



KNH Enterprise Co., Ltd.
2024 Investor Conference

TWSE : 9919

Disclaimer

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Agenda

1. COMPANY PROFILE

**2. FINANCIAL INFORMATION
SUMMARY**

**3. OPERATING STRATEGY IN
THE FUTURE**



COMPANY PROFILE

Company Background

- ◆ Founded in 1969. Taiwan's first manufacturer of feminine and children's sanitary products
- ◆ Listed on Taiwan Stocked Exchange (code: 9919) since 1994
- ◆ Employees : 761 (2024/08/31)
- ◆ Total Assets 7,197M (2024/06/30)
- ◆ KNH Brands :



Headquarter & Operations



Yangzhou Plant (2021)



TW Plant 5 (2007)



TW Plant 3 (1997)



TW Plant 2 (1993)

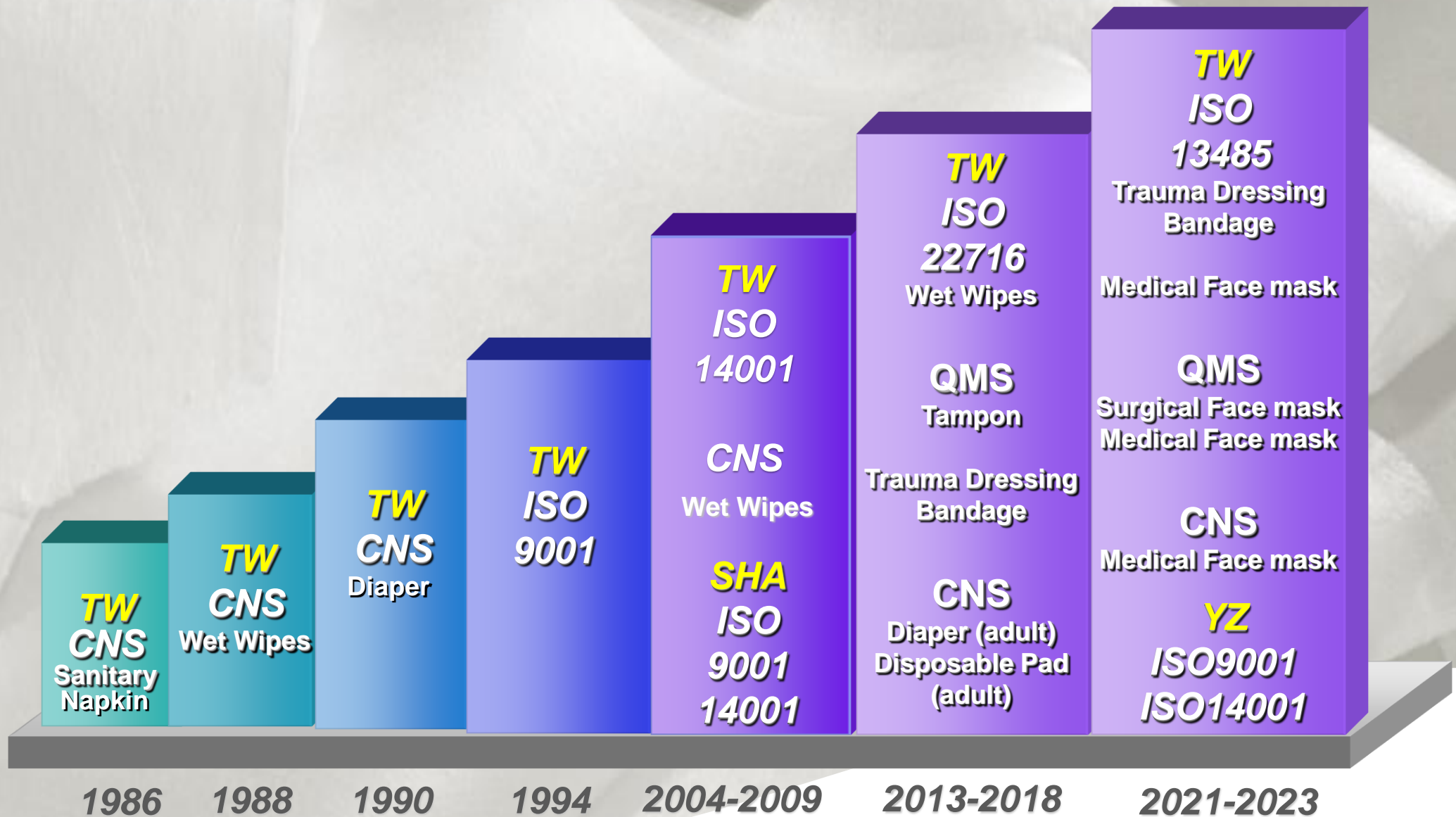


TW Plant 1 (1969)

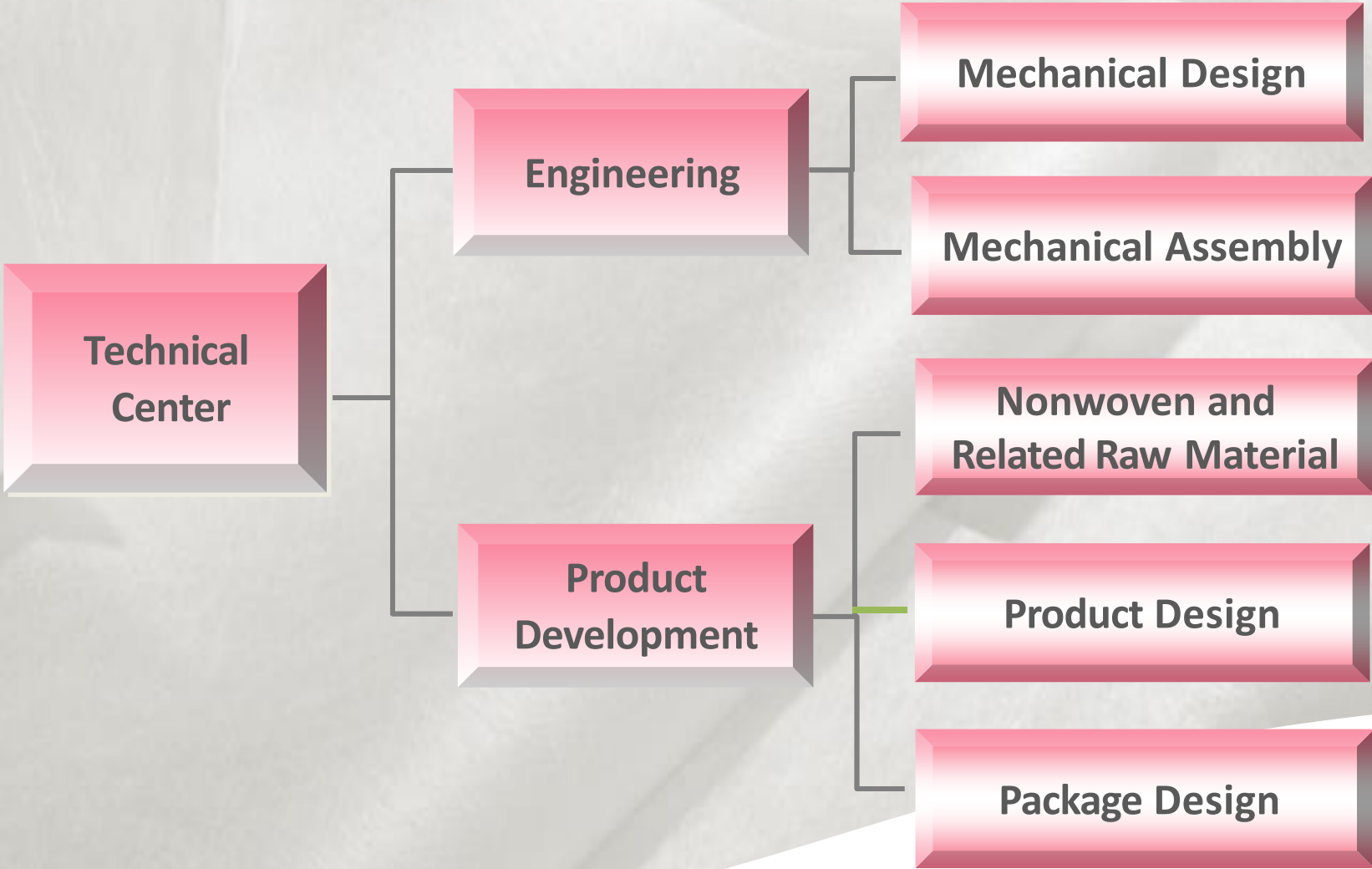


Taipei Headquarters (1998)

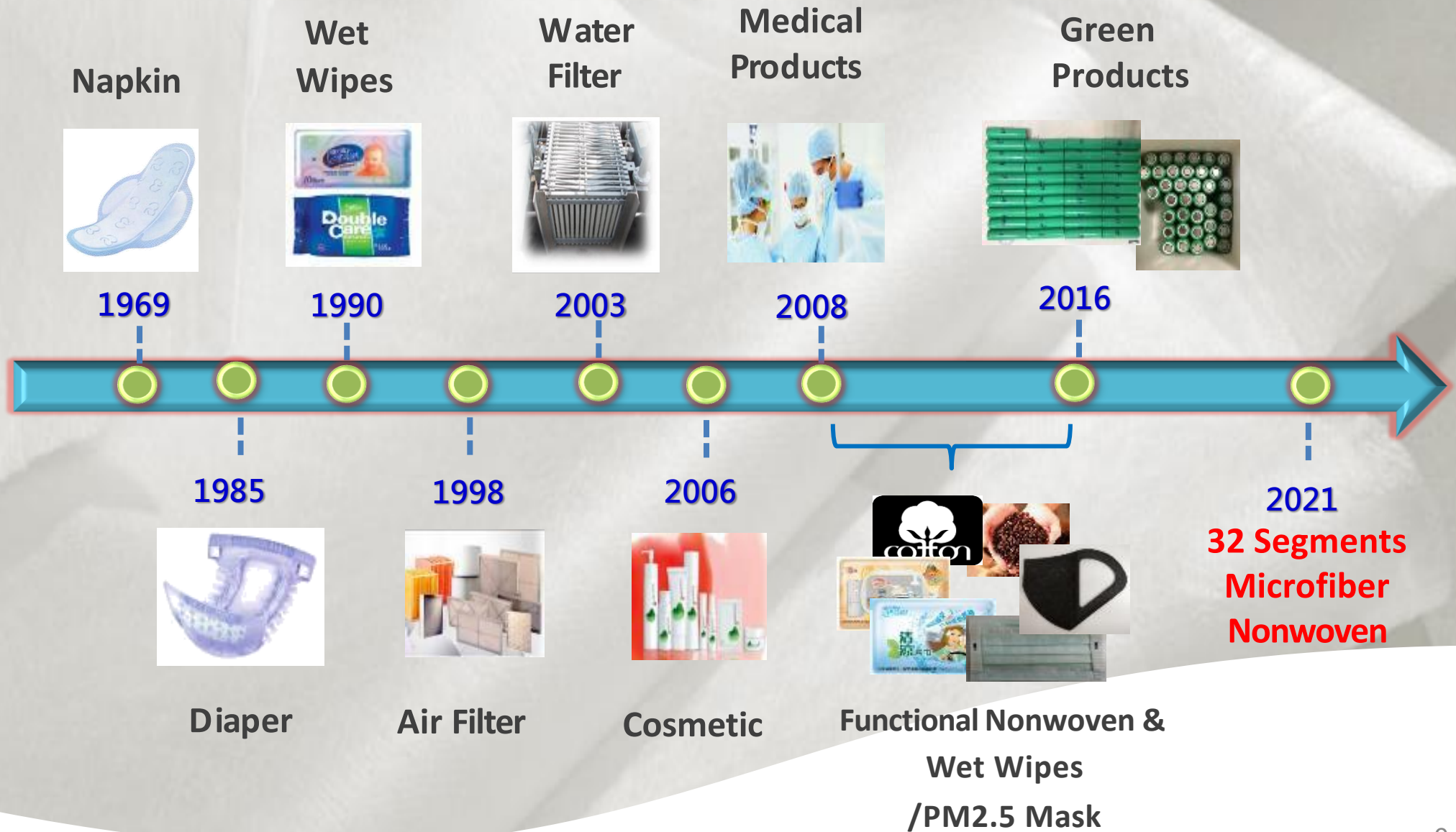
Quality Certifications



Core Technology and Applications



Milestone for Products



Feminine Care Products

Sanitary
Napkins

Panty
Liners

Maternity
Pads

Tampon



Baby/Adult Care Products



Skin Care Products

General Purpose
Wet Wipes

Facial
Tissues

Cosmetic
Puffs

Cosmetic
Masks



Medical Products



Trauma Dressing Bandage

Milestone for Nonwoven Material

1969
Resin

1988
Air Through

1998
Meltblown

2005
Spunlace

2010
Composite
Air Laid & Spunlace

Calender
Bond
1971

Air Laid
1997

Composite
Air Laid
1999

Spunbond
Nonwoven
2008

32 segment
microfiber
nonwoven
2019



Top 40 Nonwoven Manufacturers

Nonwovens

**Air Through/
Calender Bond**

Air Laid

Spunlace

Meltblown

**Printing/PE Coated
/Release**

**Composite
Spunlace**

SAP-Sheet

Laminated

Elastic



FINANCIAL INFORMATION SUMMARY

Financial Results

NT\$ Thousand

	YTD 202406	YTD 202306	Rate of Change%	2023	2022
Operating Revenue	1,383,794	1,511,249	(8)	2,938,256	3,351,903
Gross Profit	169,038	91,759	84	126,123	309,475
Operating Income/Loss	(125,657)	(289,685)	57	(485,685)	(295,723)
Income/Loss before Income Tax	(154,472)	(312,751)	51	1,177,870	(267,990)
Net Income/Loss	(171,186)	(314,504)	46	658,685	(262,584)
Profit/Loss Attributable to Owner	(171,186)	(314,504)	46	658,685	(262,584)
Gross Profit Margin	12%	6%	100	4%	9%
Operating Income/Loss Margin	-9%	-13%	31	17%	-9%

Non-operating Income and Expenses

NT\$ Thousand

	YTD 202406	YTD 202306	Rate of Change%	2023	2022
Interest income	17,102	3,197	435	15,628	4,093
Other income	17,852	19,108	(7)	46,488	42,487
Other gains and losses	(30,988)	(114,513)	73	1,656,618	18,158
Finance costs	(32,781)	(22,617)	(45)	(55,179)	(37,005)
Share of profit or loss of associates and joint ventures	0	0	0	0	0
Total non-operating income and expenses	(28,815)	(114,825)	75	1,663,555	27,733

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Selected Cash Flow Statement Items

NT\$ Thousand

	YTD 202406	YTD 202306	Rate of Change%	2023	2022
Cash from Operating Activities	(352,843)	43,096	(919)	(92,707)	(4,664)
Cash from Investing Activities	35,786	(98,599)	136	541,815	(330,088)
Cash from Financing Activities	(196,311)	222,437	(188)	167,717	226,485
Effects of Exchange Rate Changes on Cash and Cash Equivalents	88,822	(28,836)	408	(56,127)	26,131
Net Increase/(Decrease) in Cash and Cash Equivalents	(424,546)	138,098	(407)	560,698	(82,136)

Percentage of Revenue by Segment of Products

	YTD 202406	YTD 202306	2023	2022
Feminine care	55%	52%	52%	50%
Baby/Adult care	13%	10%	10%	9%
Wipes	20%	22%	22%	20%
Masks	3%	5%	5%	8%
Nonwoven and Others	9%	11%	11%	13%

Distribution of Profits in past 5 years

NT\$

	2023	2022	2021	2020	2019
EPS	3.37	(1.34)	0.50	4.50	0.06
Dividends					
Cash	0.30	0.15	0.30	3.00	0.2
Share	-	-	-	-	-
Payout Ratio	9%	*	60%	67%	*

*Paid Capital Surplus-Additional Paid-In Capital

Major Capital Expenditure Plan in 2024

\$ Thousand

Item	Total Investment amount	Expected benefits	Expected Production schedule
Kouliao Plant III	NTD 1,700,000	Nonwovens products	2024/Q4



OPERATING STRATEGY IN THE FUTURE

Major Points of Operational Strategy

Optimize Operating Costs

- Integration production center
- Improvement overall operational efficiency



Develop New Products / Technologies

- High-end Nonwovens
- environmentally friendly /Green Products



New Business / Markets development

- High-end nonwovens market
- Southeast Asia market



Active marketing Strategy

- Deeper partnership with existing customers
- Product line extension for OEM customers
- Online marketing organization enhancement

Good Faith Management



The Company set up HR Division dedicated to boosting the ethical corporate management , propagated and implemented the same periodically.



The “Principle for Ethical Corporate Management Best Practice and Guidelines for Codes of Ethical Conduct” have been disclosed on the Company’s website.



The internal/external educational training for Codes of Ethical Conduct was attended by a total of 2,943 persons for 4,057 working hours in 2023.

ESG

Corporate Governance Implementation

Sustainable Environment Development

Preserving Public Welfare

Enhancing Information Disclosure





Thank you

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