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Line ID : til6616



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Company Website : www.techcentral-international.com

TIL-KY Stock Code : 6616

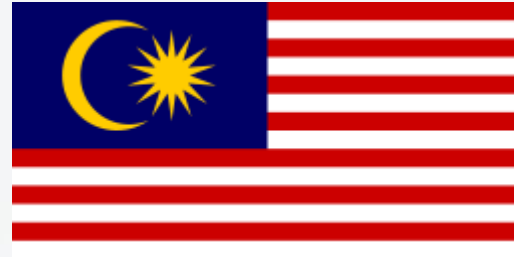
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Contents:

- Company Profile & Main product introduction
- Financial Information
- Market development overview
- 2026 business development plan
- Challenges and opportunities faced by enterprises

Company Profile



Malaysia
Johor
Muar

Company Profile



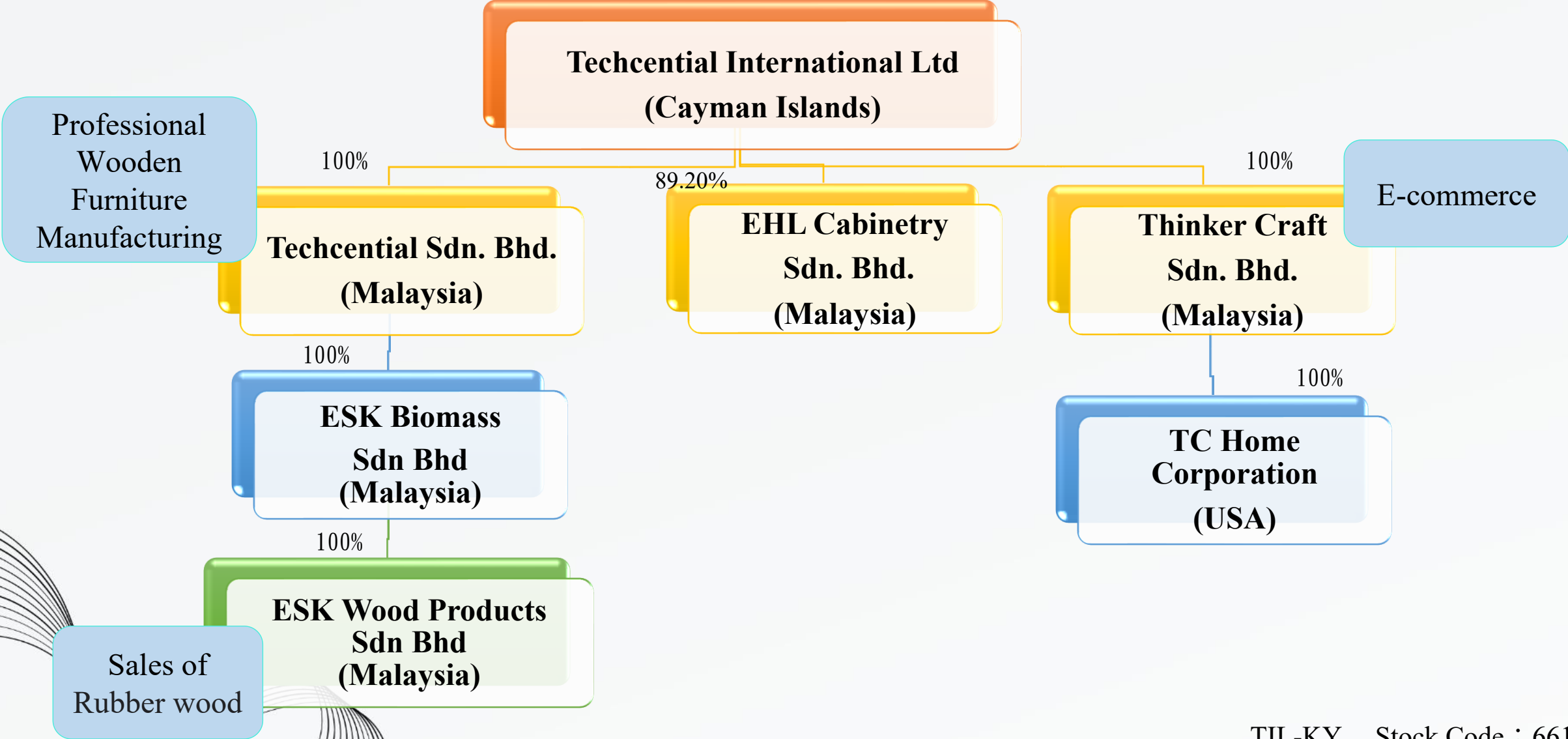
- @ Company Name : Techcential International Ltd.
- @ Established : June 14, 2016
- @ Founder : Eng Say Kuang
- @ Chairman : Eng Kai Pin (Gavin)
- @ General Manager : Eng Kai Jie (Louis)
- @ Capital : NT\$3.54 million
- @ Main business : Professional manufacturing and sales of American wooden bedroom furniture & the sales of rubberwood and raw materials.
- @ Number of employees: 671 (as of Oct 31, 2025)

Board of Directors

Title	Name	Nationality	Main Experience
Director	Eng Synergy Management Sdn Bhd	Malaysia	Chairman of Techcential International Ltd
	representative: Eng Kai Pin	Malaysia	
Director	Surging Success Sdn Bhd	Malaysia	COO of Techcential Sdn. Bhd.
	representative: Poa Keng Ling	Malaysia	
Director	Liao Wei Chuan	Taiwan R.O.C	CEO of Fidelity International
Director	Chang Ming Huang	Taiwan R.O.C	Founder of Rich CPA Firm
Independent Director	Chou Chih Yuan	Taiwan R.O.C	Founder of J & C Certified Public Accountant
Independent Director	Huang Chi Jui	Taiwan R.O.C	Favorable Business Partner CPAs
Independent Director	Tay Puay Chuan	Malaysia	Founder of Tay Puay Chuan & Co

Group Structure

(As of Oct 31, 2025)





Main business/
product introduction

Techcential - Bedroom furniture

Product Introduction



Mirror

Chest

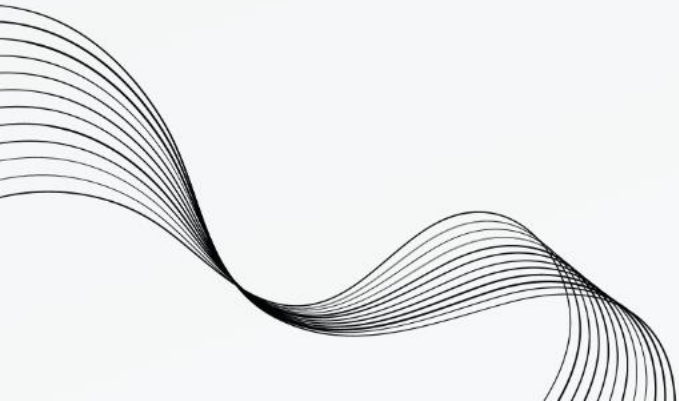
Night Stand

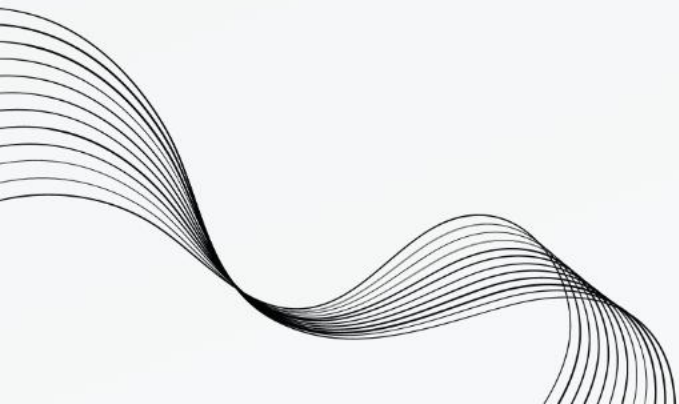
Dresser

Bed

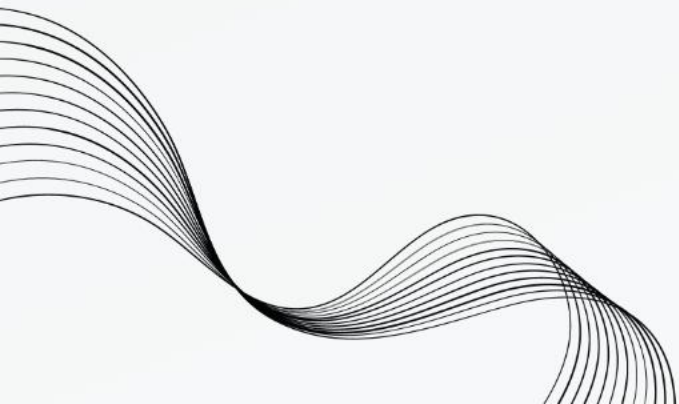


TIL-KY Stock Code : 6616







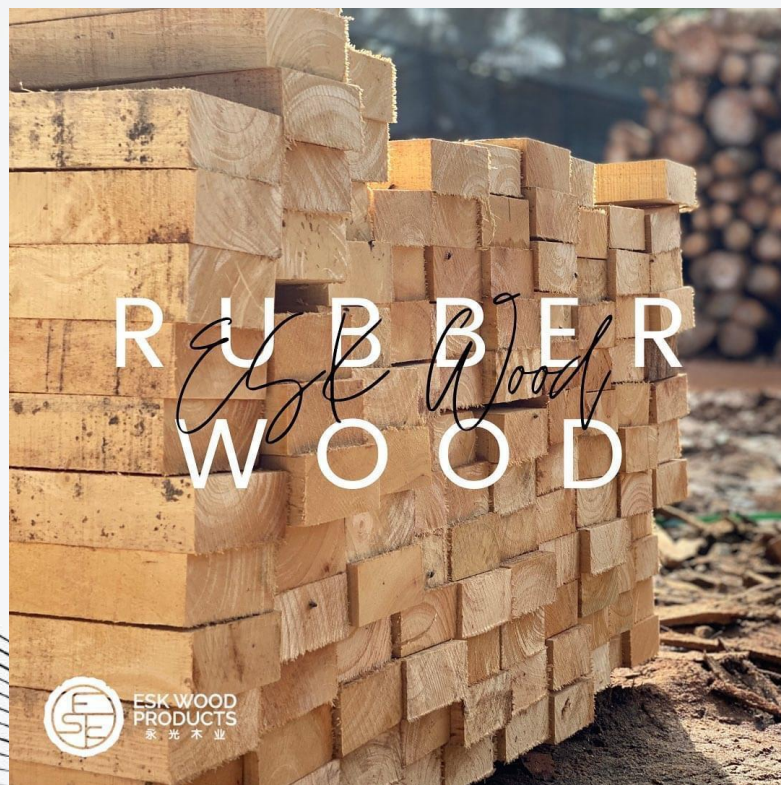


Target customers category of TC



ESK WP

The related business of rubberwood

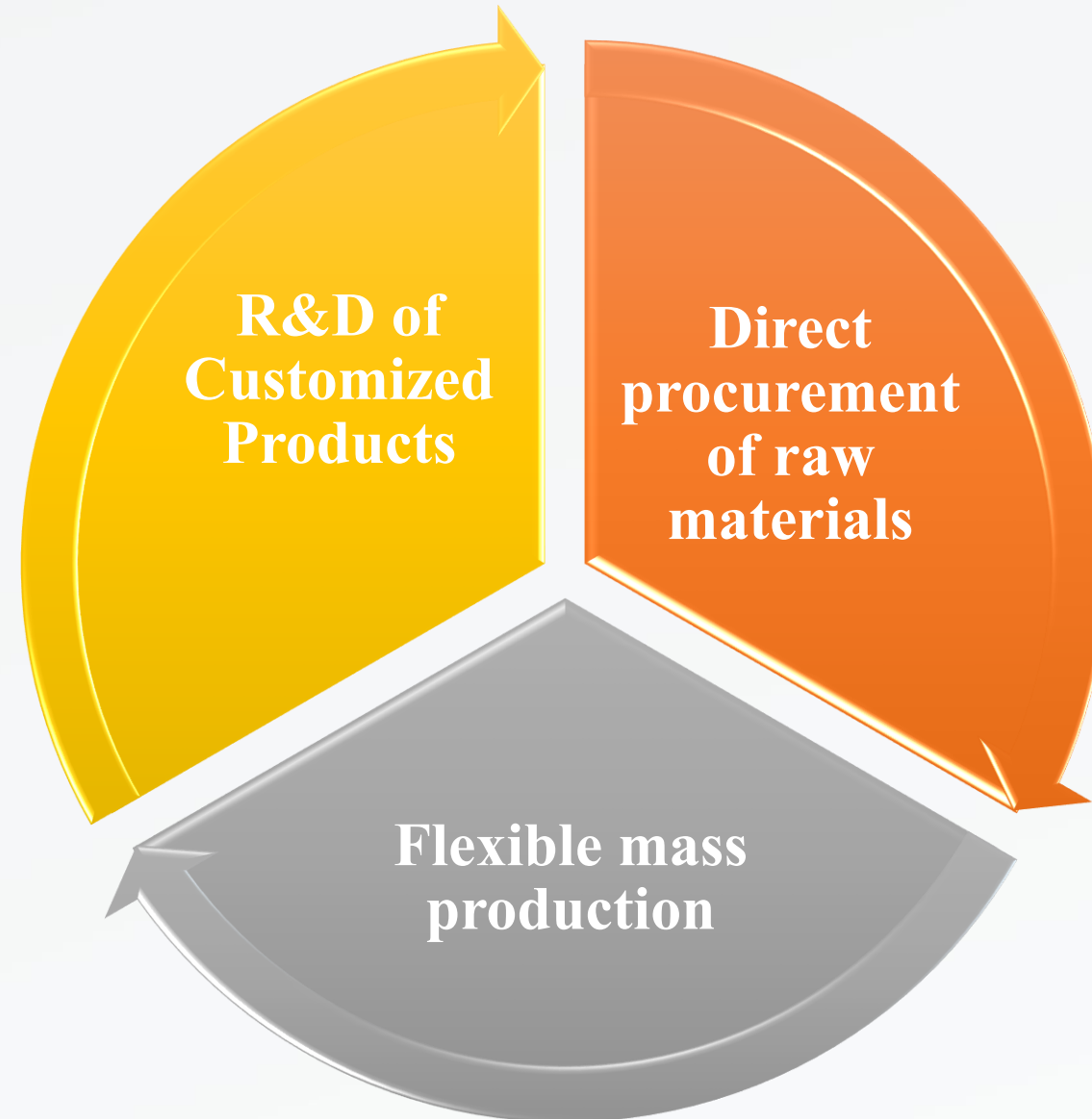


Product raw materials and main sources

Country of Origins:
Malaysia



Core competitive advantage

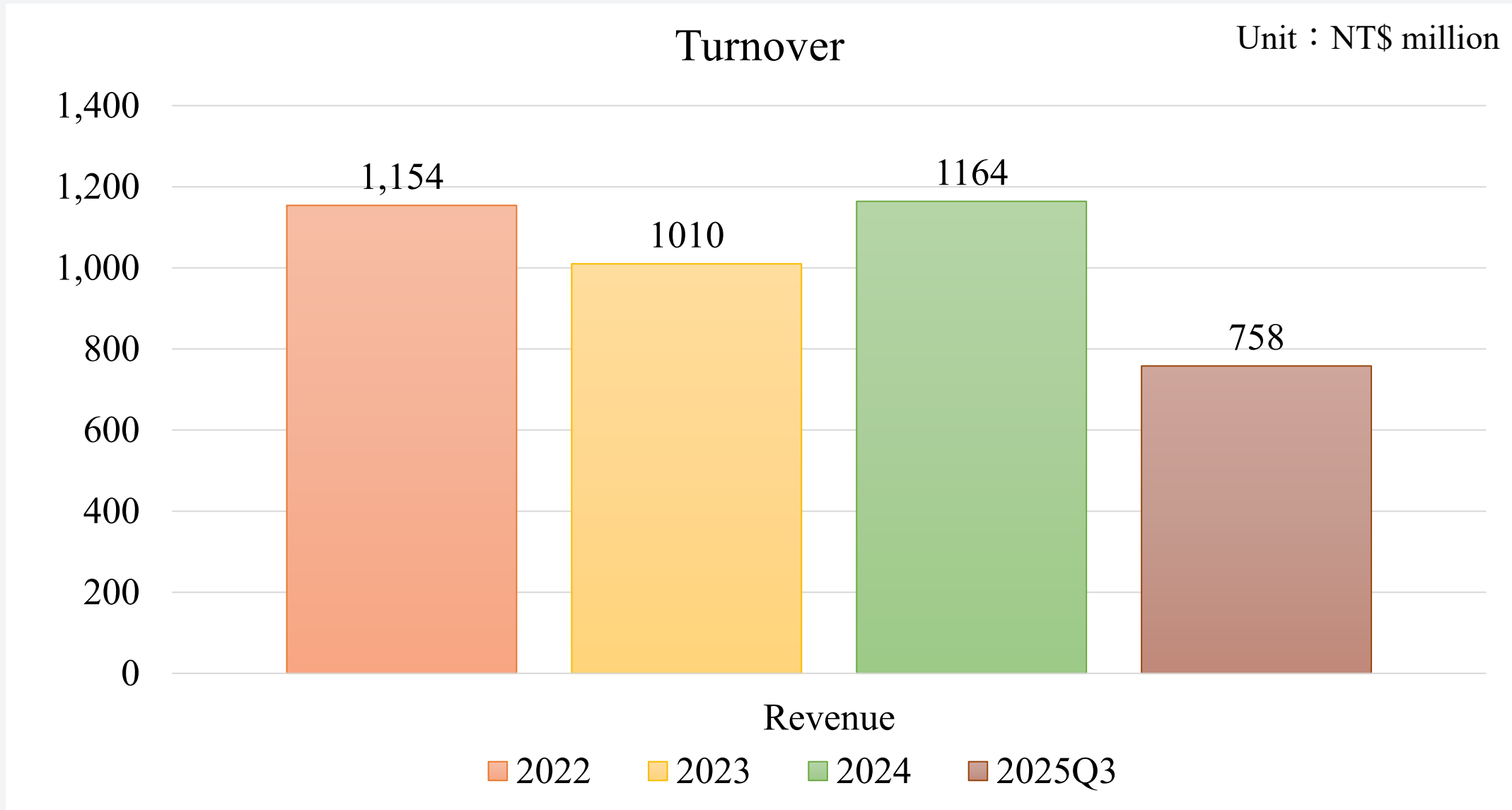


U.S. tariffs imposed on furniture from various countries

Country	Other wooden furniture	Upholstered furniture	(translate to english)
Vietnam	20%	25% (30% starting from 2026)	25% (50% starting from 2026)
China	25%	25% (30% starting from 2026)	25(50% starting from 2026)
Canada	25%	25% (30% starting from 2026)	25% (50% starting from 2026)
Mexico	25%	25% (30% starting from 2026)	25% (50% starting from 2026)
Italy	15%	15%	15%
Malaysia	19%	25% (30% starting from 2026)	25% (50% starting from 2026)
Indonesia	19%	25% (30% starting from 2026)	25% (50% starting from 2026)
Japan	15%	15%	15%
United Kingdom	10%	10%	10%

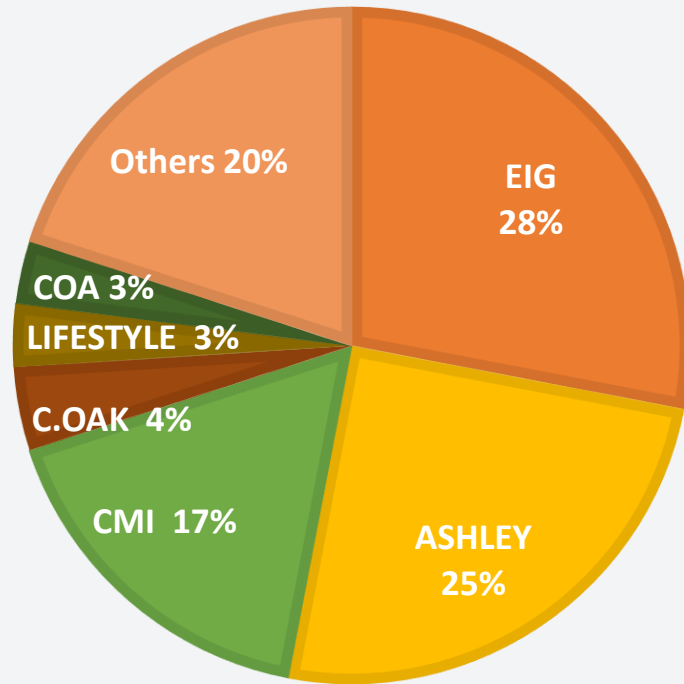
Financial Information

Company's Revenue Overview for the Most Recent Fiscal Year



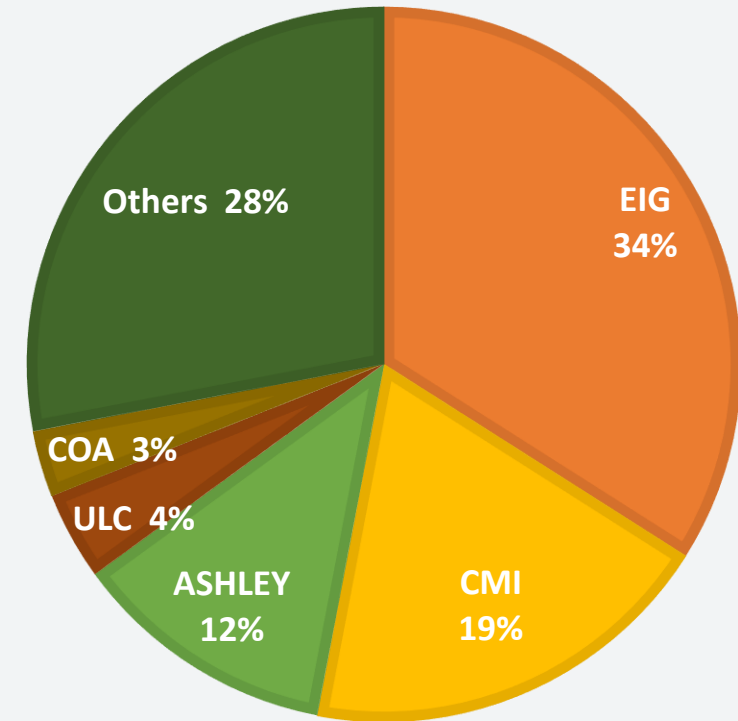
TIL Group Sales (Customer) status

2024 Jan - Sep



Operating Income : NT\$ 870,107 thousand

2025 Jan - Sep



Operating Income : NT\$ 758,189 thousand

Financial data of most recent years:

Unit: NT\$ thousand

Project/year	2024 Jan-Sep	%	2025 Jan-Sep	%
Operating revenues	870,107	100	758,189	100
Operating costs	777,067	89	667,233	88
Gross profit	93,040	11	90,956	12
Operating expenses	97,047	11	96,508	13
Operating income	(4,007)	-	(5,552)	(1)
Non-operating income and expenses	(56,113)	(6)	(2,673)	-
Income tax expense	(1,577)	-	472	-
Net profit for the year	(58,543)	(6)	(8,697)	(1)
EPS(NT\$)	(1.49)		(0.25)	

Financial data of most recent years:

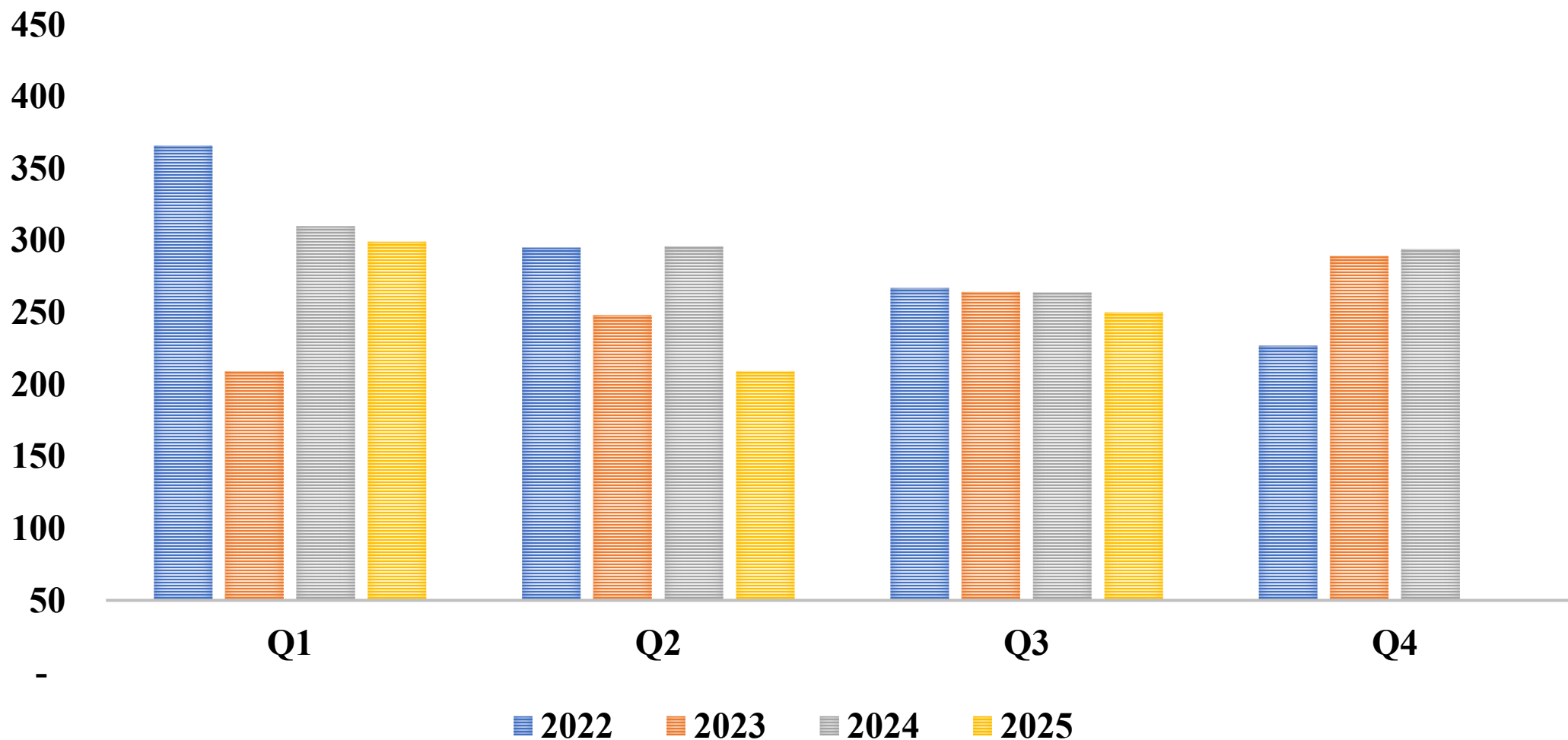
Unit: NT\$ thousand

Project/year	2024 July-Sep	%	2025 July-Sep	%
Operating revenues	263,706	100	249,962	100
Operating costs	246,557	93	220,209	88
Gross profit	17,149	7	29,753	12
Operating expenses	31,287	12	31,363	12
Operating income	(14,138)	(5)	(1,610)	-
Non-operating income and expenses	(10,569)	(4)	499	-
Income tax expense	(6,412)	(2)	185	-
Net profit for the year	(18,295)	(7)	(1,296)	-
EPS(NT\$)	(0.52)		(0.03)	

Company's quarterly revenue of most recent years

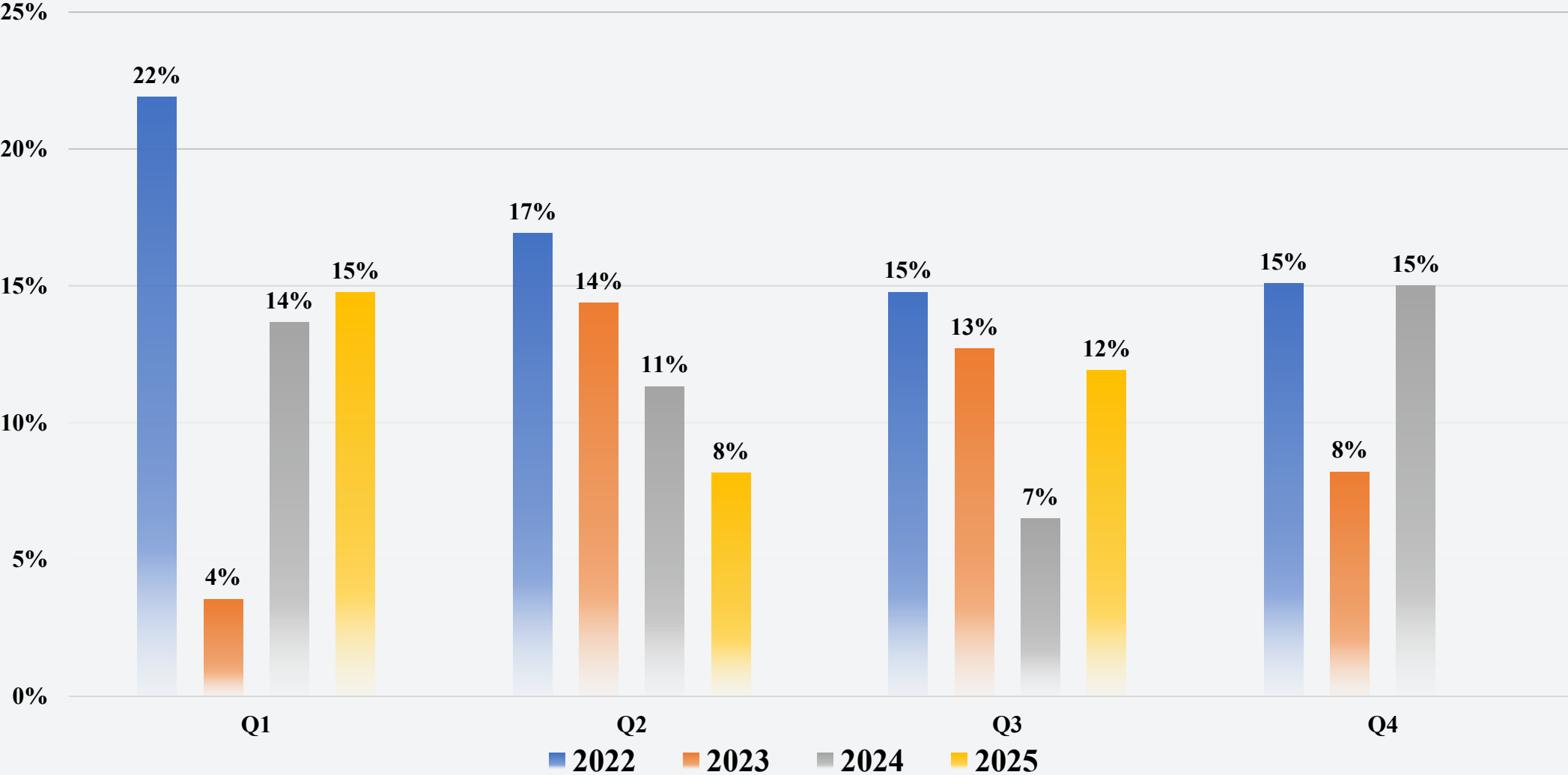
TURNOVER BY QUARTER

Unit : NT\$ Million

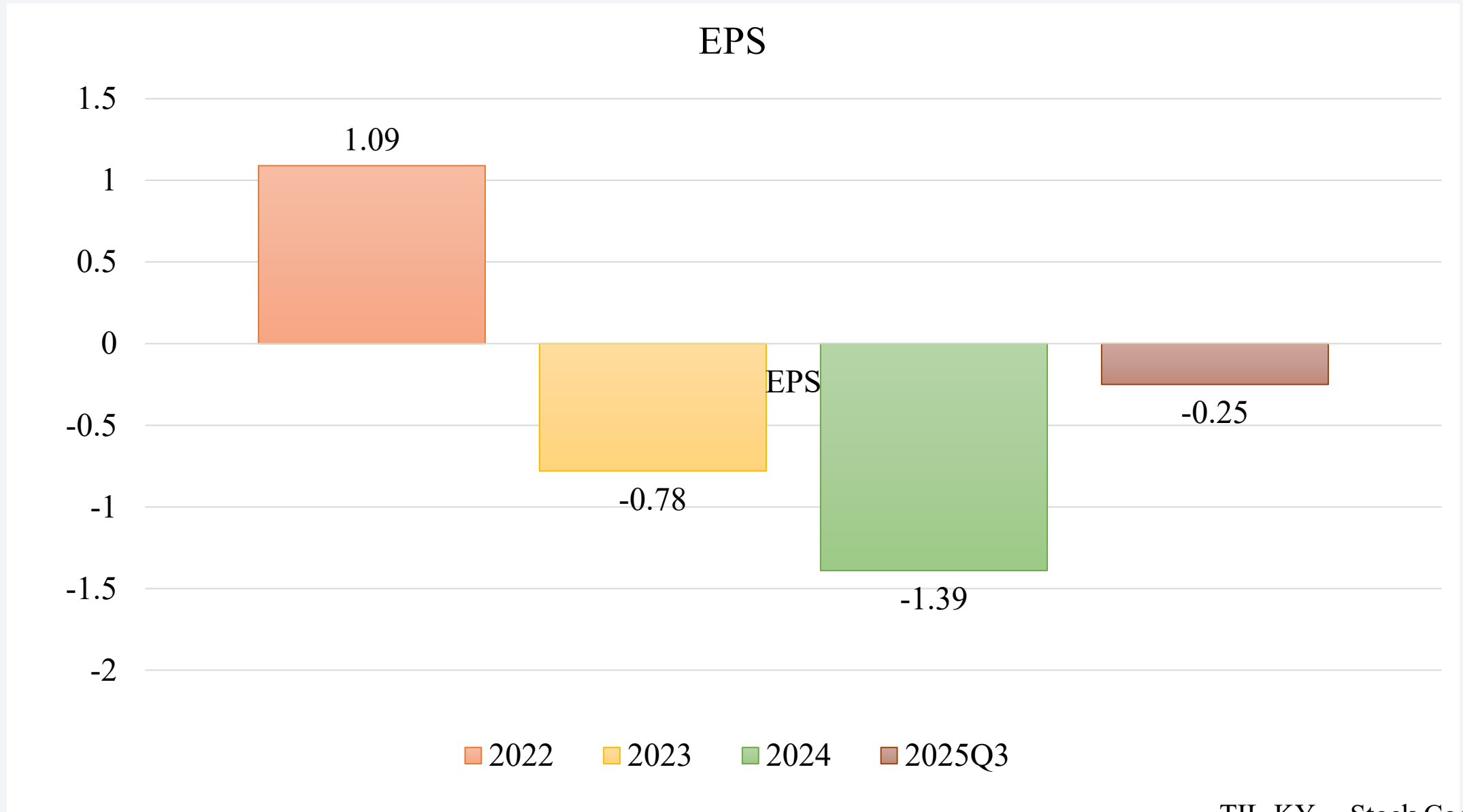


Company's quarterly GP% performance in recent years

GP% BY QUATER



Company's EPS of most recent years



Company Financial Indicator Analysis (Based on Financial Data as of 2025 Q3)

- ❑ Total Assets: NT\$742,004 thousand
- ❑ Total Liabilities: NT\$319,182 thousand
- ❑ Total Shareholders' Equity: NT\$422,822 thousand

The overall capital structure is sound, and financial risk remains within a controllable range.

- ❑ Solvency
 - Debt Ratio: 43.02%
 - Interest Coverage Ratio: -0.67 times
 - Current Ratio: 200.92%
 - Quick Ratio: 131.87%

The company's short- and long-term debt repayment ability remains healthy. Although operating profits were temporarily under pressure this period, resulting in a lower interest coverage ratio, liquidity indicators are strong and the debt ratio is moderate. This demonstrates a solid financial position, with the company maintaining good debt repayment capacity and flexibility in fund management.

Company Financial Indicator Analysis (Based on Financial Data as of 2025 Q3)

☐ Profitability

- Return on Equity (ROE): -2.70%
- Return on Assets (ROA): -0.62%
- Earnings Per Share (EPS): -NT\$0.25

Although profitability indicators are under short-term pressure, the company's operational foundation and asset allocation remain solid. If the external environment stabilizes and internal improvement measures continue, it is expected that future returns and earnings per share will gradually regain growth momentum, driving an overall increase in corporate value.

☐ Operational Efficiency

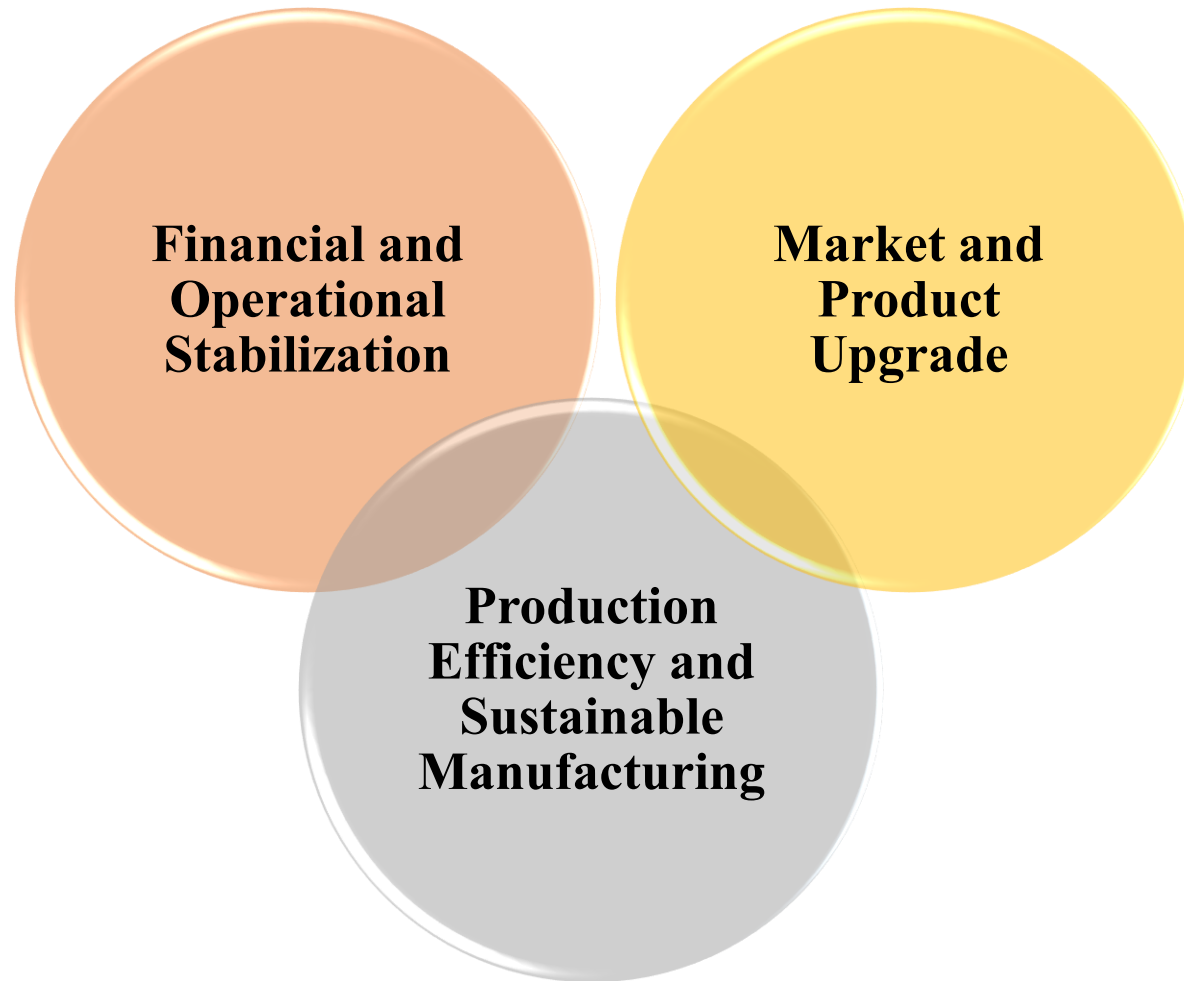
- Accounts Receivable Turnover: 10.00 times; Average Collection Period: 36.5 days
- Inventory Turnover: 4.47 times; Average Days of Sales in Inventory: 81.66 days

Both accounts receivable and inventory turnover rates remain at healthy levels, reflecting the company's effective measures in strengthening shipment management and collection controls.

☐ Price-to-Book Ratio (P/B Ratio): 0.85

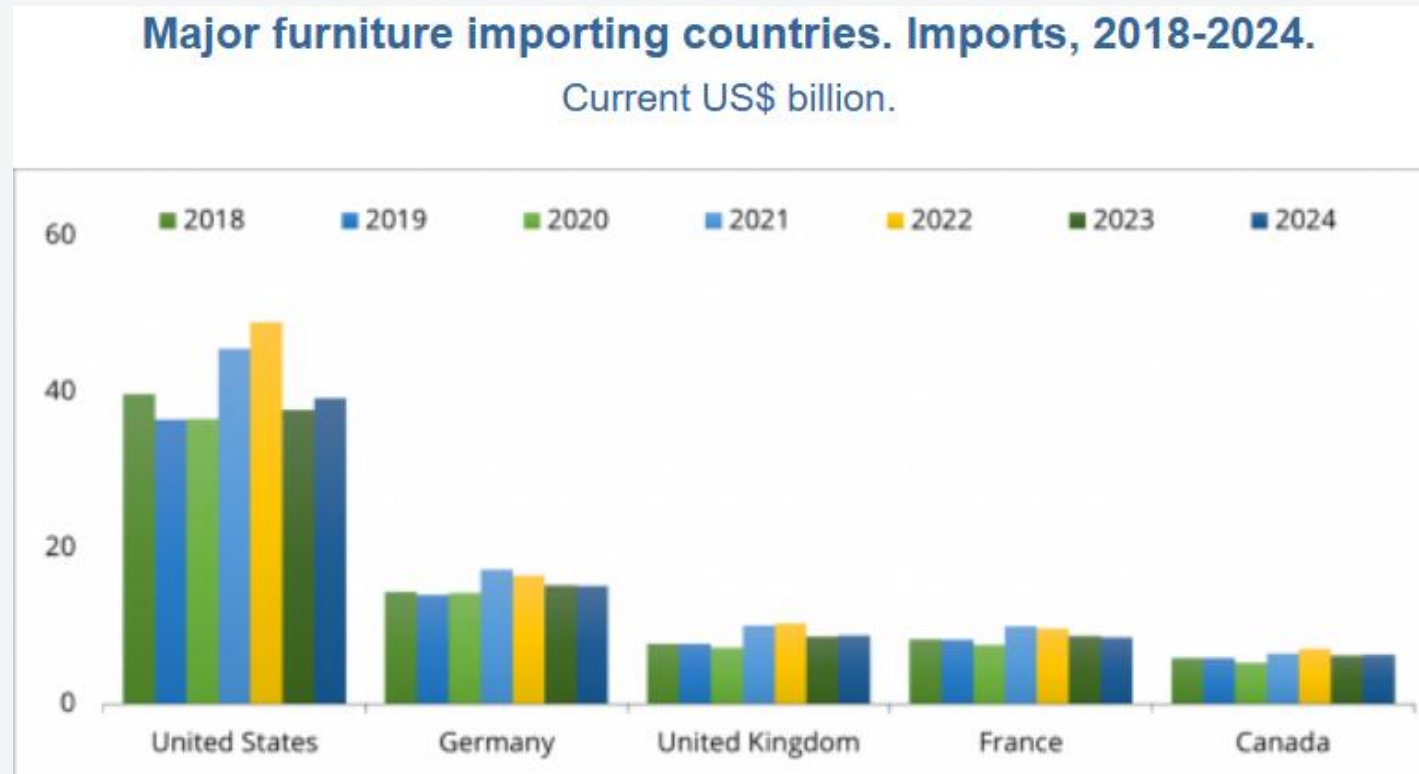
「Corporate Value Enhancement Plan」

Focus on three key areas: Financial Stability, Operational Upgrade, and Sustainable Development



Market development overview

Global Major Furniture Importing Country 2018-2024



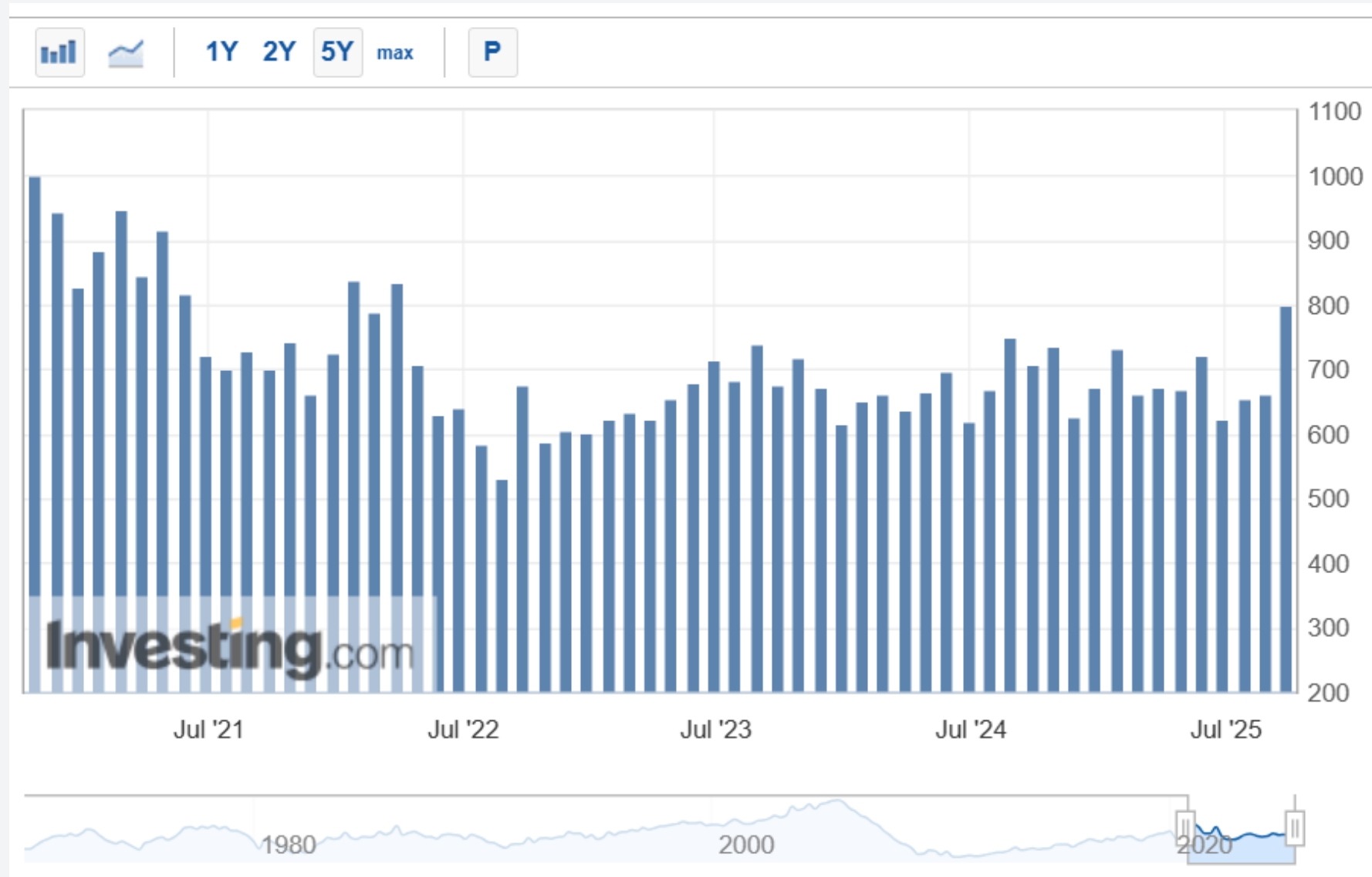
- ✦ The end-of-the-year edition of CSIL's World Furniture Outlook report confirms challenging times for the furniture industry affected by the global geopolitical climate of considerable uncertainty. CSIL's preliminary figures for 2024 show a slight increase in world furniture trade, but future prospects are negatively impacted by the protectionist agenda of the new US administration.
- ✦ The leading importers of furniture globally are the United States, Germany, the United Kingdom, France, and Canada, accounting together for almost half of total imports.

美國8月成屋房價創歷年同期最高、求售時間拉長

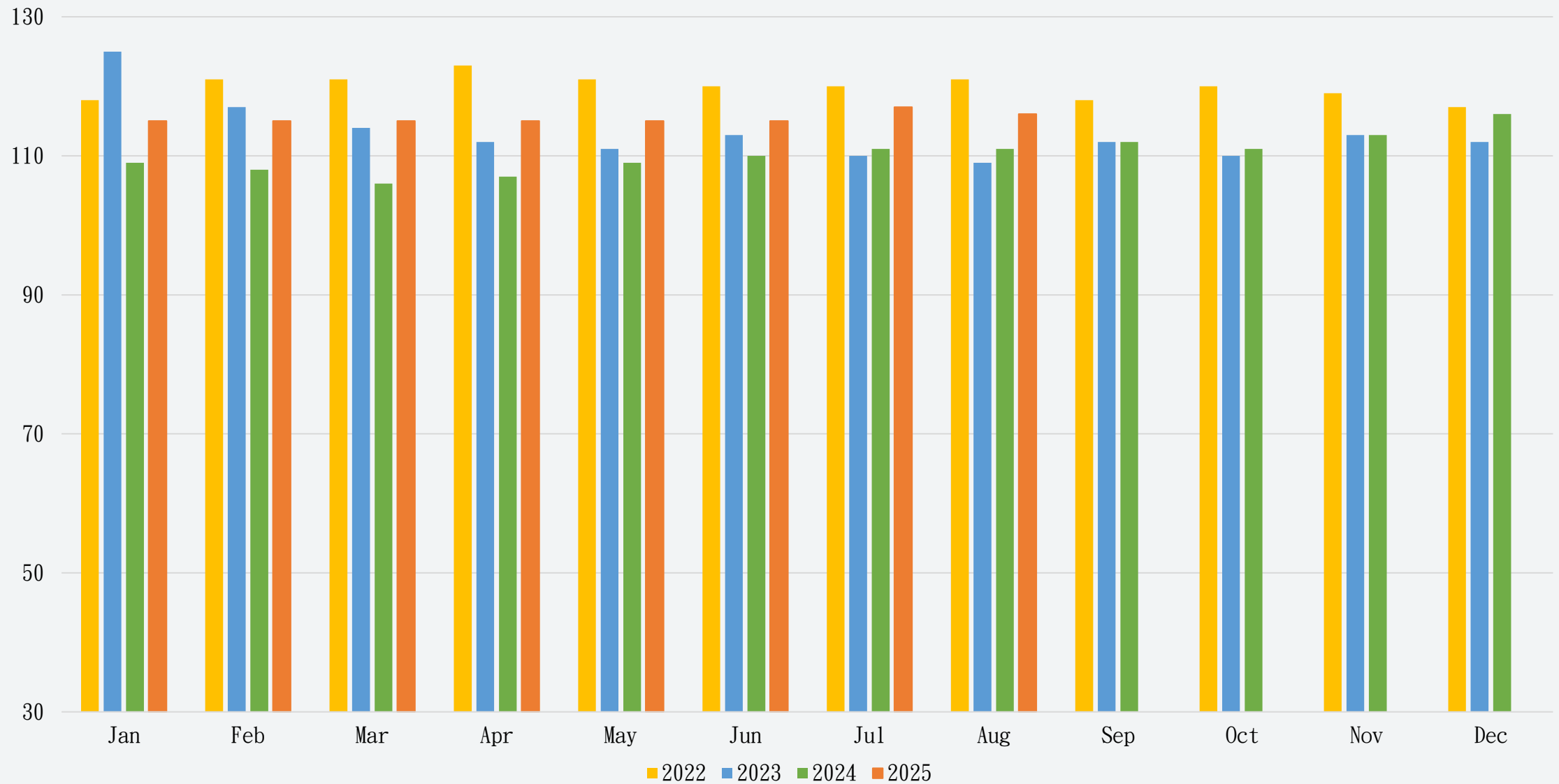
[MoneyDJ](#)；2025-09-26；節錄段落如下：

- ✪ 全美不動產經紀人協會(NAR)週四(9月25日)公布，2025年8月成屋銷售年率(經季節性因素調整後)較7月縮減0.2%至400萬戶、優於市場預期的396萬戶，與2024年8月相比上揚1.8%。
- ✪ 根據美國普查局、美國住房和城市發展部公布的數據，2025年8月新屋價格中位數(未經季節性因素調整)年增1.9%(月增4.7%)至413,500美元。
- ✪ NAR首席經濟學家Lawrence Yun週四指出，房貸利率居高不下以及庫存有限、導致美國房屋銷售在過去幾年持續疲軟。不過，**隨著房貸利率下滑以及市場供給增加、未來幾個月房市銷售可望獲得提振。**
- ✪ Yun補充說，破紀錄的房市財富以及史上最高的股價指數將有助於現有屋主換屋升級、進而拉抬高階房市，同一時間、平價房屋銷售因庫存短缺而受限。他指出，美國中西部是8月表現最佳的地區，主因為當地房市相對平價、房價中位數比全美中位數低了22%。
- ✪ 華爾街日報週四報導，2019年8月以來美國房價累計上漲52%，**8月全美成屋房價中位數創歷年同期最高。**

U.S. New Home Sales



The Sales of U.S. Furniture and Home Furnishing Stores



2026 Business Development Plan

2026 Business Development Focus

- * Strengthen presence in the U.S. market and expand into other markets
- * Increase the proportion of ODM and design-oriented products

Product Strategy:


Launch new material and new style series; Develop mid-to-high-end products to improve gross margin

Production Strategy:

Promote automated and data-driven production to improve; efficiency
Continue energy saving, waste reduction, and green manufacturing

Organizational Strategy:

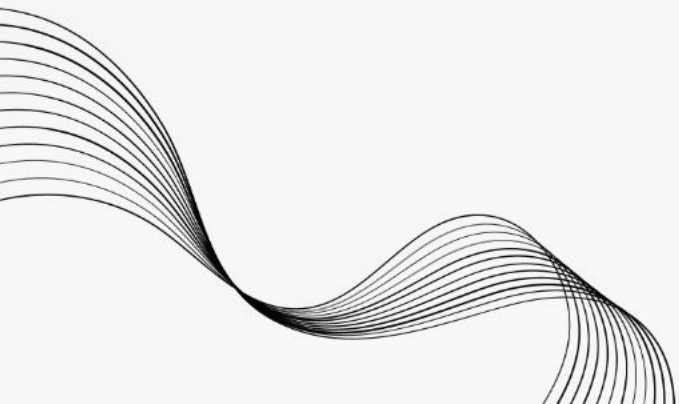
Talent succession development, local management training, performance system enhancement, with a focus on sustainable development



Challenges and opportunities in Y2026

Challenges and opportunities faced by enterprises

- 🔍 The U.S. imposes reciprocal tariffs globally
- 🔍 Fluctuations in the USD exchange rate
- 🔍 Changes in the global furniture consumer market
- 🔍 Malaysia's minimum wage policy (2025)



《經濟》 美國9月份待售房屋銷售停滯不前

[AASTOCKS](#)新聞 | 2025/10/29；節錄段落如下：

- ✪ 美國全國房地產經紀人協會(NAR)數據顯示，美國待售待成交住宅在今年9月保持不變，未達到市場預期的1.6%增幅，此前8月數據經上修後上漲4.2%。東北部(+3.1%)與南部(+1.1%)的增幅被中西部(-3.4%)與西部(-0.2%)的下降所抵消。按年計，待售待成交住宅下降0.9%。
- ✪ NAR首席經濟學家Lawrence Yun表示，合約簽約速度與今年第二高的水平相當。然而，儘管抵押貸款利率降至一年低位，簽約數量仍未達到健康市場所需的水平。9月份創歷史新高的股市和增長的住房財富仍不足以抵消可能放緩的就業市場。

美最高法院審理川普關稅案

川普：敗訴恐要償還超過20兆美元

2025-11-11 05:20 聯合報／記者：陳熙文；節錄段落如下：

- ✦ 美國最高法院正在審理美國總統川普的對等關稅政策，川普10日指出，如果川普政府敗訴，美國必須償還逾20兆美元的關稅收入和相關投資，指光是這個數字就對國家安全來說是場災難。
- ✦ 川普今年上任後，援引1977年制定的「國際經濟權力法」（IEEPA），宣稱美國與其他國家的貿易逆差已形成緊急狀態，因此授權總統制定關稅政策，但遭企業提告無權這麼做；美國國際貿易法院和聯邦巡迴上訴法院已先後裁定川普違法，現在上訴至最高法院；最高法院日前舉行口頭辯論，包括保守派大法官在內也對關稅政策的適法性提出質疑。

美對陸海運業301調查喊卡

陸製船舶港口費也叫停 北京同步取消

經濟日報；2025-11-11；節錄段落如下：

- ✦ 在美國總統川普與中國國家主席習近平達成歷史性貿易與經濟協議後，美國貿易代表署（USTR）9日宣布，對中國大陸海運、物流與造船業展開的「301條款」調查暫停一年，美國這段時間暫停對中國大陸船隻收取港口費，中國大陸同一時間也暫停對美國船隻收取類似費用。
- ✦ 根據Descartes系統集團最新全球航運報告，隨著從中國大陸進口的商品大減，美國10月進口的貨櫃商品比去年同期減少7.5%至231萬個20呎標準貨櫃（TEU），和9月相比下滑0.1%。包括這次在內，過去十年美國10月貨櫃進口量低於前月次數只有兩次，顯示美國港口正面臨「商品衰退」。
- ✦ 展望未來，根據全美零售聯盟（NRF）和Hackett Associates數據，美國11和12月進口貨櫃量預估將分別比去年同期減少14.4%及17.9%，2026年1至3月進口量也可能全面下滑。

馬來西亞最低薪金制法令

- 2013年1月1日 – MYR 900
- 2016年7月1日 – MYR 1,000
- 2019年1月1日 – MYR 1,100
- 2020年2月1日 – MYR 1,200
- 2022年5月1日 – MYR 1,500
- 2025年2月1日 – MYR 1,700

政府強制外勞繳2%公積金

沈志強：彰顯大馬重視勞工權益

[東方Online](#)；2025-11-03；節錄段落如下：

- ⇒ 人力資源部長沈志強強調，政府強制雇主與外勞各繳納2%公積金的政策，旨在**確保社會公平、提升國際信譽**，並帶來三大好處。
- ⇒ 他列舉3大好處，包括了**減少外匯流出、降低外勞逃跑風險，以及讓外勞在馬工作期間擁有可動用的緊急資金**。
- ⇒ 沈志強週一（3日）在出席「2026年財政預算案稅務研討會」時表示，外勞繳納的2%公積金屬固定比例，雖遠低於本地員工逾10%的繳納率，但已符合國際勞工組織（ILO）標準，足以提供基本社會保障與經濟安全網。

THANK'S FOR WATCHING



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