



Well Shin Technology Co., Ltd.

2023 Investor Conference

December 7, 2023

EV Charge · IoT Home Automation ·
AC/DC Power Charge · AC Power Cord Set

Conference Agenda



Welcome Speech



Company Presentation and
2023 Operating Performance



Q&A session



Safe Harbor Notice

Disclaimer

- ▶ 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 Overview and Basic financial information

Established Date : 2002/09/03

Listing Date : 2007/09/20

Manufacturing Plant : Chang Hwa(Taiwan), Dong Guan(China), Kun Shan(China)

Employee : About 2,150 people

Major Product : Power Cord & Power Related Product

Capital Stock : NT\$ 1,182,579 thousand

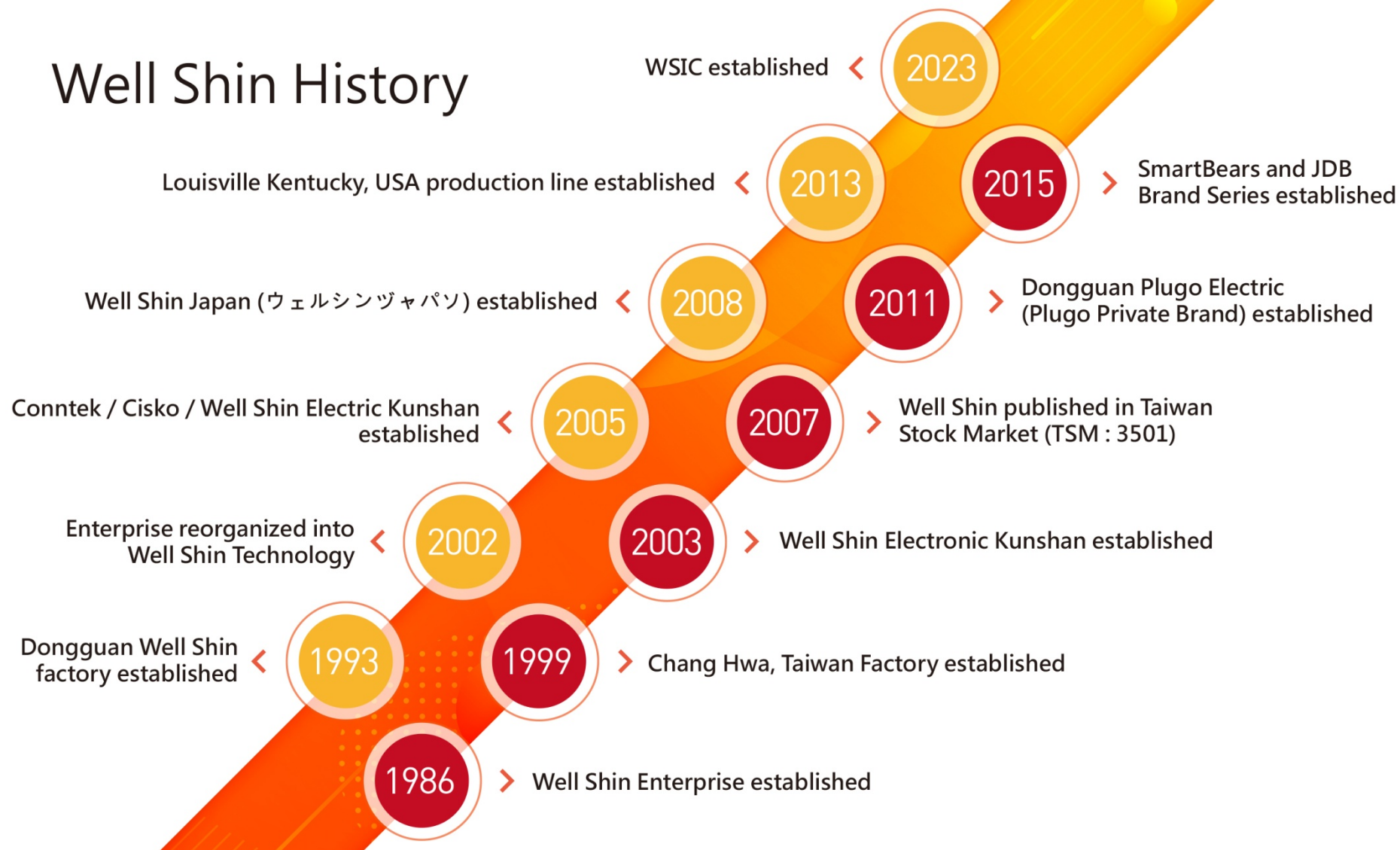
Shares Outstanding : Common Shares: 118,258 thousand shares

Accounting Firm : PricewaterhouseCoopers

Integrated Information : The Company's integrated information can be obtained from Taiwan Stock Exchange (Security Code: 3501).



Well Shin History



Worldwide Location

Headquarter



Taipei, Taiwan
Floor Area : 7,225m²
Employees : 50

Factory



Chang Hwa, Taiwan
Area : 18,582m²
Production Lines : 18
Employees : 200

Factory



Dong Guan, China
Area : 77,731m²
Production Lines : 84
Employees : 1,000

Factory



Kun Shan, China
Area : 72,898m²
Production Lines : 60
Employees : 900

Factory



Louisville Kentucky, USA
Area : 4,638m²
Production Lines: 7 (Plan)
Employees : 100 (Plan)

Factory : Chang Hwa Taiwan, Dongguan, Kunshan, Louisville

Office : Taipei, Dongguan, Kunshan, Japan, San Jose (CA), Milwaukee (WI), Louisville (KY), Tennessee (TN)

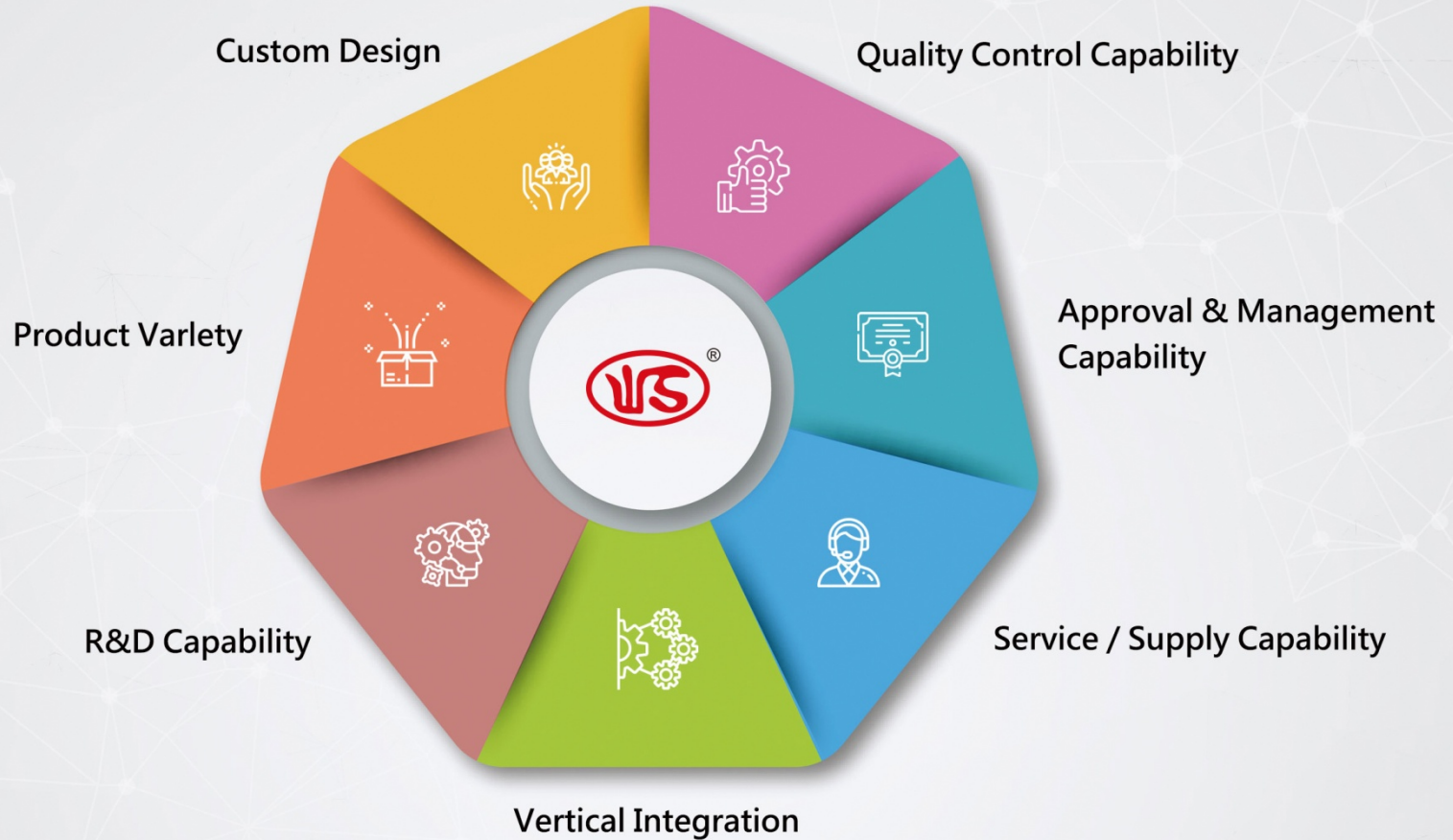
Hub : San Jose (CA), Milwaukee (WI), Franklin (WI), Louisville (KY), Indiana (IN)

Co-Partner : Quail

Business Philosophy



Core Competence



Private Brand - Conntek



Brand Spirit

Power Your Life Smartly

The leader in power connection field with the best products, solutions, efficiency and flexibility for you.

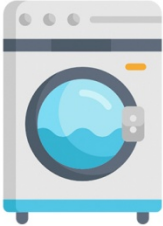
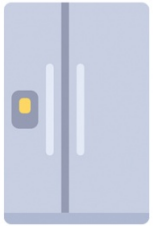
Main Products

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



Industry	Applications	Main Products
Home Appliances Products	Refrigerators, Laundries, Clothes Dryers, Hair Dryers, Kitchen Appliances, Vacuum cleaner	Power Cord, Wire Harness
Consumer Electronics Products	Tablets, Game Consoles, Soundbar, POS, ATM, Smart Speakers	Power Cord, Adapter
Mechanical and Electrical Products	Generators, PDU, Refrigerated container, Water Pumps, Lawnmowers	Power Cord
Trading Products	Medical Devices, RV power, Data Center, Home power	Power Cord
Computing Products	NB, Servers, Printers	Power Cord
Other Products	Electric Vehicles, LEO satellites, LED Outdoor Lightings, Respirators	Wire Harness, EV Charger, Power Cord

Services and Products - Home Appliances Products



Home Appliances Products

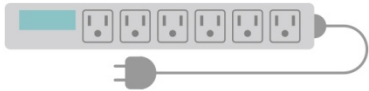
laundries, refrigerators, cooking appliances, etc.

Services and Products - Consumer Electronics Products



Consumer Electronics Products
tablets, game consoles, soundbar, etc.

Services and Products - Mechanical and Electrical Products



Mechanical and Electrical Products
Refrigerated container, PDU, Lawnmowers, etc.

Services and Products- Trading Products



Trading Products

medical devices, Data Center, RV power, etc.

Services and Products - Computing Products



Computing Products

NB, SERVERs, printers, etc.

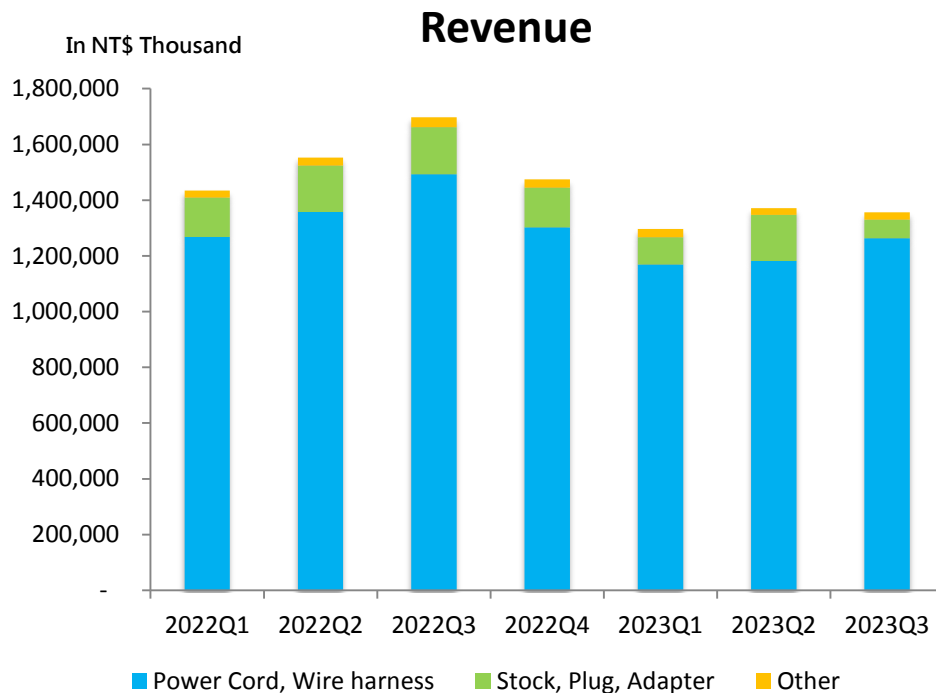
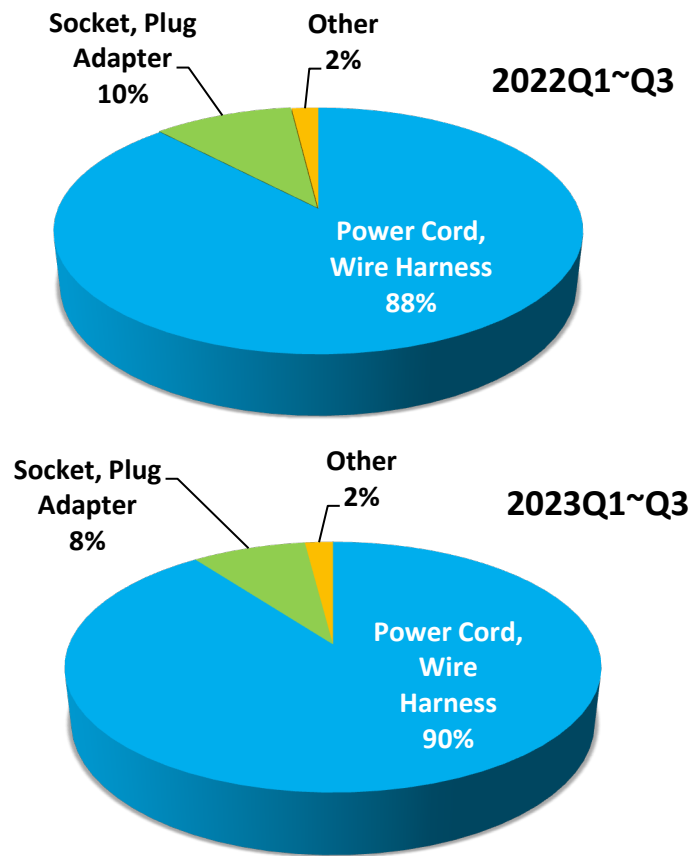
Services and Products - Other Products



Other Products

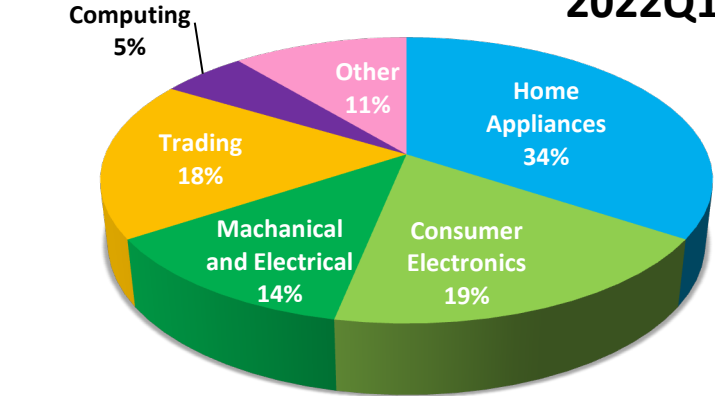
electric vehicles, LEO satellites, LED outdoor lightings, respirators, etc.

Revenue by Product Items

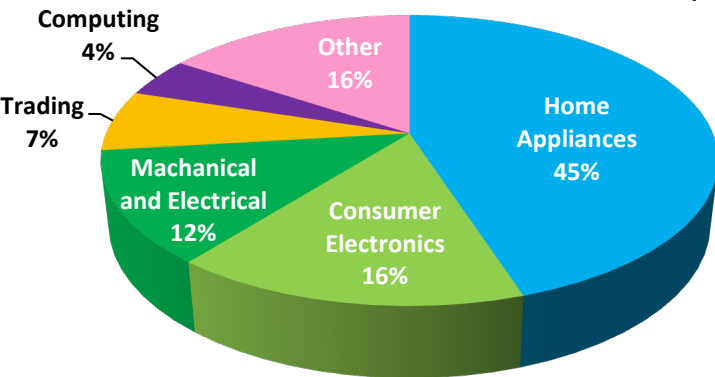


Revenue by Product Application

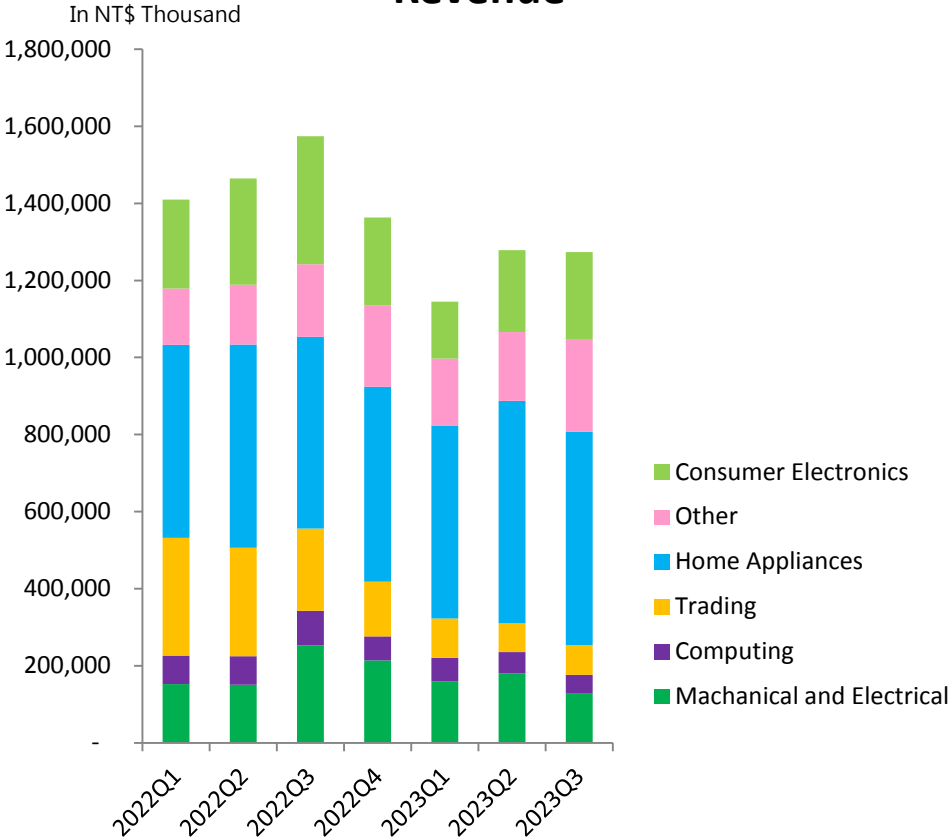
2022Q1-Q3



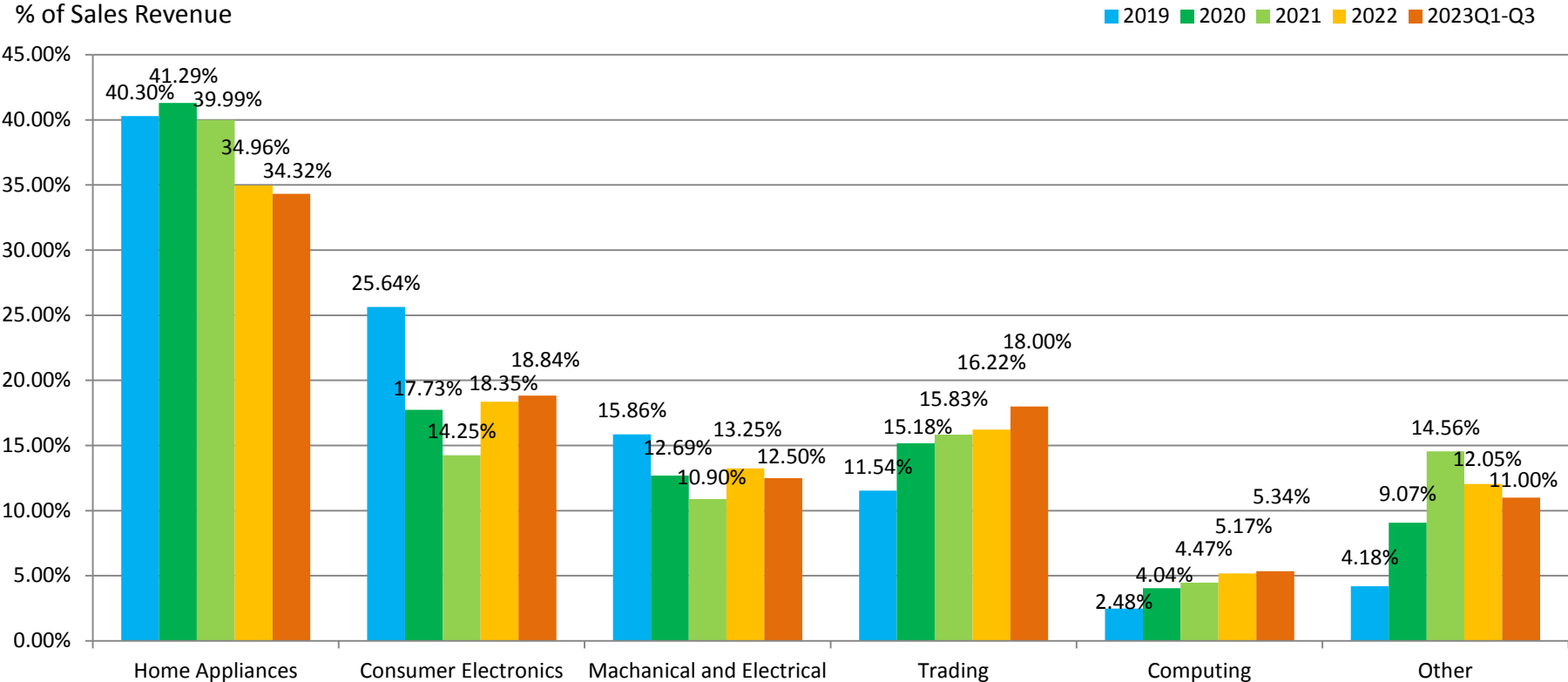
2023Q1-Q3



Revenue



Five-year Sales Analysis



Quarterly Statements of Comprehensive Income

Selected Items from Statements of Comprehensive Income

In NT\$ Thousand

	2023Q1		2023Q2		2023Q3		2023Q1-Q3	
	Amount	%	Amount	%	Amount	%	Amount	%
Operating revenue	1,297,126	100.00%	1,371,068	100.00%	1,356,711	100.00%	4,024,905	100.00%
Operating costs	(990,603)	-76.37%	(1,078,199)	-78.64%	(1,032,266)	-76.09%	(3,101,068)	-77.05%
Gross profit	306,523	23.63%	292,869	21.36%	324,445	23.91%	923,837	22.95%
Operating expenses	(160,237)	-12.35%	(169,756)	-12.38%	(160,936)	-11.86%	(490,929)	-12.20%
Operating profit	146,286	11.28%	123,113	8.98%	163,509	12.05%	432,908	10.76%
Non-operating income and expenses	(12,432)	-0.96%	96,095	7.01%	44,709	3.30%	128,372	3.19%
Profit before income tax	133,854	10.32%	219,208	15.99%	208,218	15.35%	561,280	13.95%
Income tax expenses	(40,204)	-3.10%	(75,517)	-5.51%	(42,794)	-3.15%	(158,515)	-3.94%
Net income	93,650	7.22%	143,691	10.48%	165,424	12.19%	402,765	10.01%

EPS

0.79

1.22

1.40

3.41

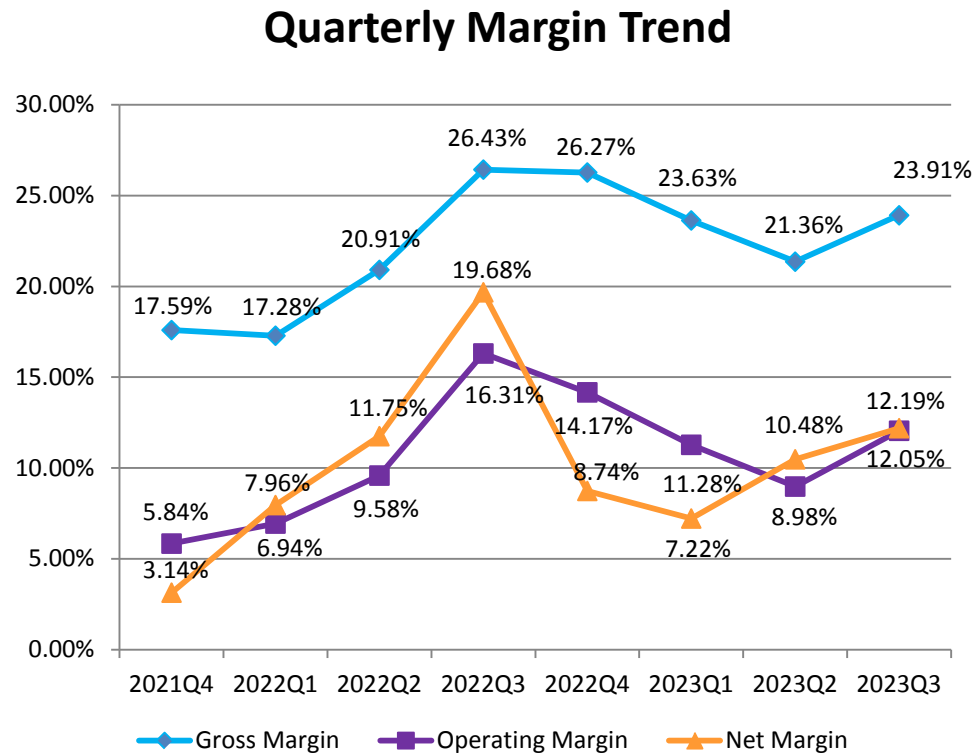
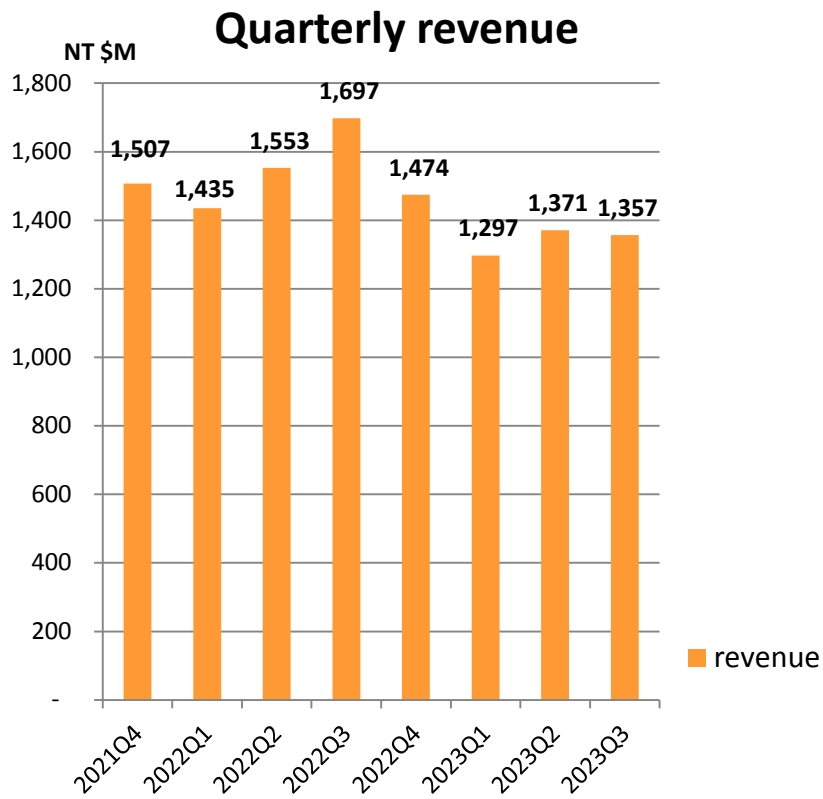
Statements of Comprehensive Income(YOY)

Selected Items from Statements of Comprehensive Income

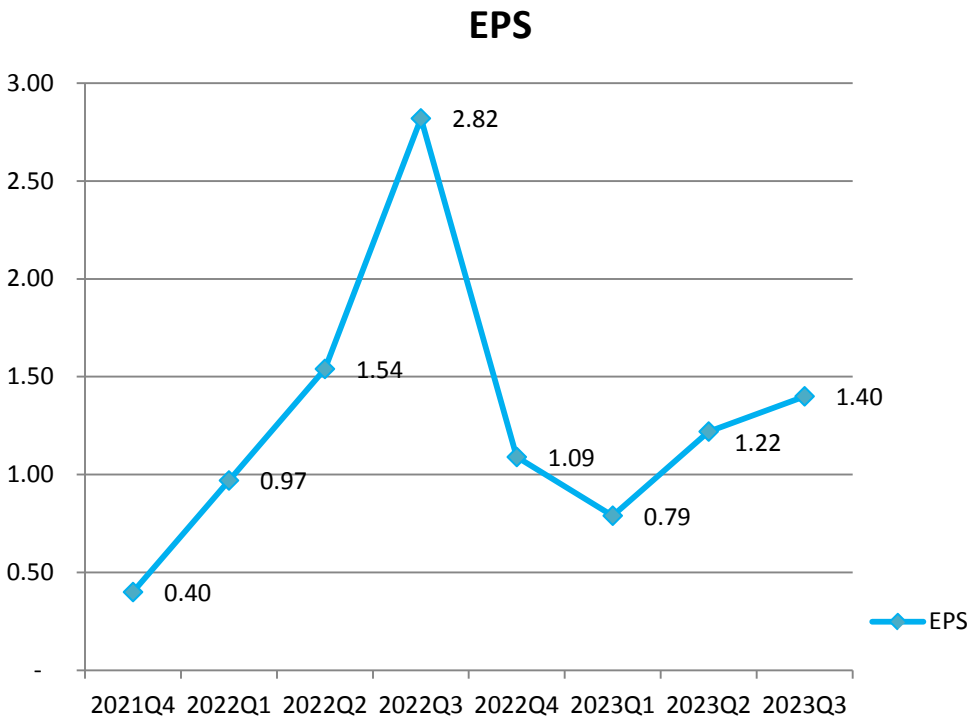
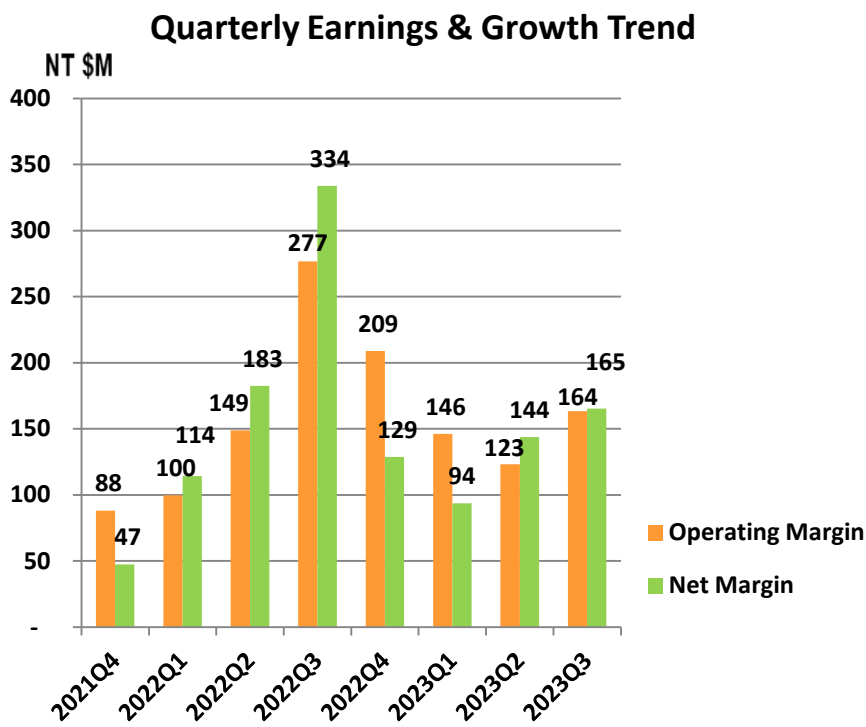
In NT\$ Thousand

	2023Q1-Q3		2022Q1-Q3		YOY	
	Amount	%	Amount	%	Amount	%
Operating revenue	4,024,905	100.00%	4,685,302	100.00%	(660,397)	-14.10%
Operating costs	(3,101,068)	-77.05%	(3,663,945)	-78.20%	562,877	-15.36%
Gross profit	923,837	22.95%	1,021,357	21.80%	(97,520)	-9.55%
Operating expenses	(490,929)	-12.20%	(496,113)	-10.59%	5,184	-1.04%
Operating profit	432,908	10.76%	525,244	11.21%	(92,336)	-17.58%
Non-operating income and expenses	128,372	3.19%	306,327	6.54%	(177,955)	-58.09%
Profit before income tax	561,280	13.95%	831,571	17.75%	(270,291)	-32.50%
Income tax expenses	(158,515)	-3.94%	(200,842)	-4.29%	42,327	-21.07%
Net income	402,765	10.01%	630,729	13.46%	(227,964)	-36.14%
EPS	3.41		5.33		-1.92	

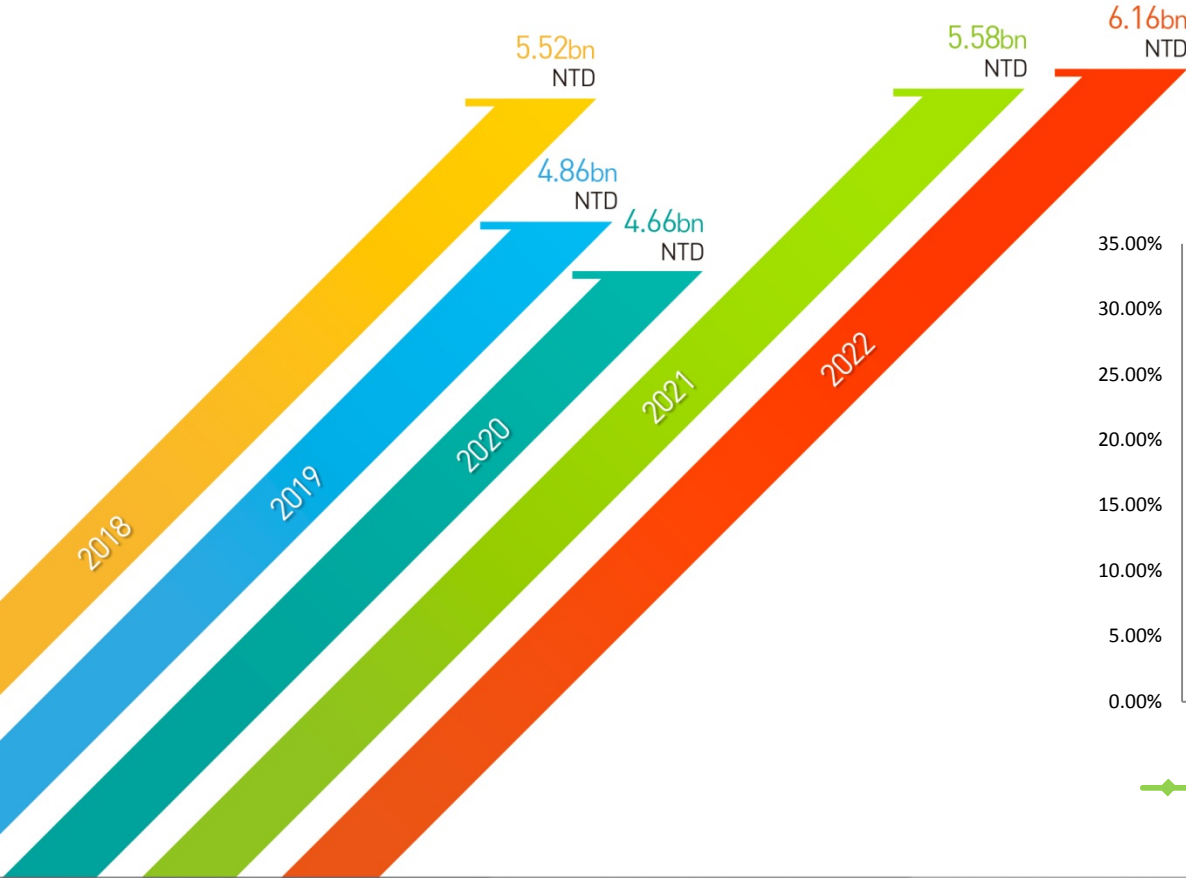
Quarterly Revenue & Margin Trend



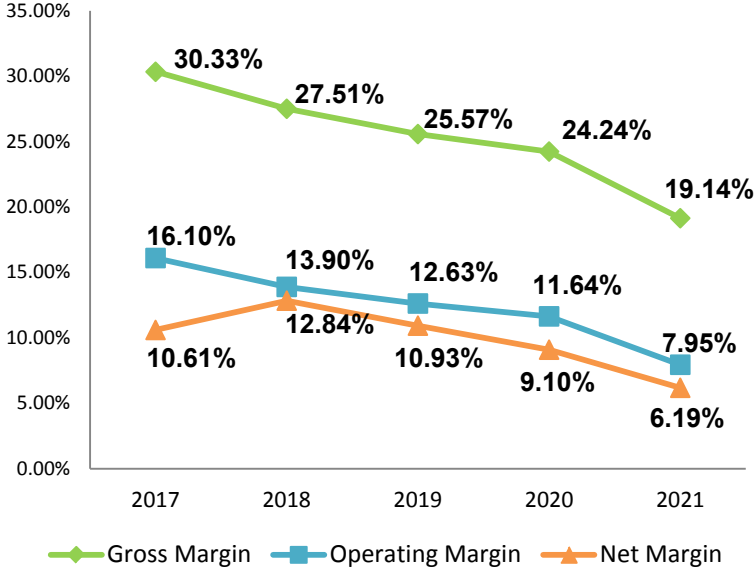
Quarterly Earnings & Growth Trend



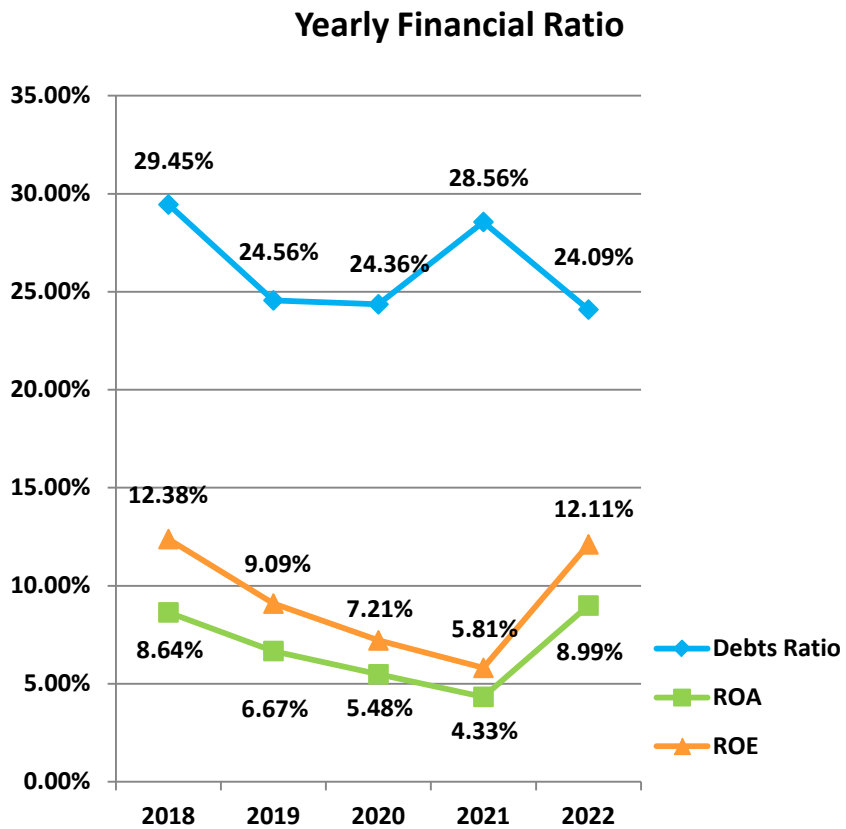
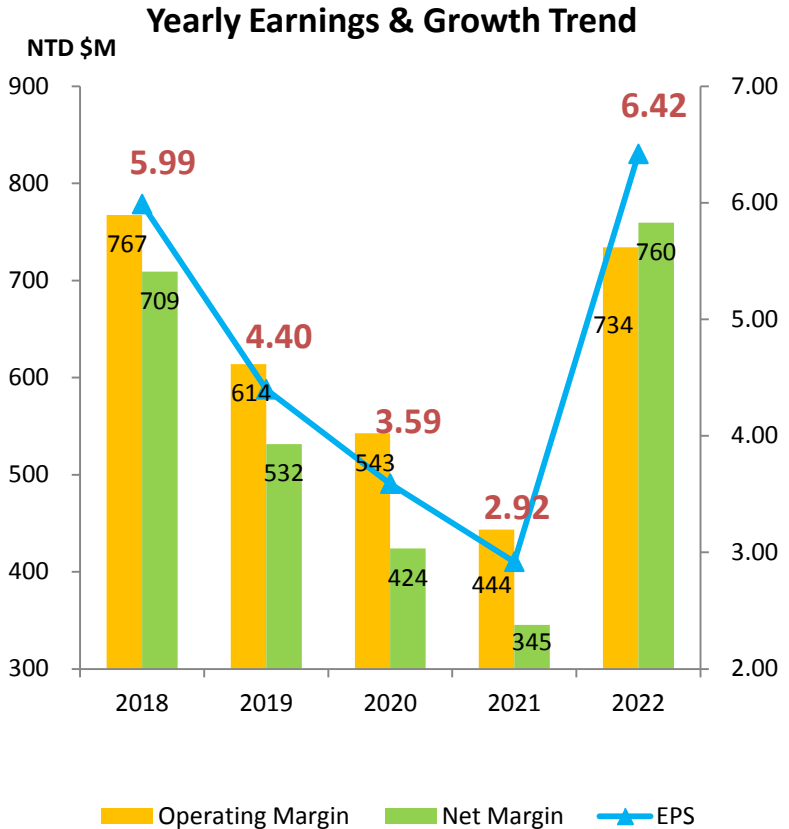
Yearly Revenue & Margin Trend



Yearly Margin Trend



Yearly Earnings & Growth Trend



Dividend Policy

NT\$	EPS	Cash Dividend	Stock Dividend	Payout Ratio	Yield Rate
2022年	6.42	4.0	-	62.31%	7.26%
2021年	2.92	2.0	-	68.49%	4.45%
2020年	3.59	2.5	-	69.64%	4.92%
2019年	4.40	3.0	-	68.18%	6.22%
2018年	5.99	3.5	-	58.43%	6.41%
2017年	4.46	3.2	-	71.75%	6.15%
2016年	5.94	4.0	-	67.34%	7.46%
2015年	6.32	4.0	-	63.29%	7.22%
2014年	4.03	2.6	-	64.52%	6.42%
2013年	4.25	3.0	-	70.59%	5.38%

Future Prospects



- Strive to establish long-term and stable cooperation with customers and increase market shares.
- Develop the mainstream products in the market actively.
- Add automated equipment to reduce labor costs and improve quality.



Well Shin Technology Co., Ltd.

<http://www.wellshin.com.tw>