

Stock Code : 8426



REDWOOD GROUP LTD

紅木集團有限公司

14th December 2012

Agenda

1. Company Profile Overview

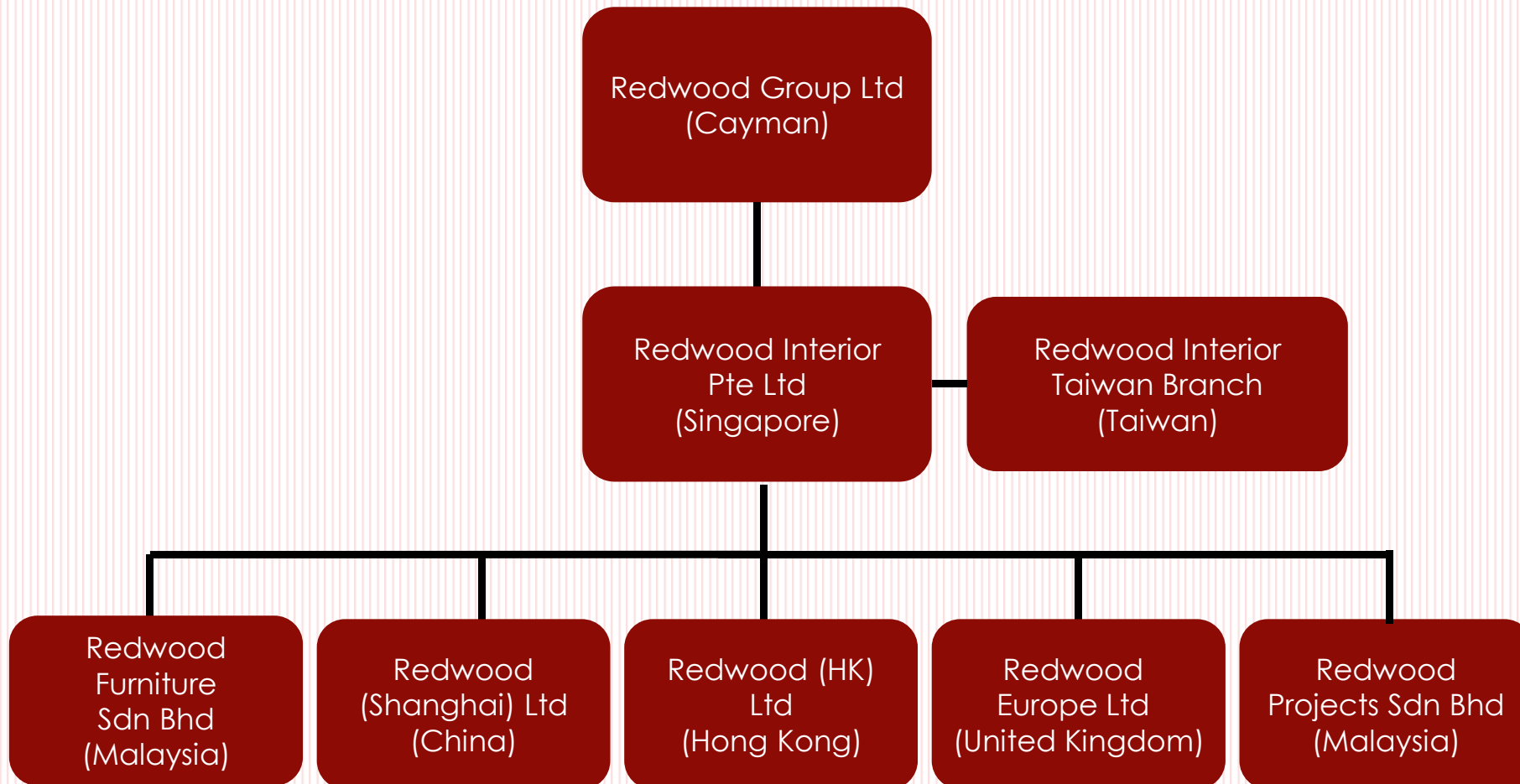
2. Operational Performance

3. Market & Industry Overview

4. Future Prospects & Strategies

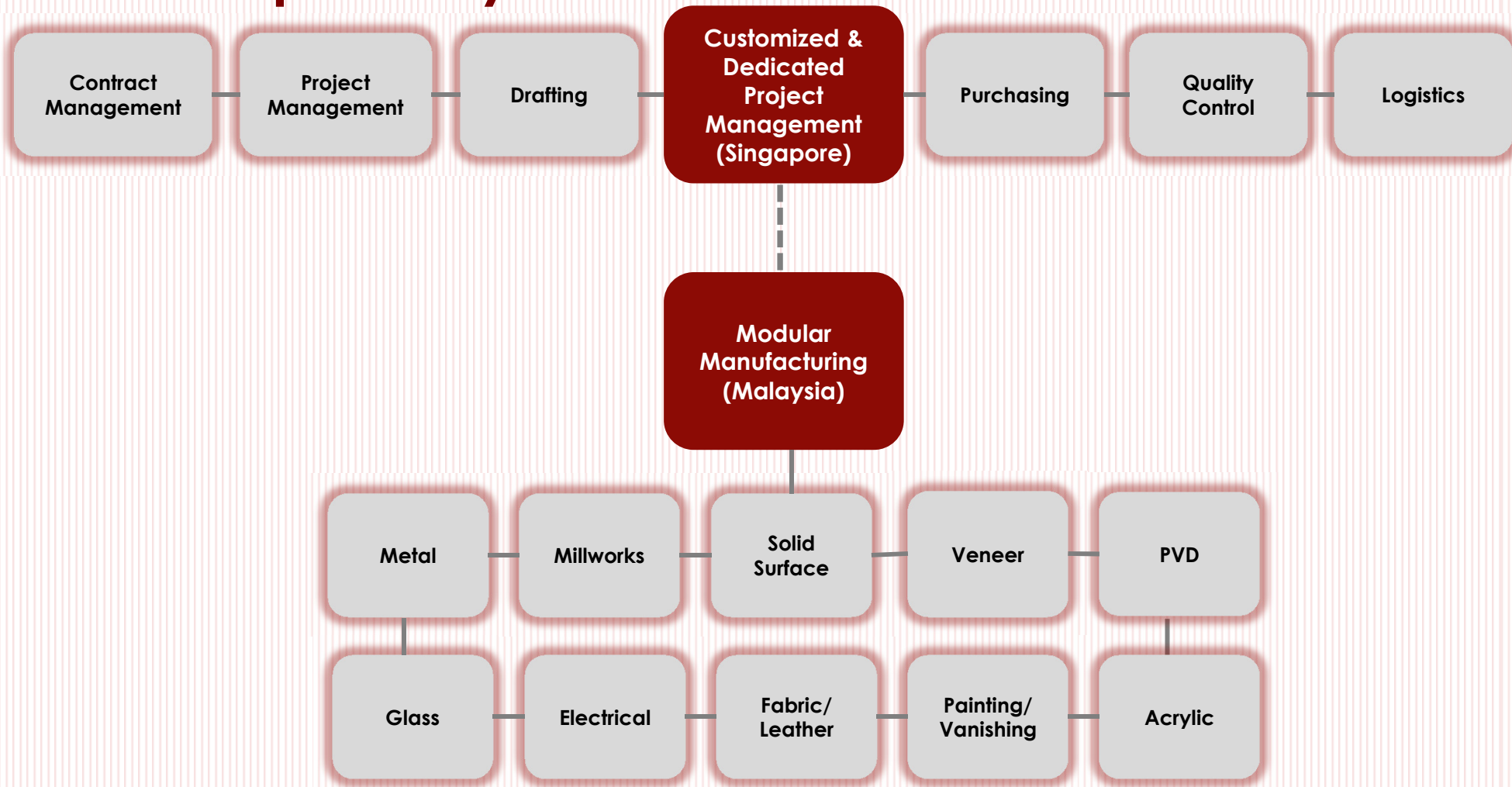
1. Company Profile Overview

a. Group Structure



1. Company Profile Overview

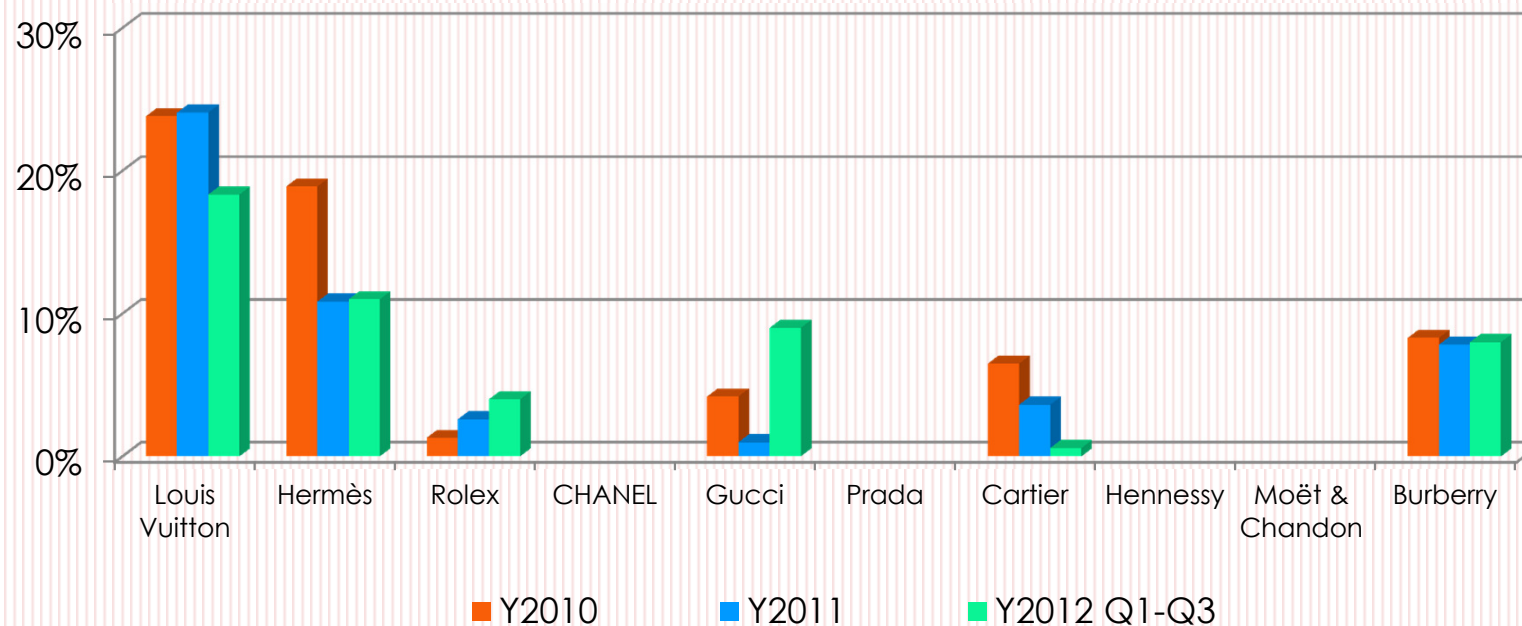
b. Competency



1. Company Profile Overview


c. Clients Base

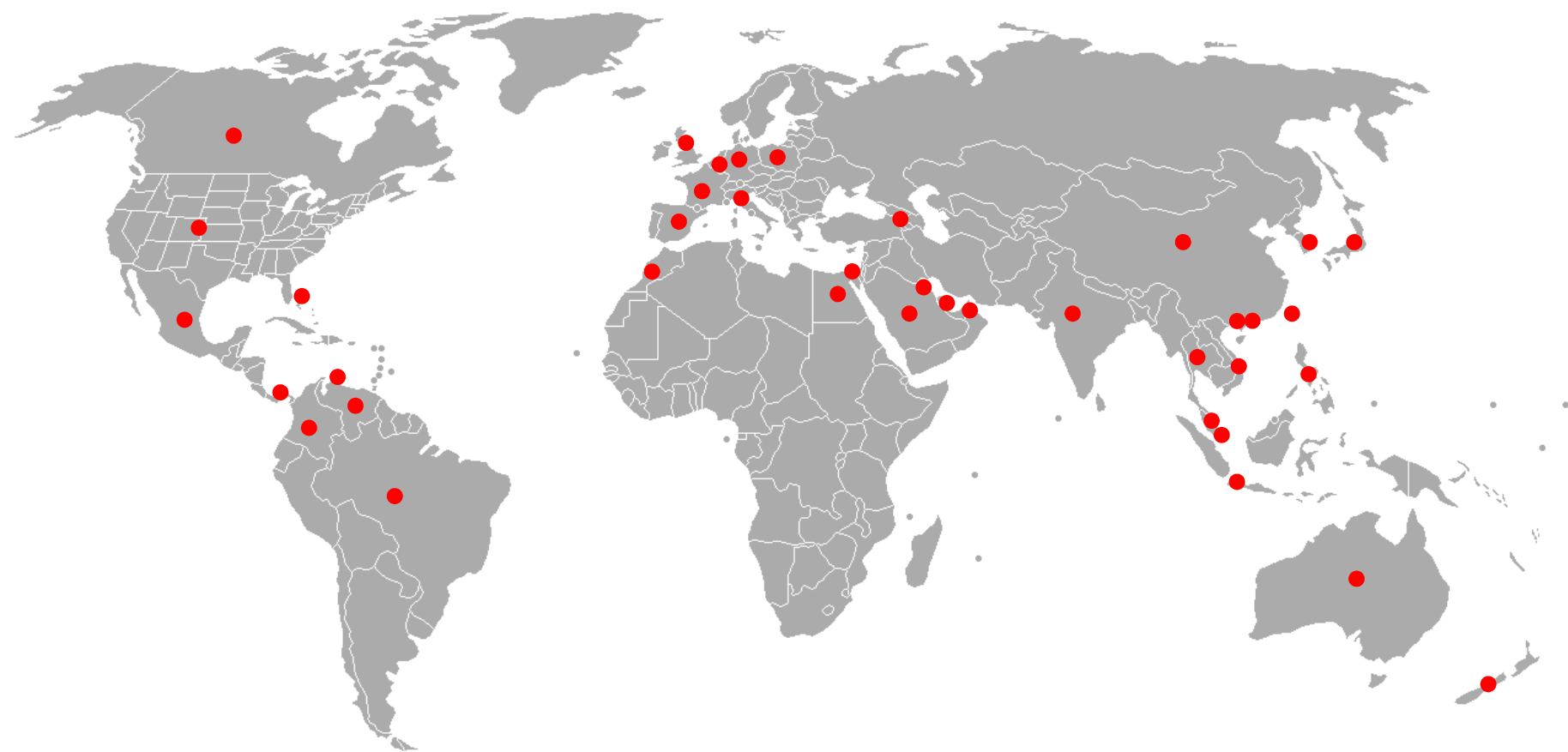
Year 2012 Top 10 Luxury Brands & Percentage Accounted for Redwood's Revenue



1. Company Profile Overview

d. Our Clients

Bvlgari	Bally	Cartier	Chloe
Coach	Dior	Ermenegildo Zegna	Gucci
Hermes			Jimmy Choo
Leica	Loewe	Louis Vuitton	Michael Kors
Salvatore Ferragamo	Tiffany & Co.	Tory Burch	Yves Saint Laurent



1. Company Profile Overview

f. Competitive Advantage

Transforming traditional craftsmanship to integrated modern production technology

Customized Project Management



Modular Manufacturing



High Efficiency of Project Completion



Factory Assembly



1. Company Profile Overview

g. Core Business

Interior Fittings

General Constructions

Façade

2. Operational Performance

a. Operational Performance Summary

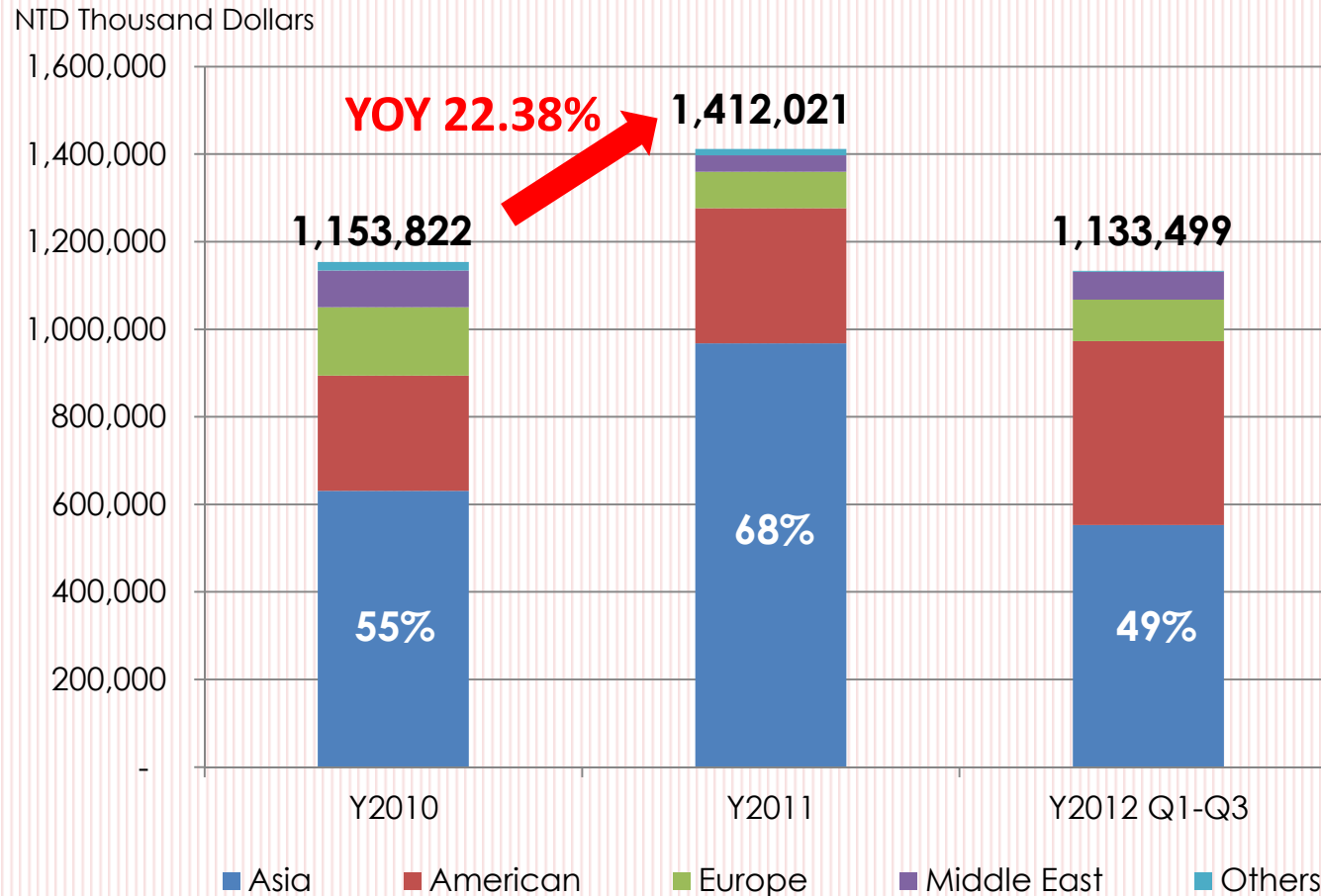
(Unit: NTD Thousand Dollars; EPS NTD Dollars)

	Y2010	Y2011	YoY(%)	Y2011 Q1-Q3	Y2012 Q1-Q3	YoY(%)
Operating Income	1,153,822	1,412,021	22.38	901,412	1,133,499	25.75
Operating Margin	350,830	445,114	26.87	293,552	356,900	21.58
Gross Margin	30.41%	31.52%	-	32.56%	31.49%	-
Net Profit	126,419	153,009	21.03	88,707	101,696	14.64
Net Profit Margin	10.96%	10.84%	-	9.84%	8.97%	-
EPS	4.28	4.38	-	2.46*	2.42*	-
Current Ratio (times)	1.23	1.93	-	1.30	1.82	-
Liquid Ratio (times)	0.92	1.56	-	0.97	1.40	-
Debt Ratio (%)	56%	45%	-	54%	44%	-

*Number of shares outstanding are 36,000 thousand shares and 42,000 thousand shares for 30th September 2011 and 30th September 2012 respectively.

2. Operational Performance

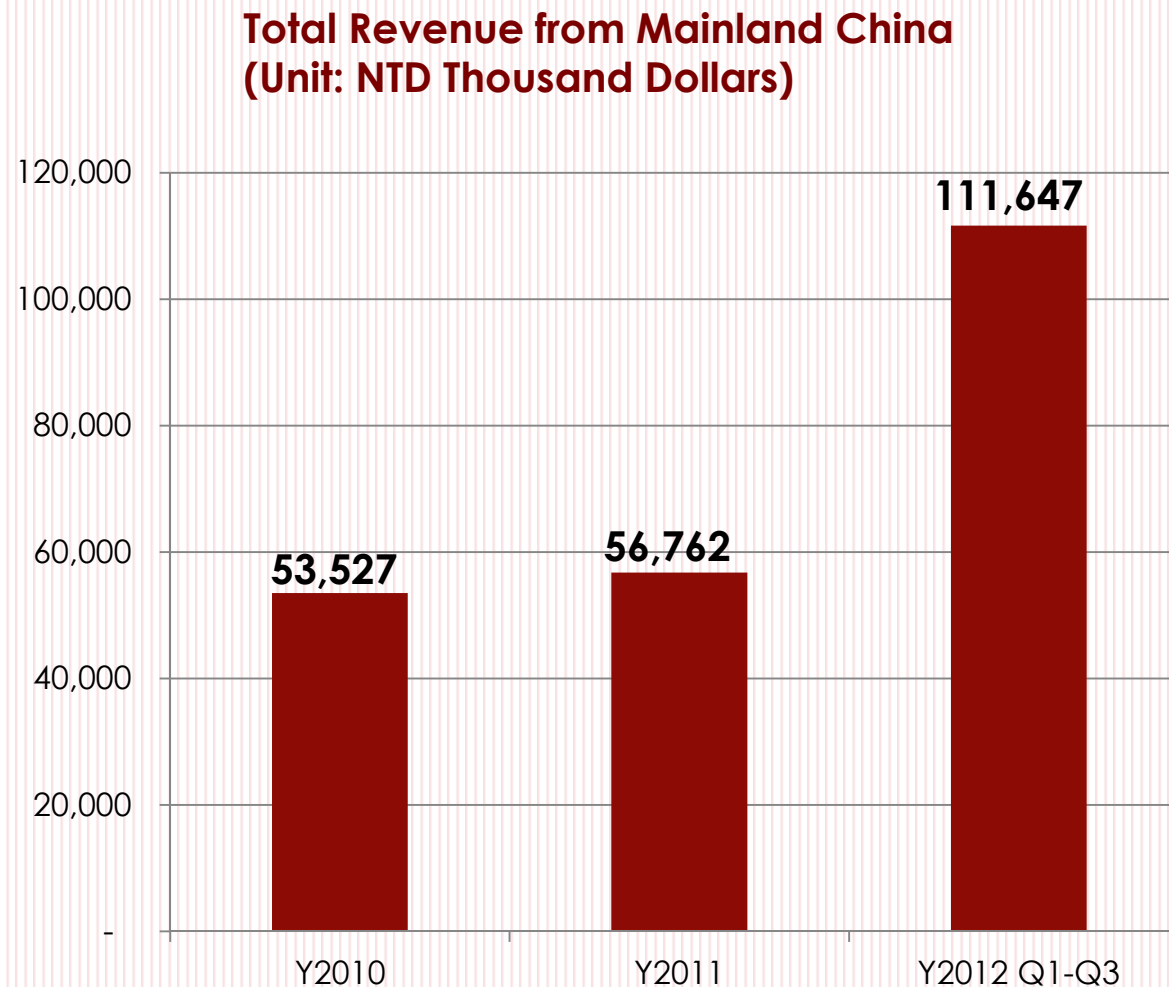
b. Revenue (Geographic Distribution)



- Benefited from the rise of the Asian consumer force, Redwood's revenue YoY reached 22.38%.

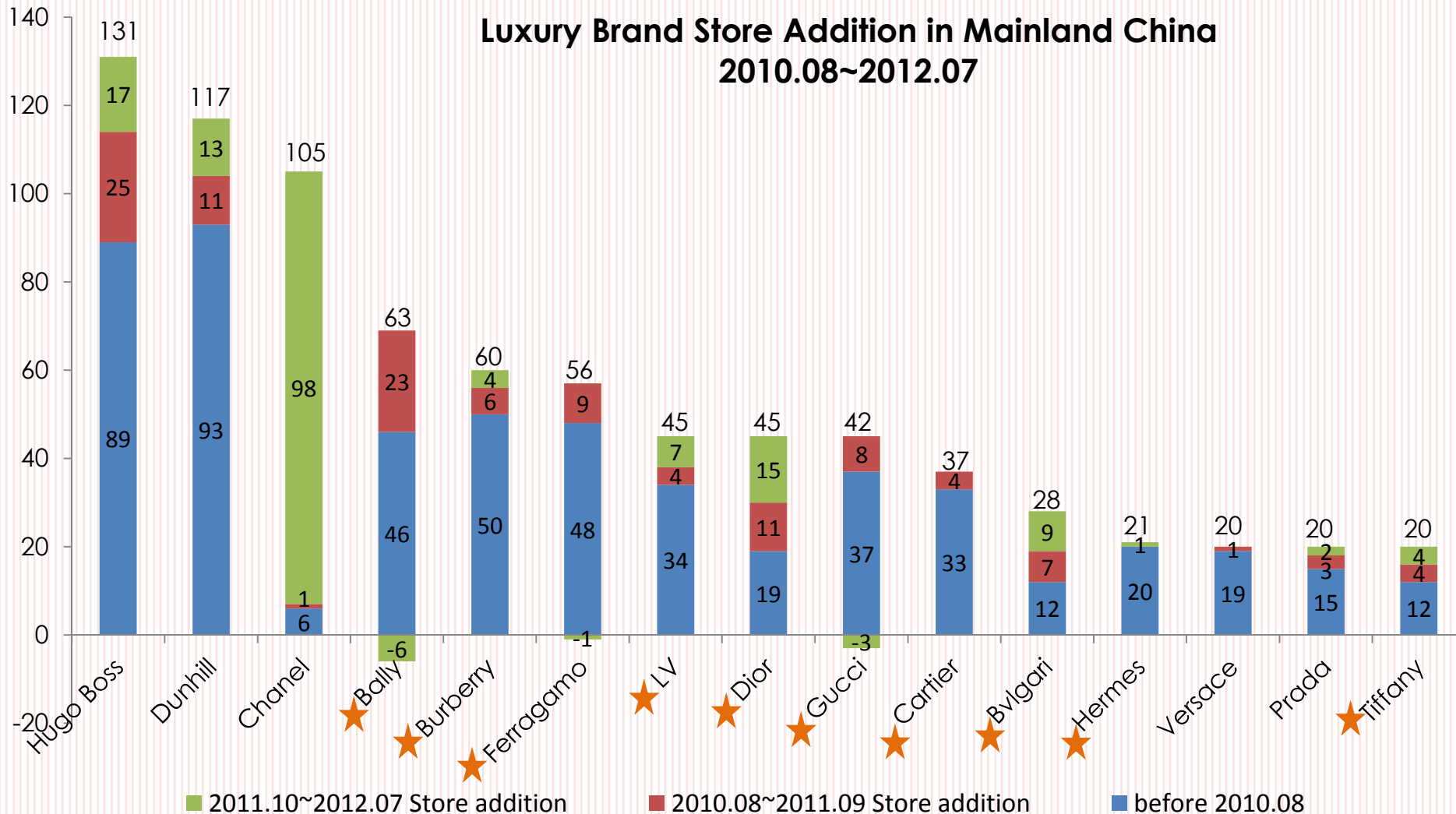
2. Operational Performance

c. Revenue (Mainland China)



3. Industry Overviews

a. Redwood continue to enhance the market share in China



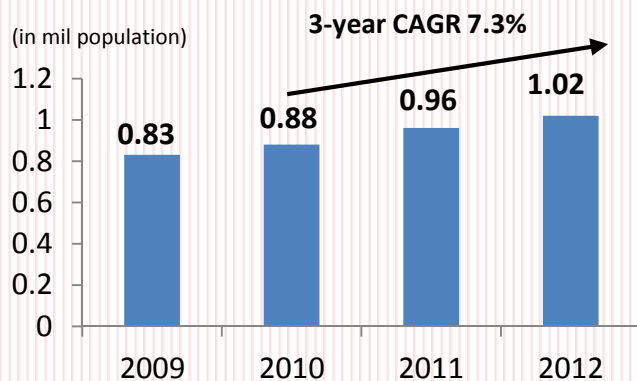
Note: ★ are Clients of Redwood

Source: Bain & Co, Companies Website

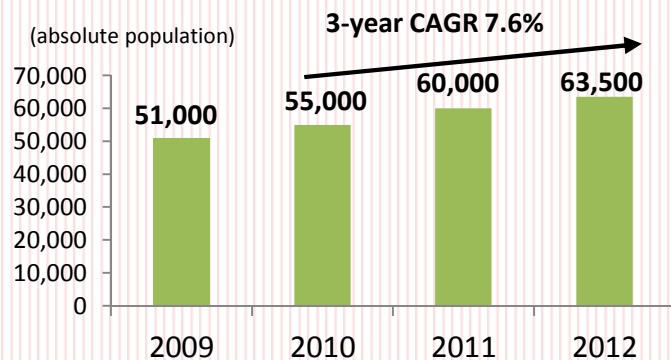
3. Industry Overview

b. China is the major growth area of the Asia's Luxury Goods Market

Chinese Millionaires (assets > Rmb10m)

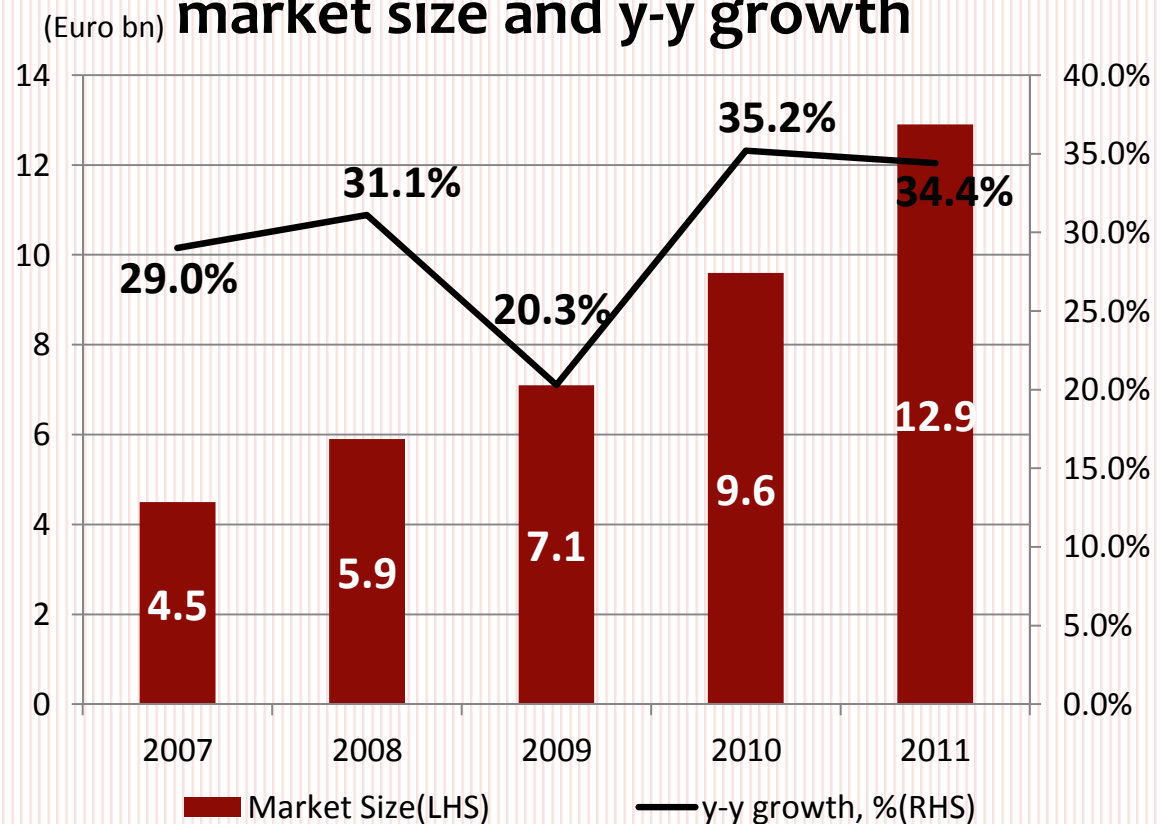


Chinese Super Rich (assets > Rmb100m)



Source: Hurun Research Institute, DBSV

Mainland China: Luxury goods market size and y-y growth



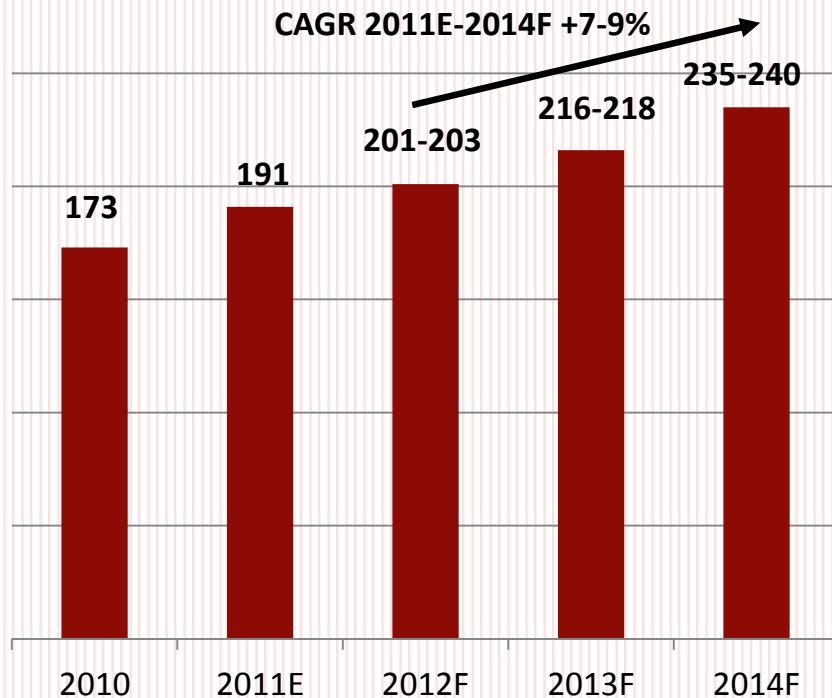
Source: Altagamma, Bain & Company forecasts, Worldwide Luxury Markets Monitor, 7th May 2012, 17th Oct 2011 & 3rd May 2011 (compile)

3. Industry Overview

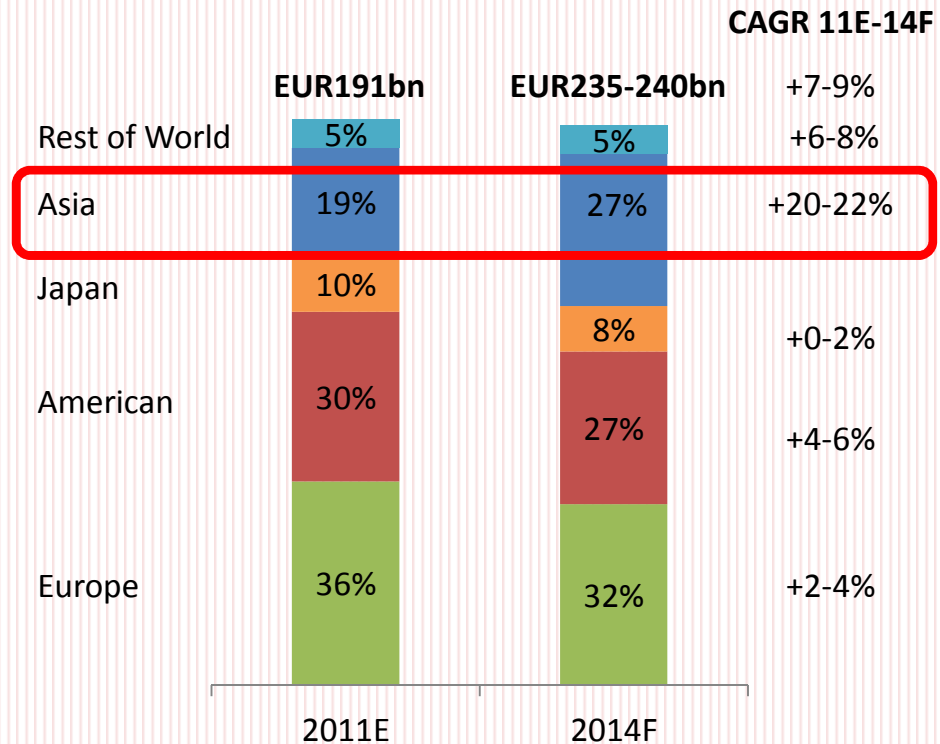
c. The worldwide personal luxury goods market is expected to reach 240 billion euros in 2014.

The CAGR of worldwide personal luxury goods market from Year 2011 to Year 2014 is 7-9%.

**Worldwide Personal Luxury Goods Market Evolution
(2010-2014F, EUR bn)**



2011E-2014F Worldwide Luxury Market by Area



4. Future Prospects & Strategies

a. Development Strategies

To deep plowing Mainland
China Market

To be the preferred contract
manufacturer in worldwide
luxury brands market

- **Expand overseas operations** - Actively deploy for areas with high growth or potential development, in order to serve existing clients in a more timely manner and also develop new clients to meet the future growth of worldwide luxury market. (Redwood in Shanghai, Hong Kong, London)
- **Implementation of two shifts production** - Based on the growth of Redwood & its revenue, the current production capability has reached its peak. In order to response to the growing numbers of contracts and the growth of luxury market, the increment of production capacity of two shifts production is expected to have the same effects as the expansion of plant utility.

Thank You !

