



Well Shin Technology Co., Ltd.

2022 Investor Conference

December 6, 2022

EV Charge 、 IOT Home Automation 、
AC/DC Power Charge 、 AC Power Cord Set

Conference Agenda



Welcome Speech



Company Presentation and
2022 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 2,700 people

Major Product : Power Cord & Power Related Product

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

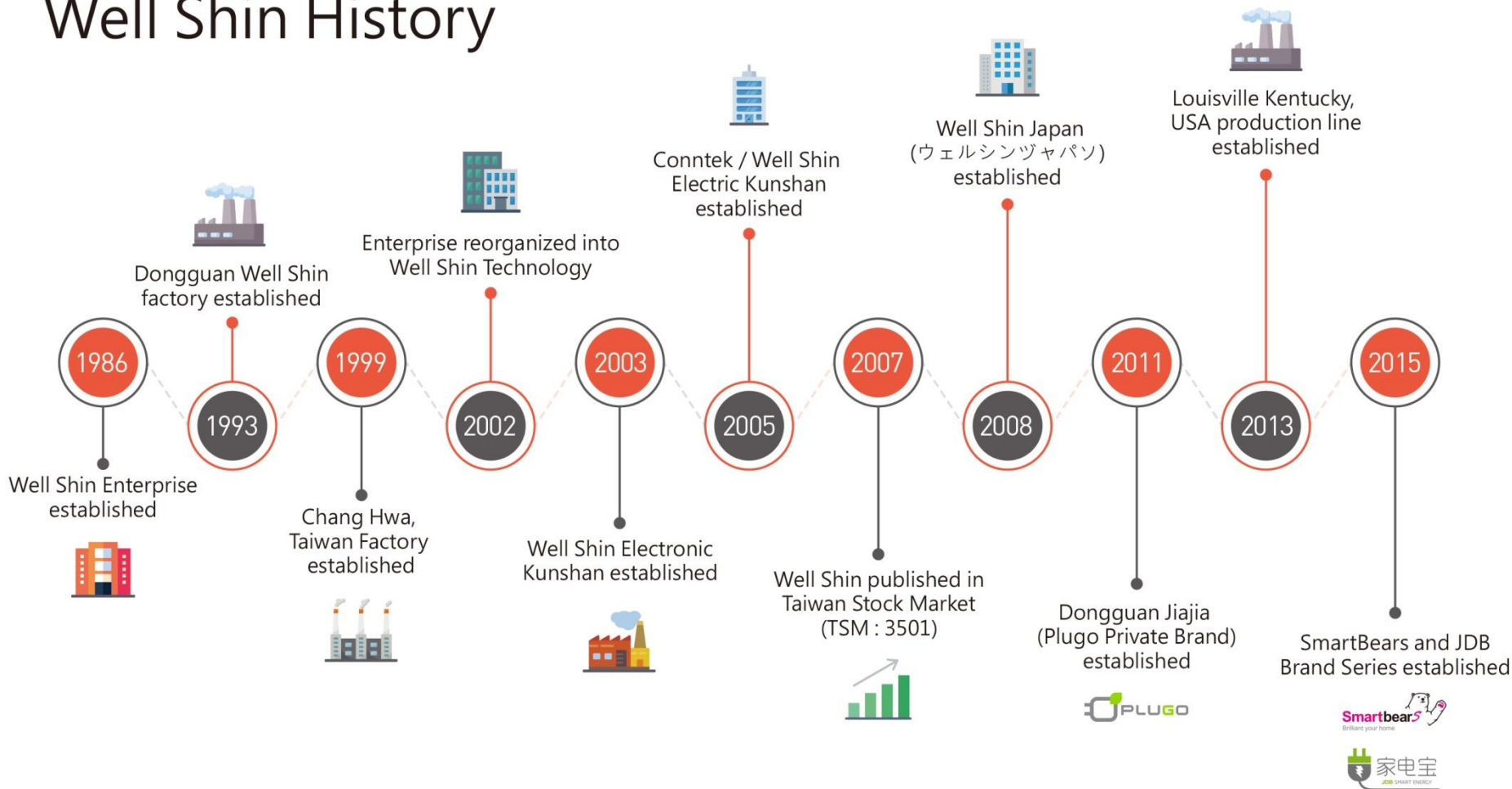
Shares Outstanding : Common Shares: 118,258 thousand shares

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 : 70



Factory

Chang Hwa, Taiwan
Area : 18,582m²
Production Lines : 18
Employees : 230



Factory

Dong Guan, China
Area : 77,731m²
Production Lines : 84
Employees : 1,300



Factory

Kun Shan, China
Area : 72,898m²
Production Lines : 60
Employees : 1,100



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)

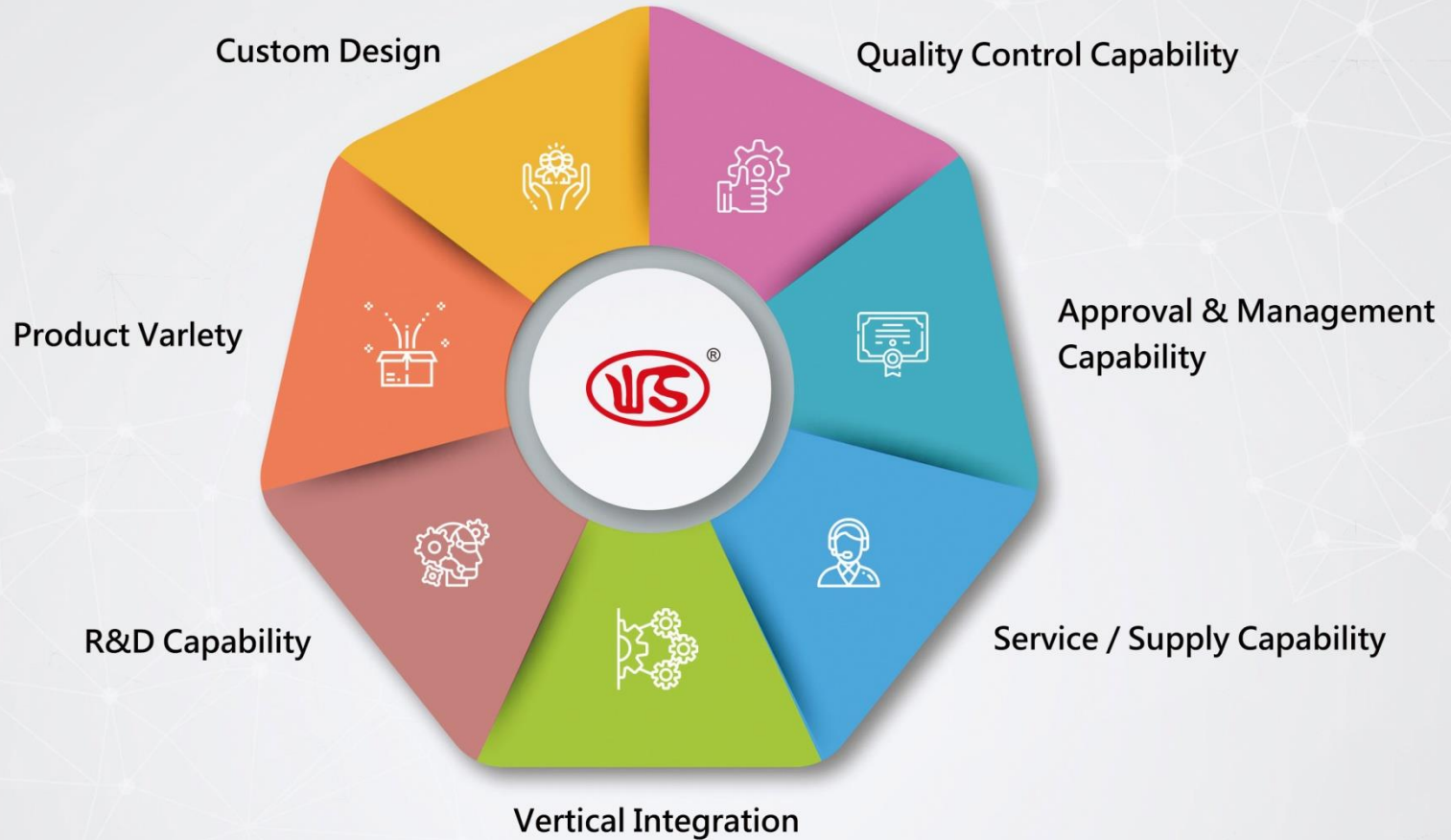
Hub : San Jose (CA), Milwaukee (WI), Franklin (WI), Louisville (KY), Indiana (IN)

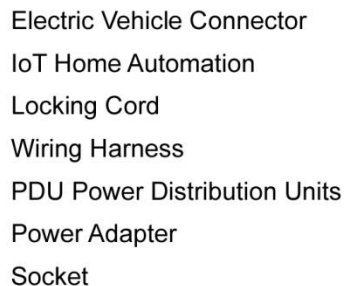
Co-Partner : Quail

Business Philosophy



Core Competence





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



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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	Power Cord, Wire Harness
Consumer Electronics Products	Tablets, Game Consoles, Soundbar, POS, ATM, Smart Speakers	Power Cord, Adapter
Mechanical and Electrical Products	Generators, PDU, UPS, Freezers, 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



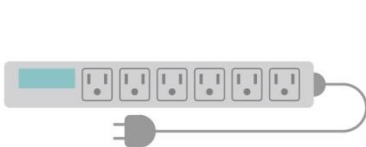
Home Appliances Products
laundries, refrigerators, cooking appliances, etc.

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

UPS, PDU, Lawnmowers, etc.

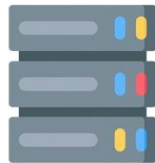
Services and Products- Trading Products



Trading Products

medical devices, Data Center, RV power, etc.

Services and Products - Computing Products



Computing Products
NB, SERVERs, printers, etc.

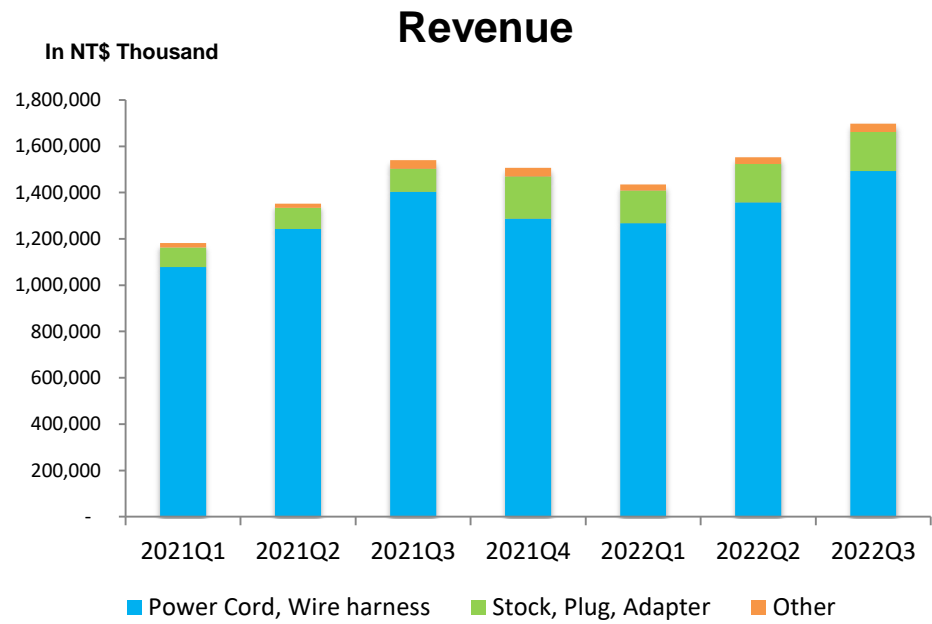
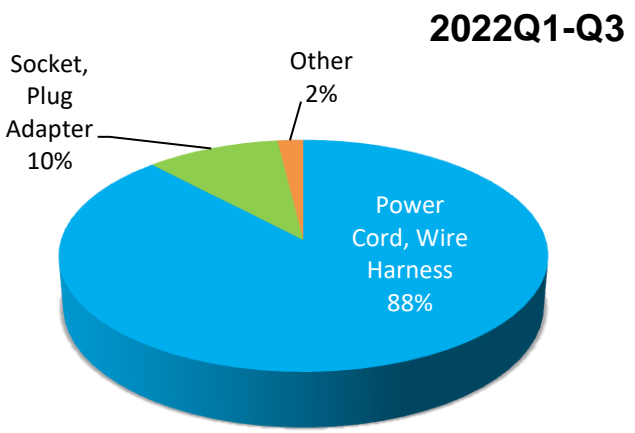
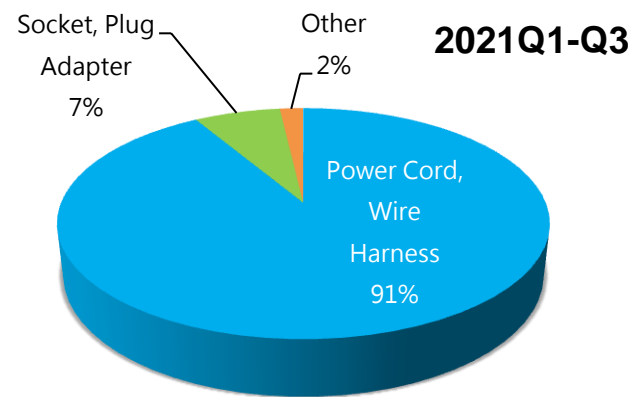
Services and Products - Other Products



Other Products

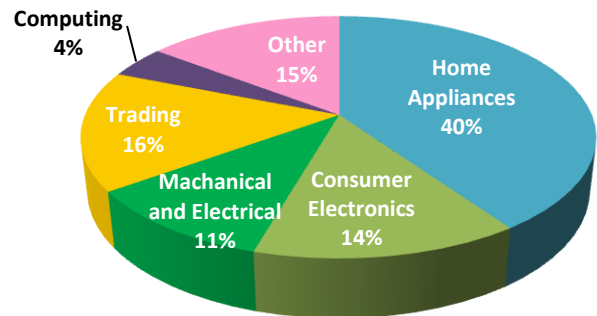
electric vehicles, LEO satellites, LED outdoor lightings, respirators, etc.

Revenue by Product Items

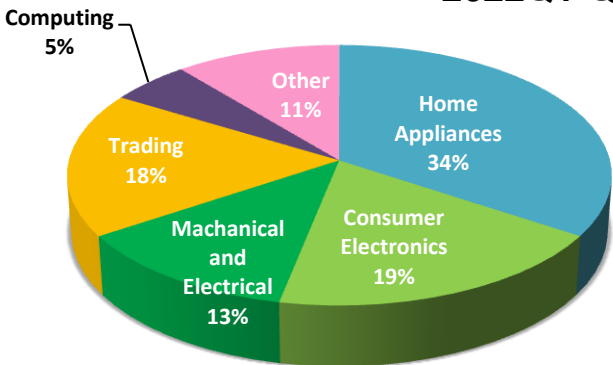


Revenue by Product Application

2021Q1-Q3

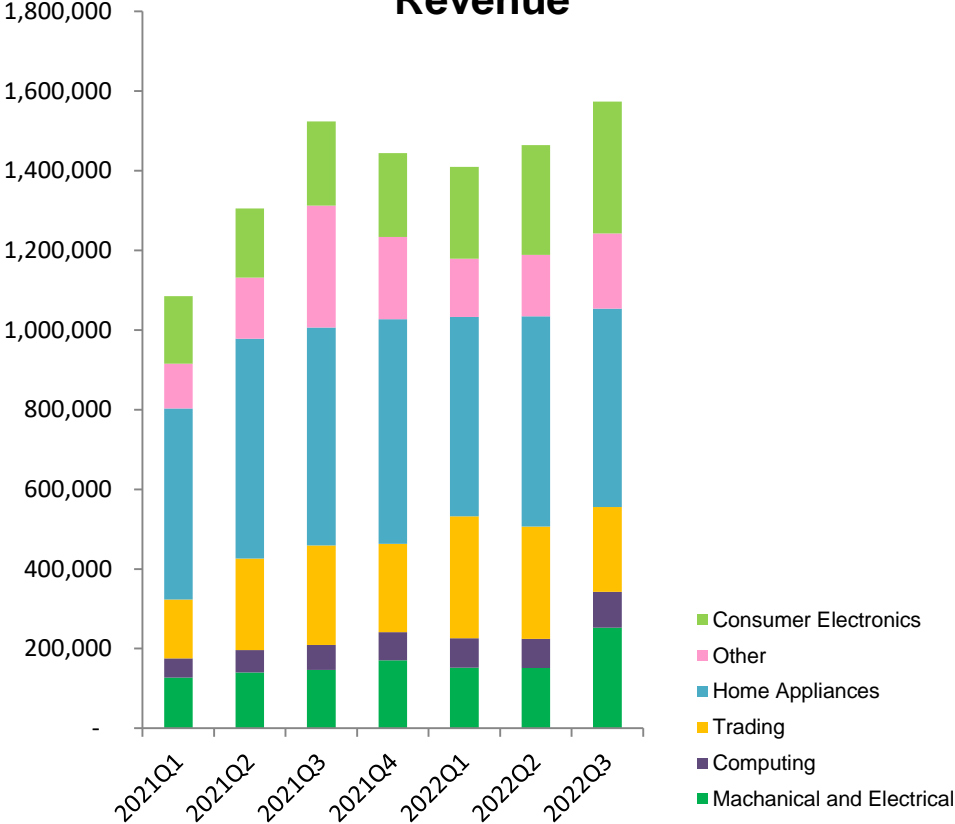


2022Q1-Q3

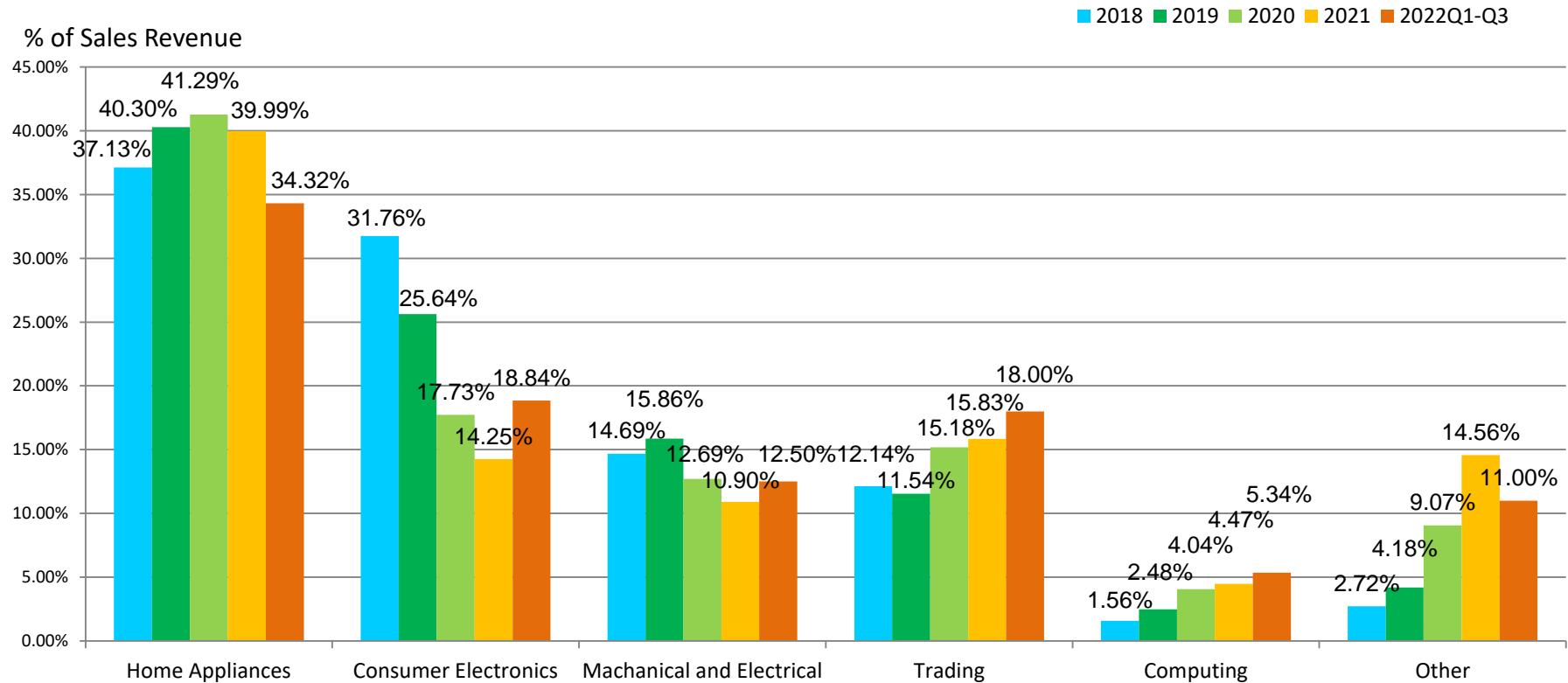


In NT\$ Thousand

Revenue



Five-year Sales Analysis



Quarterly Statements of Comprehensive Income

Selected Items from Statements of Comprehensive Income

In NT\$ Thousand

	2022Q1		2022Q2		2022Q3		2022Q1-Q3	
	Amount	%	Amount	%	Amount	%	Amount	%
Operating revenue	1,434,904	100.00%	1,553,132	100.00%	1,697,266	100.00%	4,685,302	100.00%
Operating costs	(1,186,884)	-82.72%	(1,228,386)	-79.09%	(1,248,675)	-73.57%	(3,663,945)	-78.20%
Gross profit	248,020	17.28%	324,746	20.91%	448,591	26.43%	1,021,357	21.80%
Operating expenses	(148,404)	-10.34%	(175,883)	-11.32%	(171,826)	-10.12%	(496,113)	-10.59%
Operating profit	99,616	6.94%	148,863	9.58%	276,765	16.31%	525,244	11.21%
Non-operating income and expenses	56,893	3.96%	91,206	5.87%	158,228	9.32%	306,327	6.54%
Profit before income tax	156,509	10.91%	240,069	15.46%	434,993	25.63%	831,571	17.75%
Income tax expenses	(42,280)	-2.95%	(57,512)	-3.70%	(101,050)	-5.95%	(200,842)	-4.29%
Net income	114,229	7.96%	182,557	11.75%	333,943	19.68%	630,729	13.46%

EPS

0.97

1.54

2.82

5.33

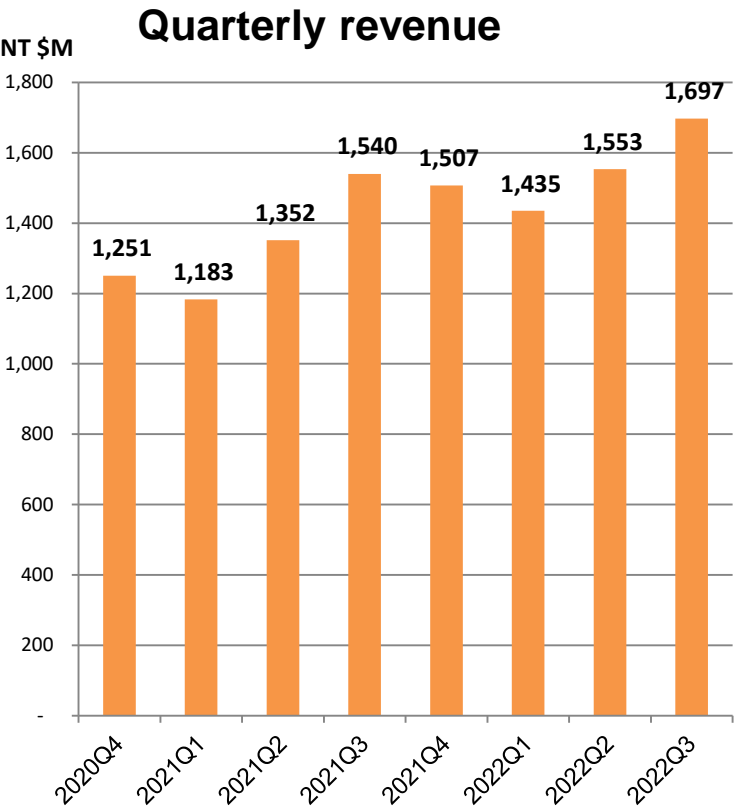
Statements of Comprehensive Income(YOY)

Selected Items from Statements of Comprehensive Income

In NT\$ Thousand

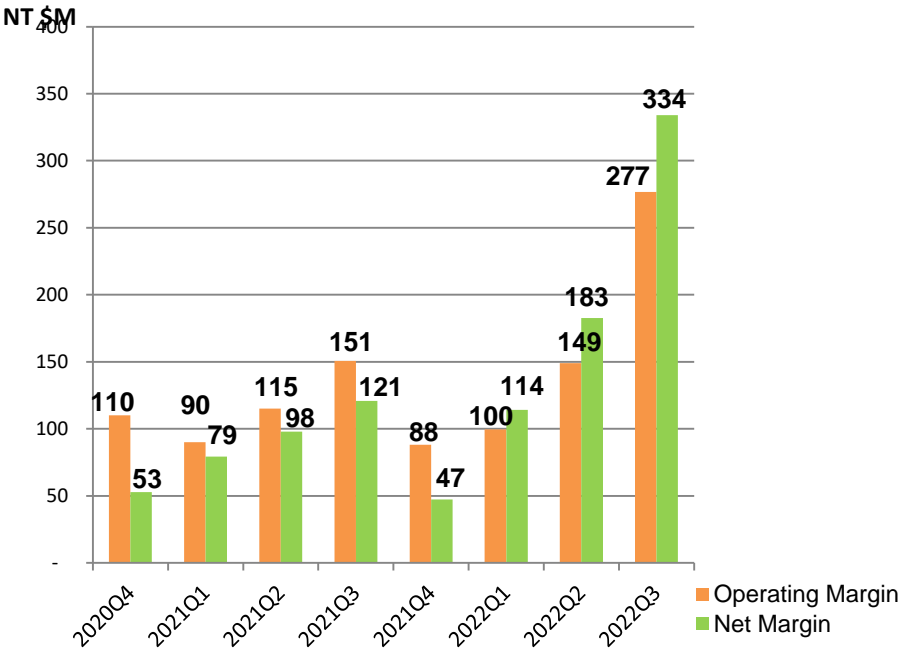
	2022Q1-Q3		2021Q1-Q3		YOY	
	Amount	%	Amount	%	Amount	%
Operating revenue	4,685,302	100.00%	4,074,770	100.00%	610,532	14.98%
Operating costs	(3,663,945)	-78.20%	(3,271,369)	-80.28%	(392,576)	12.00%
Gross profit	1,021,357	21.80%	803,401	19.72%	217,956	27.13%
Operating expenses	(496,113)	-10.59%	(447,803)	-10.99%	(48,310)	10.79%
Operating profit	525,244	11.21%	355,598	8.73%	169,646	47.71%
Non-operating income and expenses	306,327	6.54%	74,010	1.82%	232,317	313.90%
Profit before income tax	831,571	17.75%	429,608	10.54%	401,963	93.57%
Income tax expenses	(200,842)	-4.29%	(131,611)	-3.23%	(69,231)	52.60%
Net income	630,729	13.46%	297,997	7.31%	332,732	111.66%
EPS	5.33		2.52		2.81	

Quarterly Revenue & Margin Trend

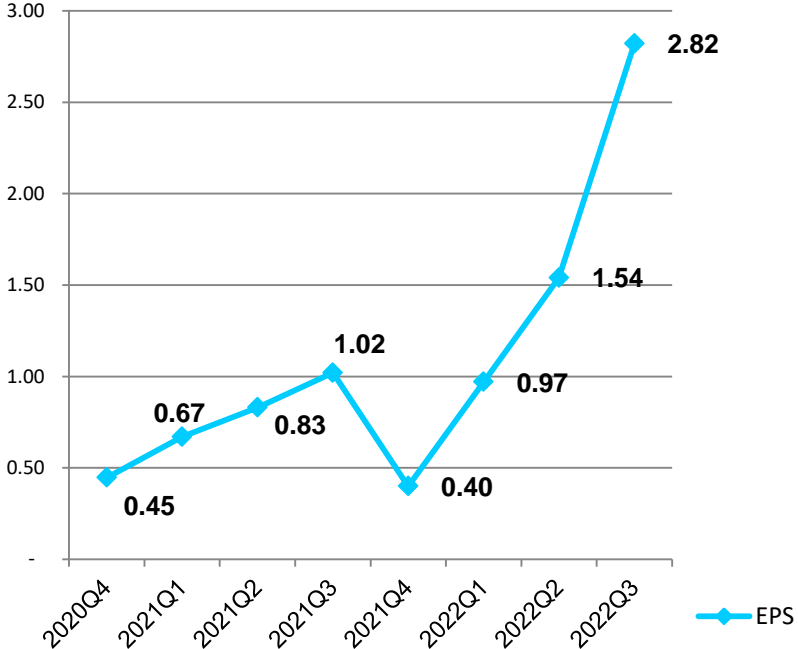


Quarterly Earnings & Growth Trend

Quarterly Earnings & Growth Trend

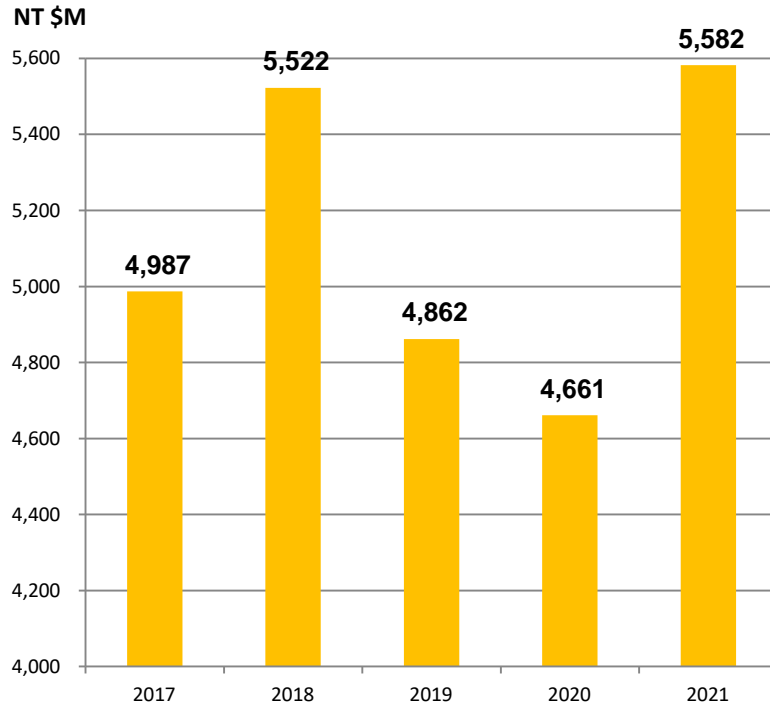


EPS

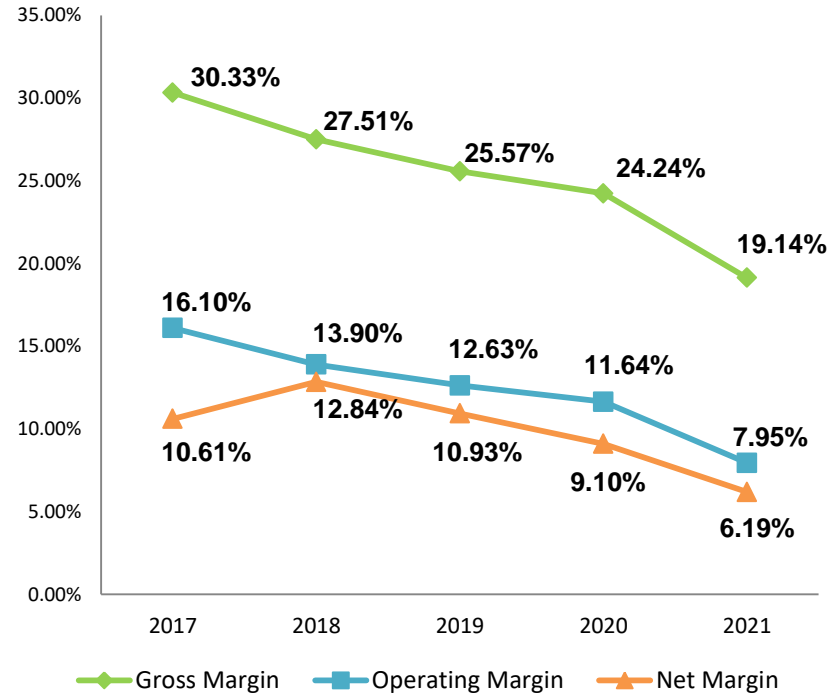


Yearly Revenue & Margin Trend

Yearly Revenue

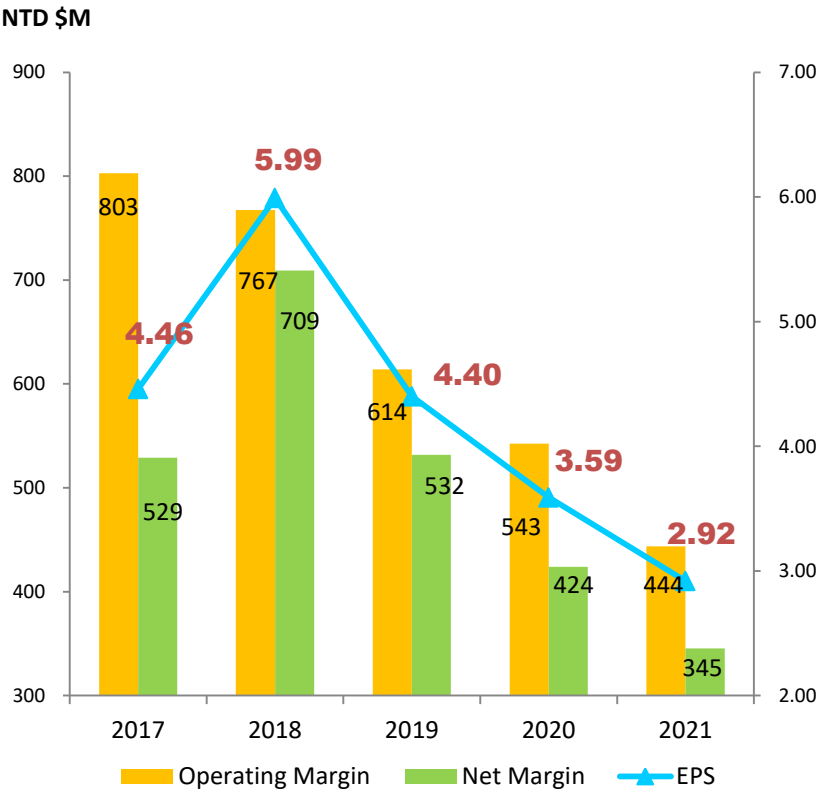


Yearly Margin Trend

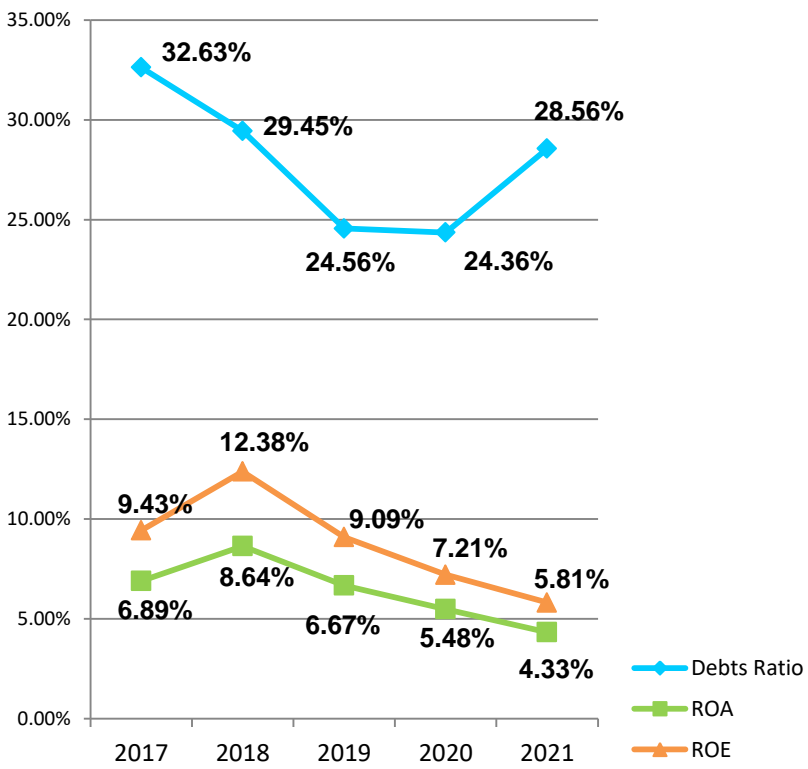


Yearly Earnings & Growth Trend

Yearly Earnings & Growth Trend



Yearly Financial Ratio



Dividend Policy

NT\$	EPS	Cash Dividend	Stock Dividend	Payout Ratio	Yield Rate
2021年	2.92	2.00	-	68.49%	4.45%
2020年	3.59	2.5	-	69.64%	4.92%
2019年	4.4	3	-	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	-	67.34%	7.46%
2015年	6.32	4	-	63.29%	7.22%
2014年	4.03	2.6	-	64.52%	6.42%
2013年	4.25	3	-	70.59%	5.38%
2012年	4.45	3.2	-	71.91%	6.10%

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>