Well Shin Technology CO.,LTD

- **Goldman Sachs-Greater China Electric Vehicle Day**

Content of report

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Safe Harbor Statement

This Presentation contains certain forward-looking statements that are based on current expectations and are subject to known and unknown risks and certainties that could cause actual results to differ materially from those expressed or implied by such statements.

Except as required by law, we undertake no obligation to update any forward-looking statements, whether as a result of new information, future events or otherwise.

Company Profile

- Established Date：2002/9/3
- Listing Date：2007/9/20
- Capital：NT$1,182,579,270元
- Chairman：Mr. Wu,Jui - Hsiung
- Plant：Chang Hwa(Taiwan)、Dong Guan(China)
  Kun Shan(China)
- Employee：About 4,000
- Major Product：Power Cord & Power Related Product

Well Shin History

2015 ▸▸	Smartbears and JDB Brand Series established
2011 ▸▸	Dongguan Jiajia (Plugo Private Brand) established
2008 ▸▸	Well Shin Japan (ウェルシンヅャパソ) established
2007 ▸▸	Well Shin published in Taiwan Stock Market (TSM:3501)
2005 ▸▸	Conntek / Well Shin Electric Kunshan established
2003 ▸▸	Well Shin Electronic Kunshan established
2002 ▸▸	Enterprise reorganized into Well Shin Technology
1993 ▸▸	Dong Guan Well Shin factory established
1986 ▸▸	Well Shin Enterprise established

Worldwide Location

Headquarter: Taipei, Taiwan
Floor Area: 7,225m²
Employees: 70

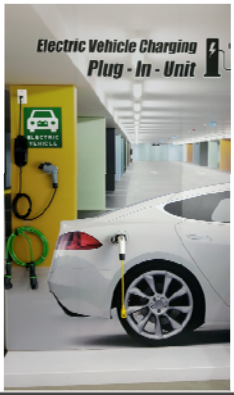
Factory: Chang Hwa, Taiwan
Area: 7,117m2
Production Lines: 13
Employees: 200

Factory: Dong Guan, China
Area: 61,430m²
Production Lines: 98
Employees: 2,000

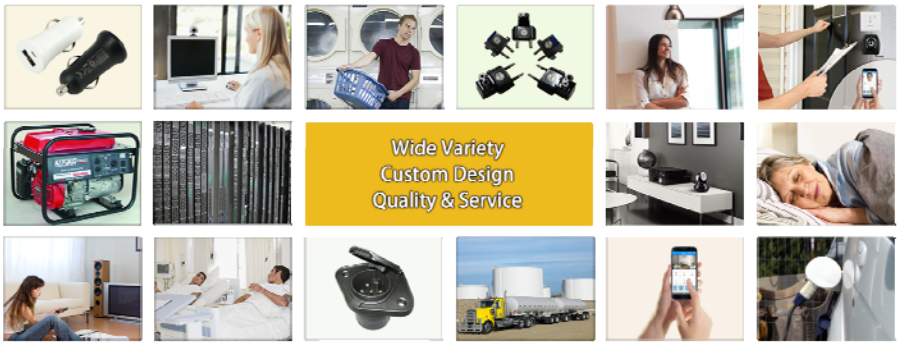
Factory: Kun Shan, China
Area: 139,321.87m²
Production Lines: 70
Employees: 1,500

- Factory (4) : Chang Hwa Taiwan, Dongguan Well Shin, Kunshan Electronic, Kunshan Electric
- Office (8) : Well Shin Taipei, Dongguan Well Shin, Kunshan Well Shin, Well Shin Japan, San Jose (CA), Milwaukee (WI), Louisville (KY), Tennessee (TN)
- Hub (5) : San Jose (CA), Milwaukee (WI), Franklin (WI), Louisville (KY), Indiana (IN)

Well Shin Technology Co., Ltd.
Product:
Professional Manufacturers of IoT Home Automation, EV Charger, AC/DC Power Charger, PVC/ Rubber/ HF Wire, Wiring Harness, Metal Parts, Plastic Parts.



Well Shin Products



Electric Vehicle Connector
IoT Home Automation
Locking Cord
Wiring Harness
PDU Power Distribution Units
Power Adapter
Socket

AC/DC USB Charger
CLA
AC Power Cord Set
Hardware & Terminal
PVC/ Rubber/ HF Cable
Transportation Connector



www.wsbshin.com.tw

Private Brand — Conntek

Conntek / WS N. America / International Headquarters
A leader in the power connection field with the best products, solutions, efficiency and flexibility for you.

HUB:
Milwaukee (WI) 2,551 m² / Elkhart (IN) 1,948 m² /
San Jose (CA) 3,340 m²
Louisville (KY) 4,638 m² / New Jersey (NJ) / Franklin (WI) 3,345 m²

Virtual Store:
Amazon / Big Boxes / Contactor Supply / Electrical Supply / Distributors / EDS / RV / Trailer / Marine / CE

RV Camp Power
Marine Shore Power
Construction Gen Power
Hospital Med Power
Trailer/ Truck Towing Power
Industrial
Home & Garden
Smart Gadgets
Wireless Headset
EV Green Power

EV Adapter, Coupler, Harness & Inlet

NEMA 14-50 NEMA 5-20 NEMA 6-15 NEMA 5-15 SAEJ1772

WS-420
SAE J1772 EV Coupler

Wire Harness

WS-425
SAE J1772 EV Inlet

Transportation Product

RV Camp Power / Marine Shore Power / Towtall Trailer Power Camion Truck Power / Battery Wire / Booster Cable












Private Brand — Plugo (Consumer Electronics - Traveling / LAN Control)

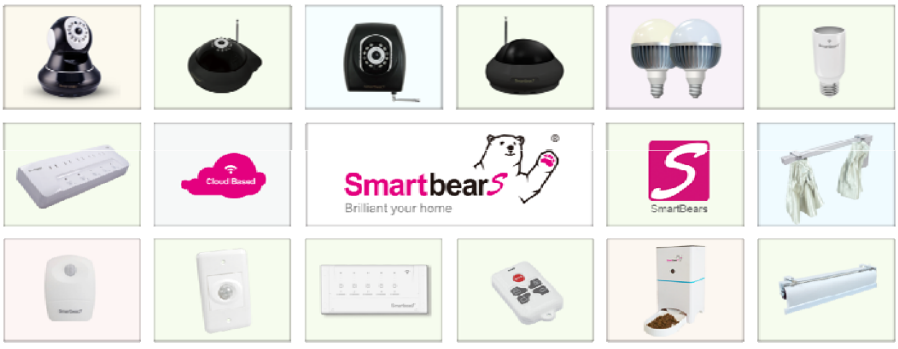
Plugo
A brand in China & Taiwan retail markets.
Plugo is designed to meet different purpose and situation during traveling and create awesome travel experiences.
Products include: multi-plug chargers, adapter plug, notebook cables, headphones and travel Wi-Fi routers.

Local Area Network Products
A mobile phone charger, Wi-Fi hotspot & a near-end remote control hub.

Office: Dongguan & Taipei
Physical Store: TSANN KUEN 3C. Hi-Life
Online store: www.wellshinstore.com , plugo.1688.com , Yahoo , PC home , books.com.tw. momo. HAPPY GO. fpgshopping

- Travel Kit (AC Adapter)
- Household Appliance/
- Power Strip
- Digital Music
- LED Lighting
- Mobile / Tablet
- AC,DC Adapter
- WiFi Router / Hub

Private Brand — Smartbears (IoT Products)

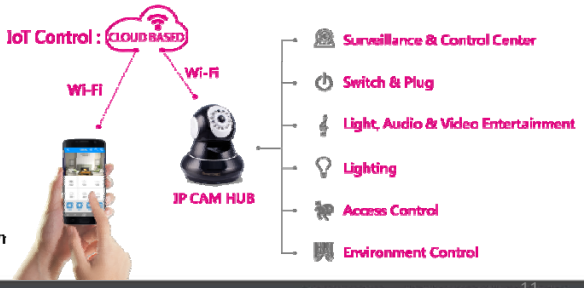


Smartbears is a Smart Home solution based on IoT (Internet of Things) technology.
It is the most integrated smart home solution in the market.

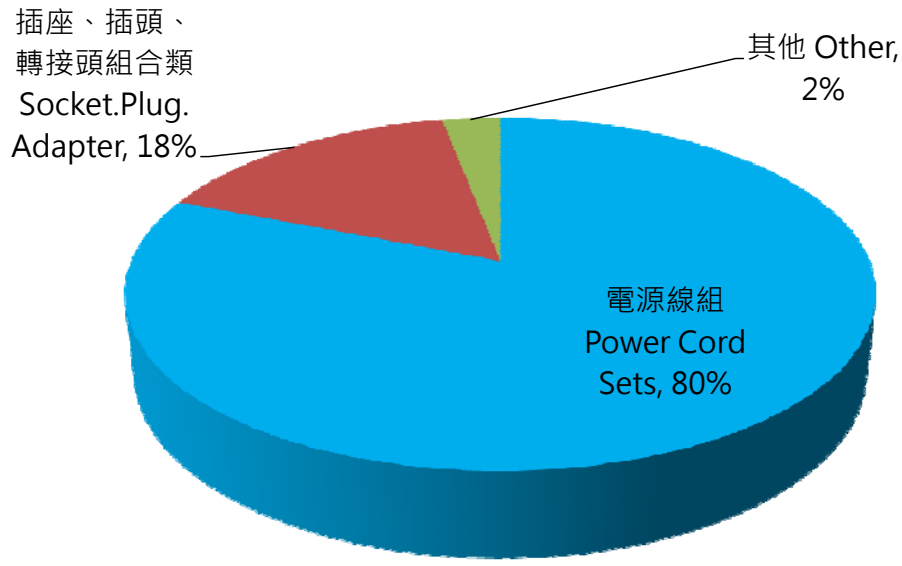
Distributor Wanted :
Online /Physical Retail store, and wholesale store

Office :
Taipei Headquarter

Flagship Store :
1F. No.189, Xinhu 3rd Rd., Neihu District, Taipei,Taiwan
www.wellshinstore.com/page/Smartbears



2017生產產品類別 (至Q3)
2017 Production Category(Till Q3)



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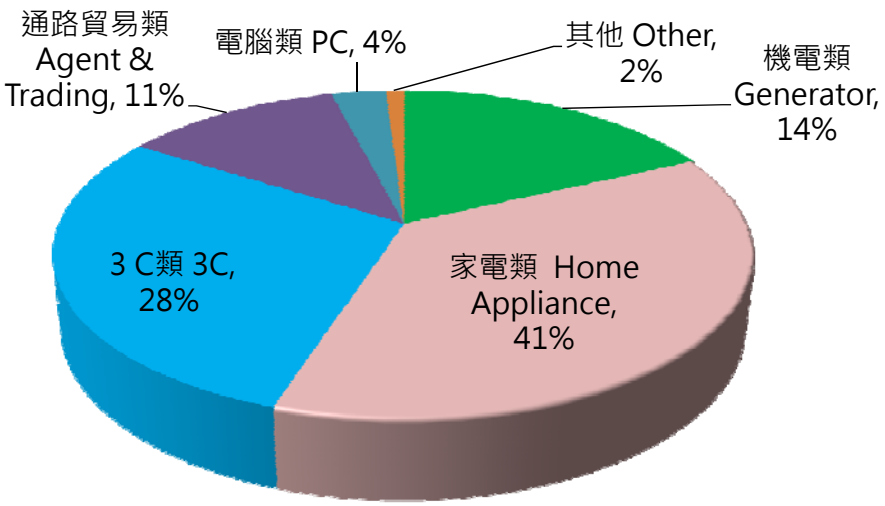
2017銷售產品類別
2017 Revenues by Application



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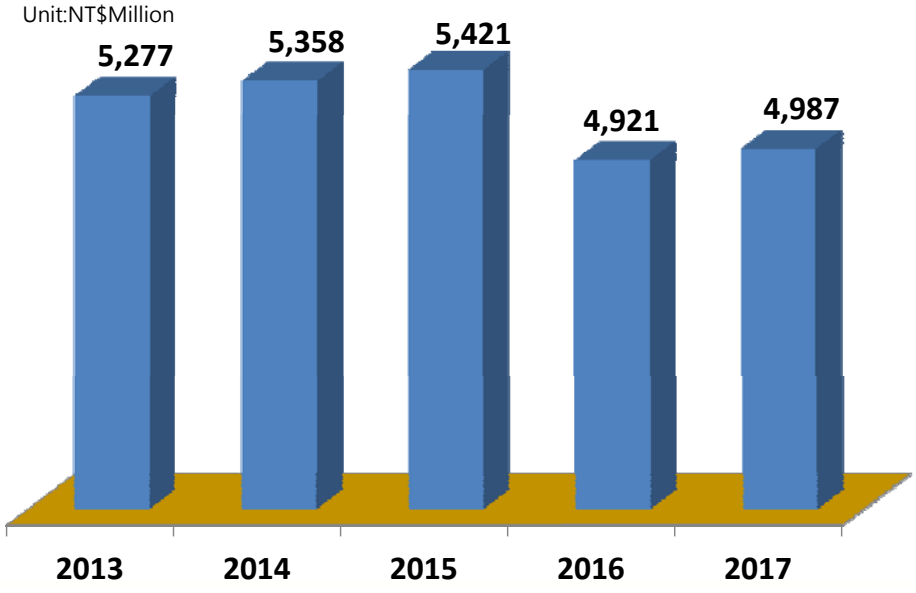
營業收入 Revenues

單位：百萬新台幣
Unit:NT$Million



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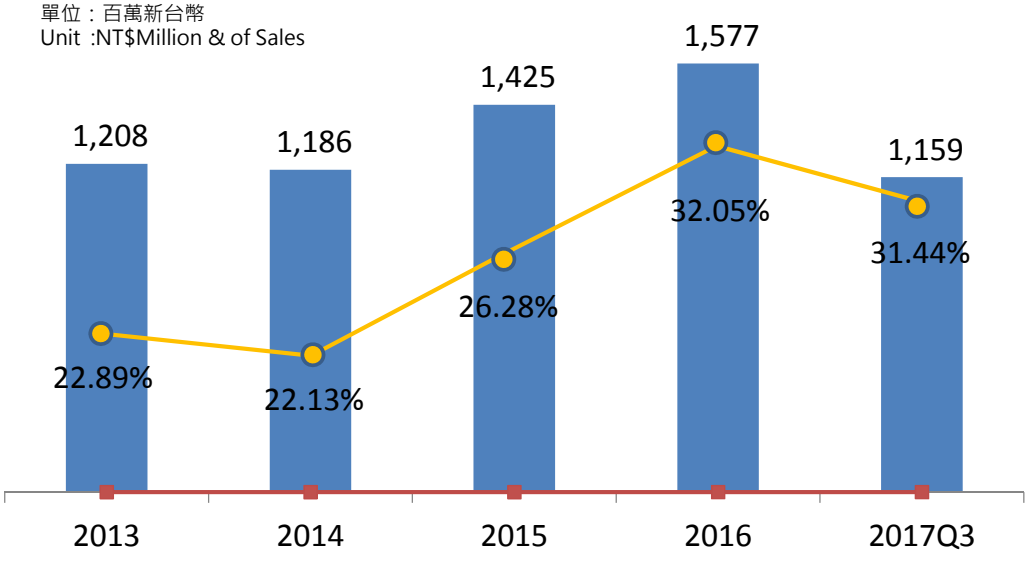
營業毛利
Gross Profit

單位：百萬新台幣
Unit :NT$Million & of Sales



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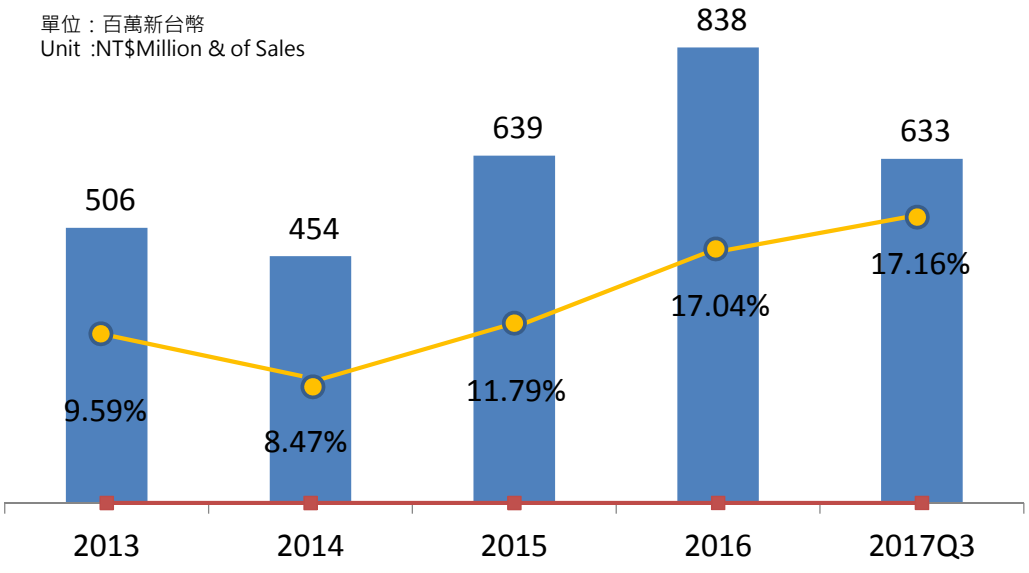
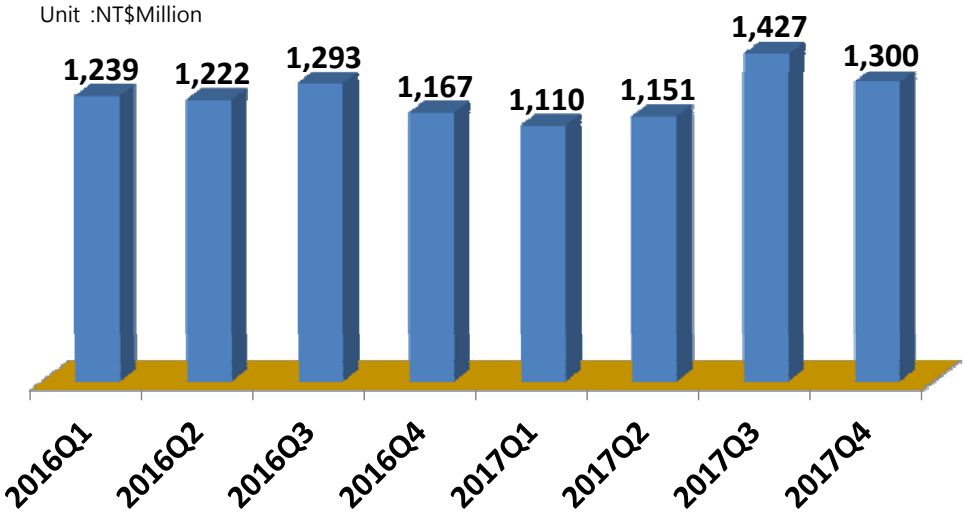
營業利益
Net Operating Income

單位：百萬新台幣
Unit :NT$Million & of Sales



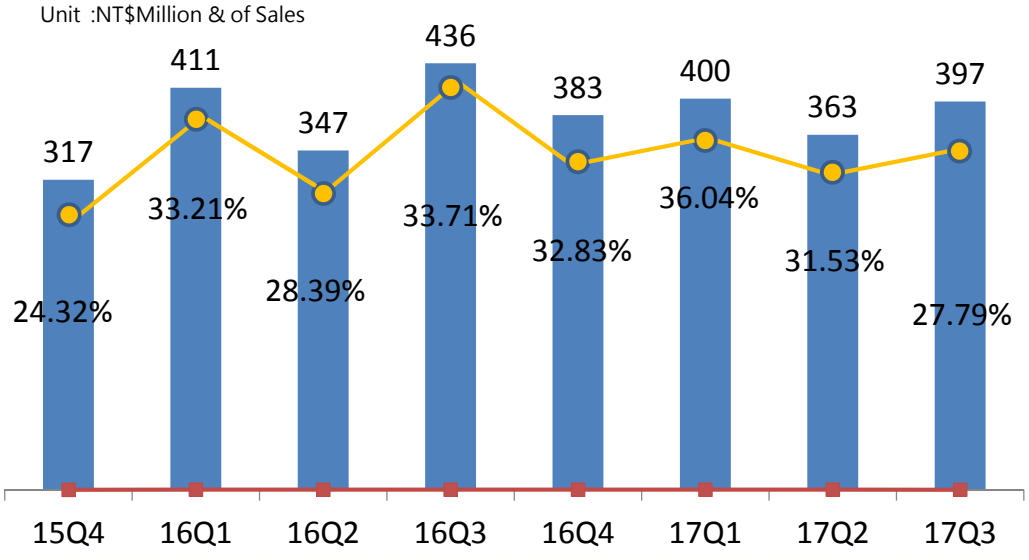
季度營業收入
Quarterly Revenue

單位：百萬新台幣
Unit :NT$Million



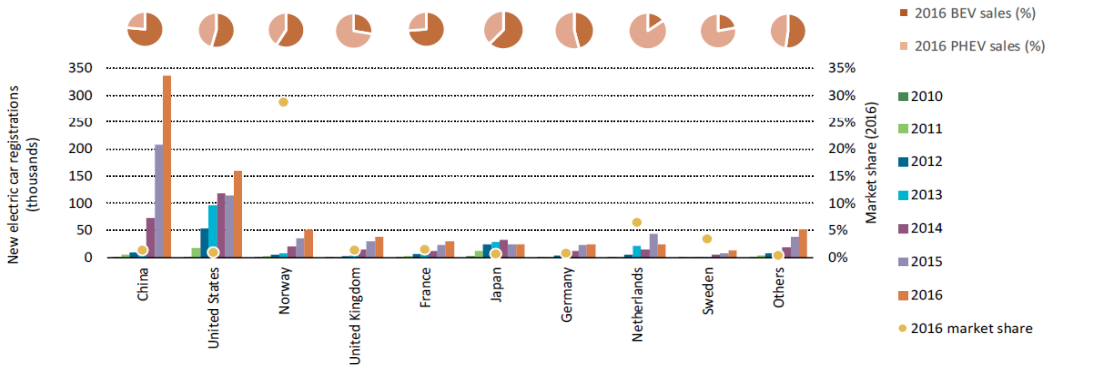
季度營業毛利
Quarterly Gross Profit

單位：百萬新台幣
Unit :NT$Million & of Sales



NT$	EPS	Cash Dividend	Stock Dividend	Payout Ratio	Yield Rate
2016	5.94	4.00	-	67.34%	7.46%
2015	6.32	4.00	-	63.29%	7.22%
2014	4.03	2.60	-	64.52%	6.42%
2013	4.25	3.00	-	70.59%	5.38%
2012	4.45	3.20	-	71.91%	6.10%
2011	4.07	3.00	-	73.71%	7.18%
2010	5.60	3.80	0.20	67.86%	8.29%
2009	5.08	3.50	0.20	68.90%	5.57%
2008	3.03	1.487	0.198	49.06%	2.89%
2007	4.61	2.00	0.50	43.38%	4.25%
2006	5.88	2.00	0.50	34.01%	-

Global EV market evolution 2010-16

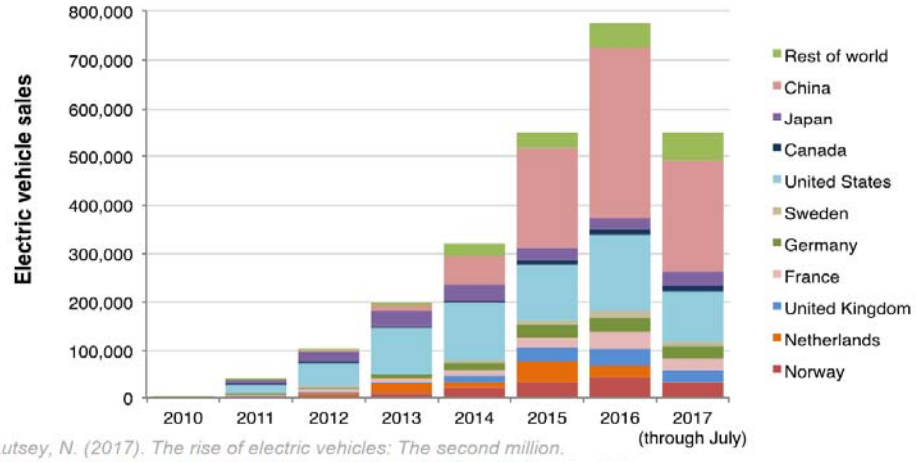


Sources: IEA analysis based on EVI country submissions, complemented by EAFO (2017a), IHS Polk (2016), MarkLines (2017), ACEA (2017a, 2017b) and EEA (2017).

Source：Global EV Outlook 2017

China was by far the largest electric car market in 2016, with 336 thousand new electric cars registered. Electric car sales in China were more than double the amount in the United States. Six countries reached EV market shares of more than 1% in 2016: Norway, the Netherlands, Sweden, France, the United Kingdom and China.

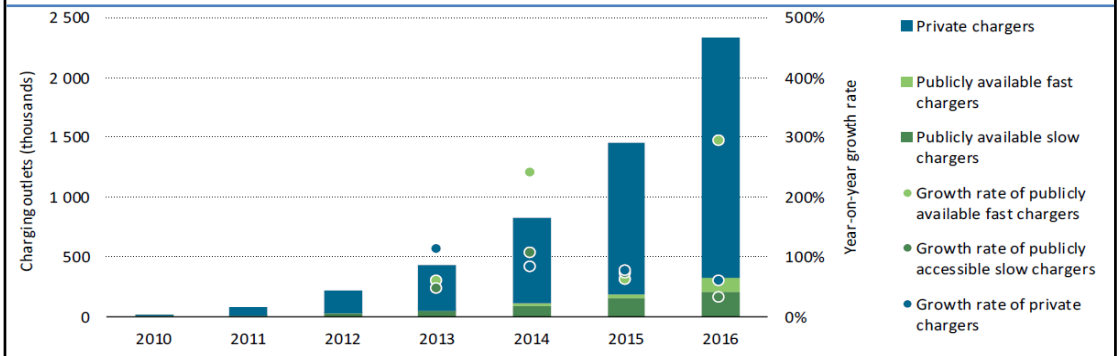
Global EV market is still growing



Lutsey, N. (2017). The rise of electric vehicles: The second million. http://www.theicct.org/blogs/staff/second-million-electric-vehicles. (Jan 31)

January to July 2017 the global electric vehicle sales reached 550,000 amount, estimated full-year sales have opportunity to go beyond one million. Mostly the sales are in China, U.S., and Europe.

Global EVSE outlets 2010-16



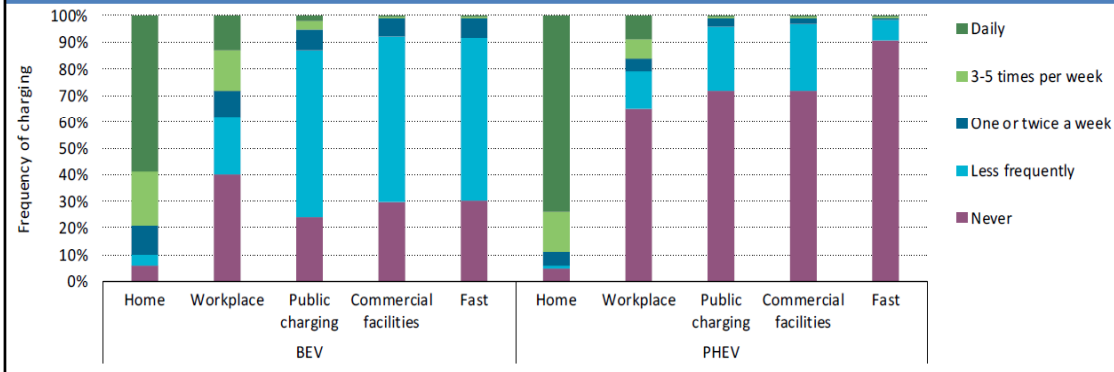
Note: Private chargers in this figure are estimated assuming that each electric car is coupled with a private charger.

Sources: IEA analysis based on EVI country submissions, complemented by EAFO (2017a).

Source：Global EV Outlook 2017

The growth of publicly accessible chargers accompanies the increase in the number of electric cars on the road: the growth rate in the number of publicly accessible chargers in 2016 (72%) was higher. The Electric car is 6 times of publicly chargers, therefore most of user charge at home.

Charging habits for a sample of Norwegian electric car users



Source：Global EV Outlook 2017

Source: IEA elaboration based on results from Figenbaum and Kolbenstvedt (2016).

Electric car owners charge their vehicles most frequently at home or at work. The third most frequent charging option is publicly accessible slow charging. Fast charging is not frequently used.

Global EV Charging Interface

	North America	Europe	China	Japan
AC				
DC				

Source：ITRI

Global EVSE Specifications

Classification in use here	Level	Current	Power	Type			
				China	Europe	Japan	North America
	Level 1	AC	≤ 3.7 kW	Devices installed in private households, the primary purpose of which is not recharging electric vehicles			SAE J1772 Type 1
Slow chargers	Level 2	AC	> 3.7 kW and ≤ 22 kW	GB/T 20234 AC	IEC 62196 Type 2	SAE J1772 Type 1	SAE J1772 Type 1
	Level 2	AC	≤ 22 kW	Tesla connector			
Fast chargers	Level 3	AC, triphase	> 22 kW and ≤ 43.5 kW		IEC 62196 Type 2		SAE J3068 (under development)
	Level 3	DC	Currently < 200 kW	GB/T 20234 DC	CCS Combo 2 Connector (IEC 62196 Type 2 & DC)	CHAdeMO	CCS Combo 1 Connector (SAE J1772 Type 1 & DC)
	Level 3	DC	Currently < 150 kW	Tesla and CHAdeMO connectors			

Sources: IEA elaboration based on AFDC (2017), Bohn (2011), CHAdeMO (2012), CharIN (2017a), CharIN (2017b), EC (2014), Electric Vehicle Institute (2017), HK EMSD (2015) and State Grid Corporation of China (2013).

Source：Global EV Outlook 2017

EVSE Type

Level1

Level2

Level3

Product Roadmap

	2018	2019	2020
Charging Connector	Gen II SAE AC Charging Connector 	IEC / GB AC Charging Connector 	Gen I SAE-Combo Charging Connector 
AC EVSE	Level 1 Portable AC EVSE 	Level 2 Wall-mounted AC EVSE 	Level 2 Smart AC EVSE 

Well Shin's EV Products

SAE J1772
-Can be used for USA / Japan / Taiwan.
- Approval : CNS (Taiwan), UL/C-UL (U.S.A.), KEMA(IEC CB report) certification.
-Supply EV Charger to EVSE manufacturers for Automobile factory.

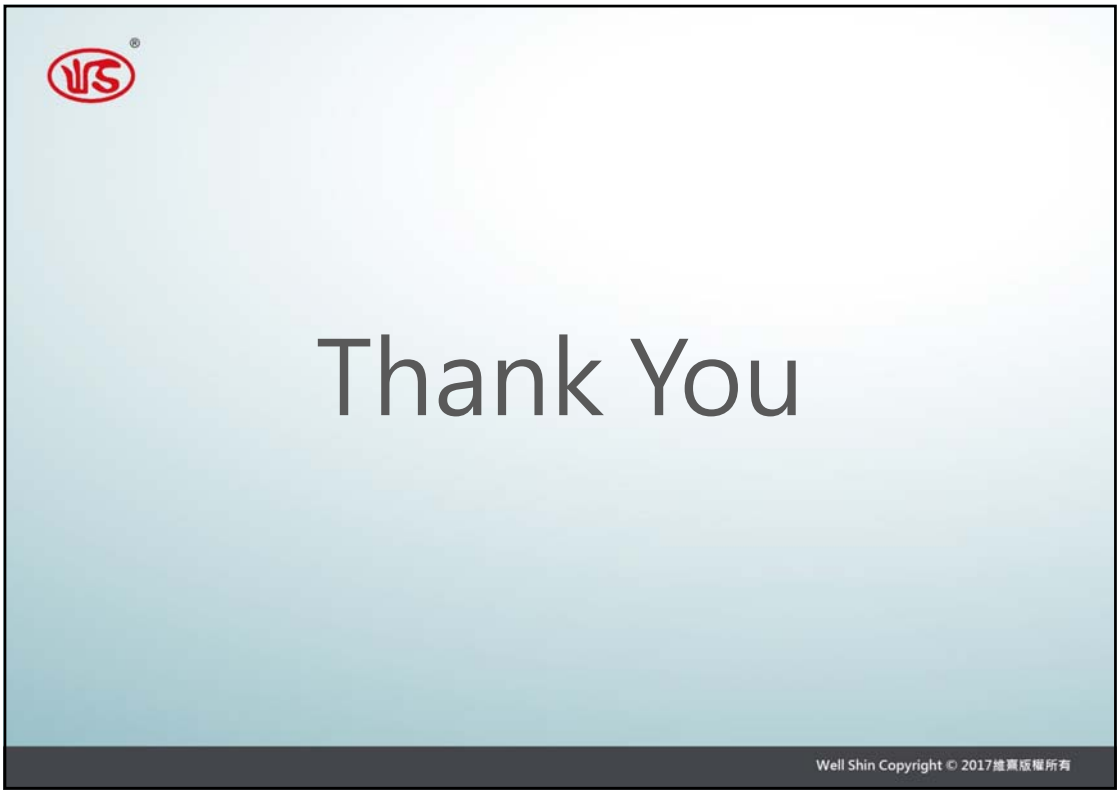
IEC 62196
-KEMA approval.
-Export to Europe market.

GB/T 20234
-Cooperate with tier 1 automobile company, expect to get approval on Q4 2018.

Product Layout - EVSE

In-cable control box(Level 1)
-Voltage：120/240VAC
-Current： ≦16A
-Indoor use, easy carry.
-Power cord can be replaced according to customized.

Wall-mounted EVSE(Level 2)
-Voltage：240VAC
-Current： ≦80A
-Indoor or outdoor use.
-Charging speed faster than level 1.


Thank You
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