



Sunonwealth Electric
Machine Industry Co., Ltd

2017 Q3
Operation results

2421 TT



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Safe Harbor Notice



This presentation is based on the information obtained from various sources which the Company believes to be reliable. But at some point in the future, there are a variety of factors which could cause actual results to differ materially from those statements. Therefore, please refer to the information on MOPS website as the main basis if any adjustment has been made.

(<http://mops.twse.com.tw/mops/web/index>)







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Thermal & Thermal Management



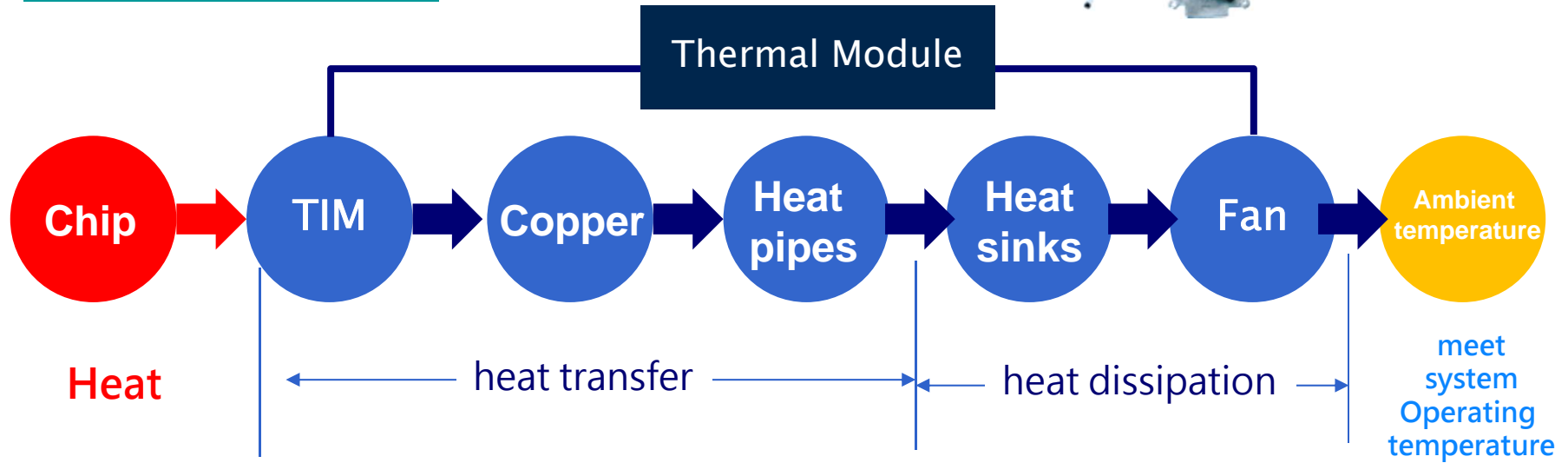
All electronic devices and circuitry generate excess heat and thus require thermal management to improve reliability and prevent premature failure. The amount of heat output is equal to the power input, if there are no other energy interactions. There are several techniques for cooling including various styles of heat sinks, thermoelectric coolers, forced air systems and fans, heat pipes, and others.

Passive Cooling		Active Cooling	
Heat sinks	Heat pipes Vapor chamber	Liquid cooling	Cooling Fan
			

From Wikipedia, the free encyclopedia



Thermal Module



圖片來源：網路圖片

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Cooling Fan (Server)

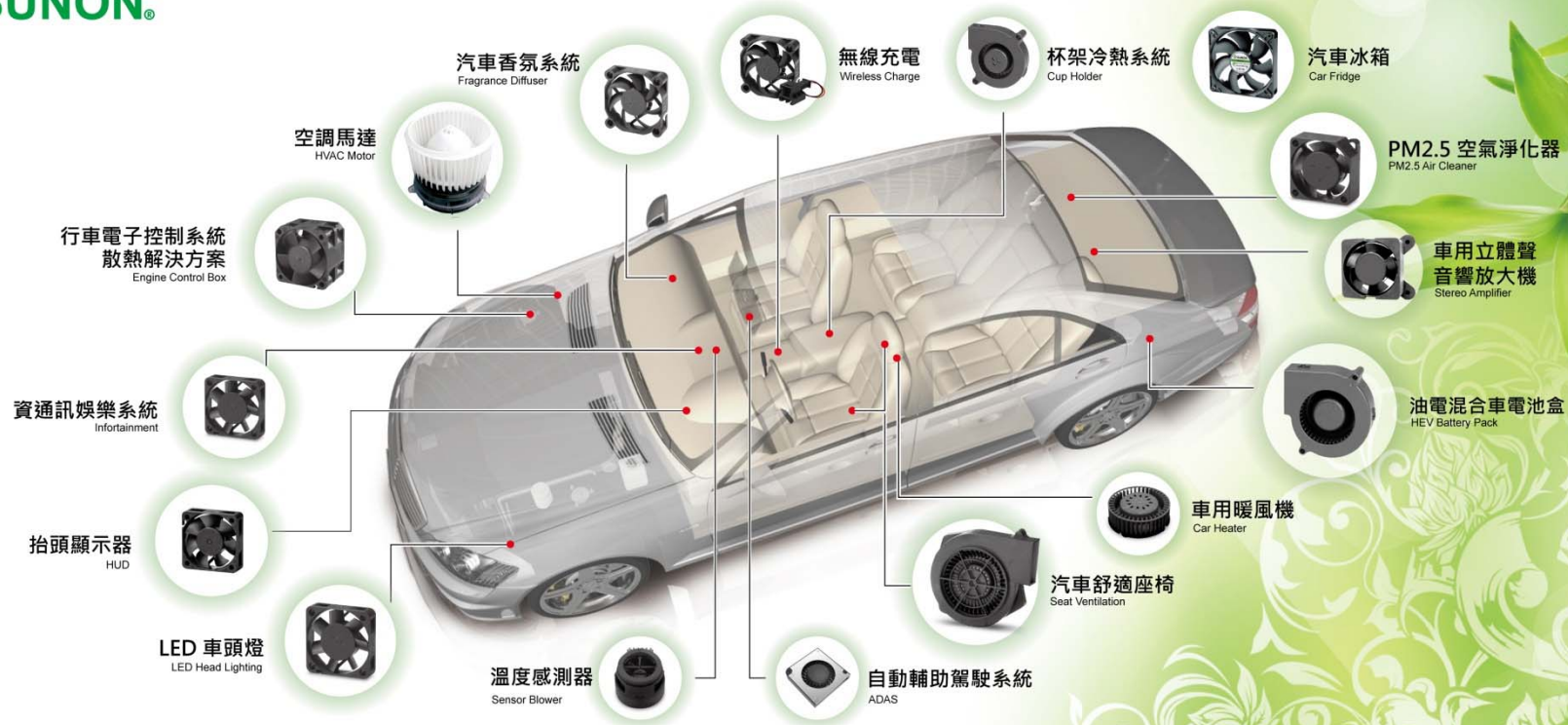


Photo Source :Internet



Cooling Fan (Auto)

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| 滿足高安全性規範 | 符合國際環保節能要求 | 實現智慧舒適的人車科技 | 超過10年與國際車廠合作實績 |
2014 SUNONWEALTH Electric Machine Industry Co., Ltd.

尖端 Advance | 舒適安全、專業

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36 YEARS

Innovative
Energy-Saving Motor
Design & Technology



Company Overview

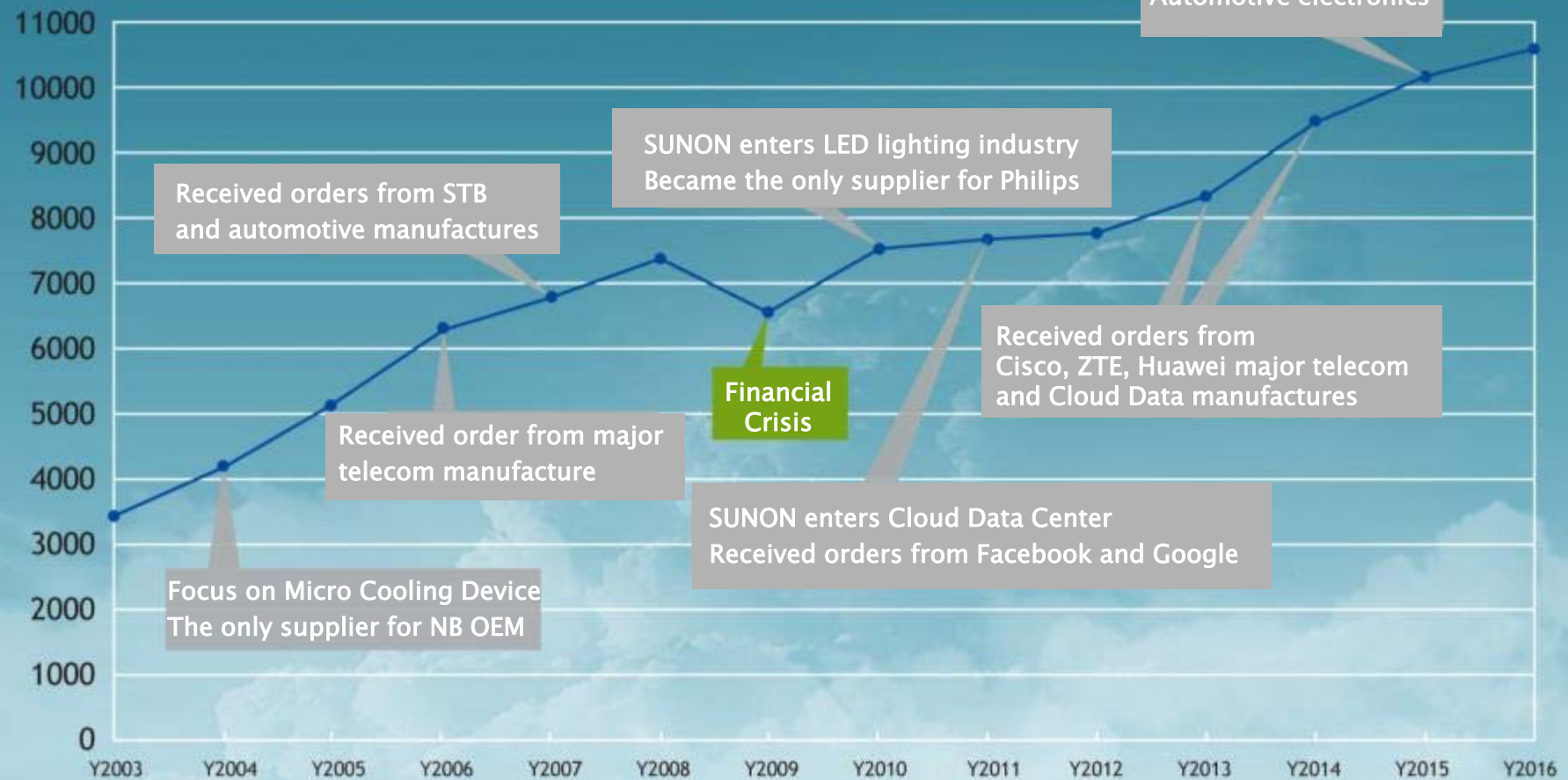
Established : 1980
Employees : 600 people (Taiwan)
7750 people (China)
Turnover : USD\$ 332Million (Y2016)
Factories : Kaohsiung Plant (Taiwan)
Kun Shan Plant (China)
Foshan Plant (China)
Beihai Plant (China)
Hefei Plant (China)



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Growth Pattern

Million (NTD)



SUNON Research

- Applied materials research
- Development and experiments of raw materials

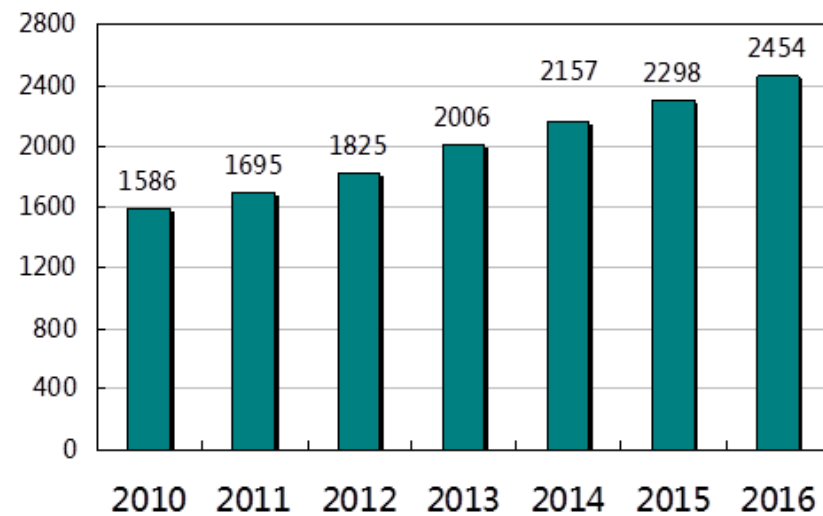


- Commercialization of motor applications

- Design, simulation, and verification of the total solution to heat dissipation

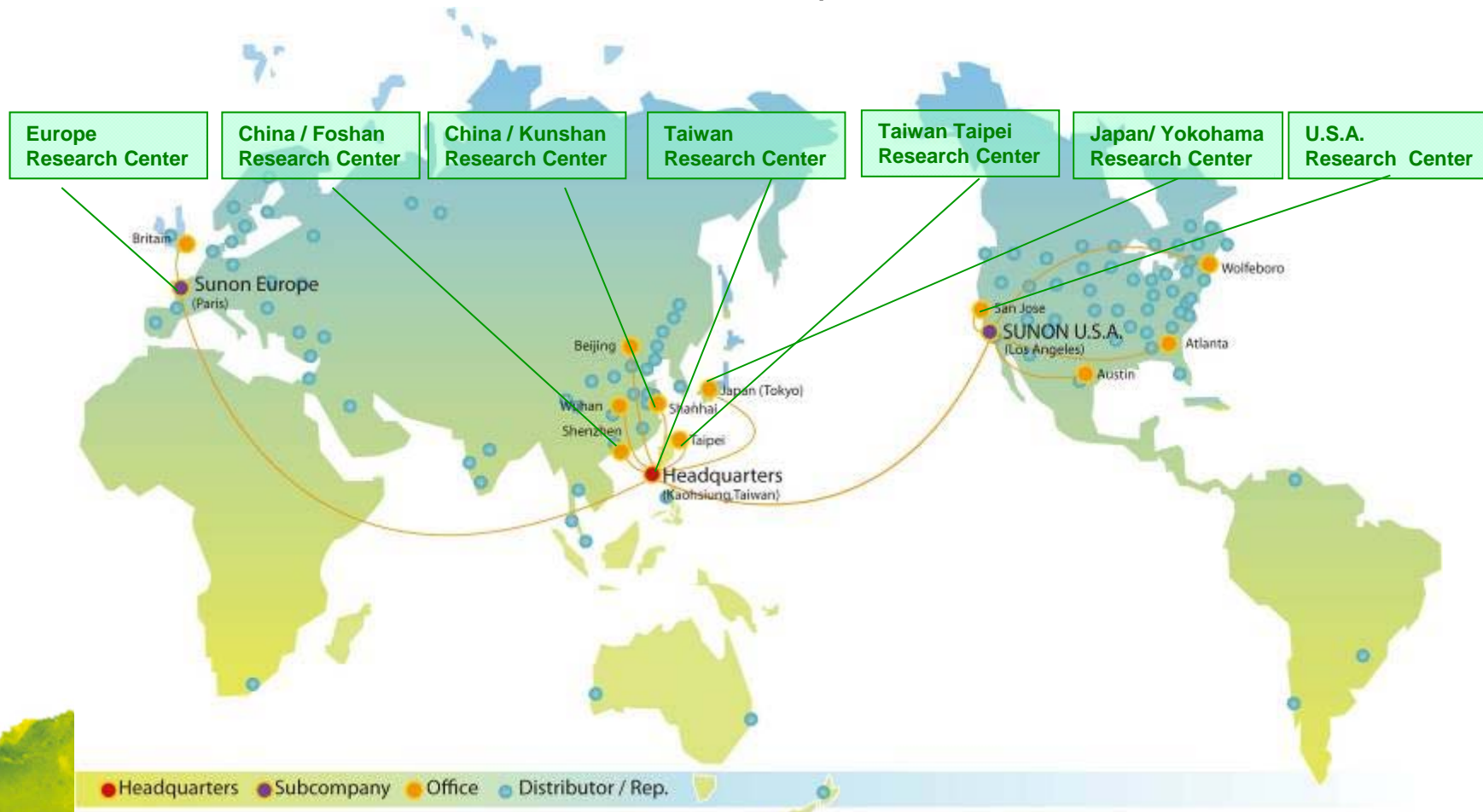


PATENTS



Global Support

- Over 1,000 sales representatives, 12 subsidiaries and offices, and over 130 distributors around the world.
- 7 research centers which provide a worldwide technological service network for quick and efficient services.



World Leading Motor Technology



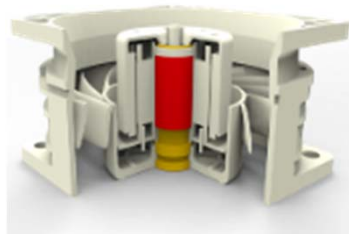
MagLev
System

Shockproof
System

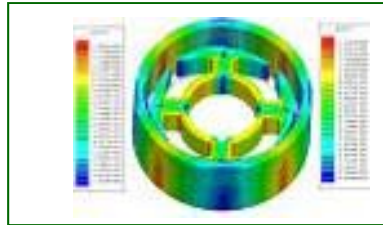
Ultra
Thin

Energy
Efficient

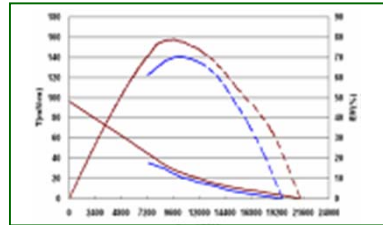
Sound
Quality
Analysis



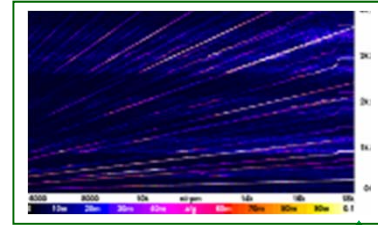
Outstanding Technology



MAGNETIZATION
SIMULATION ANALYSIS



MOTOR EFFICIENCY
ANALYSIS



VIBRATION FREQUENCY
SPECTRUM ANALYSIS



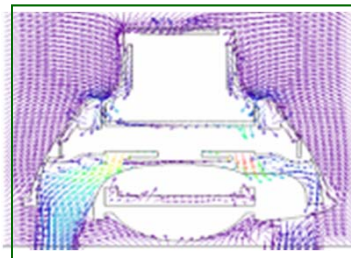
MATERIAL ANALYSIS
AND RESEARCH

Total motor, thermal, ventilation solution

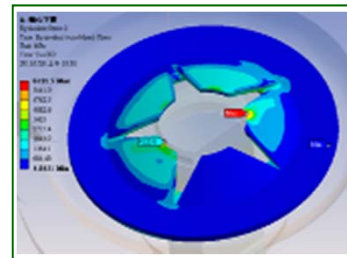
SOUND QUALITY
ANALYSIS



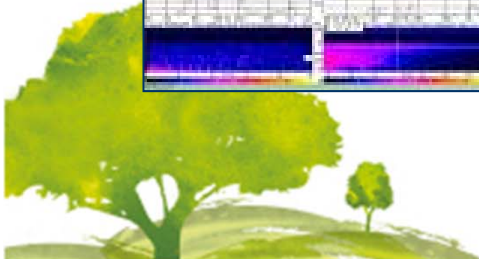
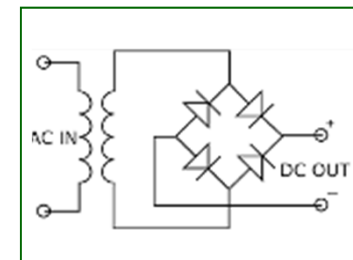
THERMAL ANALYSIS



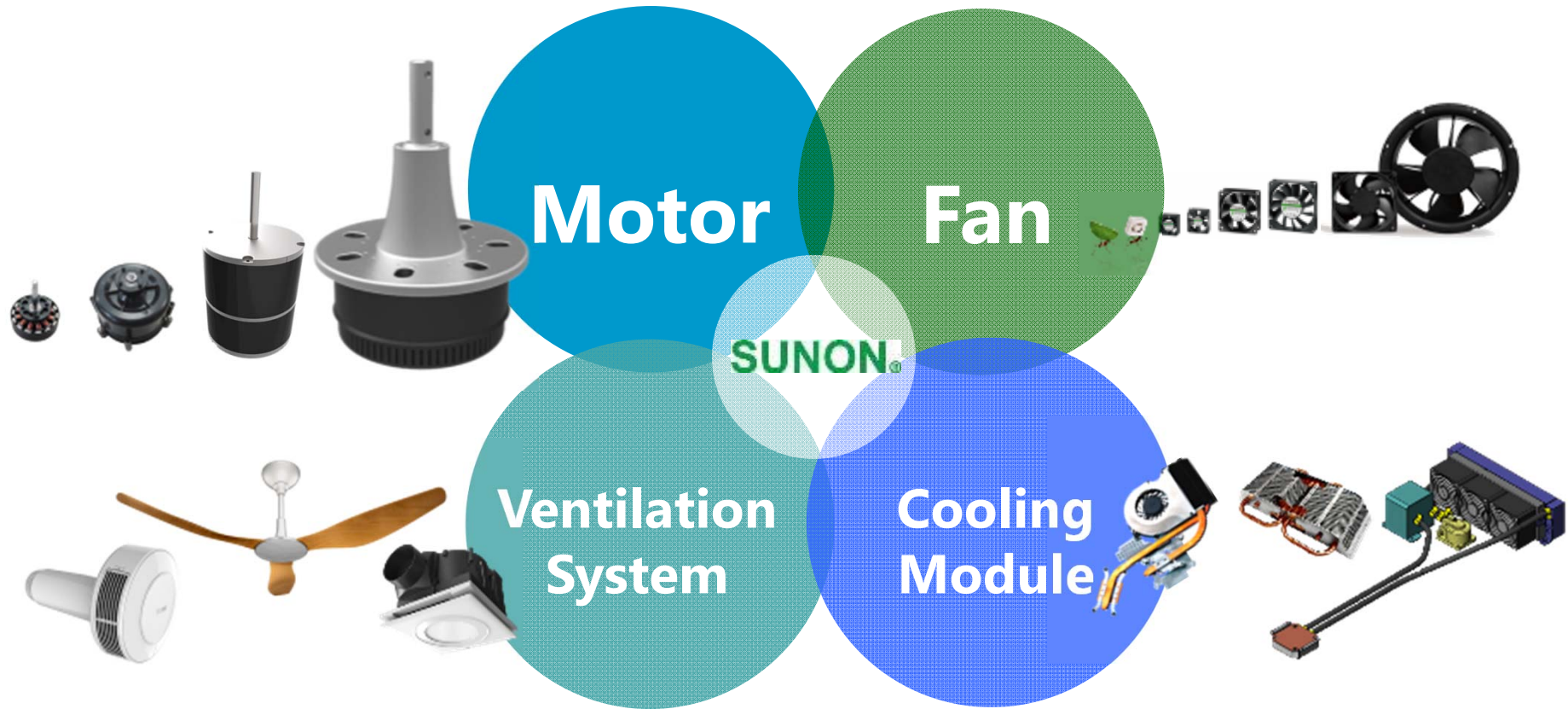
STRUCTURAL SIMULATION
ANALYSIS



HIGH VOLTAGE DIRECT
CURRENT(DC)
ELECTRICITY



SUNON Product Line



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Fan & Blower



Fan Size
3mm- 443mm



Fan Tray



DC Axial Fan



DC Blower



AC Axial Fan



Mighty Mini Fan



Water proof Fan



Explosion-proof Fan



EC Axial Fan



EC Blower



EC Centrifugal Fan

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Cooling Module



Cooling module

(up to 2.5mm)

Active Series



passive Series



Ultra thin heat pipe

(up to 0.4 mm)



Vapor chamber

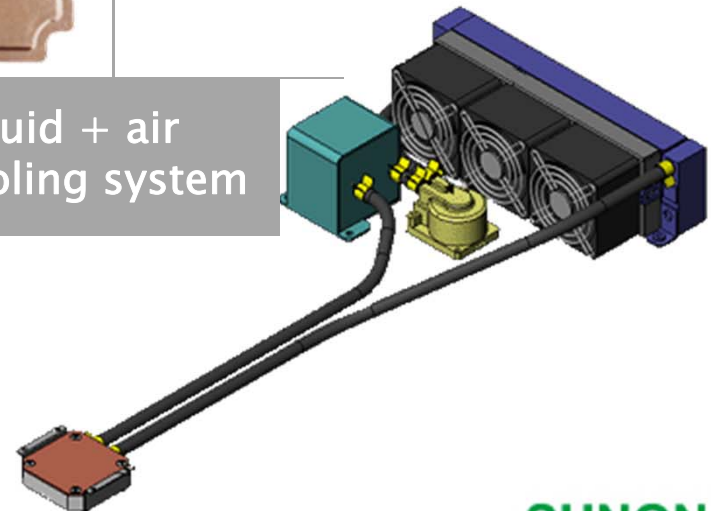
(up to 0.6mm)



Liquid cooling

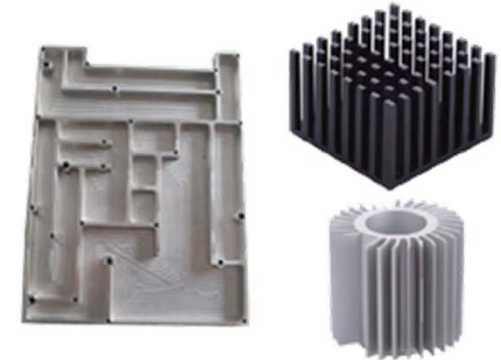


Liquid + air
cooling system



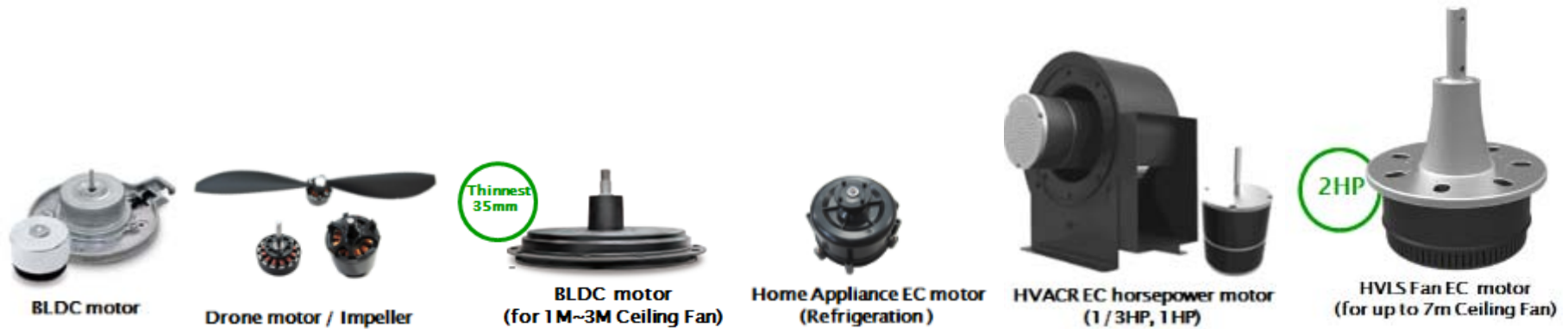
Metal Processing

(Stamping / Aluminum Extrusion / Die Casting)



Motor

Highly Energy efficient motor 0.1W ~ 1500W



The application of high horsepower motors



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Ventilation

Eco ventilation solution



Ventilation Fan



Flow2 One

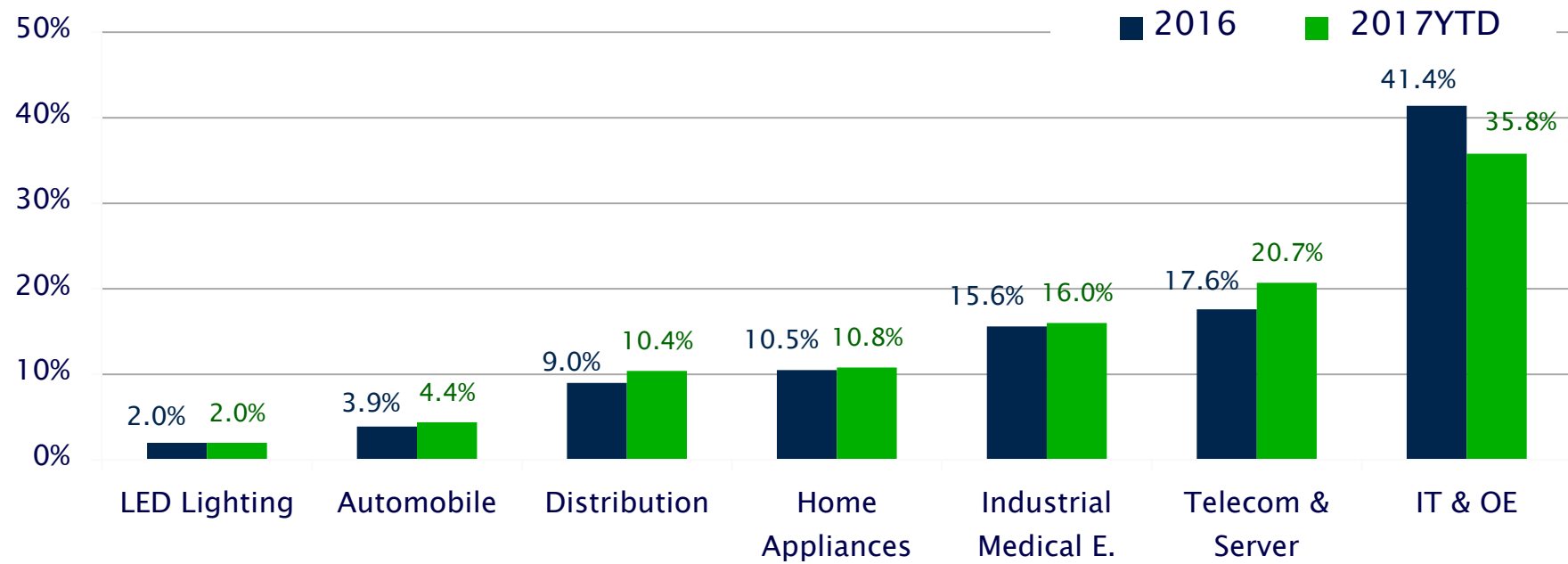


Case Study



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Products Application

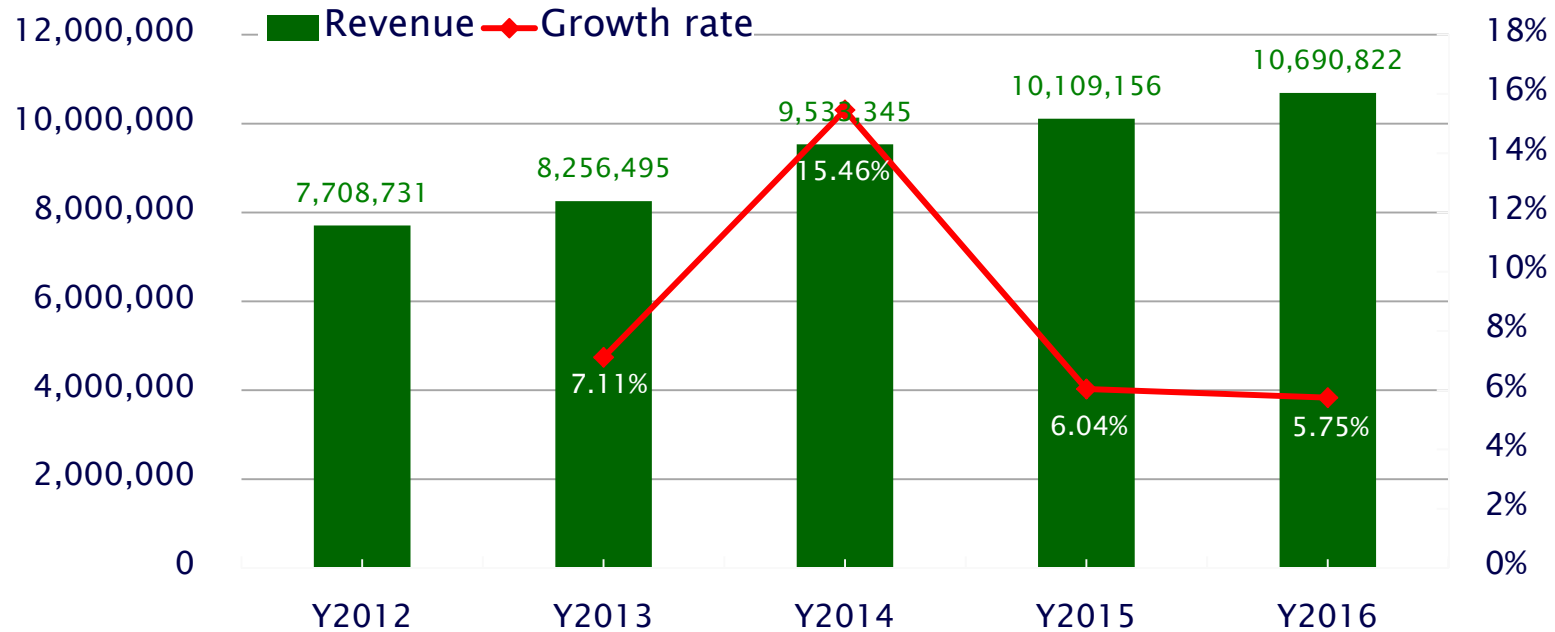


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Revenue Performance



UNIT: NTD (K)



Short Term Growth – Revenue



UNIT: NTD (M)



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Short Term Growth – Profit

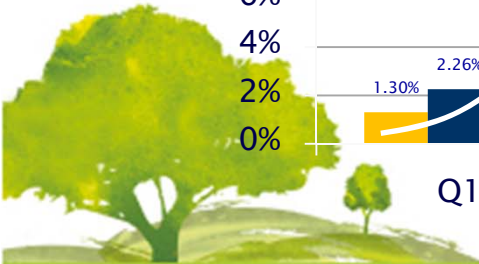
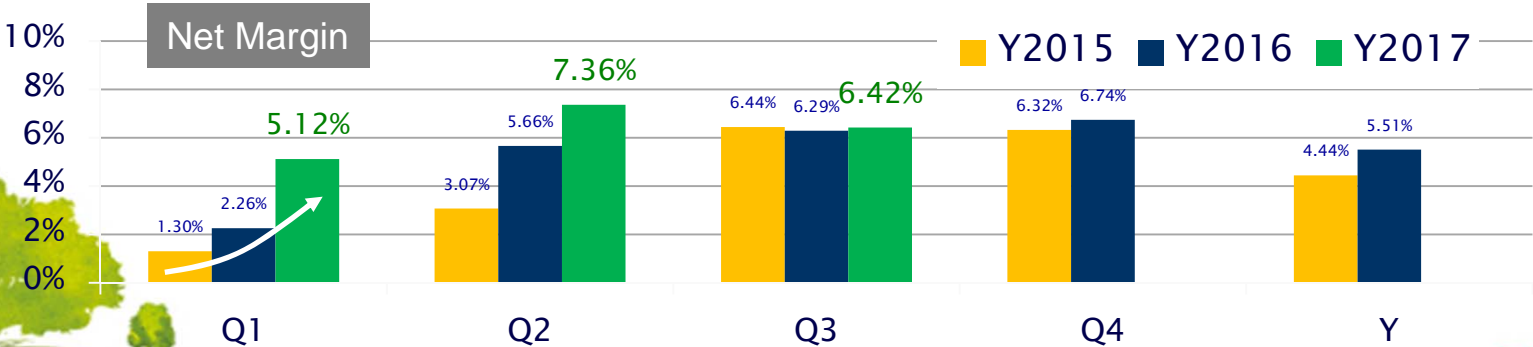
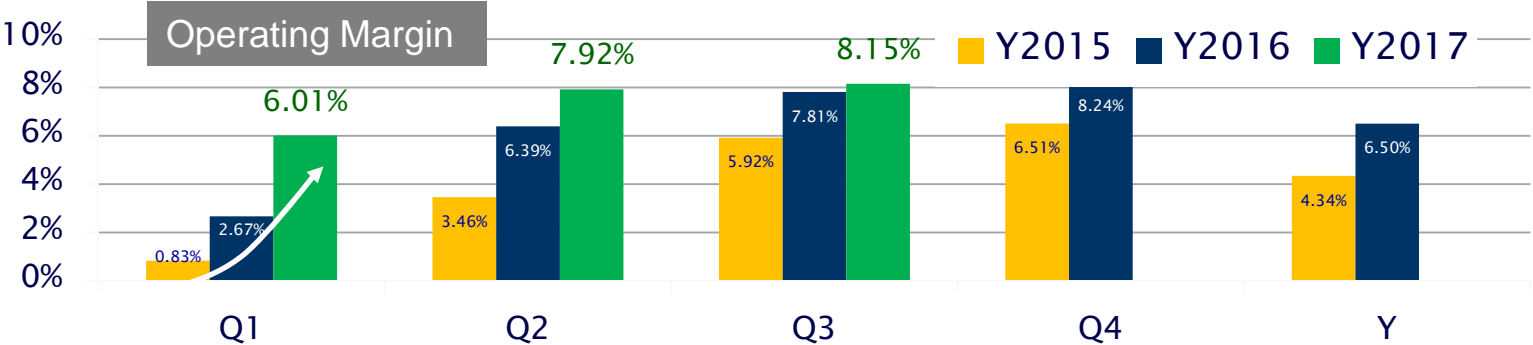
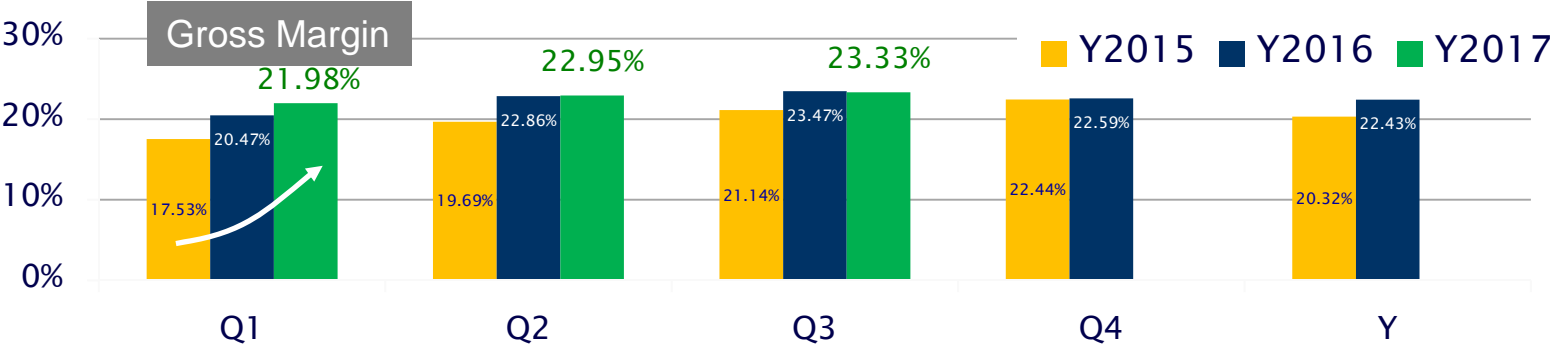


UNIT: NTD



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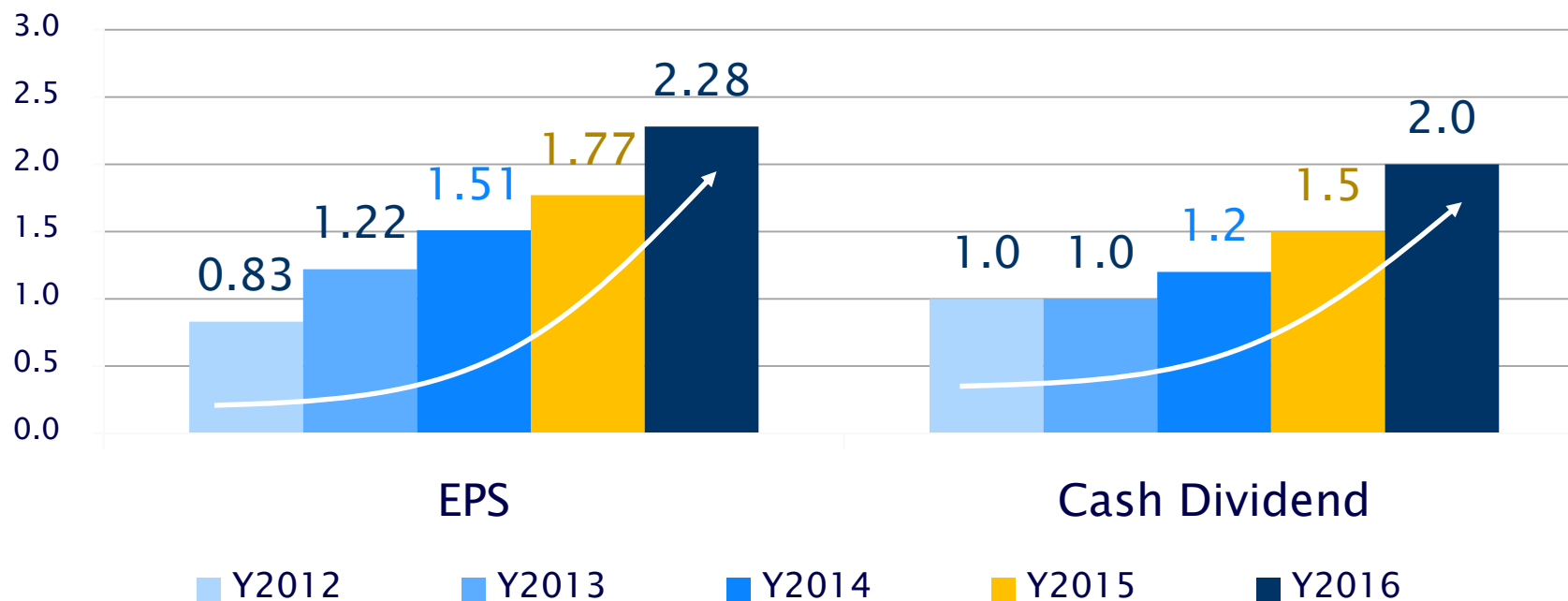
Profit Margin



Earning & Cash Dividend



UNIT: NTD



Payout R.	Y2012	Y2013	Y2014	Y2015	Y2016
	120.48%	81.97%	79.47%	84.75%	87.72%



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Medium Term Drivers



Automobile



EC motor
for HVACR



IoT &
Industry 4.0



5G
Application

5G

Cooling Module in
Cloud Computing



Home Application
VR MR AR



Gaming Concept



Air Purifier



圖片來源：網路圖片

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Appendix I



CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

NT\$ M	2013	2014	2015	2016	2017 Q3	Growth YOY(%)			
						2014	2015	2016	2017 Q3
OPERATING REVENUES	8,256	9,533	10,109	10,691	8,202	15.47%	6.04%	5.76%	7.62%
GROSS PROFIT	1,780	1,953	2,054	2,398	1,868	9.72%	5.17%	16.75%	9.56%
INCOME FROM OPERATIONS	384	418	439	695	608	8.85%	5.02%	58.31%	37.25%
INCOME BEFORE INCOME TAX	441	525	584	833	664	19.05%	11.24%	42.64%	32.53%
NET INCOME attribute to owners	306	379	442	572	519	23.86%	16.62%	29.41%	41.42%
EPS (NT\$)	1.22	1.51	1.77	2.28	2.07				
Gross Margin	21.56%	20.49%	20.32%	22.43%	22.77%				
Operating Margin	4.66%	4.38%	4.34%	6.50%	7.41%				
Net Margin(*)	3.71%	3.98%	4.37%	5.35%	6.33%				
(*)Net Margin=Net Income attribute to owners / Revenue									



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Appendix II



CONSOLIDATED BALANCE SHEETS									
NT\$ M	2013	2014	2015	2016	2017 Q3	Growth YOY(%)			
						2014	2015	2016	2017 Q3
TOTAL ASSETS	6,778	7,324	7,523	8,391	8,184	8.06%	2.72%	11.54%	10.70%
Cash	1,183	961	1,269	1,338	1,008	-18.77%	32.05%	5.44%	-17.65%
A/R, N/R	2,001	2,440	2,439	2,871	2,832	21.94%	-0.04%	17.71%	15.64%
Inventories	1,154	1,338	1,480	1,377	1,605	15.94%	10.61%	-6.96%	22.80%
PP&E	1,814	1,810	1,775	2,182	2,259	-0.22%	-1.93%	22.93%	25.64%
TOTAL LIABILITIES	3,067	3,364	3,516	4,324	4,143	9.68%	4.52%	22.98%	18.17%
Short-term loans	576	497	464	454	598	-13.72%	-6.64%	-2.16%	8.73%
A/P	1,653	1,934	2,084	2,469	2,250	17.00%	7.76%	18.47%	8.38%
Long-term loans	0	0	0	320	320				NA
TOTAL EQUITY	3,711	3,960	4,007	4,067	4,041	6.71%	1.19%	1.50%	3.96%
Days sales outstanding	83	85	88	91	95				
Days sales of inventory	59	60	64	63	64				
Current Ratio	1.6032	1.635	1.6317	1.5336	152.22				





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