



Well Shin Technology CO.,LTD

- **Goldman Sachs-The Second Edition of EV Seminar**



Content of report



Company Introduction



Business Status



EV Market Prospect



Q&A



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 (ウエルシンジャパン) 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



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



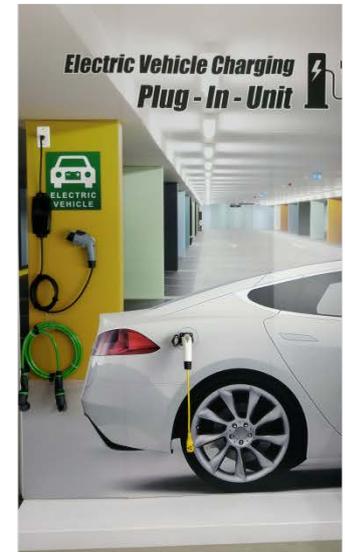
Factory : Kun Shan, China
Area : 139,321.87m²
Production Lines : 70
Employees : 1,500

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)





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



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



SAE J1772



WS-420
SAE J1772 EV Coupler



Wire Harness



WS-425
SAE J1772 EV Inlet



Transportation Product

RV Camp Power / Marine Shore Power / Towtail 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

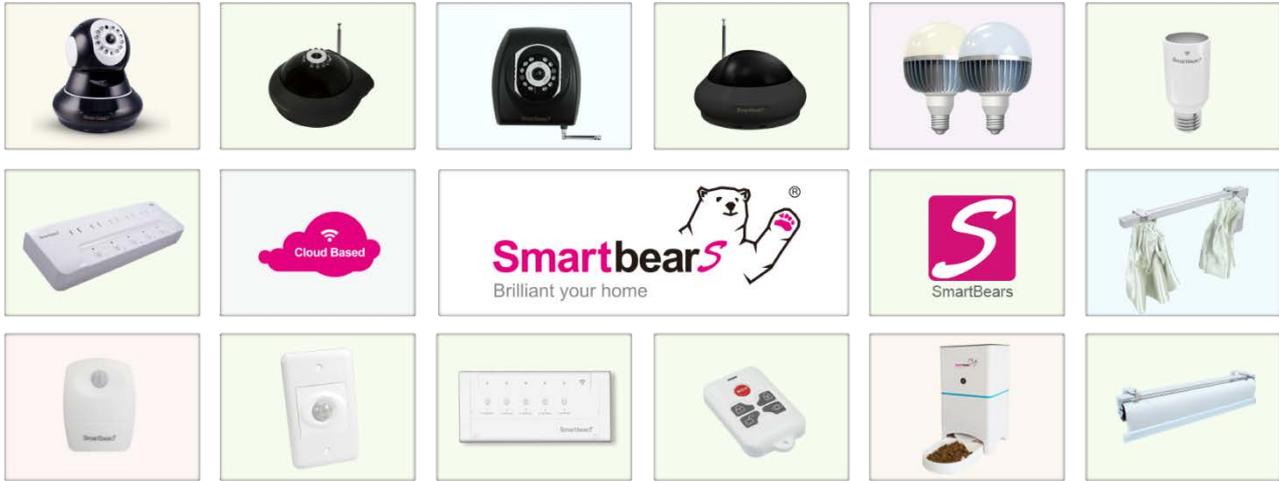
Online store: www.wellshinstore.com , plugo.1688.com , Yahoo , PC home , books.com.tw, momo, HAPPY GO, fpgshopping



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 :

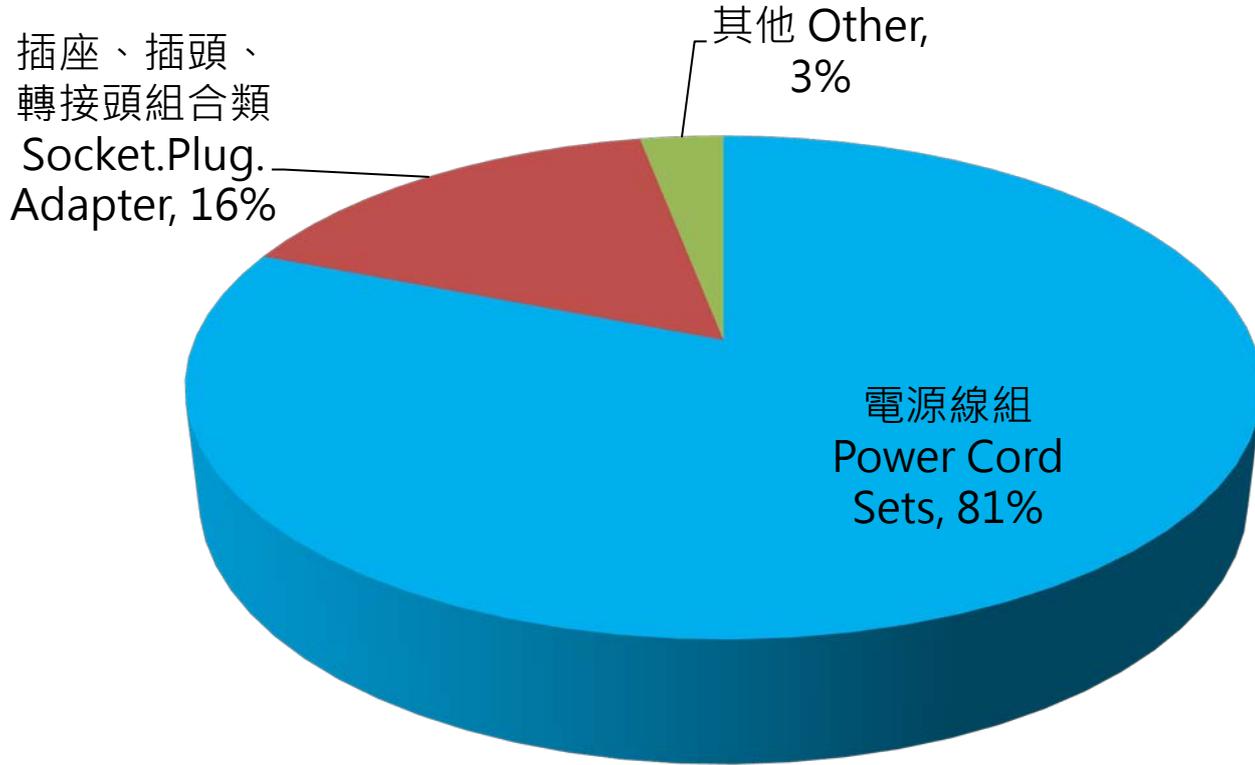
1F. No.189, Xinhu 3rd Rd., Neihu District, Taipei,Taiwan

www.wellshinstore.com/page/Smartbears



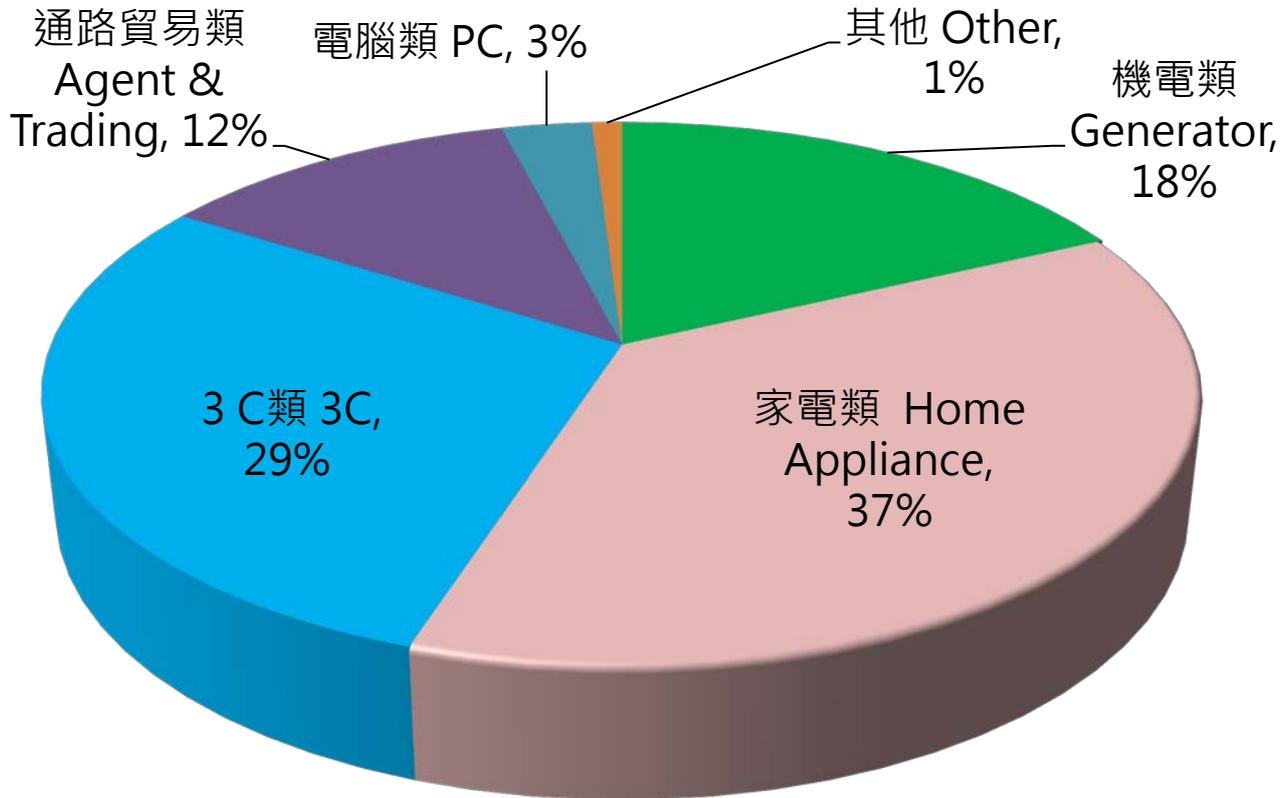


2016生產產品類別 2016 Production Category





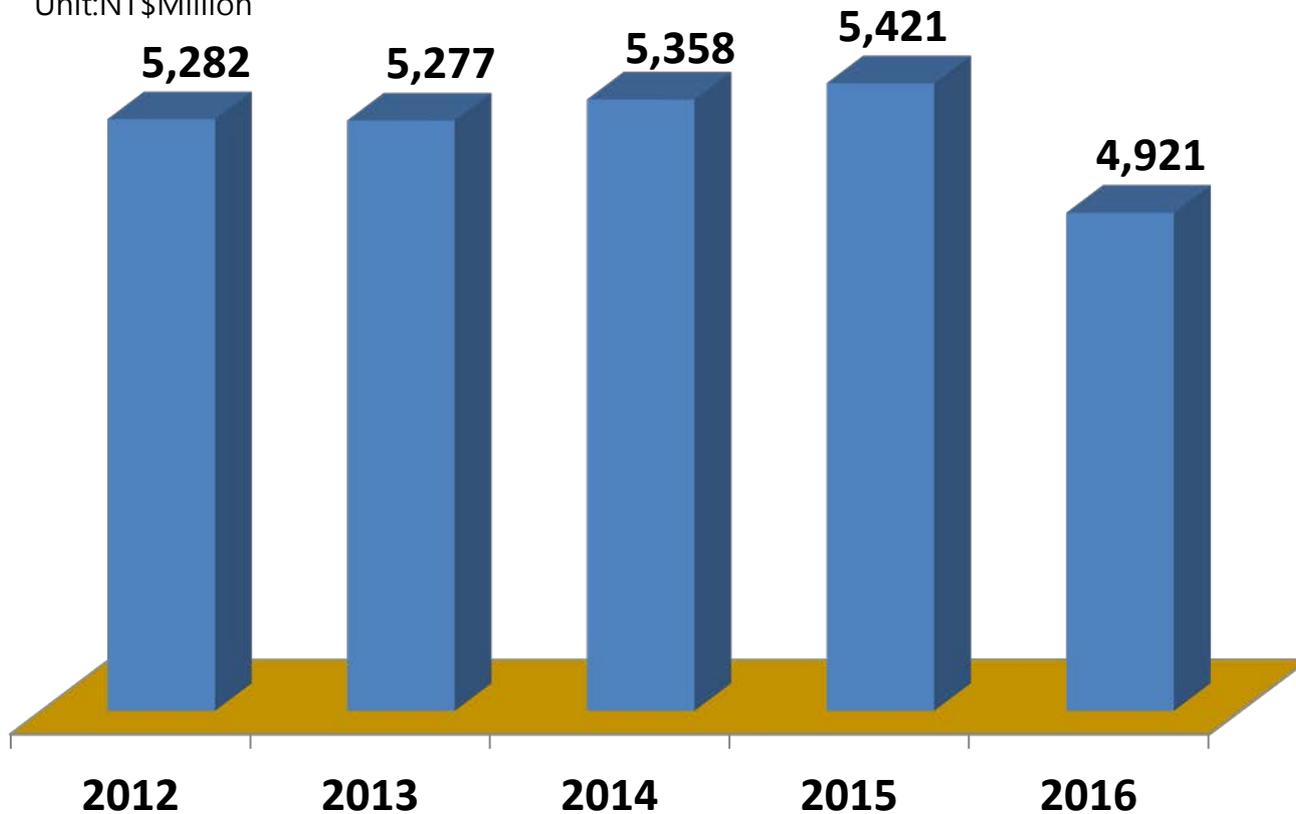
2016銷售產品類別 2016 Revenues by Application





營業收入 Revenues

單位：百萬新台幣
Unit:NT\$Million

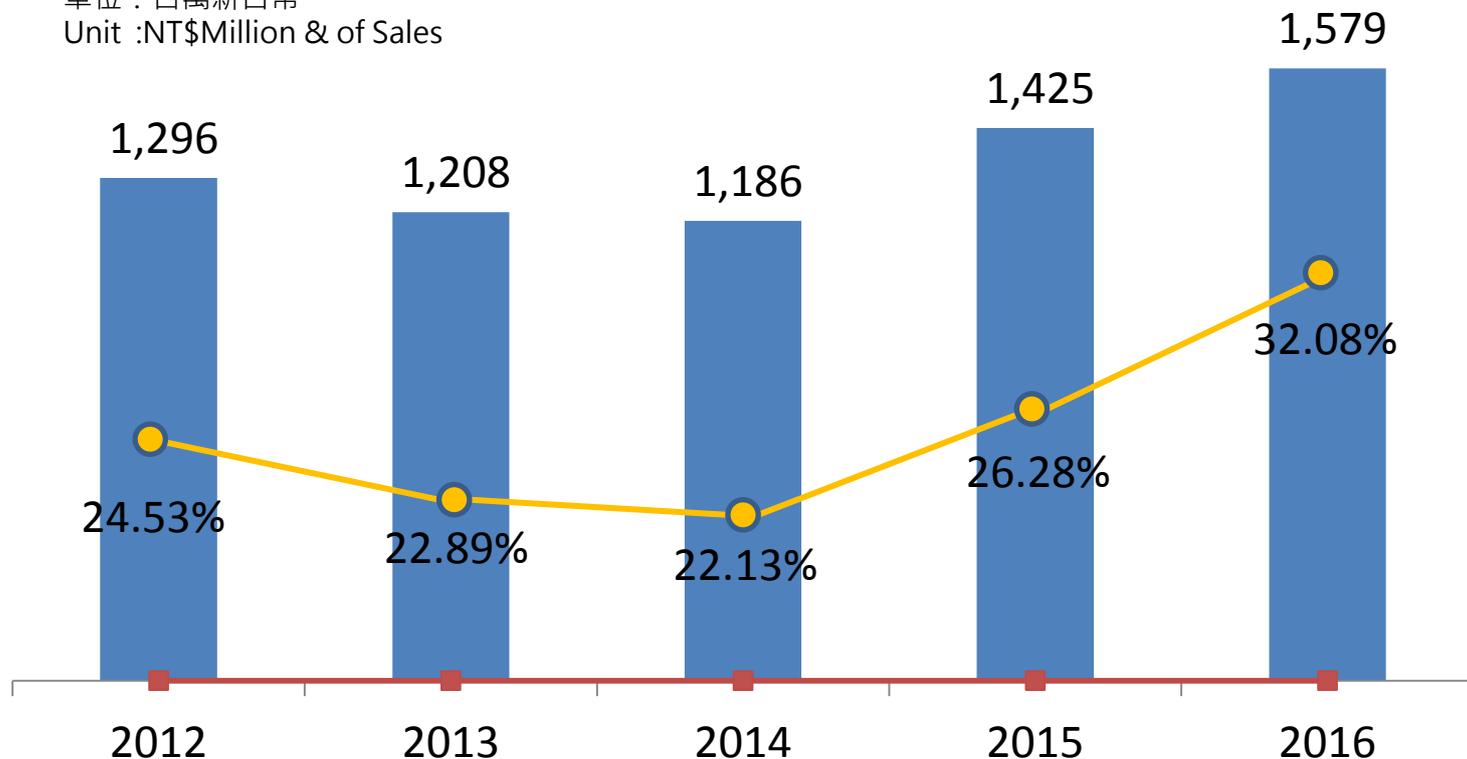




營業毛利 Gross Profit

單位：百萬新台幣

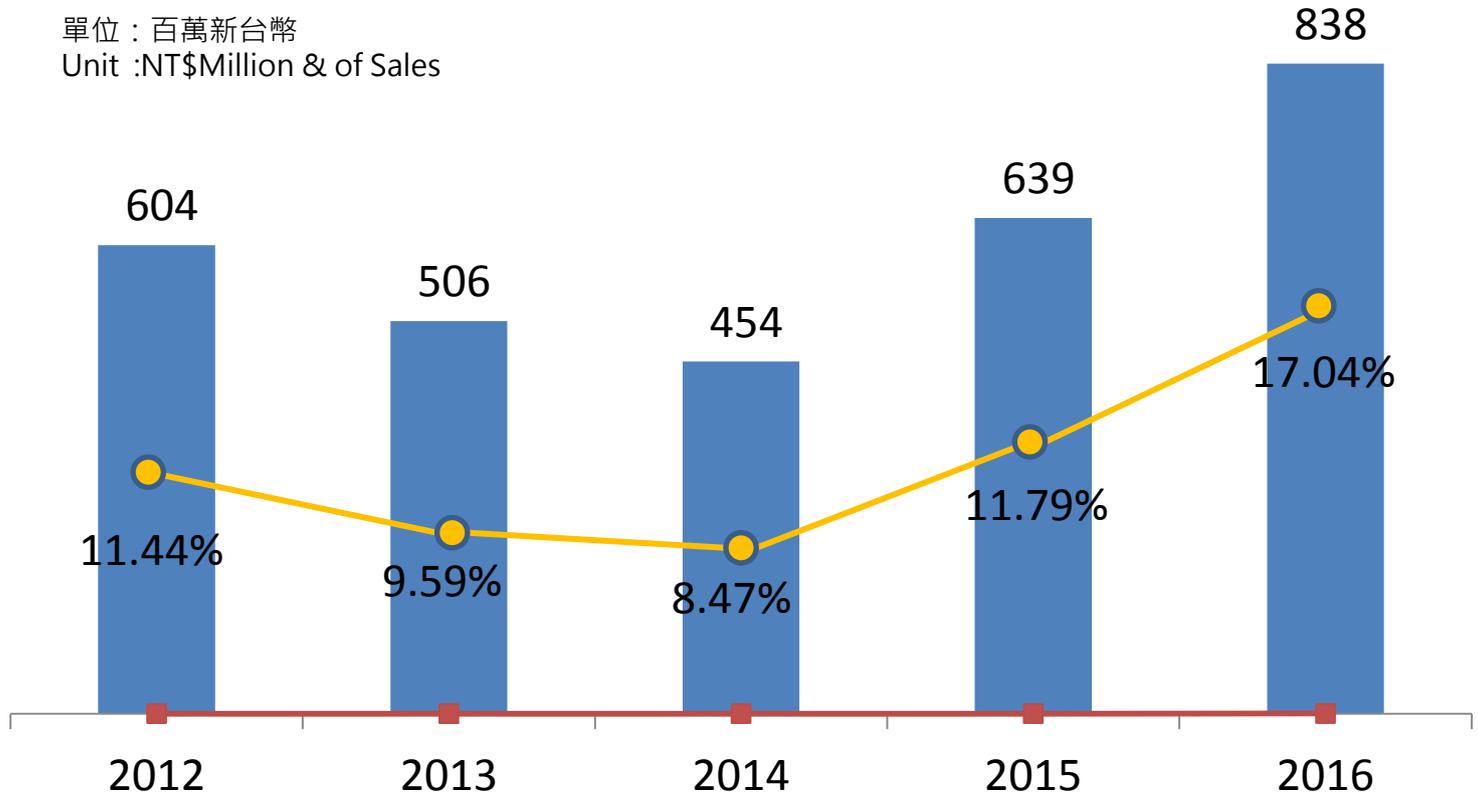
Unit :NT\$Million & of Sales





營業利益 Net Operating Income

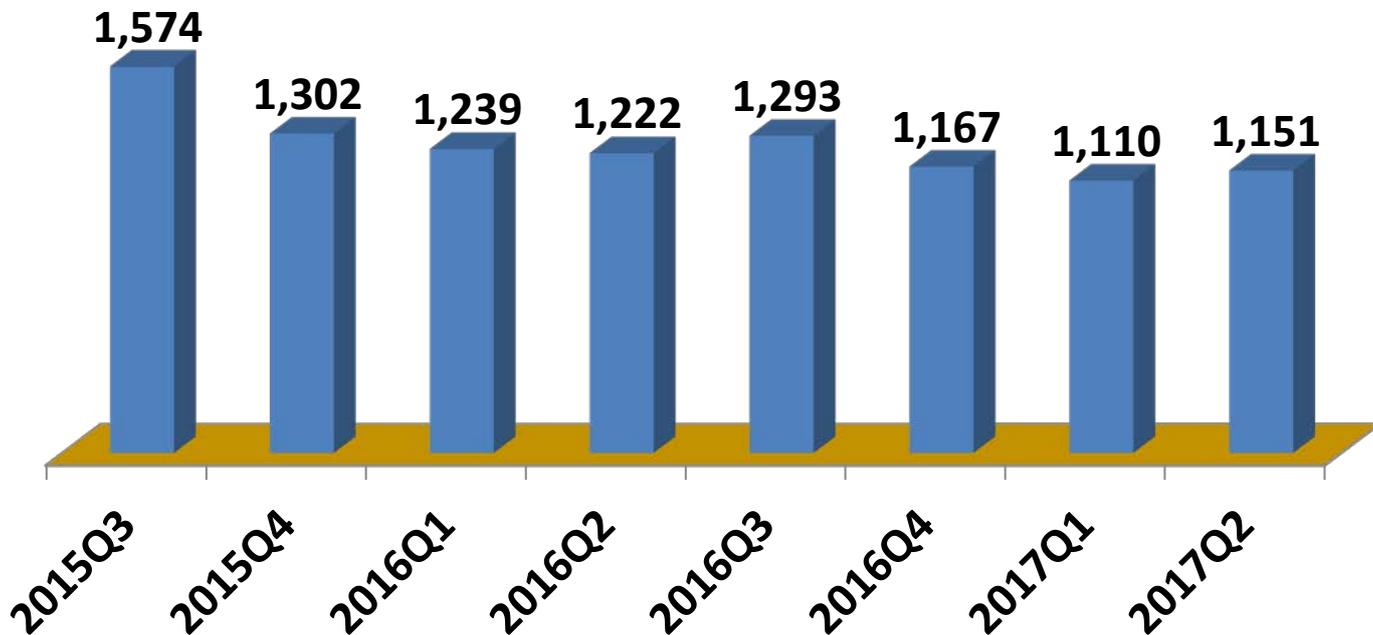
單位：百萬新台幣
Unit :NT\$Million & of Sales





季度營業收入 Quarterly Revenue

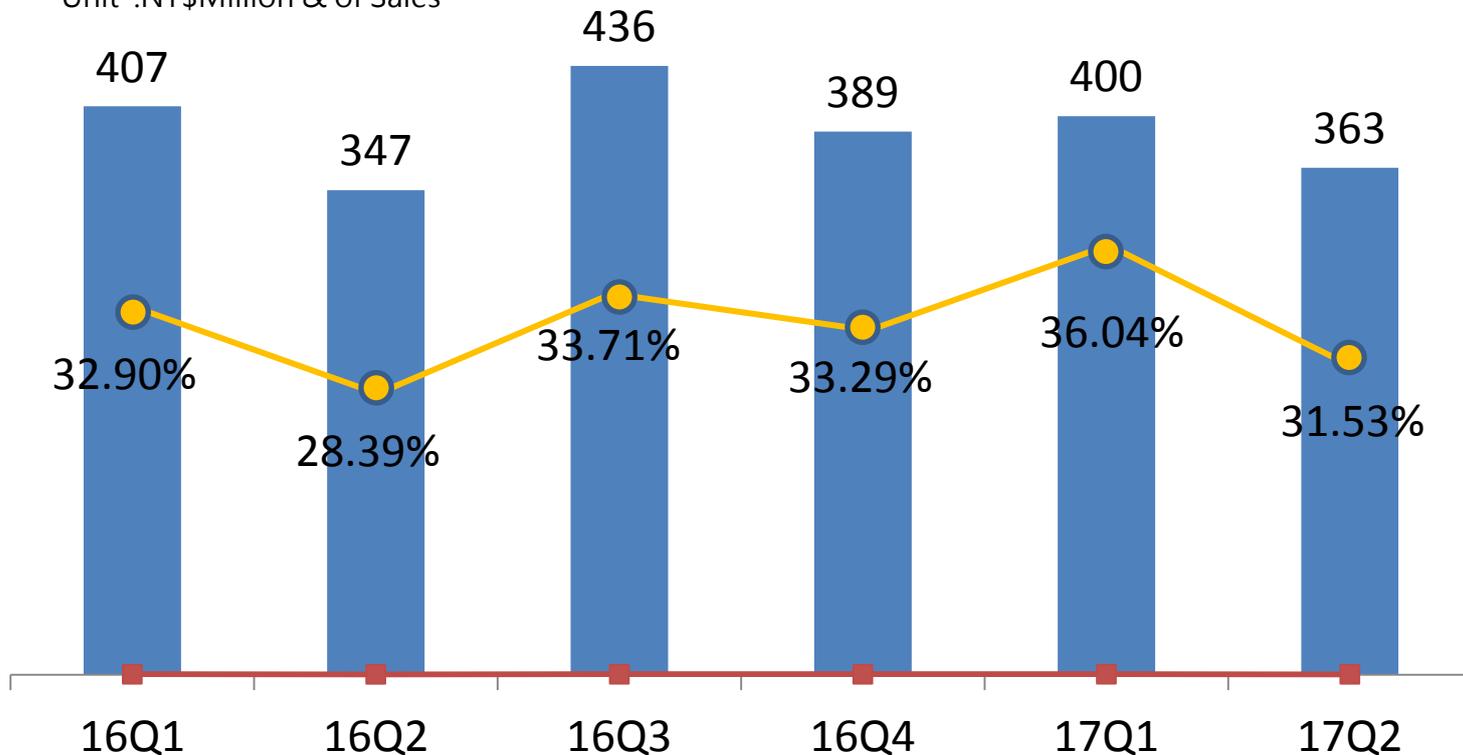
單位：百萬新台幣
Unit :NT\$ Million





季度營業毛利 Quarterly Gross Profit

單位：百萬新台幣
Unit :NT\$Million & of Sales

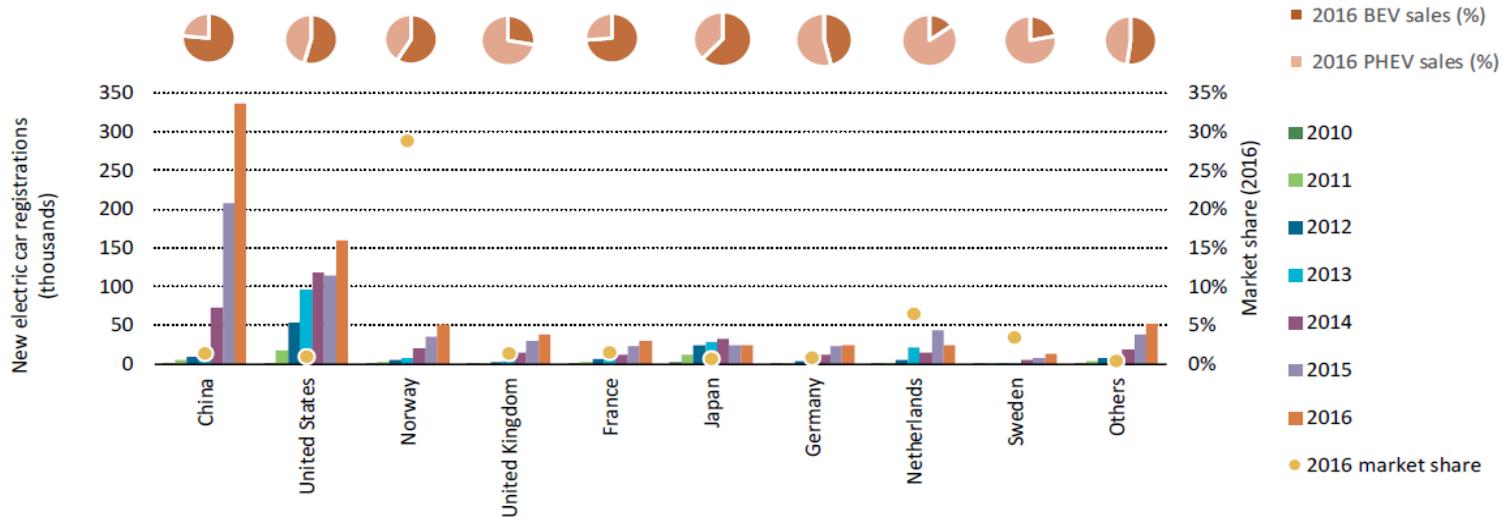




NT\$	EPS	Cash Dividend	Stock Dividend	Payout Ratio	Yield Rate
2016	5.94	4.00	-	67.34%	7.46%
2015	6.32	4.00	-	63.29%	7.22%
2014	4.03	2.60	-	64.52%	6.42%
2013	4.25	3.00	-	70.59%	5.38%
2012	4.45	3.20	-	71.91%	6.10%
2011	4.07	3.00	-	73.71%	7.18%
2010	5.60	3.80	0.20	67.86%	8.29%
2009	5.08	3.50	0.20	68.90%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

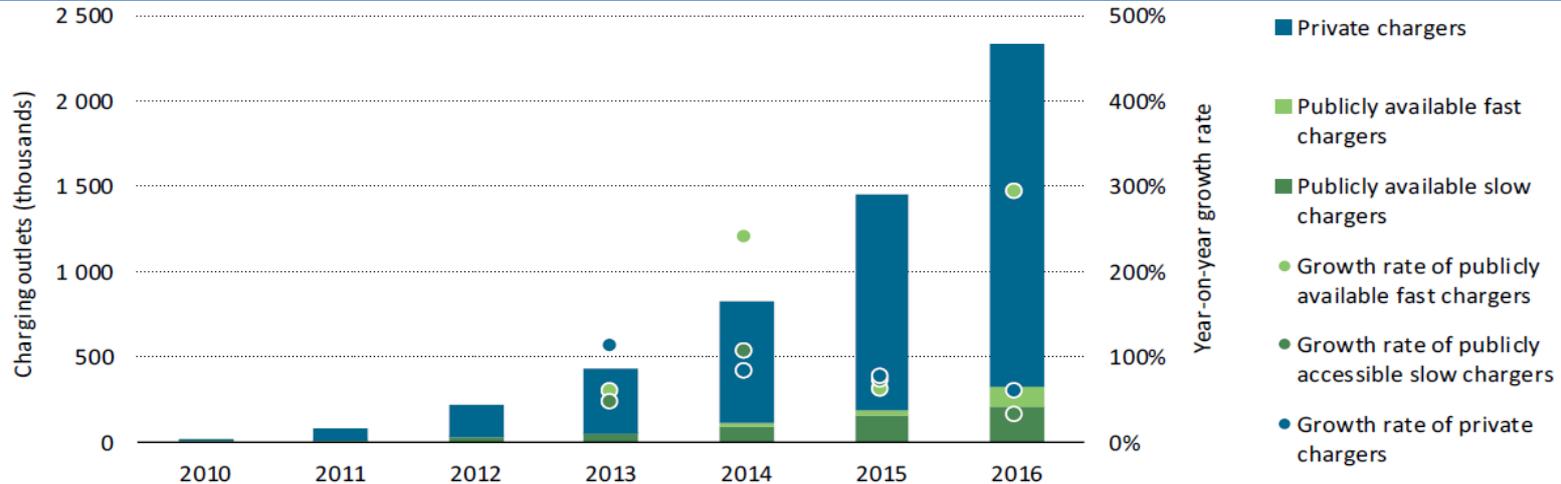


Sources: IEA analysis based on EVI country submissions, complemented by EAFO (2017a), IHS Polk (2016), MarkLines (2017), ACEA (2017a, 2017b) and EEA (2017). Source : Global EV Outlook 2017

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 EVSE outlets 2010-16



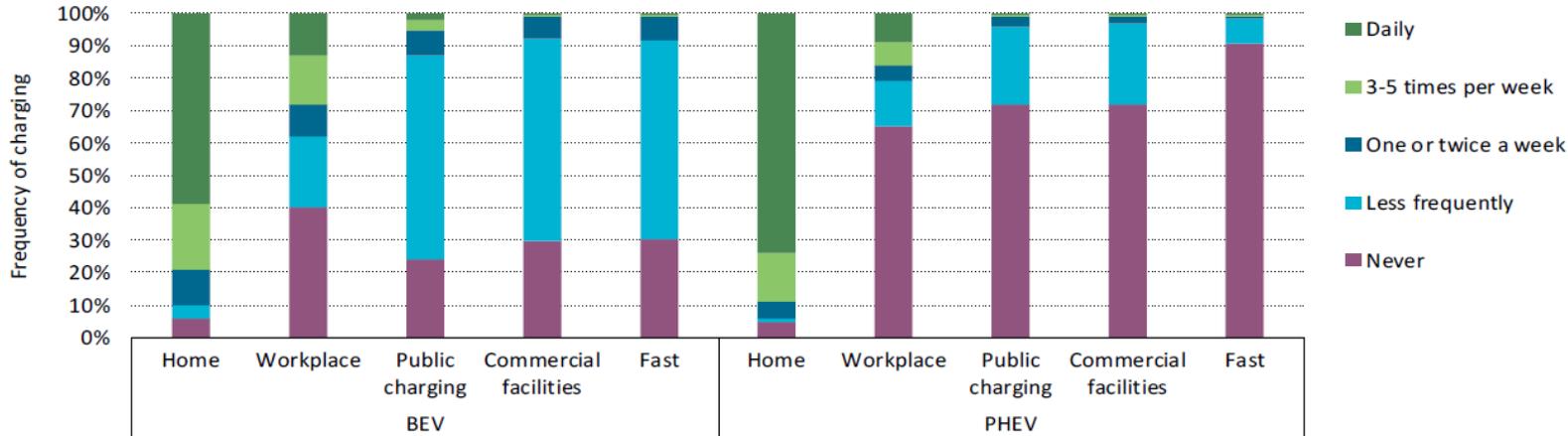
Note: Private chargers in this figure are estimated assuming that each electric car is coupled with a private charger.

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				



Global EVSE Specifications

Classification in use here	Level	Current	Power	Type			
				China	Europe	Japan	North America
Slow chargers	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
	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





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 : $\leq 16A$

-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.



Well Shin's EV Product Roadmap

➤ **Charging connector**

- For Electric Scooters & Motorcycles development
- Design 2nd generation EV charging connector

➤ **EVSE**

- EVSE Level 1 & 2 development and application service

➤ **Automotive accessory system power harness**

- Enhance product application, develop new models and new customers

➤ **Sustainable operation**

- Set up EV team to develop more EV products and increasing sales amount
- Continue to innovate R & D and cultivate professional talents



Thank You