



股票代號 **4442**

英屬開曼群島商竣邦國際股份有限公司
法 人 說 明 會

J&B International Inc.(Cayman)
Institutional Investor Conference

Presenter: General Manager - Hsiao, Chih Wei

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簡報大綱

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- ② Product Introduction and Application
- ③ Market Overview and Business Model
- ④ Financial Performance
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About
J&B

Company profile

Company Name	J&B International Inc.
Date of foundation	2021/7/27 Operating entity operated from 1999.
Chairman	KAO,CHEN-FANG
General Manager	HSIAO,CHIH-WEI
Capital	NT 275,289 thousand dollars
Locations	Chung Ho Dist., New Taipei City, Taiwan 、 Suzhou City, China 、 Vietnam
Main products	The Company that specializes in functional fabrics design and development.

Business Concept

Continuously innovating and striving for excellence to create infinite possibilities, while adhering to sustainable management and fostering harmonious development with the environment and society.

Company Value

Pursuit of Excellence	Innovation	Accountability
Integrity	Introspection	Teamwork

Vision

To become the most influential, textile company in the world

Business Philosophy

To support customers', employees', and suppliers' achievements.

Product field expansion history



Bussiness strategy



Relationships with key partners

Brand Customers	Brand Overview	Main Products
NIKE	Leading global sports brand	Mid to high-end functional fabrics with fashionable and functional elements
CANADA GOOSE	Global down jacket leader	Highly functional down fabrics
BURTON	The largest ski brand in the world	Waterproof and breathable functional fabrics
BOARDRIDERS (ROXY / QUIKSILVER / DC)	The world's largest surf and ski group	Digitally printed stretch fabrics and waterproof/breathable fabrics
Helly Hansen	Century-old Norwegian sailing outdoor brand	High-strength wear-resistant fabrics

Revenue contribution from new brands

Brand Customers	Brand Overview	Main Products
VUORI	Leading Men's Yoga Brand	Stretch fabrics with excellent handfeel
UNDER ARMOUR	Functional sportswear leader	High-end water repellent/rainproof jacket fabrics, light weight anti-UV fabrics
CARHARTT	Century-old leading brand of workwear	Highly functional water repellent/waterproof/breathable jacket and vest fabrics
GAP/ATHLETA	Globally renowned American clothing retail company/Well-known American women' s yoga brand	Fashionable and casual wear fabrics/High-quality functional fabrics
ALO	Global fashionable and trendy yoga brand	Highly functional stretch fabrics
FANATICS	The world' s largest U.S. professional sports team product licensing company	Fashionable and functional fabrics

Customer resources

Global Brand Customers: include sports,outdoor,ski,surfing, yoga, urban, casual , medical, workwear and fabric market



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Product Introduction and Application



OUTDOOR



SPORTS



YOGA



SNOWBOARD



SURFING



ATHLEISURE



WORKWEAR



PPE

OUTDOOR



OAKLEY

Durable fabric
高強力耐磨擦
平織布

Woven dobby
高密度平織布

Waterproof
and breathable
防水透氣平織布

Sherpa fleece
保暖針織刷毛布



J&B Intl
FOR THE BEST IN CLOTHING

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SPORTS

NIKE



ATHLETA

GAP

Single jersey
針織單面布

Anti-odor & bacterial
double jersey
抗菌除臭PK鳥眼針織布

組織抗UV平織布

Moisture control
吸濕快乾彈性布

Breathable 4-way
stretch woven
輕薄四面彈性透氣平
織布



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YOGA

Lululemon

alo



ATHLETA

vuori



One Way Moisture
Transportation Single
jersey
單向導濕針織單面布

Interlock knit
針織雙面布

Super stretch
warp knit
超彈針織布



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SNOWBOARD



ROXY



Windproof/
water repellant 3-Layer
防風潑水機能
三層貼合布

Fleece
雙面刷毛保暖
針織布

Woven doobby
高耐磨高密度
平織布

Waterproof/
breathable
防水透濕耐磨
平織布

SURFING

QUIKSILVER

ROXY

BILLABONG

Anti-uv
抗UV防曬針織布

Digital printing
彈性印花平織布

Quick dry fabric
快乾平織布

ATHLEISURE

ARITZIA

DC



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Skin-friendly
Jersey
親膚針織布

Flexible jersey
超彈針織布

Interlock knit
雙面針織布

WORKWEAR



carhartt

HH[®]
workwear

5.11



Woven dobby
高耐磨高密度
平織布

High visibility
高可視度平織布

Durable fabric
高強力耐磨擦
平織布

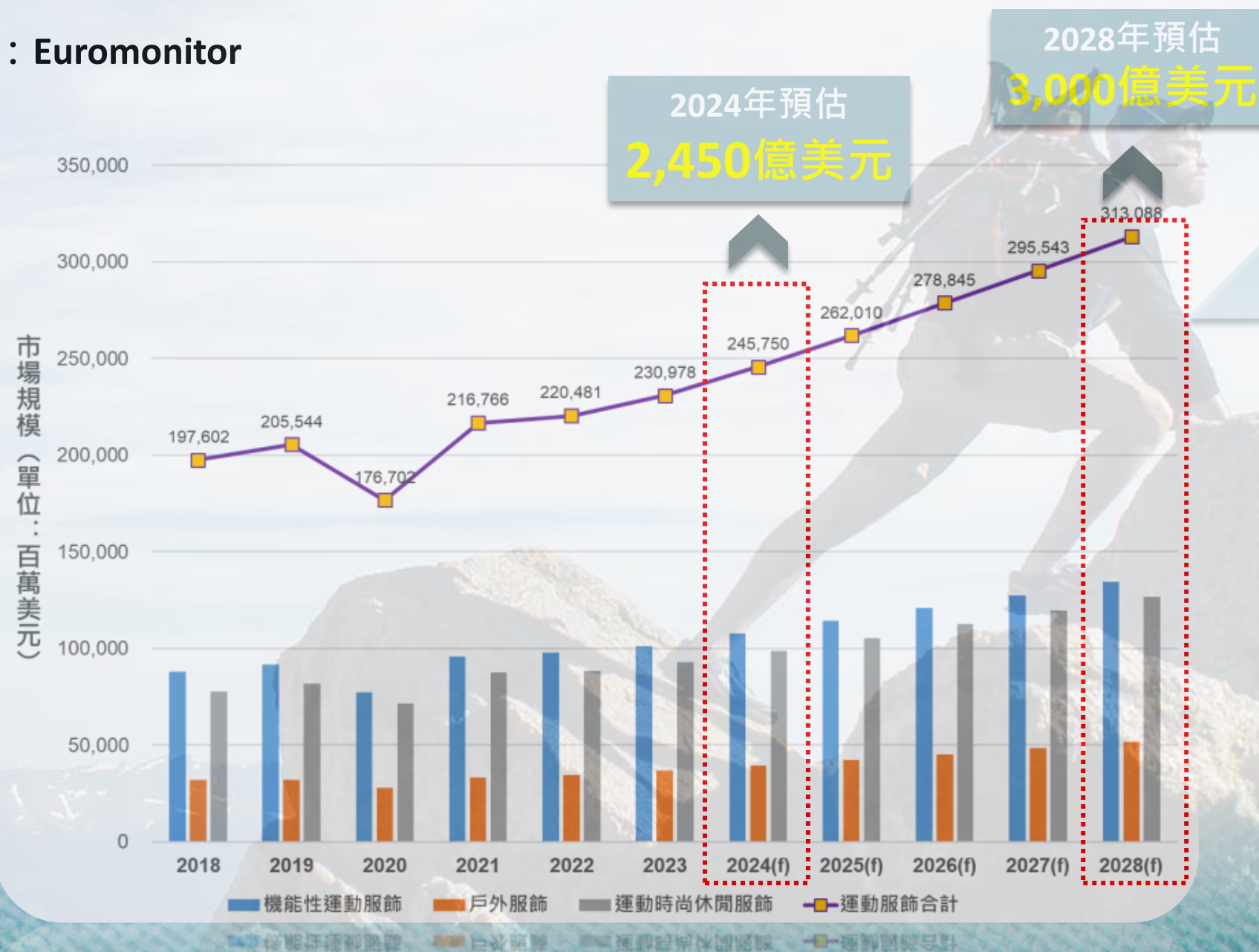
Reflective
安全性反光平織布

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Market Overview and Business Model

Market overview

資料來源：Euromonitor



The global sportswear market size :
全球運動服飾市場規模：

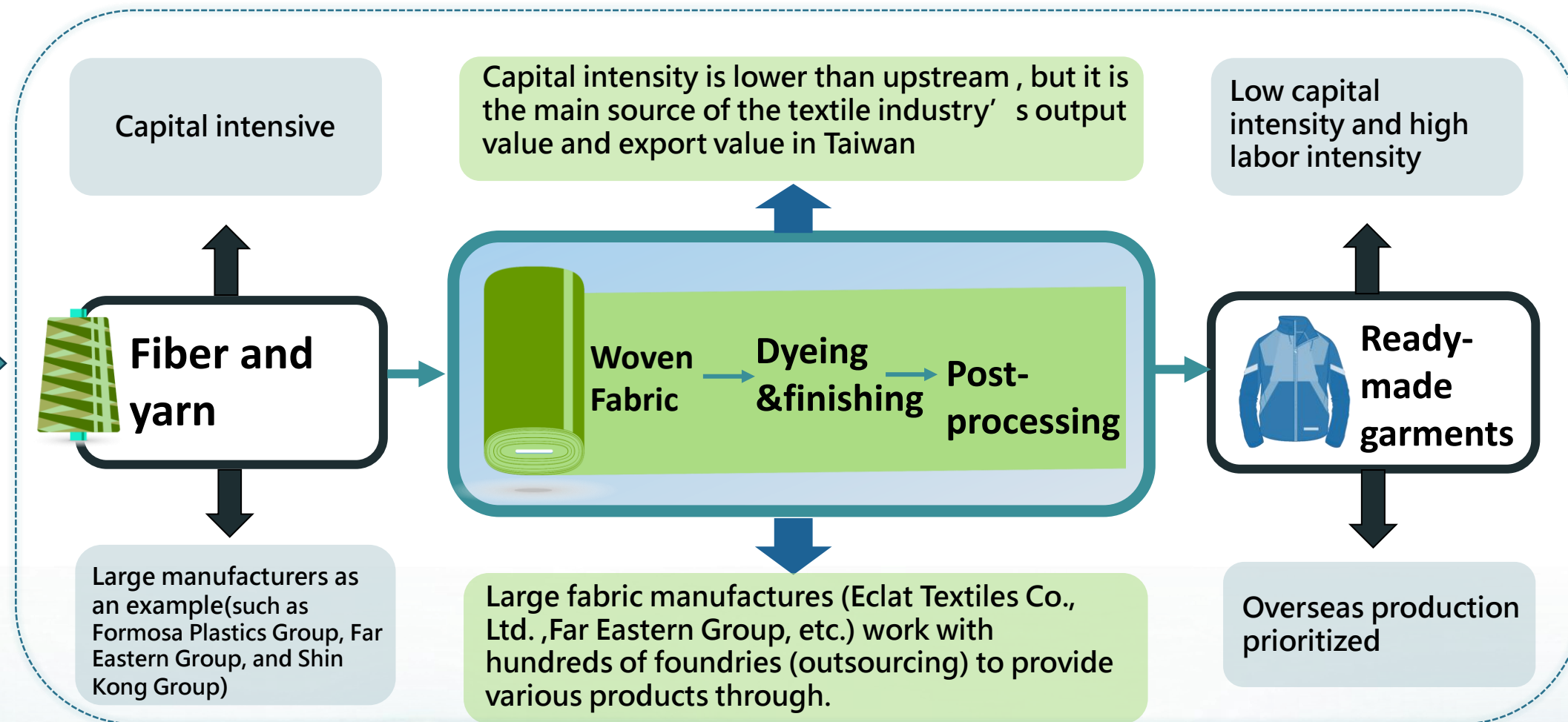
自2023年起，
年均複合成長率
為**5.85%**

Compound Annual Growth Rate has been 5.85% from 2023.

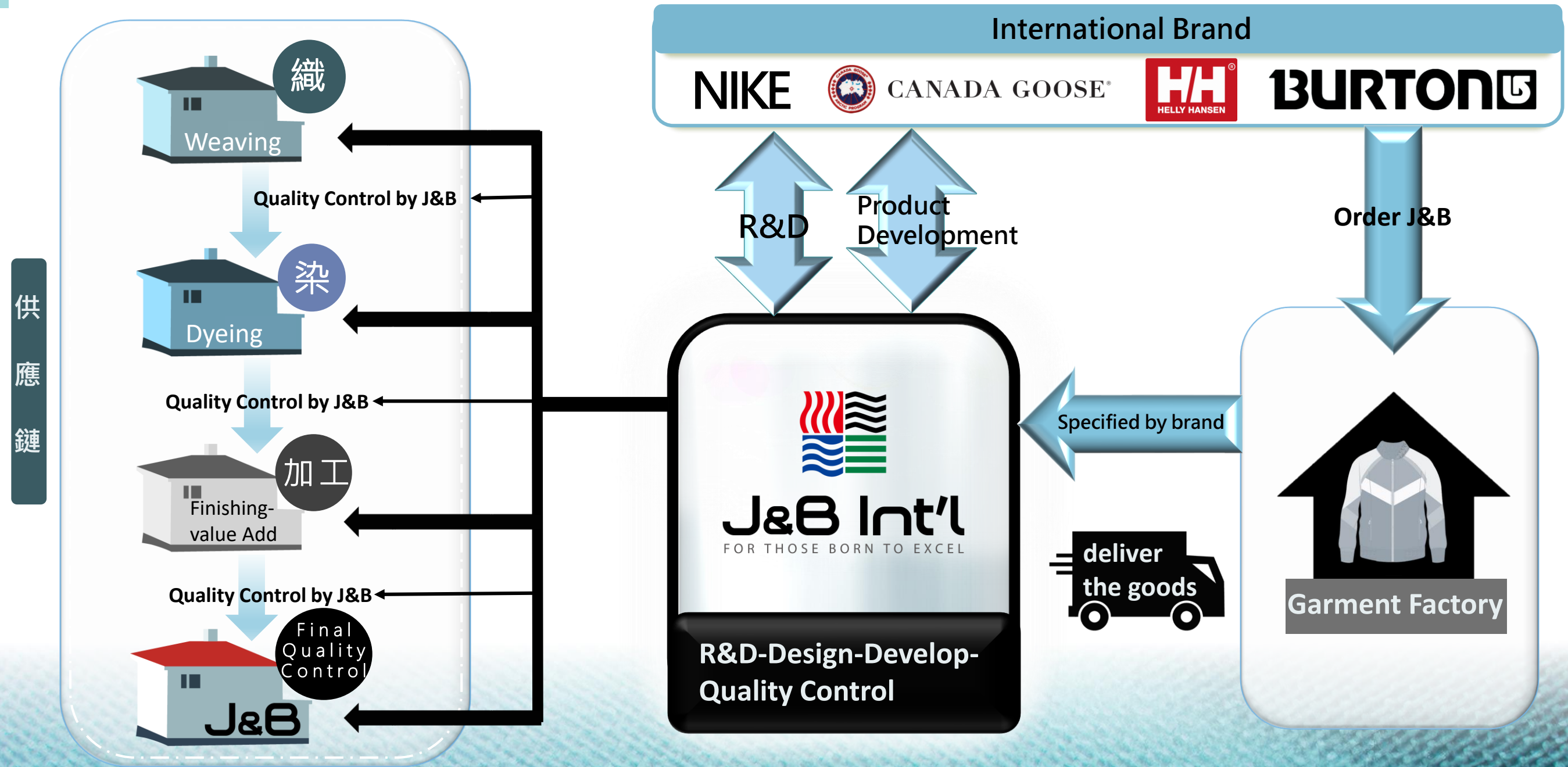
Industrial position

Functional textile industry

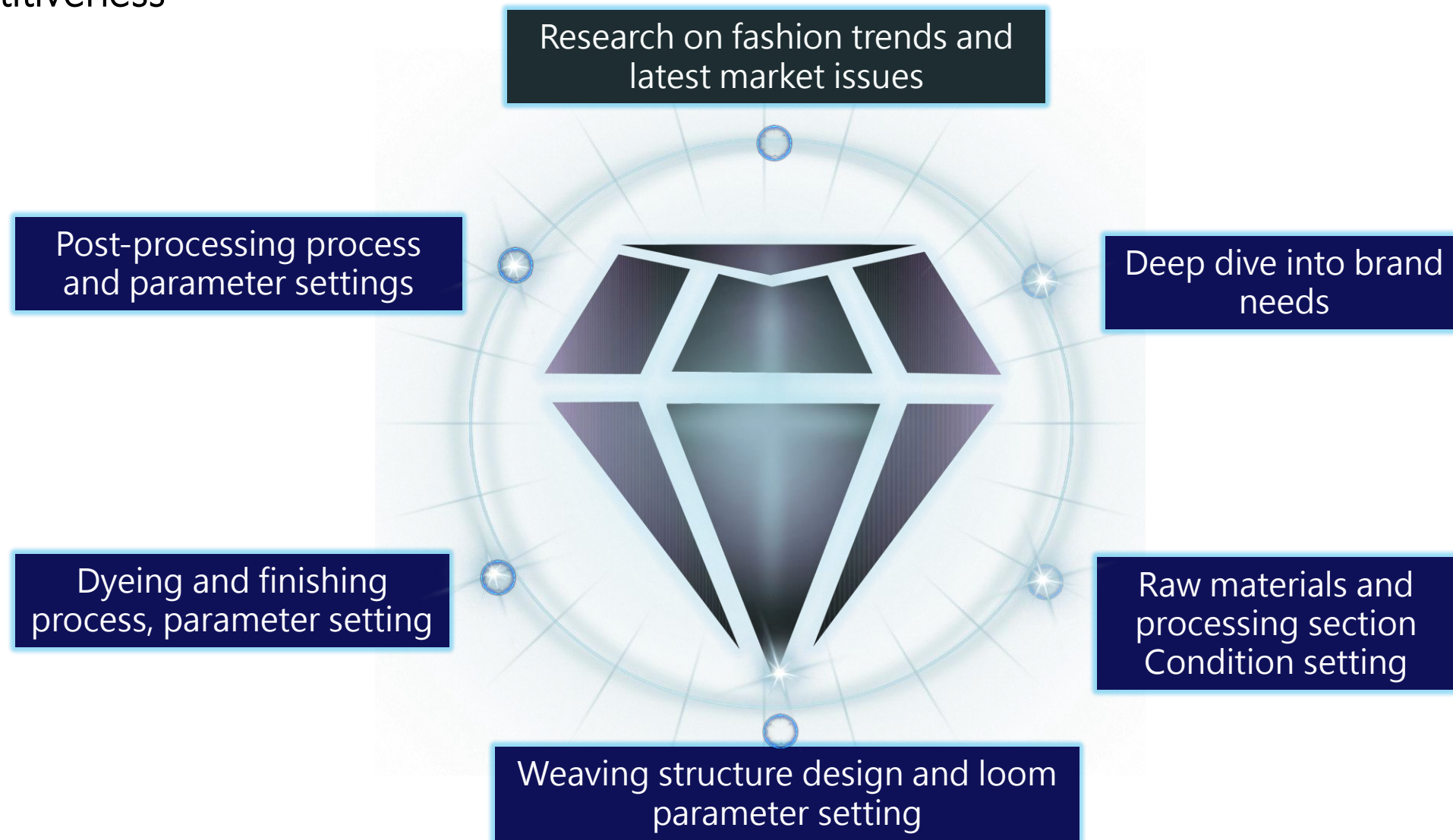
Professional division of labor between large manufacturers and foundries



Business model



Core competitiveness



It is perfect to truly grasp the interaction between each stage, break through the limitations of existing conditions, continue R&D and production in the most environmentally friendly and efficient way, and develop competitive products to meet the needs of major brands. Bang' s biggest core competitiveness



Competitive Advantage



Leading global brands



Innovative technological breakthroughs



Excellent R&D design



Rich product matrix



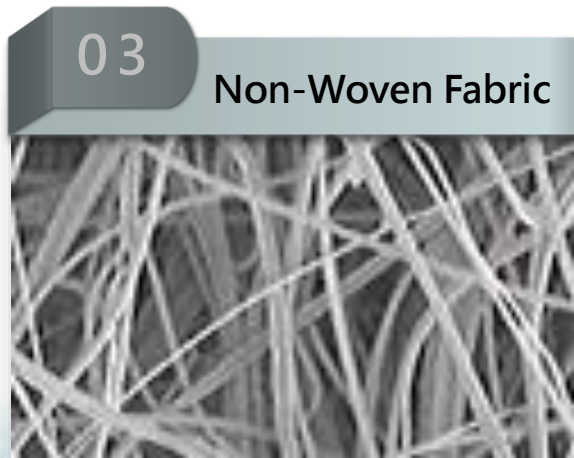
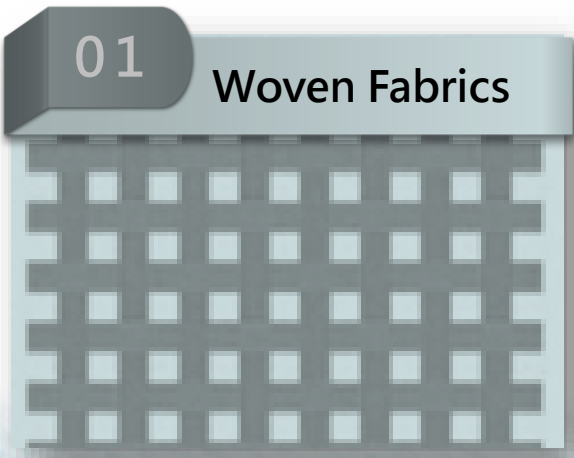
Global supply chain management



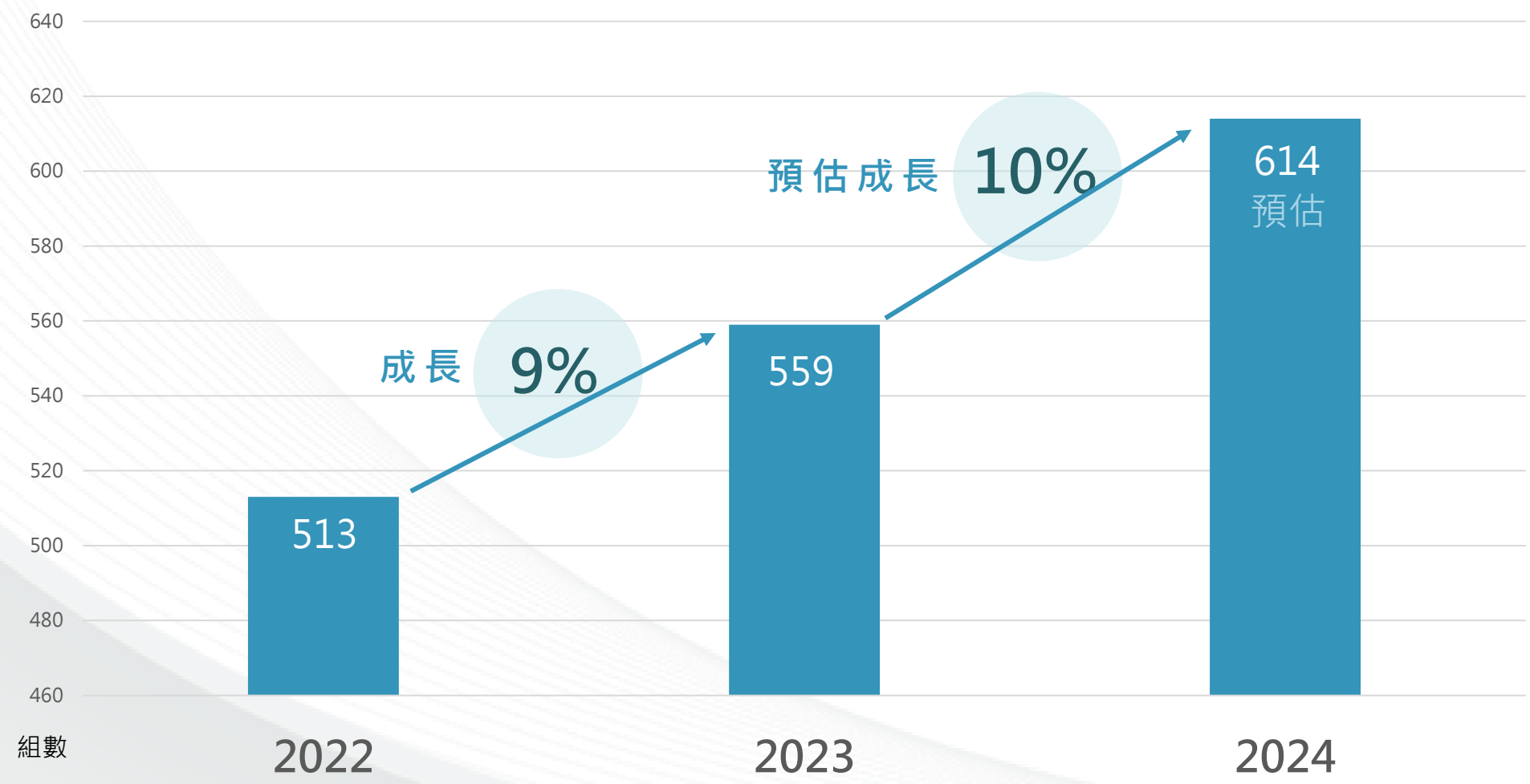
J&B is the core partner of leading brands in various fields, focusing on the research and development, production and sales of high-tech functional textiles. The business philosophy of innovative research and development and rich and diverse products provide complete solutions for major brands around the world.

Product category

Main product	2021	2022	2023	2024Q1
Woven Fabrics	76.70%	80.39%	85.35%	86.57%
Knitted Fabrics	6.83%	11.91%	8.40%	6.20%
Others	16.47%	7.70%	6.25%	7.23%
Total	100%	100%	100%	100%



Number of products adopted by customers



Research and development performance

2019

- 入選PERFORMANCE FORUM

2020

- 評審喜歡獎&入選PERFORMANCE FORUM

2021

- 入選PERFORMANCE FORUM並上SAZ雜誌

2021

- 入選&Top Five & Top Ten ISPO Textrends

2022

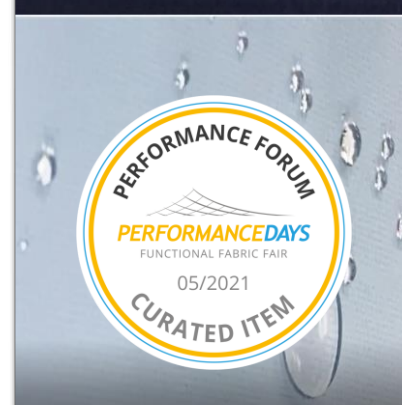
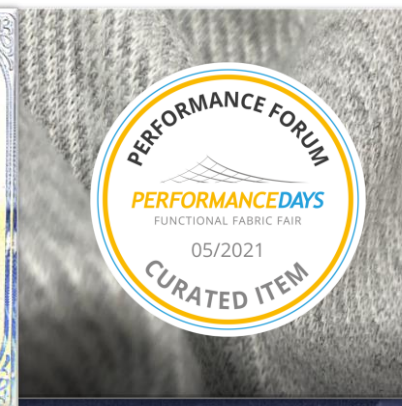
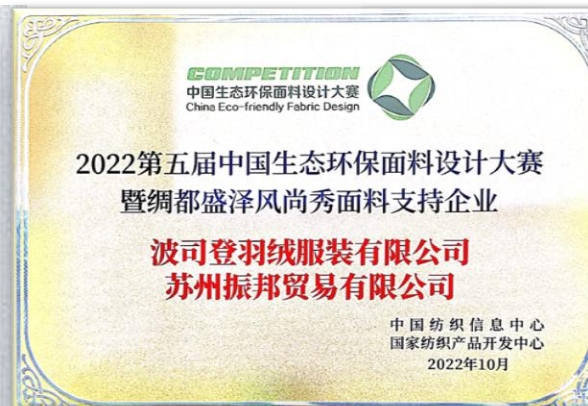
- 入選PERFORMANCE FORUM

2022

- 獲得第五屆中國生態環保面料設計大賽-ECO材料產品開發大獎

2023

- PERFORMANCE FORUM評審推薦



Digital product solutions

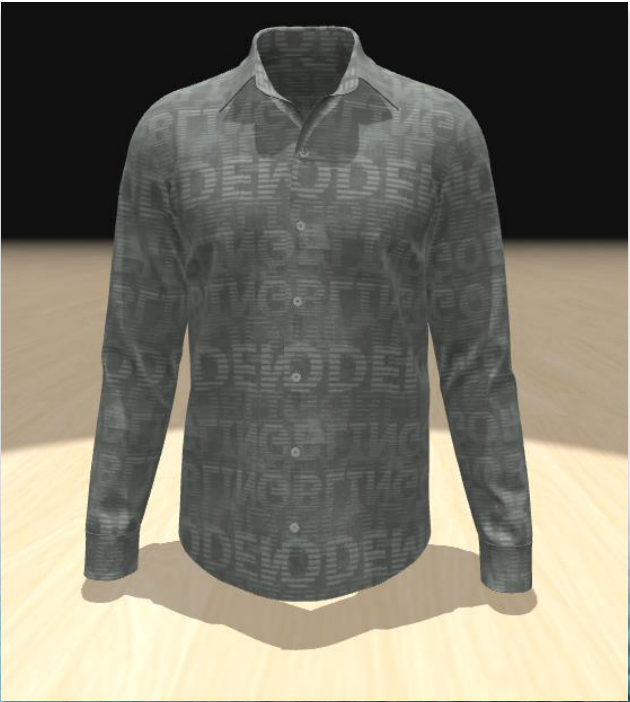
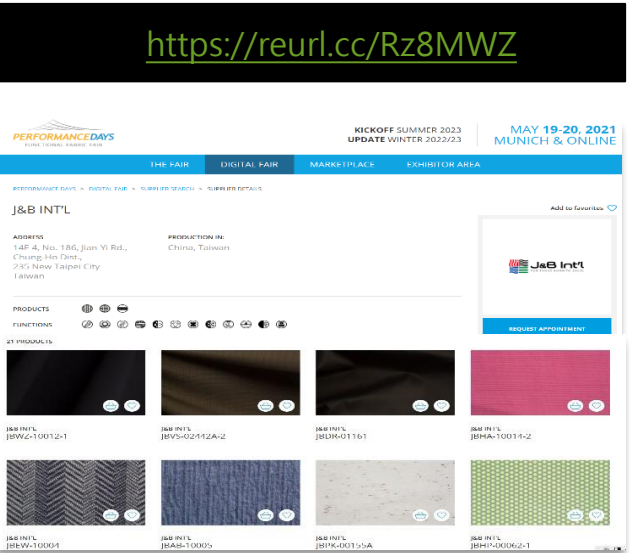
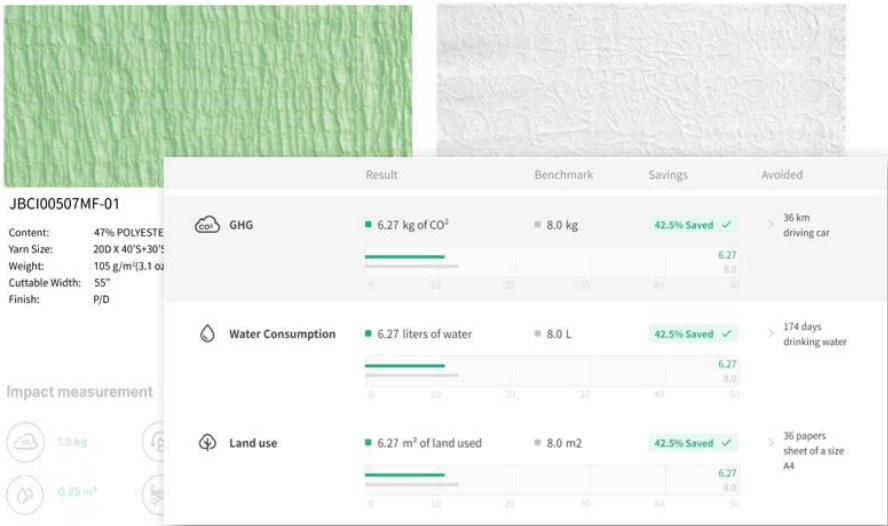
Advantages of Product Digitization:

The J&B Digital Fabrics Library leverages the power of technology to tightly connect J&B with its customers, reducing communication time and further strengthening its competitive edge in product development and customer service.

- 1.Instant Access to Latest Product Information:
Customers can access the latest product information anytime, easily finding products that meet their needs and fulfilling the demand for rapid sampling.
- 2.Practicing Environmental Commitment through Technology: By instantly calculating product carbon emissions and environmental impact data, it also reduces the energy consumption and waste generated by traditional fabric sample shipping.
- 3.Enhanced Sample Precision: Equipped with U3M 3D simulation functionality, customers can simulate the effect of fabrics on garments in real-time, improving design precision.
- 4.Intelligent Data Analysis: Enables business and R&D teams to record and analyze customer selections, capturing market dynamics through data insights.

<https://youtu.be/4fLKLZ9iOA4>

CO₂ & Environmental Impact Estimations



4

Financial Results

Consolidated income statement & financial index

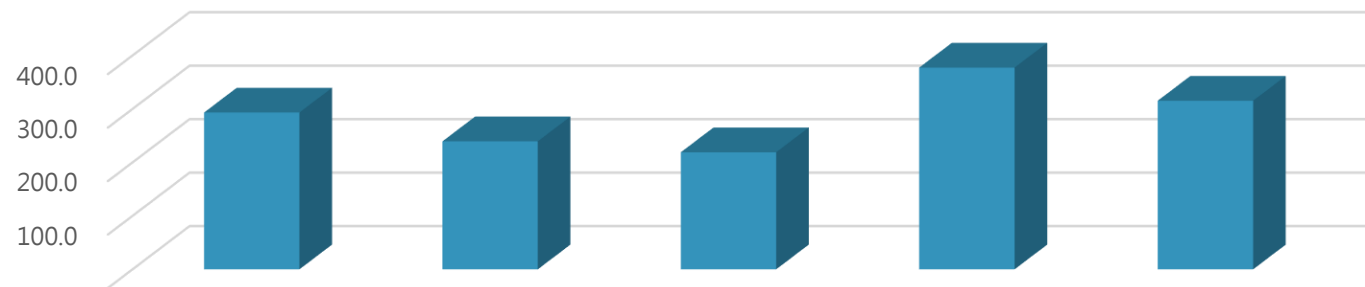
NT\$millions

Consolidated Income Statement (Quarter)					
In millions of NTD	1Q23	2Q23	3Q23	4Q23	1Q24
Operating Revenue	293.2	239.4	218.9	377.3	315.3
Gross Profit	62.8	63.3	47.2	83.2	72.0
Operating Income	12.1	9.6	-2.6	23.5	17.6
Profit Before Tax	10.7	17.4	1.7	17.5	24.9
Net Income	6.4	13.0	0.5	12.2	19.9
EPS (NTD)	0.26	0.53	0.02	0.49	0.72

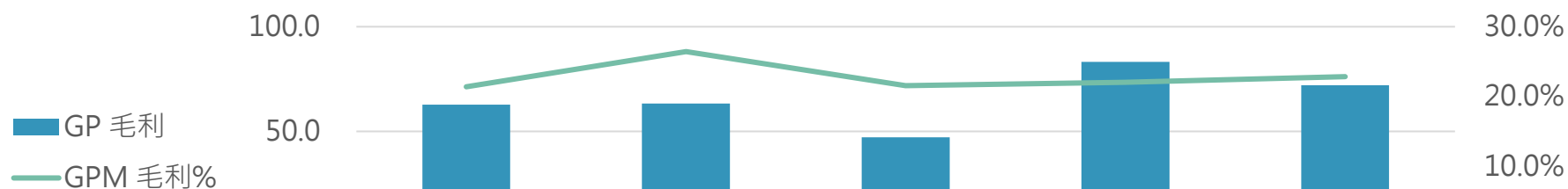
Financial Index					
Gross Margin	21.4%	26.4%	21.6%	22.0%	22.8%
Operating Profit Margin	4.1%	4.0%	-1.2%	6.2%	5.6%
Net Profit Margin	2.2%	5.4%	0.2%	3.2%	6.3%
Operating Expense Ratio	17.3%	22.4%	22.8%	15.8%	17.2%

Revenue and gross profit

NT\$millions



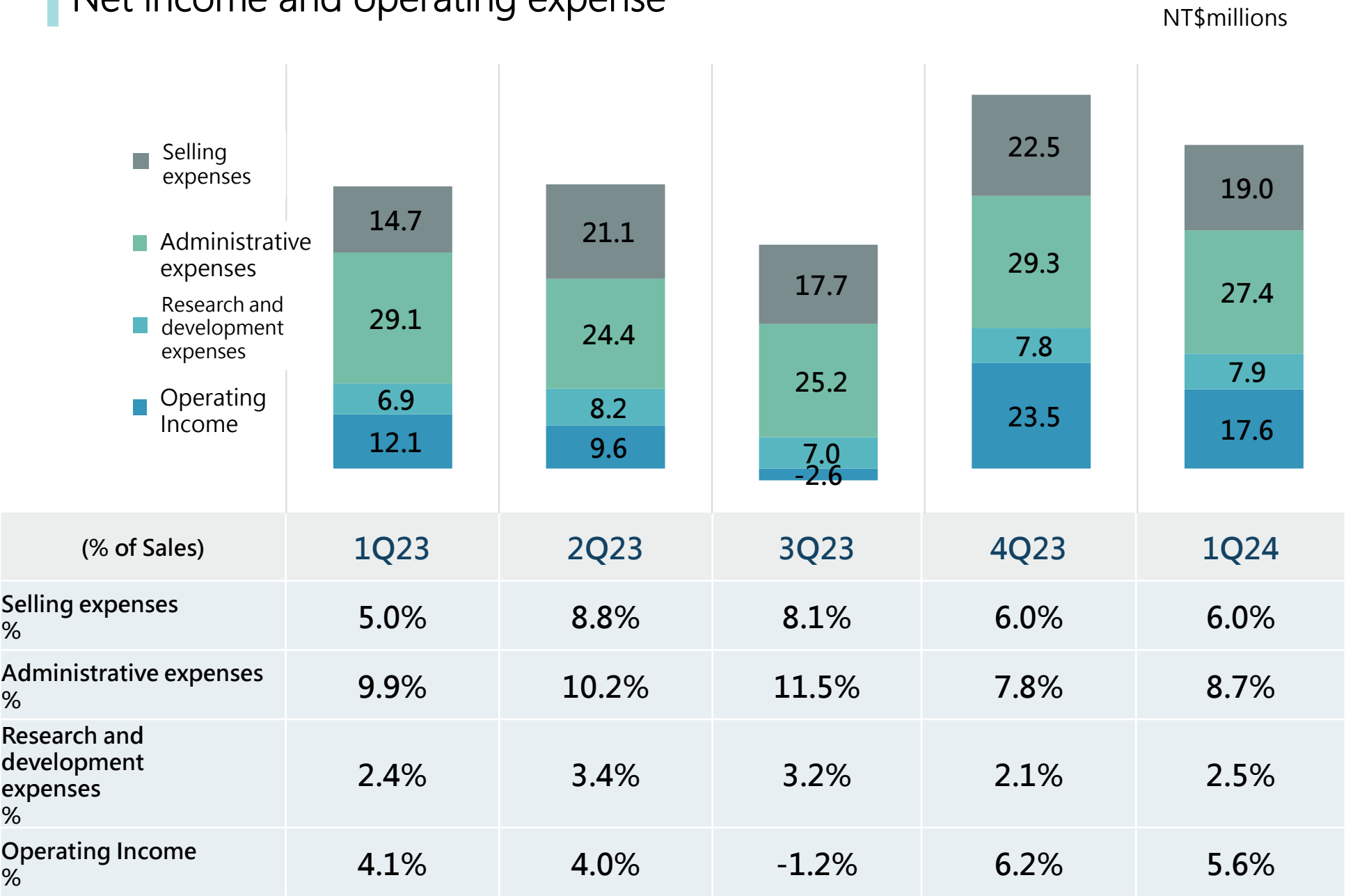
	1Q23	2Q23	3Q23	4Q23	1Q24
Sales 營收	293.2	239.4	218.9	377.3	315.3



(% of Sales)	1Q23	2Q23	3Q23	4Q23	1Q24
GP 毛利	62.8	63.3	47.2	83.2	72.0
GPM 毛利率	21.4%	26.4%	21.6%	22.0%	22.8%

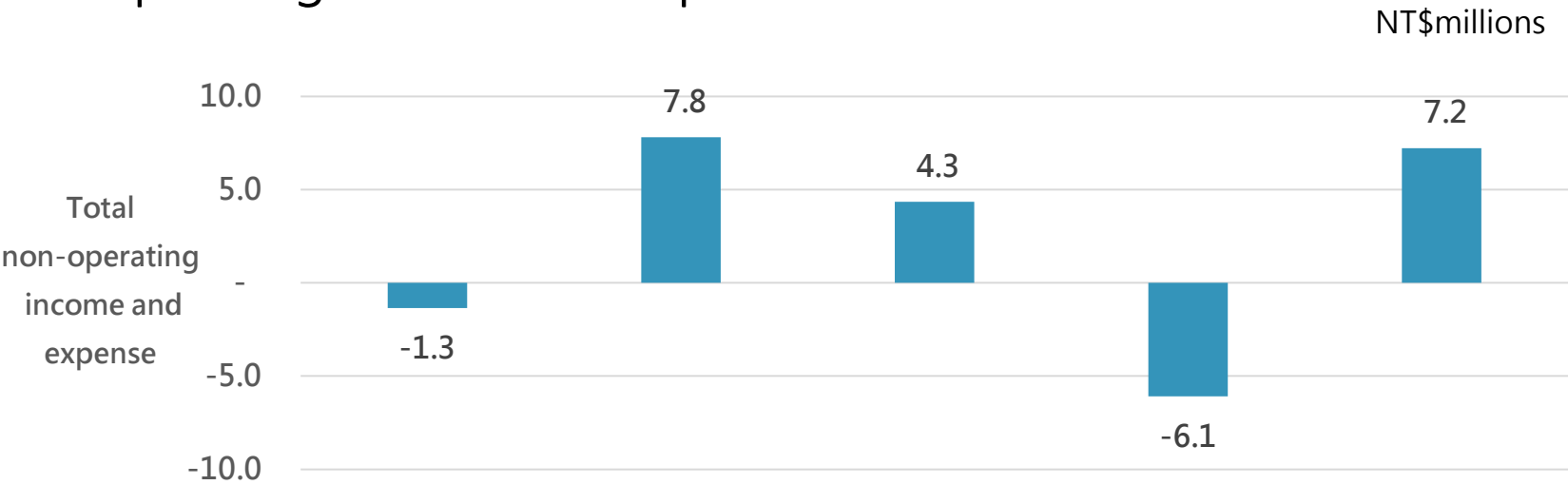
	Y/Y (年對年)	Q/Q (季對季)
Sales 營收	7.5%	-16.4%
GP 毛利	14.7%	-13.4%

Net income and operating expense



	Y/Y (年對年)	Q/Q (季對季)
Selling expenses	29%	-15%
Administrative expenses	-6%	-7%
Research and development expenses	15%	2%
Operating Income	46%	-25%

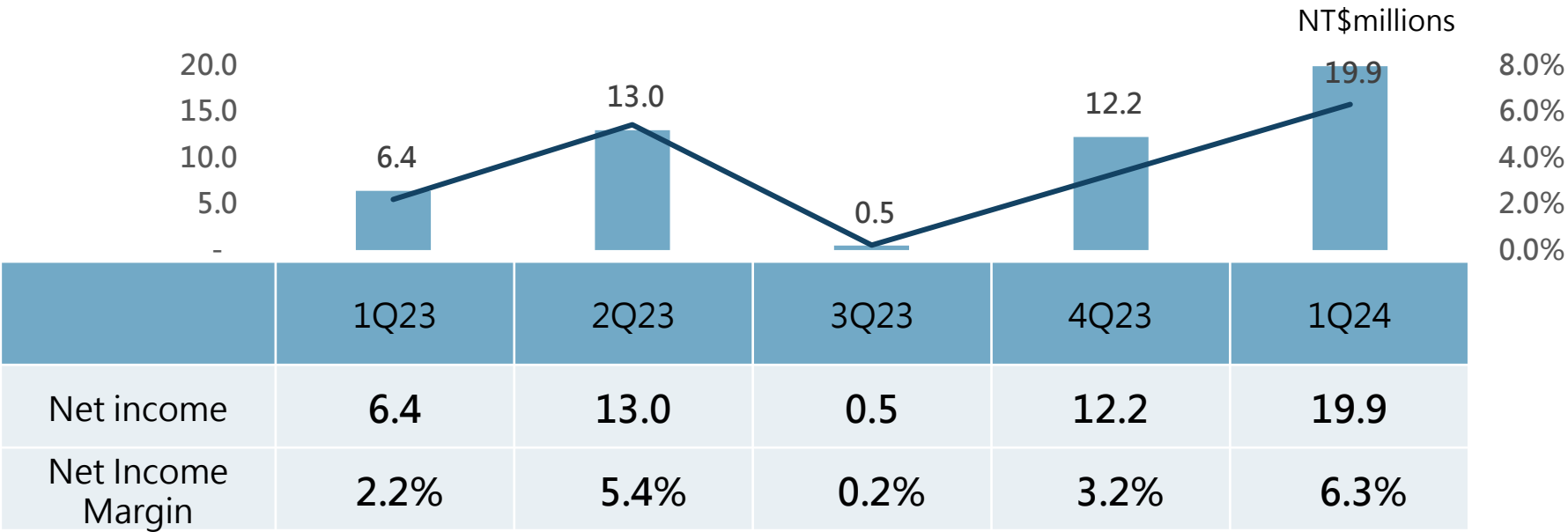
Non-operating income and expenses



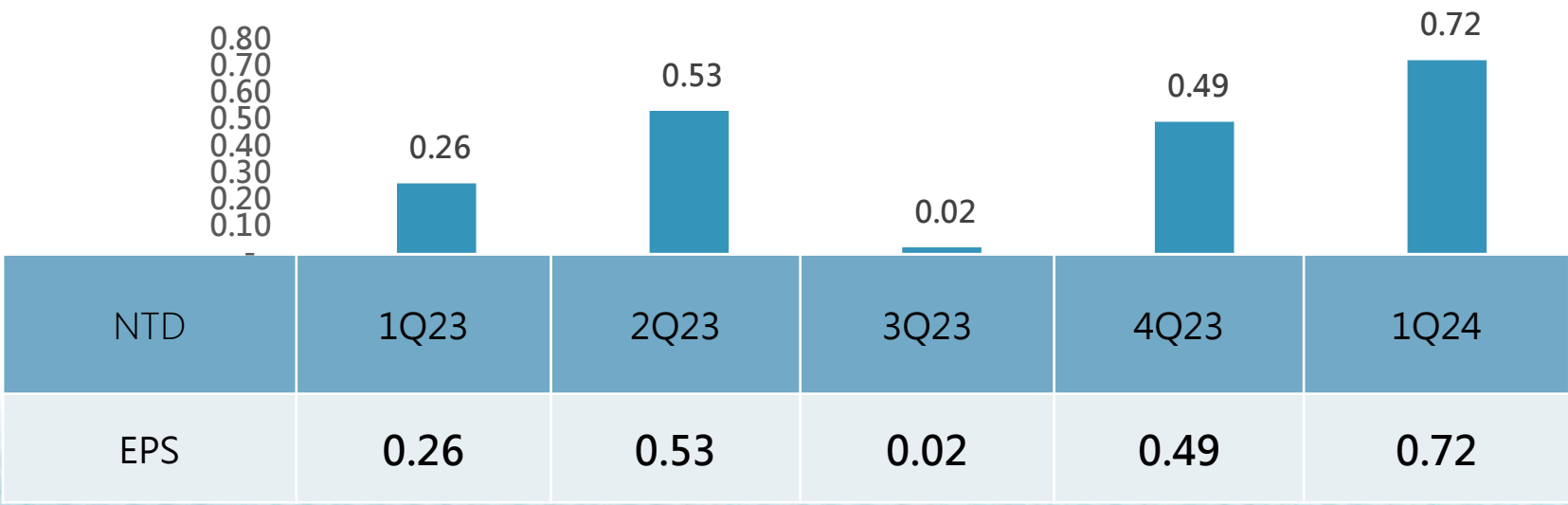
Item	1Q23	2Q23	3Q23	4Q23	1Q24
Other income	2.2	0.3	0.6	1.0	2.0
Other gains and losses	-2.6	7.0	3.4	-8.0	4.3
Finance costs	-0.9	-0.6	-0.2	-0.4	-0.4
Total non-operating income and expenses	-1.3	7.8	4.3	-6.1	7.2

	Y/Y (年對年)	Q/Q (季對季)
Other income	-7%	102%
Other gains and losses	-267%	-154%
Finance costs	-53%	8%
Total non-operating income and expenses	-637%	-219%

Net income and EPS

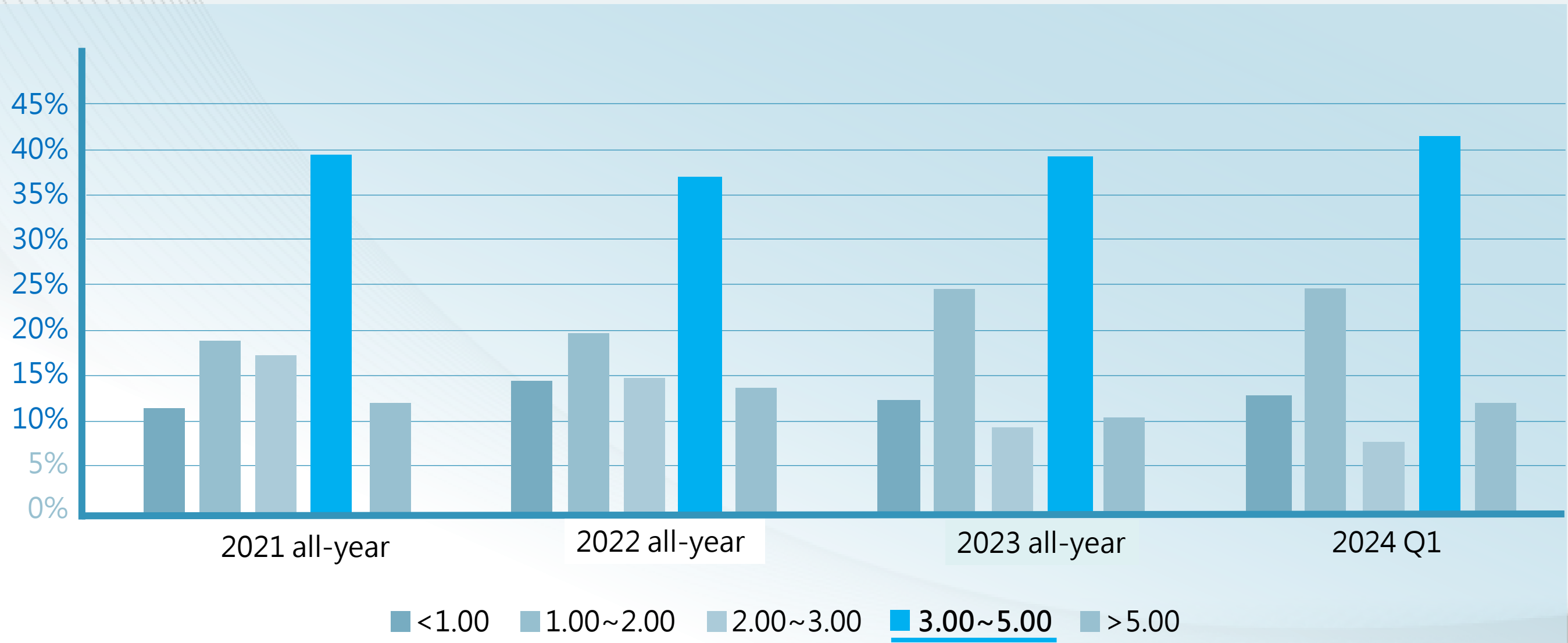


	Y/Y (年對年)	Q/Q (季對季)
Net income	210%	62%

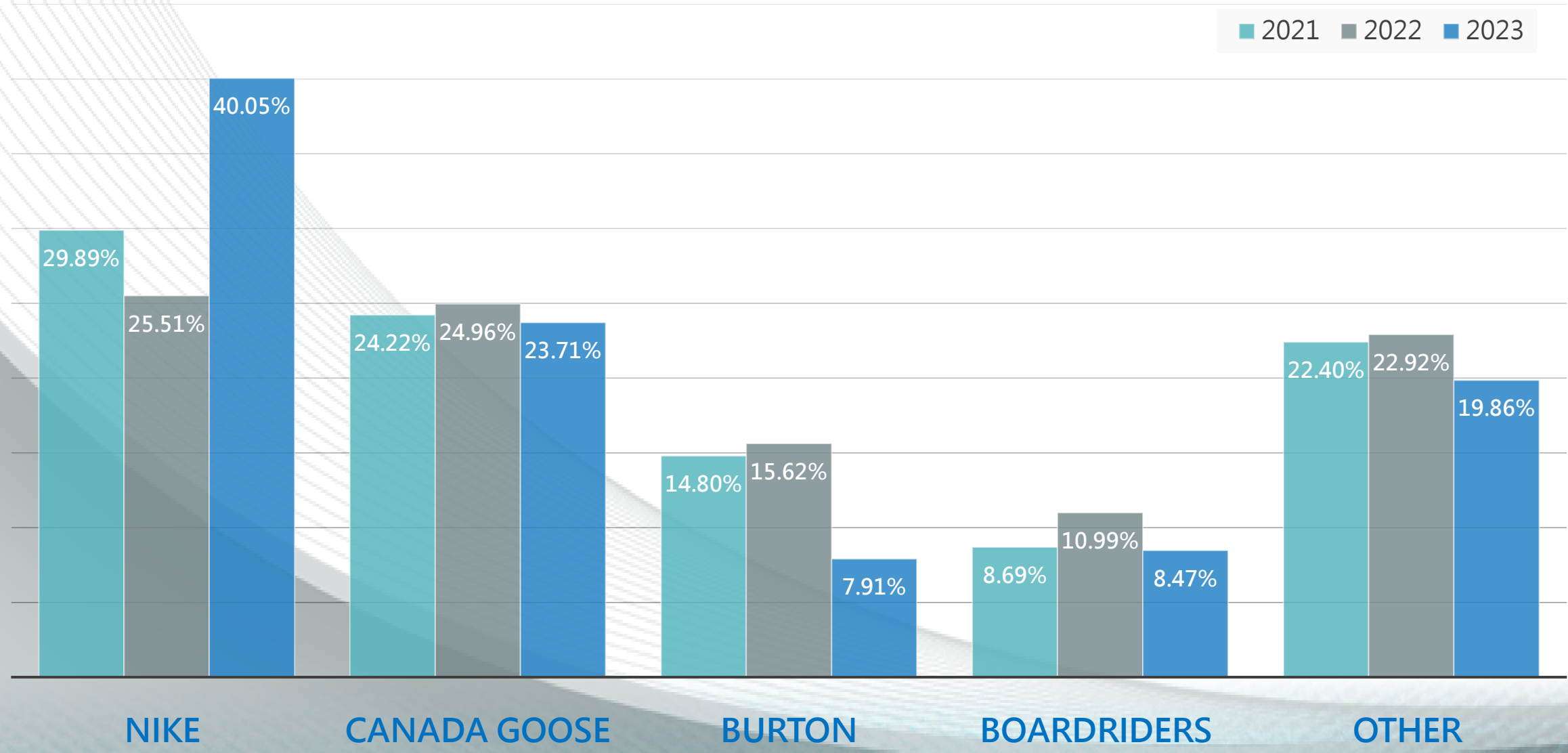


	Y/Y (年對年)	Q/Q (季對季)
EPS	177%	47%

Product price distribution



Brand customer ratio



Consolidated balance sheet and financial index

NT\$millions

Consolidated Balance Sheet				
In millions of NTD	2021	2022	2023	2024 Q1
Current Assets	538	630	645	597
Total Assets	718	814	810	759
Cash and Cash Equivalents	163	222	330	349
Notes Receivable and Accounts Receivable	229	242	151	97
Inventories	88	135	114	95
Fixed Assets	134	133	122	121
Total liabilities	303	367	294	214
Short-term & Long-term Debt, Current Portion of Long-term Loans Payable	28	36	39	16
Notes Payable and Accounts Payable	147	213	163	107
Total owners' Equity	415	447	516	546
Capital – Common Stock	240	245	275	275

Financial index				
Debt Ratio	42.19%	45.13%	36.27%	28.15%
Book Value Per Share	15.49	18.26	18.75	19.82
Days Sales Outstanding	44.73	74.49	64.22	36.49
Days Sales of Inventory	21.60	46.44	52.11	39.15
Days Payable Outstanding	46.98	74.80	78.57	50.54
Return On Equity(%)*	23.95	13.05	6.67	14.98

*Return On Equity: Profit attributable to Owners of the Company / Average Owner's Equity

Annual outlook for 2024

- After Brand customers' inventory liquidation last year, demand for sports brands has significantly increased in the first half of this year. Such demand is cautiously and optimistically expected to continue into the second half of the year and next year.
- Product development and design capabilities and brand customer management are J&B's core strengths. Despite experiencing a downturn last year, J&B continued to invest in new product development. This year, the total number of fabrics adopted by brand customers has continued to grow, showing benefits in the first quarter and accumulating future growth momentum.
- The pace of new brand customer development has not stopped. Last year, J&B successfully entered the supply chains of many brand customers. The revenue growth benefits are expected to manifest this year, driving future growth.
- The benefits of the Southeast Asian supply chain continue to materialize, with J&B's Vietnamese subsidiary turning profitable in the first quarter of this year.

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Future Development Plan

Future development plan

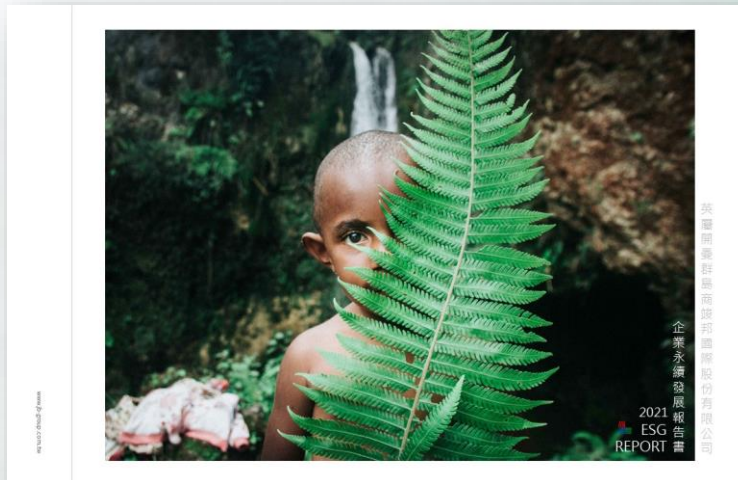
- 
- **New markets and new customers :**
Deepen workwear/military uniform/new brand customer base
 - **Increase investment in R&D :**
Environmentally friendly and sustainable material development and carbon reduction process planning; innovative material application and functional organizational structure design; research and development of composite functional products
 - **Supply chain vertical integration and mergers and acquisitions :**
Focus on the synergy of Southeast Asia industry resource integration and application
 - **Digital development :**
Through the integration and analysis of the digital product library and system big data, we can grasp customer product demand trends and improve product selection rates; prevent abnormalities in advance, improve production yield, and optimize service quality. Process automation and information centralization to improve human efficiency and operational efficiency
 - **ESG**

ESG



ESG Report

<https://www.jb-group.com.tw/esg-esgreport>

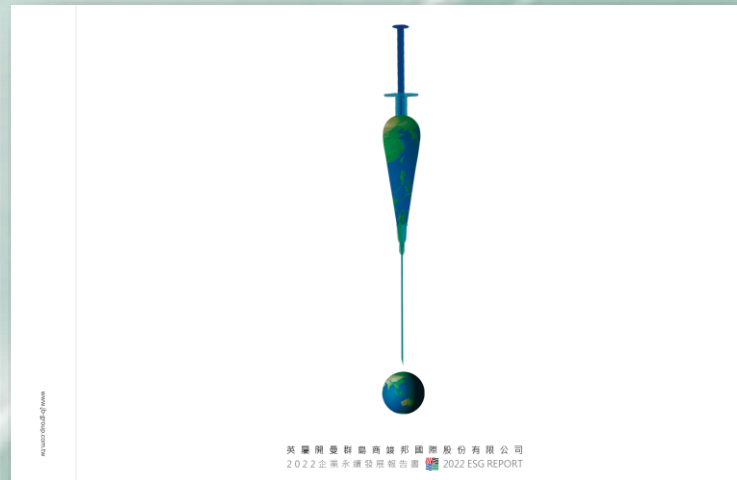


2021

Carbon emissions will decline to 60% in 2030.



Plans:



2022

- follow specification with guidance, ISO 14064, to complete greenhouse gas inventory



It will be announced on official website In June, 2024.

- Be dedicated to developing green products
- Using Sustainable energy

Thank you

Contact
window

CFO/Spokesperson
Chang , Chao-Min

Phone number : (02)8227-2008

LINE ID : 0282272008

Cellphone number : 0958-784-442

