



八貫企業股份有限公司
CATHAY CONSOLIDATED, INC.



法人說明會 Investor Conference

劉宗熹 董事長
Chairman George Liu

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免責聲明 Safe Harbor Notice

本簡報所含前瞻性敘述將受風險、不確定性與推論影響，部分將超出我們的控制之外，實際結果可能與這些前瞻性敘述迥異。未來若有變更或調整，請以公開資訊觀測站公告資訊為依據。

This presentation contains forward-looking statement which are subject to risks, uncertainties and assumptions, some of which are beyond our control. Actual results may differ materially from those expressed or implied by these forward-looking statements.

本資料係依據國際會計報導準則 **IFRS** 編制，並已由會計師核閱。

The financial numbers hereby are based on International Financial Reporting Standards (IFRS) and reviewed.





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2024回顧 Review



2024年營收推估 v.s 實際 Estimated and Finalized Revenue



Unit: Thousands of NT\$

	2023年	預估成長% Estimated growth rate	2024年推估金額 Estimated revenue	2024/1~11月 實際營收 Finalized revenue
戶外 Outdoor	1,510,180	5%	1,585,689	1,240,691
醫療 Medical	507,313	10%	558,044	350,505
航太救生 Aviation & Marine	333,592	30%	433,669	388,160
軍工 Military & Industry	213,686	55%	331,213	253,645
合計 Total	2,564,771	13%	2,908,615	2,233,001





營收推估 V.S 實際差異說明 Difference Between Estimated and Finalized Revenue

- 通膨陰影壓力影響消費意願

Inflation shadow pressure affects consumption willingness

- 美國政府預算，2024美國聯邦政府赤字1.8兆美元

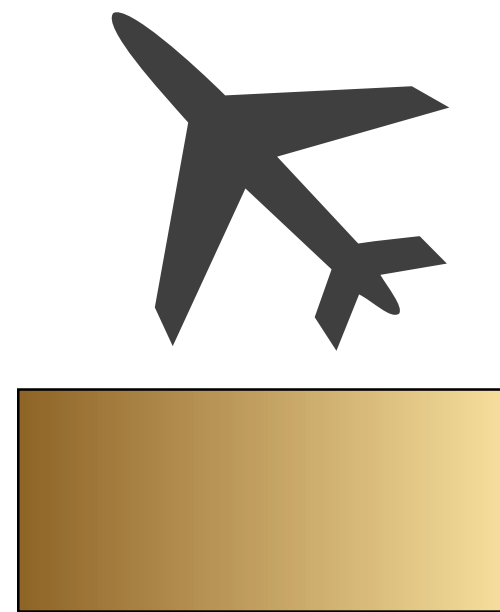
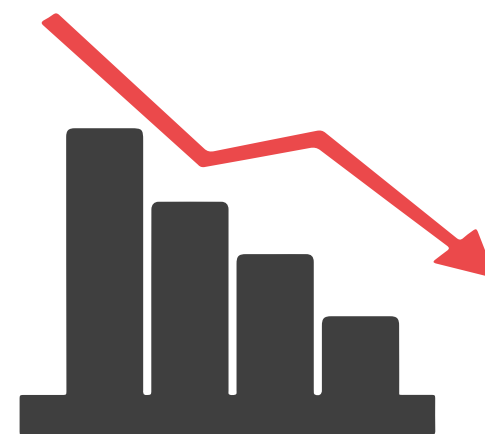
The budget of U.S. government, Federal Government deficit will be \$1.8 trillion in 2024

- 波音罷工導致交貨速度變慢

Boeing U.S strike slows deliveries

- 俄烏戰爭內涵轉換至高科技武器

The pattern of Russia-Ukraine war changes to high-tech weapons





成品組件廠擴建進度 Expansion of Finish Product Plant

德興一路二期 Construction – 2nd building

- 2024/2/7 取得使用執照 Issuance of user license
- 2024/8/8 工廠登記核准 Factory registration have been approved
- 2024/3/16 遷廠並完成移機作業

Relocated the factory and completed the machine relocation operation

- 使用面積達 **23,701.62 m²** Total usable area is 23,701.62 m²



機台設備 Machine equipment

已擴充達高週波**74**台 Expanded up to RF Machine 74 pieces
以及熱壓機、**Gerber** 切割機等其他生產相關機台約
30台

Heat press, Gerber cutting machine, etc. about 30 pieces other
production-related machines

產能現況 Capacity status

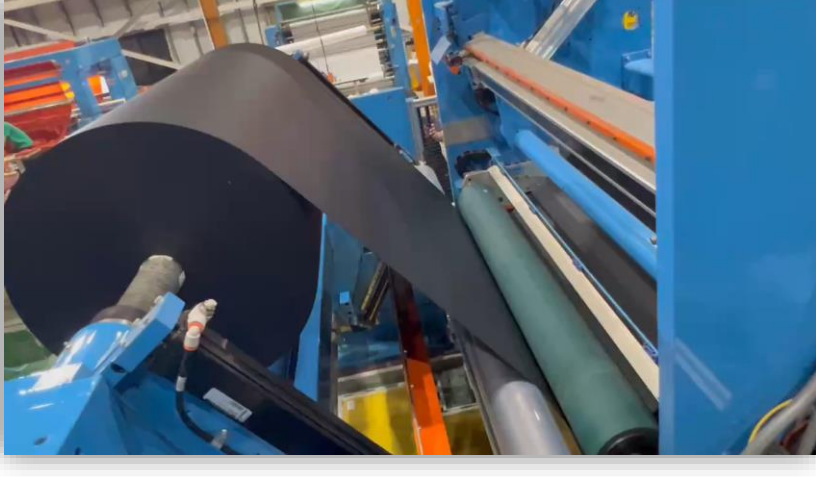
		2022年	2024年
每月產能 Capacity/m	醫療床墊/露營睡墊(pieces) Medical/Camping mattress	26,000	35,000
	醫療管材/其他產品(pieces) Medical bladder/Other products	240,000	350,000



淋膜機安裝及試產進度 Expansion of Coated Fabric Plant

第三台淋膜機 T-Die 3 Laminating machine progress

	2024												2025					
年份 year/月份 month	1	2	3	4	5	6	7	8	9	10	11	12	1	2	3	4	5	6
機組貨櫃進廠 Machine arrived																		
安裝組機 Install process																		
試車驗證 Equipment commissioning																		
試產(客戶)驗證 Trail run/customer approval																		
量產 Mass production																		





產品與技術 Product and Technology

- **戶外 Outdoor**

Nemo R8 Sleeping Pad 去年正式量產，大量鋪貨，市場反饋熱烈
Put into mass production and ship in large quantity last year
and the market feedback is enthusiastic



- **醫療 Medical**

Blood Pressure Cuff 已打樣送樣，並通過客戶的各項測試，客戶正進行 **FDA** 送審
Samples have passed test by customer and being provide to the FDA for approval



- **其他 Others**

Home Air Bed 開發完成，客戶在評估分析市場通路及產品定位
The development is completed , evaluating and analyzing the market and product positioning

TPU 皮布料噴印工藝 導入並成功開發此項技術
Successfully develop this technology





損益表 Income Statement



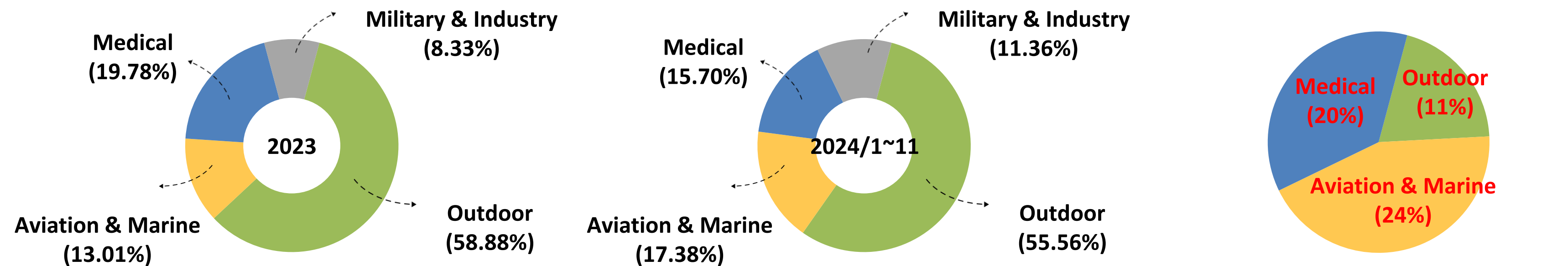
	2022	2023	2024/3Q
營業收入 Sales revenue	2,589,138	2,564,771	1,832,959
營業毛利 Gross margin	750,870	833,494	569,949
毛利率 Gross margin %	29.0%	32.5%	31.1%
營業淨利 Operating profit (loss)	552,397	615,362	407,419
營業淨利率 Operating profit %	21%	24%	22%
營業外收入及支出 Total non-operating income and expenses	62,331	40,676	50,203
稅前淨利 Profit before income tax	614,728	656,038	457,622
稅後淨利 Profit after tax	499,514	529,789	376,730
淨利率 Rate of profit for the year	20%	20%	21%
基本稅前每股盈餘(元) EPS	7.34	7.52	4.82





2025展望 Prospect

營收各類占比 Revenues of Different Businesses



Unit: Thousands of NT\$

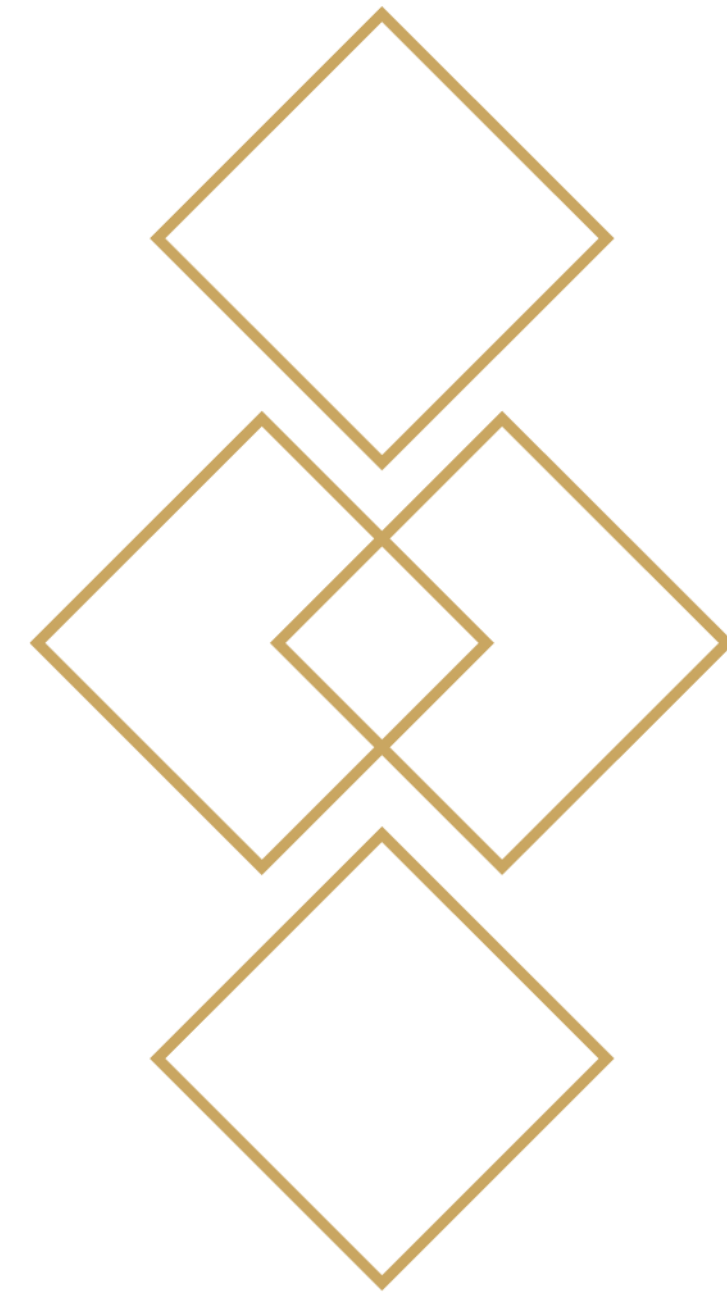
	2023年	%	2024/1~11月	%	Estimated growth rate in 2025
戶外 Outdoor	1,510,180	58.88	1,240,691	55.56	11%
醫療 Medical	507,313	19.78	350,505	15.70	20%
航太救生 Aviation & Marine	333,592	13.01	388,160	17.38	24%
軍工 Military & Industry	213,686	8.33	253,645	11.36	0
合計 Total	2,564,771	100	2,233,001	100	





未來展望 Prospect

- **HHB (Hospital/ Homecare/ Bag)**
- 技術整合(AI自動化生產)，產業滲透(客戶拓展)
**Technologies Integration (Smart manufacturing) ,
Industrial penetration (Expand customer)**
- 人員教育訓練，培訓強化
Training and development





Q & A



附錄 Appendix



公司簡介 Company Profile

設立：成立於**1982**年，**2008**年轉型製造業於宜蘭設廠 Founded in 1982, establishment of new plant in Yilan, Taiwan in 2008

掛牌上市：**2020**年**11**月**24**日(股票代號：**1342**) The shares of companies listed in Nov. 24th, 2020 (stock#: 1342)

資本額：新臺幣**7.84**億元 Registered capital NT\$ 784 million

員工人數：至今員工人數**405**人(截至**11/30**) Current number of employees 405 people (as of Nov. 30)

主要營業項目：醫療、戶外、航太救生及軍工應用之機能性布料及其成品製造銷售

Leading Taiwanese contract manufacturer of technical fabrics and manufactured products for medical, outdoor, aviation, marine and military industries.

兩事業群占比：

機能性布料(**65%**) Technical fabrics division (revenue 65%)

成品組件(**35%**) MP business division (revenue 35%)





主要客戶群 Major Customers



Baxter
Hillrom | Welch Allyn

agility

YETI

SAFRAN

Collins Aerospace

arjo

stryker

big agnes

SEAT@SUMMIT

EAM
WORLDWIDE

VIKING
LIFE-SAVING EQUIPMENT

**CASCADE
DESIGNS**

DECATHLON

NEMO
EQUIPMENT

AQUALUNG

patagonia





主要產品應用 Major Product Application

航太救生 Aviation & Marine



充氣/含棉露營睡墊、隨身充氣(頸)枕
戶外隨身防水收納袋/蓄水袋
潛水浮力控制、背心保冷(冰)袋水肺

Dry sacs 、Camping air bag 、Insulated bags

Diving packs 、Tents 、Insulated shoes

Inflatable camping mattress 、Inflatable camping pillow

Drinking water containers 、Buoyancy compensators

Collapsible kayaks 、Water resistant thermal adhesive tape



戶外用品 Outdoor Product

Vest 充氣式/填充式救生衣、**Canopy** 救生筏頂篷
Raft 救生筏、**Slide** 航空逃生滑梯

Aviation escape slide 、Aviation life vests 、Aviation life raft cover 、Aviation life rafts

Water sports life jacket 、Marine inflatable life jackets

Marine padded life jackets 、Padded life jackets





主要產品應用 Major Product Application

防彈背心保護罩、抗靜電桌墊
工業用圍裙、攔油索、儲油槽
車廂門縫密封條、車用充氣式護腰支撐器
機械防護罩、雨衣及防護衣、重機
戶外及高溫場所工作者用涼感背心及帽子
熱熔膠應用鞋材、包裝材、緩衝材、組裝材及背膠/邊膠
Hard/Soft shell cover

Industrial apron 、 Oil seals, uel tanks 、 Anti-static mat
Door seals 、 Lumbar support 、 Mechanical protective gears
Raincoat and protective gears
Cooling vests and safety helmet for outdoor
and high-temperature duties, and derivative products,
helmet lining and cooling vest and mat for pets

軍工產業
Military & Industry



醫療應用
Medical Applications

智能家用氣墊床、血壓計袖套(袖帶/血壓帶)
加護/重症病床、婦產床及醫療等級氣墊床
高頻胸腔壁震動拍痰背心、醫療用充氣椅墊輪椅墊
救護車醫療搬運床及病患搬運擔架床
肌肉復健器材、深層靜脈栓塞下肢充氣壓縮套
Smarter home air bed 、 Sphygmomanometer cuff(cuff/blood pressure belt)
Medical grade air mattress.
e.g.: beds for the burn patients, ICU ward, home nursing, elderly centers,
patient beds and hospital beds
High frequency chest wall oscillation vest 、 Wheelchair fabrics
Inflatable cushions for medical use 、 Movable beds and moving devices
Muscle rehabilitation equipment 、 Deep Vein Thrombosis Foot Pump System





謝謝!
Thanks!

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