

Premium Global Garment Manufacturing

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JERASH HOLDINGS (US), INC.

**March 2021**



# FORWARD-LOOKING STATEMENTS



This document contains forward -looking statements within the meaning of the U.S. Private Securities Litigation Reform Act of 1995, including statements relating to earnings expectations . The terms and phrases “commitment”, “guidance”, “expects”, “would”, “will”, “continuing”, “drive”, “believes”, “indicate”, “look forward”, “grow”, “outlook”, “forecasts”, and similar terms and phrases are intended to identify these forward -looking statements . Forward -looking statements are based on estimates and assumptions made by Jerash Holdings in light of its experience and its perception of historical trends, current conditions and expected future developments, as well as other factors that Jerash believes are appropriate in the circumstances, including but not limited to general economic conditions, expectations regarding business performance, strategy and prospects, and confidence in the cash flow generation or profitability .

Many factors could cause Jerash’s actual results, performance or achievements to differ materially from those expressed or implied by the forward -looking statements, including, without limitation : risks related to competition ; reliance on key personnel ; ability to maintain and enhance its brand ; and difficulties in forecasting financial results, particularly over longer periods, competition and product life cycles . These risk factors and others relating to Jerash that may cause actual results to differ are set forth in periodic filings with the U.S. Securities and Exchange Commission, copies of which may be obtained at [www .sec.gov](http://www.sec.gov). These factors should be considered carefully, and readers should not place undue reliance on forward -looking statements . Jerash has no intention and undertakes no obligation to update or revise any forward -looking statements, whether as a result of new information, future events or otherwise, except as required by law .



# WHY JERASH



## Trusted global manufacturer

*High quality strategic manufacturer offering duty - free imports to US & EU*

## Global customer base

*Long history with top global brand customers  
Expanding new customer activity*

## Driving growth

*Factories fully booked to September 2021  
New factory construction/acquisition programs*

## Record outlook

*Fiscal 2022 revenue \$100 - \$102 million  
Fiscal 1Q and 2Q revenue excepted at or near record*

# Outlook: Record Results

## 9 Mos FY2021 (Through December 31):

Revenue \$66.5 million

Gross margin 17.0%

Net income \$3.5 million, \$0.31 per share

## 4Q FY2021 (March 31):

Revenue >\$20 million, vs \$14.4million prior year

Gross margin >18%, vs 8.7% prior year

## FY2022: (Begins April 1):

Revenue \$100 - \$102 million

F1Q and F2Q expected at or near record revenue

Fully booked first half, seeking added capacity

Favorable product mix for gross margins



# A STRATEGIC GLOBAL MANUFACTURER

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Production  
facilities in  
Jordan

4,200

Valued  
employees

25%

Local  
Jordanian  
workers

75%

Import labor  
from Bangladesh,  
Sri Lanka, India,  
Myanmar and Nepal

Tariff concerns, labor costs, trade tensions  
increasing demand from current customers

Operating at ~12M+ pieces annual capacity

Seeking additional capacity through  
construction, leasing, acquisition strategies



# JORDAN DRIVES PROFITS

- Low - cost, high - quality manufacturing economy
- Global crossroads for highly skilled workforce
- Recognized by world - renowned brands and retailers
- Long - standing DUTY - FREE US and EU export agreements





# Growing demand from global customer base

## FY21 accelerated customer diversification

JERASH HAS LONG-STANDING RELATIONSHIPS WITH TOP GLOBAL BRANDS



PLUS A LARGE AND UNTAPPED ADDRESSABLE BRANDS MARKET FOR U.S AND GLOBAL GROWTH



# DIVERSIFYING PRODUCT OFFERINGS

Product sales by type for fiscal year 2020  
(% of total pieces)

50%  
JACKET

10%  
CREW NECK & OTHER

19%  
PANTS & SHORTS

21%  
POLO



# RECOGNIZED ESG RESPONSIBILITY



Supporting the work of women in the supply chain

The North Face IWD Collection was made by an all-female Jerash garment factory in Jordan that provides over 500 jobs in the area.

- Highly credentialed workplace with certifications from global agencies, Jordanian regulators and global branded customers
- Recognized by the United Nations for providing stable employment to Syrian refugees in Jordan
- Partnered with the Jordanian government to provide sustainable employment to 500+ women through the Al-Hasa sewing workshop
- Adding solar energy to manufacturing facilities to produce up to half of the electricity consumed, converting to LED lighting and expanding greenery programs
- Environmental commitment includes use of higher quality environmentally friendly inks in screen printing
- Dedicated to high standards of US corporate governance, including highly qualified independent directors and best practices in corporate ethics



# PPE Expands Addressable Market

- Rapidly growing, sustainable demand
- Positioned for government tenders and high volume fulfillment requirements
- Secured European import approvals, securing US FDA
- Scaling production of washable and disposable products in high demand
- Shipping to growing customer list in US, EU, Middle East

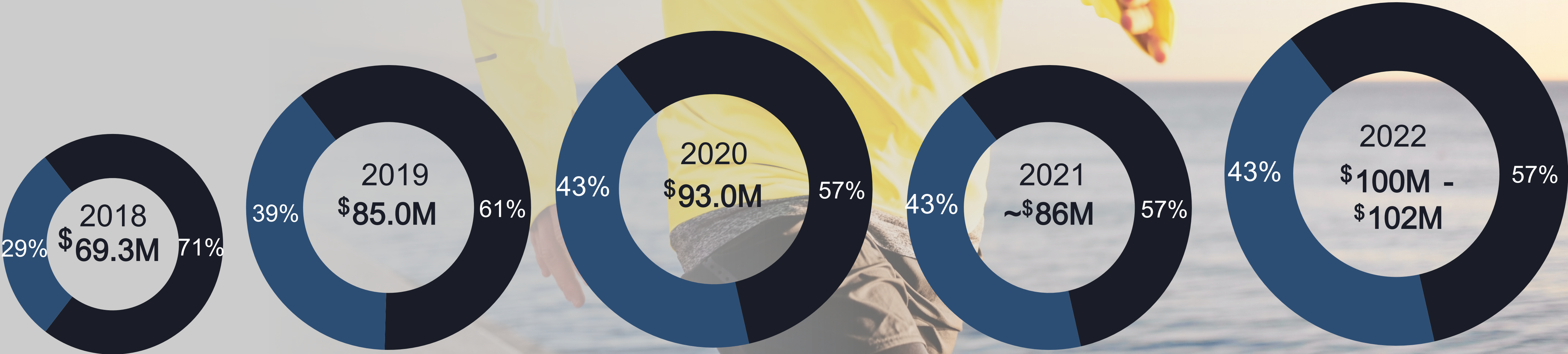




# REVENUE GROWTH + INCREASED UTILIZATION

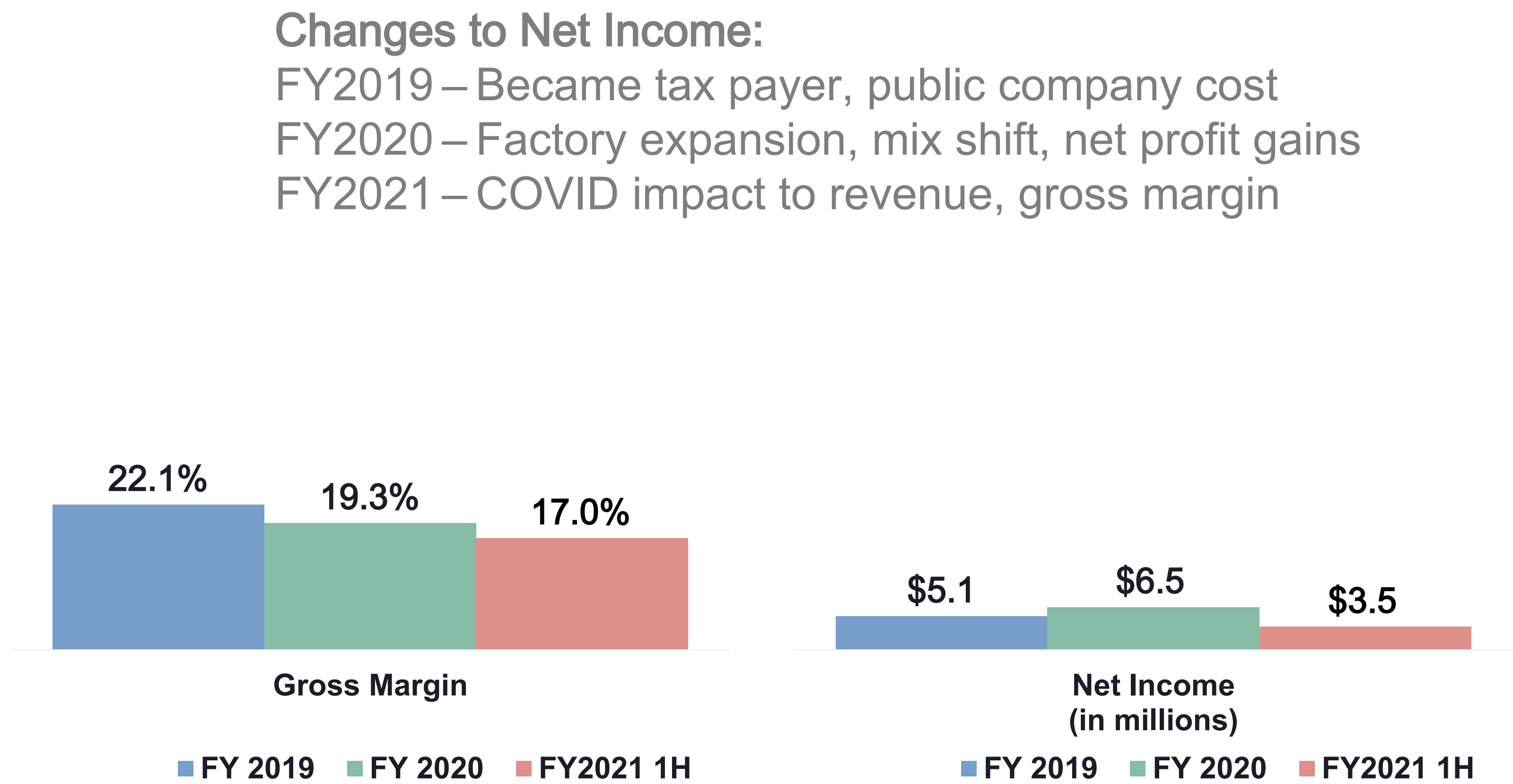
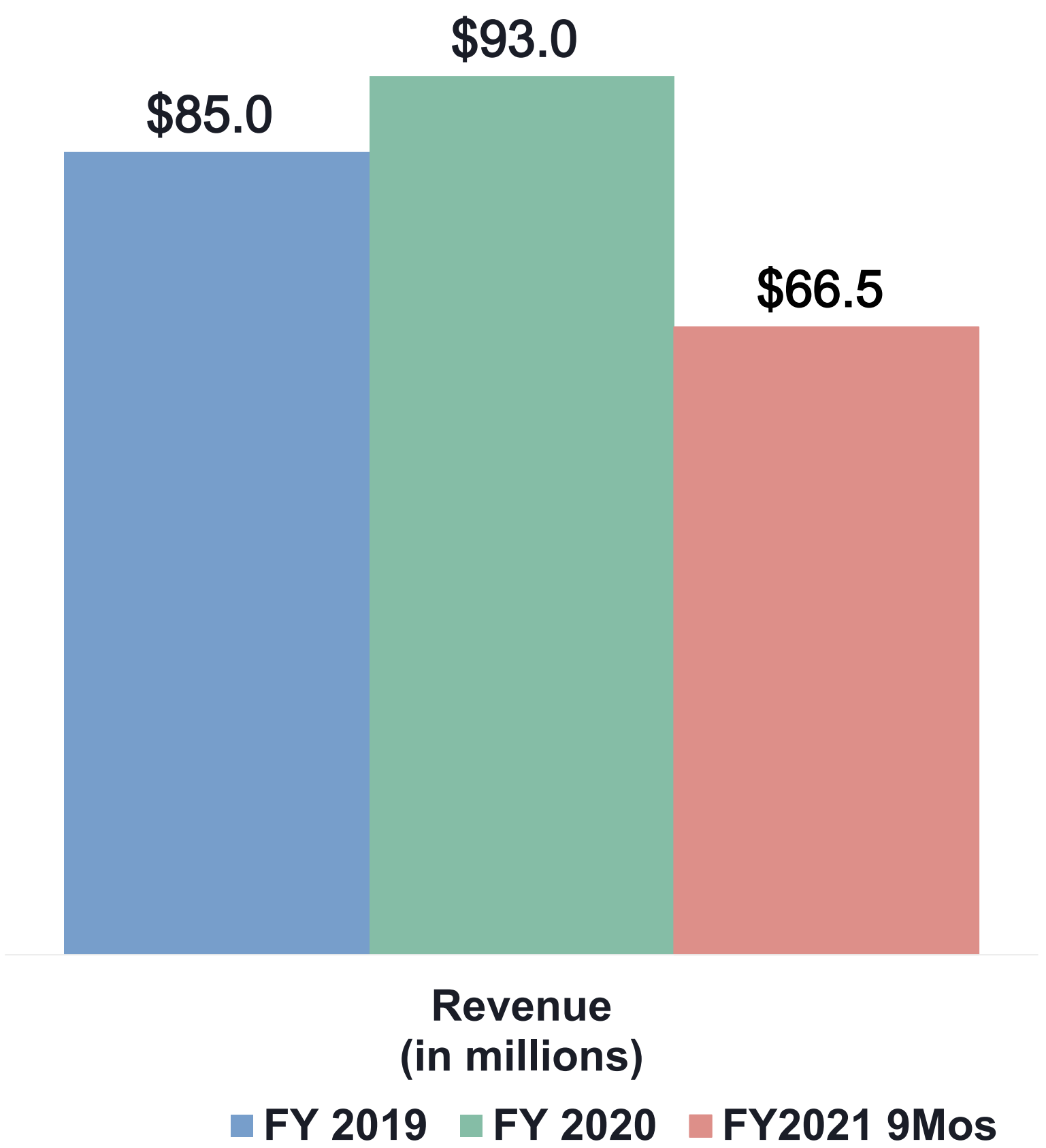
Seasonality of Products  
(% of total revenue)

● 1H ● 2H





# PROVEN FINANCIAL RESULTS





# CONSISTENT WORKING CAPITAL PERFORMANCE





# STRONG BALANCE SHEET (extracted data)

(in thousands)	Dec 31, 2020	June 30, 2019
Cash and Restricted Cash	\$26,737	\$16,919
Accounts Receivable	10,287	13,404
Inventories	19,214	20,471
Property, Plant & Equipment	5,497	4,053
<b>Total Assets</b>	<b>\$72,413</b>	<b>\$60,573</b>
Credit Facilities	\$807	\$68
Accounts Payable	7,928	2,465
Income Tax Payable	1,766	1,499
<b>Total Liabilities</b>	<b>\$15,834</b>	<b>\$9,327</b>
Stockholders' Equity	\$56,277	\$50,937
<b>Liabilities and Shareholders' Equity</b>	<b>\$72,414</b>	<b>\$60,573</b>

Jerash has \$26.7 million in cash and restricted cash with a strong balance sheet to fuel strategic growth.





# Nasdaq: JRSB

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## CONTACTS

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