

Welcome



AWEA MECHANTRONIC CO.,LTD.

AWEA 2019Q3 Company Presentation

2019.12.05



AWEA MECHANTRONIC CO.,LTD.

Company Presentation

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2019/12/05

ISO 9001



ISO 14001



Presentation Outline

- ❑ **AWEA Group**
- ❑ **Marketing intelligence**
- ❑ **Core Products**
- ❑ **Operating Performance**

Company Profiles

Operating Centers – Taiwan



GOODWAY Headquarters /
18,600 m²



AWEA Headquarters /
26,000 m²



GOODWAY CTSP Branch /
26,600 m²



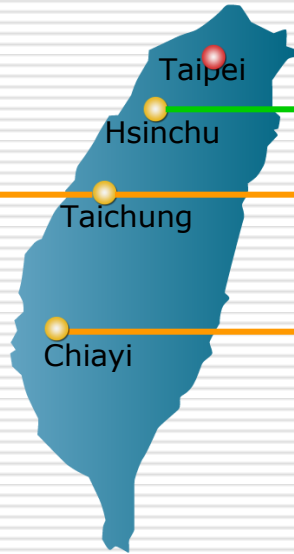
AWEA CTSP Branch /
26.600 m²



EXTRON Headquarters /
10,400 m²



AWEA GROUP Chiayi Branch
54,700 m²



Operating Centers – CHINA



亚威机电（苏州）有限公司三期建设工程-车间三

AWEA GROUP (WUJIANG)



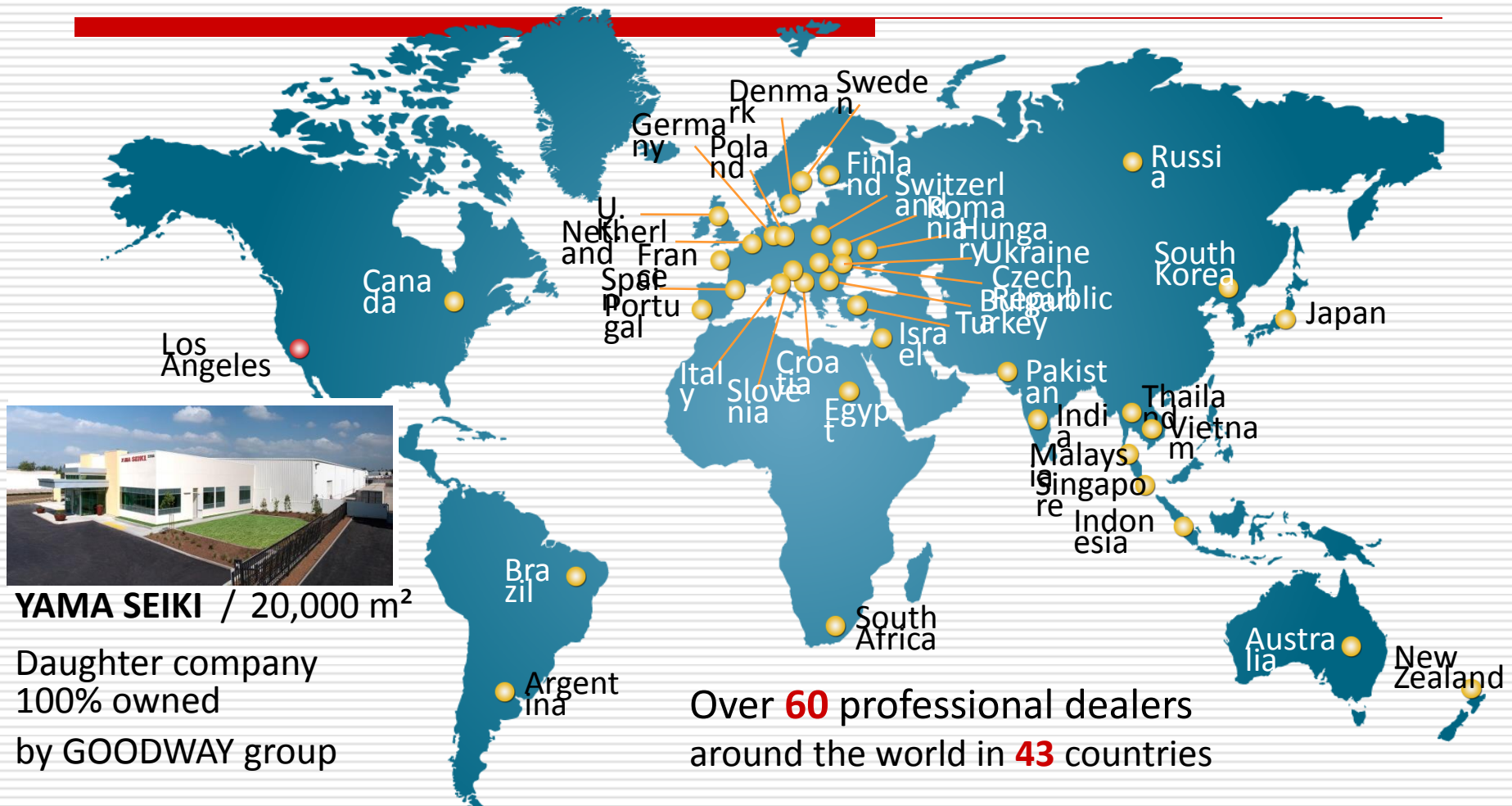
EXTRON (Jiaxing) / 40,756 m²



GOODWAY GROUP (DONGGUAN)

500 m²

Global Sales Network



Company Profiles

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

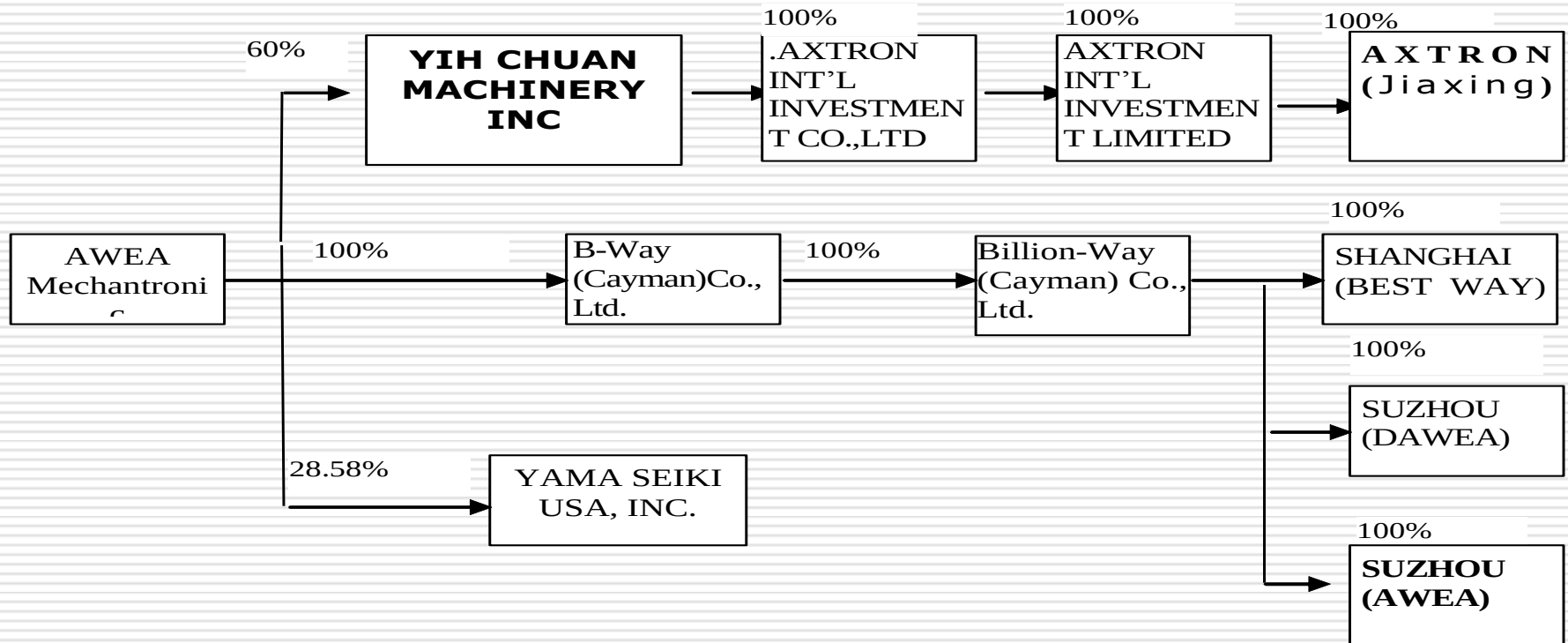
End of 2019/11

- ❑ Capital:NT\$965m (USD\$32m)
- ❑ Employees:713(Taiwan:523,Mainland:190)
- ❑ 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



Marketing intelligence

Marketing intelligence

- ❑ Semi : Chamber process , Process machine parts
- ❑ Automobile : Car parts
- ❑ Airspace : large mold racks aerospace parts
- ❑ Energy : energy industry parts ◦
- ❑ Intelligence : Turn key , Total solution ◦

Core products competitive

High Speed

高速化

高速主軸 · 超快的切削進給
大幅提高產出效率！



AF SERIES



F SERIES



RG SERIES



VP-HS SERIES



VP-6012

Large-sized

大型化

領先全台的超大加工範圍

再大型的工件 都能克服！



MVP SERIES



MCP SERIES



HTP SERIES



LG SERIES



JB SERIES

Multitasking

複合化

五軸同動 · 車銑磨一體

無所不能的加工能力！



FCV-620 SERIES



FCV-800S SERIES



AG5 SERIES



RG5 SERIES



MEGA5 SERIES

Smart machine - *Ai*LINC



■ *i* Console AI functions

- Machine with adaptive capability for parameter adjustment triggered by Artificial Neural Network (ANN) learning.
- Online workpiece weight detection technology.

1st phase: Solving the problem of known workpiece weight

2nd phase: Applying appropriate parameters for different workpiece weights and feed conditions

Develop the weight detection algorithm of workpiece on the table

500KG

Workpiece

Table

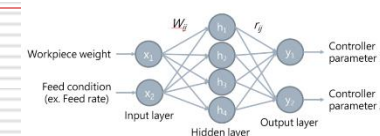
Workpiece weight & feed condition

Gain parameter model for Machine Tool constructed with the learning technology from Artificial Neural Network

Appropriate parameters



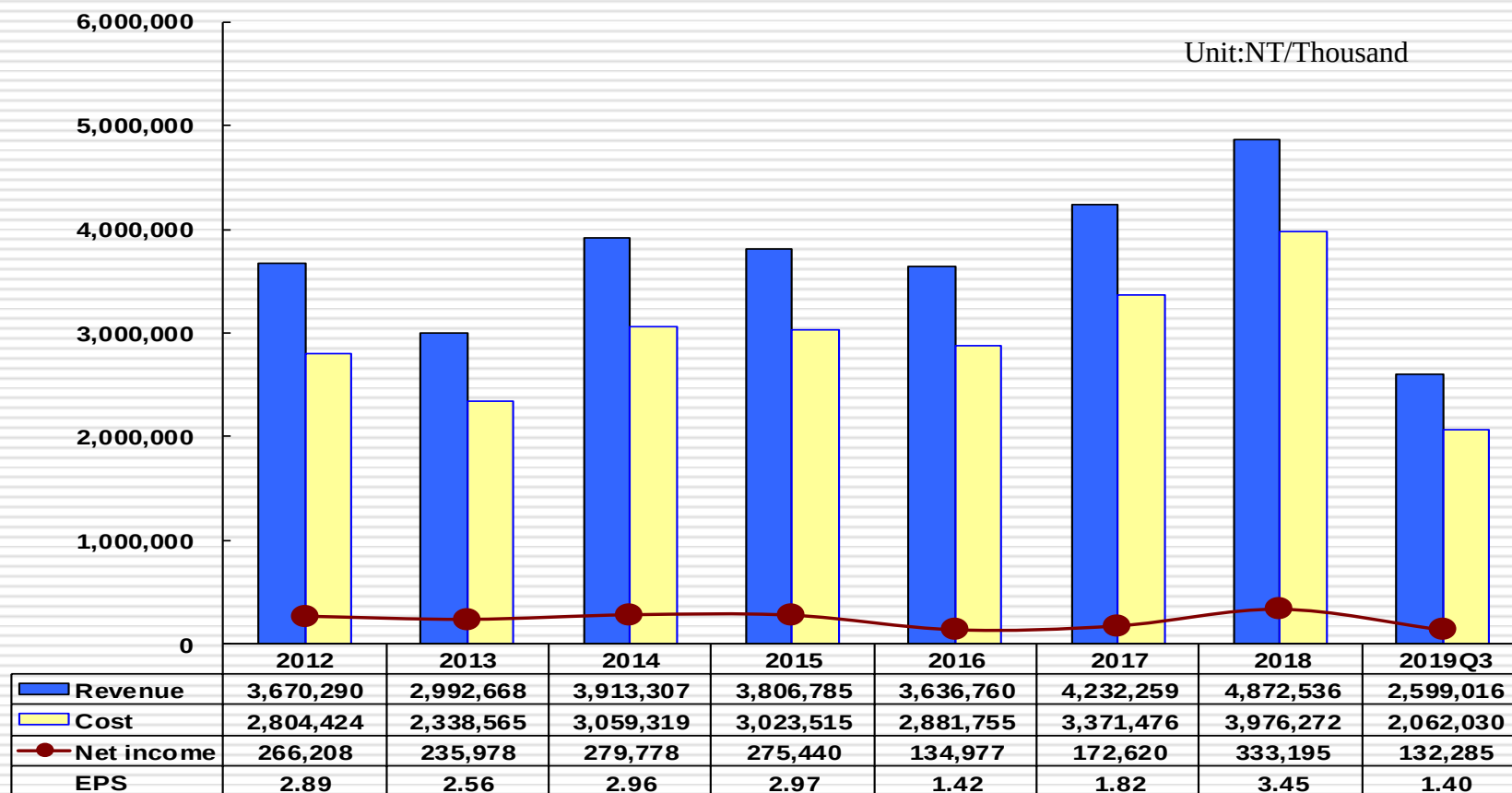
Controller



Operating Performance

Financial results

Revenue, cost, net income and EPS



Financial results--Dividends

Year	2013	2014	2015	2016	2017	2018
stocks	–	–	0.5	–	–	–
Cash	2.0	2.2	0.5	0.7	1.25	2.0
TOTAL	2.0	2.2	1.0	0.7	1.25	2.0

Marketing Share

AMERICA

2016/2017/2018/2019Q3

9%/9%/14%/11%

EUROPE

2016/2017/2018/2019Q3

26%/20%/20%/19%

CHINA

2016/2017/2018/2019Q3

34%/34%/32%/36%

ASIA

2016/2017/2018/2019Q3

6%/11%/7%/7%

TAIWAN

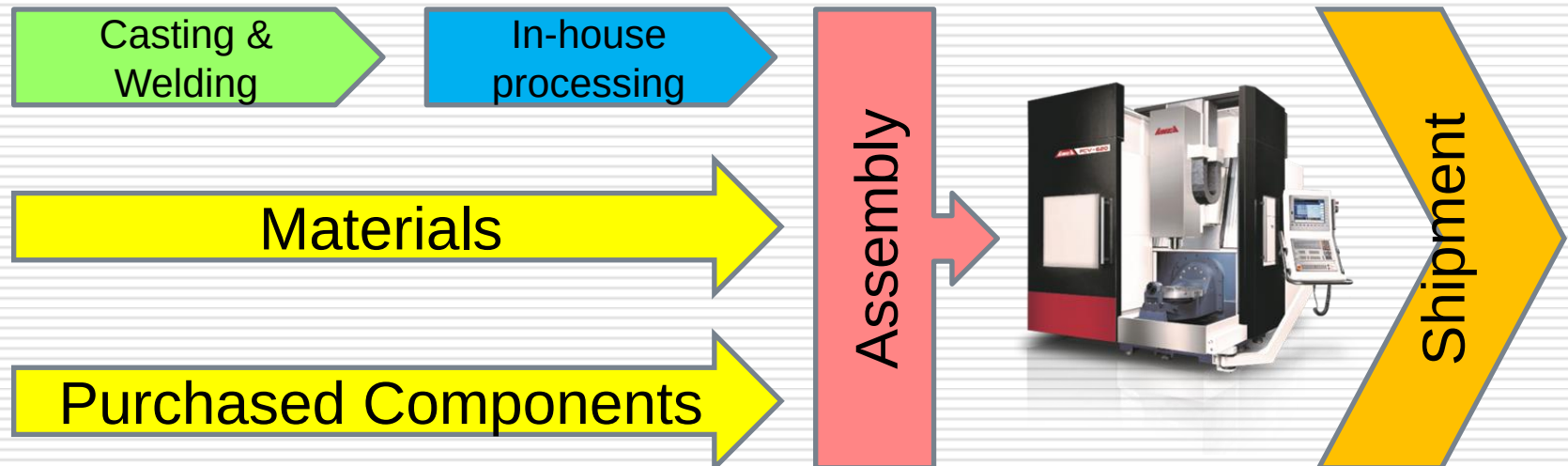
2016/2017/2018/2019Q3

25%/26%/27%/27%



Competitive Advantage in China Market

- Huge market demand for bridge type machining centers. Sales performance of over 2,000 sets in the market for generating promising repeat orders.
- One-stop production.



Financial results-AWEA (WUJIANG)

UNIT : RMB thousand: %

Item/Year	2017		2018		2019Q3	
	Amount	%	Amount	%	Amount	%
Revenue	201,821	100	203,085	100	155,027	100
Operation Profit	26,472	13	24,468	12	21,613	14
Net income before Tax	27,042	13	25,601	13	23,457	15
Net income	19,844	10	19,050	9	17,533	11

Thank you
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Q & A