



AWEA MECHANTRONIC CO.,LTD.

Company Presentation

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General Manager

2017/08/31

ISO 9001



ISO 14001



Presentation Outline

- ❑ Market
 - ❑ AWEA Group
 - ❑ Products
 - ❑ Market Trend
 - ❑ Operating Performance
 - ❑ Production Base Layout
of the three places
 - ❑ Current market situation &
Competitive strategy
-

What is Machine Tool ?

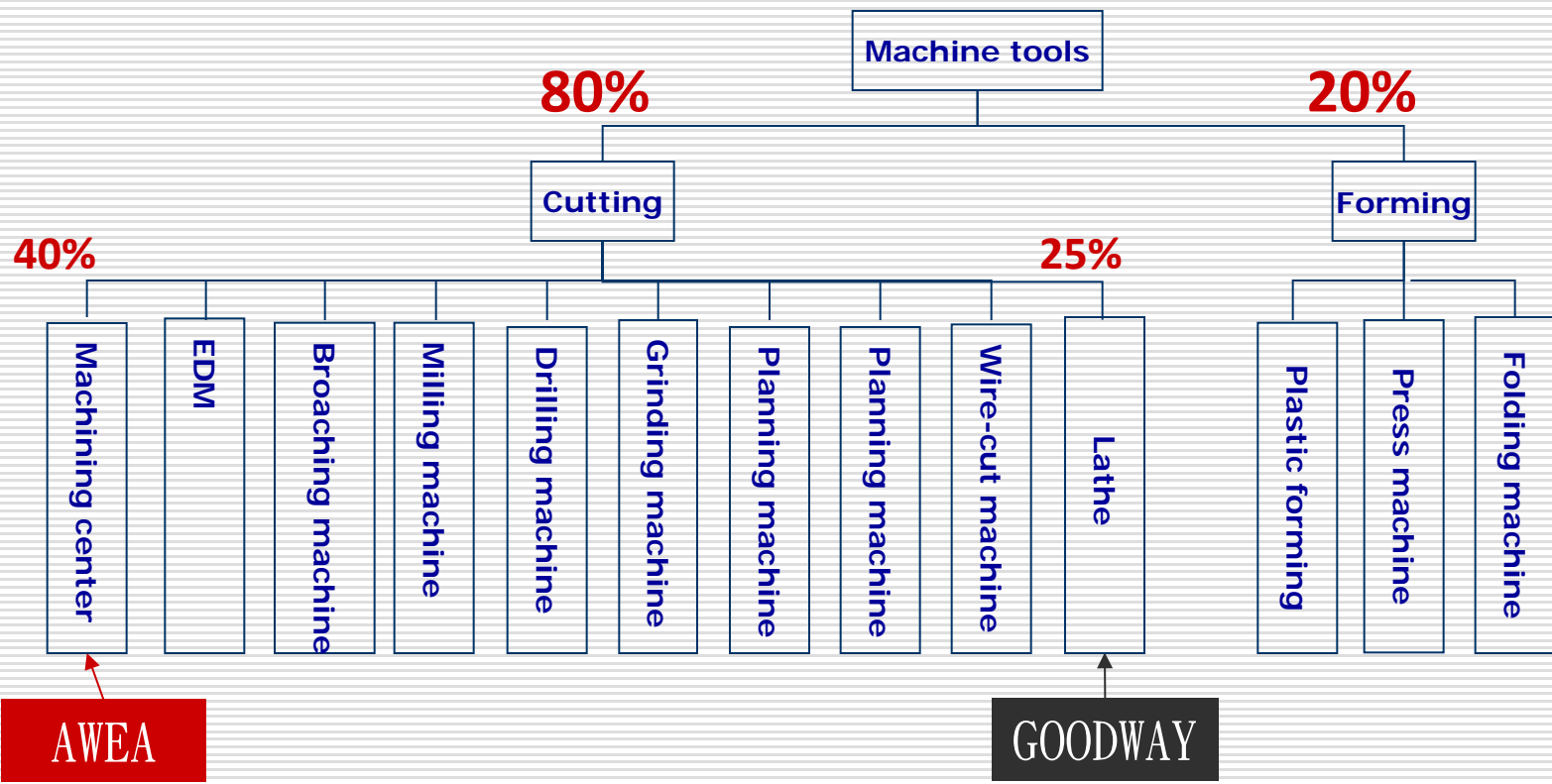
- ❑ Machine Tool is the machine to produce the parts of a machine. It has high quality of technology, and reflects the industry capability, such as **Japan, German, US** and **Italy**.
- ❑ Most of the parts and the moulds of the plastic, quartz and electronic components need machine tools to do machining. It is a big market and not easy to be replaced. ◦

Main applications

- Automobile component molds 30%
- Hi-precision parts 30%
- Aerospace components machining 10%~20%
- 3C industry 10%
- Others 10%



The Types of Machine Tools

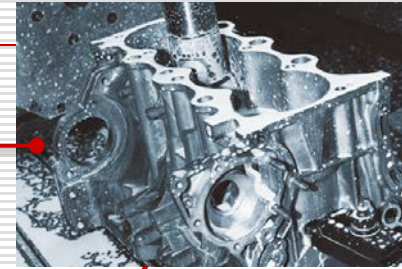


Importance of Machine Tools

Crank Shaft
Turning Center



Cylinder
Machining Center



Aluminum Wheel
Wheel Turning Center



Bumper Mold
Bridge Type
Machining Center



Wheel Mold
Vertical Turning
Center



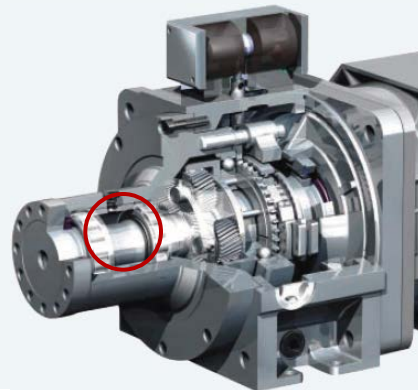
Brake Disk
Vertical Turning
Center

Importance of Machine Tools



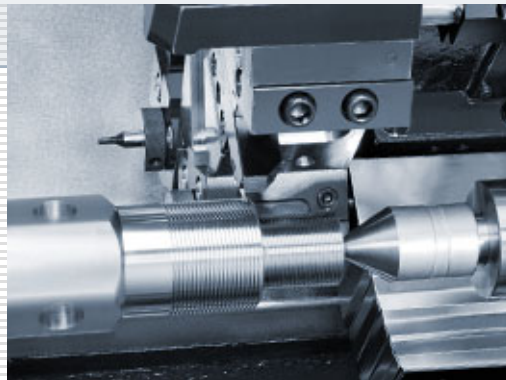
Hub

Horizontal Boring Mills



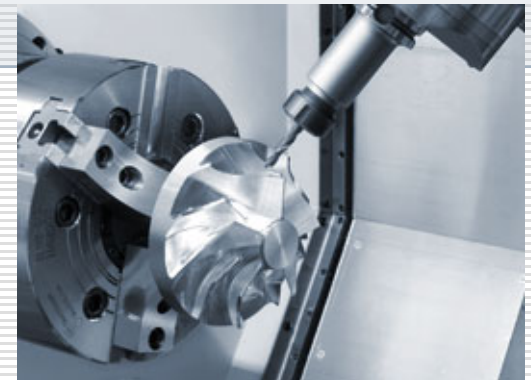
Precision Parts

Turning Center



Turbo-propeller

5-axis Turning Center



Company Profiles

Group Members



GOODWAY MACHINE CORP.(Taiwan&China)
CNC Turning Center Manufacturing / Since 1975



AWEA MECHANTRONIC CO.,LTD. .(Taiwan&China)
CNC Machining Center Manufacturing / Since 1986



YAMA SEIKI USA., INC.(America)
Sales of Turning Centers & Machining Centers / Since 2000



YIH CHUAN MACHINERY INC.
 CNC Machining Center Manufacturing / Since 1972

Operating Centers – Taiwan



GOODWAY Headquarters /
18,600 m²



AWEA Headquarters /
26,000 m²



GOODWAY CTSP Branch /
26,600 m²



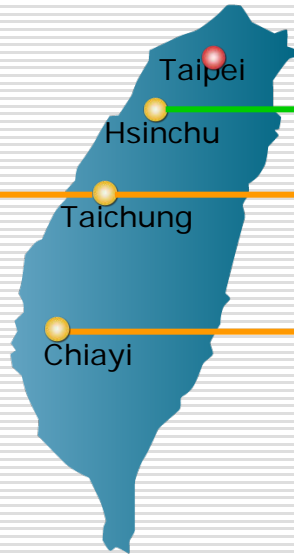
AWEA CTSP Branch /
26,600 m²



EXTRON Headquarters /
10,400 m²



GOODWAY GROUP Chiayi Branch
100,000 m²



Operating Centers – CHINA



GOODWAY GROUP (WUJIANG)
66,800 m²



GOODWAY GROUP (DONGGUAN)
500 m²



AWEA (SHANGHAI) /
8,600 m²

Global Sales Network



YAMA SEIKI / 20,000 m²

Daughter company
100% owned
by GOODWAY group

Over **60** professional dealers
around the world in **43** countries

Company Profiles

- ❑ **1986 AWEA was founded in Hsin-Chu, Taiwan.**
- ❑ **1998 Entered the OTC market.**
- ❑ **2000 Became the listed company in TSEC.**

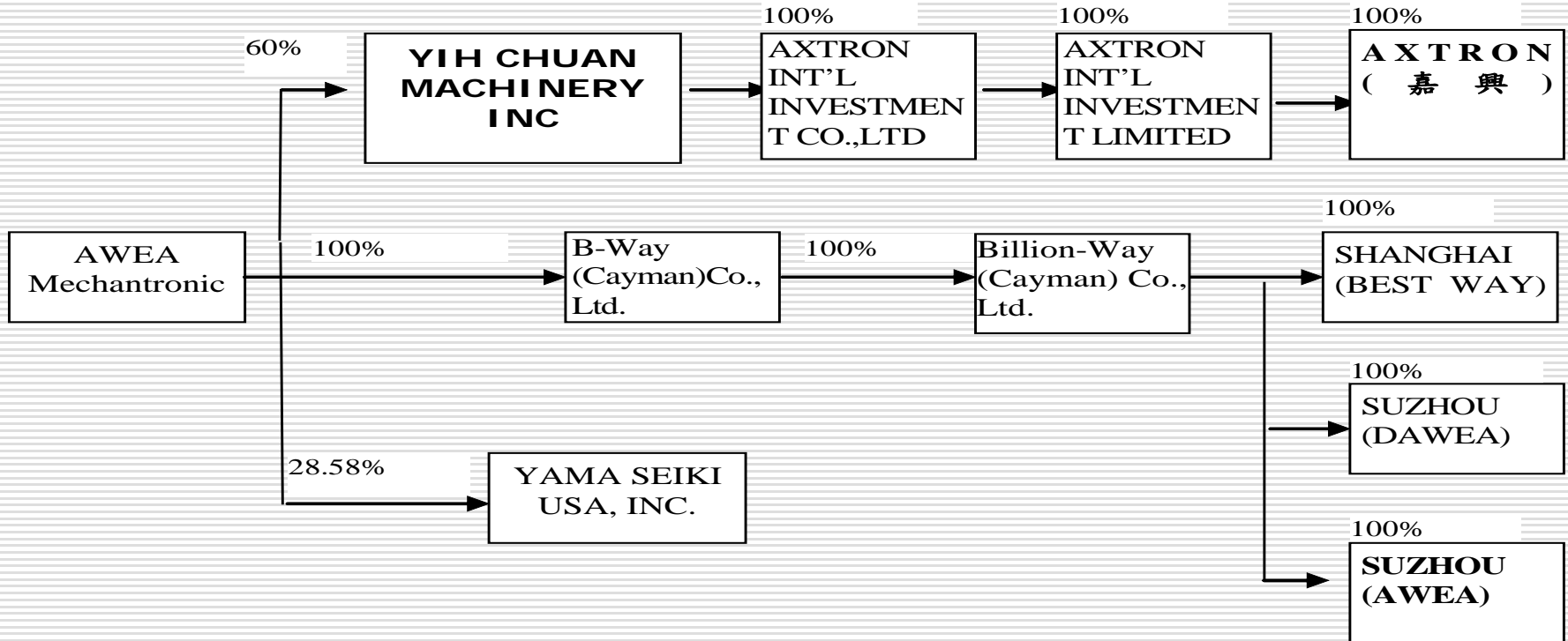
End of 2017/08

- ❑ **Capital: NT\$965m (USD\$32m)**
- ❑ **Employees: 505 (Hsin-Chu factory: 230, Tai-Chung factory: 260, other: 15)**
- ❑ **RD members: 65**
- ❑ **Major products: C type and bridge type CNC machine center**
- ❑ **Subsidiaries : Best Way Shang-Hai , Dawea Su-Zhou, Wu-jiang Su-Zhou (all 100% holding), EXTRON (60% holding)**

Certification

- ❑ **ISO 9001 Quality System --Germany TUV CERT**
- ❑ **ISO 14001 Environmental System --Germany TUV CERT**
- ❑ **CE European Safety System --UK AMTRI**

Investment



Featured Products

Featured Products - Extra-large Machining Centers

Production Base: Hsinchu

**Advantage: Largest in Taiwan with working area: 20,000 x
7,000 x 1,400 mm**

Application: Extra-large working piece



MCP Series



LG Series

Featured Products - 5-axis Machining Centers



Production Base: Hsinchu, Taichung

Advantage: Comprehensive lines with loading up to 1,000 kgs

Application: High efficiency production for complex parts, integrated with robots for light-off productions



FCV Series



FV Series

Featured Products - 5-axis Machining Centers



Production Base: Hsinchu, Taichung

Advantage: Comprehensive lines with loading up to 1,000 kgs

Application: High efficiency production for complex parts, integrated with robots for light-off productions



[MEGA5 Series](#)

Featured Products - Horizontal Machining Centers



Production Base: Taichung

Advantage: Comprehensive lines for various demands, auto pallet changer

Application: Automobile, oil & gas industries



AH Series



MB-APC Series

Featured Products - Boring Mills

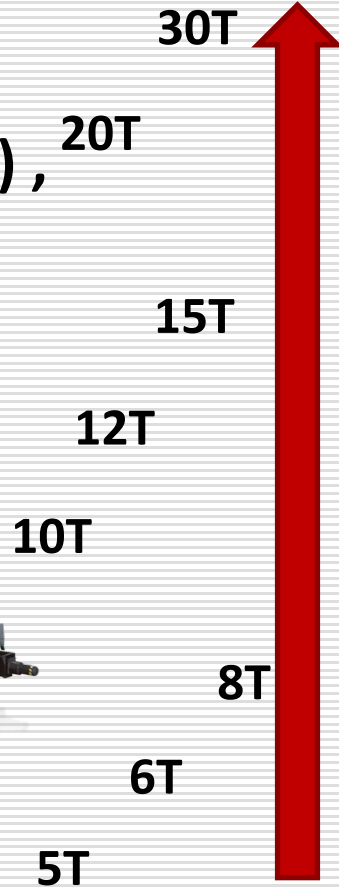
Production Base: Hsinchu, Taichung

**Advantage: Working table for heavy loading (30 tons) ,
automatic attachment heads**

Application: Large molds, energy industries



BL Series



Featured Products - 5-face Double Column Machines



Production Base: Hsinchu

Advantage: Working area up to 8000 x 4000 x 2650 mm

Application: Large molds, rail, oil & gas industries



MVP Series



HVM Series

Featured Products - High speed Machining Centers

Production Base: Hsinchu, Taichung

Advantage: Acceleration RG5 series up to 0.5G, AG5 series up to 0.5G

Application: Aerospace, high precision mold industries



X / Y / Z axes driven by high speed ballscrews



X / Y axes driven by high speed linear motor

Featured Products - Double Column Machining Centers



Production Base: Hsinchu, Taichung, Wujiang (China)

**Advantage: Comprehensive lines – X travel: 2500 – 8000 mm,
Y travel: 1600 – 4000 mm, Z travel: 760 – 1400 mm**

Application: A variety of precision industries



Featured Products - Vertical Machining Centers



Production Base: Taichung, Wujiang (China)

Advantage: Comprehensive lines - boxway & linear guideway

BM(boxway) X:850~2500mm, Y:600~1000mm, Z: 600~1000mm,

AF(linear guideway) X:510mm~1800mm, Y:400~800mm, Z: 330~800mm

**Application: Mold, automobile, bicycle parts, aerospace,
photoelectric industries**



Market Trend

Self-developed Attachment Heads



萬向頭-手動



萬向頭-自動



延長頭-自動



35度頭-自動



臥頭-自動

International Cooperation Attachment Heads



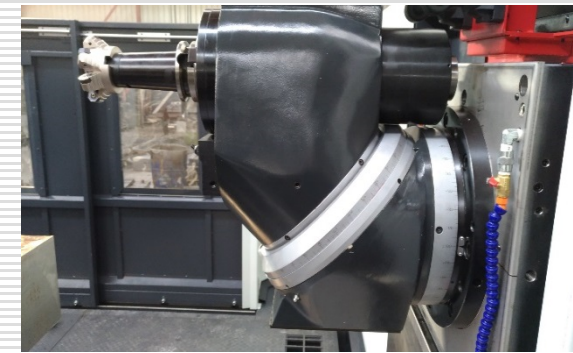
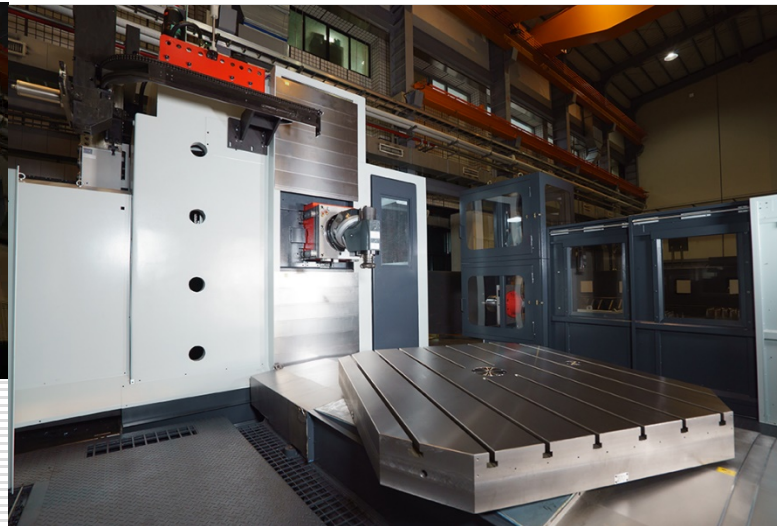
AWEA Model	TIN-6324	COM-6324	COM-10015	STR-10012	NOV-6324L	NOV-10015
Electro Spindle Specifications	HSK -A63	HSK -A63	HSK -A100	HSK -A100	HSK -A63, long nose	HSK -A100
	Max. Speed - 24000rpm	Max. Speed - 24000rpm	Max. Speed - 15000rpm	Max. Speed - 12000rpm	Max. Speed - 24000rpm	Max. Speed - 15000rpm
	Nominal power - 27kW	Nominal power - 42kW	Nominal power - 50kW	Nominal power - 40kW	Nominal power - 42kW	Nominal power - 50kW
	Nominal torque - 40Nm	Nominal torque - 67Nm	Nominal torque - 95Nm	Nominal torque - 248Nm	Nominal torque - 67Nm	Nominal torque - 95Nm

Italian-made 2-axis Head

Market Trend –Automation

□ BL-FM with Emena head

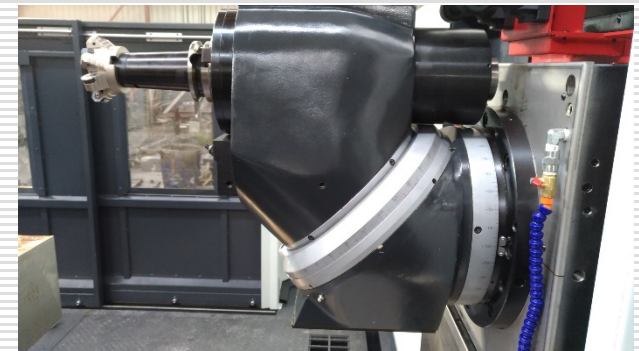
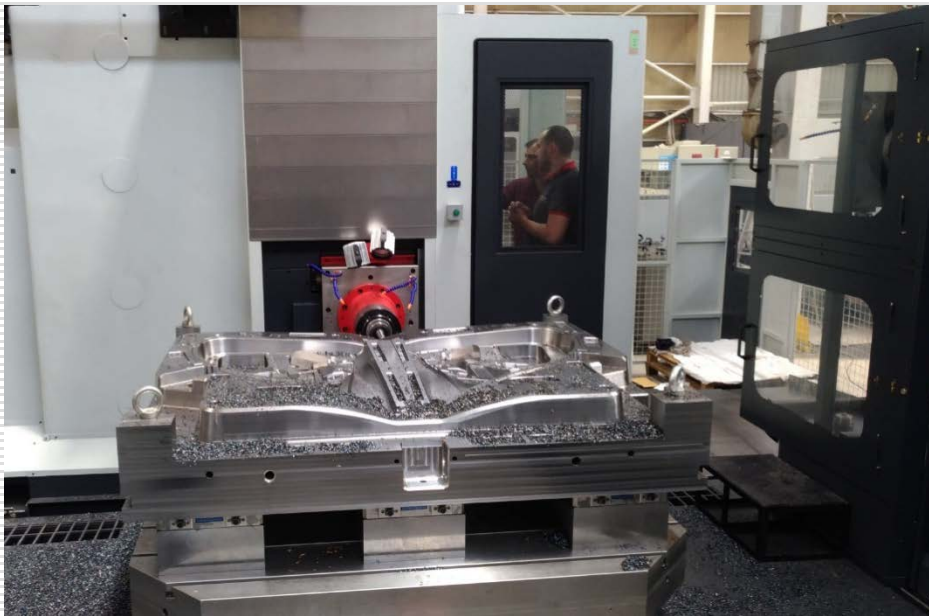
- Head exchangeable
- Automatic universal head(2.5° /2.5°;1° /1°)



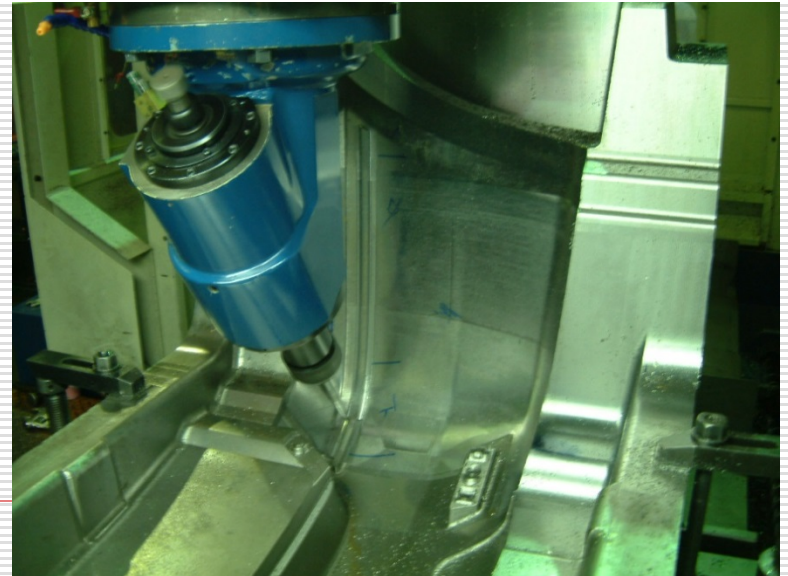
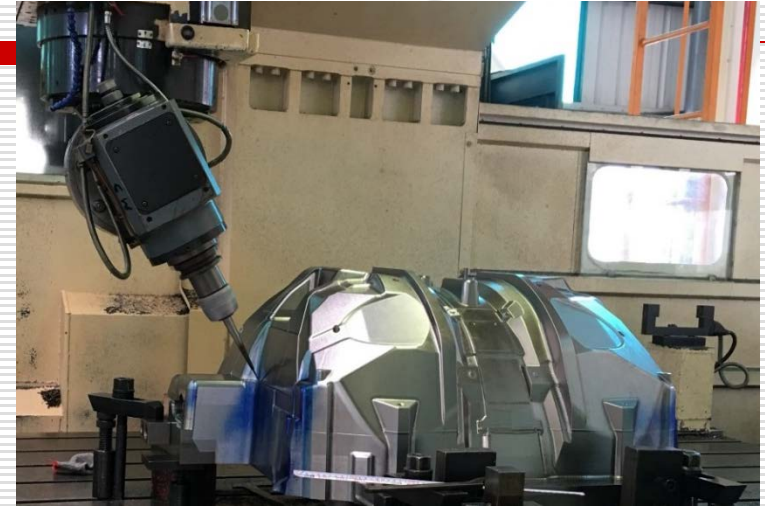
Market Trend –Automation

□ BL-FM with Emena head

- High power spindle motor(104KW)
- High speed built-in spindle at 8000RPM



Market Trend – Attachment Head Application in Automobile Industry



Market Trend – Attachment Head Application in Automobile Industry



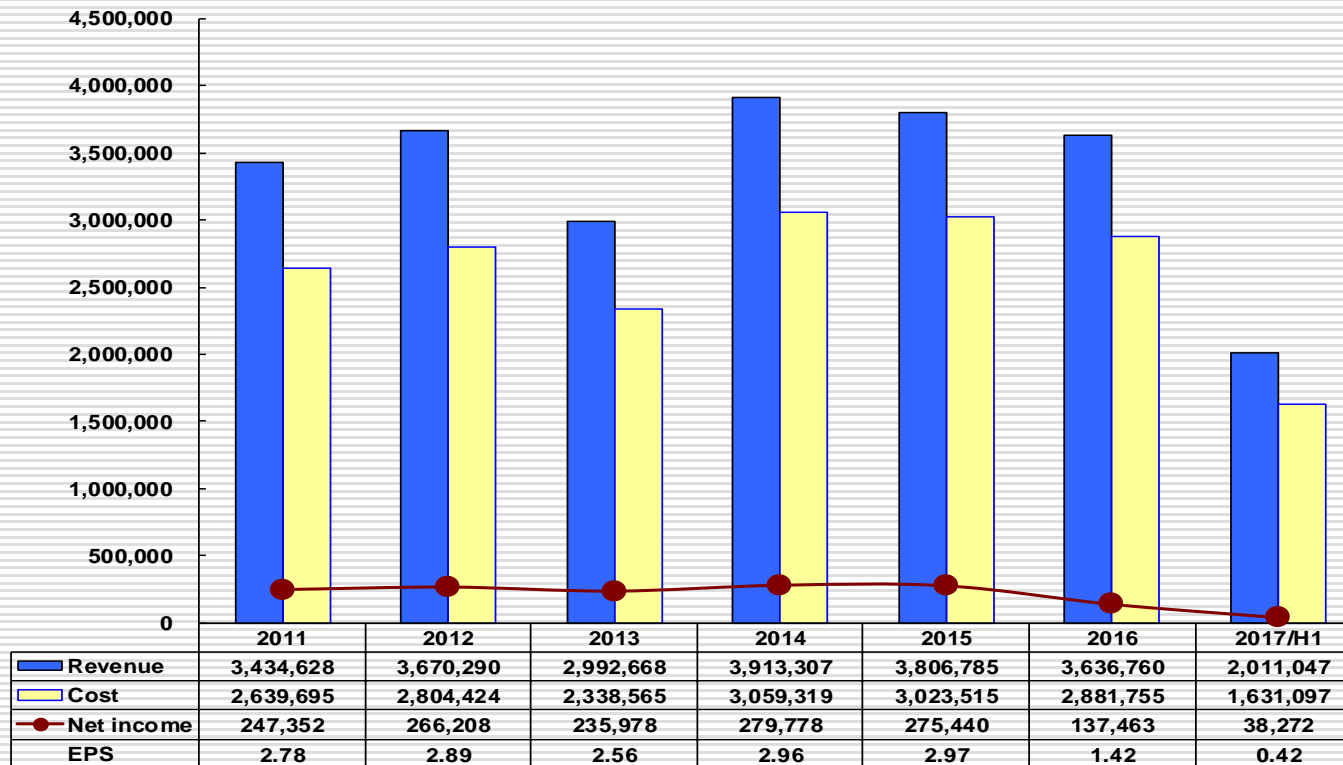
Operating Performance

Financial results



Revenue, cost, net income and EPS

Unit:NT/Thousand



Financial results--Dividends

year	2016	2015	2014	2013	2012
stocks	–	0.5	–	–	–
Cash	0.7	0.5	2.2	2.0	1.5
TOTAL	0.7	1.0	2.2	2.0	1.5

Benchmark-Operating expenses rate

單位：%

year	2017H1	2016	2015	2014	2013	2012
AWEA(1530)	12.93%	13.47%	14.09%	14.04%	14.17%	13.50%
GOODWAY(1583)	15.51%	16.56%	15.69%	15.08%	15.87%	14.92%
KAFO(4510)	14.94%	17.35%	17.08%	14.69%	14.21%	14.58%
TONGTAI(4526)	21.66%	20.66%	22.78%	17.91%	18.64%	17.53%
TTT(6609)	13.69%	15.47%	13.71%	13.45%	12.50%	12.83%

Marketing Share

AMERICA

2014/2015/2016/2017H1

10%/12%/9%/9%

EUROPE

2014/2015/2016/2017H1

25%/26%/26%/19%

CHINA

2014/2015/2016/2017H1

25%/32%/34%/33%

ASIA

2014/2015/2016/2017H1

9%/4%/6%/10%

TAIWAN

2014/2015/2016/2017H1

31%/26%/25%/29%



Market Revenue (一)

單位：台/新台幣百萬

區域別		2017H1		2016		2015		2014		2013		2012		2011	
		unit	amt.	unit	amt.	unit	amt.	unit	amt.	unit	amt.	unit	amt.	unit	amt.
China	Bridge	56	333	90	698	106	857	73	663	78	546	78	757	102	723
	C type	214	311	292	496	140	295	86	229	77	146	55	133	78	183
sum		270	644	382	1,194	246	1,152	159	892	155	692	133	890	180	906
Taiwan	Bridge	30	259	60	395	58	388	70	377	72	441	62	333	67	466
	C type	157	292	228	452	271	535	367	731	255	506	196	399	228	473
sum		187	551	288	847	329	923	437	1,108	327	947	258	732	295	939
Koera	Bridge	15	102	10	66	5	40	6	39	8	58	7	86	33	267
	C type	5	15	5	17	10	25	5	12	-	-	6	11	18	58
sum		20	117	15	83	15	65	11	51	8	58	13	97	51	325

Market Revenue (=)

Unit : set/NT million

Reg.	model	2017H1		2016		2015		2014		2013		2012		2011	
		unit	Amt.	unit	Amt.	unit	Amt.	unit	Amt.	unit	Amt.	unit	Amt.	unit	Amt.
Italy	Bridge	5	31	5	30	8	50	9	51	-	-	4	27	3	22
	C type	63	126	92	202	128	261	94	217	33	88	70	187	58	146
sum		68	157	97	232	136	311	103	268	33	88	74	214	61	168
German	Bridge	-	-	-	-	-	-	1	9	-	-	-	-	1	5
	C type	11	40	26	90	24	79	19	70	25	86	17	61	-	-
smm		11	40	26	90	24	79	20	79	25	86	17	61	1	5

5-axis Machining Centers revenue

Unit : set/NT million

model	2017H1		2016		2015		2014		2013		2012	
	unit	Amt	unit	Amt	unit	Amt	unit	Amt	unit	Amt	unit	Amt
FCVSeries	7	32	28	152	13	64						
FMVseries			1	12			2	10	5	33	2	20
Fvseries			1	3			4	17				
MEGA5series			2	34			1	33	2	47	2	73
sum	7	32	32	201	13	64	7	60	7	80	4	93

Production Base Layout of the three places

Production Base Layout of the three places



□ Hsinchu factory

- The 3rd time expansion
- Build : 2018/Q1

□ Da Pu Mei factory

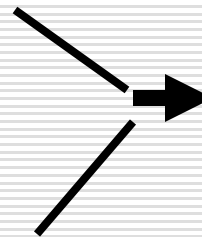
- Scale : 30,000m²
- Build : 2017/Q4

□ Taichung factory

- Plant refined

□ In China

- Best Way assembly Line
- DAWEA professional machining workshop



□ Wujiang factory

- Scale : 66,700m²(With Goodway)
- Start : Q3 in 2013
- The 2rd time expansion 2017Q4

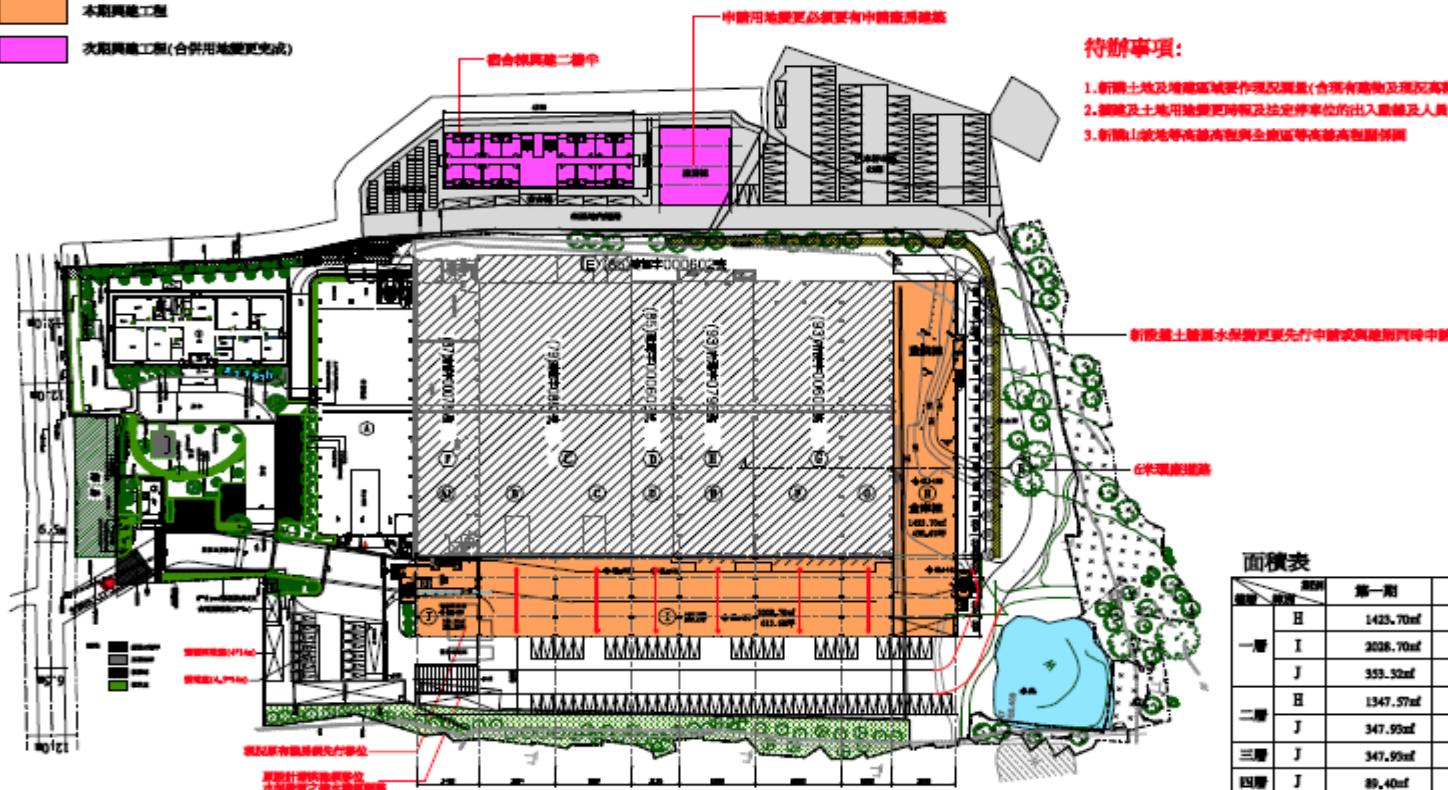
Hsinchu factory



亞崴機電股份有限公司(新竹廠)增建廠房新建工程

E方案

- 本期興建工程
- 次期興建工程(合併用地變更完成)



待辦事項:

1. 新闢土地及增建區域實況調查(含原有建物及現況高程測量)
2. 該廠及土地用途變更時機及法定停車位的出入動線及人員管理
3. 新闢土地地形等高線高程與全廠區等高線高程關係圖

面積表

樓層/區段	類別	第一期	第二期
一層	日	1423.70mf	—
	I	2028.70mf	—
	J	353.52mf	—
二層	日	1347.57mf	—
	J	347.95mf	—
三層	J	347.95mf	—
四層	J	89.40mf	—
合計		5938.55mf	—

基地全區平面配置圖 SCALE=1/1000(A3)
SCALE=1/500(A1)

Da Pu Mei factory



亞崴機電股份有限公司

嘉義大埔美精密機械園區廠辦新建工程



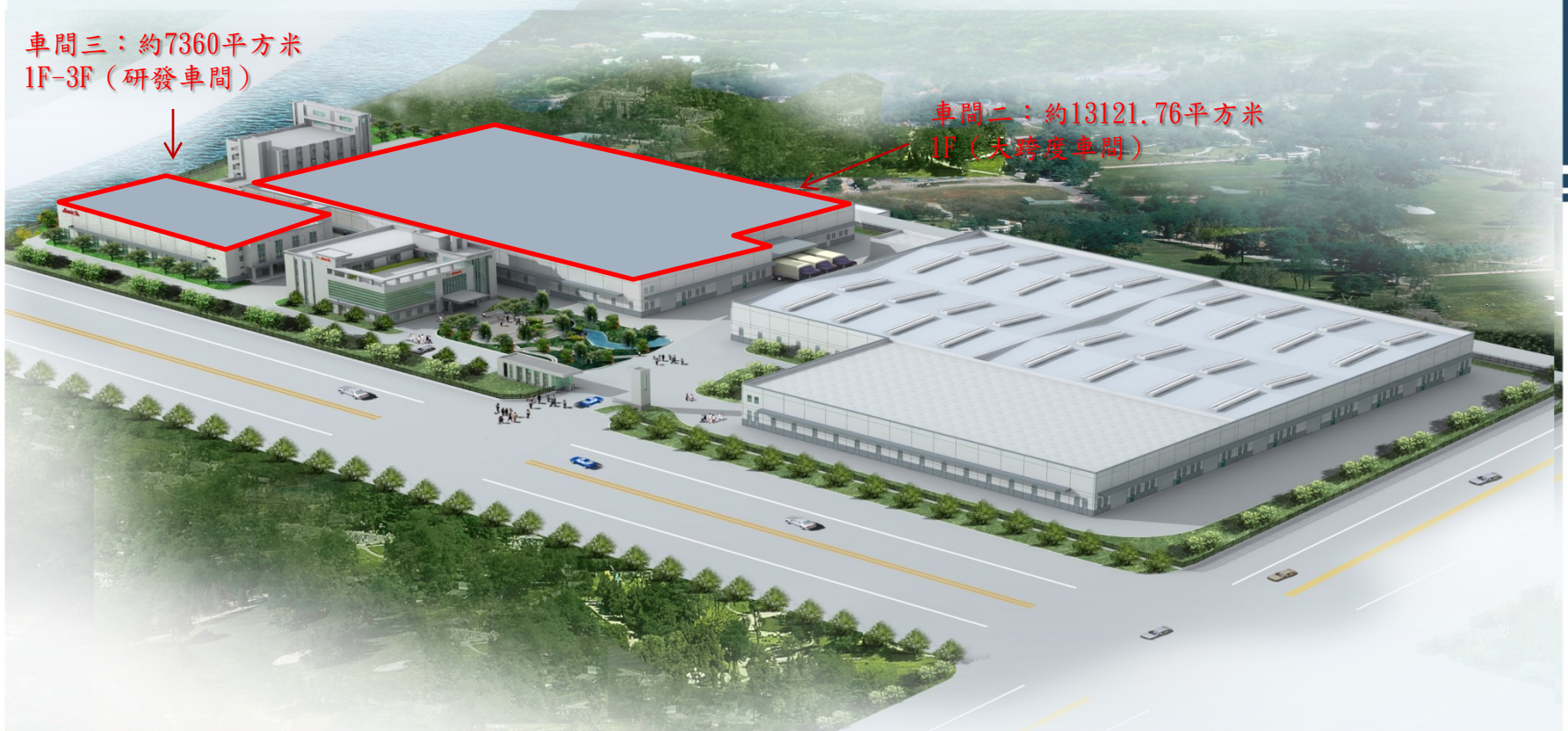
□ Scale : 30,000m²

Wujiang factory

鸟瞰图

車間三：約7360平方米
1F-3F（研發車間）

車間二：約13121.76平方米
1F（大跨度車間）



亞崴机电（苏州）有限公司三期建设工程-车间三

Market & Competitive strategy

Current market situation

- ❑ Currency exchange rate fluctuation creates new challenges.
- ❑ Demand for automobile industry remains.
- ❑ Central banks are raising the interest rate, market have signs of warming up around the world.
- ❑ Aerospace parts manufacturing localization creates new opportunities.
- ❑ Strong demand on semiconductor & LCD 10.5 generation
- ❑ Government policy for intelligent machines and indigenous naval ship building creates new requirements.
- ❑ Raw materials cost raising.

Operating risk

- ❑ Goodway group already grows to a scale competing with international major players.
- ❑ Government support is limited. No international agreement on tax deduction. Having a unfavorable stance competing with major export countries.
- ❑ Currency exchange rate fluctuation is too big. NT\$ recent appreciation is not helpful for export market.
- ❑ Competition from domestic makers using low price strategy is harmful for the industry long term development.

Competitive strategy

- ❑ Comprehensive product range.
- ❑ Well established global sales network.
- ❑ Accommodated production bases (Taiwan-High production efficiency : China-Big market potential, has regional tax deduction agreement and export subsidies)
- ❑ Continuous new product development and RD investment.
- ❑ Group resources support.
- ❑ Long term production base expansion for future development requirements.

Thank you
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Q & A