



EMINENT LUGGAGE CORPORATION(9950)

Investor Conference
08 December 2023



EMINENT LUGGAGE CORPORATION



Disclaimer Statement

The predictive information mentioned in this presentation and related information released at the same time is based on the information obtained by the company from internal and external sources. The company's actual possible future operating results, financial conditions and business results may differ from these statement or implied predictive information. The reason may come from various factors such as risks beyond the control of the company.

The outlook for the future in this presentation reflects the Company's view of the future so far. For these opinions, if there are any changes or adjustments in the future, the company is not responsible for reminding or updating them again at any time.

OUTLINE



01

- Company Overview

02

- Business Overview

03

- Financial Overview

04

- Future Outlook



Company Overview



Company profile

Establishment

- 1979

Headquarters

- No.1, Sec. 2, Zhongzheng S. Rd., Guiren Dist., Tainan City 71150, Taiwan

Paid-in capital

- TWD1,677,160, 000

Group
Employees

- 1100 persons

Main Product

- Design, Manufacture & Sales of suitcases & bags





Dick Hsieh



President of Eminent Luggage Corporation

Honorary Professor of Shih Chien University

The 14th Youth Entrepreneurship Model of the Republic of China

Chairman of Taiwan Luggage & Bag Association

Director of Textile Federation of the Republic of China

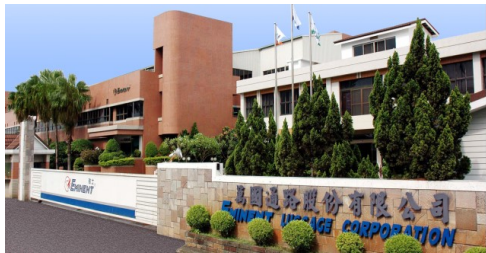
Vice Chairman of National Innovation and Entrepreneurship Association of the Republic of China

Industrial and Commercial Construction Research Association of the Republic of China (9th)

Nominated as the Entrepreneur of Year by Ernst & Young at their first year

Chairman of the 8th "Taiwan Business Organization "

Company History



Establishment

Factory in Dong Guan, China established

Signed an investment letter of intent with the Tainan City Government

EMINENT EUROPE GMBH established



Eminent brand entered into Japan successfully

Eminent listed as a public company at the stock market



Eminent luggage Industrial Park ground-braking ceremony

Eminent Innovative and Interactive Luggage Museum established



Company History



- In 1979, Eminent Luggage Corporation was founded
- In 1985, Successfully entered the Japanese market with Eminent brand 
- During 1990 to 1998, Eminent received the National Good Design Award from TAITRA
- In 1995, Eminent Luggage (Dong guan) Co., Ltd factory was made in Dong guan, China
- In 1997, only Eminent luggage won "National Top 10 Product Design Award"
- In 2000, Eminent registered its Chinese name
- In 2004, Eminent was elected as "Taiwan potential & excellent brand" by Ministry of Economic Affairs
- In 2004, Eminent was successfully listed as a public company at the stock market in Taiwan and was also the only listed luggage company in Taiwan
- During 2007 to 2012, Eminent received another award from Ministry of Economic Affairs as "Taiwan excellent brand"
- In 2013, was elected as " Taiwan Mittelstand Enterprise" by Ministry of Economic Affairs
- In 2016, Eminent re-designed the CIS logo 
- In 2016, the phase 1 the main production building of Eminent luggage Industrial Park was completed and started the production
- In 2019, the office building and the Eminent Interactive Luggage Museum were completely finished
- In 2020, the Eminent Innovative and Interactive Luggage Museum was opened to the public
- In 2022, the Eminent Innovative and Interactive Luggage Museum won "2022 International Spotlight Tourism Factory Selection "
- In 2022, ELITE EAGLE TECHNOLOGY (DONGGUAN) CO., LTD was made in Dong guan, China

Eminent Industrial Park





ELITE EAGLE TECHNOLOGY (DONGGUAN) CO., LTD



Main Product

 eminent



eminent

COMPOUND
TPO™ + 
Ultra-light durable & tough
 uv-resistant
 eco-friendly
超輕量環保材質行李箱



eminent



eminent





eminent bag
Katherine

for people on the move
www.eminent.com
since 1979





eminent bag
Carmen

for people on the move

www.eminent.com

since 1979





eminent bag

Vladimir

for people on the move

www.eminent.com

since 1979

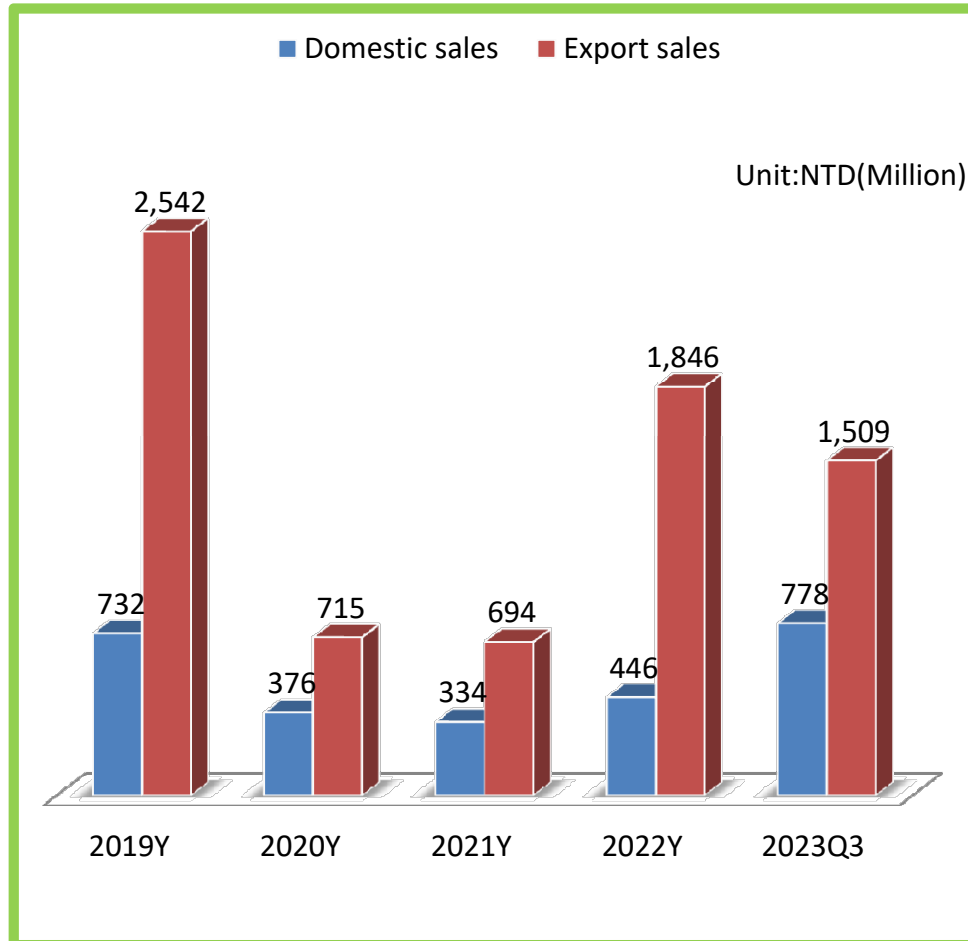


Backpack ●

Business Overview



The proportion of Domestic sales to Export sales.



- After the COVID-19, the global tourism boom rapidly, so that sales grows up to 2300 NTD (Million) until Q3 of 2023
- Export sales 7: Domestic sales 3
- 2020 & 2021: Turnover was affected by Covid-19

Distribution of Regional Operating Income

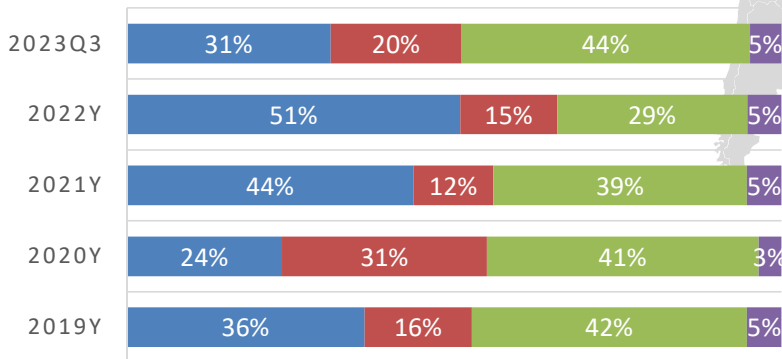


North America
31%

Europe
20%

Asia
44%

■ North America ■ Europe ■ Asia ■ Other



World famous brands are all in Eminent
(ODM)

Major business partners



VICTORINOX



Sams^onite



PORSCHE DESIGN



Major business partners



PARAVEL



AWAY



AWAY





Samsonite





Samsonite



Sams^onite

UNIMAX

SLEEK REDEFINED



TUMI



TUMI



kipling





kipling

PARAVEL



 eminent

Use PCR (Post-Consumer Recycle) material for the shells of luggage
Reuse environmentally friendly recycled materials to make a new product.

PARAVEL



PORSCHE DESIGN



PORSCHE



 eminent





BOGNER



BOGNER





 VICTORINOX



 **VICTORINOX**





Own Brand sustainable development



Eminent lifestyle store in Taiwan



TAIWAN STORES

各地營業時間以實際營運現況為主，歡迎來電查詢

IN NORTH 7 STORES 北部地區

台北忠孝店 02-27202560 台北市忠孝東路四段512號 營業時間：11:00 - 21:00	信義新天地A11 02-77301653 台北市信義區松壽路11號5樓(樓號05F027) 營業時間：11:00 - 21:30	板橋高鐵站 0976-345-795 新北市板橋區新農里縣民大道二段7號1F 營業時間：11:00 - 21:00
桃園新光站前店 03-2711828 桃園市桃園區中正路19號6樓(樓位編號06005) 營業時間：11:00 - 21:30	桃園高鐵站 0976-345-765 桃園市中壢區高鐵北路一段6號 營業時間：09:00 - 21:00	新竹高鐵站 0917-561-300 新竹縣竹北市高鐵七路6號2樓(南下月台) 營業時間：09:00 - 21:00
苗栗高鐵站 0900-017-663 苗栗縣後龍鎮高鐵路200號2F 營業時間：10:00 - 20:00		

More than 70 stores

Eminent brand is our root and selling channel is our feet.

- North

 - Eminent shop: 1
 - Shop in shop: 4
 - THSR shop: 4
- Central

 - Eminent shop: 3
 - Shop in shop: 1
 - THSR shop: 4
- South

 - Eminent shop: 6
 - Shop in shop: 2
 - THSR shop: 2
- hypermarkets in Taiwan

 - Carrefour-shop in shop: 35
 - RT-MART-shop in shop: 15

The first flagship store opened



The revolution on the marketing strategy



Open  Shop in Carrefour and RT-Mart.



Carrefour



RT-MART



Eminent Shop
in Carrefour
and RT-Mart

case-star★

case-star★

pröbeetle

pröbeetle

 eminent

 emine





Luggage store

Online Shopping Network/ Co-Branding

momo 購物網

COSTCO
WHOLESALE

ONLINE
PChome
24h 購物

eminent



Michelin Co-Branding

eminent



EVA AIR Co-Branding

eminent



Mr. Player Co-Branding

Cooperate with many major companies for gift items



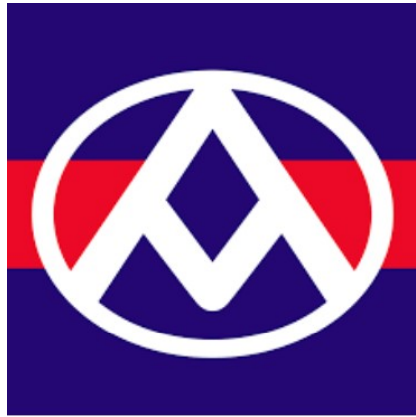
長榮航空



星宇航空



Cooperate with many major companies for gift items



全聯福利中心



全家便利商店



葡眾企業





001

eminent B006 三邊扣鎖PP旅行箱

1. 頂級PP高性能材質耐衝擊外殼，堅固、耐摔、耐衝擊
2. 三點式TSA海關扣鎖設計，提供額外保護、更加安心
3. 多段式鋁合金拉桿；高品質360度耐層飛機輪；美國海關專利TSA密碼鎖；實用設計內裝織帶及T字型層網

尺寸/輪高	重量	容量	商品料號				售價	原價	
			豆沙粉	米灰	深藍	深灰			
20吋	54x41x23cm	3.6kg	40L	HTD015-1	HTD015-2	HTD015-3	HTD015-4	NT\$5,750	NT\$6,980
24吋	68x47x28cm	4.8kg	73L	HTD016-1	HTD016-2	HTD016-3	HTD016-4	NT\$6,650	NT\$7,980
28吋	73x51x31cm	5.7kg	105L	HTD017-1	HTD017-2	HTD017-3	HTD017-4	NT\$7,550	NT\$8,980

● 豆沙粉 ● 米灰 ● 深藍 ● 深灰



主鎖扣鎖TSA海關密碼鎖



箱體上下三點式扣鎖



FREE

凡購買eminent商品，單筆滿\$5000即贈送KH73盥洗包(市價\$1500，贈品以實物為主)



CHINA AIRLINES

002

eminent KJ21 可擴充PC旅行箱

1. 德國 Makrolon 100% PC耐衝擊外殼，髮絲紋更添質感
2. 可擴充拉鍊，可機動性增加容量，收納更方便
3. 多段式鋁合金拉桿；高品質360度耐層飛機輪；美國海關專利TSA密碼鎖；內裝防水層網搭配多層收納袋

尺寸/輪高	重量	容量	商品料號			售價	原價	
			玫瑰金拉絲	藍色拉絲	鐵灰拉絲			
20吋	54x41x23cm	3.1kg	44L	HTD015-1	HTD015-2	HTD015-3	NT\$5,700	NT\$6,980
24吋	68x47x28cm	3.8kg	72L	HTD016-1	HTD016-2	HTD016-3	NT\$6,600	NT\$7,980
28吋	73x51x31cm	5.1kg	123L	HTD017-1	HTD017-2	HTD017-3	NT\$7,500	NT\$8,980

● 玫瑰金拉絲 ● 藍色拉絲 ● 鐵灰拉絲



可擴充拉鍊，增加收納空間

003

eminent S1280 商務系列

1. 20吋側邊外置USB孔設計，減輕手拿行動電源負擔，隨時充電快速方便
2. 24/28吋可加大空間及多層次內裝設計，附襯衫防皺收納層
3. 多段式鋁合金拉桿；高品質360度耐層飛機輪；美國海關專利TSA密碼鎖；實用內裝與大容量收納空間



尺寸/輪高	重量	容量	顏色	商品料號		
				售價	原價	
20吋	54x39x22cm	2.3kg	42.1L	HTD024	NT\$4,465	NT\$5,980
24吋	65x43x28cm	2.9kg	73.4L	HTD025	NT\$5,265	NT\$6,980
28吋	78x47x32cm	3.4kg	109.8L	HTD026	NT\$6,065	NT\$7,980

probeetle

004

probeetle 9M3浪漫玫瑰金PC鋁框箱

1. 德國 Makrolon 100% PC耐衝擊材質
2. 鋁合金極強力保護性，可承受強力的摩擦及撞擊
3. 專利設計鋁合金拉桿；高品質360度耐層靜音飛機輪；美國海關專利TSA密碼鎖；實用內裝與大容量收納空間

尺寸/輪高	重量	容量	商品料號			
			售價	原價		
20吋	55x36x22cm	3.3kg	38L	HTD024	NT\$3,280	NT\$4,980
24吋	68x43x26cm	4.4kg	68L	HTD025	NT\$3,780	NT\$5,980
28吋	78x53x32cm	5.7kg	118L	HTD026	NT\$4,280	NT\$6,980

FREE

Probeetle單筆消費滿NT\$3,500送收納包乙個(贈品以實物為主)





eminent 萬國通路

We are eminently committed to build reliable, protective and well-designed companions for people on the move.

B0002 SHIELD

北歐式簡約風格，低調時尚的最佳旅伴

130. eminent — B0002 Shield 防爆拉鍊 PP 旅行箱

- 北歐式簡約風格，低調時尚的最佳旅伴。
- 頂級 PP 高性能材質耐衝擊外殼，雙側防撞護片，強化箱體邊角，旅途更安心。
- 國際專利 TSA 海關密碼鎖，安全可靠。
- 專利設計鋁合金多段拉桿；360 度耐靜音飛機輪；防爆拉鍊，安全抗爆，防水性更佳。
- 行李箱三個尺寸，可套箱收納，擺設不占空間。



贈品
FREE

單筆購買 @eminent 商品滿 NTD5,000 即贈送行李電子秤，(市價 NTD1,280，贈品以實物為主，probeeetle 行李箱除外)



尺寸：L*W*H / 單位：cm

款式	20吋登機箱	24吋旅行箱	28吋旅行箱
尺寸(約)	38*25*53	45*29*65	50*33*75
重量(約)	2.7 kg	3.4 kg	4.2 kg
白	7115601	7115605	7115609
黑	7115602	7115606	7115610
新品藍	7115603	7115607	7115611
香檳金	7115604	7115608	7115612
售價	NTD5,980 NTD5,080	NTD6,980 NTD5,930	NTD7,980 NTD6,780



131. eminent — 9U2 Shutter 極致鋁合金框箱

新品
NEW

- 簡約時尚橫線條設計，增添旅行風格的紳士感。
- 超輕鋁合金細密框設計，安全耐用與防水更佳。
- 國際專利 TSA 海關密碼鎖，安全可靠；雙側防撞護片，強化箱體邊角，旅途更安心；多段式鋁合金拉桿；360 度耐靜音飛機輪；德國 100% PC 防爆耐衝擊外殼。

尺寸：L*W*H / 單位：cm

款式	20吋登機箱	24吋旅行箱	28吋旅行箱
尺寸(約)	39*23*55	46*28*66	53*31*78
重量(約)	3.5 kg	4.7 kg	5.6 kg
容量	40.1 L	70.9 L	107 L
寶石藍			
珠光白			
曜石黑			
售價	NTD9,800 NTD8,300	NTD12,800 NTD10,800	NTD15,800 NTD13,400



133. eminent — S0080 Grester 經典商務系列

- 寶威軍龍設計，層次感設計增添時尚新魅力。
- 多段式鋁合金拉桿；360 度耐靜音飛機輪；美國海關專利 TSA 密碼鎖；精選進口防潑水布料；超輕量、耐磨與抗撕裂等優點。
- 加大空間設計，多功能實用的內裝，物品摆放不紊亂。

尺寸：L*W*H / 單位：cm

款式	20吋登機箱	24吋旅行箱	28吋旅行箱
尺寸(約)	34*21*54	38*31*65	45*35*78
重量(約)	2.7 kg	3.4 kg	4.2 kg
商品料號			
售價	NTD4,980 NTD4,230	NTD5,980 NTD5,080	NTD6,980 NTD5,930
尺寸(約)		31*20*45	
重量(約)		1.17 kg	
商品料號			
售價		NTD3,580 NTD2,865	



本公司產品箱體均採用 德國 Makrolon[®] 100% 純 PC 原料

132. probeeetle — KG06 唯美粉藍漸層旅行箱

- 浪漫唯美粉藍漸層設計，打造屬於您的自我魅力風格。
- 專利設計鋁合金多段拉桿；360 度耐靜音飛機輪；國際專利 TSA 海關密碼鎖；實用內裝與大容量收納空間；嚴選德國 Makrolon 100% PC 耐重擊材質。
- 行李箱二個尺寸，可套箱收納，擺設不占空間。

尺寸：L*W*H / 單位：cm

款式	24吋旅行箱	28吋旅行箱
尺寸(約)	43*25*64	52*32*75
重量(約)	3.4 kg	4.3 kg
商品料號		
售價	NTD5,580 NTD2,988	NTD6,580 NTD3,188



EVA Air



TLife
台灣高鐵專刊
Nov 2018
tlife.com.tw

府城手藝 · 台南生活法
廟宇工藝 · 飲茶起居 · 老派味

HOMEDELIVERY
專業服務 送貨到府

tigershop
TAIWAN

宅配購物誌 | EVA Air Home Delivery Shopping
2019年7-8月號 JUL-AUG
長榮樂購

eminent
For People On The Move



EVA AIR
EVA AIR ALLIANCE MEMBER



 STARLUX
星宇航空



eminent
萬國通路
24吋細鋁框行李箱
9R1 JETSTREAM 市價\$12,800 台灣製造

14組
抽獎序號

\$4,200/個
限量3,000個
含聚寶好物市值約\$14,580

萬國福箱聚寶好物

- 福利熊兔年紅包袋6入 市價\$99
- 萬兔福利存錢筒成廚 市價\$199
- 福利熊六福星萬用記事本6入 市價\$300
- 新春大禮包 (傳統門單兌換券市價\$150) 市價\$690
- 福利熊旅遊收納袋5件組 市價\$690
- 得意易手抽抽取式廚房紙巾100抽 市價\$48
- 沙威淨乳潔膚抗菌潔巾80抽 市價\$89
- 特格穀穀樂 可可脆殼草莓脆殼(2種口味聯購) 市價\$184
- 運公英綠茶三層環保抽取式衛生紙100抽 市價\$25
- 味丹仙草蜜320g 市價\$16

【PX MART】



eminent
萬國通路
13吋手提箱
KK08 市價\$4,580 台灣製造

3組
抽獎序號

\$700/個
新品藍/亮銀/河紅限量各11,000個
含聚寶好物市值約\$6,360

或



高科技霧面19吋行李箱 (共3色)

尺寸: 53.1(高) x 37.2(寬) x 23.4(深) cm / 容量: 約 39.3 L 重量: 約 2.5kg

點 6點 + 1,499元 約市價 2.4折
(建議售價 \$6280/只)

全PC材質超值款
(超輕量 耐撞擊 耐磨損)

超級加贈點 08/12(15:00)~09/18
6點加價購高科技霧面19吋行李箱，馬上再贈6點!

eminent 萬國通路品牌發源於台灣，長期深耕於歐美以及日本市場，以其精湛的德國設計及工藝技術，至今已發展成全世界最大的旅行箱生產工廠，萬國通路在全球受到所有旅行愛用者的肯定，已然是國際上箱包業界的經典品牌，其獨特新穎的造型設計及穩定的高品質技術，造就了客戶對 eminent 的品牌忠誠度。



內裝X型束衣帶及單面T字型拉鍊層網，讓您的衣物清楚收納，一目了然，更便利。



多段式鋁合金拉桿



高品質360度耐磨飛機輪



國際TSA海關密碼鎖

【Family Mart】



新暗藍

銀河紅

亮銀



凡參與本活動，視同接受本活動相關規定，本活動不與其他優惠同時並用。門市快閃購、集點送活動採預購到貨，商品數量有限，兌完為止，實際數量以系統可預購數量為準。本公司保有隨時修正、暫停或終止本活動的權利，詳情請依官網公告為準。



BusinessToday

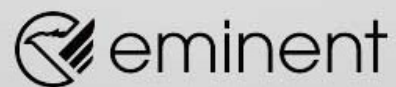
犒賞自己 遊遍全球
預定下一個旅行 隨時出發



3,999元=紙本52期 **送**

【萬國通路】20吋行李箱

KG79 20吋行李箱 定價:6,280元



【PRO-PARTNER LTD.】 Customization



Exhibition activities



Sponsor the luggage for National games and International Olympics



- 2021 Tokyo Olympics
- 2023 Special Olympics
- 2023 Asian Games
- 2023 The National Games Tainan City





2023 Special Olympics



2023 Special Olympics



2023 DEMI Malaysia

Provide a brief case for Tainan 400 Travel and Food Passport 2023 as a redeemable item



贈品券

萬國通路
限量款隨行收納手提箱
需至萬國通路創意觀光工廠兌換

型號: KK67 隨行收納手提箱
顏色: 蜜糖粉
尺寸: 13吋
重量: 約0.5kg
材質: 全PC材質
規格: 約33x24x18cm
容積: 約14L
※尺寸重量以現場實物為主
定價: \$4580元

請持贈品券至萬國通路

【注意事項】

1. 此贈品兌換券，可以兌換萬國通路-隨行收納手提箱之禮
2. 本券不得轉售、兌換現金、抵償或折換其他產品，過期恕不續發
3. 兌換期間: 即日起至2024年12月31日止(逾期視同作廢)
4. 兌換地點: 萬國通路創意觀光工廠 TEL:(06)700-7600
5. 兌換地址: 台南市歸仁區中正南路二段1號
6. 營業時間: 08:00-17:00(最後入場 16:30), 週一、週日(週四休館)
7. 萬國通路創意觀光工廠入園免收門票，小童車費(停車費 \$50元)
8. 如有未盡事宜歡迎洽詢營業管理課(06)700-7600
9. 本公司保有活動最終解釋權

優惠期間2023/09/01-2024/12/31
[創刊號 V.1]

走跳臺南，
臺本搞定！

**台南旅遊
美食護照**

發行單位
大偉國際旅行社
大偉國際創行有限公司
大偉國際創行有限公司
台南市中西區永華路一段68號
使用內頁優惠需出示整本護照

大偉國際旅行社股份有限公司
大偉國際創行有限公司
台南市中西區永華路一段68號
(06)2233-000


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TUMI

VICTORINOX

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Erdgeschoss.

LH 017 HAMBURG 13:15
LX 1072 ZUERICH 13:20
EY 007 ABU DHABI 13:25

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EM 252 MAILAND 13:10
LX 754 MADRID 13:15
LH 1114 MADRID 13:15

TITAN
Made in Germany

EMINENT

Reise & Leder











mine











GKK product meeting

The first luggage brand from Taiwan to grow succeed at the largest department store in Germany



Advertisement at the street cable car in EU



The billboard advertisement



Brand promotion in Germany





Advertising at Wolfsburg arena in Germany

萬國通路
創意觀光工廠
Eminent Interactive Luggage World



2022 International Spotlight Tourism Factory





Full of education,
entertainment
and knowledge





La Sogno Molo Café



Crepes Pathway



Yacht & Lake area



Eminent
Flagship
store



The visitors
at our
interactive
museum



eminent







The Dream Audio-Video Hall





Lecture activities





萬國通路創意觀光工廠/參訪人潮

The visitors at our interactive museum





EMINENT
Tennis
court

The VIP guests 萬國通路創意觀光工廠開幕/與會來賓



台灣網球之光 盧彥勳與董事長 謝明振合影



 eminent

抗菌行李箱

Anti-Microbial luggage

萬國

萬國通路股份有限公司
Eminent Luggage Corporation

新品發表會

The launch ceremony for Anti-Microbial Luggage



萬國通路 董事長 謝明振
President & CEO Dick Hsieh



台灣 行政院副院長 沈榮津
(前經濟部長)
Vice Premier
(Former Minister of Economy)
Shen, Jong-chin



台灣 高鐵總經理 鄭光遠
General Manager, Taiwan High Speed Rail
Jeng, Kung-yeun



台灣 台南市長 黃偉哲
Mayor of Tainan City
Huang, Wei-cher

抗菌行李箱發表會 The launch ceremony of Anti-Microbial luggage





台灣財政部部長 蘇建榮 蒞臨
Minister of Finance of the R.O.C. (Taiwan)
Su, Jain-Rong



台灣 高鐵總經理 鄭光遠 蒞臨
General Manager, Taiwan High Speed Rail
Jeng, Kung-yeun





Sponsor the luggage for a famous TV program as promotion



綜藝大集合

萬國通路創意觀光工廠
112年1月11日(星期三)

遊戲彩排 早上08:30 鄉親朋友趕快來測試遊戲囉

錄影彩排 早上10:30 鄉親朋友趕快出門來看錄影囉

錄影地點 台南市歸仁區中正南路二段1號



Sponsor the luggage for a TV program –
Game of Hungry

Environmentally friendly product design
and development

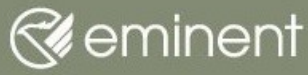
- To enhance our competition, we standardize our components and make lightweight products
- We use **rPET** fabric for our interior lining.
- We use PCR (**P**ost-**C**onsumer **R**ecycle) material for our shells to reduce plastic.



 eminent







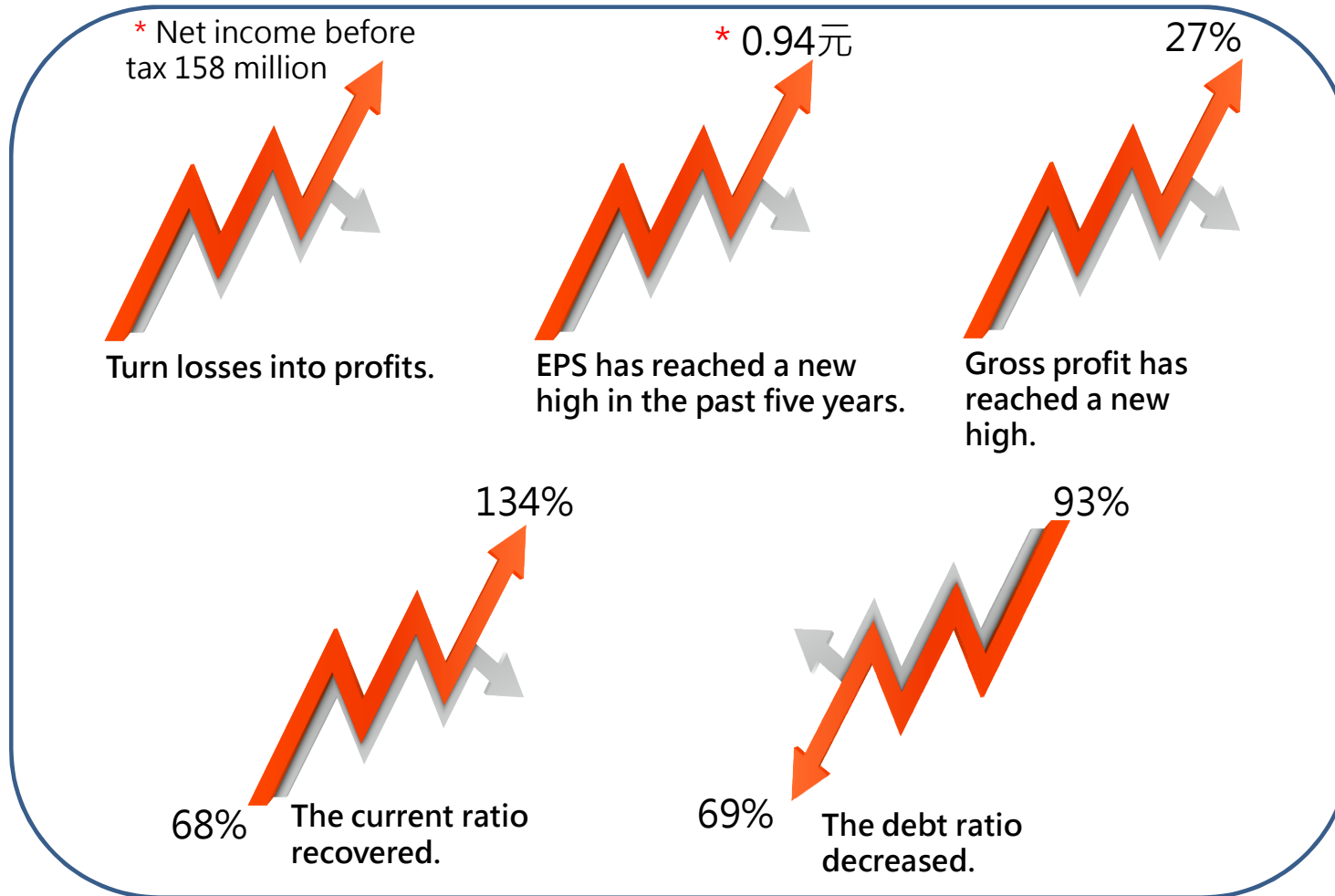
LET'S MAKE OUR EARTH HEALTHY



Financial Overview

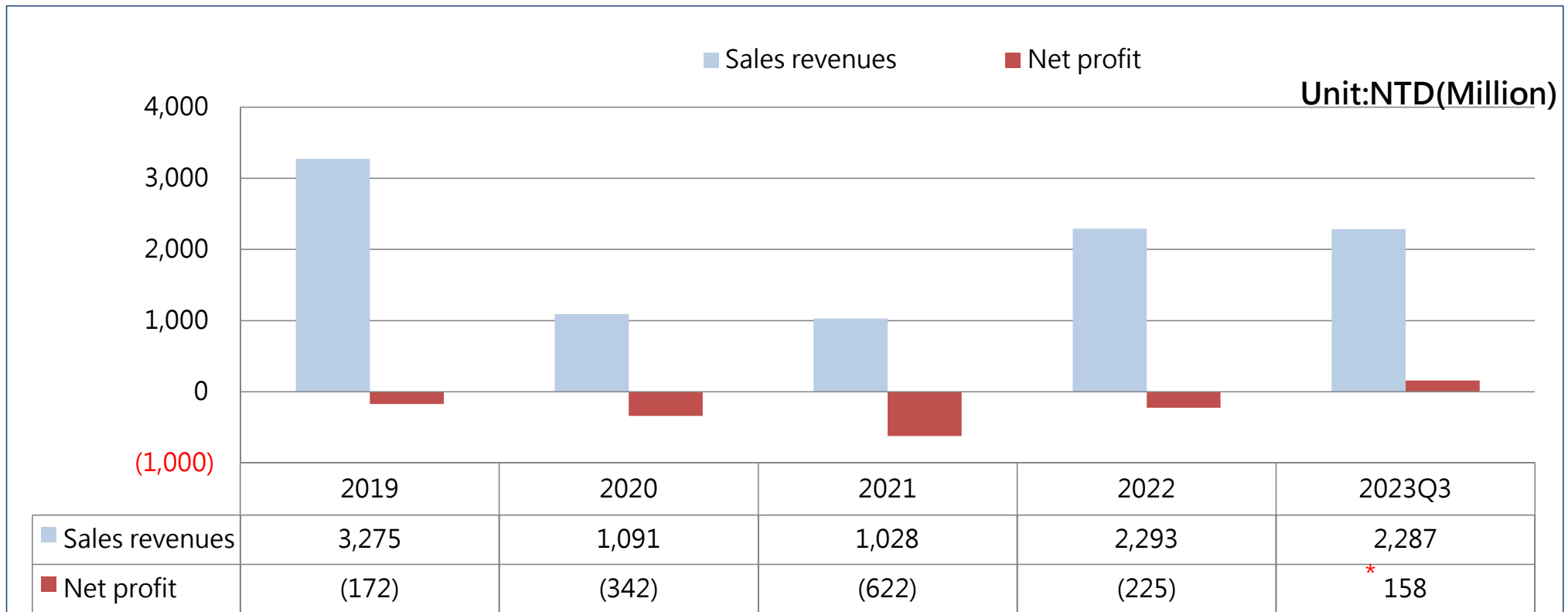


Financial Performance Highlights



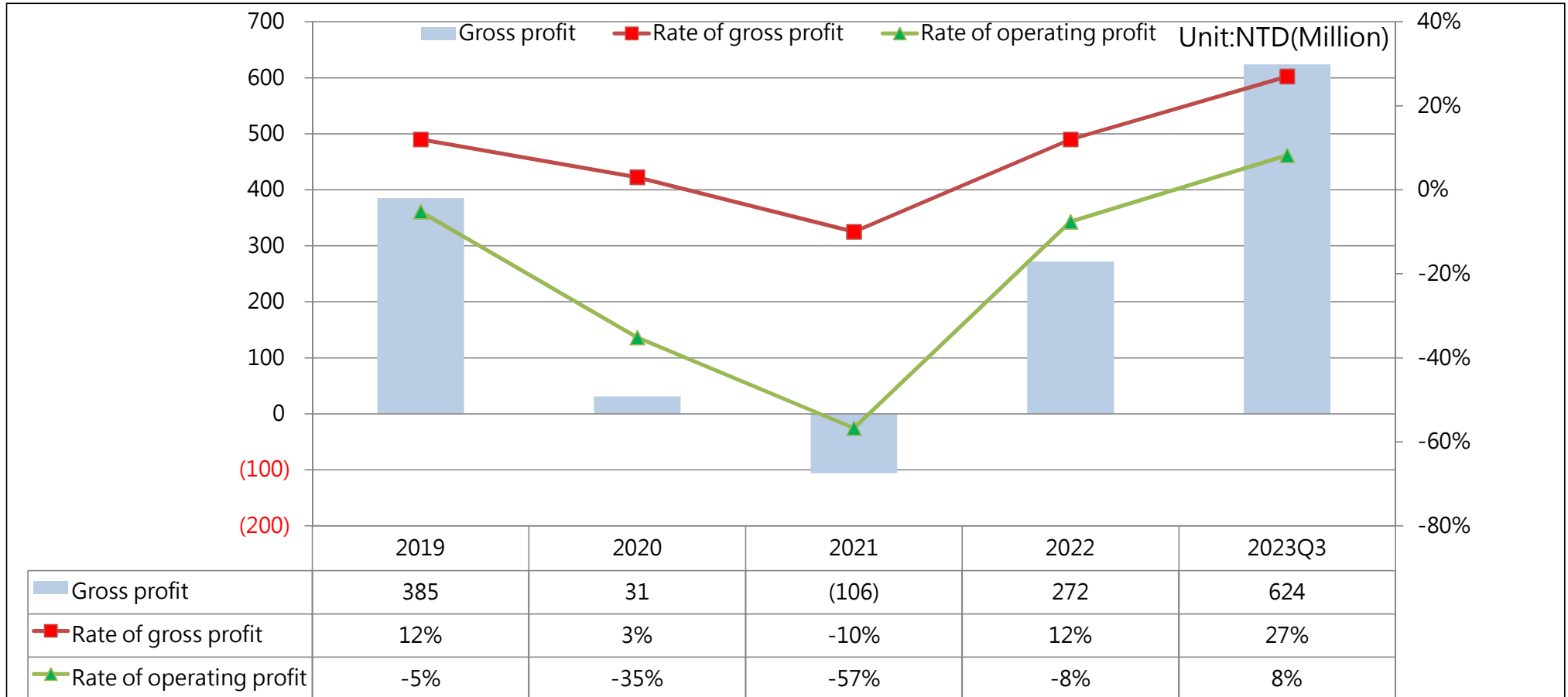
* Except the gain of disposal of subsidiary 886 million(the impact on EPS is 5.28.).

Financial Overview (2019Y~2023Q3)

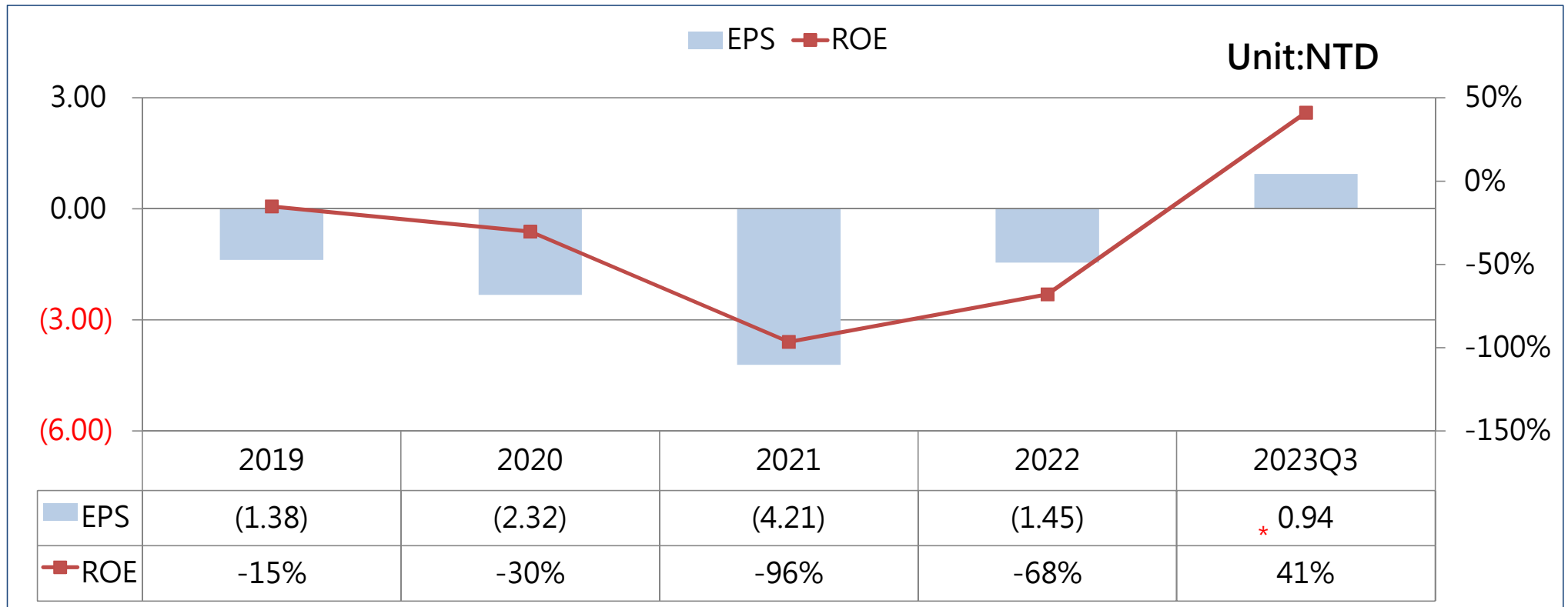


* Except the gain of disposal of subsidiary 886 million(the impact on EPS is 5.28.).

Financial Overview (2019Y~2023Q3)

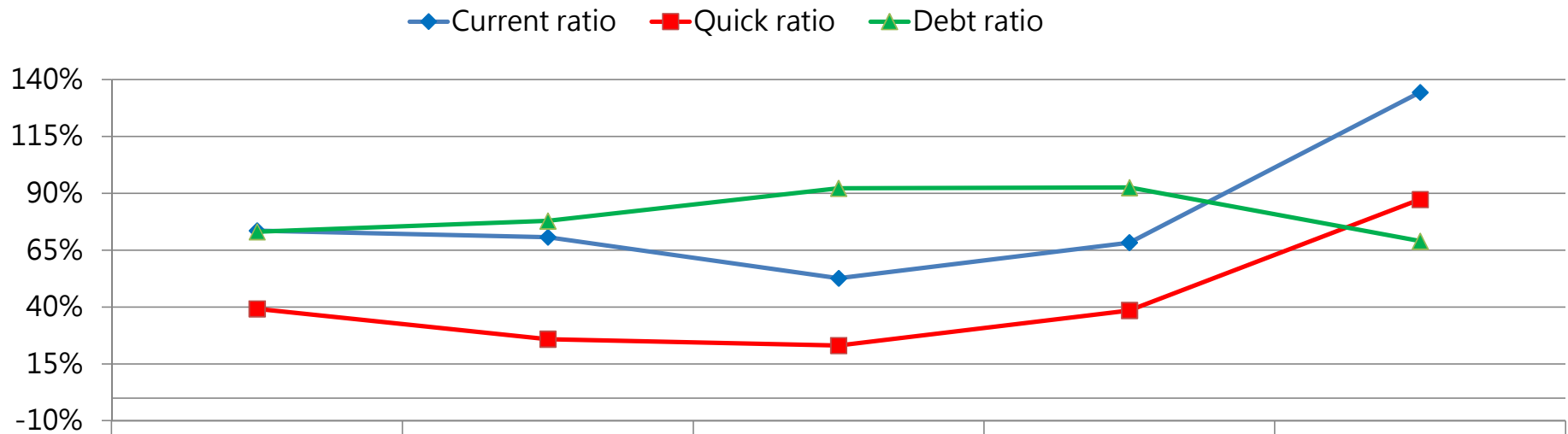


Financial Overview (2019Y~2023Q3)



* Except the gain of disposal of subsidiary 886 million(the impact on EPS is 5.28.).

Financial Ratios (2019Y~2023Q3)



	2019	2020	2021	2022	2023Q3
◆ Current ratio	74%	71%	53%	68%	134%
■ Quick ratio	39%	26%	23%	39%	87%
▲ Debt ratio	73%	78%	92%	93%	69%

Future Outlook



Future Outlook



- **To expand new markets and selling channels**
 - to increase the selling channels
 - to continuously open new stores
 - to expand Asia market
- **To strengthen the brand awareness and trust, extend the life of the industry**
 - Thought, Care, Idea
 - Accelerate the Innovation and transformation, then you see the change
- **We are courageous to reform our enterprise**
 - Online and offline virtual and real integration
 - Brands alliance marketing for different industry
- **Continue to invest in the development of plastic reduction and use eco friendly materials for luggage**
- **Continue to strengthen company sustainability and carbon reduction**



Q & A

Welcome to visit and advice