)	6.97	-0.24	0.75
Cash Dividend (In NTD Dollars)	1.5	0.5	0.5
Dividend Pay-Out (%)	22%	-	67%

□ Opportunities

- Chang Xing Aconic has shown results in the development of new automobile and felt customers, and is expected to contribute revenue in 2023.
- The non-woven production capacity of YAO-I Viet Nam has been completed, which will increase the sales performance of automobile and household textiles, and develop potential customers in Southeast Asia.
- Benefiting from the issue of environmental sustainability, and the felt application production lines continue to expand, the dominant position of Dong Guan Aconic as a development supplier will become more outstanding.
- The shipment of staple fiber business was previously affected by such factors as pandemic and surging shipping. With the decline in freight costs and the launch of various new products developed for IKEA, we expect to be able to get out of the operating slump quarter by quarter.
- YAO-I Viet Nam was established in 2018. YAO-I Viet Nam fully meet the needs of customers in this supply chain realignment, and the competitiveness of YAO-I Viet Nam has increased significantly.

□ Challenges

- External economic environment is difficult and the spending power of consumers is weak.
- The depletion of wire terminal inventory is slow.

□ Strategy

- Continue to expand customer base through participating in international exhibitions.
- Develop new products and explore potential business opportunities.
- Continue to replace old production equipment with new ones to achieve the goal of saving energy consumption and automation targets.

Q&A