

HAKERS ENTERPRISE CO., LTD

Online Investor Conference

2022/09/30





Reminders before the meeting

1. This voice online investor conference meeting is through Google Meet.
2. The meeting will start at 17:00, September 30.
3. Participants may raise your questions during Q&A time.
4. Please identify your company or name before asking questions.
5. After the meeting, briefing files and audio-visual files of the meeting would be available at our website and the Market Observation Post System website.



Safe Harbor Notice

No financial forecasting is released by HAKERS. The presentation and discussion contain certain forward-looking statements with respect to the results of operation, financial condition and current expectation.

The forward-looking statements are subject to known and unknown risks, uncertainties and other factors.

Except as required by law, our release of financial forecasts and forward-looking statements at any particular time does not create any duties of disclosure, and we expressly disclaim any obligations to publicly update or revise any forecasts or forward-looking statements, whether as a result of new information, future events or otherwise.

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Company Profile

1986/02

Established



Representatives



CHEN,YING-HSUAN

3,474 employees
worldwide

Employees



Capital



NT\$505.89 million

2012/11/26

IPO Date



Product



Various sports and
leisure outdoor
functional clothing



Business philosophy



Steady operation



Integrity and reciprocity



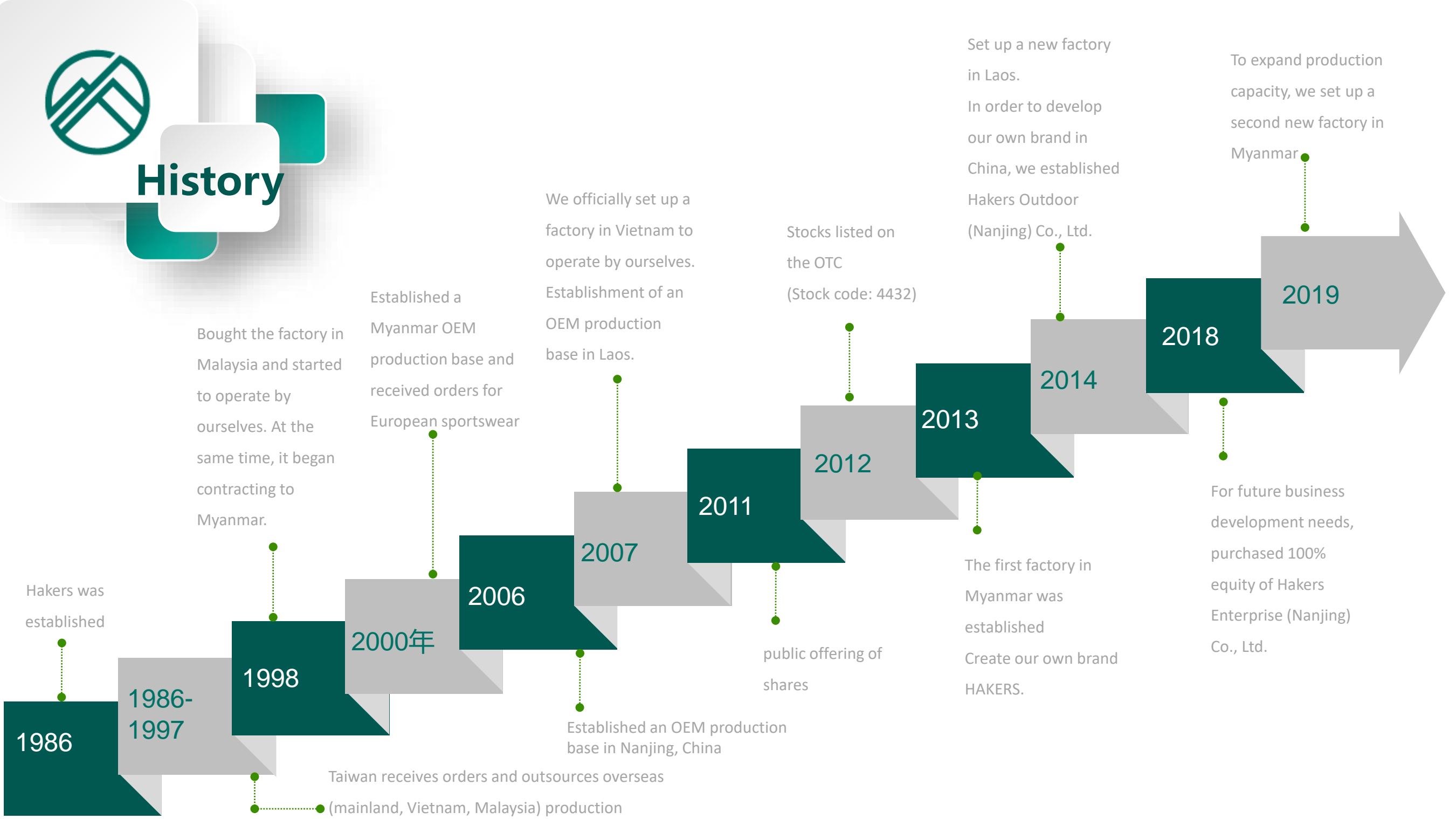
Innovative value



Share results

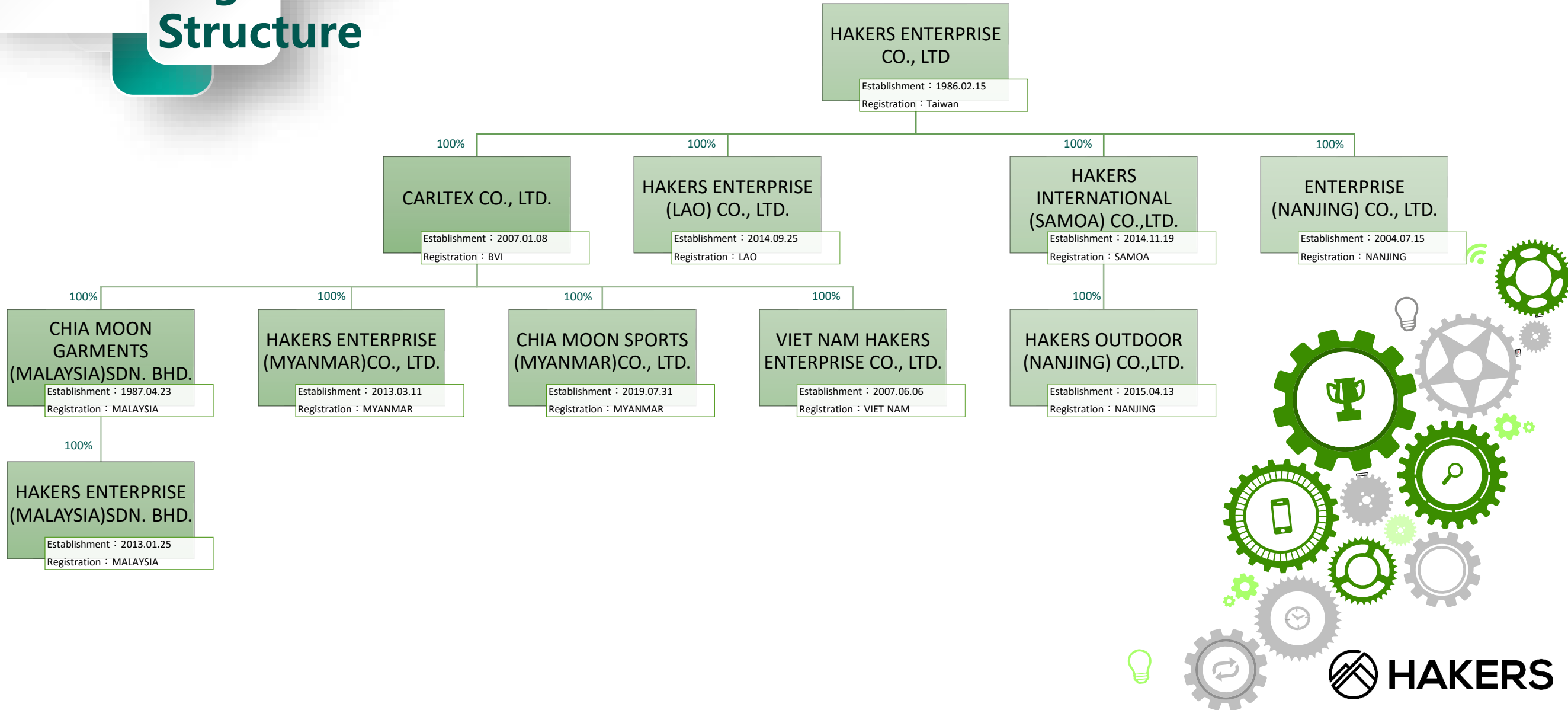


History





Organizational Structure





Production Locations

緬



Myanmar No.1 and No.2 Factory

Manufactures large-scale and affordable sports and functional apparel in Europe

Export to EU duty free

寮



Lao Factory

越



Vietnam Factory

Manufactures high-priced sports and leisure apparel in the Americas

Textile industry agglomeration economy

南



Nanjing Factory

Proofing and Product Development Center

Technical experience advantage

Industrial environment

Textile and Apparel Industry Overview



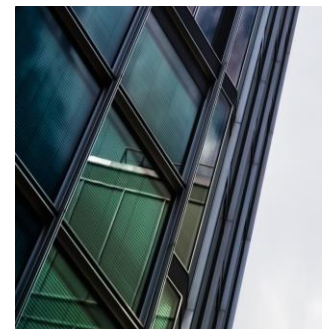
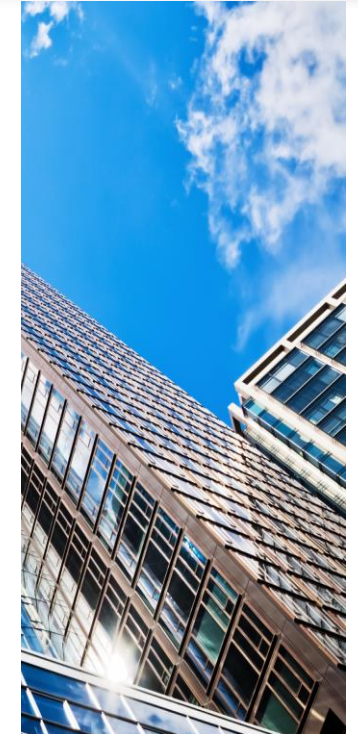
Industrial environment

previous challenge

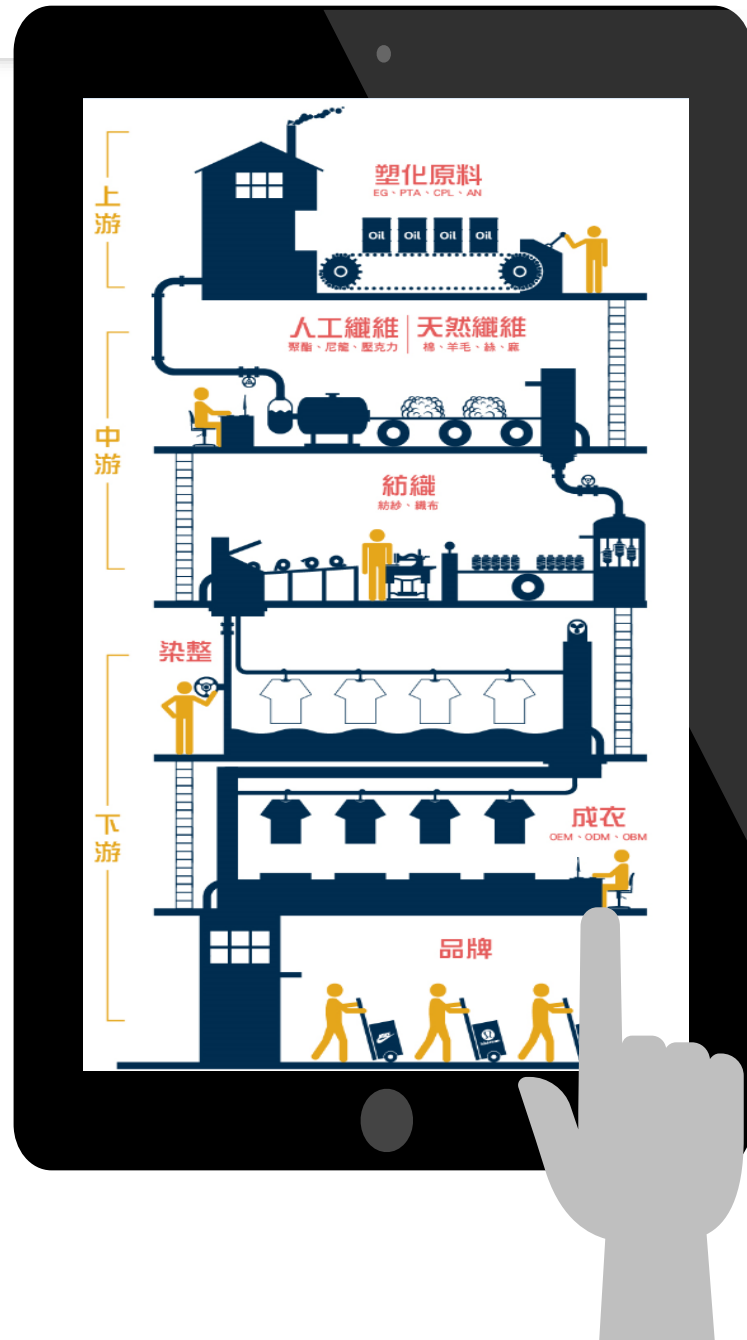
1. In 2021, the severe epidemic in Southeast Asian countries will lead to suspension of work.
2. The world's important ports are out of containers and unable to ship.
3. Inflation and supply chain tensions.
4. The international situation is turbulent.

According to the latest statistics from Euromonitor, the global functional sportswear market grew by 24% in 2011, and the outdoor apparel market also grew by 19%. It is expected that the functional sports and outdoor apparel market in 2011 will grow by 10.3% compared with 2011. The compound annual growth rate of global sportswear from 2010 to 2015 is expected to be 7.5%. It is reasonable to expect that global sportswear will show steady growth in the next five years.

However, the turbulence of the international political situation, inflation, the tightening of the supply chain and the shortage of logistics resources are still the challenges that will continue to be faced in the future. In addition, there is still a certain degree of threat from the raging of the mutant virus. So, we view future developments with a conservative mindset.



Product Introduction



The role of HAKERS in the textile industry

Hakers is mainly engaged in the manufacture and trading of garments and is part of the textile industry, located downstream of the textile industry.

The main products of Hakers are sportswear and leisure apparel, which are mainly exported. The production bases are in Southeast Asia. The raw materials are purchased in Asia, Europe, America and Japan , and we have more than 30 years of overseas garment production experience.

Product introduction

主要項目

Performance outerwear

Padded waterproof outerwear

Sports and wind jackets

Trousers / Sport pants

Tops and Hoodies

Insulated layers

Workwear

Rain Jacket

moisture wicking

fashion & function

Lightweight & warm



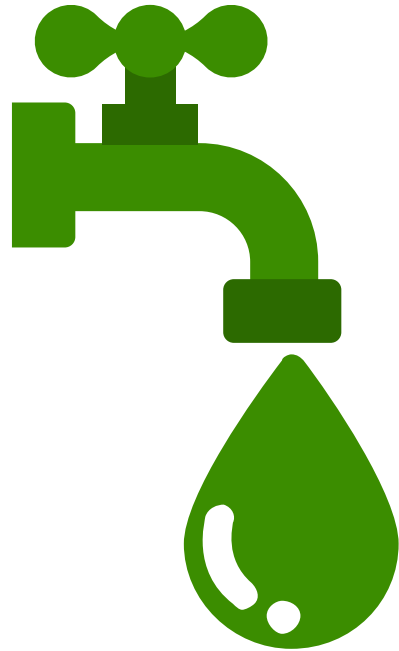
Windproof & waterproof

Comfort & leisure

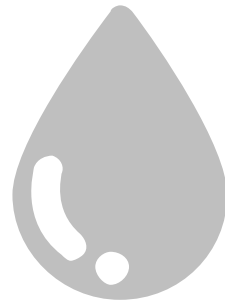
Sunscreen & breathable

Professional & Safe

Competitive Advantage



Hakers has more than 30 years of experience in garment manufacturing. Our production technology is skilled and we have several production bases to meet customer requirements and accurately control the delivery time.



International
division of labor
integration
Provide a complete
industrial chain

Master raw
material
information and
use it flexibly

product
diversification
Manufacturin
g capacity

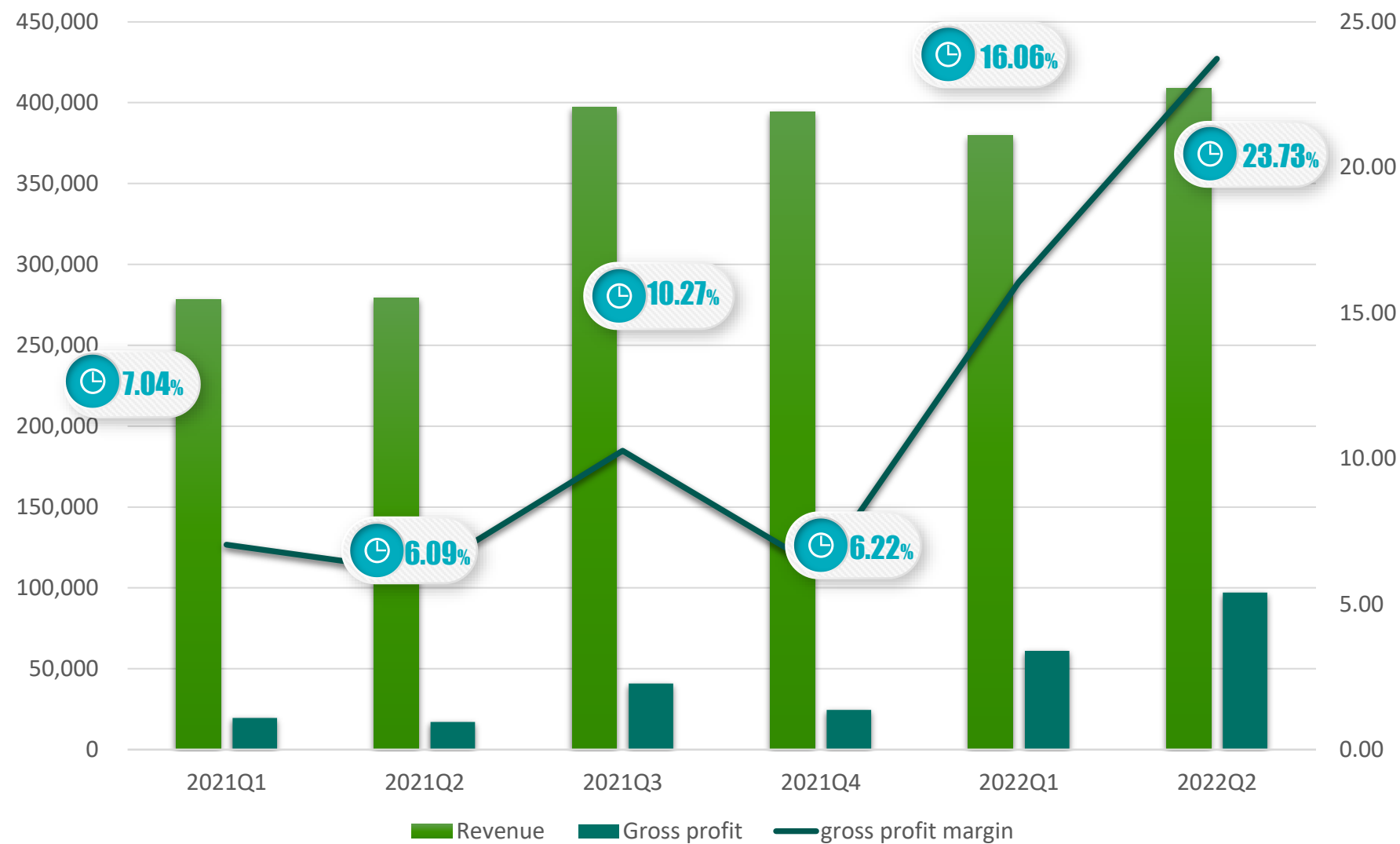
Excellent
and stable
quality

Several production bases
Provide flexible
allocation of production
capacity to meet
customer delivery time



Operational Performance

Quarterly revenue and gross profit

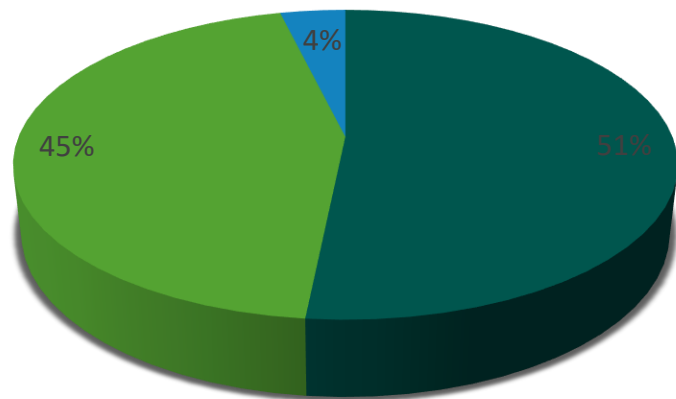




Operational Performance

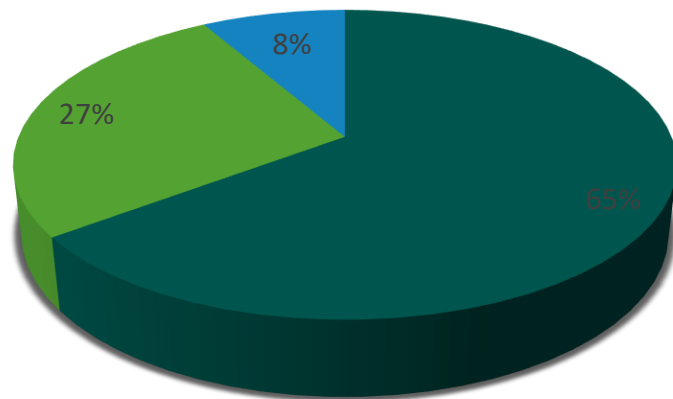
Percentage of sales by region per year

2020



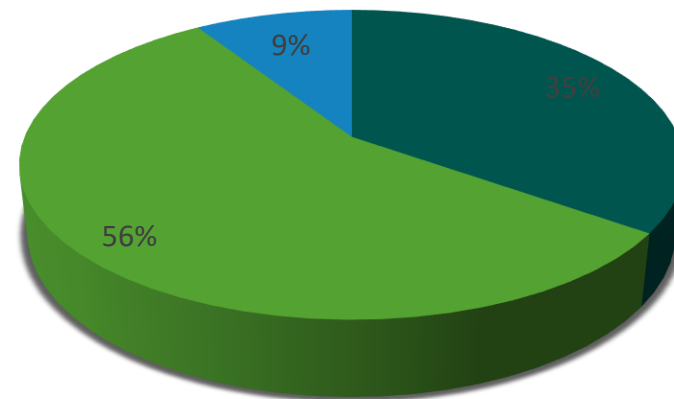
■ Europe ■ America ■ The other

2021



■ Europe ■ America ■ The other

2Q2022



■ Europe ■ America ■ The other



Operational Performance

Profitability Analysis





Operational Performance

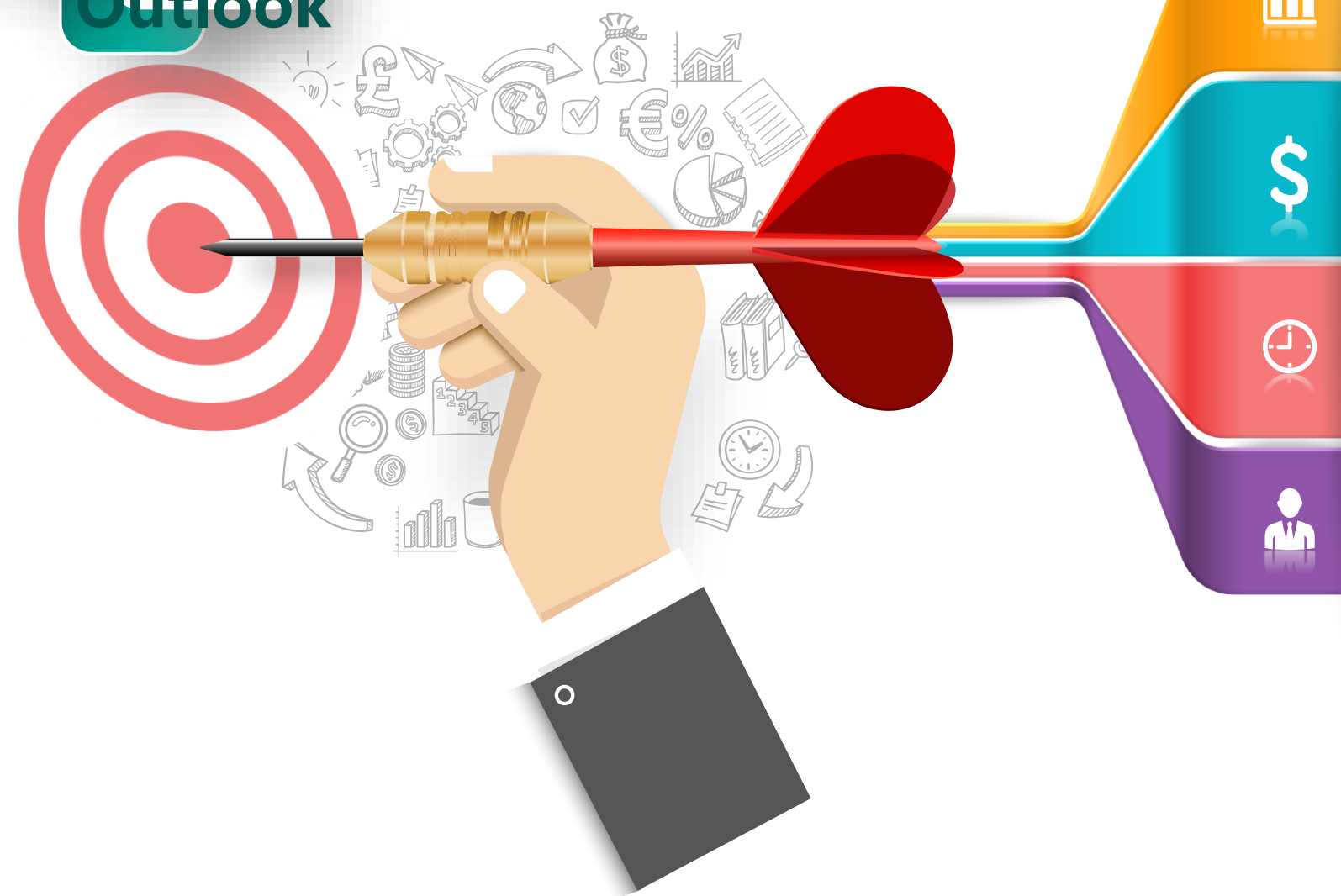


Income statement

	2017	2018	2019	2020	2021	2Q2022
Revenue	1,812,373	1,985,862	1,838,059	1,569,085	1,349,350	788,679
Gross profit	291,616	289,278	215,289	196,250	101,894	158,025
Operating profit (loss)	96,095	63,447	(34,577)	(15,591)	(79,480)	66,346
non-operating revenue and expenses	(24,354)	38,685	(24,973)	32,397	(23,912)	40,442
Pre-Tax Income	71,741	102,132	(59,550)	16,806	(103,392)	106,788
Net Income	58,825	73,556	(73,979)	(8,862)	(103,105)	94,527



Business Outlook



01
GOAL A development center
for fashion and
functional apparel
styles

02
GOAL From OEM to
ODM factory

03
GOAL Expand European and
American markets and
increase market share

04
GOAL Strengthen corporate
governance and
corporate social
responsibility



Corporate Governance and Corporate Social Responsibility



Corporate Governance

Independent directors accounted for 33.33%

Social care

Donate anti-epidemic materials (protective clothing) to long-term care centers and other institutions. Continue to participate in charitable activities

develop gender equality

Female directors accounted for 11.11%

Female managers account for 54.55%

Environmental protection

Hold mountain-cleaning activities to call on employees to take care of the environment together.

Support energy saving and carbon reduction, replace energy-saving equipment, waste sorting and resource recycling, and promote waste paper printing

Q & A



THANK YOU

