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# AWEA MECHANTRONIC CO.,LTD.

## Company Presentation

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2024/4/17

ISO 9001



ISO 14001



# Presentation Outline

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

# Company Profiles

# Operating Centers – Taiwan



**GOODWAY Headquarters /**  
18,600 m<sup>2</sup>



**AWEA Headquarters /**  
26,000 m<sup>2</sup>



**AWEA CTSP Branch /**  
26.600 m<sup>2</sup>



**GOODWAY CTSP Branch /**  
26,600 m<sup>2</sup>



**AWEA GROUP Chiayi Branch**  
54,700 m<sup>2</sup>

# 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 ) 66,800 m<sup>2</sup>**



**GOODWAY GROUP ( DONGGUAN )**

500 m<sup>2</sup>

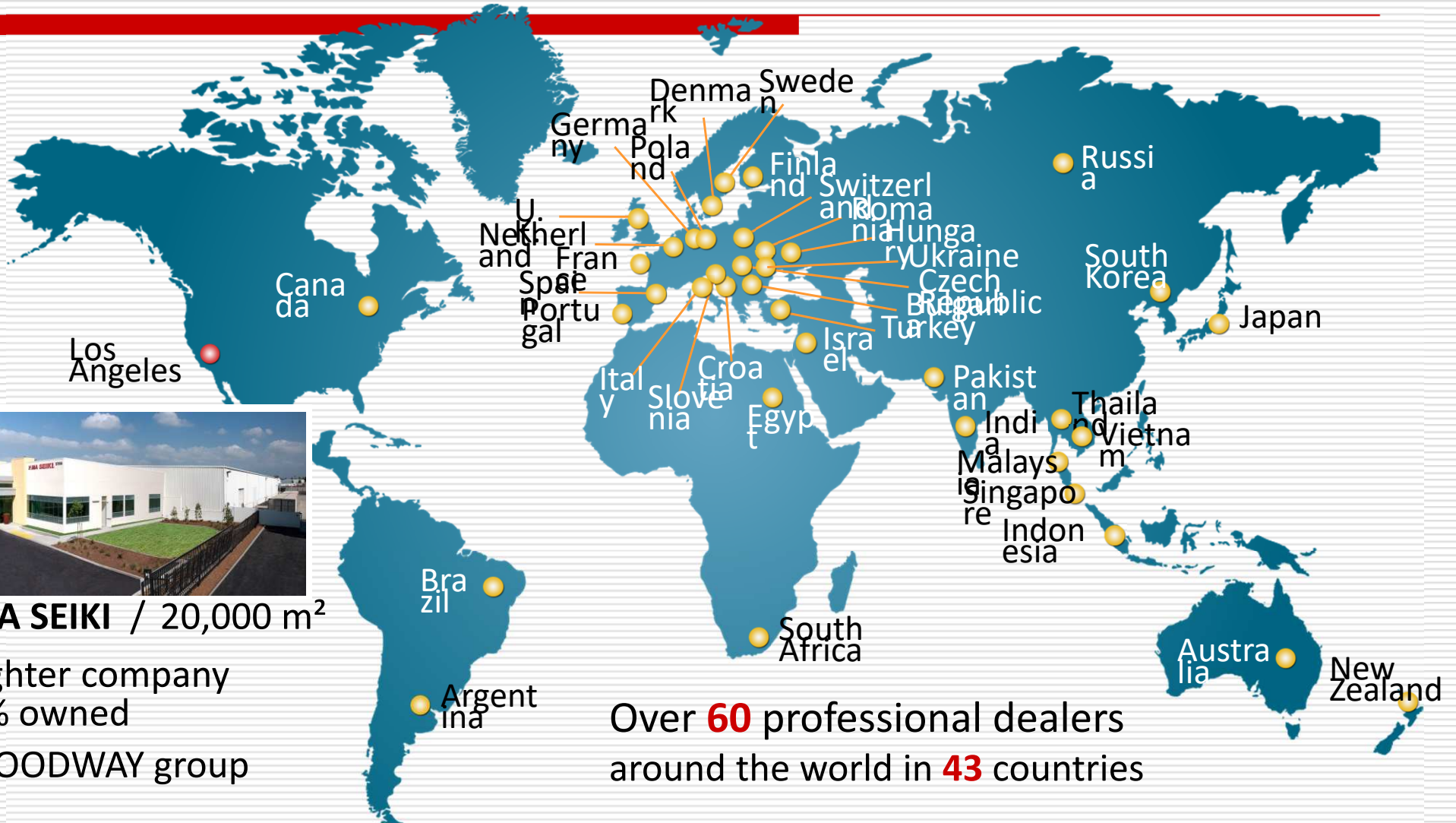


**EXTRON (Jiaxing) / 40,756 m<sup>2</sup>**



THE ULTIMATE MACHINING POWER

# Global Sales Network



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



**YAMA SEIKI / 20,000 m<sup>2</sup>**

Daughter company  
100% owned  
by GOODWAY group

# Company Profiles

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

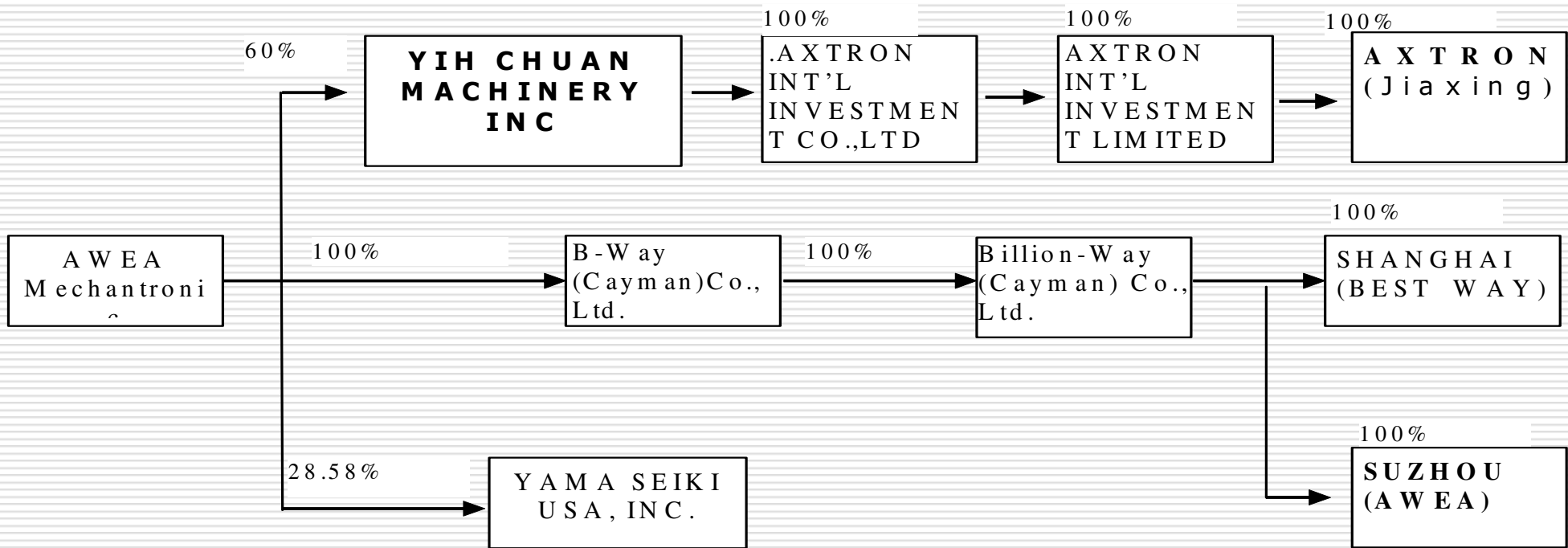
## **End of 2024/03**

- ❑ **Capital: NT\$965m (USD\$30m)**
- ❑ **Major products: C type and bridge type CNC machine center**
- ❑ **Subsidiaries : Best Way Shang-Hai, 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**
- ❑ **ISO 50001 Energy Management Systems-Requirements with guidance for use, EnMS**
- ❑ **CE European Safety System --UK AMTRI**

# Investment



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# Marketing intelligence

# Marketing intelligence

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

# Competitive strategy

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- 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.

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# 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！



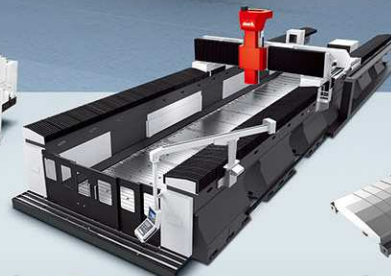
**MVP** SERIES



**MCP** SERIES



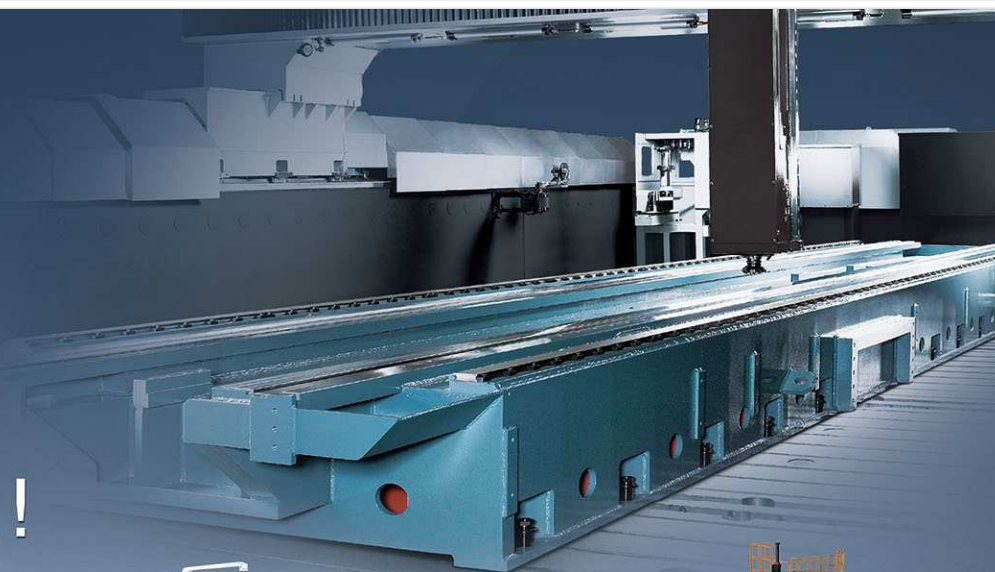
**HTP** SERIES



**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



# Intelligent Machinery



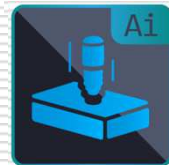
## ○ Intelligent control System

Artificial intelligence technology

# AiLINC



Artificial neural network  
Thermal compensation



Smart Tapping



Critical temperature  
Detection

A.N.N Analysis

Spindle/Z axis loading  
Detection

Tapping error  
Detection

A.N.N Compensation

Compensation effect  
Improvement

A.N.N Analysis

Processing efficiency  
Improvement

## Remote Diagnosis



While abnormal situation happened, we could first use remote connection to diagnosis then decide whether to dispatch engineer, saving manpower and time cost.



# Smart information APP



## Real-time workpiece situation

Via the transmission of digital images, no matter where they are, user can immediately understand the processing status on the machine.



## Video Saved

When an alarm occurred, 10 seconds of images before and after are automatically saved, so that engineer could analysis the abnormal reasons

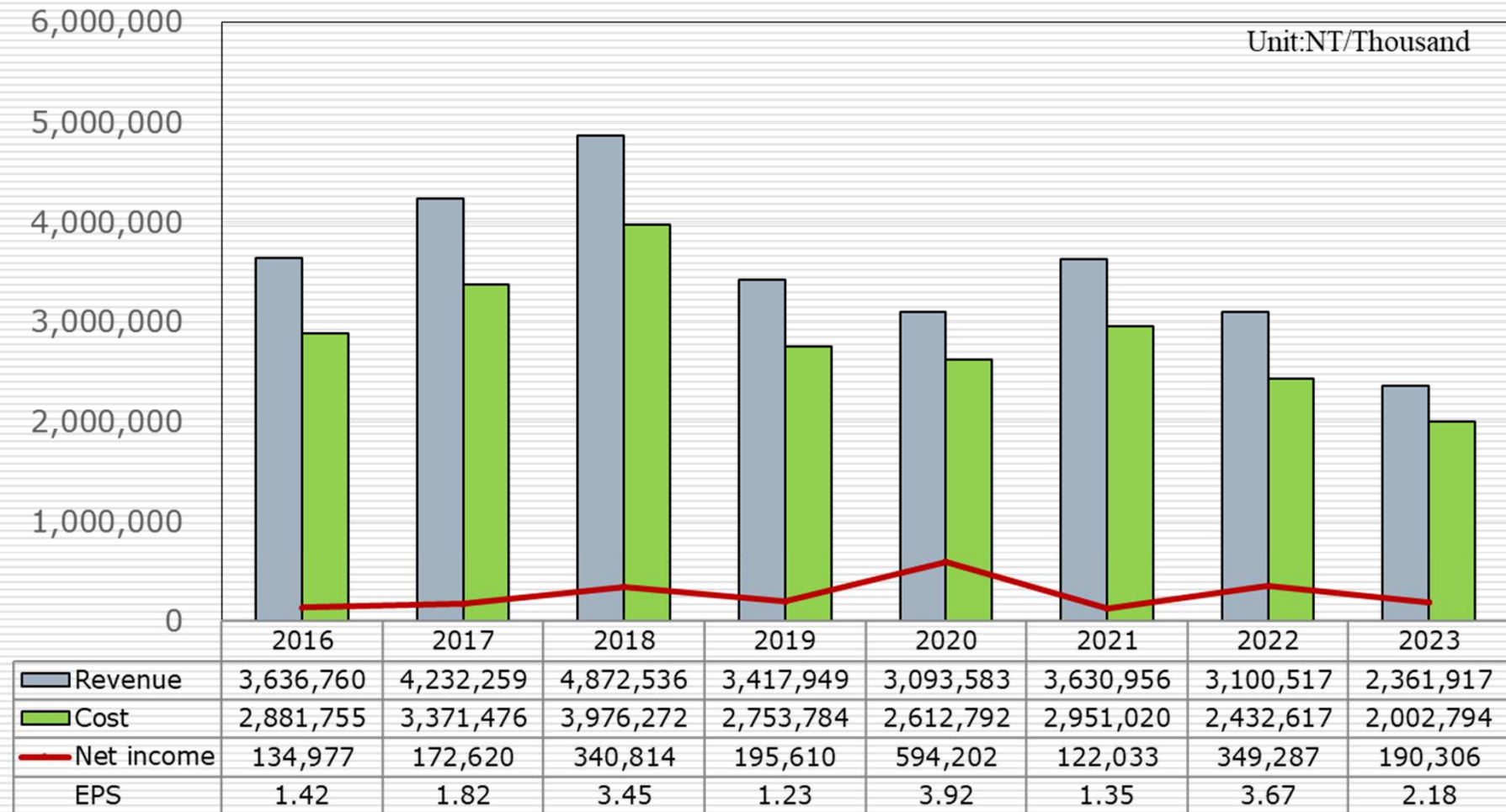
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# Operating Performance

# Financial results



## Revenue, cost, net income and EPS



# Financial results--Dividends

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Year	2018	2019	2020	2021	2022	2023
stocks	-	-	-	-	-	-
Cash	2.0	1.5	2.5	1.5	1.6	1.5
TOTAL	2.0	1.5	2.5	1.5	1.6	1.5

# Income statement

the last five quarters



UNIT : Nt\$ million;%

Item/Period	2022Q4	2023Q1	2023Q2	2023Q3	2023Q4
Revenue	668	539	659	661	503
Gross margin	160	52	125	124	58
Gross margin rate	24%	10%	19%	19%	12%
Operation Profit	68	(28)	50	30	(20)
Operation Profit rate	10%	-5%	8%	5%	-4%
Net income before Tax	29	17	73	133	12
Net income	26	4	23	156	7
EPS	0.29	0.15	0.26	1.63	0.14
Exchange Gain(Loss)	(52)	(9)	23	37	(45)

# Marketing Share

## AMERICA

2020/2021/2022/2023

7%/8%/12%/14%

## EUROPE

2020/2021/2022/2023

17%/16%/21%/21%

## CHINA

2020/2021/2022/2023

44%/40%/35%/45%

## ASIA

2020/2021/2022/2023

5%/8%/6%/8%

## TAIWAN

2020/2021/2022/2023

27%/28%/26%/12%



# B/B rate(individual)



UNIT : NT 1,000

period	order	sale	B/B
2021/Q1	811,993	544,254	1.49
Q2	718,131	642,087	1.12
Q3	497,579	617,387	0.81
Q4	531,669	684,758	0.78
2022/Q1	628,804	488,364	1.29
Q2	640,382	555,341	1.15
Q3	341,313	828,166	0.41
Q4	481,190	392,645	1.23
2023/Q1	325,226	302,970	1.07
Q2	278,124	409,433	0.68
Q3	266,406	450,129	0.59
Q4	464,598	313,809	1.48

Thank you  
&  
Q & A