

股票代號 44442

# 英屬開曼群島商竣邦國際股份有限公司

專精於機能性布料的設計開發

J&B International Inc.(Cayman)

Specializing in the design and development of functional fabrics.

Presenter: CEO Hsiao, Chih-Wei

# Disclaimer

This company's presentation and the related information simultaneously released contain historical information and management's forecasts regarding future business outlooks.

The future outlook in this presentation represents the company's view on the future as of now. The actual operational results that occur in the future may differ from these predictive statements due to various risks and uncertainties that the company cannot control.

The consolidated financial figures in this presentation have been audited or reviewed by an accountant. All information is for reference only; for detailed content, please refer to the relevant audit (review) report.

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- Financial Performance
- **(5) Market overview and Annual Outlook**



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
CEO	HSIAO,CHIH-WEI
Capital	NT 307,066 thousand dollars
Locations	Chung Ho Dist., New Taipei City, Taiwan \ Suzhou City, China \ Vietnam
Main products	Specializing in the design, development, and production of functional fabrics.

# **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

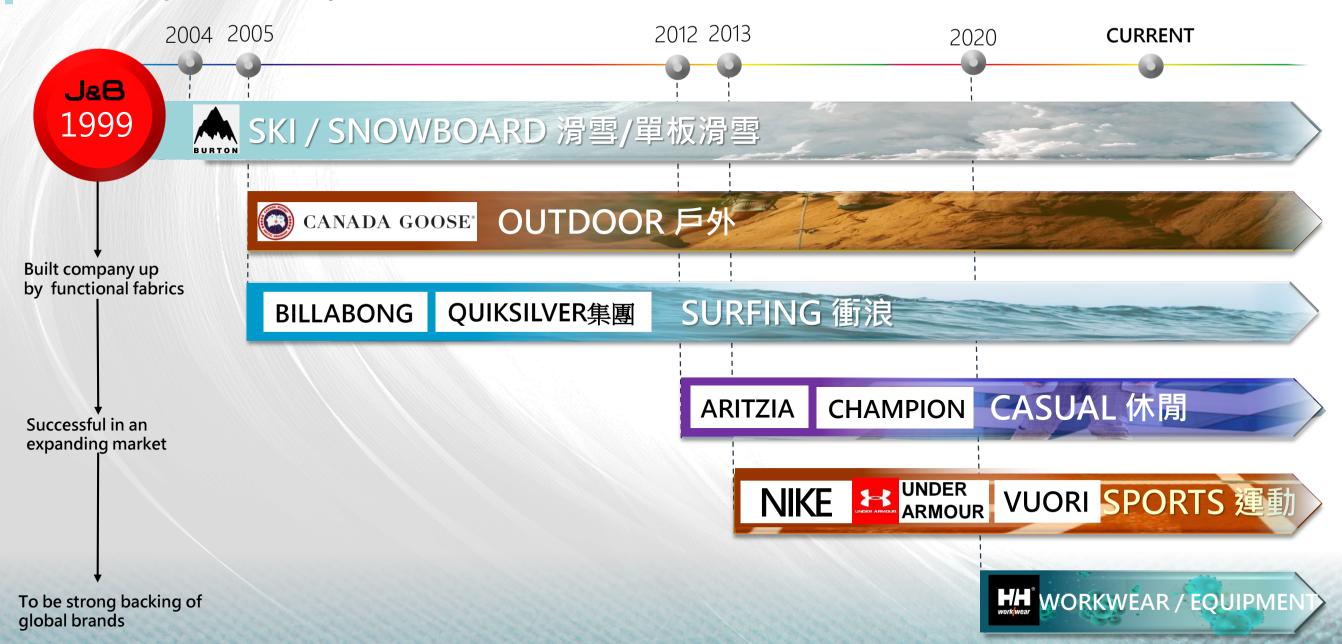
To support customers', employees', and suppliers' achievements.





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### The Development History of the Product Area



# Competitive Advantages

In an era defined by rapid change and the rise of highly individualized consumer preferences, J&B continues to lead the market and deliver steady growth. The key lies in our core competitive advantages:

**Sharp Insight into Brand** Trends and Customer Demands



R&D and Design



Supply Chain Management

Rapid Market Response with Optimal Solutions

# Service Excellence as a Competitive Edge



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



# Leading global sports brand -NIKE

### **Recent Developments**



- 1. The Company has achieved eight consecutive years of growth, focusing primarily on seasonal product categories.
- 2. Starting this year, we have expanded into product lines with larger order volumes and longer product life cycles.
- Nike has partnered with the globally popular brand SKIMS to launch a new line - NikeSKIMS.
- 4. While the Company previously focused on lifestyle and sportswear, the performance category continues to grow, including running, training, and other performance-driven segments.





# Global down jacket leader



# **Recent Developments**



returned to a normal ordering cycle this year.

2. A new premium label, Snow Goose by Canada Goose, has been added to the portfolio.





The largest ski brand in the world



BURTON Recent Developments

**50th Anniversary Project Orders** 



# Revenue contribution from new brands

Brand Customers	Brand Overview	Recent Developments
UNDER ARMOUR	Functional sportswear leader	The brand is undergoing a transformation, incorporating more fashion-forward elements going forward. J&B is expanding its collaboration with the brand as part of this strategic shift.
ALO YOGA	Global fashionable and trendy yoga brand	The brand continues to expand aggressively, and J&B maintains a stable partnership with the brand.
VUORI	Leading Men's Yoga Brand	The brand has launched its global store expansion plan, and J&B is its primary woven supplier.
CARHARTT	Century-old leading brand of workwear	The brand and J&B continue to enhance their development capabilities, with the partnership showing steady growth.
ITOCHU	Exclusive Distributor in Japan for a Leading Global Brand	J&B successfully entered the strategic supply chains of ITOCHU and UA Japan last year. With mass production now underway, our expansion into the Japanese market has advanced into a critical strategic phase.

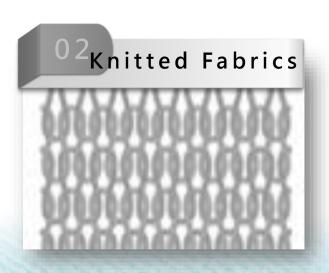


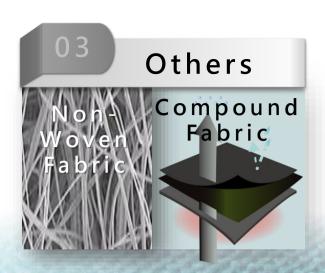
Product Introduction and Application

# Product category

Main product	2021	2022	2023	2024	2025 1-9
Woven Fabrics	76.70%	80.39%	85.35%	86.57%	87.12%
Knitted Fabrics	6.83%	11.91%	8.40%	4.76%	4.59%
Others	16.47%	7.70%	6.25%	8.76%	8.29%
Total	100%	100%	100%	100%	100%



























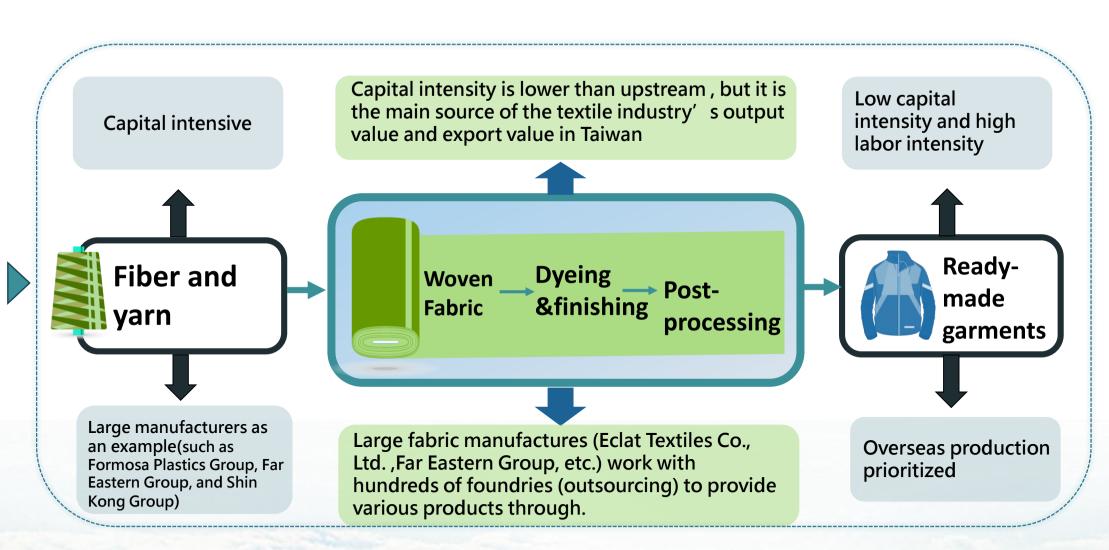


Core Competitive Advantages

# Industrial position

# **Functional** textile industry

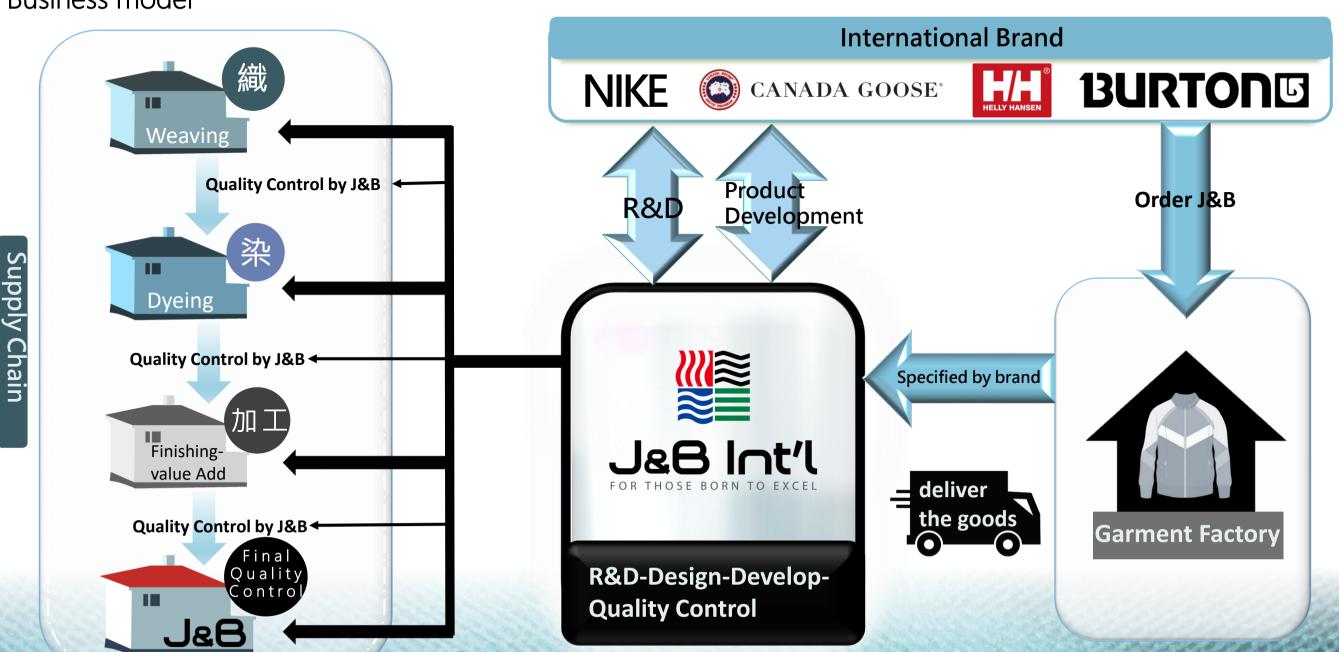
**Professional division of** labor between large manufacturers and foundries







### **Business model**





# Digital product solutions





- •Instant access to fabric information and quick sample comparisons.
- •Integration with 3D garment simulation to accelerate proposals and response times.
- Reduced sample shipping time, enhancing decision-making efficiency.

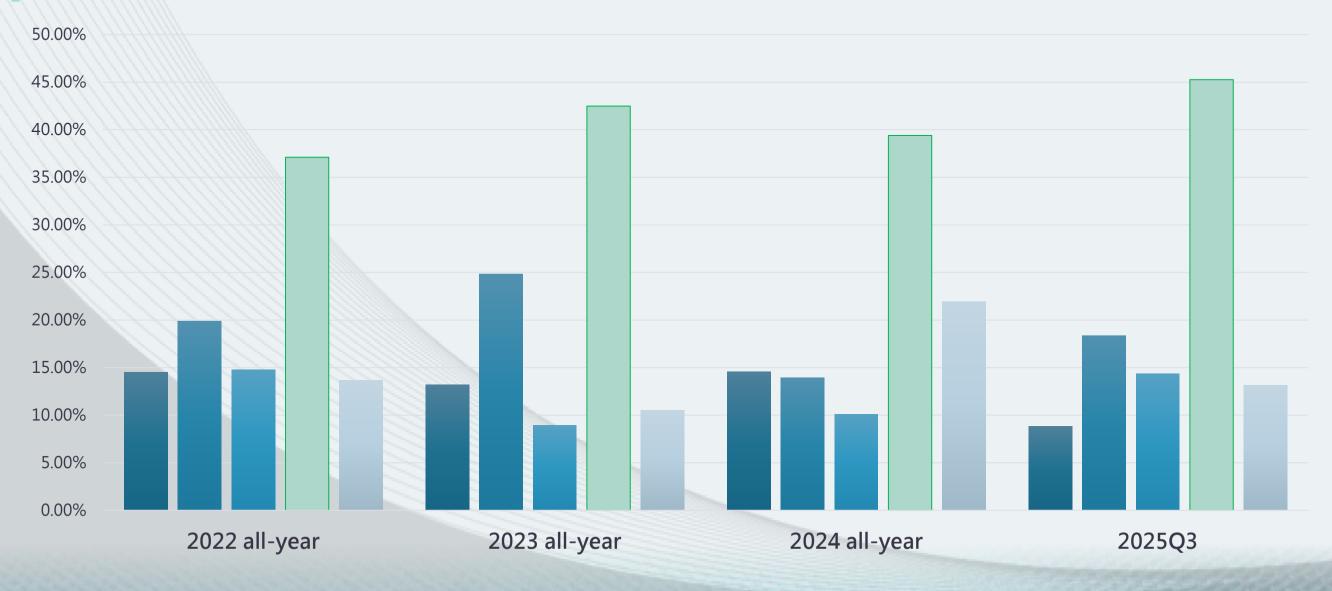
**Upgrading customer** experience with online fabric selection and 3D visualization.



Financial Performance

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# Product price distribution



2.00~3.00

□ 3.00~5.00

>5.00

1.00~2.00

■ <1.00

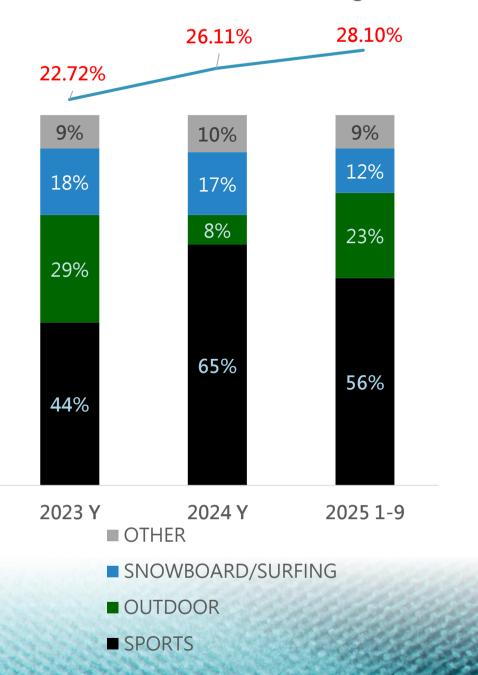


# **Application Areas**

### In Thousands of NTD

	2023Y	2024Y	2025 1-9
SPORTS	499,711	835,182	683,749
OUTDOOR	329,184	110,840	279,171
SNOWBOARD /SURFING	204,954	214,335	144,930
OTHER	94,918	128,504	113,381
Total	1,128,767	1,288,861	1,221,231

### Revenue Share/ Gross Margin





# Consolidated Income Statement of 2025 3Q

(In Thousands of NTD)	3Q2!	5	3Q24	4	YOY	,
Operating revenue	359,807	100%	257,002	100%	102,805	40%
Operating costs	254,808	71%	183,949	72%	70,859	39%
<b>Gross Profit</b>	104,999	29%	73,053	28%	31,946	44%
Operating expenses	68,395	19%	54,421	21%	13,974	26%
Operating income	36,604	10%	18,632	7%	17,972	96%
Non-operating income and expenses	3,533	1%	(1,464)	0%	4,997	341%
<b>Profit Before Tax</b>	40,137	11%	17,168	7%	22,969	134%
Income tax expense	10,781	3%	4,843	2%	5,938	123%
Net income	29,356	8%	12,325	5%	17,031	138%
EPS (NTD)	1.00		0.45		0.55	

# Consolidated Income Statement for the Third Three Quarters of 2025

(In Thousands of NTD)	1-3Q/2	5	1-3Q/2	24	YoY		2024	
Operating revenue	1,221,231	100%	876,409	100%	344,822	39%	1,288,863	100%
Operating costs	878,115	72%	648,520	74%	229,595	35%	952,380	74%
<b>Gross Profit</b>	343,116	28%	227,889	26%	115,227	51%	336,483	26%
Operating expenses	206,902	17%	169,638	19%	37,264	22%	244,248	19%
Operating income	136,214	11%	58,251	7%	77,963	134%	92,235	7%
Non-operating income and expenses	2,693	0%	14,225	1%	(11,532)	-81%	21,593	2%
<b>Profit Before Tax</b>	138,907	11%	72,476	8%	66,431	92%	113,828	9%
Income tax expense	26,025	2%	16,130	2%	9,895	61%	26,035	2%
Net income	112,882	9%	56,346	6%	56,536	100%	87,793	7%
EPS (NTD)	3.98		2.05		1.93		3.19	

# Consolidated income statement & financial index

	Consolidated Income Statement (Quarter)									
In millions of NTD	1Q24	2Q24	3Q24	4Q24	1Q25	2Q25	3Q25			
Operating Revenue	315.3	304.1	257.0	412.5	410.5	450.9	359.8			
Gross Profit	72.0	82.8	73.0	108.7	119.5	118.6	105.0			
Operating Income	17.6	22.0	18.6	34.0	46.4	53.2	36.6			
Profit Before Tax	24.9	30.4	17.2	41.4	53.2	45.6	40.1			
Net Income	19.9	24.1	12.3	31.5	44.2	39.3	29.4			
EPS (NTD)	0.72	0.88	0.45	1.14	1.59	1.41	1.00			

25/1-9
1,221.2
343.1
136.2
138.9
112.9
3.98

Financial Index									
Gross Margin	22.8%	27.2%	28.4%	26.3%	29.1%	26.3%	29.2%		
Operating Expense Ratio	17.2%	20.0%	21.2%	19.0%	17.8%	14.5%	19.0%		
Operating Profit Margin	5.6%	7.2%	7.2%	8.2%	11.3%	11.8%	10.2%		
Net Profit Margin	6.3%	7.9%	4.8%	7.6%	10.8%	8.7%	8.2%		

28.1%
16.9%
11.2%
9.2%



# Balance Sheet & Cash Flows

Balance Sheet						
(In Thousands of NTD)	3Q25		3 <b>Q</b> 24		YOY	
Cash and Cash Equivalents	574,716	49%	432,225	56%	142,491	33%
Notes Receivable and Accounts Receivable	170,779	14%	64,820	<b>9</b> %	105,959	163%
Inventories	72,388	6%	61,732	<b>8</b> %	10,656	17%
Property, plant and equipment	120,107	10%	123,553	16%	(3,446)	-3%
Total Assets	1,176,607	100%	776,079	100%	400,528	52%
Short-term debts & Long-term liabilities - current portion &Long-term loans	6,727	1%	2,504	1%	4,223	169%
Notes Payable and Accounts Payable	163,093	14%	119,247	15%	43,846	37%
Total liabilities	441,525	38%	214,599	28%	226,926	106%
Total owners' Equity	735,082	62%	561,480	72%	173,602	31%

Cash Flows changes (In Thousands of NTD)
Net cash inflow from operating
activities
Net cash inflow (outflow) from investing Activities
Net cash inflow (outflow) from
financing activities
Effect of foreign exchange translations
Net increase in cash and cash
equivalents

3Q25	3 <b>Q</b> 24
44,597	164,882
(131,150)	(8,694)
187,902	(62,348)
1,283	8,188
102,632	102,028
	THE REPORT OF THE PARTY OF THE

YOY
101
(120,285)
(122,456)
250,250
(6,905)
604

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# Consolidated balance sheet and financial index

Consolidated Balance Sheet						
In millions of NTD	2021	2022	2023	2024	2025/1-9	
Current Assets	538	630	645	756	897	
Total Assets	718	814	810	919	1,177	
Cash and Cash Equivalents	163	222	330	472	575	
Notes Receivable and Accounts Receivable	229	242	151	142	171	
Inventories	88	135	114	65	72	
Fixed Assets	134	133	122	121	120	
Total liabilities	303	367	294	321	442	
Short-term & Long-term Debt, Current Portion of Long-term Loans Payable	28	36	39	3	7	
Notes Payable and Accounts Payable	147	213	163	208	163	
Total owners' Equity	415	447	516	599	735	
Capital – Common Stock	240	245	275	277	305	

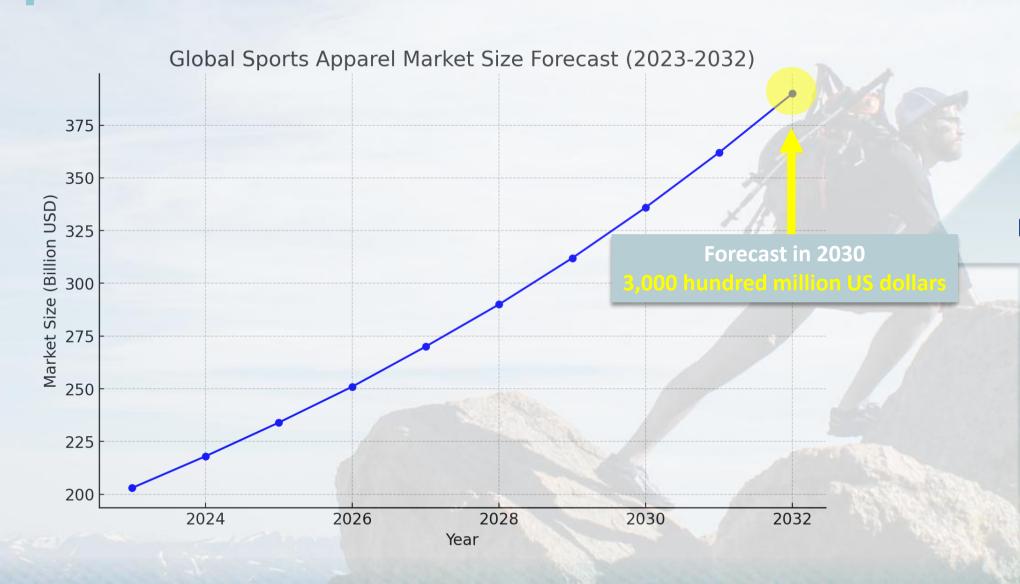
Financial index						
Debt Ratio	42.19%	45.13%	36.27%	34.88%	37.53%	
Book Value Per Share	15.49	18.26	18.75	21.65	24.11	
Days Sales Outstanding	44.73	74.49	64.22	42.43	35.79	
Days Sales of Inventory	21.60	46.44	52.11	34.28	26.64	
Days Payable Outstanding	46.98	74.80	78.57	70.99	57.82	
Return on Equity (%)*	23.95	13.05	6.67	15.75	22.57	

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

Market overview and **Operational** plan



# Market overview



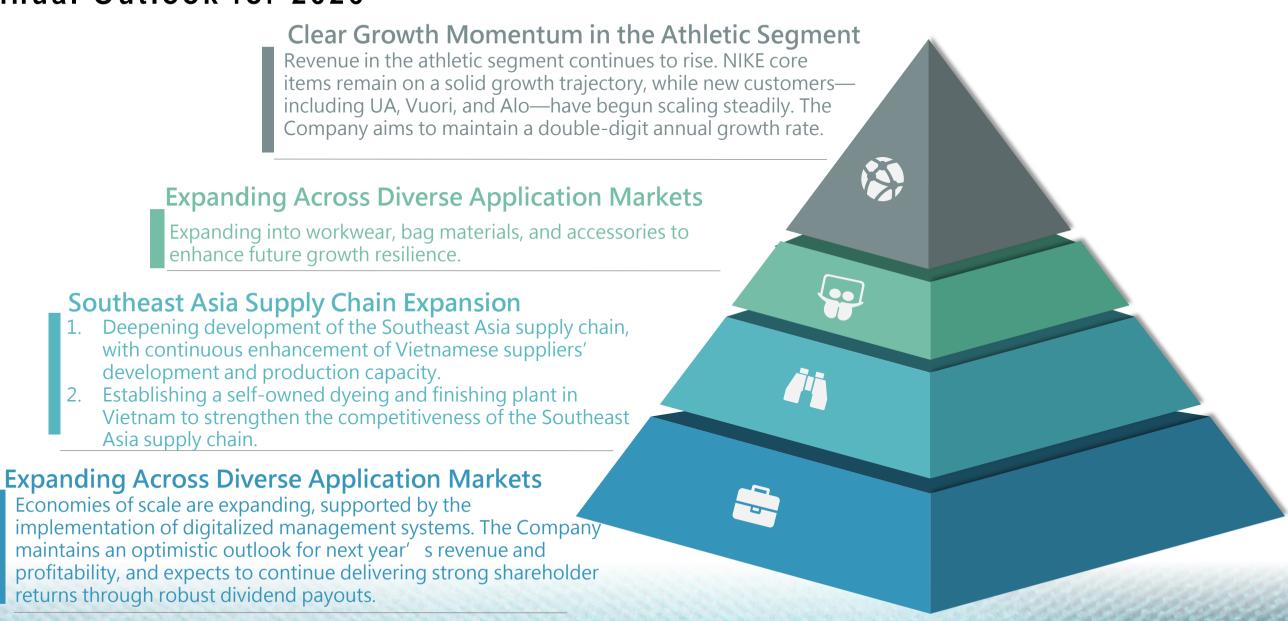
# The global sportswear market size:

From 2024 to 2030, the market's annual compound growth rate is expected to be approximately

6%~8%



### **Annual Outlook for 2026**



# Thank you

**Contact person** 

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