



LAI YIH GROUP

Since 1987

TWSE Stock code **6890**  
[www.laiyih.com](http://www.laiyih.com)

## DISCLAIMER

This presentation is a summary and evaluation of the past, present and future operations of the Company based on the subjective and objective factors at the time of the presentation; It contains forward-looking statements that will be affected by risks, uncertainties, and inferences that are beyond our control. Actual conclusions may differ significantly from these forward-looking statements.

The information it provides does not express or imply a view of the future or guarantee its correctness, completeness and reliability; nor does it represent a complete description of the company, the state of the industry and subsequent major developments.

The outlook for the future in this briefing reflects the company's view to date. If there are any changes or adjustments, the company is not responsible for reminding and/or updating at any time.

# INTRODUCTION OF LAI YIH GROUP



Founded in 1987, cooperates with many internationally renowned brands. Specializing in producing various high-end casual shoes (vulcanized shoes), sports shoes (cold-cement shoes), special function shoes. We continuously innovate technology and improve ourselves and are deeply trusted and affirmed by our customers.

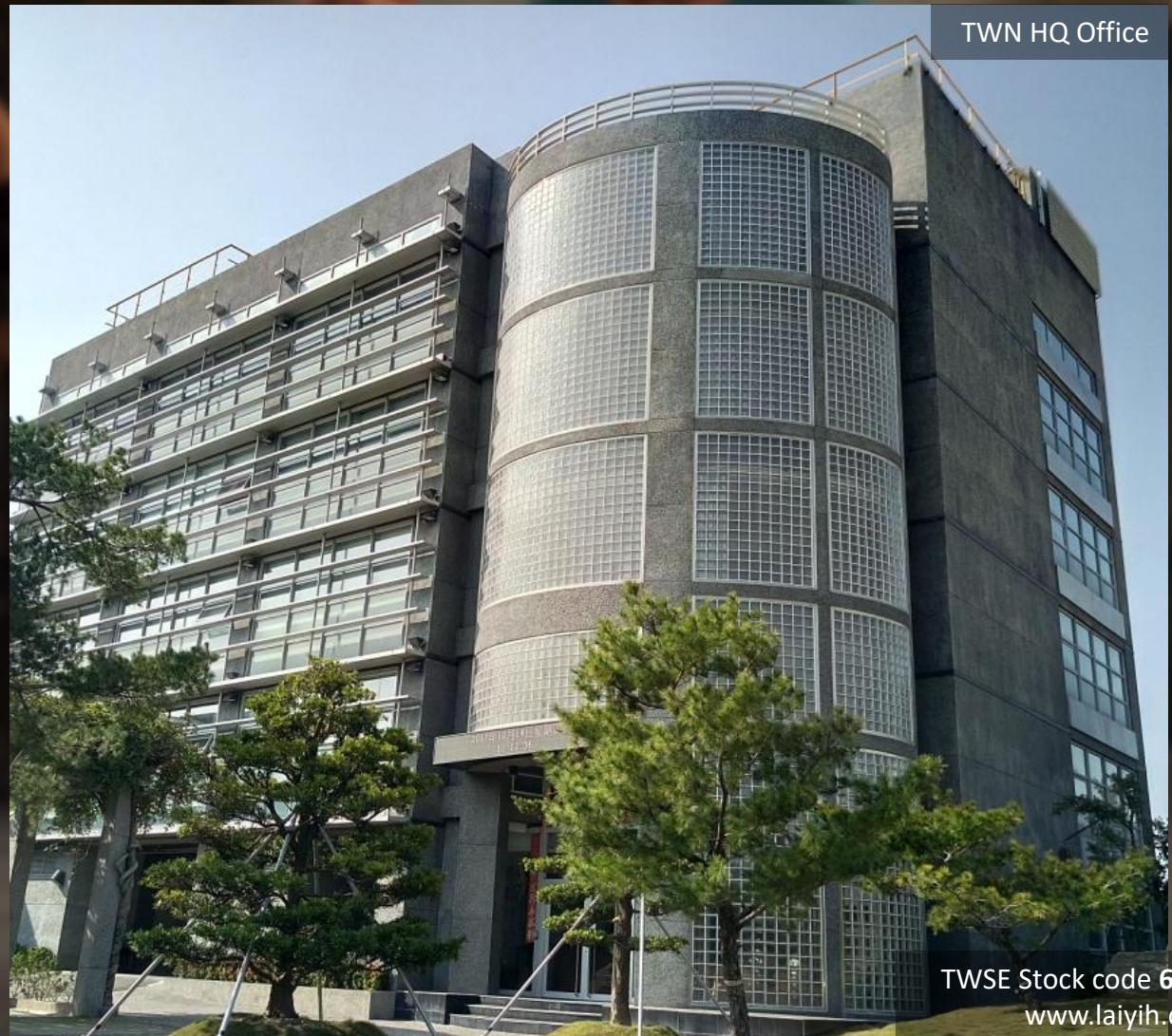
- Chairman: Mr. CHUNG, TE-LI
- Cayman Holdings, established in June, 2021
- Headquarter: Daya District, Taichung City, Taiwan
- Manufacture Base: Vietnam, China, Myanmar, Indonesia
- Main Products: Sports Shoes 80%, Casual Shoes 20%
- Total employees: 66,851 Pax (Jun, 2025)



CONVERSE



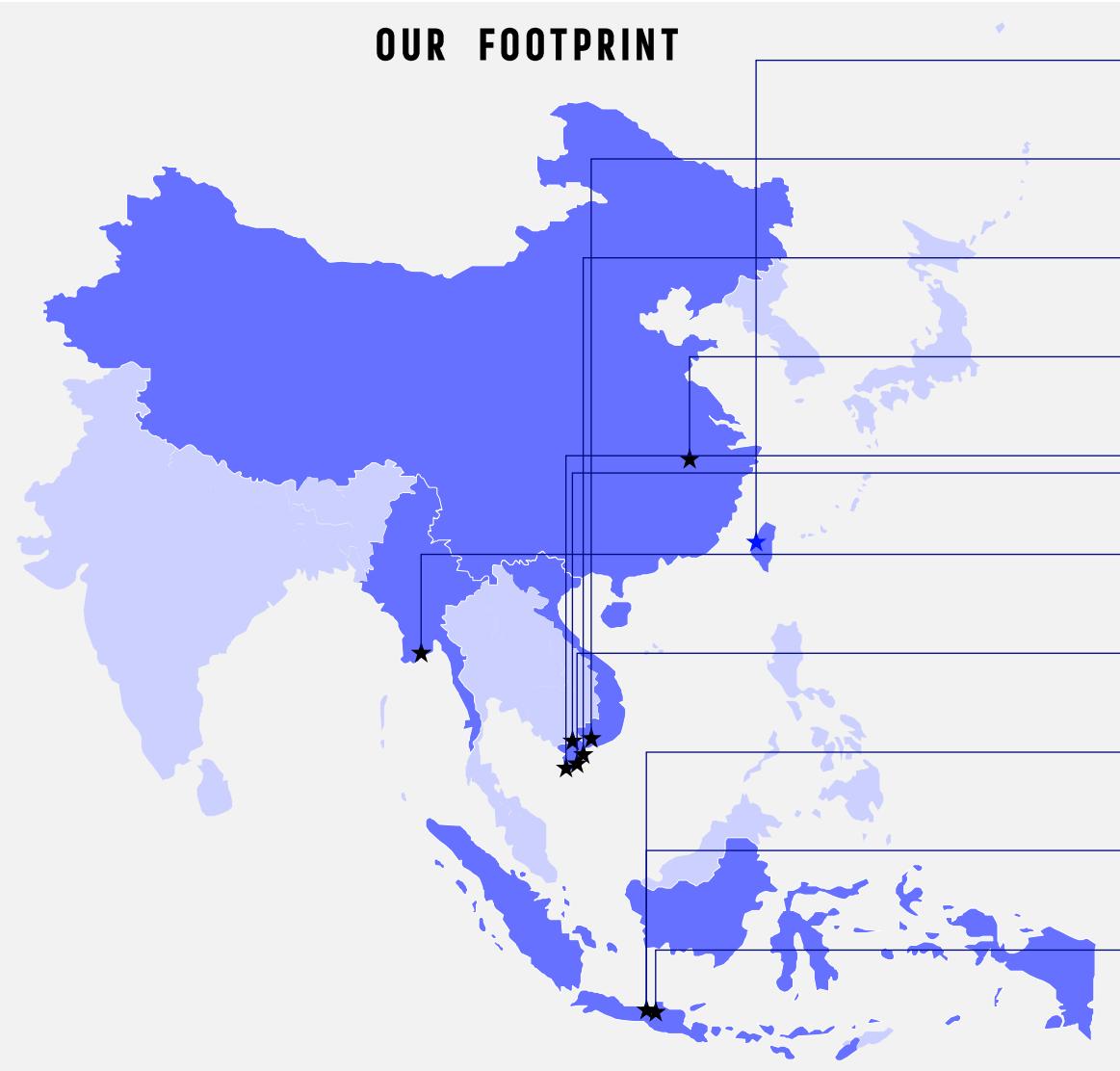
and  
more...



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# HISTORY OF LAI YIH

## OUR FOOTPRINT



1987	LAI YIH GROUP HQ
1990	LACTY COMPANY
2003	TYXUAN COMPANY
2006	BAO YI COMPANY
2011	YIH SHOU COMPANY
2014	LACTY II COMPANY
2018	TSANG YIH COMPANY
2021	TY BACH COMPANY
2022	YIH FULL & YIH QUAN COMPANY
2024	YIH XIN COMPANY
	YIH YOU COMPANY

Established in Taiwan, Taichung City

1<sup>st</sup> production base overseas in Vietnam, Ho Chi Minh City

2<sup>nd</sup> facility in Vietnam, 1<sup>st</sup> in Mekong area

1<sup>st</sup> facility in China for domestic market

Continue to expand in Vietnam Mekong area

1<sup>st</sup> facility in Myanmar, Yangon city

Continue to expand in Vietnam Mekong area

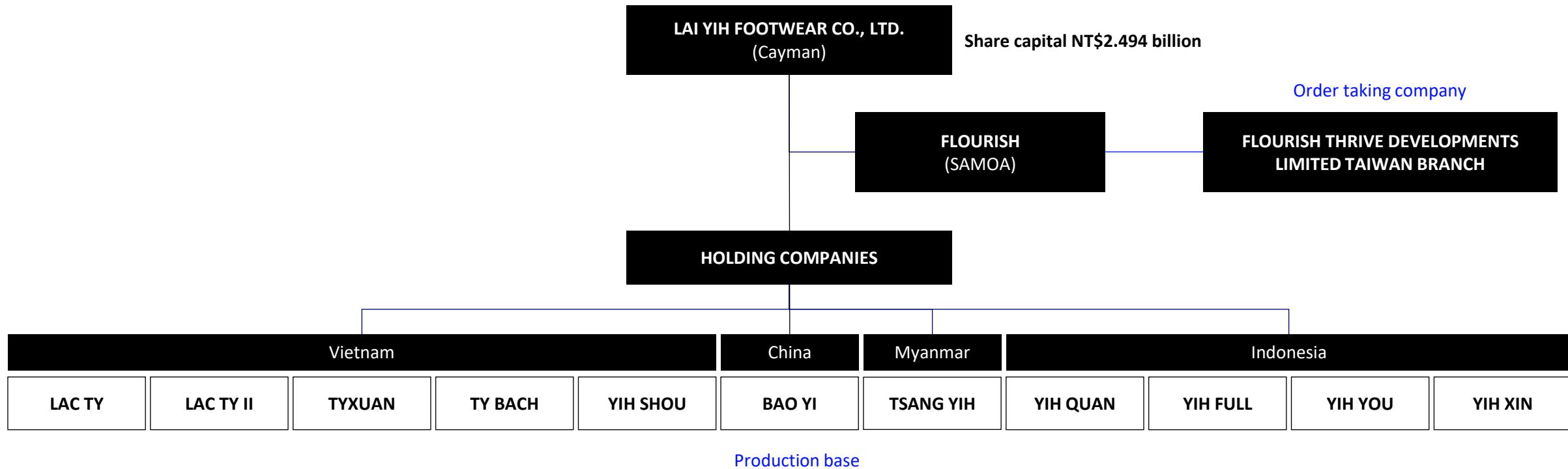
Starting in Indonesia, Central Java

2<sup>nd</sup> facility in Indonesia, Central Java

3<sup>rd</sup> facility in Indonesia, Central Java

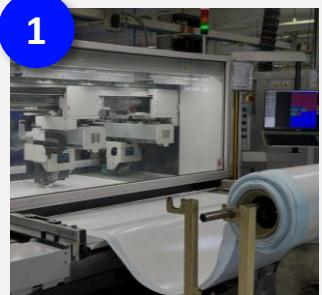
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# GROUP INVESTMENT STRUCTURE



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# HOW ARE SHOES MADE?



## CUTTING (UPPER)

Cutting out the components for stitching



## STITCHING (UPPER)

Assembly & stitch for the upper



## STOCK-FITTING (BOTTOM)

Attach bottom components into 1 whole piece bottom



## FINISHED & PACKING

Wait for deliver to your favorite stores



## ASSEMBLY (UPPER + BOTTOM)

Joining upper with sole

# WHAT IS VULCANIZE & COLD-CEMENT?

## VULCANIZE

Vulcanization is a chemical process that hardens rubber using sulfur and heat invented in the 19th century.

- Mostly seen in lifestyle / skateboarding shoes. (Converse / Vans / Keds etc.)

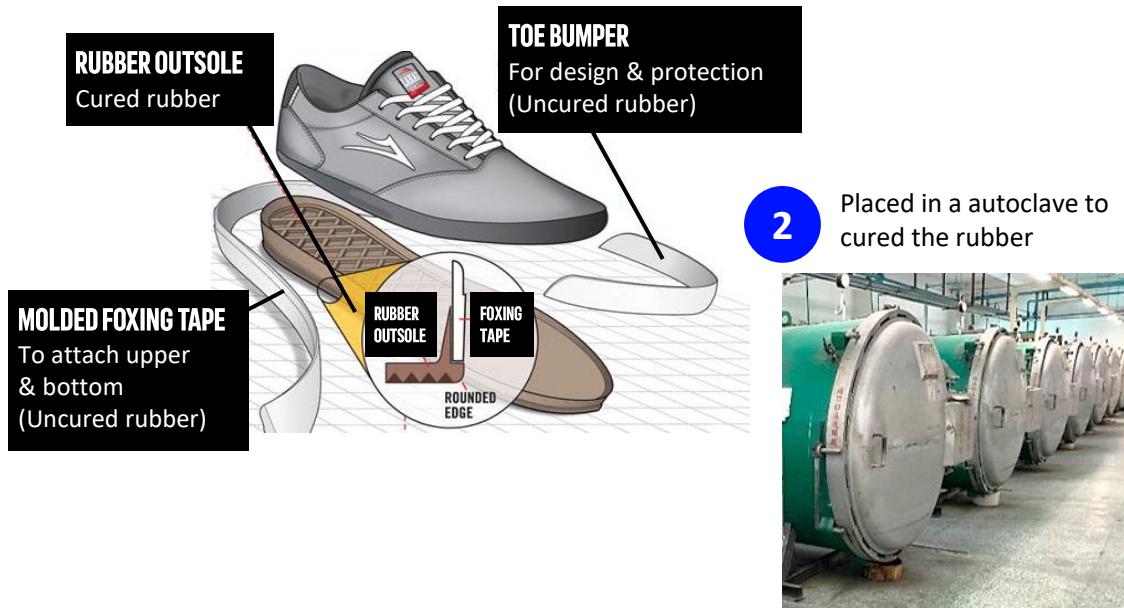
## COLD-CEMENT

With the rise of synthetic adhesives (PU, EVA), cold cementing emerged as an alternative to high-heat vulcanization.

- Mostly seen in athletic shoes & sneakers (adidas / Hoka / Nike etc.)

## KEY DIFFERENCES: ASSEMBLY PROCESS

- 1 Attach [rubber outsole](#) to the upper + wrap the [foxing tape](#) to cover both outsole & upper attached area + [toe bumper](#)



- 2 Placed in a autoclave to cured the rubber



- 1 Use [primer](#) to activate outsole / midsole surfaces + Go [through oven](#) + use [cement](#) to attached upper & bottom



- 2 [Attached the upper & bottom](#) together while the cement is still activated, then [go through the chiller](#) to cool down the shoe





VULCANIZED

F A S H I O N

R U N N I N G

P R O D U C T   D I V E R S I T Y

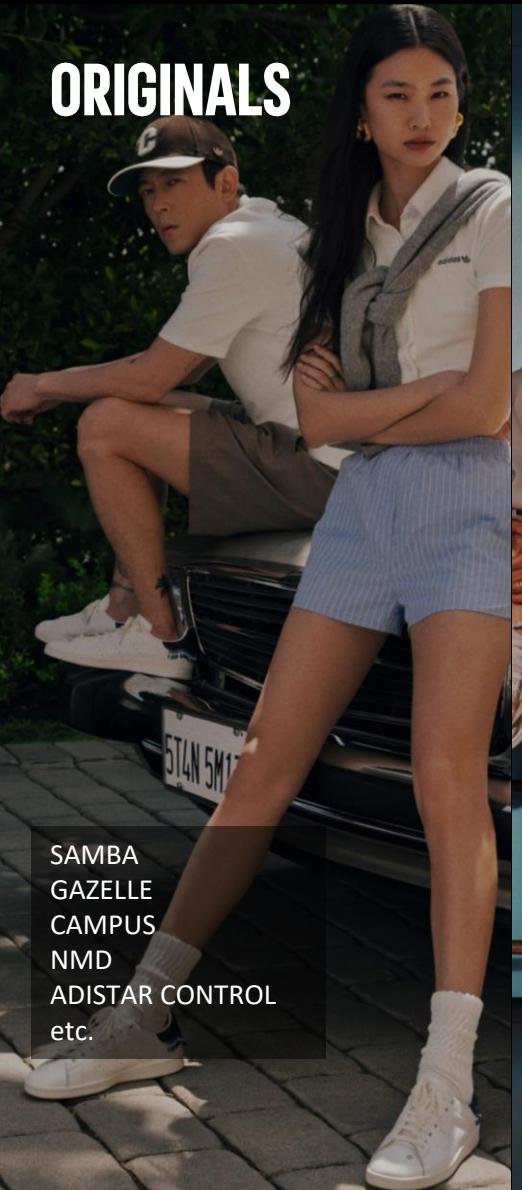
B A S K E T B A L L

R A C K E T   S P O R T S &  
I N D O O R   S P O R T S

O U T D O O R &  
W A T E R P R O O F

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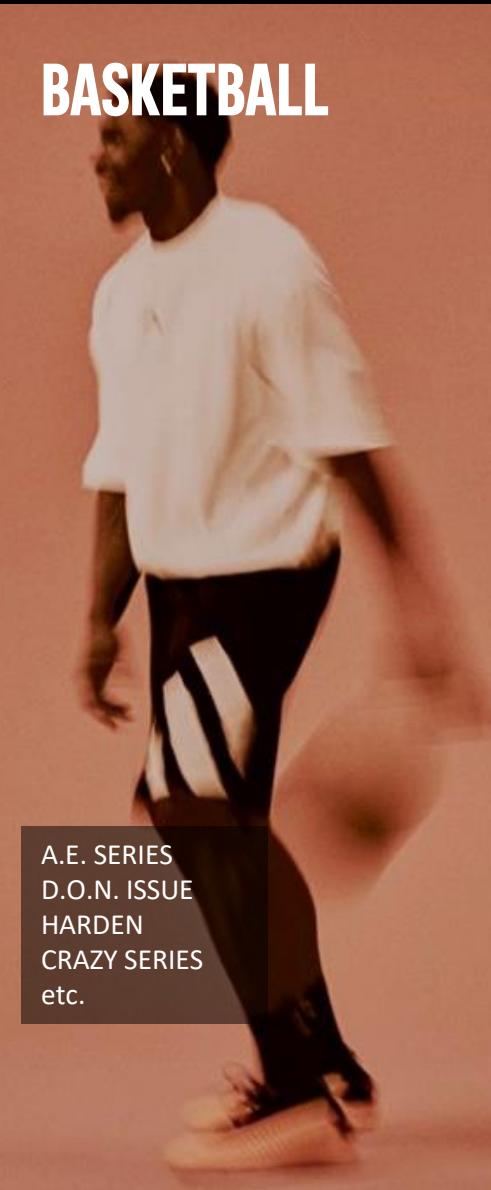
## ORIGINALS



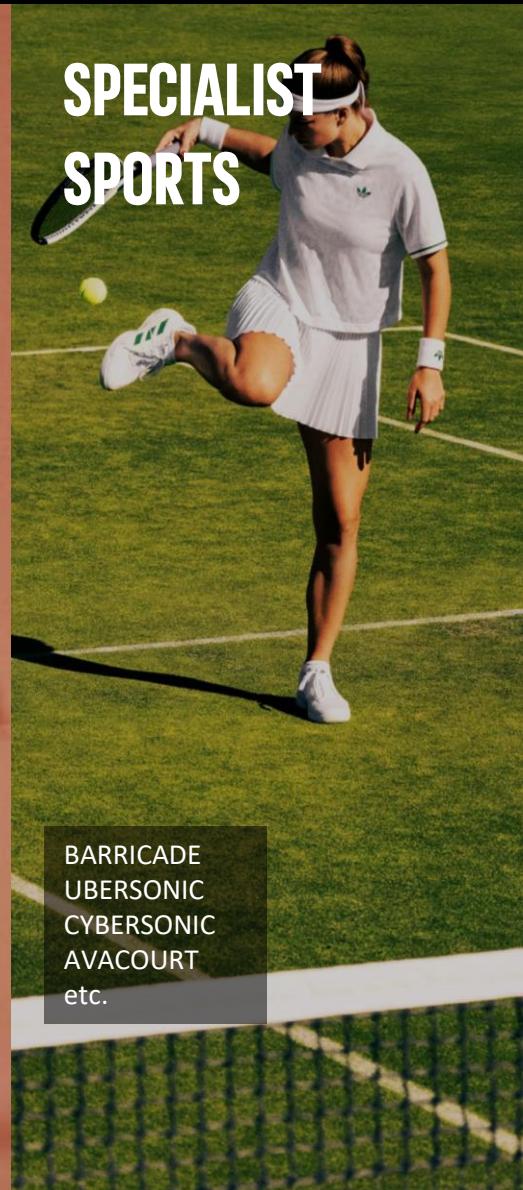
## SPORTSWEAR



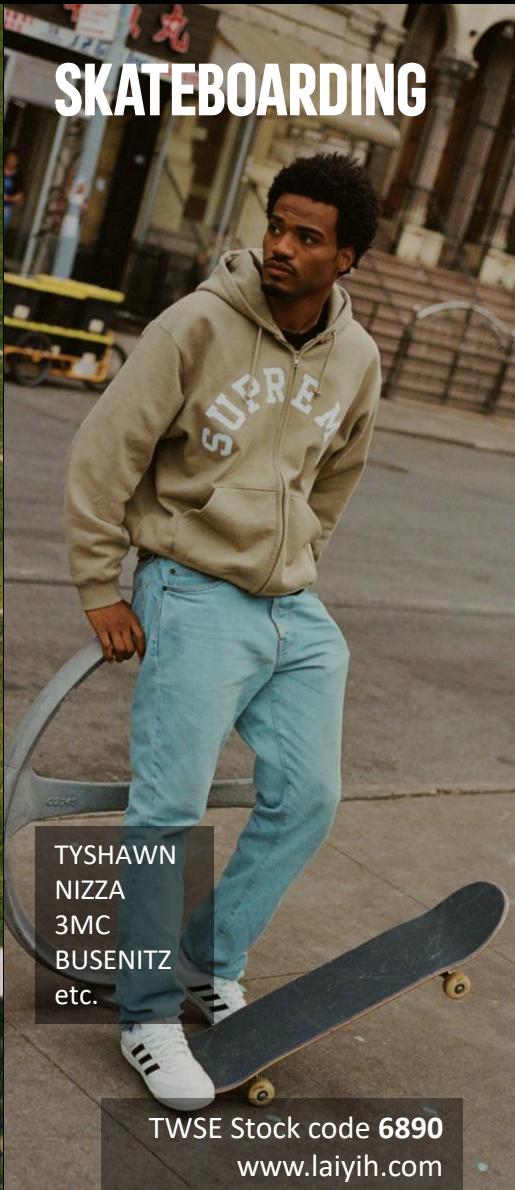
## BASKETBALL



## SPECIALIST SPORTS



## SKATEBOARDING



SAMBA  
GAZELLE  
CAMPUS  
NMD  
ADISTAR CONTROL  
etc.

BARREDA  
RUNFALCON  
GRAND COURT  
MIDCITY  
etc.

A.E. SERIES  
D.O.N. ISSUE  
HARDEN  
CRAZY SERIES  
etc.

BARRICADE  
UBERSONIC  
CYBERSONIC  
AVACOURT  
etc.

TYSHAWN  
NIZZA  
3MC  
BUSENITZ  
etc.

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# HOKA PORTFOLIO



ROAD  
RUNNING



CLIFTON 10  
SOLIMAR  
ARAHİ  
SKYFLOW  
etc.

TRIAL  
RUNNING



MAFATE  
CHALLENGER  
STIONSON  
SPEEDGOAT  
etc.

HIKING



KAHA  
ANACAPA  
TOR ULTRA  
etc.

STABILITY



BONDI  
etc.

WATERPROOF



CHALLENGER ATR GTX  
KAHA GTX  
TRANSPORT GTX  
etc.

COMFORT



TRANSPORT  
ORA RECOVERY  
etc.

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# CONVERSE PORTFOLIO



CLASSICS



CHUCK TAYLOR ALL STAR  
CHUCK 70  
JACK PURCELL  
ONE STAR  
etc.

SLIP-ON



SLIP ON  
etc.

FASHION



RUN STAR HIKE  
BIG HOLE  
LUGGEDS  
etc.

SKATE



LOUIE LOPEZ  
FASTBREAK  
etc.

WATERPROOF



CHUCK TAYLOR ALL STAR  
WP  
CHUCK 70 WP  
GORE-TEX  
etc.

RUNNING



AEON ACTIVE  
etc.

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## KEY PARTNERS

Over the past 36 years, LaiYih has collaborated with many well-known international brands.

LaiYih has exported more than 300 million pairs of finished shoes all over the world for in the past five years.



TOMMY HILFIGER



Clarks

Paul Smith



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# REVENUE PROPORTION BY BRANDS



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HOKA

2023Y	2024Q1	2024Q2	2024Q3	2024Q4	2024Y	2025Q1	2025Q2
57.74% ▲	58.89% ▲	55.07%	64.00% ▲	56.95%	58.60% ▲	56.39%	52.41%
23.77%	20.78%	18.78%	18.17%	14.49%	17.94%	14.31%	12.67%
13.42% ▲	18.77% ▲	25.33% ▲	16.58%	27.58% ▲	22.47% ▲	26.81% ▲	31.60% ▲





# FINANCIAL HIGHLIGHTS

\$ in Million New Taiwan Dollar	2024Q2	2025Q2	YoY	2024H1	2025H1	YoY
Revenue	9,766	11,320	15.91%	17,537	21,003	19.76%
Gross profit	2,052	1,811	-11.76%	3,536	3,510	-0.72%
<b>Gross profit margin</b>	<b>21.02%</b>	<b>16.00%</b>	<b>-5.02pp</b>	<b>20.16%</b>	<b>16.71%</b>	<b>-3.45pp</b>
Operating expenses	(766)	(705)	-8.01%	(1,369)	(1,364)	-0.33%
<b>Operating expense ratio</b>	<b>7.84%</b>	<b>6.23%</b>	<b>-1.61pp</b>	<b>7.80%</b>	<b>6.49%</b>	<b>-1.31pp</b>
Operating income	1,286	1,106	-13.98%	2,167	2,146	-0.96%
<b>Operating income margin</b>	<b>13.17%</b>	<b>9.77%</b>	<b>-3.40pp</b>	<b>12.36%</b>	<b>10.22%</b>	<b>-2.14pp</b>
Non-operating income, net	163	62	-62.13%	302	185	-38.91%
Income before income tax	1,450	1,168	-19.41%	2,469	2,331	-5.60%
Income tax expense	(295)	(242)	-17.95%	(513)	(472)	-7.98%
Net income	1,154	926	-19.78%	1,956	1,859	-4.98%
<b>Net income margin</b>	<b>11.82%</b>	<b>8.18%</b>	<b>-3.64pp</b>	<b>11.15%</b>	<b>8.85%</b>	<b>-2.30pp</b>
Profit, attributable to: Owners of the parent	1,075	862	-19.84%	1,813	1,775	-2.12%
Earnings per share (NT\$)	4.31*	3.45 *	-19.95%	7.27*	7.12*	-2.10%

\*EPS is calculated using the number of shares after the capital increase.

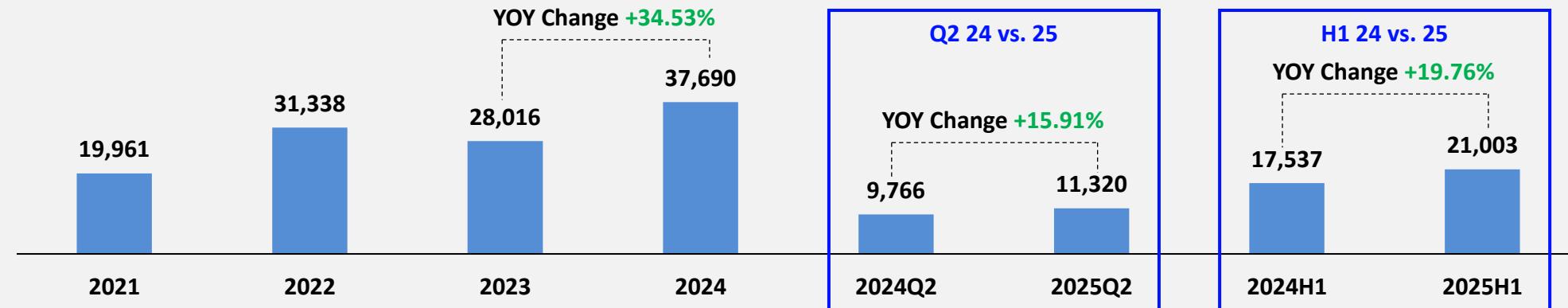
V.S. 2025Q1 Gross profit margin-1.55pp、Operating expense ratio-0.58pp、Operating income margin-0.97pp、Net income margin-1.45pp

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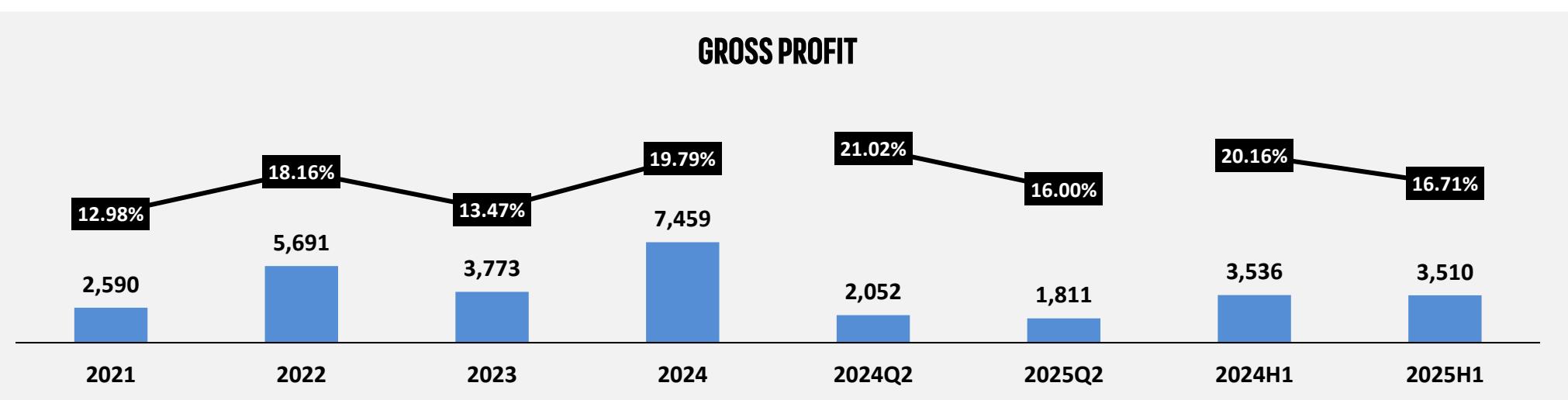
# FINANCIAL HIGHLIGHTS

\$ in Million New Taiwan Dollar

## REVENUE



## GROSS PROFIT

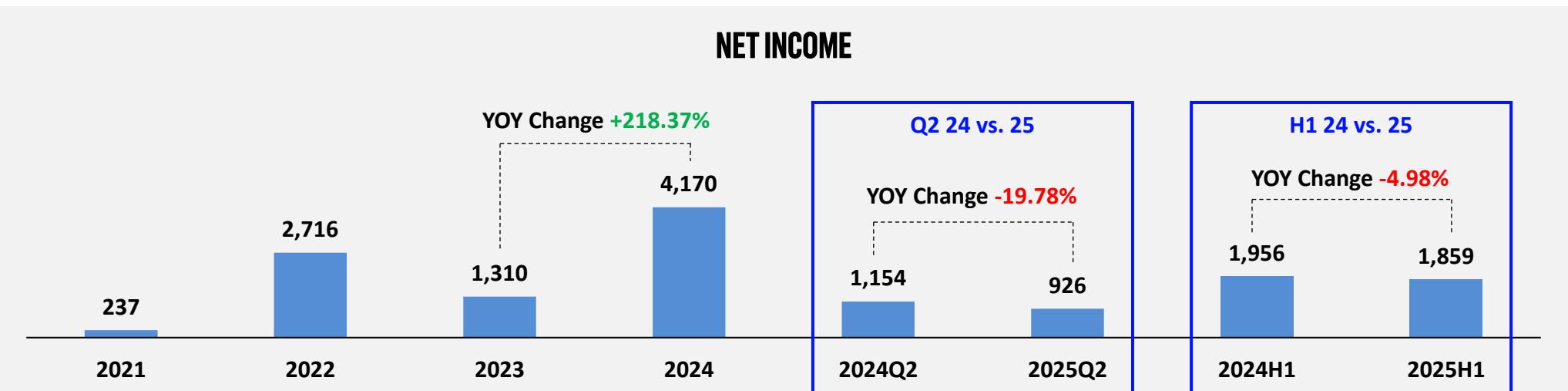


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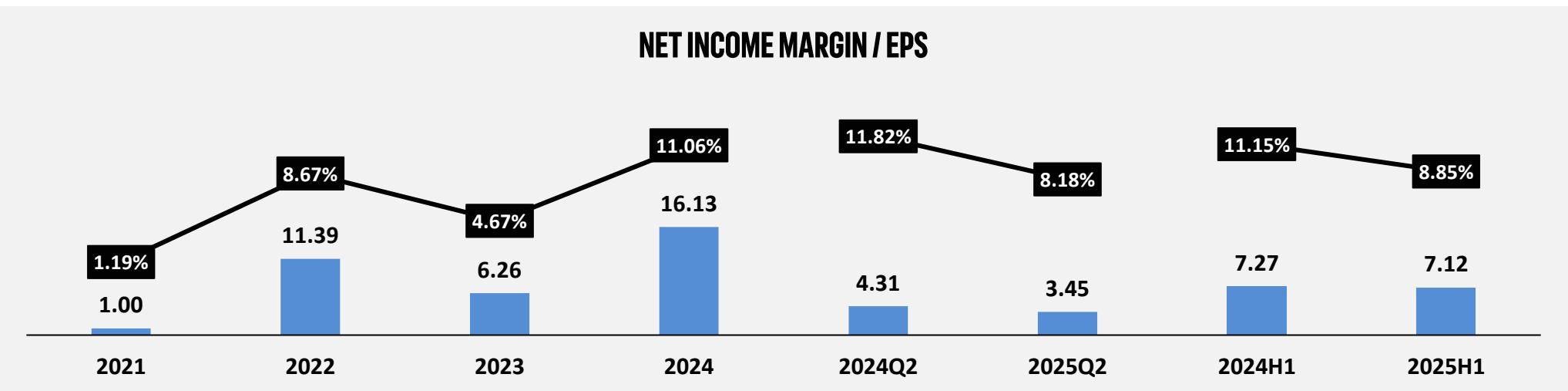
# FINANCIAL HIGHLIGHTS

\$ in Million New Taiwan Dollar

## NET INCOME

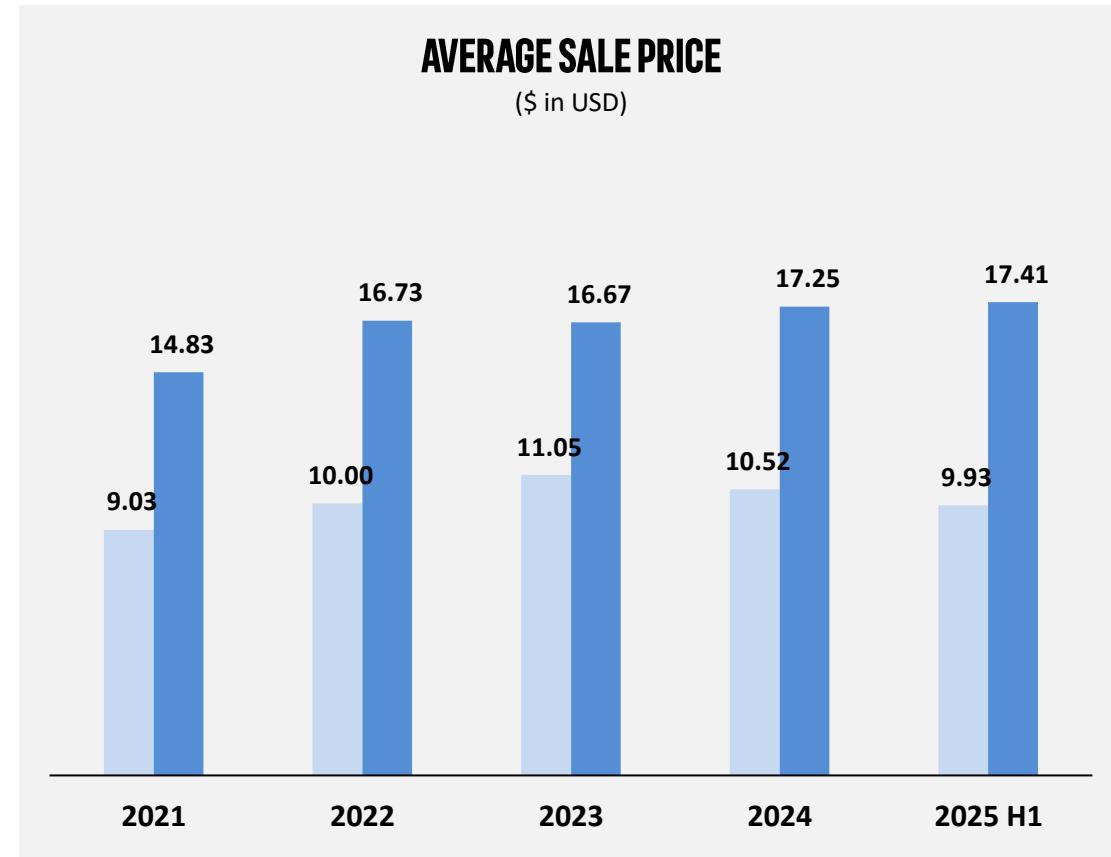
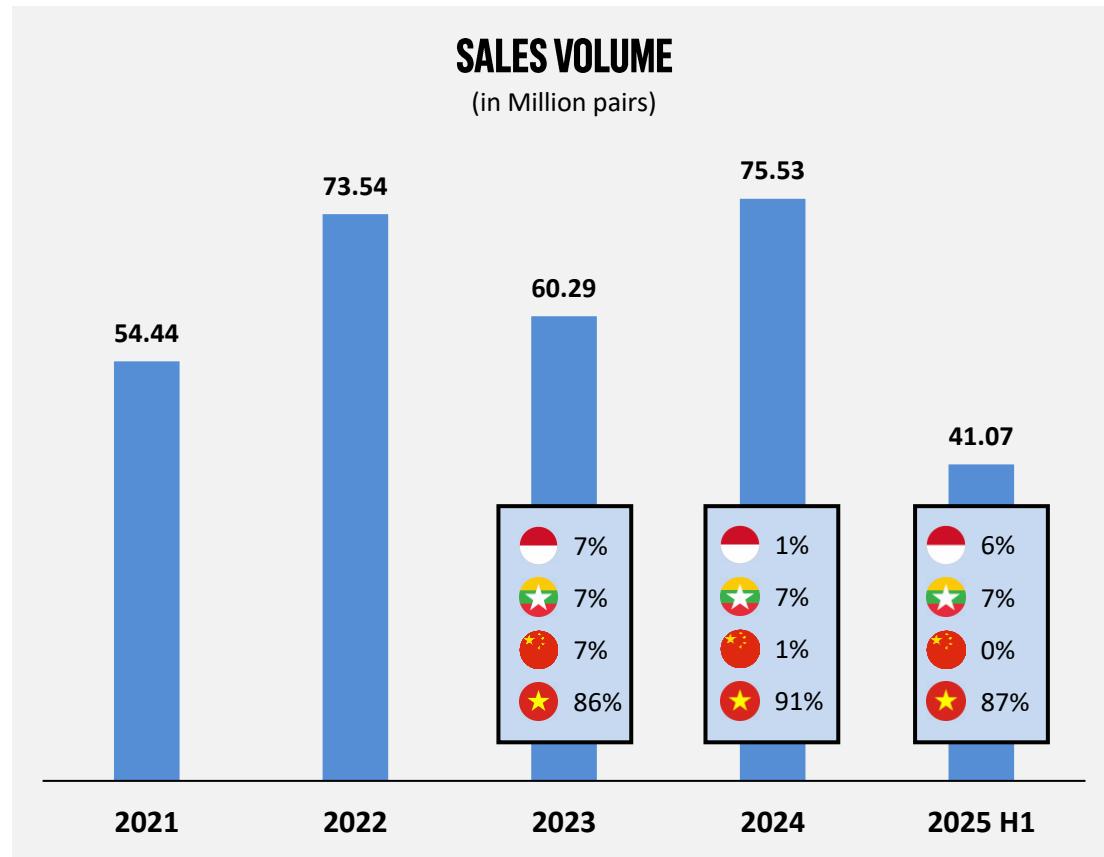


## NET INCOME MARGIN / EPS



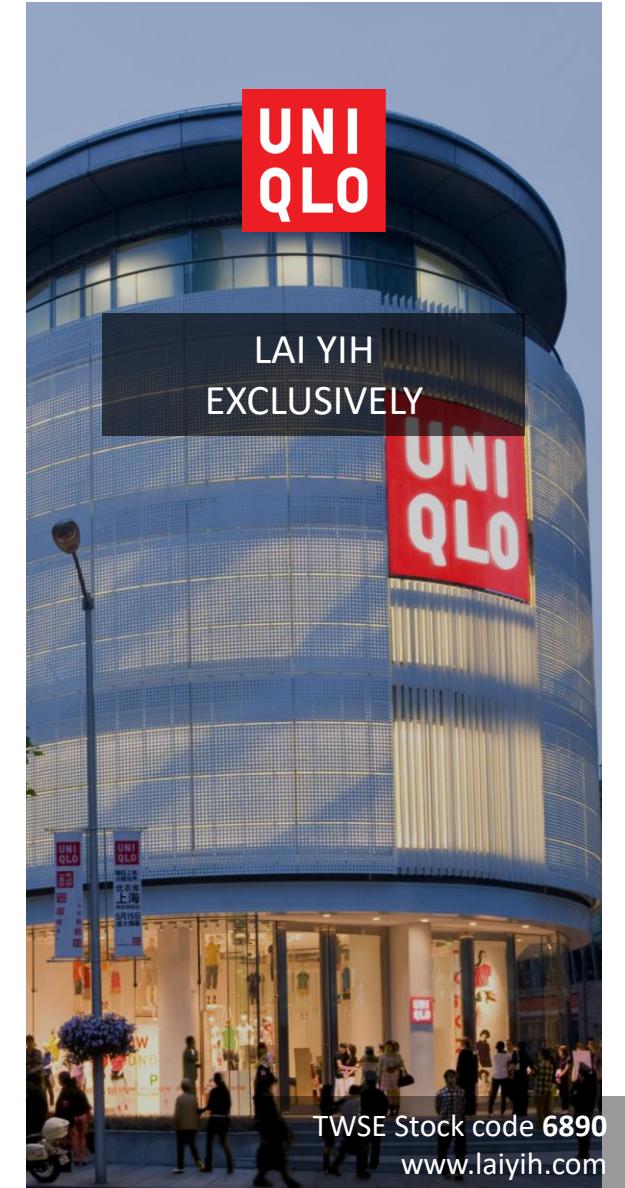
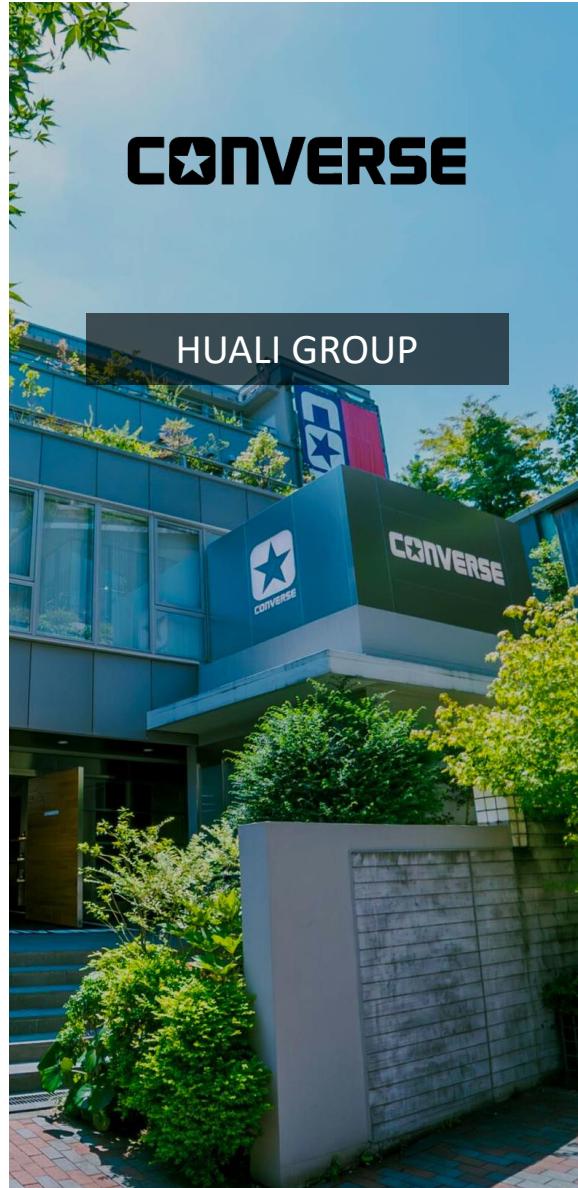
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# FOOTWEAR SEGMENT



Sales Proportion by Region					
	Europe	USA	Asia	Americas	Others
2024	37%	31%	18%	11%	3%

# OUR COMPETITORS



# COMPETITIVENESS OF LAI YIH

## AGILITY

Strategic Responsiveness  
& Speed to Market

RAPID MARKET  
RESPONSIVENESS

FLEXIBLE SUPPLY  
CHAIN ARCHITECTURE

DIGITAL TRANSFORMATION  
FOR SPEED EXECUTION

## PRODUCT DIVERSITY & CAPABILITIES

Portfolio Breadth & Technical Excellence

MULTI-SEGMENT  
PRODUCT EXPERTISE

CUSTOM DEVELOPMENT &  
CO-CREATION CAPABILITIES

SCALABLE ENGINEERING  
& AUTOMATION



## SUSTAINABILITY ACHIEVEMENTS

ESG Leadership & Value Chain Impact

END-TO-END SUSTAINABILITY  
INTEGRATION

MEASURABLE CARBON  
& RESOURCE IMPACT

REPUTATION &  
COMPLIANCE ADVANTAGE



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