



ESQUEL GROUP

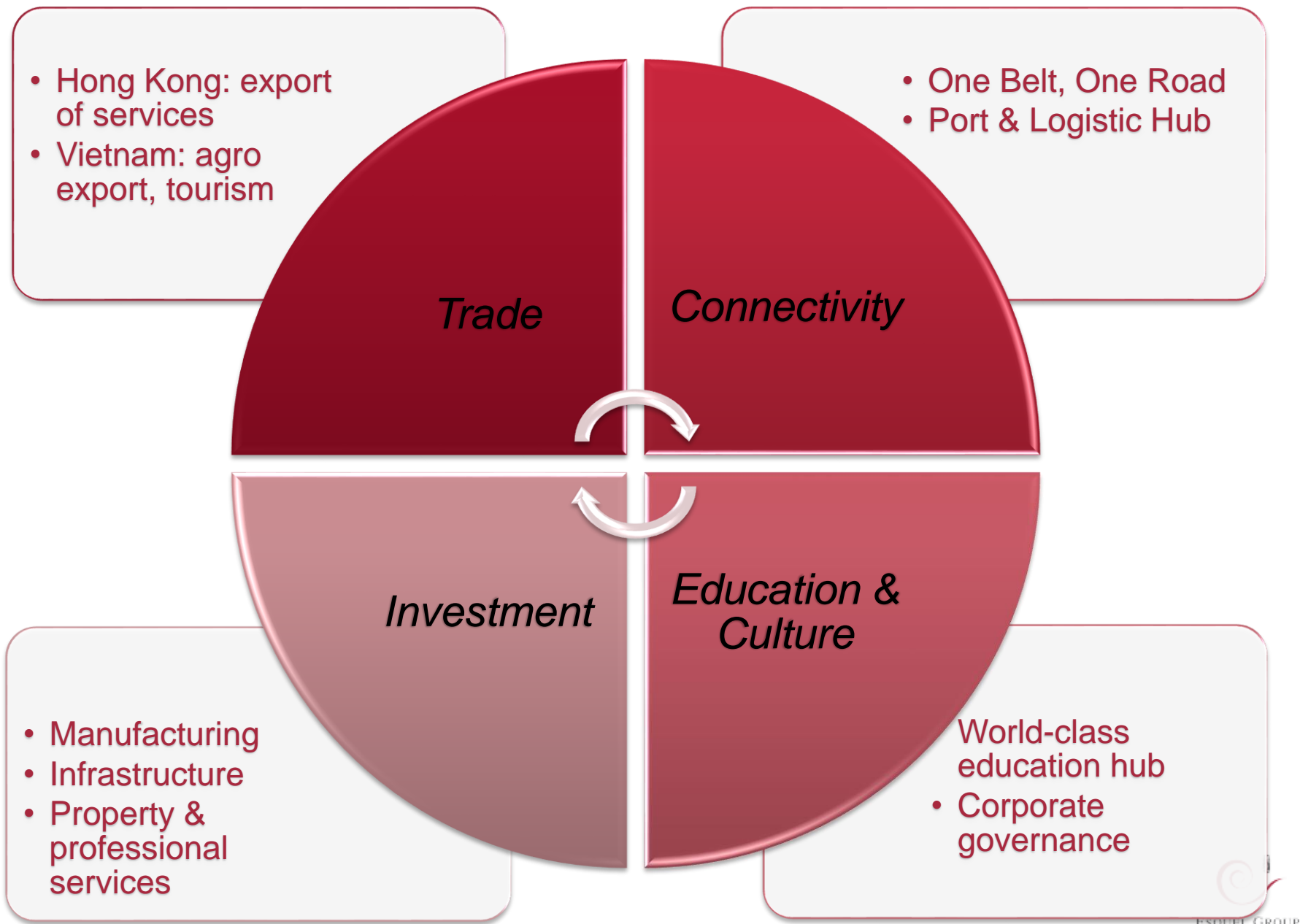
Hong Kong – Vietnam Business Cooperation Symposium

Dr. John Cheh
Vice Chairman and CEO
September 20, 2018



ESQUEL GROUP

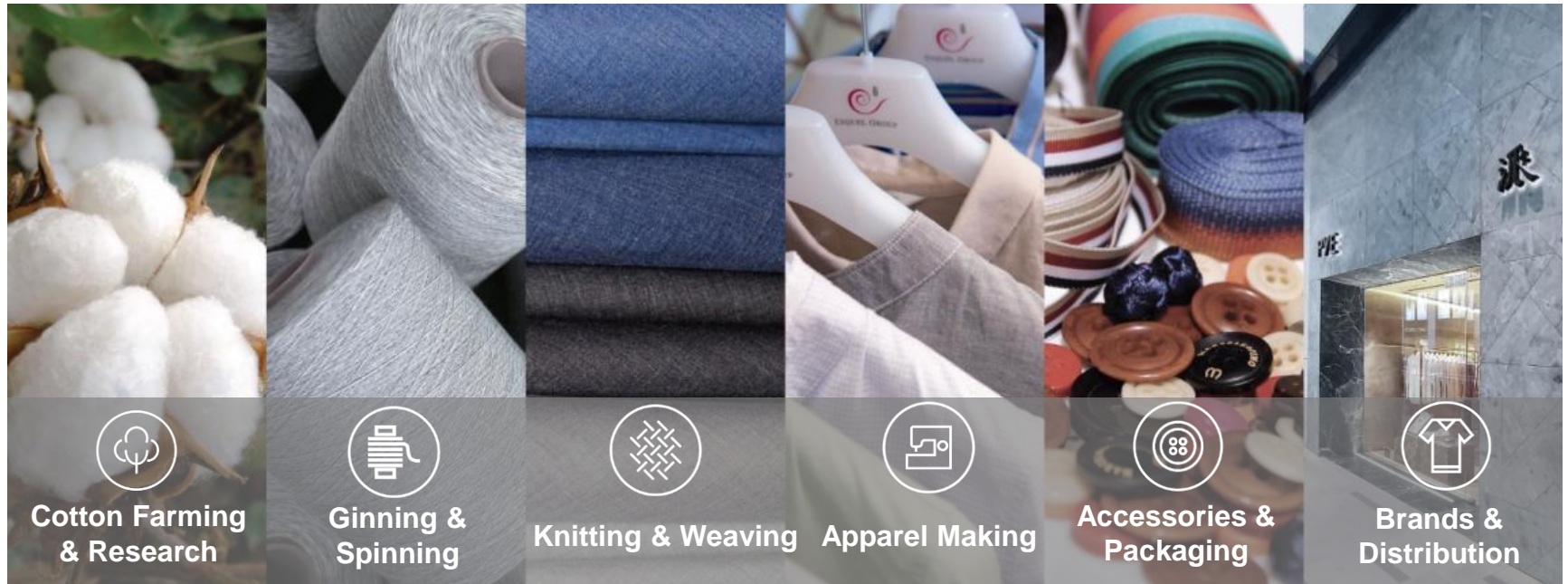
HKAFTA – Opportunities for Vietnam and Hong Kong



About Esquel

A Vertically Integrated Textile and Apparel Company

Founded in 1978, Esquel supplied over **110 million** shirts to leading brands around the world in 2017

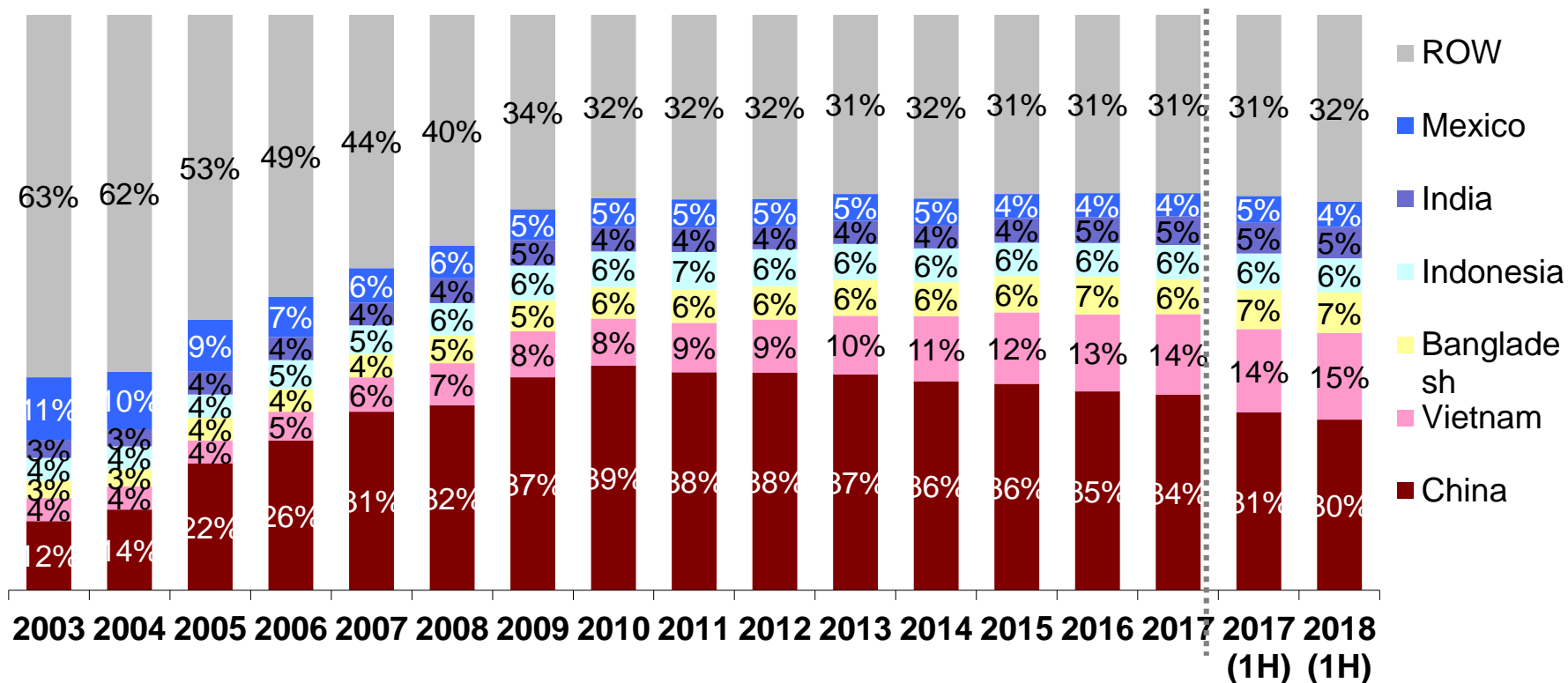


Global Presence



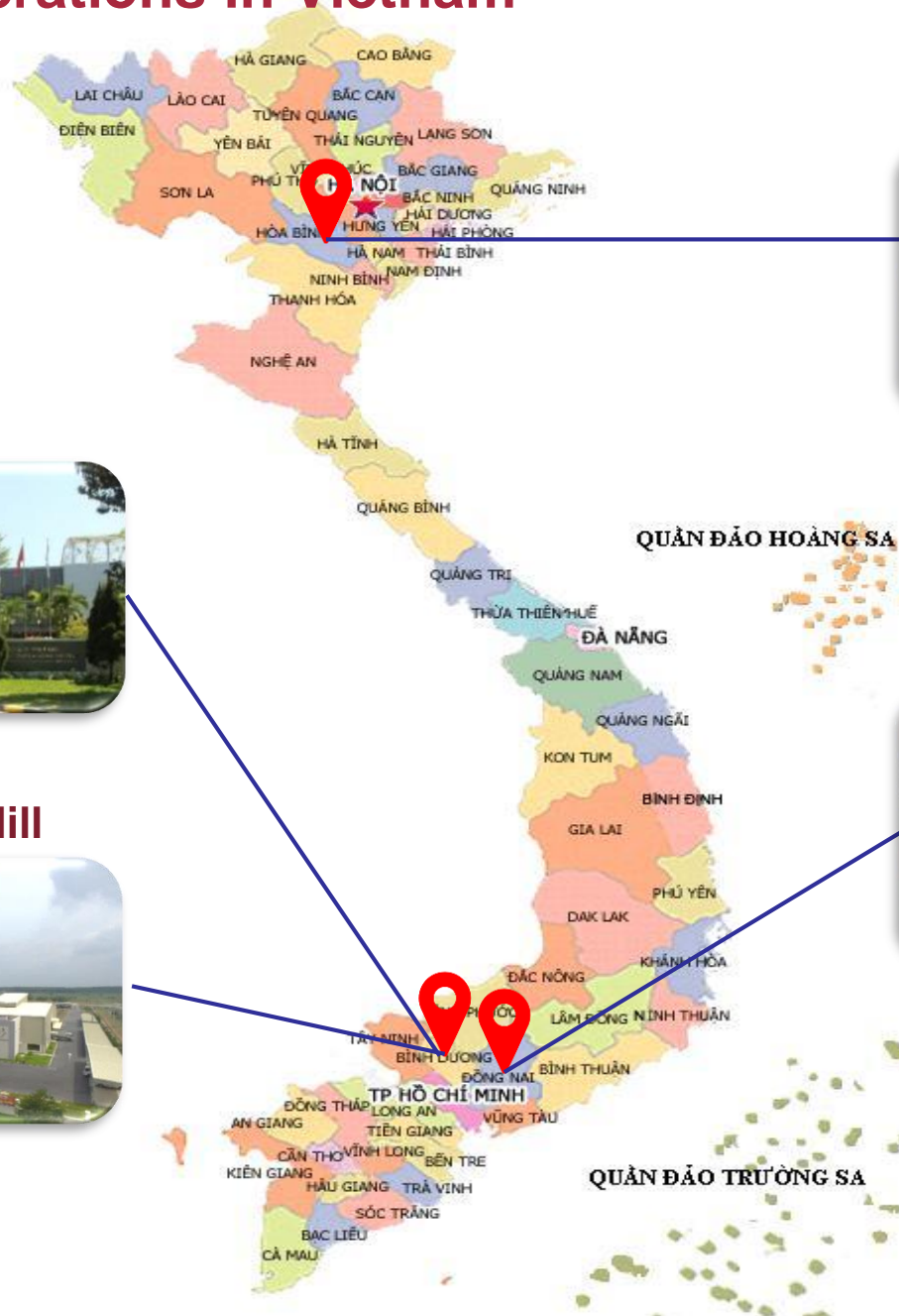
Industry Consolidation

- Country Mix of Total Apparel Export to the U.S. (by Value)



Source: US Office for Textile and Apparel

Esquel Operations in Vietnam



EHV



EGV



EGV Fabric Mill



EAV



EGV - Esquel Garment Manufacturing Vietnam Ltd.

Established in 2001 in VSIP (Binh Duong)

Workforce: 5400

Area: 8 hectares

Capacity: 1.44 million pieces of knit garment a month



EAV - Asia Garment Manufacturing Ltd

An aerial photograph of a large industrial garment manufacturing facility. The main building is a multi-story structure with a light blue facade and a curved section. It has a large, arched entrance. To the left, there are several long, low-rise buildings with flat roofs, some of which are white and others are light blue. The facility is surrounded by greenery and a paved area with a few vehicles. The overall scene is a typical industrial park setting.

Acquired by Esquel in 2010 in Amata (Dong Nai)
Workforce: 2300
Area: 1.7 hectares
Capacity: 660K pieces of knit garments a month

EHV – Esquel Garment Manufacturing Vietnam – Hoa Binh

Established in 2013 in Luong Son (Hoa Binh)

Workforce: 4000

Area: 7 hectares

Capacity: 650K pieces of garment a month





EQUIL GARMENT MANUFACTURING VIETNAM HOA BINH CO., LTD

EGV Fabric Mill

Established in 2015

Workforce: 200

Area: 4 hectares

Planned capacity: 400 tons of knit fabric a month









GERBERcutter

OPERATION BOX
Man-Auto
Man-Mode
Auto-Mode

Esquel Vietnam's Major Customers in 2018



Apple staff uniform



From OEM for Leading Global Brands: Apple uniform



 Apple Inc.

To: PYE 派 in the Sky



SANDALS, £57 EACH,
ALL BY BIRKENSTOCK,
WWW.BIRKENSTOCK.COM

Dream team

Our airline PJ tips

In order to reinject a bit of old-school glamour into today's pared-back air travel experience, a handful of global airlines have teamed up with fashion experts to upgrade their first-class pyjamas and accessories to seriously luxurious offerings. Our favourite is the new sleep suit by Hong Kong's Cathay Pacific, which has joined forces with luxury shirt maker Pye to bring us a new take on the mandarin collar suit that can be worn unbuttoned in a classic Western pyjama style. Also making a comeback are matching slippers and an eye mask, which have been updated to complete the set. Competitors ANA, Lufthansa and Swiss will be helping you sleep tight too.

CATHAY PACIFIC
Pye's organic cotton suit for Cathay Pacific has contrasting trims and is available in many colours.

ANA
The Japanese airline provides fine bedding by Nishikawa Sangyo, and double-sided knitted loungewear, guaranteeing a cosy night's sleep.

LUFTHANSA
The airline's snug pair of cotton pyjamas is made by German luxury shirt maker van Laack.

SWISS
Produced by long-established underwear brand Zimmerli of Switzerland, Swiss' unisex, organic cotton pyjamas feature a polo shirt.



Our retail brand

PYE派

Six Stores in Hong Kong and China





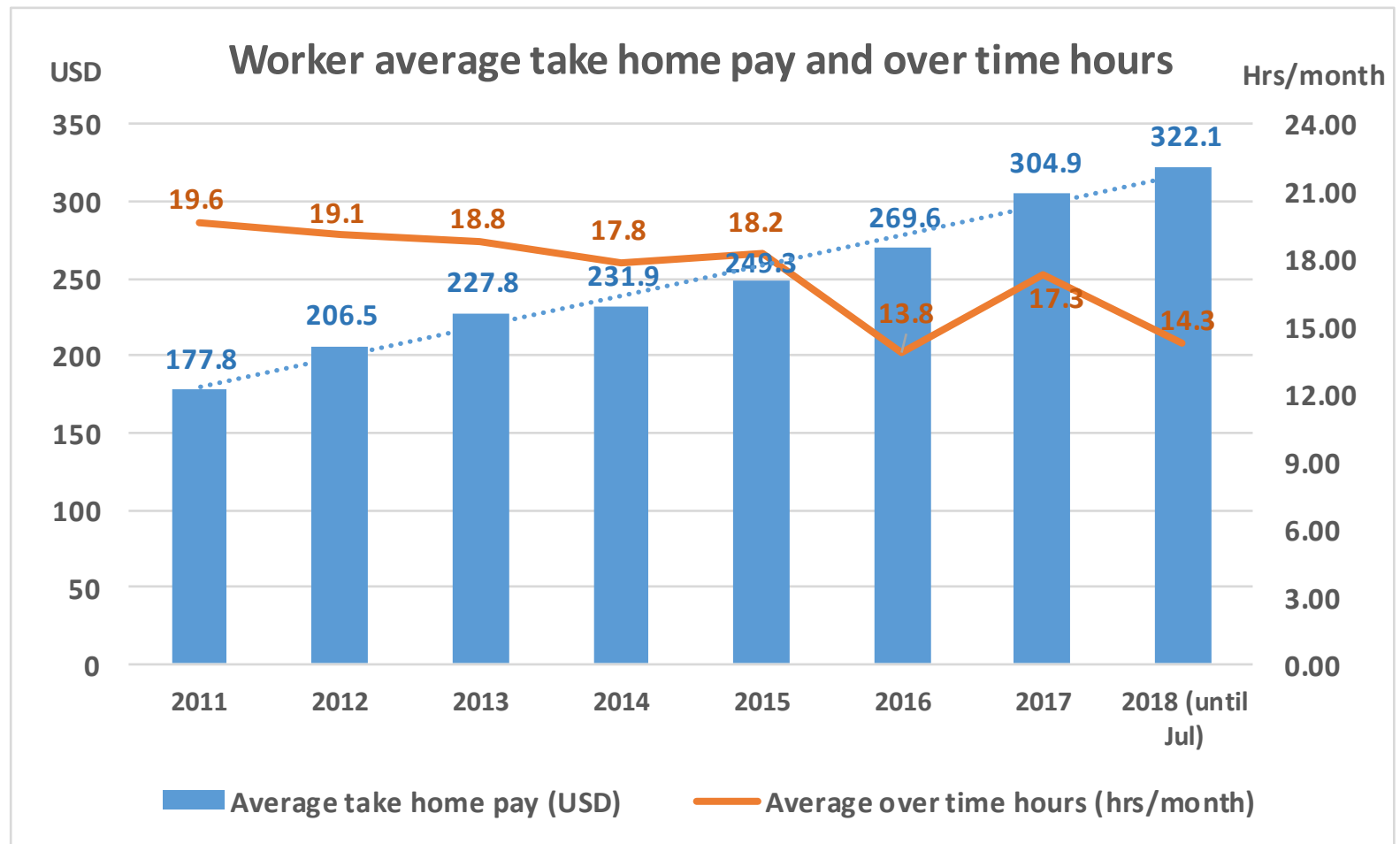
我们的品牌 – 十如仕 The Determinant

致力于为中国绅士提供合身衬衫的品牌

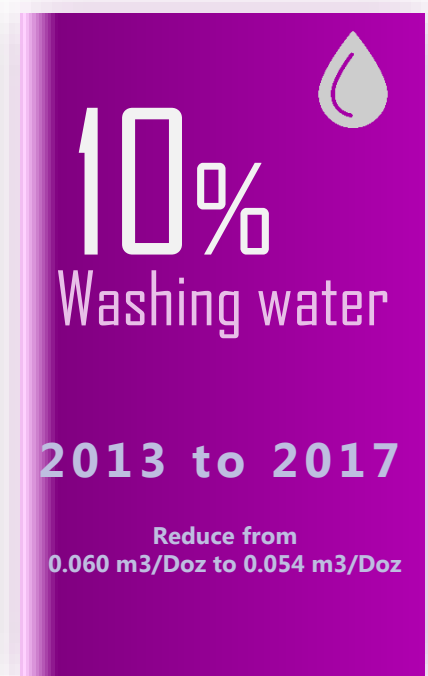
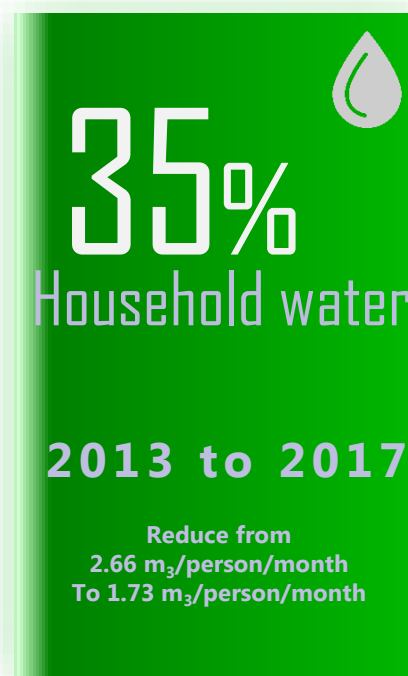


ESQUEL GROUP

Esquel Vietnam – Employer of Choice



Esquel Vietnam – Caring for the Environment



Esquel Vietnam – Case Sharing

WE ARE FAMILY...

May 13-14, 2014 Anti-Chinese riots in Vietnam ...
Esquel Vietnam was protected by a Wall of Vietnamese Workers





Heroic workers volunteered to protect the factory



Former President Truong Tan Sang visited our factory



Back to normal on May 26 – Miracle!





Margie thanking our colleagues for their loyalty and support





Thank you.

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