



Well Shin Technology CO.,LTD

2019 Investor Conference



2020.12.08 Investor Conference Agenda

Time	Agenda	Location
15:00 - 15:30	Registration time	Grand Fortune
15:30 - 16:00	Company introduction & Operational status	Grand Fortune
16:00 - 16:30	Q&A	Grand Fortune



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.

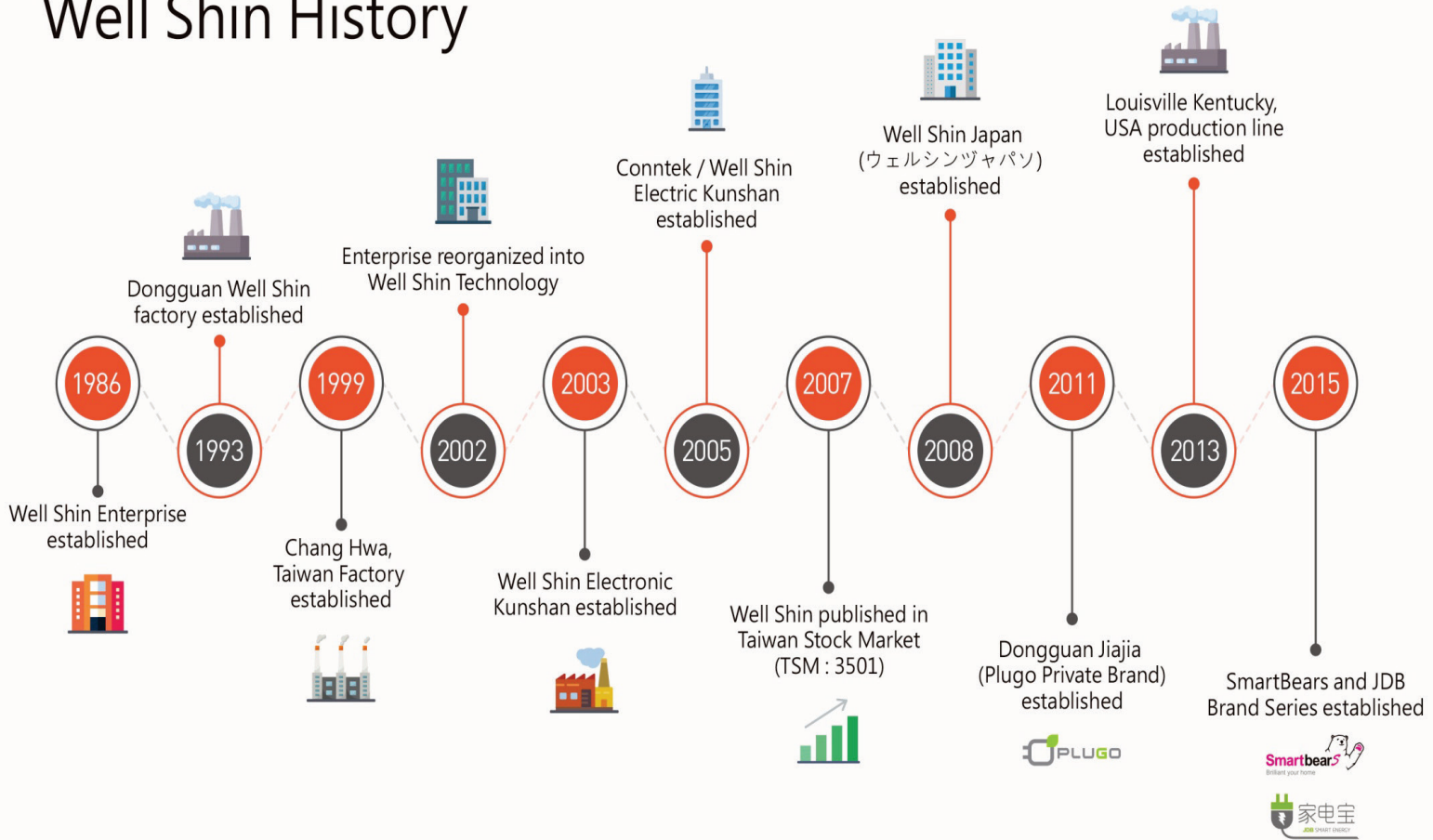
Except as required by law, we undertake no obligation to update any forward-looking statements, whether as a result of new information, future events or otherwise.



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 2,700
- Major Product : Power Cord & Power Related
Product

Well Shin History



Worldwide Location



Headquarter

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



Factory

Chang Hwa, Taiwan
Area : 18,440m²
Production Lines : 16
Employees : 250



Factory

Dong Guan, China
Area : 60,128.61m²
Production Lines : 168
Employees : 2,800



Factory

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



Factory

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

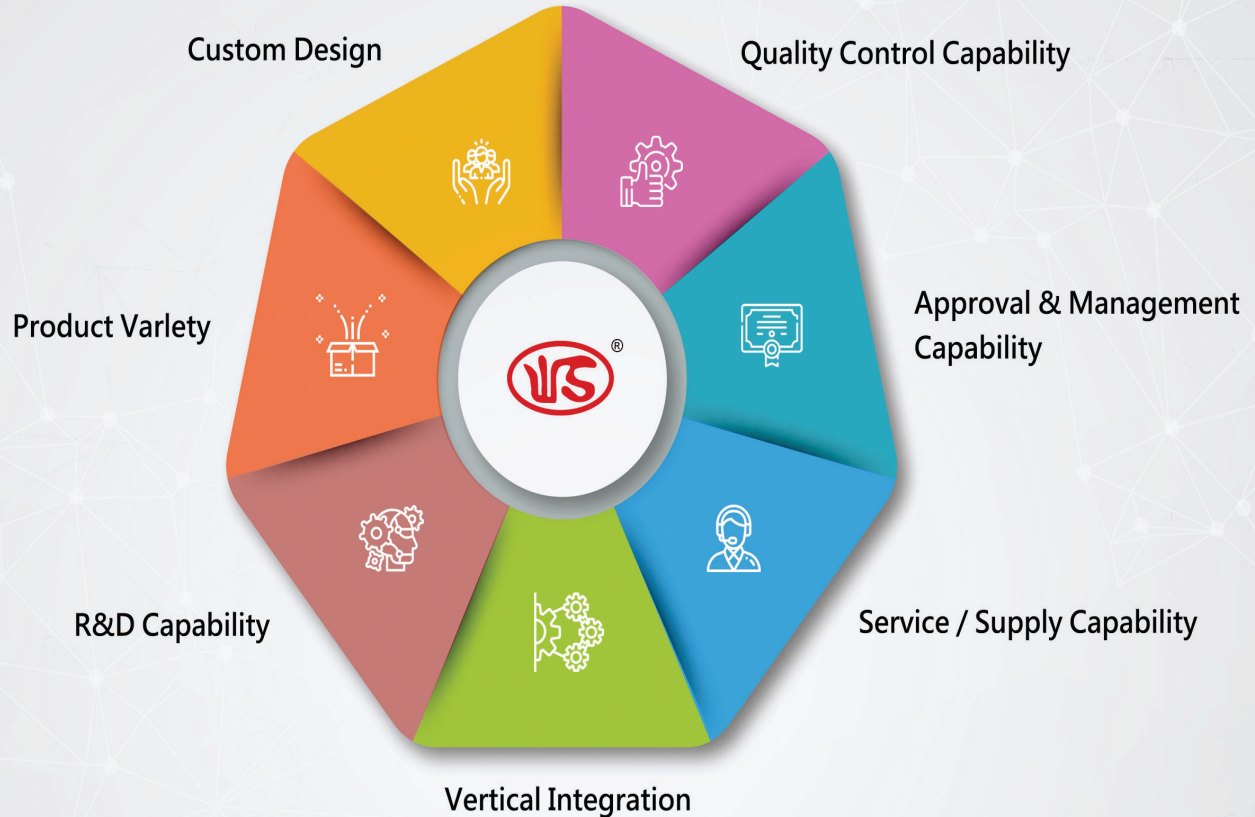
Factory : Chang Hwa Taiwan, Dongguan, Kunshan, Louisville

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

Core Competence





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



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

Private Brand - Smartbears



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



Private Brand - PLUGO

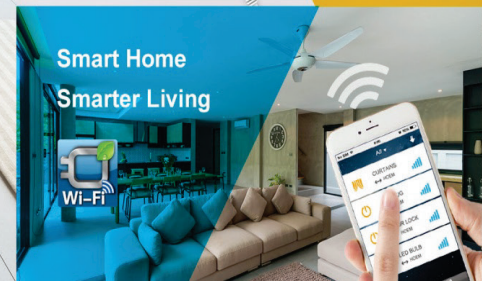


Brand Spirit

As an innovator, we develop products with wide horizon. We not only change the application of power supply, but also provide you a whole new life style.

Main Products

Household power cord, travel adapter, AC/DC charger adapters, wireless router, smart home solution



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.

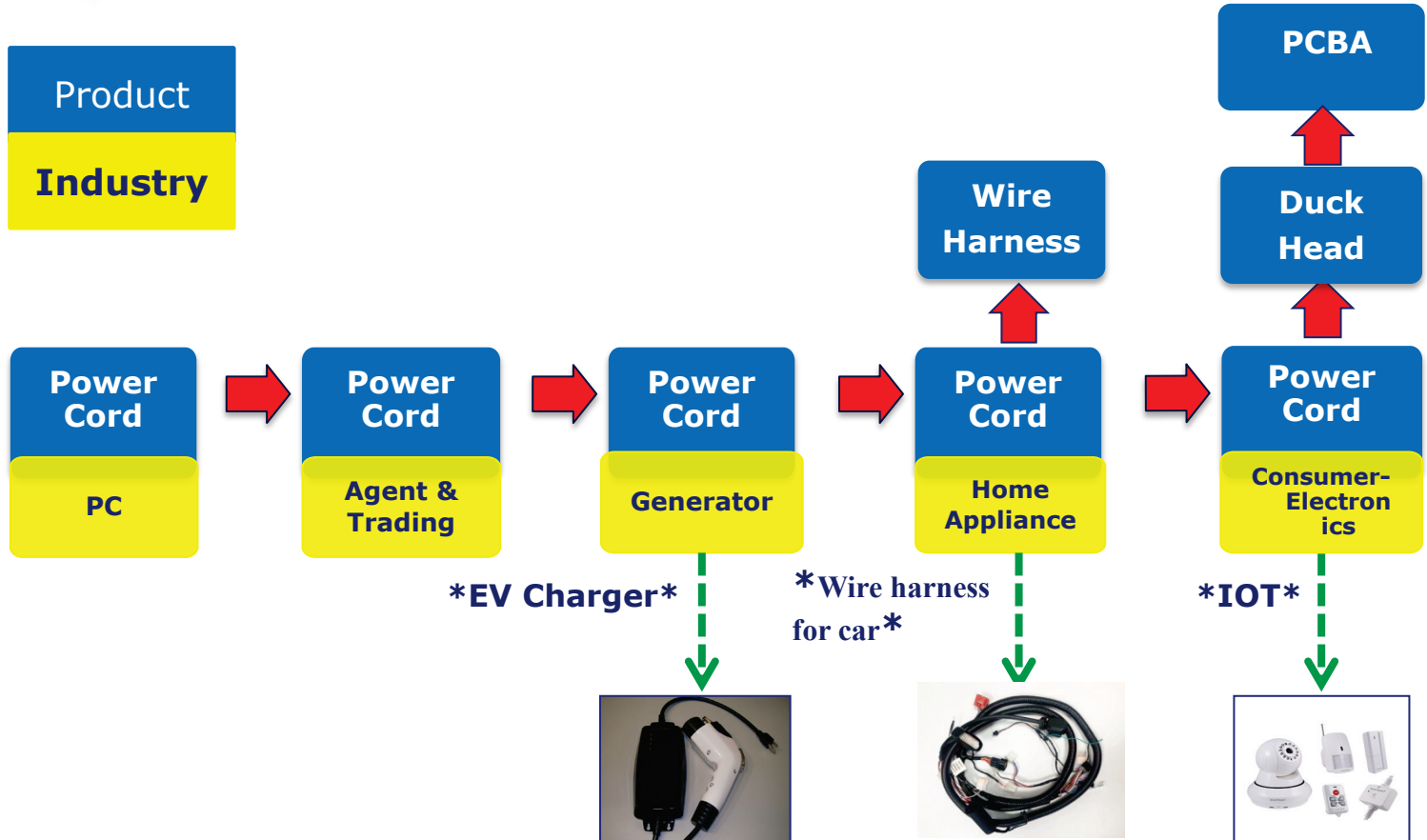
Main Products

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



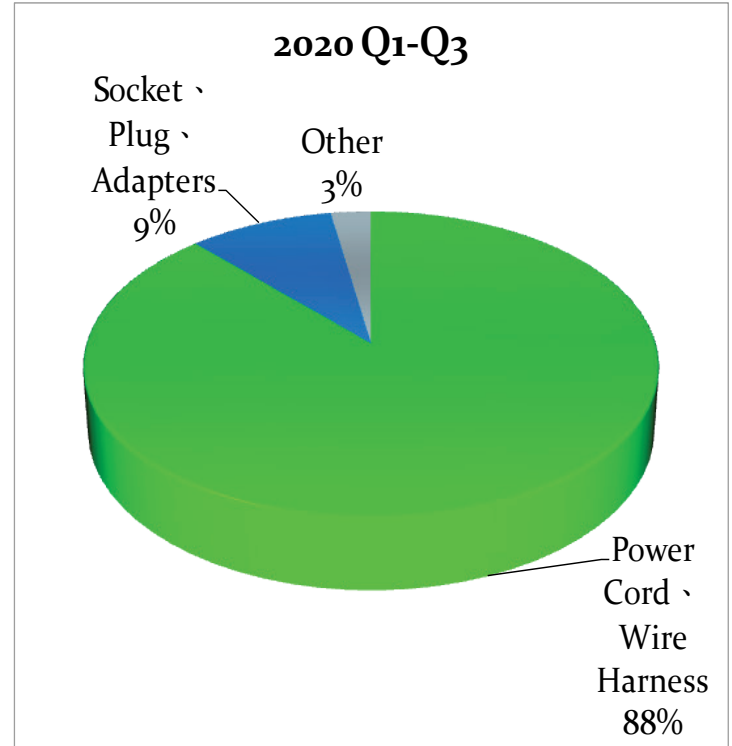
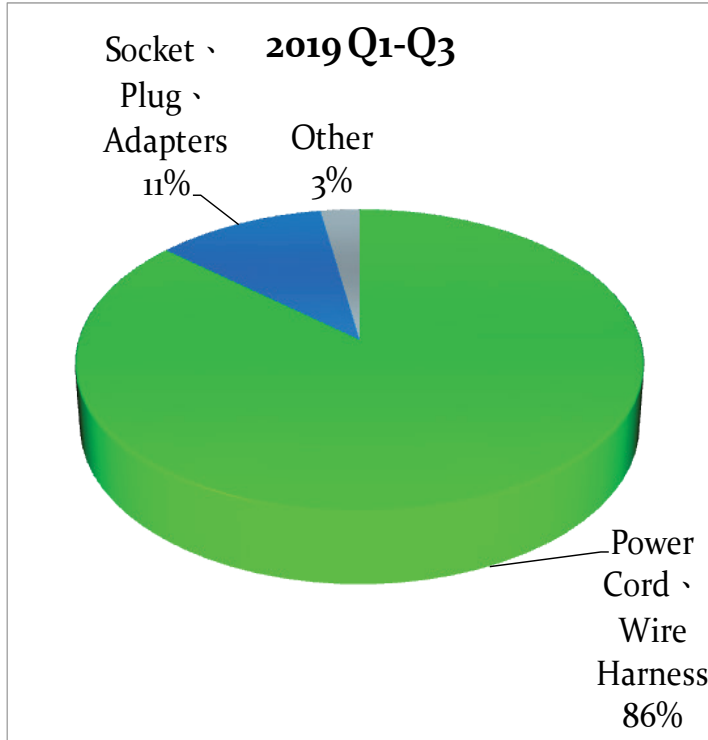


Product & industry development



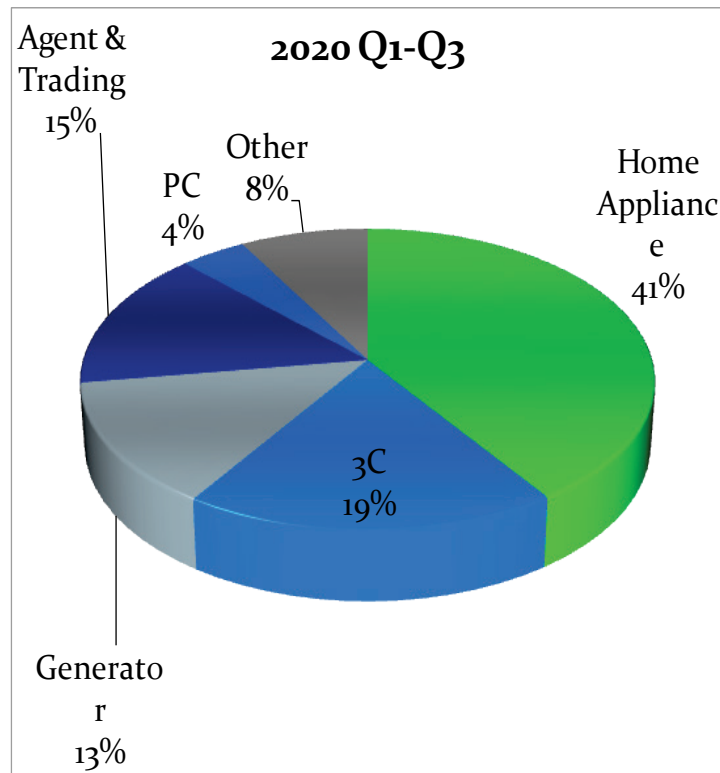
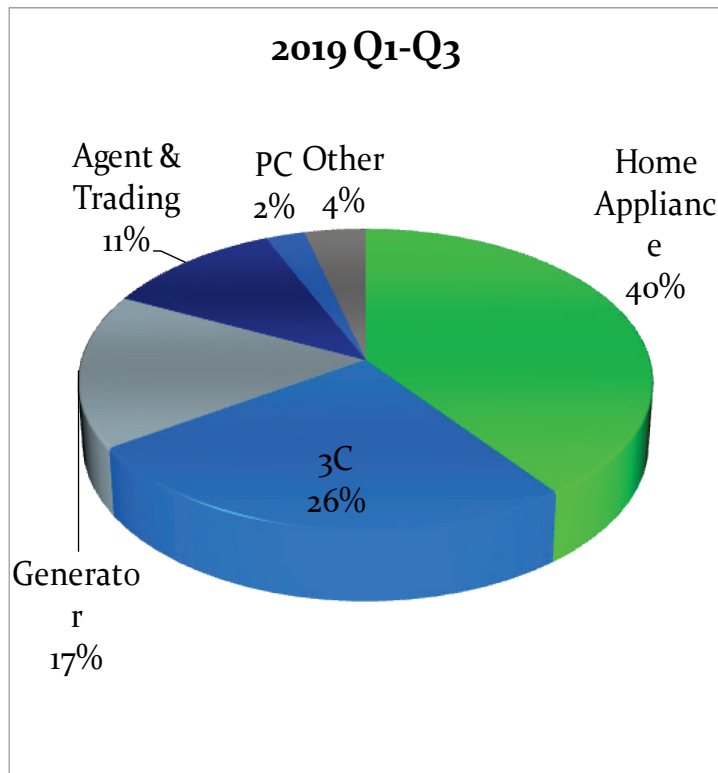


Production Category





Revenues by Application





Quarterly income statement

Unit : NT\$Thousand

	2020Q1		2020Q2		2020Q3		2020Q1-Q3	
	AMT	%	AMT	%	AMT	%	AMT	%
Operating revenues	897,573	100.00	1,096,279	100.00	1,416,482	100.00	3,410,334	100.00
Cost of goods sold	(712,909)	(79.43)	(814,437)	(74.29)	(1,030,228)	(72.73)	(2,557,574)	(74.99)
Gross profit	184,664	20.57	281,842	25.71	386,254	27.27	852,760	25.01
Operating expenses	(120,013)	(13.37)	(146,005)	(13.32)	(154,189)	(10.89)	(420,207)	(12.32)
Operating income	64,651	7.20	135,837	12.39	232,065	16.38	432,553	12.68
Non-operating revenue & expenses	37,241	4.15	(3,120)	(0.28)	27,053	1.91	61,174	1.79
Income before income tax	101,892	11.35	132,717	12.11	259,118	18.29	493,727	14.48
Income tax expense	(23,887)	(2.66)	(30,157)	(2.75)	(68,455)	(4.83)	(122,499)	(3.59)
Net income	78,005	8.69	102,560	9.36	190,663	13.46	371,228	10.89



Income statement YOY

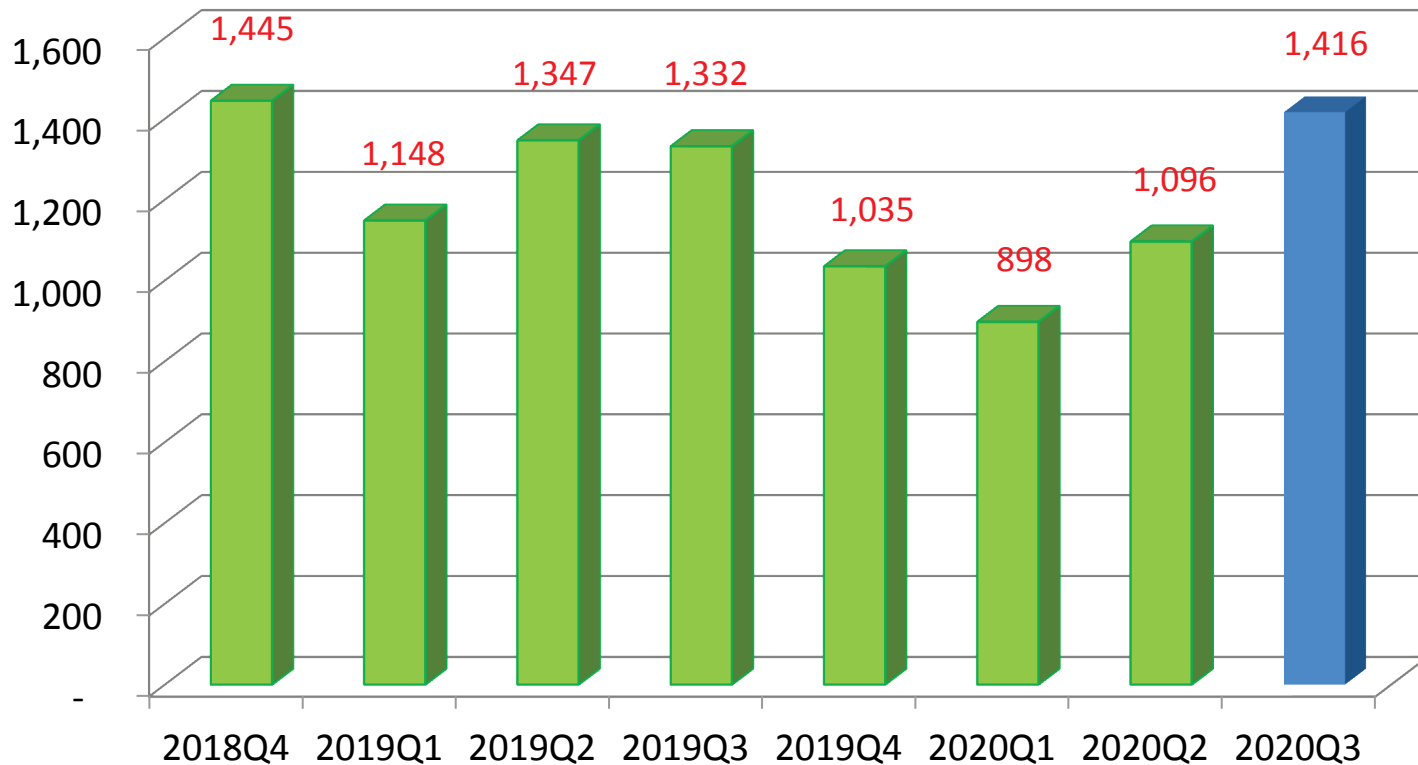
Unit : NT\$Thousand

	2020Q1-Q3		2019Q1-Q3		YOY	
	AMT	%	AMT	%	AMT	%
Operating revenues	3,410,334	100.00	3,826,996	100.00	(416,662)	(10.89)
Cost of goods sold	(2,557,574)	(74.99)	(2,847,940)	(74.42)	290,366	(10.20)
Gross profit	852,760	25.01	979,056	25.58	(126,296)	(12.90)
Operating expenses	(420,207)	(12.32)	(512,575)	(13.39)	92,368	(18.02)
Operating income	432,553	12.68	466,481	12.19	(33,928)	(7.27)
Non-operating revenue & expenses	61,174	1.79	122,703	3.21	(61,529)	(50.14)
Income before income tax	493,727	14.48	589,184	15.40	(95,457)	(16.20)
Income tax expense	(122,499)	(3.59)	(145,146)	(3.79)	22,647	(15.60)
Net income	371,228	10.89	444,038	11.60	(72,810)	(16.40)
Earnings per share	3.14		3.66		(0.52)	



Unit NT\$ million

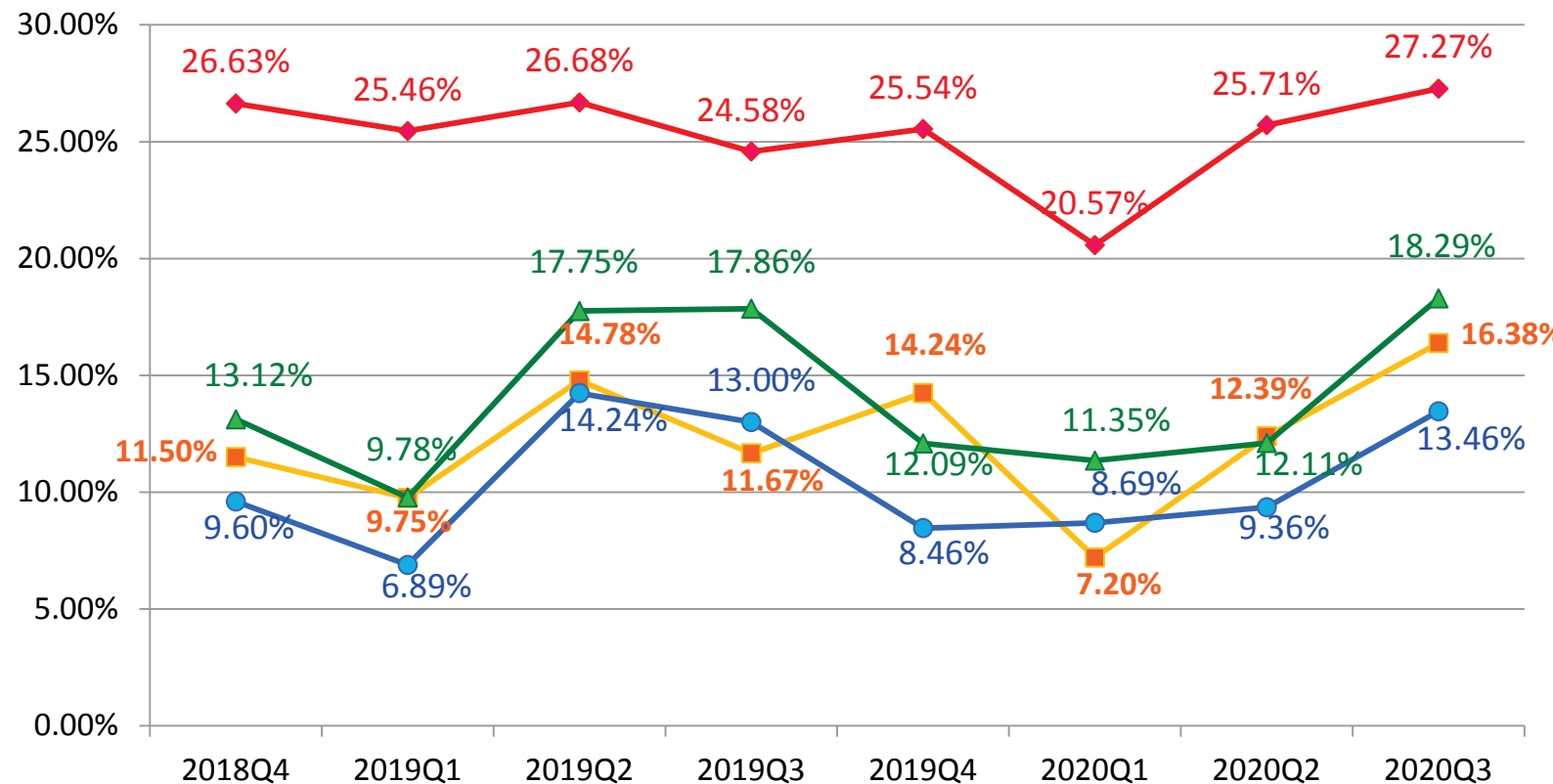
Quarterly Revenues





Quarterly Profitability

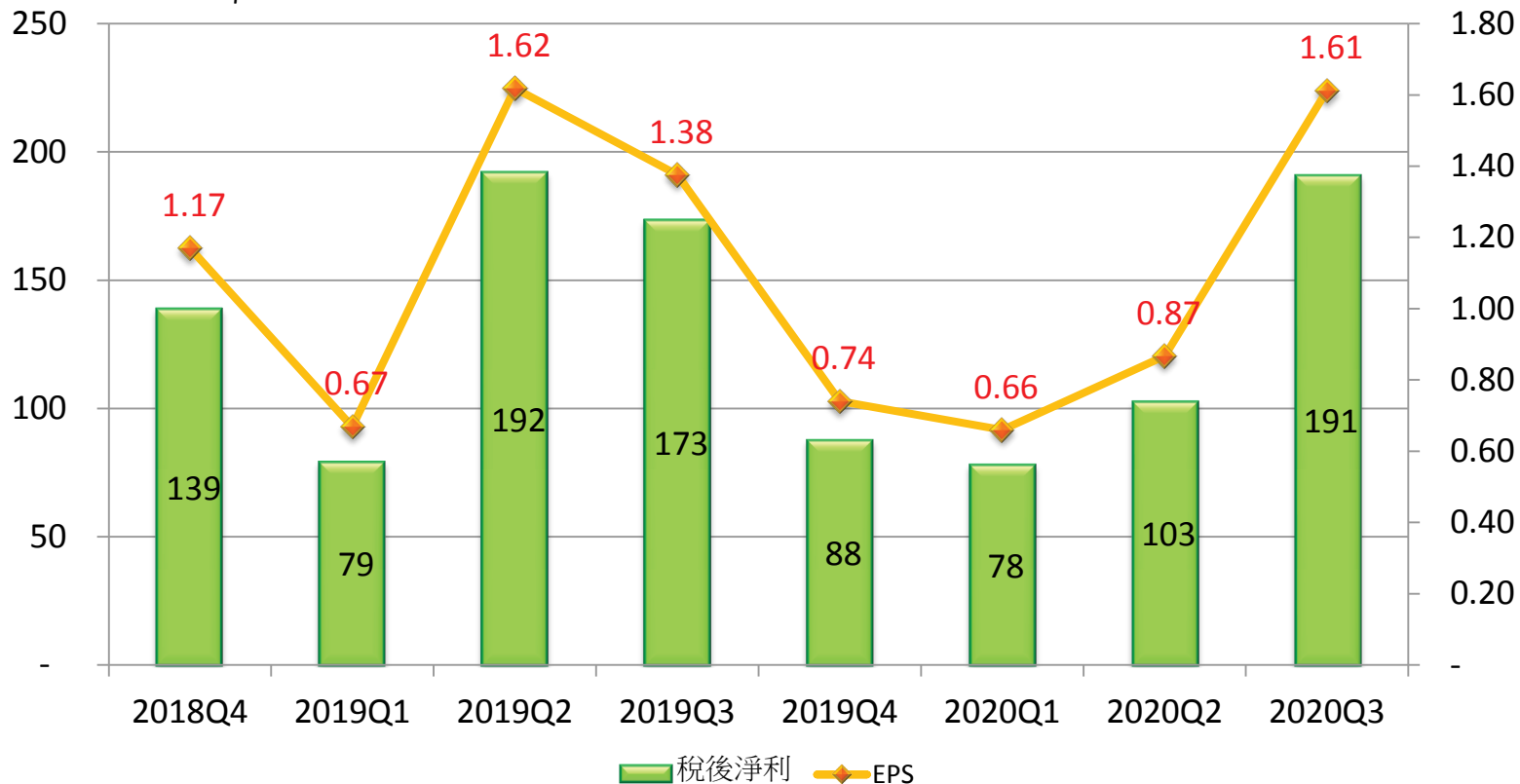
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Quarterly NPAT & EPS

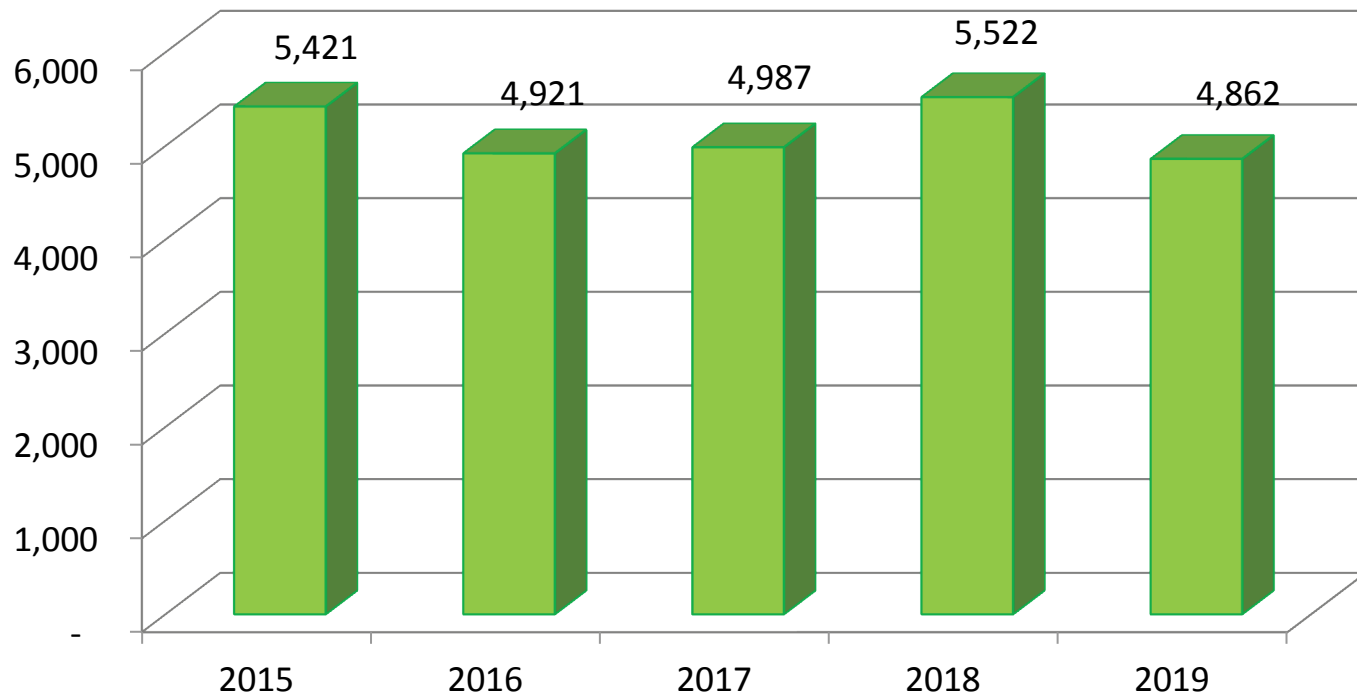
Unit NT\$ million





Yearly Revenues

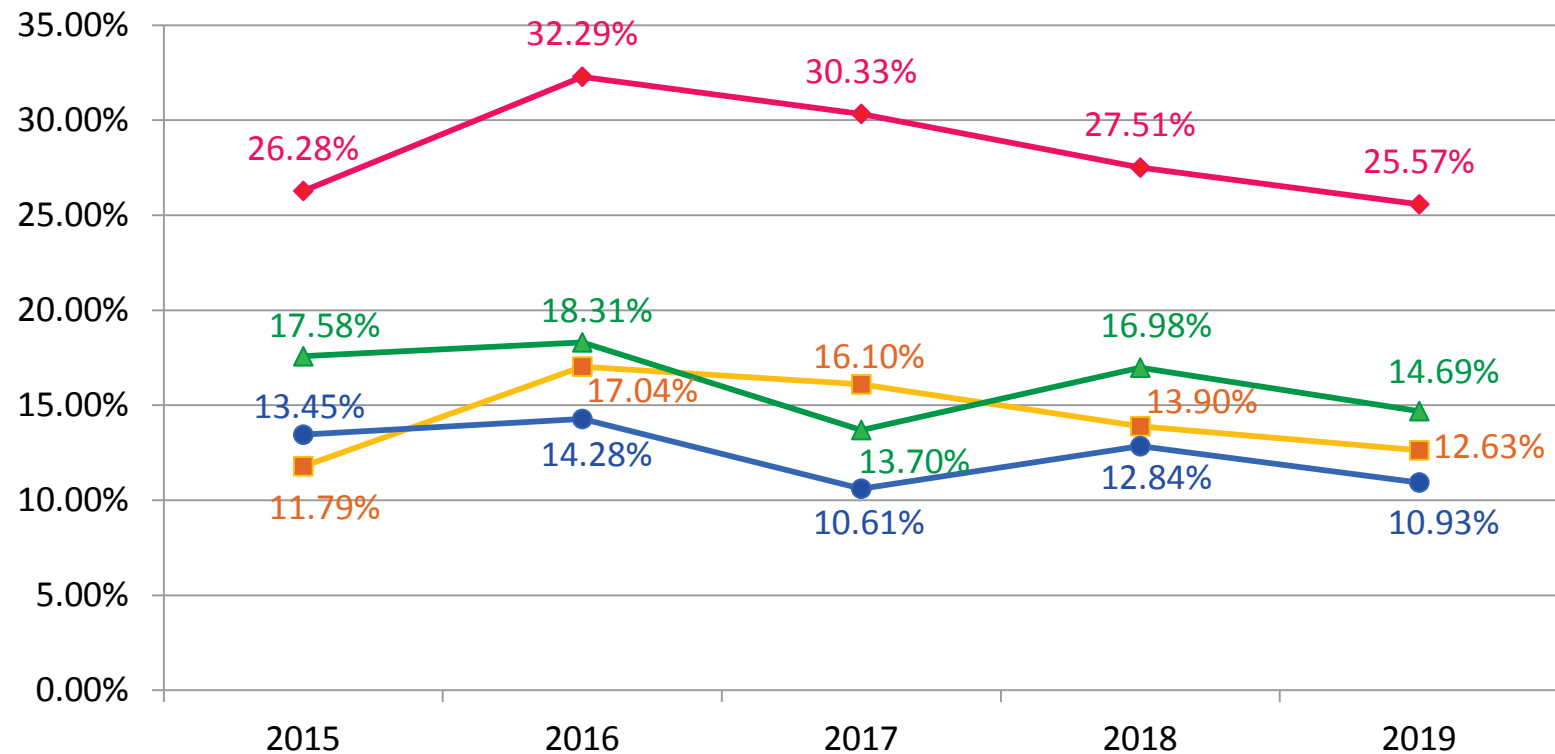
Unit NT\$ million





Yearly Profitability

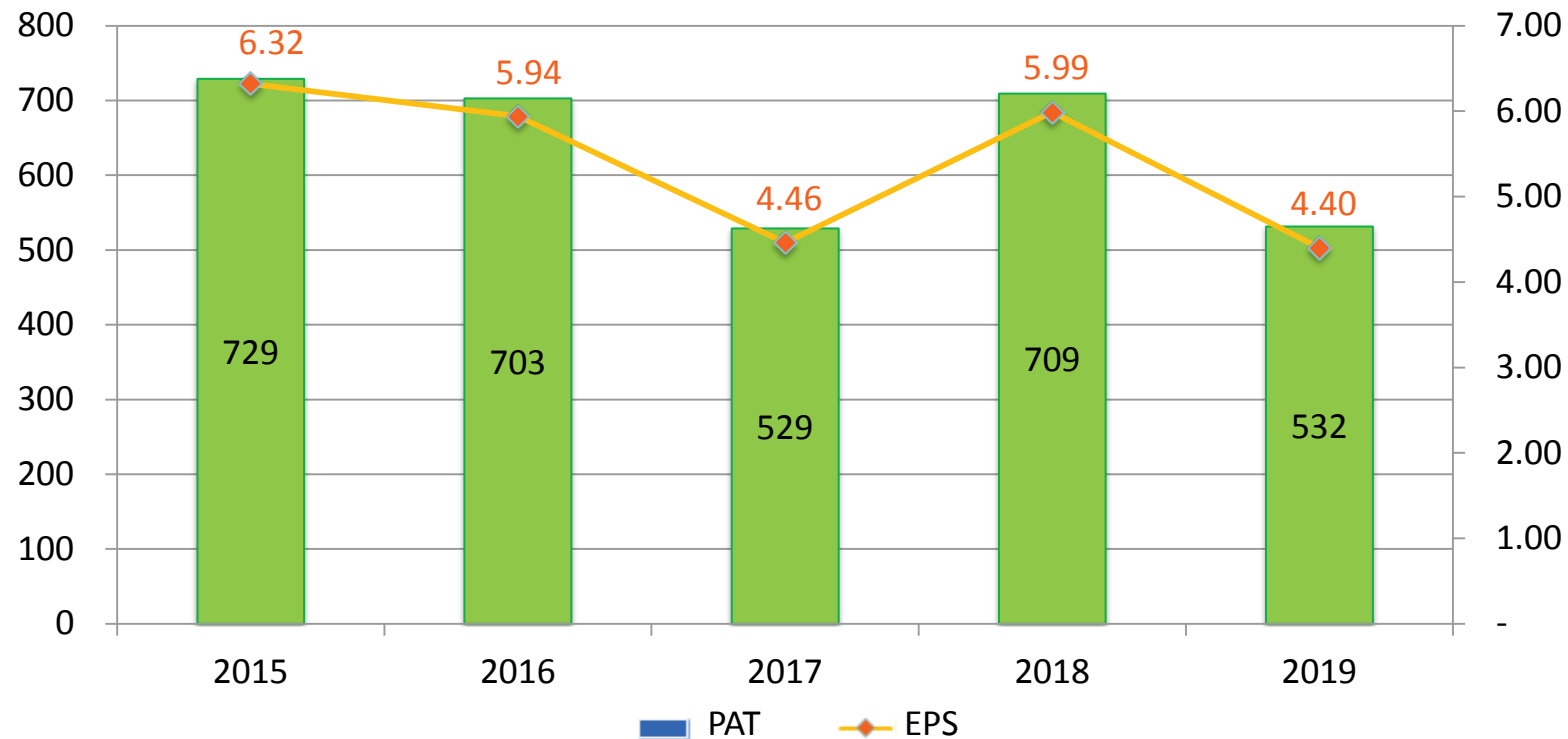
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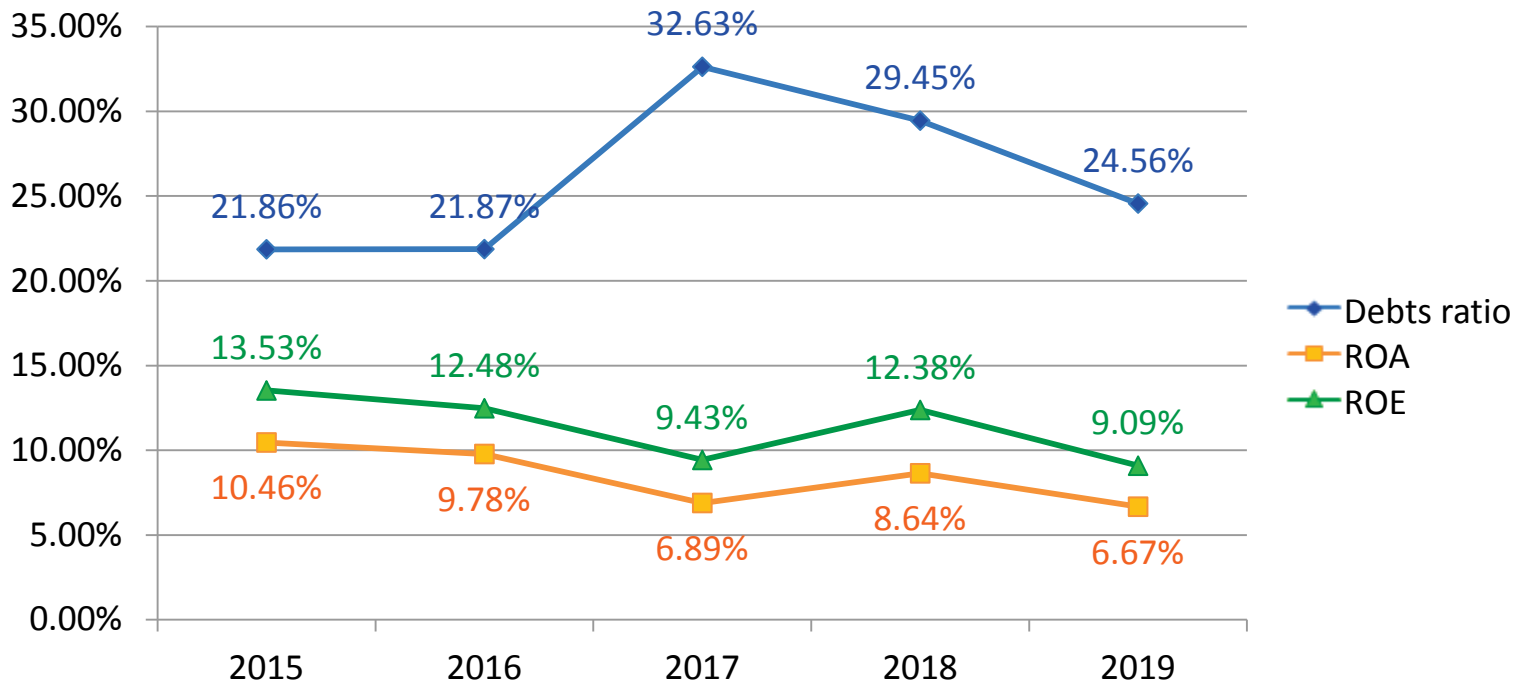
Yearly NPAT & EPS

Unit NT\$ million





Yearly Financial ratio





Dividend policy

NT\$	EPS	Cash Dividend	Stock Dividend	Payout Ratio	Yield Rate
2019年	4.40	3.00	-	68.18%	6.22%
2018年	5.99	3.50	-	58.43%	6.41%
2017年	4.46	3.20	-	71.75%	6.15%
2016年	5.94	4.00	-	67.34%	7.46%
2015年	6.32	4.00	-	63.29%	7.22%
2014年	4.03	2.60	-	64.52%	6.42%
2013年	4.25	3.00	-	70.59%	5.38%
2012年	4.45	3.20	-	71.91%	6.10%
2011年	4.07	3.00	-	73.71%	7.18%
2010年	5.60	3.80	0.20	67.86%	8.29%



Thank You