TIMBERWORD
森语

PRESENTATION

TIMBERWORD
森语

WHO WE ARE

HOW WE DO

WHY TIMBERWORD

PLAN 2020

WHO WE ARE

WHO WE ARE—1.1 COMPANY PROFILE

TIMBERWORD
森语

- FROM XIANGSHAN,NINGBO,KNITWEAR HOMETOWN &INDUSTRY CLUSTER
- FROM 1998 ,TIMBERWORD START FROM YEAR 2004
- CIRCLE KNITWEAR MANUFACTURER AND EXPORTER FABRIC

TIMBERWORD
森语

OUR VISION:

BASE ON AND RELY ON XIANGSHAN, A TEXTILE INDUSTRY CLUSTER
TO BE A GOOD KNITWEAR SUPPLIER FOR THE WORLD LEADING CLOTHING RETAILER

OUR CORE VALUE

CUSTOMER NO.1 + PRODUCT NO.1

OUR CORE STRATEGY

CHINA EFFICIENCY . GLOBAL RESOURCE . LOW COST.

TIMBERWORD
森语

OUR MISSION:

1. FOR THE MARKET

WE PROVIDE THE VALUE CLOTHING , MAKE LIFE BETTER, COMPETITIVE PRICE, BETTER PRODUCT

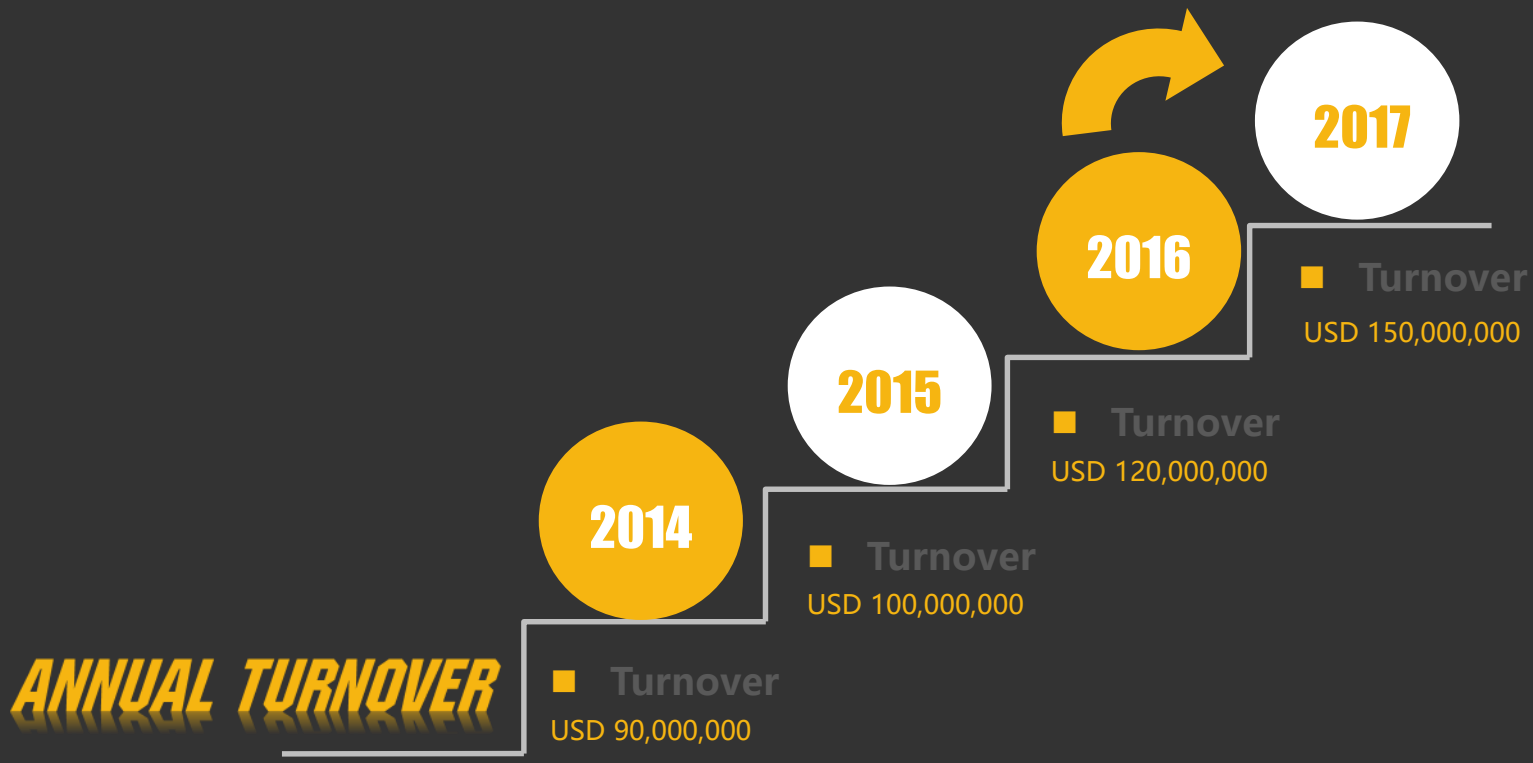
2. FOR THE EMPLOYEE

TO LIFE THEMSELVES, CREATE A BETTER LIFE AND FULFILL FOR THEIR CAREER

3.FOR THE CO-OPERATER

GET THE BEST INVESTMENT RETURN

TIMBERWORD
森语



TIMBERWORD
森语

MARKET & CUSTOMER

PRIMARK®

NEW YORKER

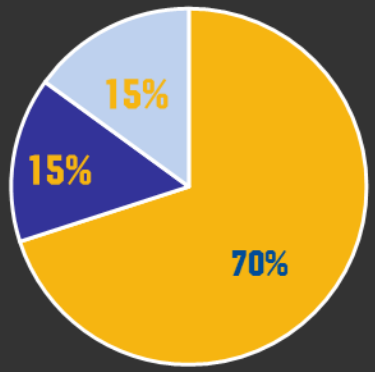
FOREVER 21

kmart

BIG W

TOPSHOP
TOPMAN

MARKET SHARE

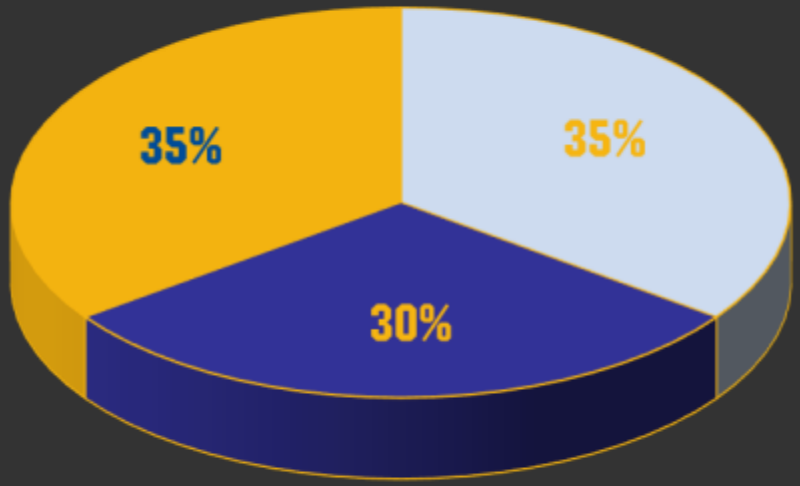


EU AUSTRALIA OTHERS

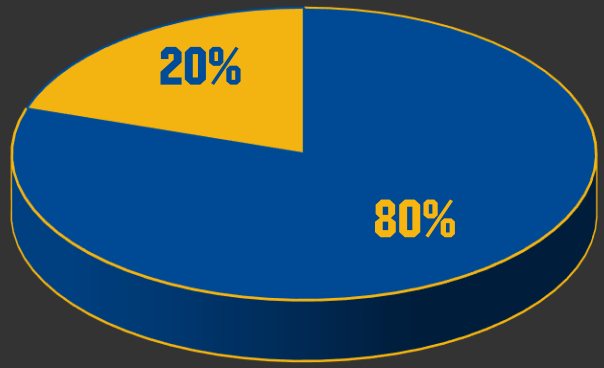
TIMBERWORD
森语

PRODUCT TYPE

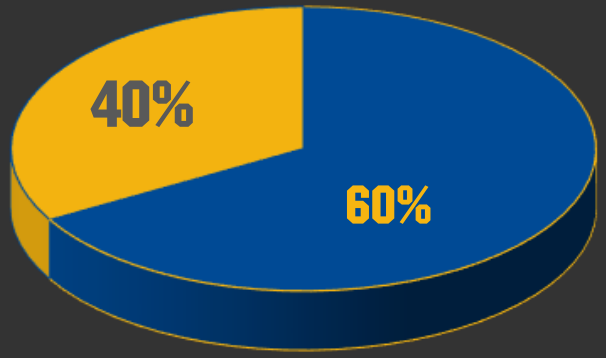
PRODUCT GENDER



PRODUCT FABRIC WEIGHT



PRODUCT TYPE



TIMBERWORD
森语

FLAT

✓ ENSURE COST SAVING AGILITY & FLEXIBITITY

WHO WE ARE——1.2 COMPANY STRUCTURE

TIMBERWORD
森语

- GENERAL DIRECTOR BILL GU
  - MERCHANDISE
    - MENSWEAR 1
    - MENSWEAR 2
    - MENSWEAR 3
    - LADYSWEAR 1
    - LADYSWEAR 2
    - KIDSWEAR 1
    - KIDSWEAR 2
  - FABRIC PLANNER
    - MENSWEAR 1
    - MENSWEAR 2
    - MENSWEAR 3
    - LADYSWEAR 1
    - LADYSWEAR 2
    - KIDSWEAR 1
    - KIDSWEAR 2
  - QA
    - CHINA(10)
    - CAMBODIA(5)
  - DOCUMENT
  - PRODUCTION CENTER
    - NINGBO PRODUCTION CENTER
    - MYANMAR CENTER
    - CAMBODIA CENTER
    - BANGLADESH CENTER
  - FINANCE DEPARTMENT
  - SUPPLIER CHAIN AND COMPLIANCE
  - D&R
    - LONDON NUTES DESIGN LIMITED
    - NINGBO
  - ADMINISTRATIVE



TIMBERWORD
森语

CORE FACTORIES

CHINA → NINGBO PRODUCTION CENTER

MYANMAR : TIMBERMAR(MYAMAR)CO.,LTD.

CAMBODIA →
COLOUR APPAREL
TIMBERMET(ALIM)
KIE&KIE WORLD

TIMBERWORD
森语

NINGBO FACTORY

- OUR LOCATION:XIANGSHAN,NINGBO,CHINA
- WE HAVE OUR OWN INDUSTRY PARK,WHICH COVERS 40,000 SQUARE METERS AND HAS 1,000 WORKERS. IT OWNS 15 MODERN HANGER LINES.







BACK

TIMBERWORD
森语

TIMBERMAR FACTORY PROFILEE

- EST. YEAR 2015
- CITY:YANGON/MYANMAR
- 62 LINES
- 1550 MACHINES
- 2500 WORKERS
- DAY CAPACITY:80,000 PCS
- MONTH CAPACITY:2,000,000 PCS



BACK



TIMBERWORD
森语

CAMBODIA FACTORY-COLOUR APPAREL

- EST. YEAR 2010
- CITY:PHNOM PENH/CAMBODIA
- 27 LINES
- 700 MACHINES
- 1500 WORKERS
- DAY CAPACITY:40,000 PCS
- MONTH CAPACITY:1,000,000 PCS



TIMBERWORD
森语

CAMBODIA FACTORY-TIMBERMET(ALIM)

- EST. YEAR 2012
- CITY:PHNOM PENH/CAMBODIA
- 17 LINES
- 650 MACHINES
- 1200 WORKERS
- DAY CAPACITY:30,000 PCS
- MONTH CAPACITY:800,000 PCS





WHO WE ARE—1.3 PRODUCTION CENTER

TIMBERWORD
森语

CAMBODIA FACTORY-KIE&KIE

- EST. YEAR 2007
- CITY:PHNOM PENH/CAMBODIA
- 15 LINES
- 560 MACHINES
- 900 WORKERS
- DAY CAPACITY:30,000 PCS
- MONTH CAPACITY:800,000 PCS





WHO WE ARE——1.4 BEST SELLERS

TIMBERWORD
森语

KID'S DISNEY PRODUCT



WHO WE ARE——1.4 BEST SELLERS

TIMBERWORD
森语

KID'S DISNEY PRODUCT



WHO WE ARE——1.4 BEST SELLERS

TIMBERWORD
森语

KID'S PRODUCT



WHO WE ARE——1.4 BEST SELLERS

TIMBERWORD
森语

KID'S PRODUCT



WHO WE ARE—1.4 BEST SELLERS

TIMBERWORD
森语

KID'S PRODUCT



WHO WE ARE—1.4 BEST SELLERS

TIMBERWORD
森语

KID'S LEGGING



WHO WE ARE——1.4 BEST SELLERS

TIMBERWORD
森语

KID'S HOODY SETS



WHO WE ARE——1.4 BEST SELLERS

TIMBERWORD
森语

KID'S JUMPSUIT



WHO WE ARE——1.4 BEST SELLERS

TIMBERWORD
森语

KID'S PRODUCT



WHO WE ARE—1.4 BEST SELLERS

TIMBERWORD
森语

MEN'S PJS PRODUCT



WHO WE ARE—1.4 BEST SELLERS

TIMBERWORD
森语

MEN'S SLIM FIT PRODUCT



WHO WE ARE—1.4 BEST SELLERS

TIMBERWORD
森语

MEN'S ATHLEISURE PRODUCT



WHO WE ARE—1.4 BEST SELLERS

MEN’S LT.WEIGHT PRODUCT















WHO WE ARE—1.4 BEST SELLERS

TIMBERWORD
森语

WOMEN'S LT. WEIGHT PRODUCT



WHO WE ARE——1.4 BEST SELLERS

TIMBERWORD
森语

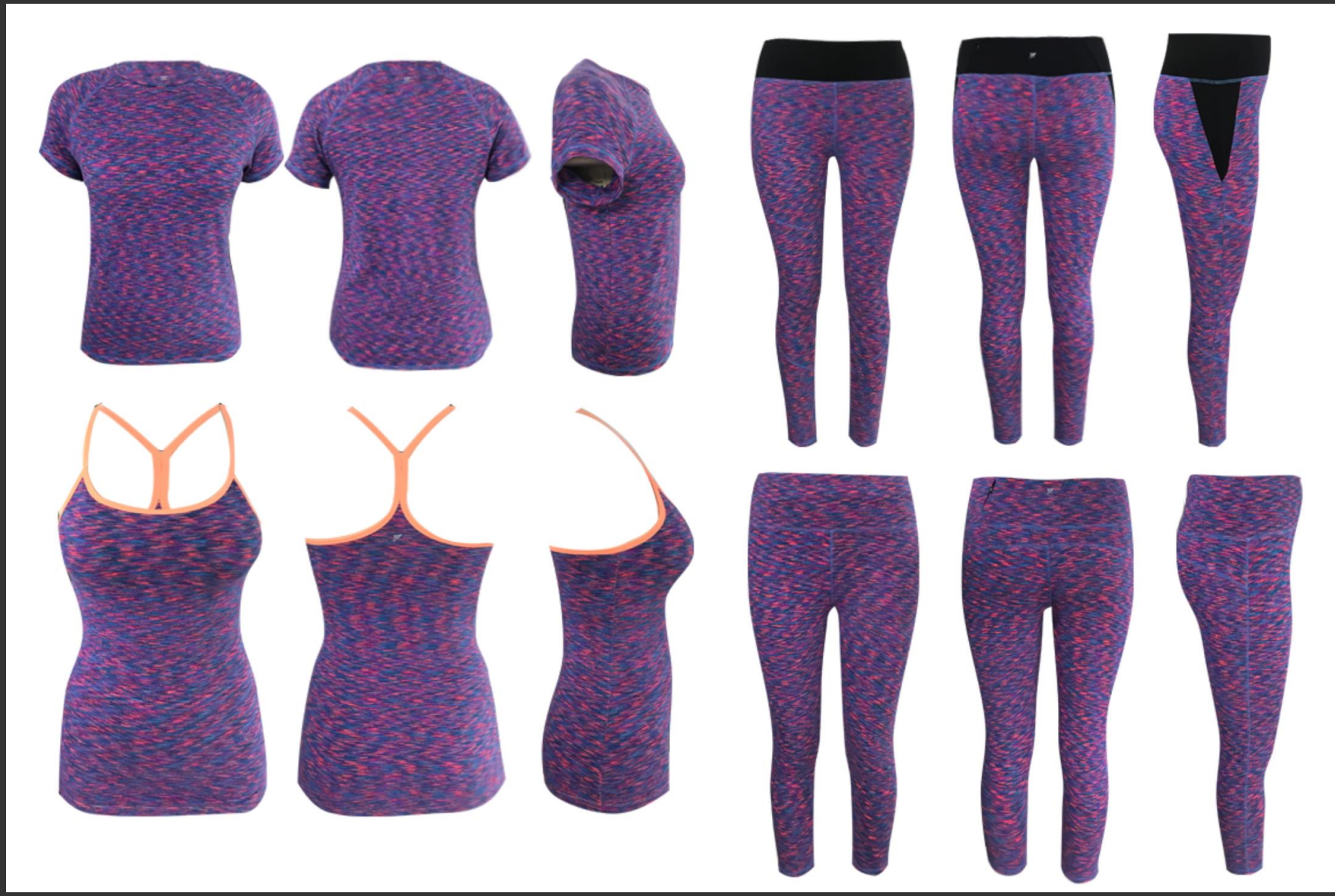
WOMEN'S PERFORMANCE PRODUCT



WHO WE ARE——1.4 BEST SELLERS

TIMBERWORD
森语

WOMEN'S PERFORMANCE PRODUCT



WHO WE ARE——1.4 BEST SELLERS

WOMEN'S SLOGAN PRODUCT



WHO WE ARE—1.4 BEST SELLERS

WOMEN'S ACCESSORY PRODUCT



HOW WE DO

HOW WE DO

TIMBERWORD
森语

- LISTENING TO CUSTOMER'S REQUIREMENT
- G.S.P COUNTRY IMMIGRATION
- IN CHINA LOW WAGE REGION IMMIGRATION
- CURRENT IN MYANMAR & CAMBODIA
- FABRIC VERTICAL MADE IN NINGBO XIANGSHAN
- OWN KNITTING CENTER, 50-60 CIRCLE MACHINE FROM YEAR 2018
- SUB-CONTRACT KNITTING & DYEING STRATEGY,CAPACITY OCCUPIED AT LEAST 50% ,ESNURE GOOD SERVICE&CO-OPERATION

HOW WE DO — 2.1 VERTICAL FABRIC PRODUCTION

TIMBERWORD 森语

YARN

INDIA YARN :100%COTTON SHROFF

VIETNAM:CVC/TC → PHU GROUP
HAOSHENG
MEISHENG

INDONESIA: PT.KAHATEX

CHINA :BROS TEXTURE YARN

KNITTING

OWN KNITTING CENTER

SUB-CONTRACT—QIXIN KNITTING

DYEING

YINGXING DYEING FACTORY

HENGDA DYEING FACTORY

HAIDA DYEING FACTORY



USTER®
Think quality

12/13/2017 2:55 PM — Page 1/1

USTER® TESTER 6	1.6.72.40102	Process step	Winding	Test	24/1	Temperature	23.7 °C
Operator	Manager	Material class	Normal Yarn	Test speed	400.00 m/min	Rel. humidity	44.5 %
Test ID	4814	Measuring slot	Automatic MS3	Test time	2:50 min	Absorber	High
FFF config.		FF analysis	Short	Test length	1,000.00 m	Yarn type	Normal
Product	24CHY	Nom. count	26.20 Ne	Fibers	100% Cotton 4.50 Mic 29.50 mm		
Lot ID	Not specified	Nom. twist	18.80 T/inch	USTER® STATISTICS	100% CO, ring yarn, combed, cones, knitting, 2013		
Machine	YCP	Processing	Combed	Comment	26/1 CHY : SHROFF TEXTILE LOT INSPECTION LOT NO 107		
Mill unit	1	Application	Knitting				

No.	U %	CVm %	CVm 1m %	CVm 3m %	CVm 10m %	Thin -40% /km	Thin -50% /km	Thick 35% /km	Thick 50% /km	Neps 140% /km	Neps 200% /km	Total IP Stand. /km	DR 1.5m 5% %	Index	H	sh
1 / 1	8.76	11.09	3.67	2.81	1.88	5	0	103	10	168	13	23	12.46	1.25	7.42	1.69
2 / 1	9.12	11.53	4.05	3.04	2.24	10	0	117	9	179	19	28	17.12	1.30	7.40	1.66
3 / 1	9.01	11.39	3.54	2.70	1.97	16	1	121	15	179	23	39	11.56	1.29	7.59	1.66
4 / 1	9.12	11.55	3.91	3.07	2.38	24	0	113	15	123	24	39	16.22	1.30	7.15	1.54
5 / 1	9.22	11.60	4.41	3.55	2.43	18	0	106	5	168	16	22	22.52	1.31	7.02	1.53
6 / 1	8.90	11.24	3.53	2.56	1.81	15	0	85	6	65	12	18	11.86	1.27	7.29	1.62
7 / 1	8.93	11.24	3.79	3.01	2.21	9	0	77	6	50	7	13	13.86	1.27	6.84	1.49
8 / 1	9.24	11.65	3.78	2.87	2.10	22	0	147	8	239	31	39	15.02	1.31	7.31	1.67
9 / 1	8.95	11.29	3.62	3.00	2.09	11	0	108	10	161	14	24	15.32	1.27	7.48	1.71
10 / 1	9.09	11.46	4.03	3.23	2.50	9	0	95	9	100	16	25	18.02	1.29	7.34	1.64
11 / 1	9.02	11.37	3.55	2.83	2.23	18	0	102	10	113	22	32	11.71	1.28	7.39	1.69
12 / 1	8.94	11.29	3.74	2.83	2.15	15	0	94	5	50	6	11	13.36	1.27	7.06	1.62
13 / 1	8.89	11.20	3.69	2.82	1.91	10	0	85	5	61	8	13	15.32	1.26	6.95	1.49
14 / 1	9.19	11.62	3.75	2.82	2.01	18	0	133	7	99	13	20	12.01	1.31	7.78	1.80
15 / 1	8.80	11.16	3.65	2.79	2.04	10	0	91	9	118	21	30	12.16	1.26	7.46	1.80
16 / 1	8.85	11.14	3.78	2.93	1.98	10	0	80	5	78	10	15	15.77	1.26	7.05	1.52
17 / 1	9.35	11.78	4.04	3.08	2.24	24	0	125	7	281	19	26	15.02	1.33	7.81	1.77
18 / 1	8.93	11.28	3.58	2.76	1.89	14	0	99	8	132	15	23	11.56	1.27	7.36	1.66
19 / 1	8.81	11.18	3.73	2.87	2.12	10	0	111	15	120	13	28	13.81	1.26	7.58	1.71
20 / 1	8.87	11.27	3.93	2.90	2.12	6	0	117	24	174	40	64	15.62	1.27	7.52	1.73
21 / 1	8.90	11.25	3.51	2.58	1.86	14	0	96	8	89	14	22	12.61	1.27	7.36	1.61
22 / 1	8.95	11.28	3.74	2.81	1.97	8	0	85	7	270	22	29	14.11	1.27	7.56	1.79
23 / 1	9.41	11.85	3.72	2.79	2.02	12	0	142	7	138	13	20	13.81	1.34	7.29	1.60
24 / 1	9.12	11.49	3.92	3.13	2.43	14	0	119	9	104	12	21	15.92	1.30	7.21	1.56
Mean	9.02	11.38	3.79	2.91	2.11	13	0	106	8	136	17	26	14.44	1.28	7.36	1.65
CV	1.9	1.8	5.4	7.1	8.9	38.2	479.6	17.8	46.1	45.9	45.0	42.4	17.2	1.8	3.6	5.6
s	0.17	0.21	0.20	0.21	0.19	5	0	19	4	62	8	11	2.48	0.02	0.27	0.09
Q95	0.07	0.09	0.09	0.09	0.08	2	0	8	2	27	3	5	1.07	0.01	0.12	0.04
USP™ 2013		12	68	61	46	<5	<5	10	6	26	11				77	57
Min	8.76	11.09	3.51	2.56	1.81	5	0	77	5	50	6	11	11.56	1.25	6.84	1.49
Max	9.41	11.85	4.41	3.55	2.50	24	1	147	24	281	40	64	22.52	1.34	7.96	1.80

COUNT: 26/1
100% COTTON
COMBED KNITTING YARN

Statex Lab data

Yarn condition Wrapping Test Report

Page :1
13/12/2017
14:52:09

Test No : 3063
Test Date : 13/12/2017
Test Time : 14:42:05
Shift : Shift 1

Nominal Count : 26.00 Nec
Nominal Strength : 86 lbs
Sample Length : 120 Yards
Process : 26/1 CH

WB Temp : 68 °F
DB Temp : 79 °F
RH : 58%
Operator : Admin

Machine		Readings 1	2	3	4	Avg. Value	RHC. Value	Cnt.Corr. Strength	CV%	Change Advice
YCP 26/1 CH	Cnt 26.41	26.77	26.26	26.68	26.47	26.26	93.58	1.04		
	Str 88.71	86.00	94.16	84.58	91.58	94.69		5.20		
	CSP 2342	2318	2472	2248	2424	2488		4.48		
		26.00	26.44	26.35	26.52					
		96.43	96.19	97.22	86.60					
		2585	2543	2563	2323					
		26.64	26.70	26.30	26.44					
		87.85	92.77	92.82	89.62					
		2341	2477	2441	2369					
		25.87	26.34	26.94	26.78					
		97.40	95.69	93.27	95.37					
		2520	2521	2432	2286					
		26.32	26.54	26.43	26.09					
		93.85	89.61	92.39	89.62					
		2470	2383	2442	2299					
		26.32	26.62	26.51	26.92					
		93.64	91.70	92.38	89.35					
		2462	2175	2449	2405					

Statistical Report

	Nom.	Avg.	Min.	Max.	Range	CV%	RHC	Q95
Count	26.00	26.47	25.87	26.94	1.06	1.04	26.26	0.12
Strength	95.00	91.58	81.70	99.62	17.92	5.20	94.69	2.00
CSP	2470	2424	2175	2599	424	4.48	2488	46.71

Process capability :	Expected	Achieved	Exp. CV%
Count	25.22 <-> 26.78	25.85 <-> 27.30	1.00
Strength	89.30 <-> 100.70	77.31 <-> 105.85	2.00
CSP	2174 <-> 2765	2098 <-> 2749	4.00

Count : No critical difference (Calculated : 1.6081% Normal : 2.592%)
Strength : No critical difference (Calculated : 3.9658% Normal : 5.164%)
CSP : In Units of Nec.lbs

Remarks : 26/1CHY : SHROFF TEXTILE INSPECTION LOT NO 107

Operator QCM Manager

COUNT: 26/1
100% COTTON
COMBED KNITTING YARN

100% COTTON COMBED YARN

BACK

USTER®
Think quality

Phu Thanh Spinning Joint Stock Co.

7/28/2017 1:43 PM

Bao Cao 3

USTER® TESTER 6	1.5.72.40102	Process step	Winding	Tests	5/1	Temperature	28.0 °C
Operator	Lab Manager	Material class	Normal Yarn	Test speed	400.00 m/min	Rel. humidity	45.6 %
Test ID	7747	Measuring slot	Automatic MS4	Test time	1.00 min	Absorber	Medium
FYP config.		IP analysis	Short	Test length	400.00 m	Yarn type	Normal

Product	30CVCCd(60/40)	Nom. count	30.00 Ne	Fibers	60% Cotton 4.00 Mic 29.00 mm
Lot ID	1PT-11	Nom. twist	810.00 T/m, Z		40% Polyester 1.56 dtex 38.00 mm
Machine	U1-21C-1	Processing	Carded	USTER® STATISTICS	50/50% PES/CO, ring yarn, carded, cones, 2013
Mill unit	1	Application	Knitting	Comment	

No.	U %	CVm %	Thin -40% /km	Thin -50% /km	Thick 50% /km	Neps 200% /km	Neps 280% /km	H
1 / 1	10.64	13.52	100	0	75	148	15	5.93
2 / 1	10.55	13.40	53	0	70	133	23	5.73
3 / 1	10.58	13.37	90	0	60	98	18	5.67
4 / 1	10.38	13.18	53	3	60	128	20	5.57
5 / 1	10.48	13.31	90	0	55	100	15	5.76
Mean	10.53	13.36	77	1	64	121	18	5.73
CV	0.9	0.8	26.4	200.0	11.5	16.0	16.2	2.1
s	0.09	0.11	20	1	7	19	3	0.12
Q95	0.13	0.15	28	1	10	27	4	0.16
USP™ 2013		<5	<5	<5	<5	<5		25
Min	10.38	13.18	53	0	55	98	15	5.57
Max	10.64	13.52	100	3	75	148	23	5.93

CVC CARDED YARN

BACK

TIMBERWORD
森语

NINGBO OIXIN KNITTING

OVER 300 ADVANCED KNITTING MACHINES FROM GERMANY AND JAPAN

CAN MAKE :

SINGLE PLAIN WEAVE
JACQUARD WEAVE
MESH. WELT
DOUBLE-FACED COTTON
SYSTEMIC CIRCULATION COLORED STRIP
COMPUTERIZED JACQUARD WEAVE

ANNUAL PRODUCTION OF 15000 TONS



BACK

HOW WE DO——DYEING HOUSE

TIMBERWORD
森语

YINGXING DYEING FACTORY

CAPACITY：50T/DAY ,25T/FOR TIMBERWORD

OWN OEKO-TEX & ORGANIC CERTIFICATE







HOW WE DO—DYEING HOUSE

TIMBERWORD
森语

HENGDA DYEING FACTORY

CAPACITY：50T/DAY ,25T/FOR TIMBERWORD











HOW WE DO—DYEING HOUSE

TIMBERWORD
森语

HAIDA DYEING FACTORY

CAPACITY : 50T/DAY ,25T/FOR TIMBERWORD









TIMBERWORD
森语

TRANSPORTATION

FABRIC ➡ FACTORY



MYANMAR :
ONLY
5~6DAY





CAMBODIA VIA VINTNAM :
8~9DAY
12~13DAY IF SHIP LATE

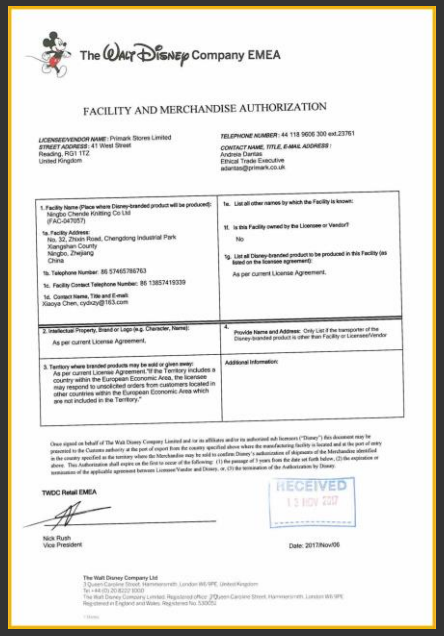


TIMBERWORD 森语

COMPLIANCE:

BSCI · ILO · Sedex · WRAP (Worldwide Responsible Apparel Production) · BetterFactories Cambodia · Disney

CERTIFICATE:



The Walt Disney Company EMEA

FACILITY AND MERCHANDISE AUTHORIZATION

LICENSEE/VENDOR NAME: Primark Stores Limited
STREET ADDRESS: 41 West Street
Reading, RG1 1TZ
United Kingdom

TELEPHONE NUMBER: 44 118 9606 300 ext.23761
CONTACT NAME, TITLE, E-MAIL ADDRESS:
Andreia Dantas
Ethical Trade Executive
adantas@primark.co.uk

1. Facility Name (Place where Disney-branded product will be produced): Ningbo Chende Knitting Co Ltd (FAC-047057)
1a. Facility Address: No. 32, Zhixin Road, Chengdong Industrial Park Xiangshan County Ningbo, Zhejiang China
1b. Telephone Number: 86 57465786763
1c. Facility Contact Telephone Number: 86 13857419339
1d. Contact Name, Title and E-mail: Xiaoya Chen, cyx2cy@163.com

1e. List all other names by which the Facility is known:

1f. Is this Facility owned by the Licensee or Vendor? No

1g. List all Disney-branded product to be produced in this Facility (as listed on the licensee agreement): As per current License Agreement.

2. Intellectual Property, Brand or Logo (e.g. Character, Name): As per current License Agreement.

4. Provide Name and Address: Only List if the transporter of the Disney-branded product is other than Facility or Licensee/Vendor

3. Territory where branded products may be sold or given away: As per current License Agreement."If the Territory includes a country within the European Economic Area, the licensee may respond to unsolicited orders from customers located in other countries within the European Economic Area which are not included in the Territory."

Additional Information:

Once signed on behalf of The Walt Disney Company Limited and /or its affiliates and/or its authorized sub licensees ("Disney") this document may be presented to the Customs authority at the port of export from the country specified above where the manufacturing facility is located and at the port of entry in the country specified as the territory where the Merchandise may be sold to confirm Disney's authorization of shipments of the Merchandise identified above. This Authorization shall expire on the first to occur of the following: (1) the passage of 3 years from the date set forth below, (2) the expiration or termination of the applicable agreement between Licensee/Vendor and Disney, or, (3) the termination of the Authorization by Disney.

TWDC Retail EMEA

Nick Rush
Vice President

RECEIVED 13 NOV 2017

Date: 2017/Nov/06

The Walt Disney Company Ltd
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Registered in England and Wales. Registered No. 338052



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GOTTHARDSTRASSE 61
POSTFACH 2156
8002 ZÜRICH, SWITZERLAND

OEKO-TEX®
CONFIDENCE IN TEXTILES

CERTIFICATE

The company

Ningbo Timberword International Trade Co., Ltd.
No.32 Zhixin Road,
Chengdong Industry Park, Xiangshan ChanYe Zone,
Xiangshan,
CN - 315700 Ningbo

is granted authorisation according to STANDARD 100 by OEKO-TEX® to use the STANDARD 100 by OEKO-TEX® mark, based on our test report SH020 129465.1

OEKO-TEX® CONFIDENCE IN TEXTILES STANDARD 100
SH020 129465 TESTEX
Tested for harmful substances. www.oeko-tex.com/standard100

for the following articles:

Vest made of 100% cotton knitted fabric, white, dyed or heat transfer printed, with PES sewing thread (based on material partly pre-certified according to STANDARD 100 by OEKO-TEX®)

The results of the inspection made according to STANDARD 100 by OEKO-TEX®, Appendix 4, product class II have shown that the above mentioned goods meet the human-ecological requirements of the STANDARD 100 by OEKO-TEX® presently established in Appendix 4 for products with direct contact to skin.

The certified articles fulfil requirements of Annex XVII of REACH (incl. the use of azo colourants, nickel release, etc.) as well as the American requirement regarding total content of lead in children's articles (CPSIA; with the exception of accessories made from glass).

The holder of the certificate, who has issued a conformity declaration according to ISO 17050-1, is under an obligation to use the STANDARD 100 by OEKO-TEX® mark only in conjunction with products that conform with the sample initially tested. The conformity is verified by audits.

The certificate SH020 129465 is valid until 15.06.2018

Zurich, 09.06.2017

Serge Rolfe
CEO | TESTEX AG

Mary Rose Egloff
Ecology Team Leader | TESTEX AG

OEKO-TEX® Association | Genferstrasse 23 | P.O. Box 2096 | CH-8027 Zurich

TIMBERWORD
森语

TRANSPARENCE

PRODUCTION MAP : 2 TIMES PER MONTH

DAILY CUTTING REPORT

DAILY OUTPUT REPORT PER LINE

NO NON-AUTHORIZED SUB-CONTRACT

WHY TIMBERWORD

WHY TIMBERWORD—STRENGTH AND CORE COMPETENSE

TIMBERWORD
森语

COST ! COST! COST!

FAST! FAST! FAST!

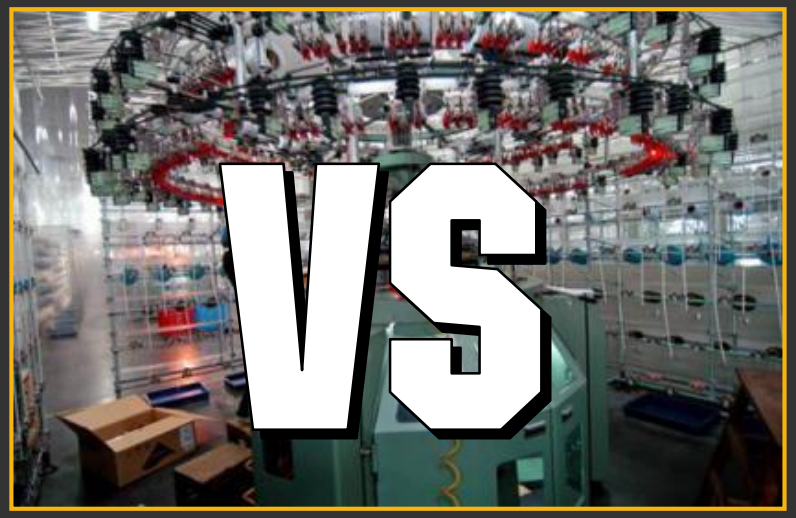
LOYALTY ! LOYALTY ! LOYALTY !

TIMBERWORD
森语

COST SAVING IN KNITTING WASTAGE

FABRIC,STRICTLY FABRIC VERTICAL MAKING CONTREL NET WEIGHT

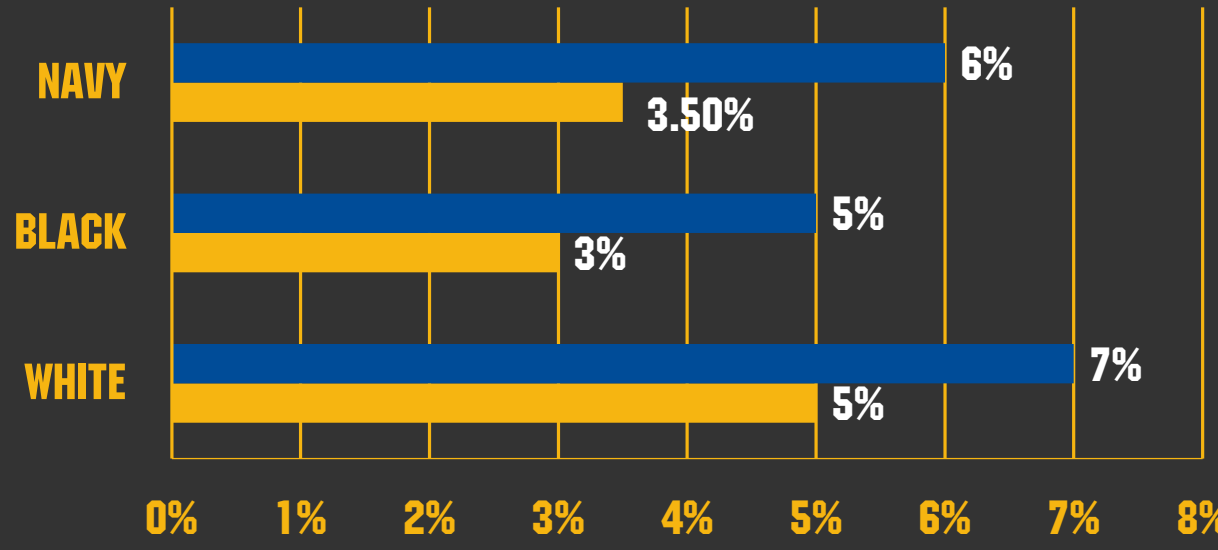
TIMBERWORD 0-0.5% MAX



PEERS 2-3%

TIMBERWORD
森语

COST SAVING IN DYEING LOSTAGE:



	WHITE	BLACK	NAVY
PEERS	7%	5%	6%
TIMBERWORD	5%	3%	3.50%

PEERS TIMBERWORD

TIMBERWORD
森语

LOWER FABRIC COST

FOB PRICE	TIMBERWORD	GUAN HUA
FLEECE CVC60/40 280G	$3.85/KG FOB	$4.50/KG FOB
FLEECE TC65/35 280G	$3.50/KG FOB	$4.30/KG FOB
JERSEY 100% COTTON 140G	$4.75/KG FOB	$5.70/KG FOB

TIMBERWORD
森语

COMPETITIVE CMP

LINE1 : KIDS PRINTED CREW NECK SWEATER $0.50/PC
3200PCS/8HOURS,BASED ON 38 WORKER



LINE2 : KIDS LEGGING $0.65/PC
1300PCS/8HOURS ,BASED ON 39 WORKERS



LINE3 : LADY'S BASIC ZIP THRU HOODY $0.90/PC
1500PCS/8HOURS ,BASED ON 48 WORKERS



LINE4: MENS DROP CROTCH JOGGER $0.98/PC
1210PCS/8HOURS ,BASED ON 38 WORKERS



TIMBERWORD
森语

LEADING TIME

CAMBODIA

IF REPEAT OR FAMILIAR REGULAR PRODUCT.
START FROM KNTTING 6 WEEKS

- NORMALLY TIMETAKE 20000PCS
  DYEING FROM RAW FABRIC --7 DAYS
  TRANSPORTATION --10 DAYS
  IN LINE PRODUCTION --10 DAYS

  27 WORKING DAYS

TIMBERWORD
森语

1. DEFINE RESPONSIBILITY

CUSTOMER WILL BE NEVER THE ONE THAT TAKE RESPONSIBILITY ON TIMBERWORD'S LIABILITY ACCIDENT REGISTRATION FORM.

AIR FERIGHT: 4 MILLION RMB/YEAR

2. MARKET-DRIVEN

ASSISTANT BUYER & MERCHANDISER TO FIND GOOD SELLING POINT OBTAIN THE MARKET SELLING PORTION.

UK MARKET:FOR EXAMPLE (MENSWEAR)

A&F:CAMPUS,COLLEGE POPULAR	10 YESRS AGO
TOPMAN&AMERICAN APPAREL ZT	7 YEARS AGO
ATHLEISURE	NOWDAYS

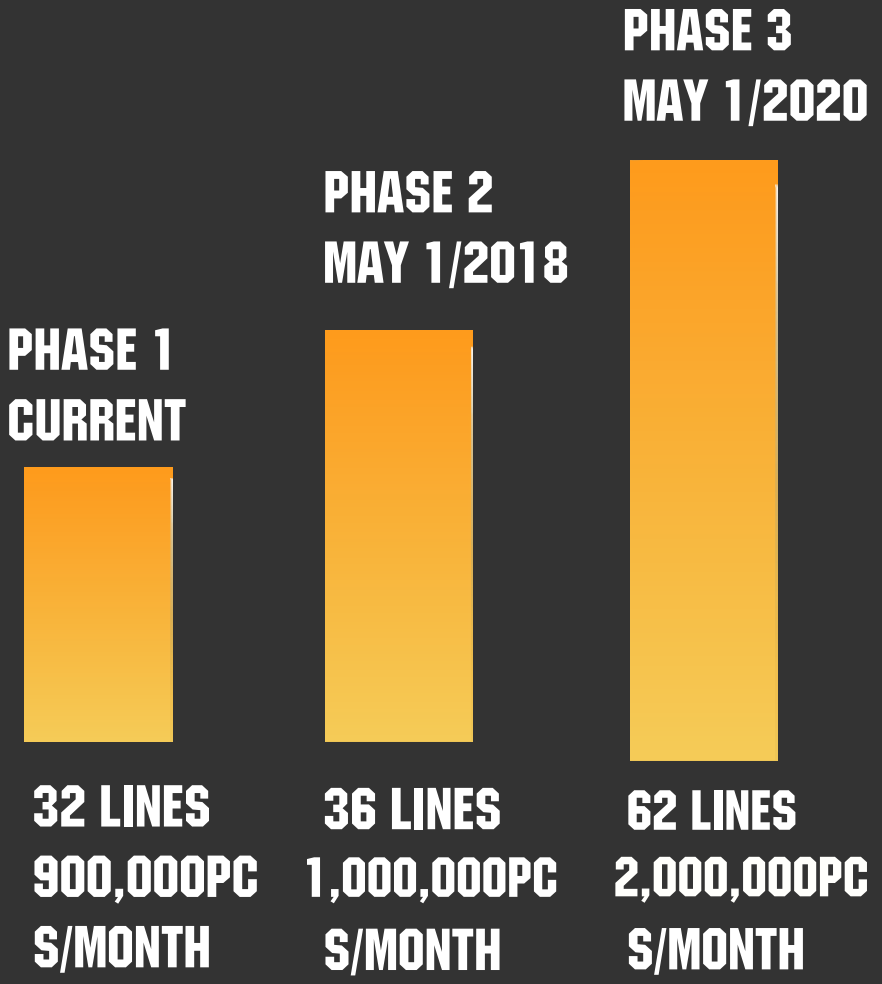
PLAN 2020

PLAN 2020

TIMBERWORD
森语

TIMBERMAR
MYANMAR

	PHASE	LINES
MYANMAR	PHASE1	36LINES ×32
	PHASE2	36LINES ×32
	PHASE3	32LINES ×26
	WITH	100 LINE IN 2020
	WITH	2.7 MILLION UNITS/MONTH



TIMBERWORD
森语

TIMBERMET CAMBODIA

TOTAL
40 LINES
160,000,0P
CS

PHASE 1
CURRENT



20 LINES
800,000P
CS/MONTH

PHASE 2
2018MID YEAR



20 LINES
800,000P
CS/MONTH

PLAN 2020

TIMBERWORD
森语

COLOUR APPAREL (CAMBODIA)

REMAIN : 27 LINES 900,000PCS/MONTH

KIE&KIE (CAMBODIA)

REMAIN:15 LINES 800,000PCS/MONTH

TIMBERWORD
森语

LOOKING FOR BUY 3 MORE FACTORY WITH

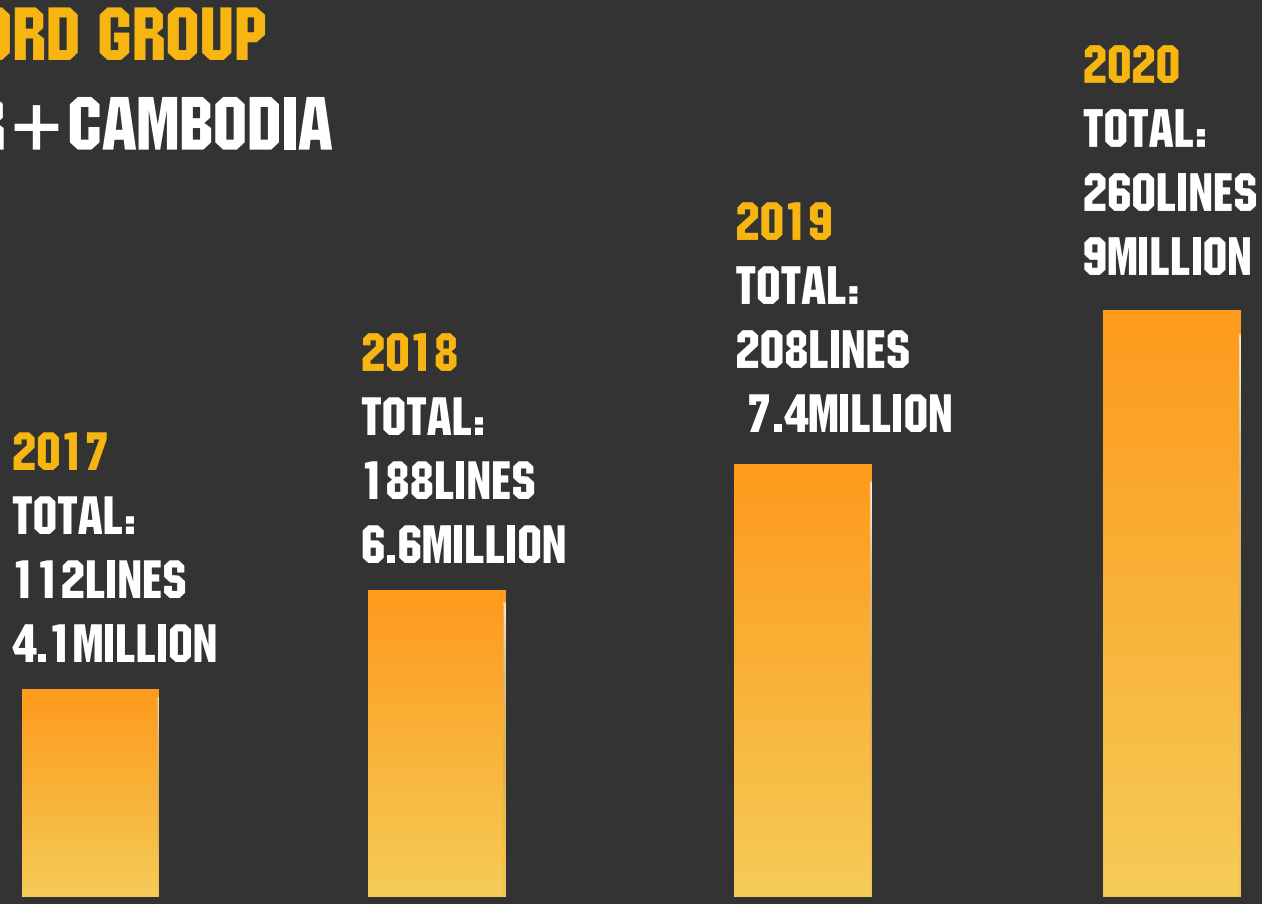
20 LINES IN THE YEAR 2018 IN CAMBODIA
20 LINES IN THE YEAR 2019 IN CAMBODIA
20 LINES IN THE YEAR 2020 IN CAMBODIA

PLAN 2020

TIMBERWORD
森语

TIMBERWORD GROUP

MYANMAR + CAMBODIA



TIMBERWORD
森语

NEW CUSTOMER

KNEE TO SUPPLIER FOR H&M & FAMILY DOLLAR

NEW PLANTS

- ✓ DYEING FACTORY IN MYANMAR
- ✓ PRINTING & EMB IN MYANMAR

TIMBERWORD
森语

Q&A:

- 1.....
- 2.....
- 3.....
- 4.....
- 5.....
- 6.....
- 7.....

THANK!