




# Well Shin Technology CO.,LTD

- Merrill Lynch-EV & Auto mini forum

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## Content of report

- 1 Company Introduction
- 2 Business Status
- 3 EV Market Prospect
- 4 Q&A

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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.**

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## 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

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## Well Shin History

2015	→	Smartbears and JDB Brand Series established
2011	→	Dongguan Jiajia (Plugo Private Brand) established
2008	→	Well Shin Japan (ウェルシンジャパン) 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

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## Worldwide Location



**Headquarter: Taipei, Taiwan**  
Floor Area: 7,225m<sup>2</sup>  
Employees: 70



**Factory: Chang Hwa, Taiwan**  
Area: 7,117m<sup>2</sup>  
Production Lines: 13  
Employees: 200



**Factory: Dong Guan, China**  
Area: 61,430m<sup>2</sup>  
Production Lines: 98  
Employees: 2,000



**Factory: Kun Shan, China**  
Area: 139,321.67m<sup>2</sup>  
Production Lines: 70  
Employees: 1,500

### 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.

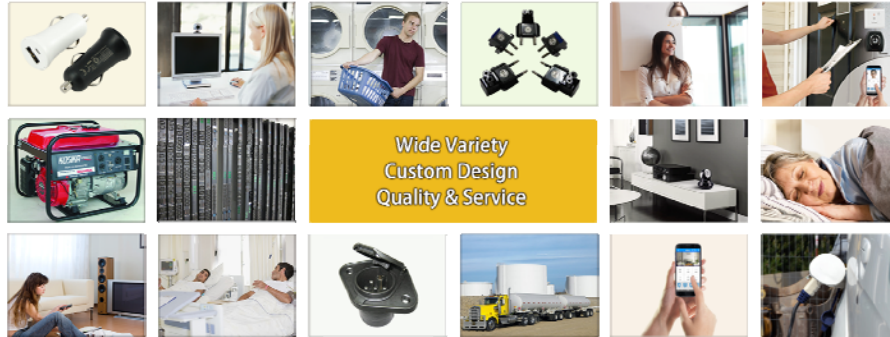
- **Factory (4):** Chang Hwa Taiwan, Dongguan Well Shin, Kunshan Electronic, Kunshan Electric
- **Office (8):** Well Shin Taipei, Dongguan Well Shin, Kunshan Well Shin, Well Shin Japan, San Jose (CA), Milwaukee (WI), Louisville (KY), Tennessee (TN)
- **Hub (5):** San Jose (CA), Milwaukee (WI), Franklin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



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## Well Shin Products



Wide Variety  
Custom Design  
Quality & Service



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.wellshin.com.tw](http://www.wellshin.com.tw)

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## Private Brand — Conntek



**Conntek**

Help you outpace competitors

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 m<sup>2</sup> / Elkhart (IN) 1,948 m<sup>2</sup> /

San Jose (CA) 3,340 m<sup>2</sup>

Louisville (KY) 4,638 m<sup>2</sup> / New Jersey (NJ) / Franklin (WI) 3,345 m<sup>2</sup>


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




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## EV Adapter, Coupler, Harness & Inlet




NEMA 14-50




NEMA 5-20




NEMA 6-15




NEMA 5-15




SAE J1772



WS-420  
SAE J1772 EV Coupler




Wire Harness












WS-425  
SAE J1772 EV Inlet

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## Transportation Product

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

				
				
	 <p>NEMA SS1-50P</p>	 <p>NEMA SS2-50R</p>	 <p>2 X NEMA SS2-50R</p>	 <p>NEMA SS2-50P</p>

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## 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: TSANIN KUEN 3C, Hi-Life

Online store: [www.wellshinstore.com](http://www.wellshinstore.com), [plugo.1688.com](http://plugo.1688.com), Yahoo, PC home, books.com.tw, momo, HAPPY GO, fpgshopping



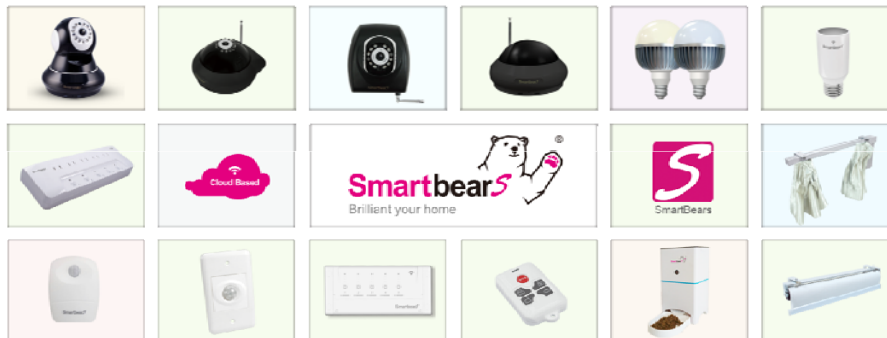
Travel Kit (AC Adapter)  
Household Appliance/  
Power Strip  
Digital Music  
LED Lighting  
Mobile / Tablet  
AC/DC Adapter  
WIFI Router / Hub

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## 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, Xinhua 3rd Rd., Neihu District, Taipei, Taiwan

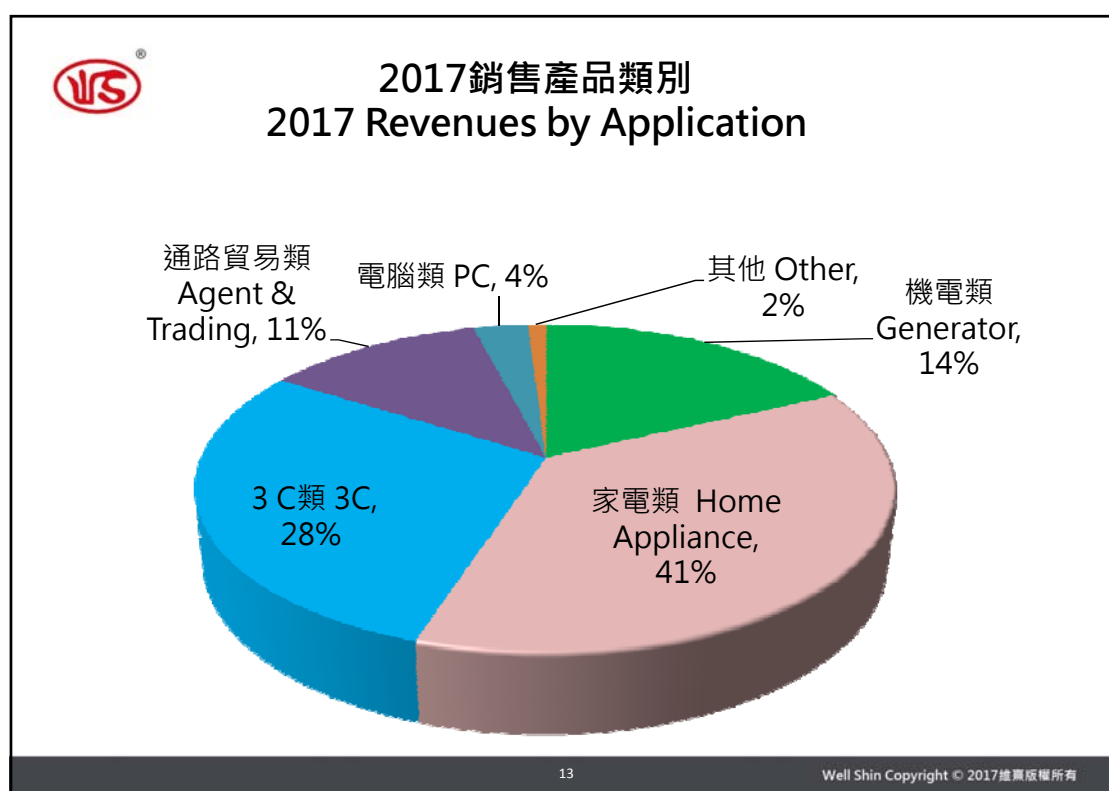
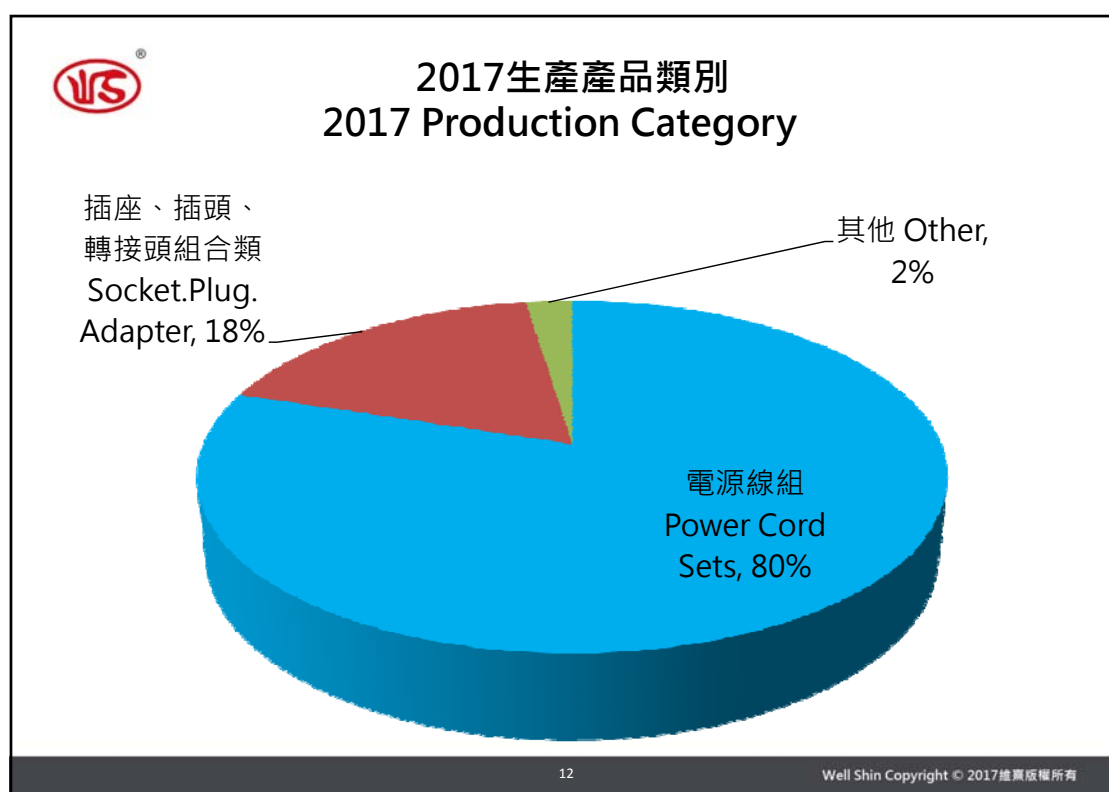
[www.wellshinstore.com/page/Smartbears](http://www.wellshinstore.com/page/Smartbears)

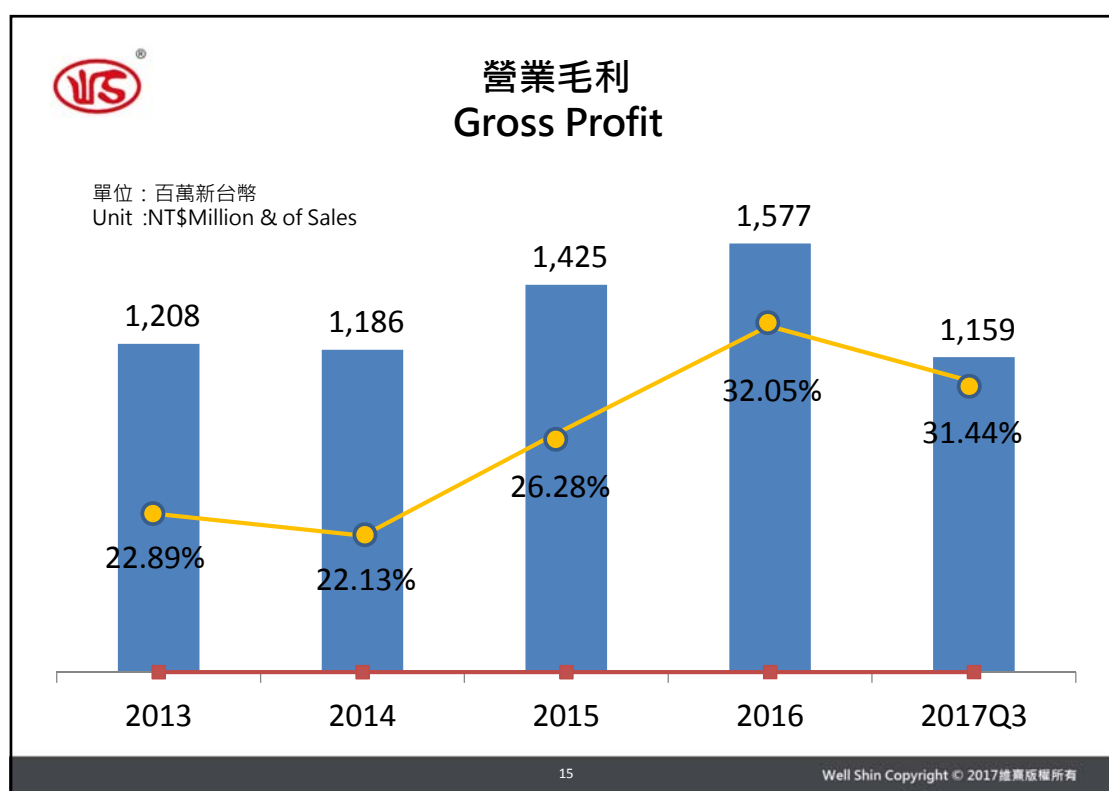
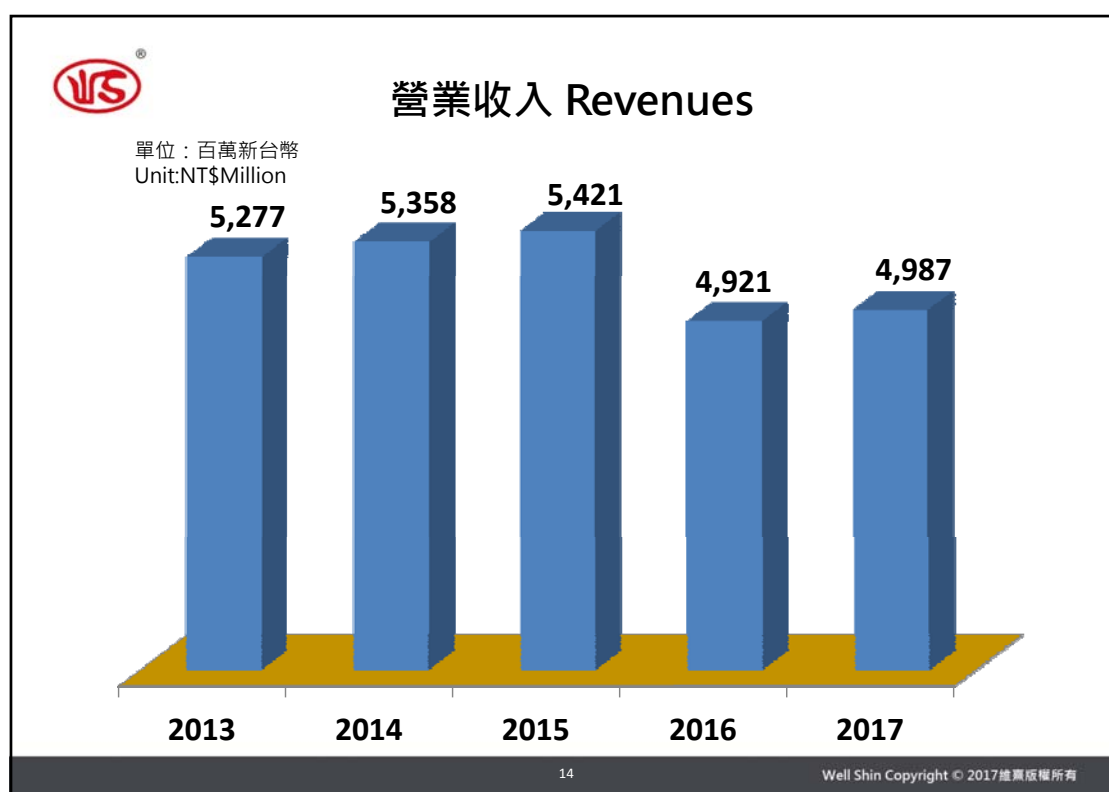


- Surveillance & Control Center
- Switch & Plug
- Light, Audio & Video Entertainment
- Lighting
- Access Control
- Environment Control

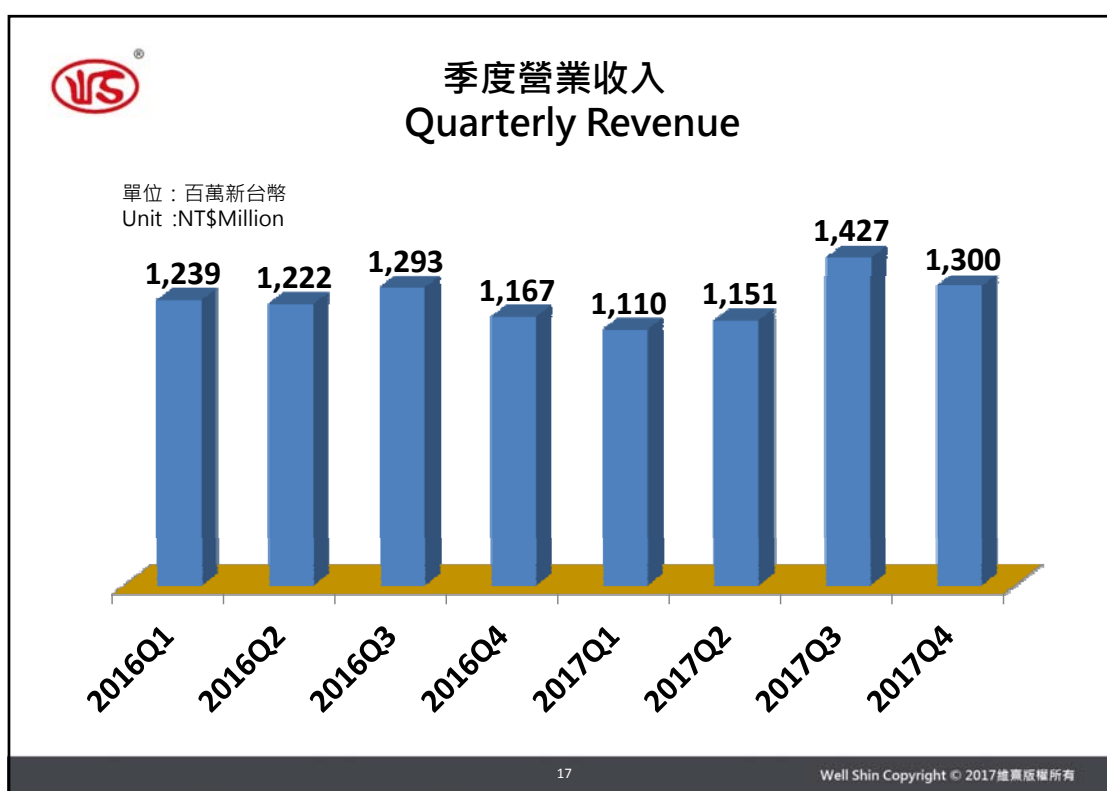
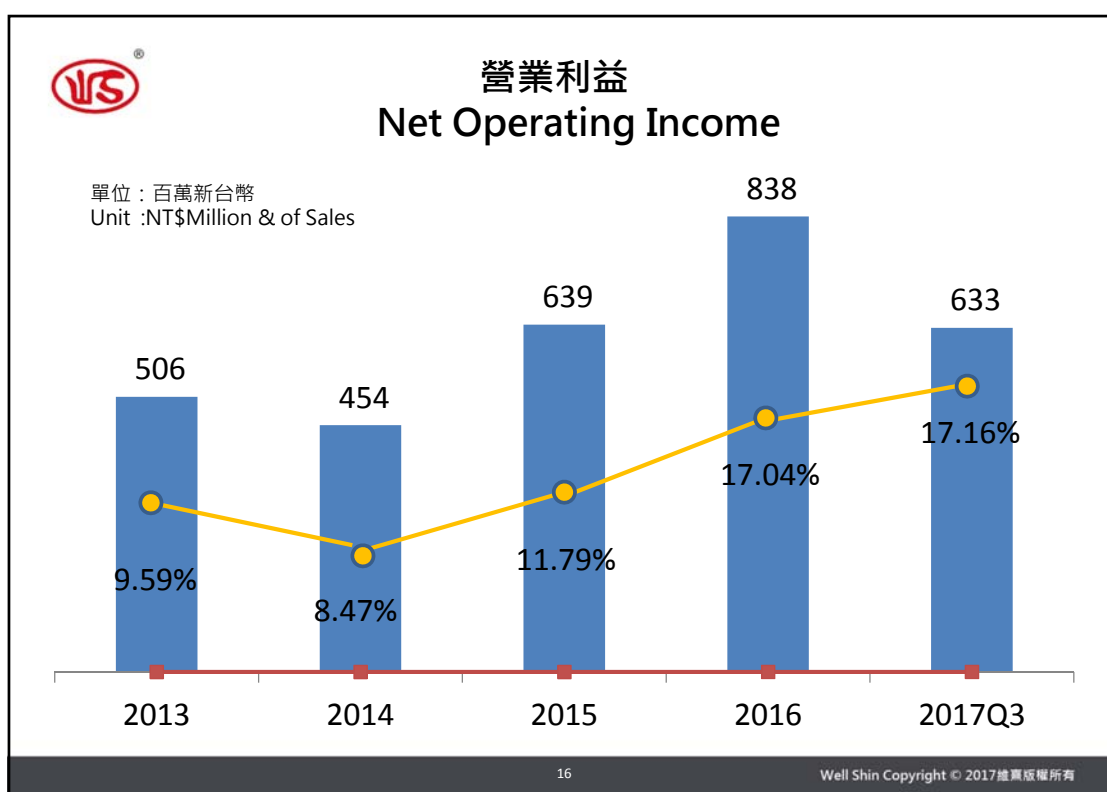
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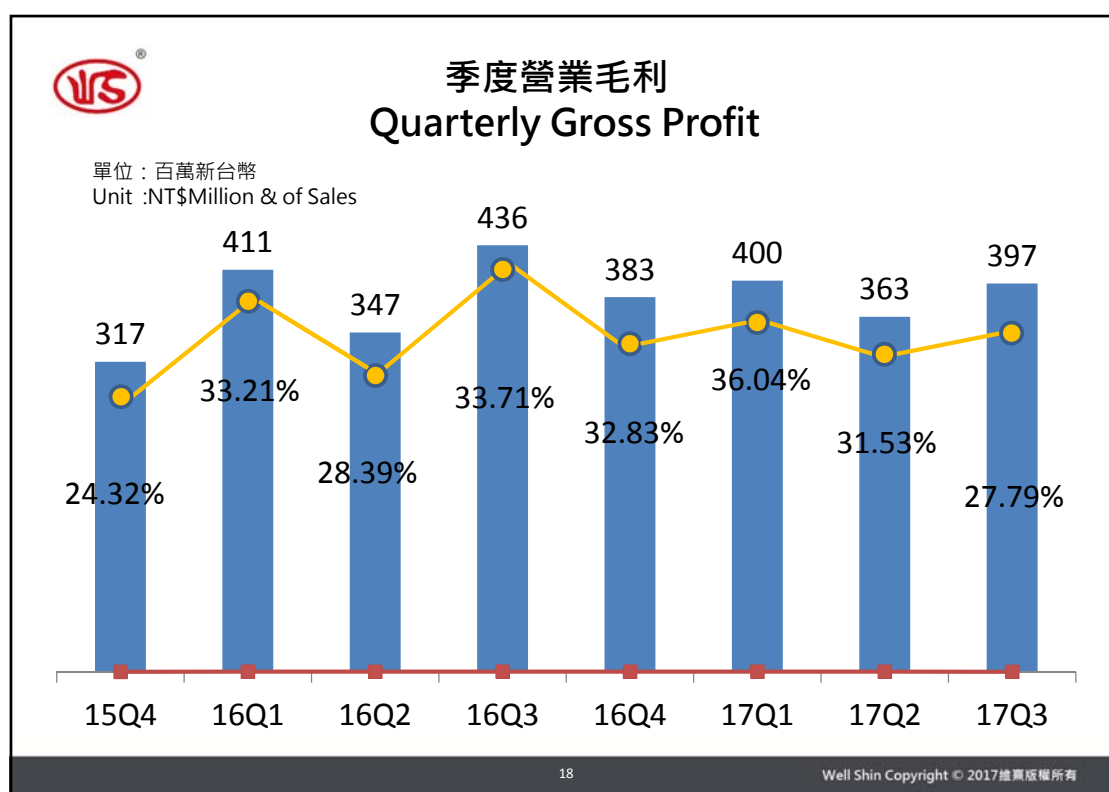
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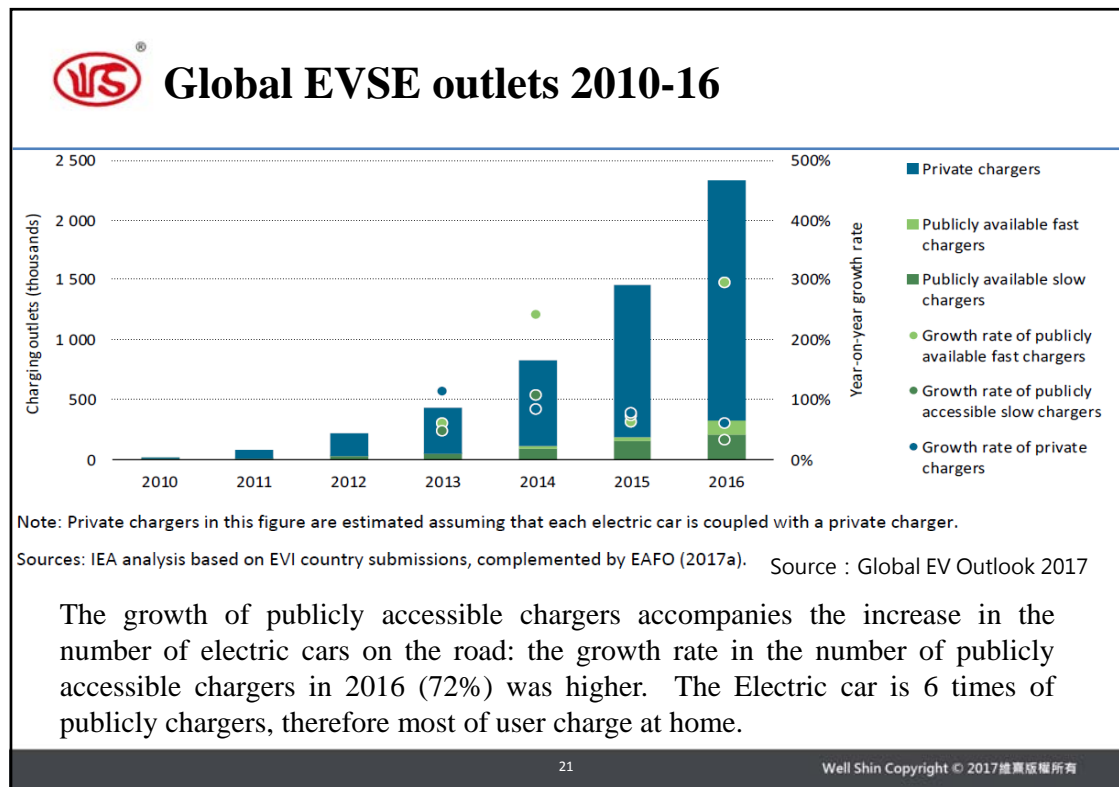
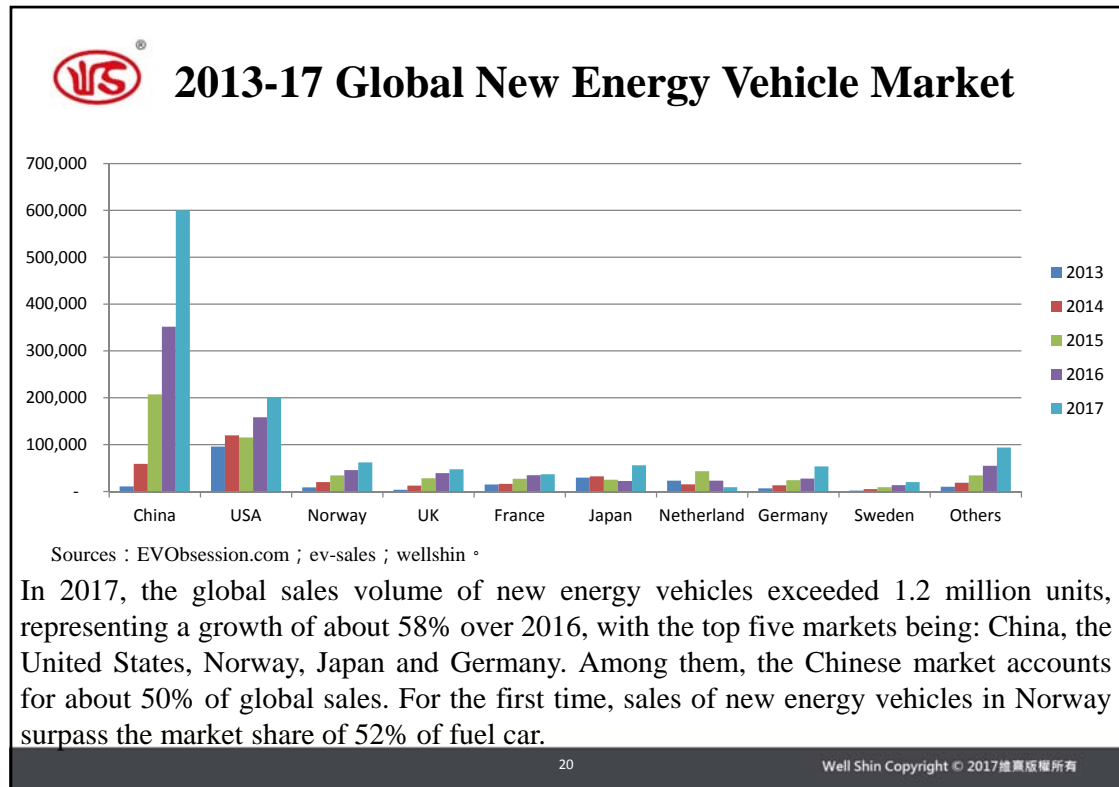






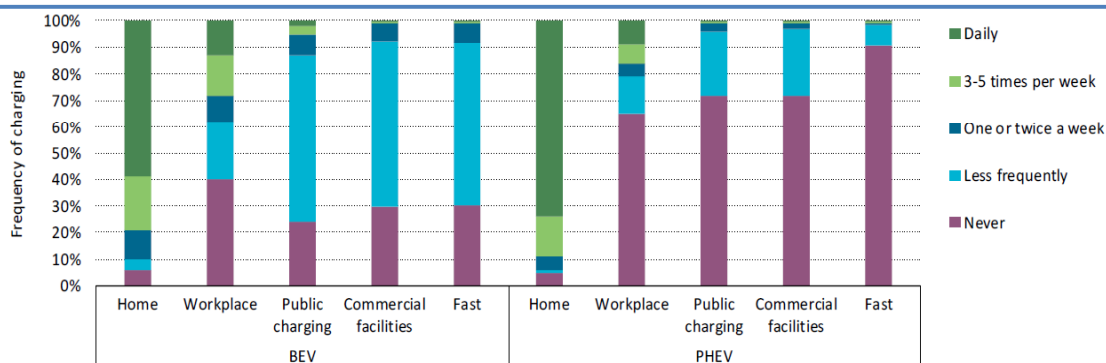
NT\$	EPS	Cash Dividend	Stock Dividend	Payout Ratio	Yield Rate
2016	5.94	4.00	-	67.34%	7.46%
2015	6.32	4.00	-	63.29%	7.22%
2014	4.03	2.60	-	64.52%	6.42%
2013	4.25	3.00	-	70.59%	5.38%
2012	4.45	3.20	-	71.91%	6.10%
2011	4.07	3.00	-	73.71%	7.18%
2010	5.60	3.80	0.20	67.86%	8.29%
2009	5.08	3.50	0.20	68.90%	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%	-

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## 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.

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## Global EV Charging Interface

	North America	Europe	China	Japan
AC				
DC				

Source : ITRI

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## 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

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## EVSE Type



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## 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.

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## Product Layout - EVSE



### In-cable control box(Level 1)

- Voltage : 120/240VAC
- Current :  $\leq 16A$
- Indoor use, easy carry.
- Power cord can be replaced according to customized.








### Wall-mounted EVSE(Level 2)

- Voltage : 240VAC
- Current :  $\leq 80A$
- Indoor or outdoor use.
- Charging speed faster than level 1.

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 <b>Product Roadmap</b>			
	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 

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