



REGAL HOLDING CO.,LTD.

TW.4807







Investor Conference

Dec 16, 2021



www.regaljewelgroup.com



	Listed Date	2017.06.26
	Chairman	PHACHARAPON PHAIBOONSUNTORN
	Shares	38,386,000
	Paid in Capital	NTD 384 million
	Group Staffs	3,200+
	Headquarter	Thailand
	Production Base	<ul style="list-style-type: none"> •65,896 square meters • 3 jewelry factories • 1 jewelry plating factory entity

Industry Status

Upstream

- Raw metal mining and production
- Stone rough material mining and production

Midstream - 1

- Gemstones/artificial stones cutting and polishing
- Gemstones/artificial stones wholesale
- Jewelry Design and Brand operators
- Manufacturers of jewelry process equipment and material supply

Midstream - 2

- Jewelry manufacturing plant
- Jewelry plating plant
- Jewelry accessories supplier

Downstream

- Jewelry brand shops
- Department stores/malls
- Discount stores
- Non- physical shops (Catalogue and B2C e-commerce)
- Network Community channels

Special Certification



Cert No. 81Q19009



Main Products Harmonized System Codes (HS Code)

7117 Imitation jewellery

- 711711 Jewellery: imitation, cuff links and studs, of base metal, whether or not plated with precious metal
- 711719 Jewellery: imitation, (excluding cuff links and studs), of base metal, whether or not plated with precious metal
- 711790 Jewellery: imitation, of other than base metal, whether or not plated with precious metal



7113 Jewellery articles and parts thereof, of precious metal or of metal clad with precious metal

- 711311 Jewellery: of silver, whether or not plated or clad with other precious metal, and parts thereof
- 711319 Jewellery: of precious metal (excluding silver) whether or not plated or clad with precious metal, and parts thereof
- 711320 Jewellery: of base metal clad with precious metal, and parts thereof

7117 & 7113 Reporting Countries Export Statistics

Thailand is the world's top ten 7117 & 7113 exporters

HS Code : 7117 export statistics (2018-2020)								Unit : USD million			
Rank	Country (2018)	Amount	%	Rank	Country (2019)	Amount	%	Rank	Country (2020)	Amount	%
1	China	1,760.26	26.19	1	China	1,881.87	29.65	1	China	1,651.18	36.90
2	Hong Kong	739.03	11.00	2	Hong Kong	795.59	12.53	2	Hong Kong	602.68	13.47
3	France	494.84	7.36	3	France	471.84	7.43	3	France	550.86	12.31
4	Austria	475.64	7.08	4	Singapore	444.14	7.00	4	Germany	344.14	7.69
5	Singapore	459.44	6.84	5	Thailand	417.28	6.57	5	Thailand	241.05	5.39
6	Thailand	421.26	6.27	6	Italy	308.24	4.86	6	Singapore	187.96	4.20
7	Germany	382.93	5.70	7	Austria	317.05	5.00	7	India	141.63	3.17
8	Italy	373.85	5.56	8	Germany	313.33	4.94	8	United States	137.56	3.07
9	United States	253.87	3.78	9	United States	220.53	3.47	9	United Kingdom	128.04	2.86
10	India	198.66	2.96	10	India	160.89	2.53	10	South Korea	106.69	2.38

HS Code : 7113 export statistics (2018-2020)								Unit : USD million			
Rank	Country (2018)	Amount	%	Rank	Country (2019)	Amount	%	Rank	Country (2020)	Amount	%
1	China	13,333.20	14.37	1	China	13,294.79	14.49	1	Switzerland	8,125.27	14.08
2	India	12,452.40	13.42	2	Switzerland	11,626.02	12.67	2	China	7,988.76	13.84
3	Switzerland	11,748.63	12.67	3	India	11,528.48	12.56	3	India	7,714.96	13.37
4	United States	9,930.20	10.71	4	United States	9,187.84	10.01	4	Hong Kong	6,330.66	10.97
5	Hong Kong	7,099.77	7.65	5	Hong Kong	7,855.00	8.56	5	United States	5,333.12	9.24
6	Italy	7,064.52	7.62	6	France	6,207.61	6.77	6	France	4,373.80	7.58
7	France	5,786.93	6.24	7	United Kingdom	6,141.85	6.69	7	Turkey	3,572.77	6.19
8	United Kingdom	4,446.99	4.79	8	Italy	5,978.80	6.52	8	United Kingdom	3,403.71	5.90
9	Turkey	4,410.97	4.76	9	Turkey	5,100.99	5.56	9	Thailand	2,596.87	4.50
10	Thailand	3,865.32	4.17	10	Thailand	3,684.68	4.02	10	Singapore	1,767.50	3.06

Thailand Major Export Country (2018-2021)

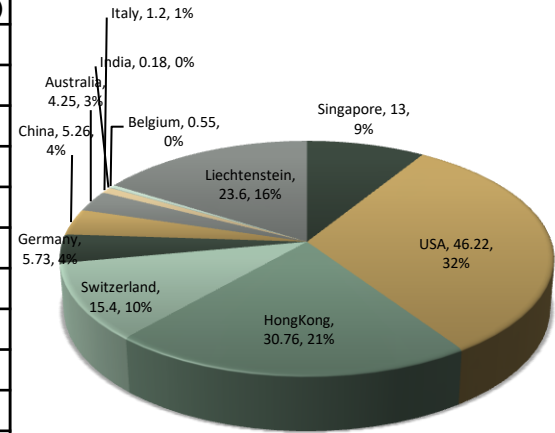
#7117 Imitation Jewelry

Thailand Major Export Country (2018-2021) #7117 Imitation Jewelry								
Country	Quarter 4				Total			
	2018	2019	2020	2021(10)	2018	2019	2020	2021(1-10)
Singapore	21.45	17.32	4.3	1.31	73.7	76.33	24.54	13
USA	11.63	11.43	10.9	5.44	44.36	39.18	32.81	46.22
Hong Kong	5.36	6.16	7.87	4.43	17.61	22.48	24.67	30.76
Switzerland	2.32	3.44	5.18	1.12	7.95	13.85	17.61	15.4
Germany	3.48	2.68	2.09	1.04	16.25	9.79	7.54	5.73
China	0.16	1.04	1.4	0.94	4.38	5.35	4.84	5.26
Australia	0.63	0.77	1.02	0.29	3.05	3.00	3.02	4.25
Italy	2.05	0.55	0.5	0.19	5.9	2.71	2.11	1.2
India	0.1	0.28	0.05	0.03	1.1	1.38	0.21	0.18
Belgium	0.2	0.23	0.12	0.09	0.93	1.08	0.56	0.55
Liechtenstein	44.32	40.42	9.11	1.92	165.05	157.29	56.17	23.6

Unit : USD million

Source: Gem and Jewelry Information Center

2021 Jan - Oct



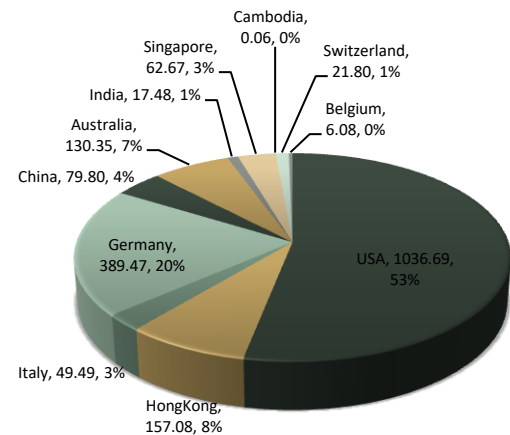
Thailand Major Export Country (2018-2021)

#7113 Jewellery articles and parts thereof, of precious metal or of metal clad with precious metal

Thailand Major Export Country (2018-2021)								
#7113 Articles Of Jewelry And Parts Thereof, Of Precious Metal Or								
Of Metal Clad With Precious Metal								
Unit : USD million								
Country	Quarter 4				Total			
	2018	2019	2020	2021(10)	2018	2019	2020	2021(1-10)
USA	253.69	271.82	260.1	133.2	1000.81	904.10	771.40	1036.69
Hong Kong	55.48	68.36	59.86	14.92	618.15	541.13	190.03	157.08
Italy	13.71	12.98	13.94	7.77	78.8	191.74	81.17	49.49
Germany	179.91	194.62	130.7	59.83	596.68	506.88	480.34	389.47
China	65.71	55.54	20.86	5.57	212.45	179.20	126.80	79.80
Australia	61.03	50.44	63.47	22.11	176.4	132.34	143.05	130.35
India	2.47	20.2	4.18	6.95	41.35	70.92	16.90	17.48
Singapore	12.39	13.29	22.37	7.97	43.99	45.90	56.67	62.67
Cambodia	0.46	12.62	0	0	4.02	22.45	4.54	0.06
Switzerland	10.04	10.59	5.65	4.03	109.35	91.64	26.30	21.80
Belgium	1.89	1.83	2.39	0.61	6.09	6.05	5.40	6.08
Total	656.78	712.29	583.52	262.96	2888.09	2692.35	1902.60	1950.97

Source: Gem and Jewelry Information Center

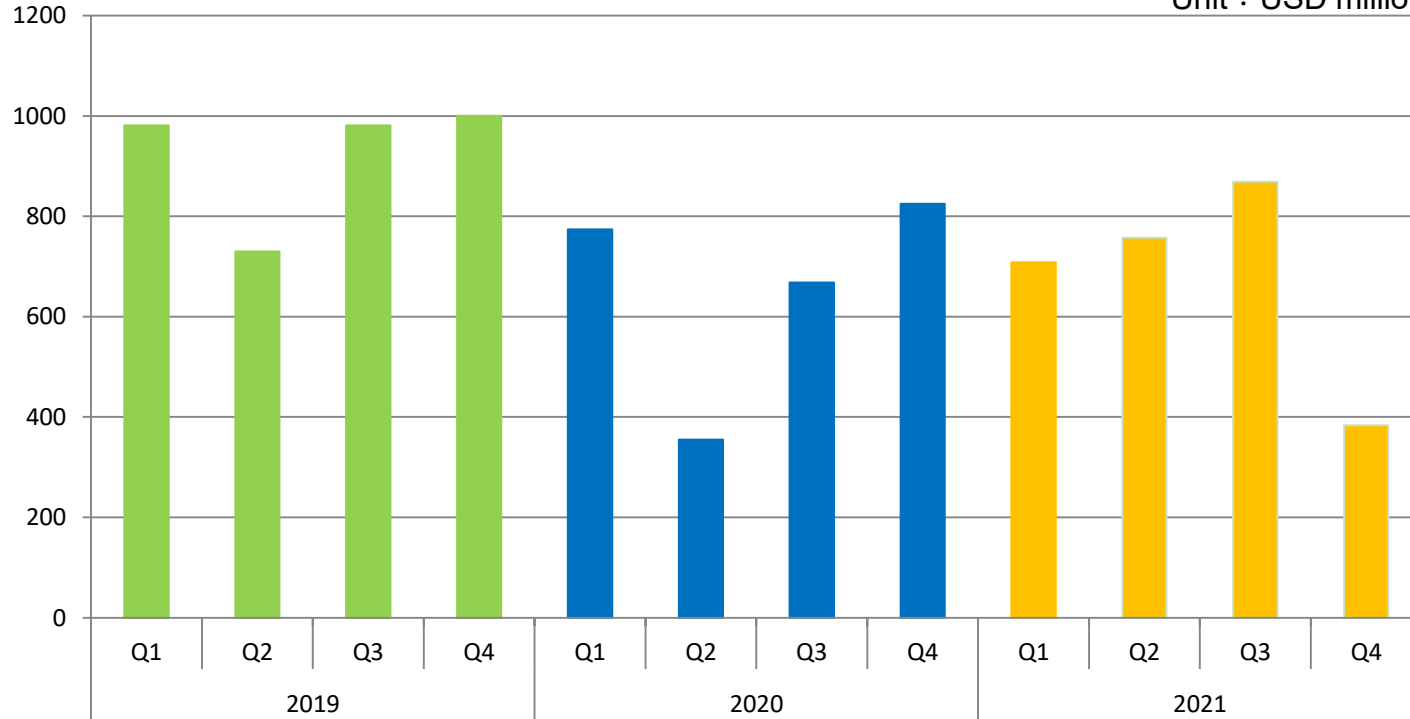
2021 Jan - Oct



Thailand Major Export Country (2019-2021)

Thailand Export Value(QoQ)#7113

Unit : USD million

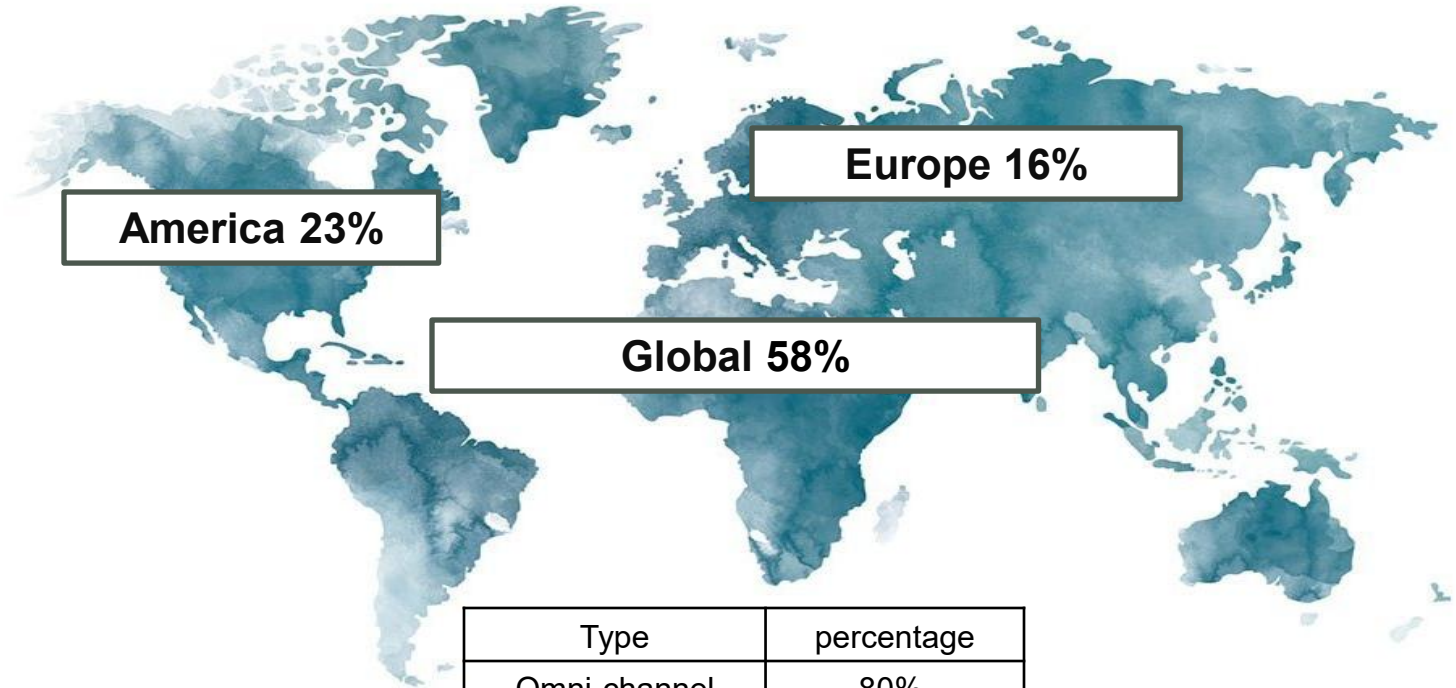




July to December of 2021 Operation Report



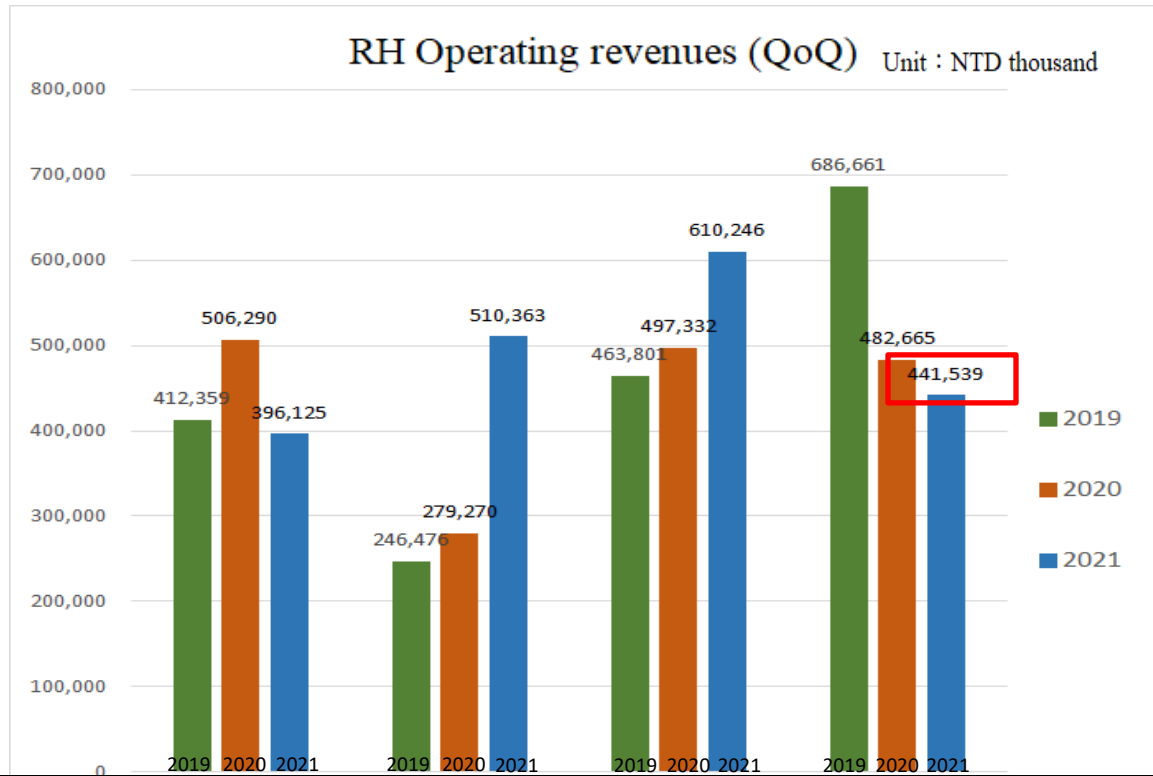
Distribution of Regal Group Customers



Type	percentage
Omni-channel	80%
Online channel	18%
Offline channel	2%

Regal Group 2021/01-11 Operating Overview

Unit : NTD thousand	2020Q3		2021Q3		2020/01-09		2021/01-09		Month	Operating revenues	YoY
Operating revenues	497,332	100%	610,246	100%	1,282,892	100%	1,516,734	100%	10	253,696	17.19%
Operating costs	390,704	79%	459,827	75%	1,000,305	78%	1,166,347	77%	11	187,843	11.63%
Gross profit	106,628	21%	150,419	25%	282,587	22%	350,387	23%	← Gross margin : 23%		
Selling expenses	17,644	4%	13,585	2%	49,432	4%	48,106	3%	<div style="border: 1px solid black; padding: 5px; background-color: #f0e68c;"> Accumulated Revenue from 2021/01-11 is NTD 1,958 million (YoY+17.27%) </div>		
R&D expenses	16,148	3%	13,735	2%	45,507	4%	44,855	3%			
Administrative expenses	51,623	10%	42,655	7%	126,496	10%	124,868	9%			
Impairment loss (reversal)	(5,837)	-1%	4,183	1%	(8,385)	-1%	4,701	0%			
Total operating expenses	79,578	16%	74,158	12%	213,050	17%	222,530	15%			
Operating income (losses)	27,050	5%	76,261	13%	69,537	5%	127,857	8%			
Interest income	39	0%	23	0%	505	0%	262	0%			
Other income	946	0%	1,246	0%	5,503	0%	4,900	0%			
Other gains and losses	5,668	1%	(555)	0%	31,325	2%	13,957	1%			
Finance costs	(1,282)	0%	(1,443)	0%	(6,090)	0%	(6,368)	0%			
Total non-operating income and expenses	5,371	1%	(729)	0%	31,243	2%	12,751	1%			
Profit (losses) before tax	32,421	6%	75,532	13%	100,780	7%	140,608	9%			
Income tax expenses	(3,008)	-1%	23,614	4%	19,143	1%	49,206	3%			
Profit (losses) for the period	35,429	7%	51,918	9%	81,637	6%	91,402	6%	← N/I rate : 6%		
Common stock	383,860		383,860		383,860		383,860		← EPS:2.21		
EPS	0.85		1.24		1.99		2.21		← www.regaljewelgroup.com		



	Q1	Q2	Q3	Q4	Total
2021	396,125	510,363	610,246	441,539	1,958,271
2020	506,290	279,270	497,332	482,665	1,765,557
2019	412,359	246,476	463,801	686,661	1,809,297

※2021 Q4 figure only include the revenue of Oct & Nov.



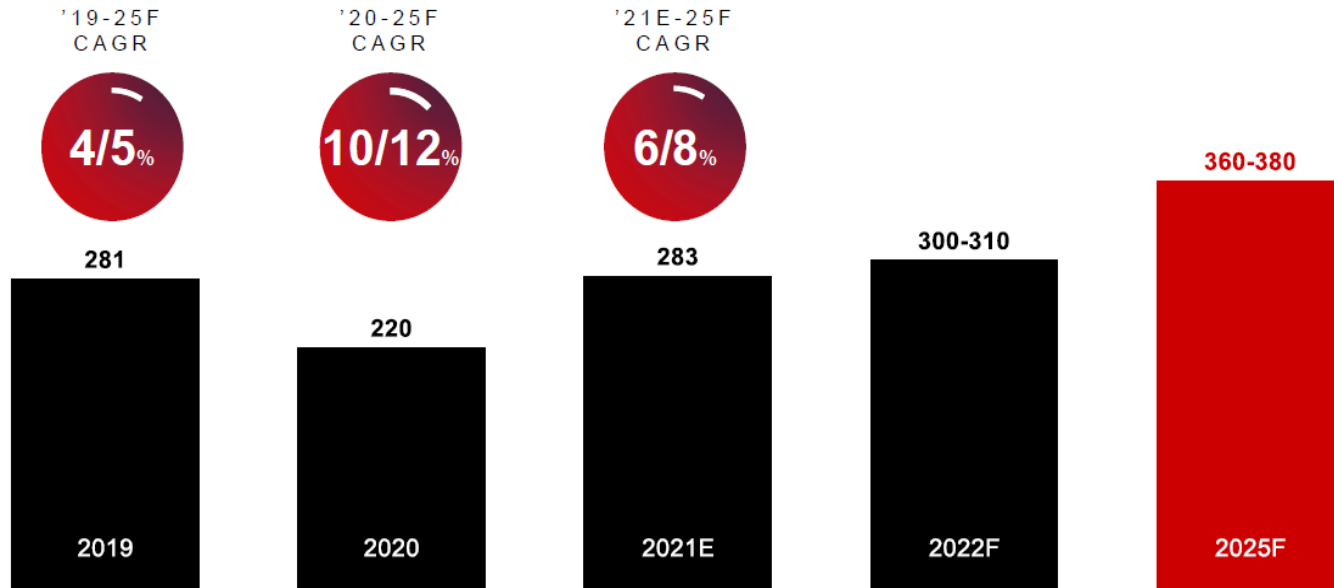
2022 Management Policy & Outlook



2022-2025 personal luxury goods market trend

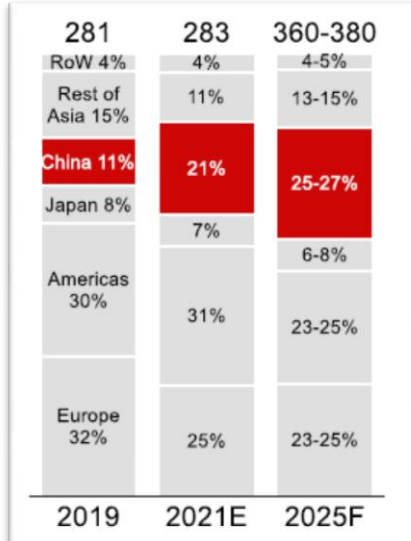
➤Bain & Company: The rebound of global luxury goods sales in 2021 can be regarded as a strong predictor of the healthy growth of the market in mid-term.

Personal luxury goods market evolution (€B | 2019-2025F)

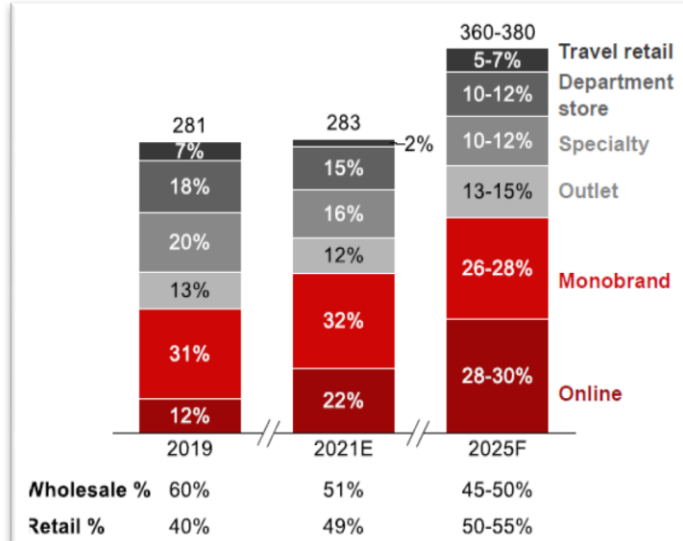


Source: Bain & Company & Altgamma, 2021/11/11

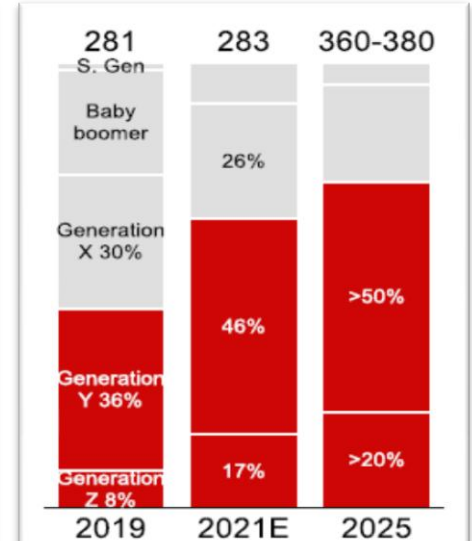
2022-2025 personal luxury goods market trend



Americas sales value solid rebound, and China is the fastest-growing and the most important markets in the future.



Online and brand channels are the key to the recovery in 2021, which will lead the mid-term growth of the fashion industry.

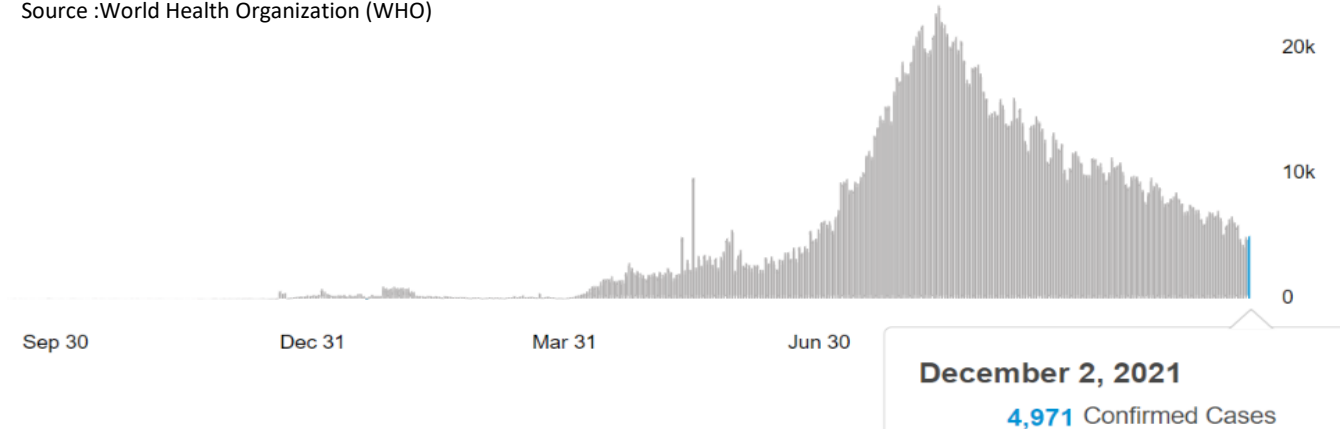


The new generation of consumers under the age of 40 (Generation Y and Generation Z) has become the main consumer group of the fashion industry.

Management policy 1:

Continuous encouragements of epidemic precautions. Employees' health and safety are always our first priority.

Source :World Health Organization (WHO)



Factory Current Situation :

1. Joined "Sandbox Project" to reduce the risk of manpower loss.
2. First dose vaccine rate: 97.35%.
3. Second dose vaccine rate: 87.25%.
4. Thailand has launched its third vaccination dose campaign.
Third dose of vaccinated : 57 person.

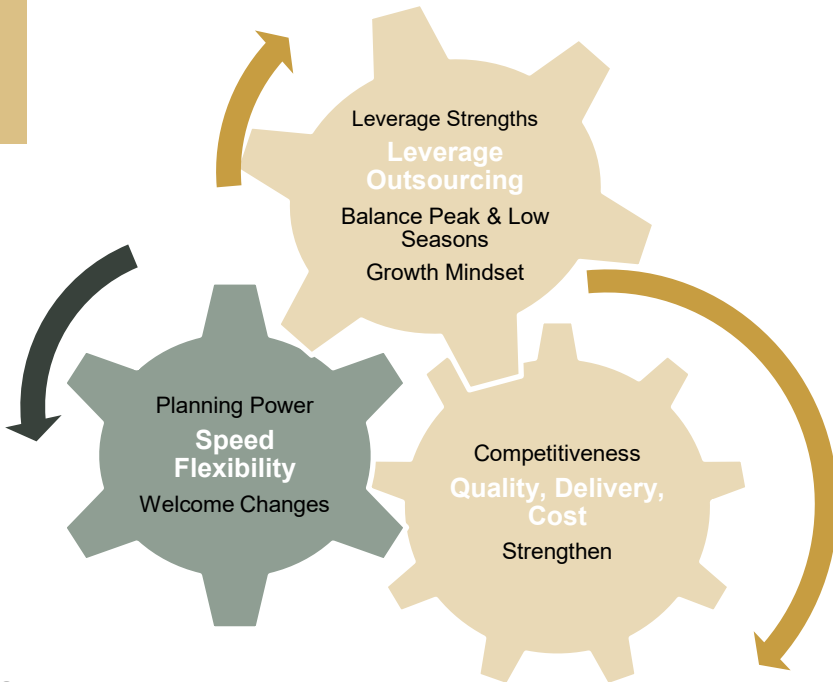
Management policy 2:

Balancing between valued customers' orders and factory manpower.

Reengineering: Three Forces



Market Expansion: Three Arrows



Increase Profitability and Market Share

- Growth of gross margin.
- Defeat competitors and seize the share of winners.
- Leading competitors and expanding the ESG market.

Expand Customer Base and Product Lines

- M-shaped customers development.
- Omni-channel jeweler in Europe and US.
- Gold jewelry, Fashion jewelry, IP jewelry & Non traditional jewelry.

Strengthen the Foundations of Our Business

- Large factory (mass production) → Medium factory (mixed product line)
- Upgraded computer software and hardware to improve the efficiency of information security protection and departmental management.
- Production & HR re-allocation and Employee growth training plan.

Management policy 3: The Stage of Designer

- **Inspiring and encouraging people or corporations to create mix-match business opportunities.**
- Through “**D.Vita**” and “**ReModa**” two platforms. aid to incubate designers from their inspiration till products roll out to markets.

2020 :

June 18th: Establishment of the D.Vita project and ReModa’s platform.

Oct: Co-develop IP products with Hua Xing Entertainment. Built and developed teams for designer competition project.

Nov: Co-designed jewelry pieces with a Taiwanese celebrity for Jin Ma Award candidate.

Dec: Sponsored the “Xiao Len Tao Gei” festival event organized by The Eslite Spectrum Corporation.

Coached candidates of the D. Vita designer project and developed products from their sketches.

2021 :

Jan: Train designers of 1st D.Vita on jewelry production process.

Mar: Custom 1 on 1 lessons for 1st D.Vita designers.

Apr: Pitch Demo event of 1st D.Vita.

Jul: Incubating selected designers of 1st D.Vita.

Aug: Sample 3D printing for 1st D.Vita designers.

Oct: 2nd D.Vita competition selection of designers.

Nov: 2nd D.Vita selected designer recruitment.

Dec: 2nd D.Vita recruited designer selection.

2022 Plan :

Q1: 1st D.Vita selects designer products to crowdfund through pre-orders.

2nd D.Vita selected designer training and 1 on 1 customized designer recruitment.

Q2: 2nd D.Vita selected designer evaluation and 1 on 1 customized designer incubation.

Cooperation for class with Fu Jen Catholic University.

Q3: 2nd D.Vita selects designer products to crowdfund through pre-orders.

3rd D.Vita selected designer recruitment.

Selecting 1 on 1 customized designer products to crowdfund through pre-orders.







Q4: Shining star awards for 1st and 2nd D.Vita selected designers.

Incubation presentation of 1 on 1 customized designer.

Management policy 4:

Brand Channel Expansion

➤ E-Commerce :

 <p>https://www.momoshop.com.tw/search/searchShop.jsp?keyword=remoda&searchType=1&curPage=1&isFuzzy=0&showType=chessboardType</p>	 <p>https://shopee.co.th/aevari_officialshop https://shopee.co.th/jewelrybuffet.official</p>
 <p>https://shopee.tw/remoda_select</p>	 <p>https://en.pinkoi.com/store/aevari?ref_itemlist=v6XeKhYd https://en.pinkoi.com/store/jewelrybuffet?ref_itemlist=Fxsn5HPL</p>
 <p>https://www.republicdemoda.com</p>	 <p>https://www.lazada.co.th/shop/aevari- https://www.lazada.co.th/shop/jewelry-buffet</p>

➤ Retail Stores : Song Jiang main store sales event & pop-up shops etc.

Regal Group's strategy & expectation

- The ultimate in craftsmanship
- The core green supplier of brand customers
- The partner who accompanies with customer's growth
- The incubator of potential brands
- The leader of the Total service solution

Today, Jewelry is not just Jewelry.
The Industry is Changing,
same as Fashion & Luxury Industry.

Regal is transforming into

Jewelry⁺ Stage

Technique . Craftsmanship . Design . Innovation



REGAL HOLDING CO.,LTD.

Thank You

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