



Stock Code: 4442

英屬開曼群島商竣邦國際股份有限公司  
J&B International Inc.(Cayman)

# 法人說明會

## Investor Conference

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Presenter: CEO Hsiao, Chih-Wei    20260325



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01

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# About J&B

## Company Profile

J&B Date of foundation

**2021/7/27**

Operating entity operated from 1999,  
deeply cultivating the functional textile field.

Paid-in Capital

**NT\$ 317,147 thousand**

( As of Feb 28, 2026 )

## Business Philosophy

Continuous innovation and pursuit of excellence to create infinite possibilities; commitment to sustainable operation and co-prosperity with environment and society.

### Vision

To become the most influential textile enterprise in the world.

### Core Values

Self-reflection | Innovation | Team First | Accountability  
| Excellence | Integrity

## Bussiness strategy

Headquartered in Taiwan, J&B Group integrates the core functions of three major regions—Taiwan, China, and Vietnam—to build a complete global supply chain system.

### TAIWAN

- Global Brand Order Taking Center
- R&D and Design Center

### CHINA

- China Supply Chain Production Management Center
- Product Development Center

### VIETNAM

- Supply Chain Production Management Center
- Self-own production base
- Vietnam Local Sales Center

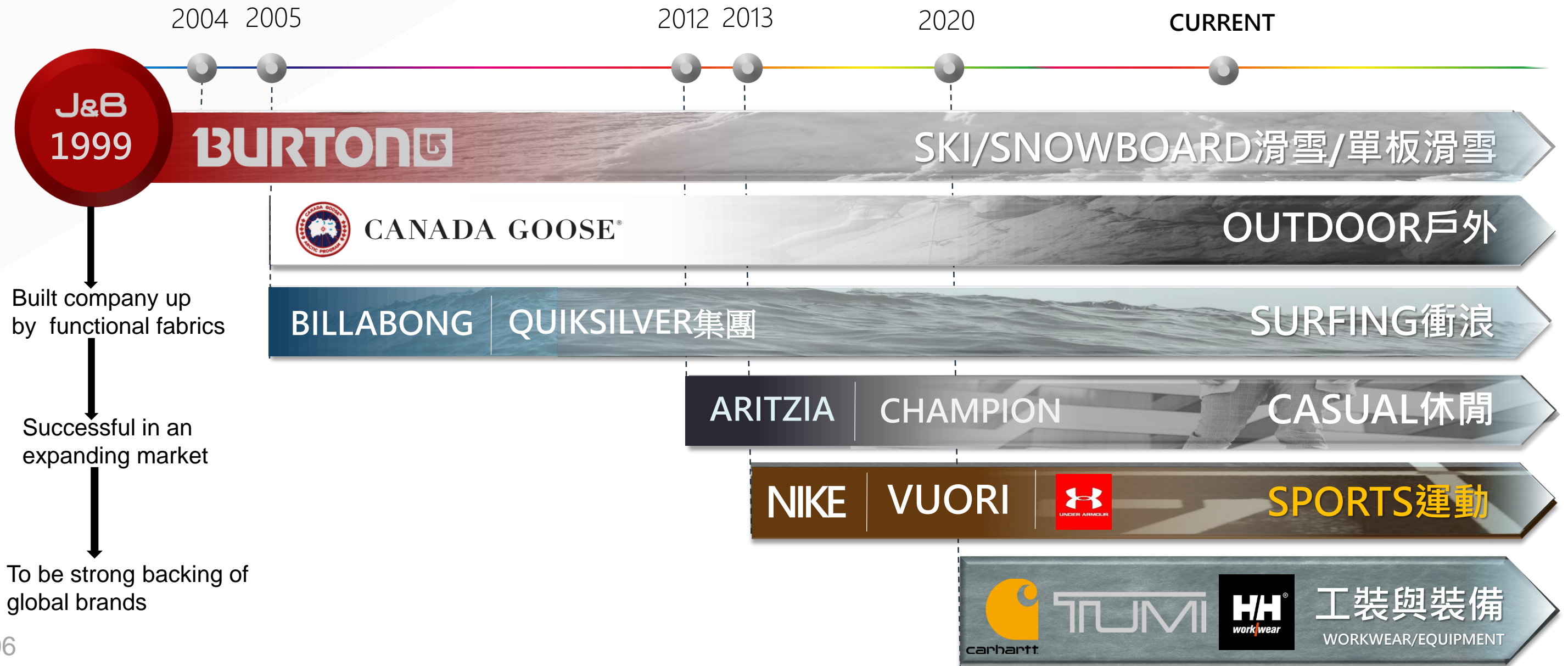
### Vietnam Weaving & Dyeing Factory

An integrated plant for weaving, dyeing, and finishing (printing, lamination, punching), expected to be completed in H1 2027.



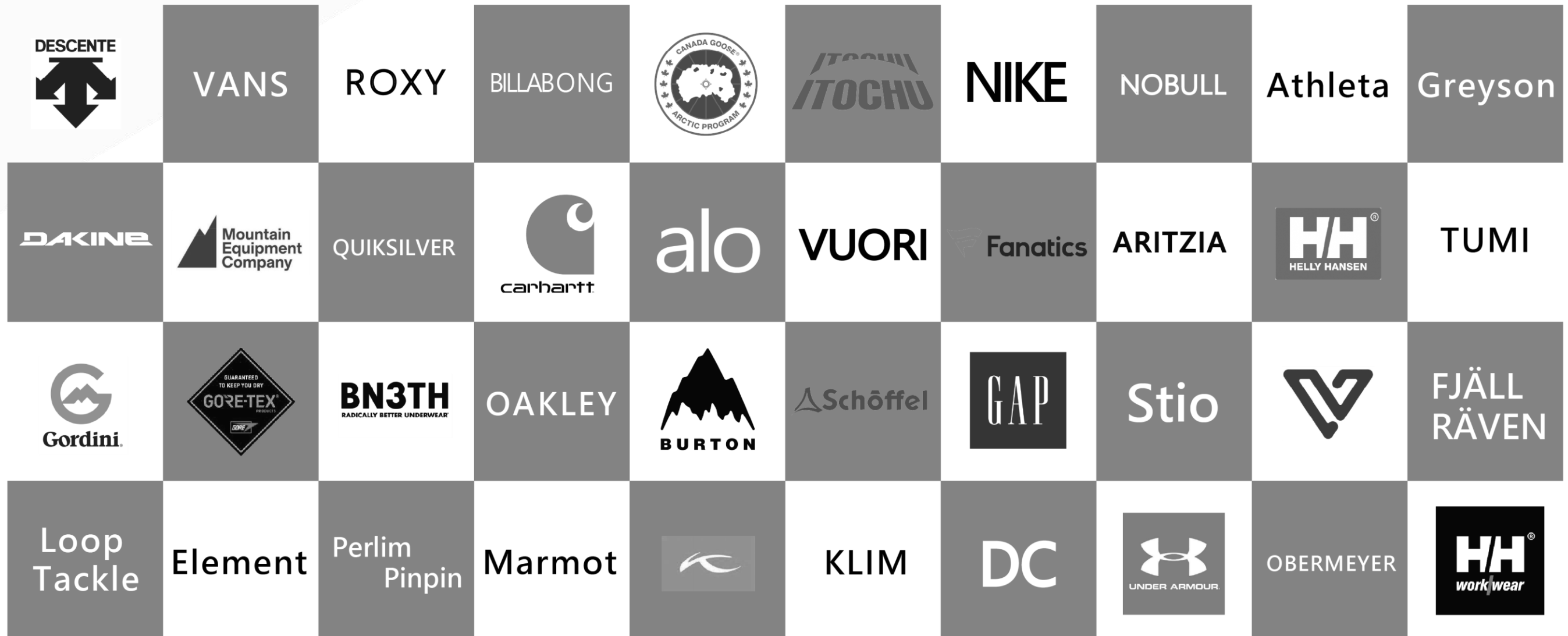
## The Development History of the Product Area

From functional fabrics in 1999, J&B has expanded into diverse fields for over 25 years.



# Customer resources

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



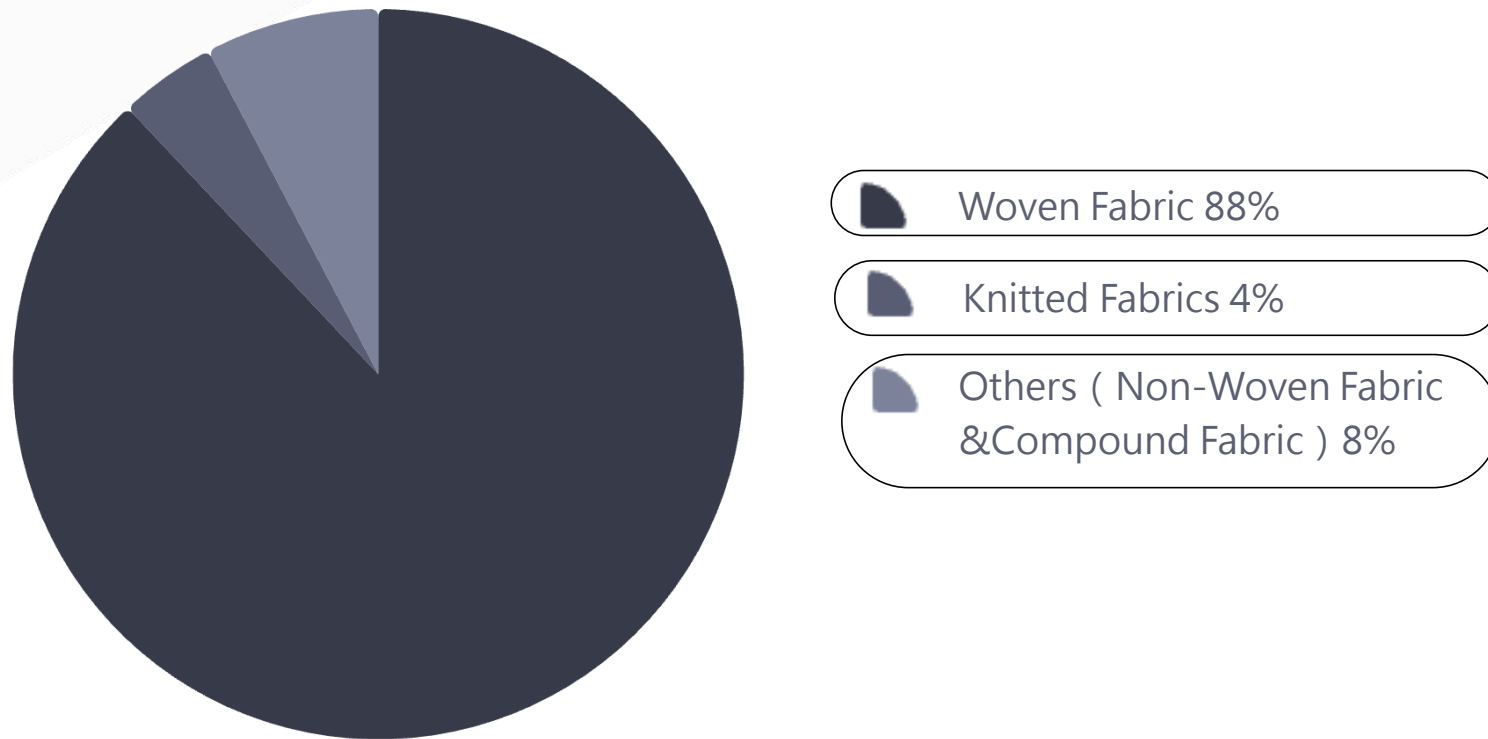
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# Product Introduction and Application

# 2025 Product Structure

Woven fabrics continue to expand their share, reaching 87.99% in 2025.



88%

Woven Fabrics

Core high-value functional products.

4%

Knitted Fabrics

Excellent elasticity, widely used in sports and yoga.

8%

Others

Non-woven and composite functional materials.

## Product Application Fields



### OUTDOOR

High-performance waterproof/breathable fabrics for extreme environments (hiking, mountaineering).



### YOGA

4-way stretch and soft touch for flexibility.



### SURFING

Chlorine-resistant, salt-resistant, and quick-dry for water sports.



### ATHLEISURE

Fashion meets function for daily and light sports.



### SPORTS

Lightweight, elastic, and quick-dry for competitive training.



### SNOWBOARD

Superior cold protection and waterproof safety.



### WORKWEAR

Durable, abrasion-resistant, and stain-resistant for urban outdoor trends.



### EQUIPMENT

High-strength materials for backpacks and tents.

03

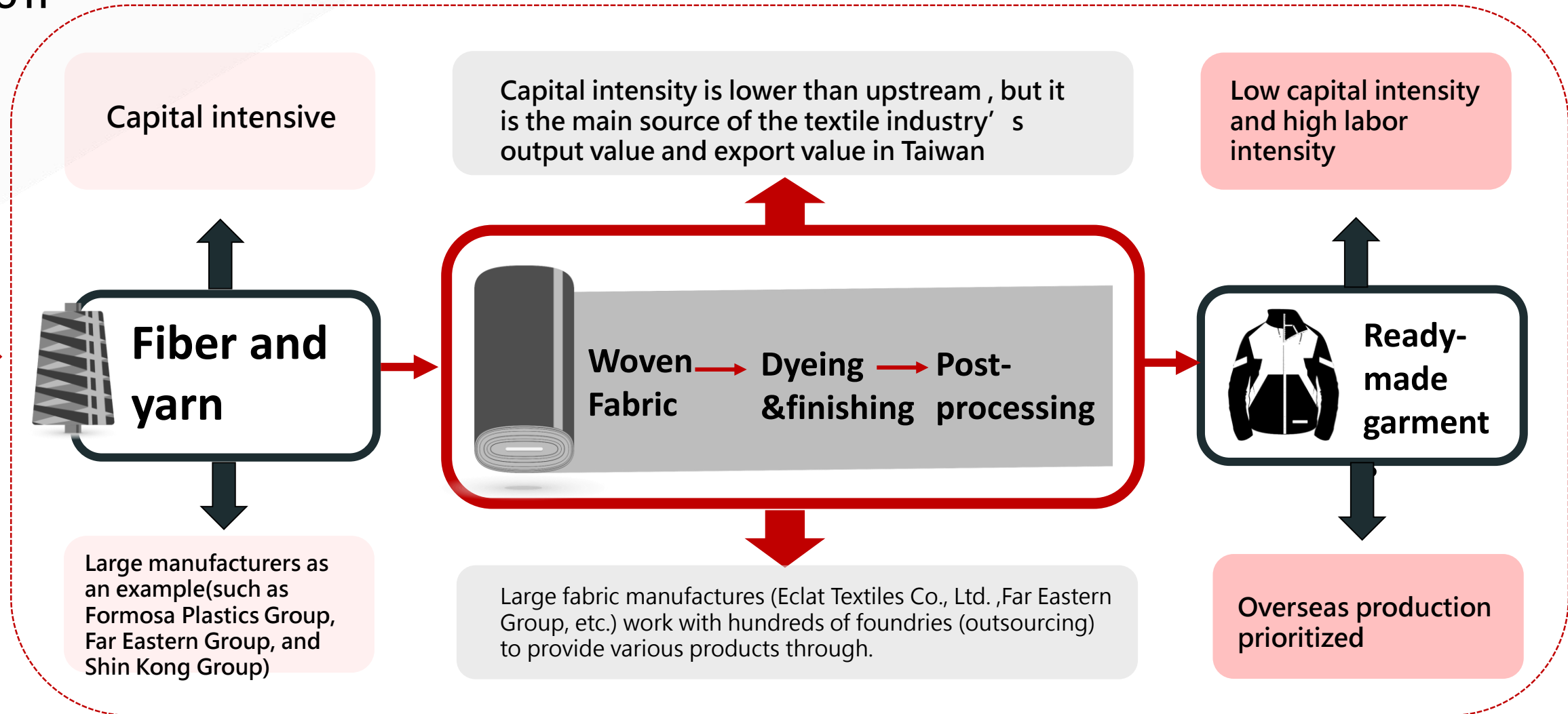
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# Core Competitive Advantages

## Industrial position

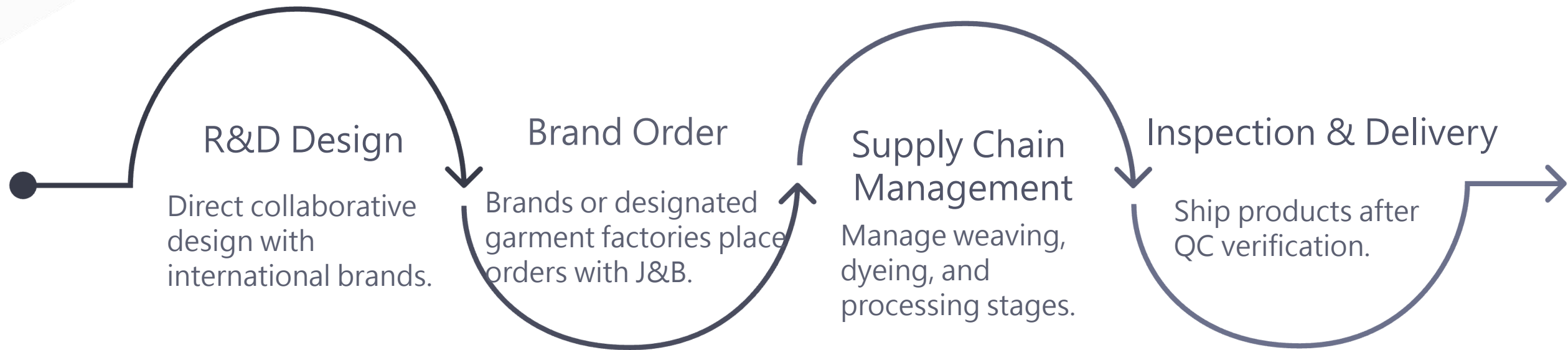
# Functional textile industry

Professional division of labor between large manufacturers and foundries



## Business model

J&B directly collaborates with international brands on product development and manages the supply chain, including weaving, dyeing, and processing, according to brand specifications to ensure that the final product meets high standards before delivery.



The core advantage of this business model lies in Junbang's direct and in-depth cooperation with international brands. Through product development, quality control and acceptance and supply chain management, it effectively enhances customer loyalty and forms a core position that is difficult to replace.

## J&B Industry Positioning and Competitive Advantages

In this rapidly changing era where extreme personal style is on the rise, J&B 's ability to continue leading the market and achieving steady growth lies in the deep integration of the following three core competitive advantages:

### Understanding Trends / Customer Needs

Deeply understand trends and brand needs for market-aligned R&D.

### R&D & Design

Continuous investment in high-function fabrics and technical innovation.

### Supply Chain Management

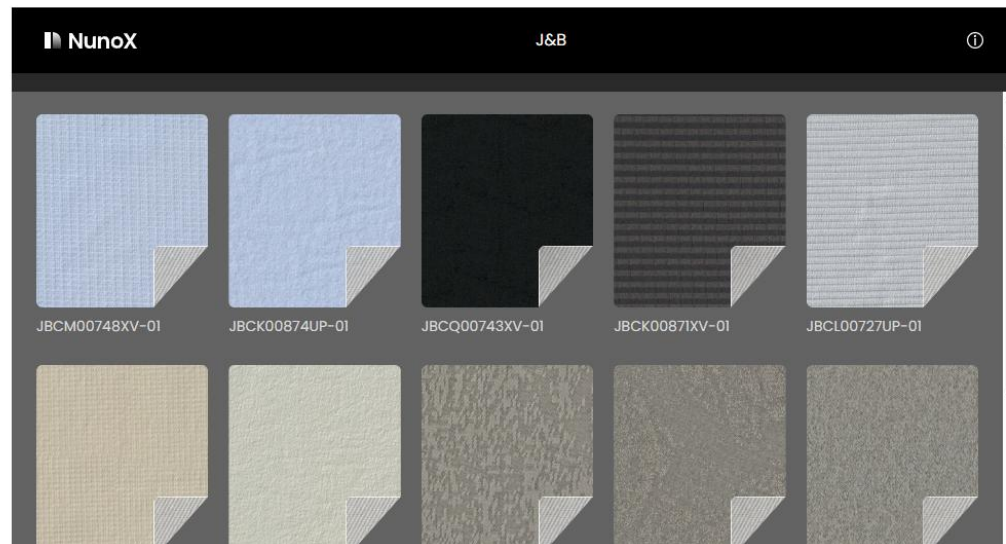
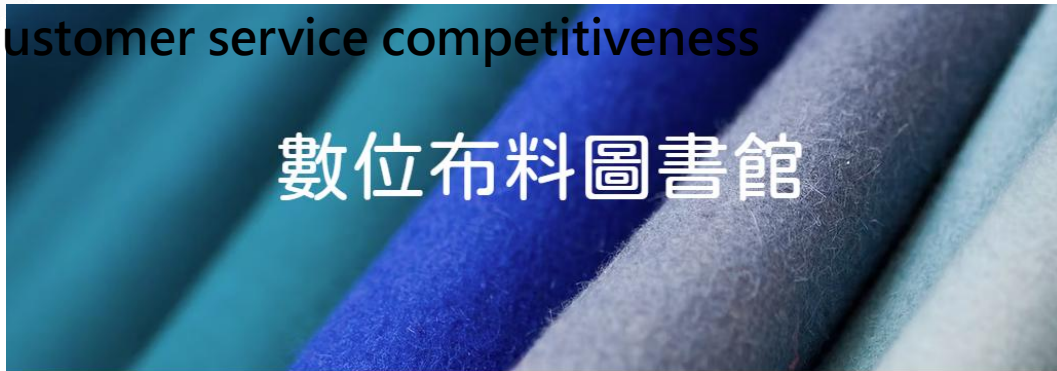
Flexible integration of China and Vietnam resources for rapid response.

**Excellent service capabilities** — Responding quickly to the market and providing the best solutions is the core value proposition of Junbang's long-term and in-depth cooperation with its customers.

## Digital product solutions

- Real-time fabric database and sample comparison.
- 3D simulated garment design to speed up proposals.
- Reduced shipping time for physical samples.
- Cloud-based selection platform to optimize client decision-making.

→ Improve product development efficiency and enhance customer service competitiveness



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# Financial Performance

## Operational Review

### Excellent sales performance in the sports and outdoor sector

- Sales in the sports sector continue to reach new highs
- Outdoor customers are returning to normal.

### Revenue and profit both hit record highs in 2025

- Revenue reached 1.671 billion, a year-on-year increase of 29.61%.
- EPS was NT\$ 5.23, a significant year-on-year increase of 63.95%.

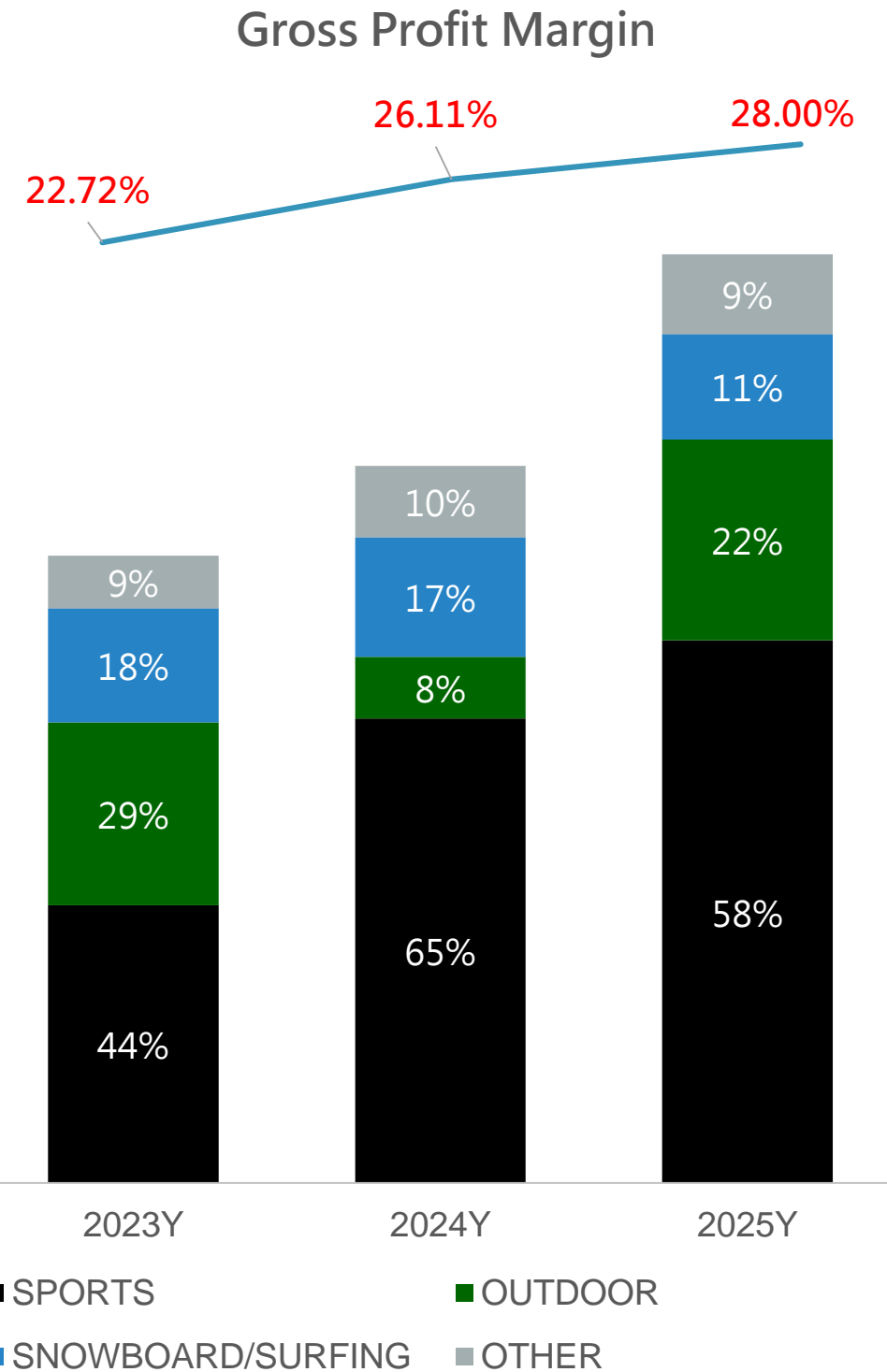
### Dividend Policy

- The proposed dividend of NT\$ 3.5 in 2025 is a record high.
- Dividend payout ratio exceeds 60% for three consecutive years

# Application Areas

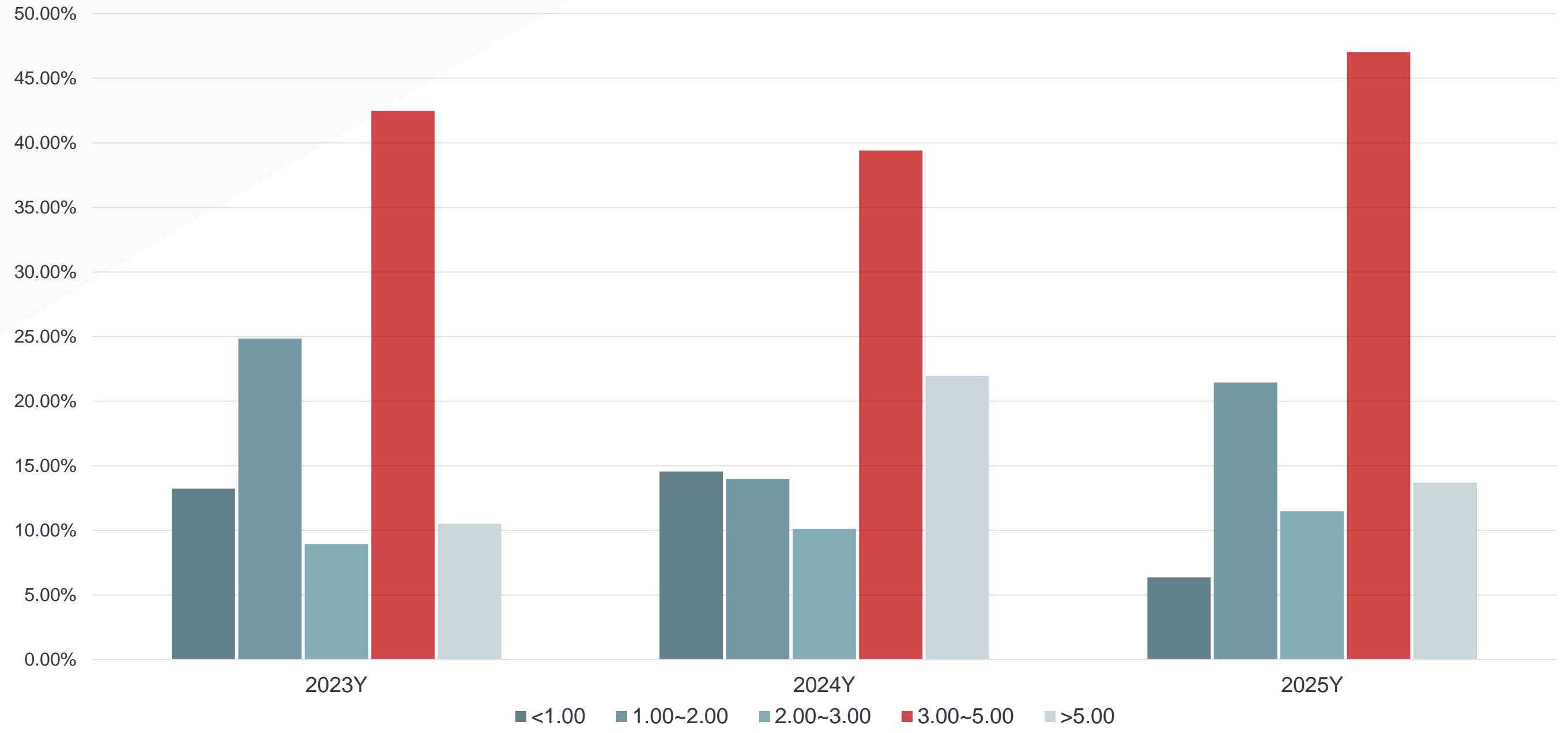
In Thousands of NTD

	2023Y	2024Y	2025Y
<b>SPORTS</b>	<b>499,711</b>	<b>835,667</b>	<b>976,216</b>
<b>OUTDOOR</b>	<b>329,184</b>	<b>110,846</b>	<b>361,001</b>
<b>SNOWBOARD /SURFING</b>	<b>204,954</b>	<b>214,765</b>	<b>189,772</b>
<b>OTHER</b>	<b>94,918</b>	<b>127,585</b>	<b>143,542</b>
<b>Total</b>	<b>1,128,767</b>	<b>1,288,863</b>	<b>1,670,531</b>



# Product price distribution

USD



## Consolidated Income Statement of 2025

(In Thousands of NTD)	2025		2024		2023	
<b>Operating revenue</b>	1,670,531	100%	1,288,863	100%	1,128,770	100%
Operating costs	1,202,815	72%	952,380	74%	872,296	77%
<b>Gross Profit</b>	467,716	28% ↑	336,483	26%	256,474	23%
Operating expenses	282,604	17%	244,248	19%	213,931	19%
<b>Operating income</b>	185,112	11% ↑	92,235	7%	42,543	4%
Non-operating income and expenses	4,003	0%	21,593	2%	4,715	0%
<b>Profit Before Tax</b>	189,115	11%	113,828	9%	47,258	4%
Income tax expense	37,463	2%	26,035	2%	15,167	1%
<b>Net income</b>	151,652	9% ↑	87,793	7%	32,091	3%
<b>EPS (NTD)</b>	5.23		3.19		1.30	
<b>Paid-in capital</b>	314,142		276,568		275,289	

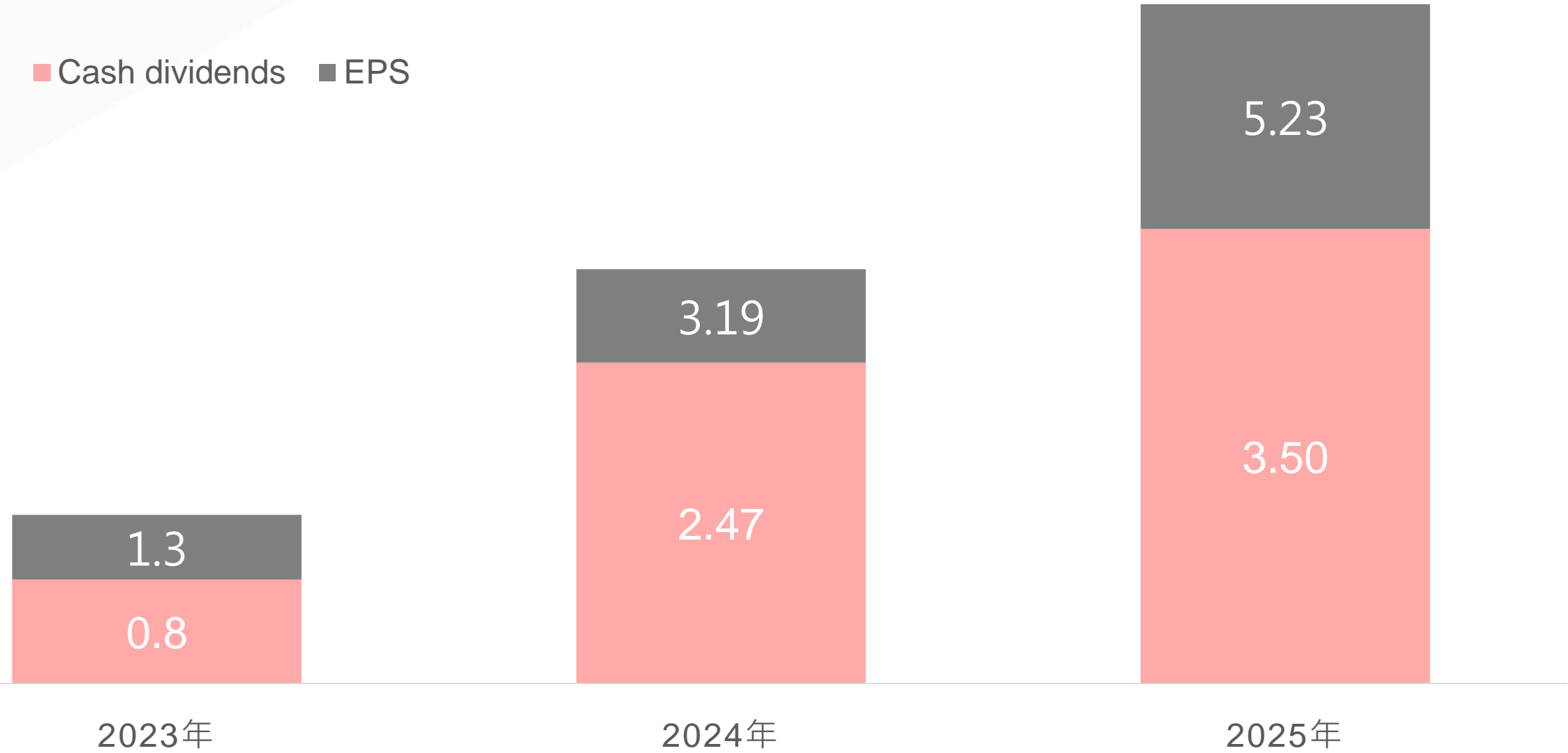
## Consolidated balance sheet and financial index

Consolidated Balance Sheet			
In millions of NTD	2023	2024	2025
Current Assets	645	756	1,032
Total Assets	810	919	1,313
Cash and Cash Equivalents	330	472	671
Notes Receivable and Accounts Receivable	151	142	207
Inventories	114	65	93
Fixed Assets	122	121	116
Total Liabilities	294	321	474
Loan	39	3	0
Notes Payable and Accounts Payable	163	208	217
Total owners' Equity	516	599	839
Capital – Common Stock	275	277	314

Financial index			
Debt Ratio	36.27%	34.88%	36.13%
Book Value Per Share	18.75	21.65	26.69
Days Sales Outstanding	64.22	42.43	38.95
Days Sales of Inventory	52.11	34.28	23.96
Days Payable Outstanding	78.57	70.99	64.44
Return on Equity(%)*	6.67	15.75	21.10

## Dividend policies in the past three years

■ Cash dividends ■ EPS



Annual Payout Ratio : 62%

77%

67%

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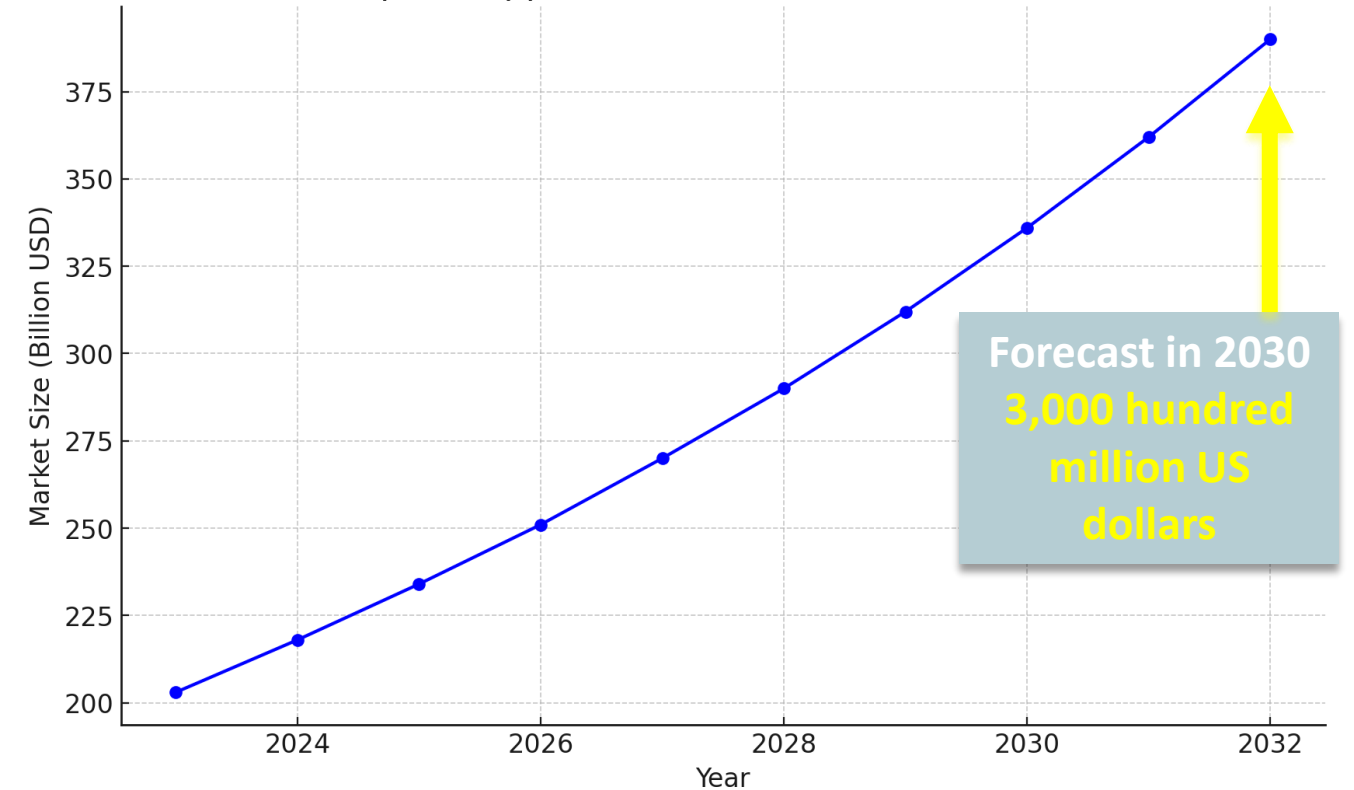
# Market overview and Annual Outlook

## Market Overview

Stable Expansion of Global Sportswear Demand with Strong Growth Momentum.

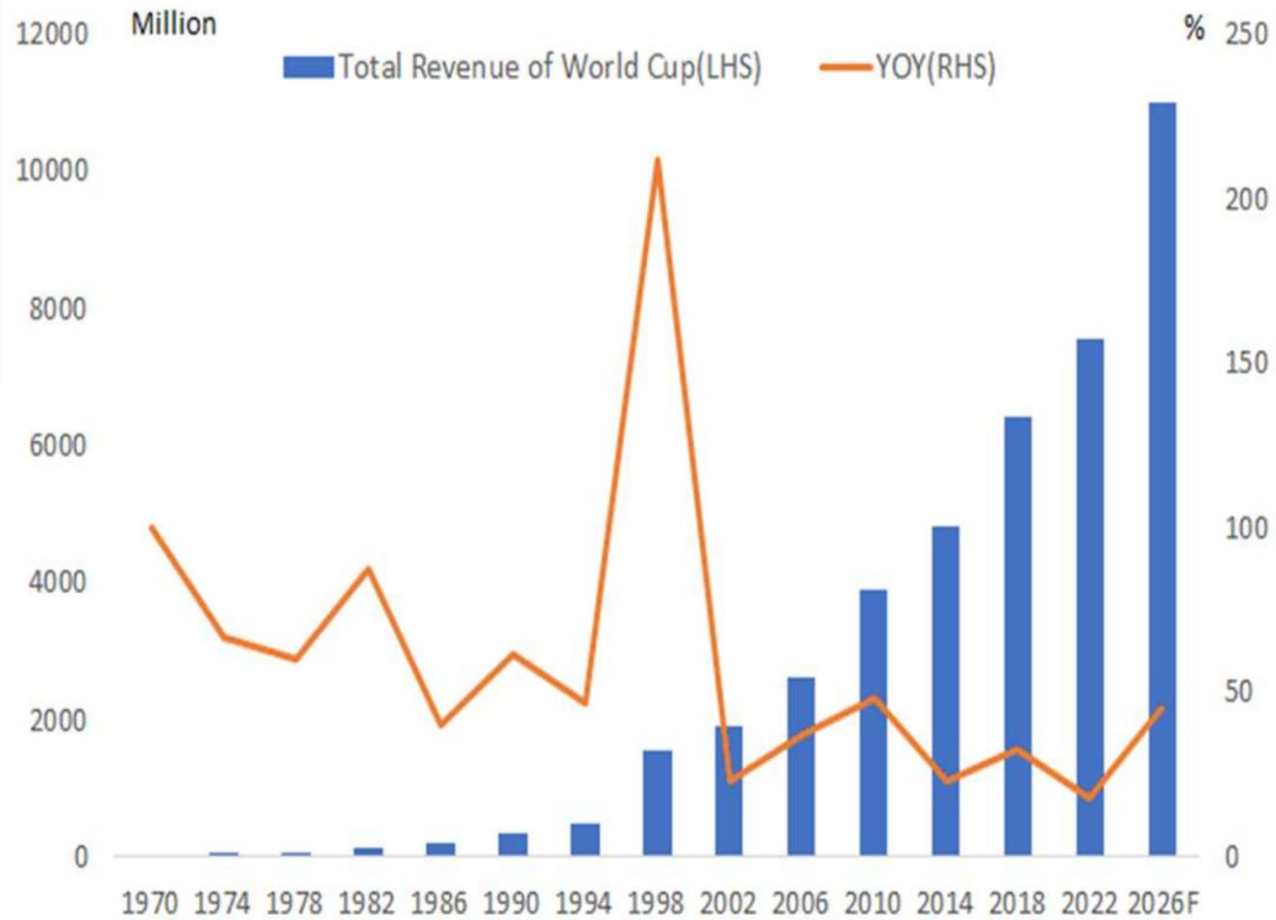
- Global Sportswear Market Projected CAGR: 6%–8% (2024–2030)
- The athleisure trend continues to expand, with functional apparel increasingly permeating everyday life.
- Major International Sporting Events Driving Demand

Global Sports Apparel Market Size Forecast (2023-2032)



## Market Overview – Opportunities in Sports Events

世足賽商機規模逐年成長



Year	Host Country	Total Teams	Total Matches	Spectators (Thousand)	Audience Size (Million)	Total Revenue of World Cup (Million USD)
1978	Argentina	16	38	1545	600	80
1982	Spain	24	52	2110	750	150
1990	Italy	24	52	2516	1030	340
1994	USA	24	52	3588	2100	500
1998	France	32	64	2785	2700	1560
2022	Qatar	32	64	3404	5000	7568
2026F	USA, Canada and Mexico	48	104	5500	8000	11000

- 1994年美國第一次舉辦世足賽，現場觀賽人數增加42.6%至358.8萬人，創歷史新高，後來各屆賽事都沒有突破這數字。電視人口倍增至21億人，增加103.9%
- 過去兩次擴大參賽隊伍，1982年現場觀賽人口增加36.6%，電視人口增加25%。
- 1998年現場觀賽人口總數減少22.4%，電視人口則增加37.1%
- **2026年美加墨世足賽，參賽隊伍擴大至48支，比賽總場次增至104場，商機顯著擴大**

Source: FIFA

## Global Supply Chain Trends

### Consolidation of Brand Suppliers

- Brands Streamlining Supplier Bases
- Orders Concentrating on Core Suppliers with Scale and R&D Capabilities

### Diversification of Production Bases

Production capacity is shifting from China to Southeast Asia, mitigating geopolitical and tariff risks.

Nike Supply Chain Case: Share of major suppliers increased from 34% in 2014 to 54% in 2025 → Core suppliers demonstrate a 'winner-takes-all' trend. 參考來源：元大投顧

**With its dual strengths of core supplier status and diversified regional supply, J&B stands to benefit significantly from supply chain restructuring, further enhanced by order transfer effects.**

**Upgrading J&B's product portfolio and deepening brand collaborations are fueling sustainable growth momentum.**

## Product Strategy

### Expanding market penetration

Expanding from the existing high-end functional fabric market into mid-range and upper mid-range mass production product lines, J&B is broadening its customer base and market share, driving overall growth in fabric shipments.

### Global sporting events provide additional order momentum

The 2026 FIFA World Cup and the 2028 Los Angeles Olympics will significantly boost demand for sportswear, offering the company clear mid-term growth drivers.

## Brand Partnerships

### New customer orders ramping up, driving operational growth.

Partnerships with NikeSKIMS and ITOCHU strengthen ties; rising orders from Q1 drive operations, with potential for gradual volume growth, underscoring long-term supply chain collaboration and a solid business base.

### Diversified order-taking strategy to broaden revenue sources.

Actively developing in bag materials and the sports sector, J&B has added brand collaborations with Tumi and NO BULL, expanding diversified business sources.

Technology upgrades × capacity deployment enhance order-taking capability and value creation.

## Brand Clients' Sustainability Initiatives

### **Textile-to-Textile (T2T) recycling technology:**

Advancing applications of regenerated fabrics from waste textiles, strengthening competitiveness in circular economy products and enhancing differentiation.

### **Sustainable high-performance fabrics**

Full product line adopts fluorine-free water repellency, aligning with ESG trends and increasing product value.

### **Expanded functional applications**

Waterproof and breathable products introduced across more brands and categories, boosting customer procurement penetration and order scale.


## Establishment of Vietnam Plant II (Weaving & Dyeing Facility)

### ◆ **Strategic layout reinforcement**

Addressing global tariff policies and geopolitical risks by strengthening Vietnam's role in the global textile supply chain.

### ◆ **Enhanced regional capacity, improved order capability**

Establish weaving and dyeing capacity, strengthen Vietnam's textile industry value chain, and enhance overall supply chain resilience and order fulfillment capability.



# Thank you

Contact person

**CFO/Spokesperson**  
**Chang , Chao-Min**

Phone number: (02)8227-2008Ext.209

[IR@Jb-group.com.tw](mailto:IR@Jb-group.com.tw)