



SUNONwealth Electric
Machine Industry Co., Ltd.

2019 Q3 Operating Results

2421.TW / 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>)

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

Heat sinks



Heat pipes Vapor chamber



Active Cooling

Liquid cooling



Cooling Fan



From Wikipedia, the free encyclopedia

Thermal Module

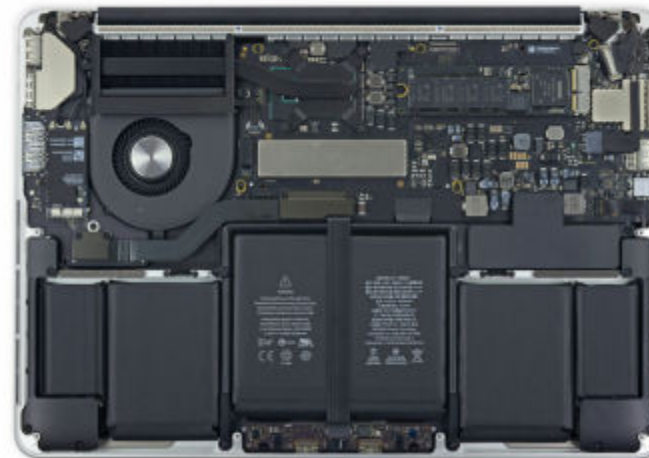
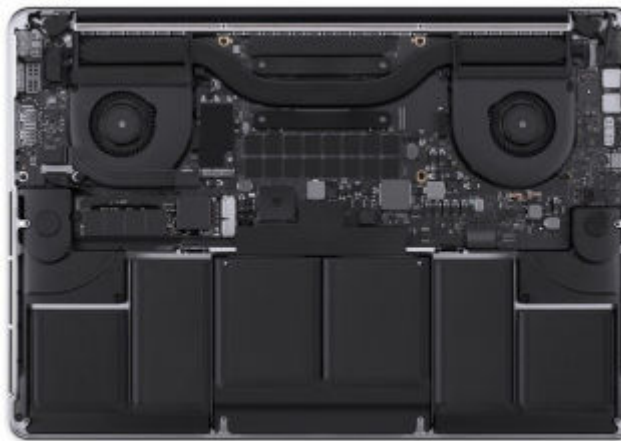
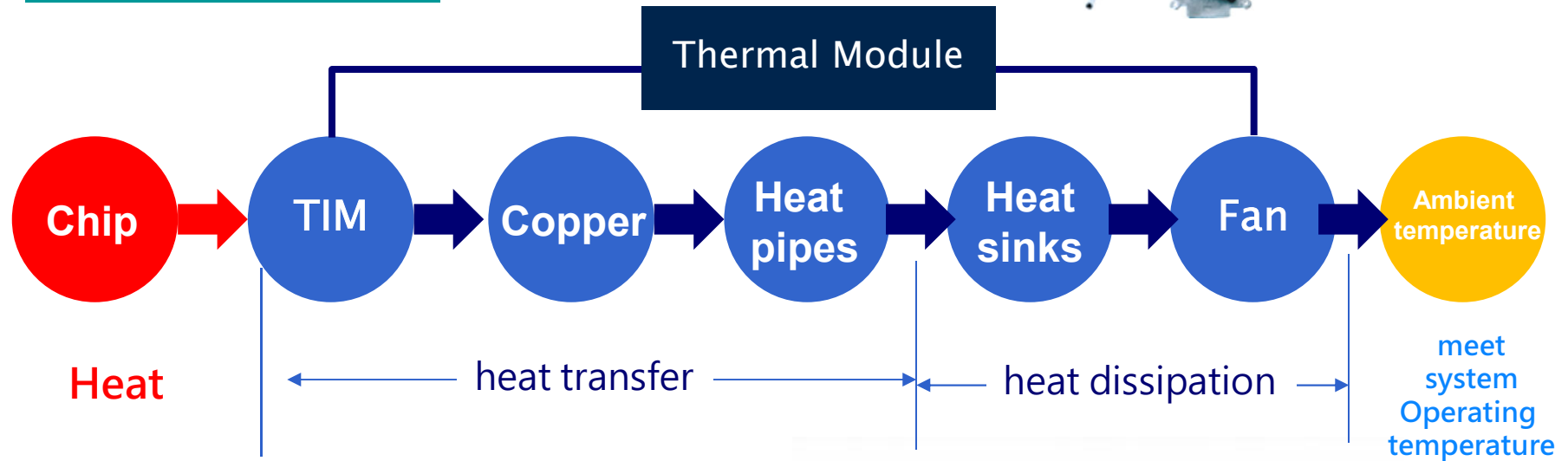


Photo Source :Internet

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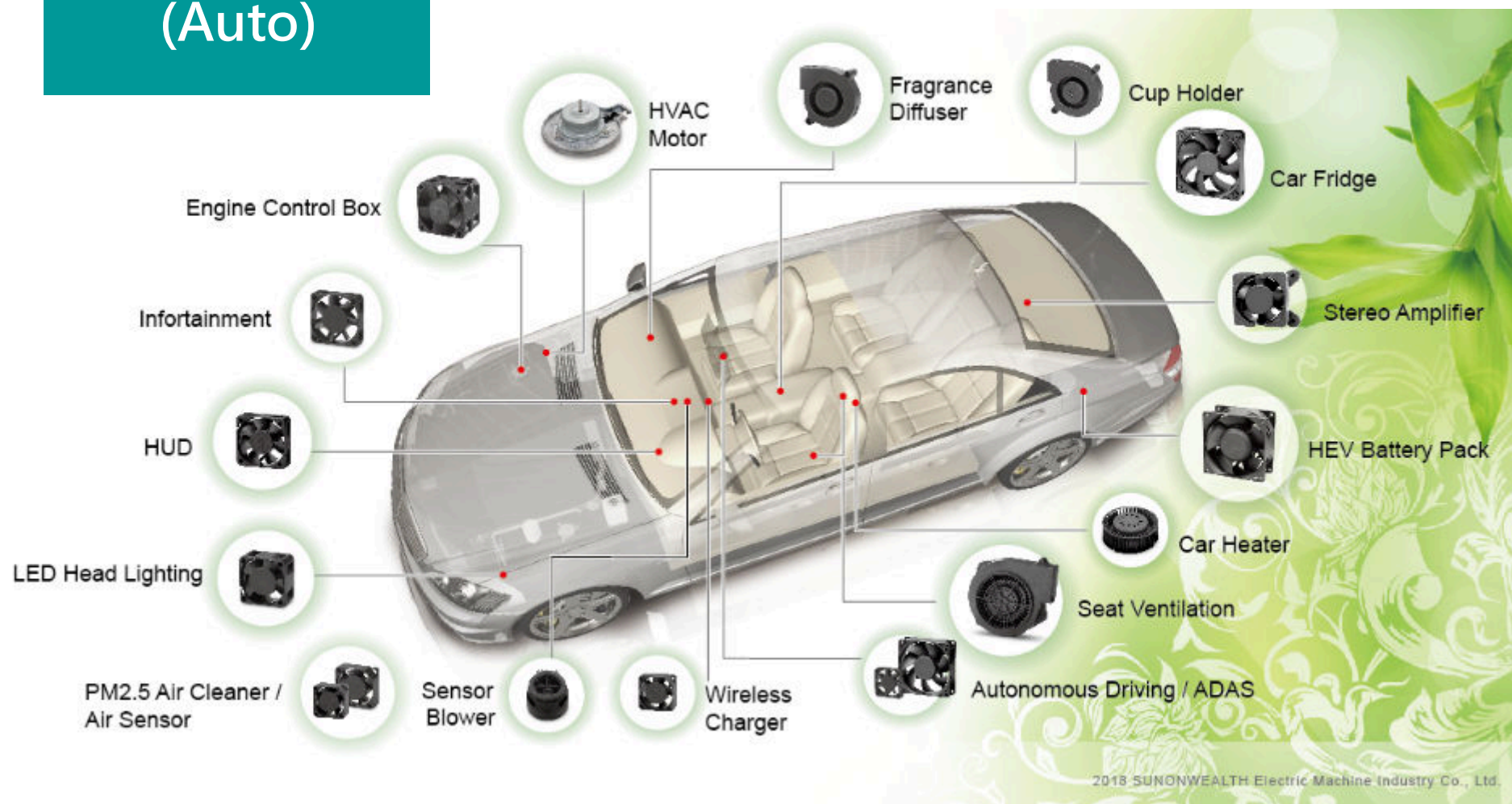
Cooling Fan (Server)



Photo Source :Internet



Cooling Fan (Auto)



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38 YEARS

Innovative
Energy-Saving Motor
Design & Technology

Established



1980

Employees



(Taiwan)

(China)

550 7300

Factories



(Taiwan)

(China)

1 3

Turnover



USD\$ 397 M (Year 2018)



Motor 0.1W
Fan 8mm

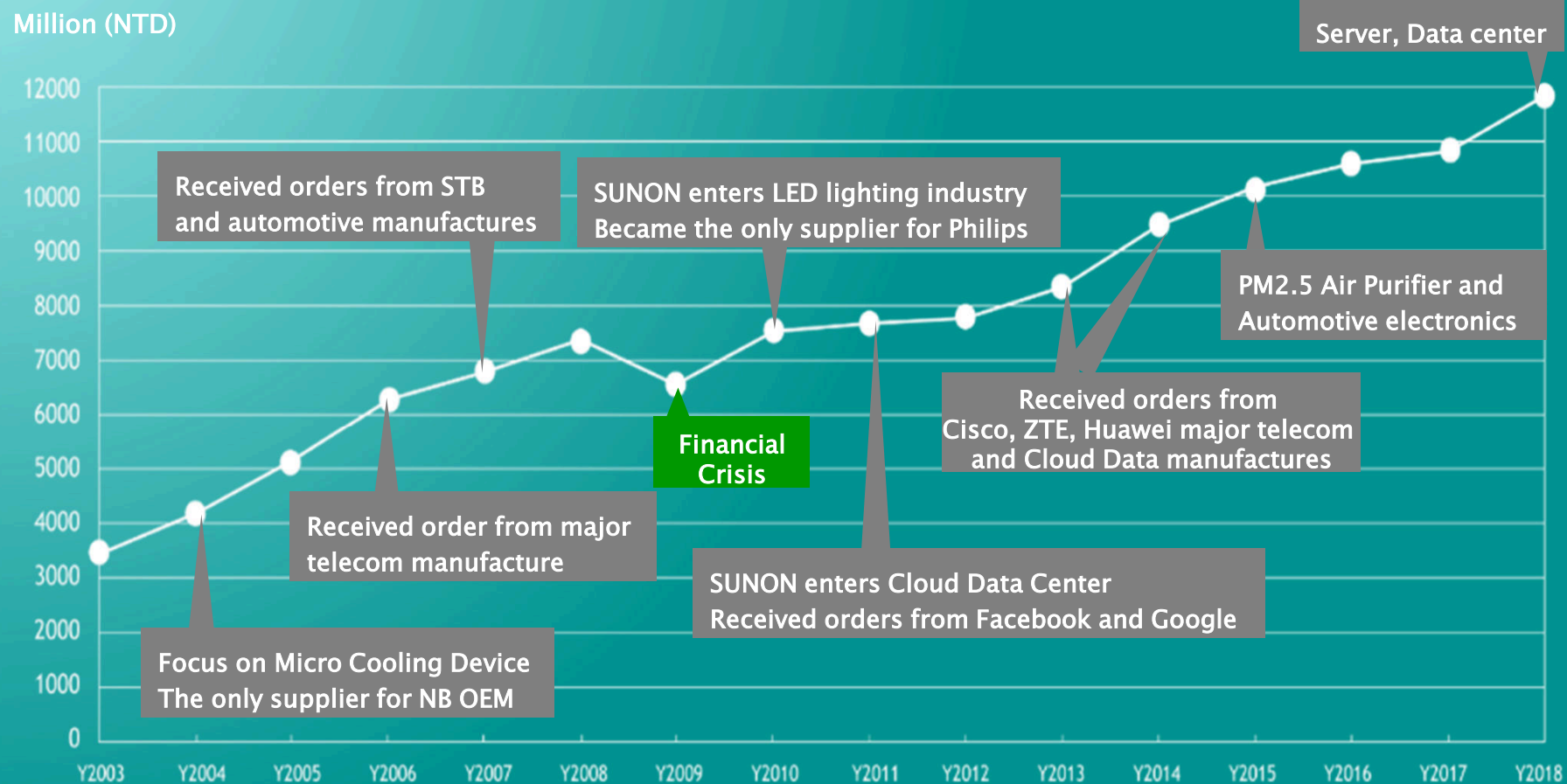
80mm 120mm 250mm 3000mm 1500 Watts
7300mm

The Smallest Fan 8 mm

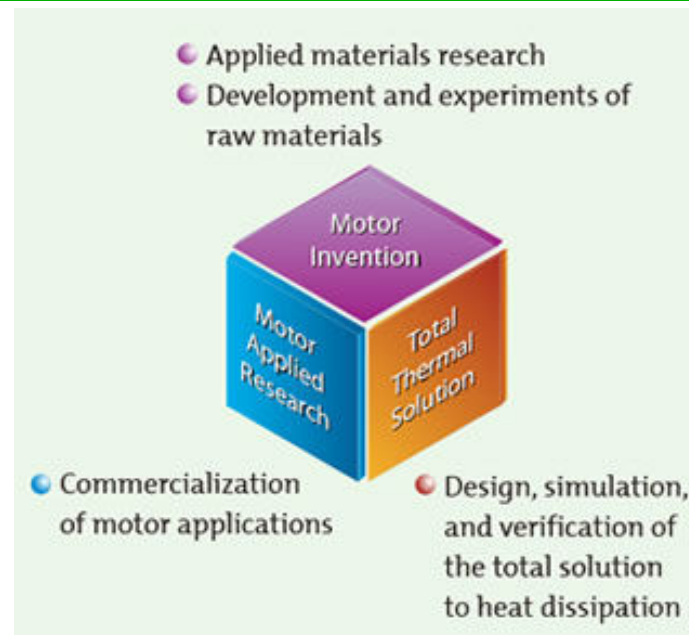
HVLS Fan up to 7,300 mm

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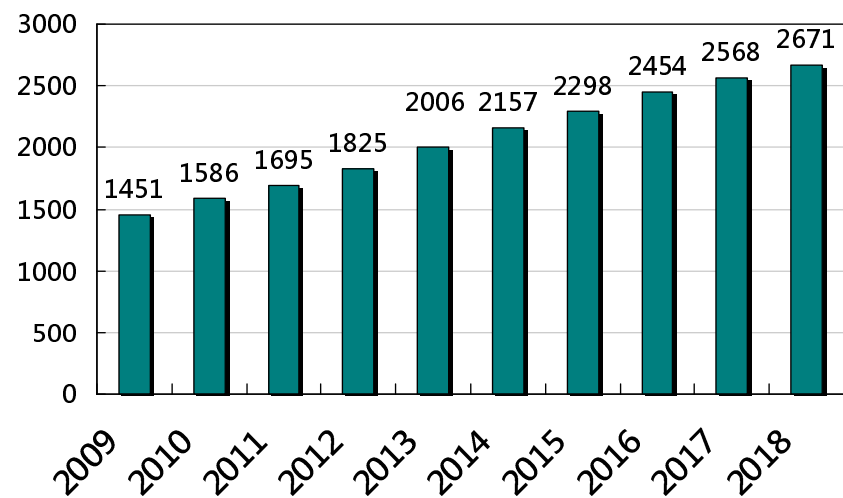
Growth Pattern



SUNON Research

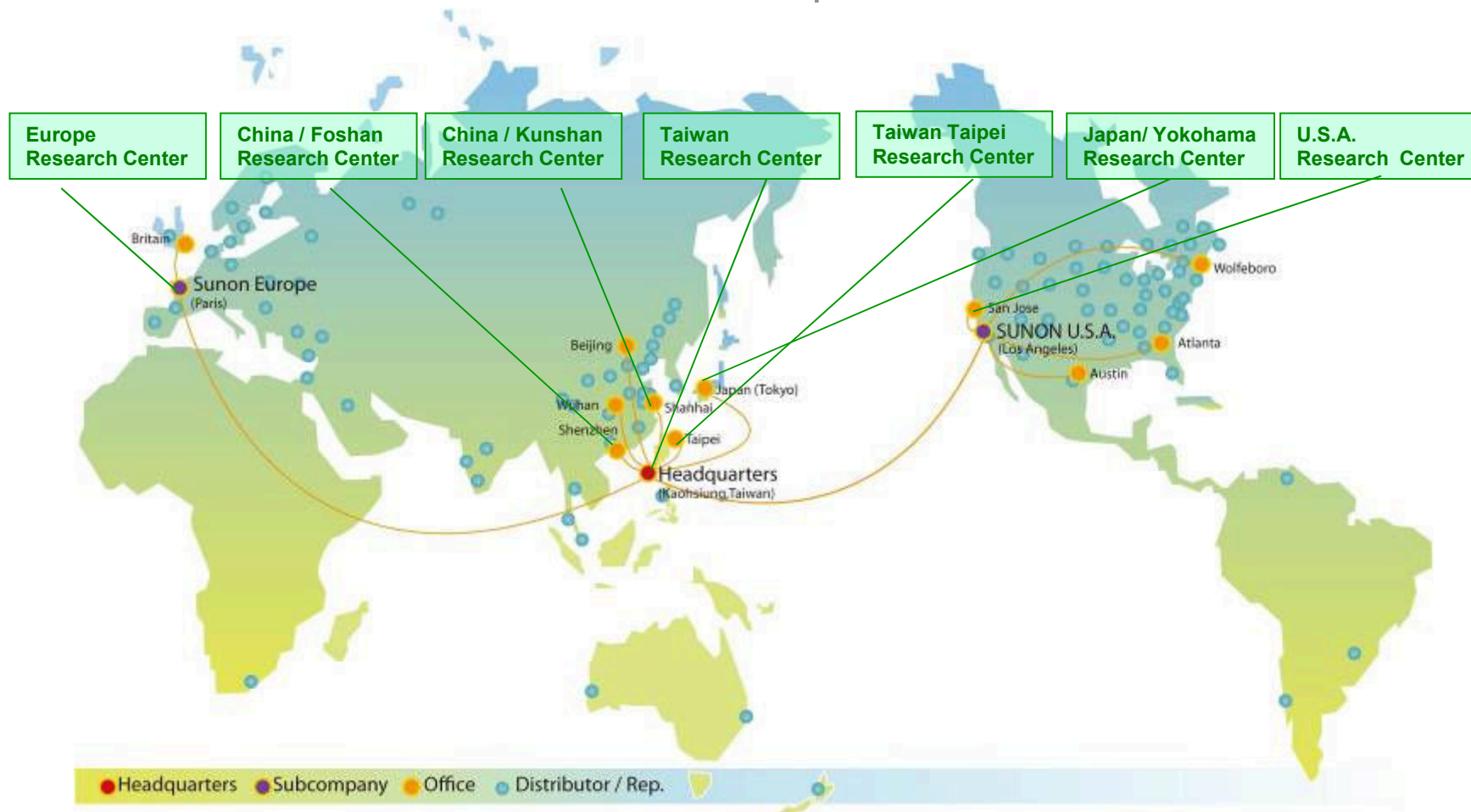


PATENTS



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.



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World Leading Motor Technology

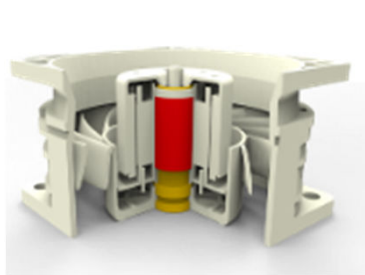
MagLev
System

Shockproof
System

Ultra
Thin

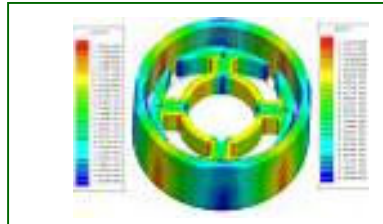
Energy
Efficient

Sound
Quality
Analysis

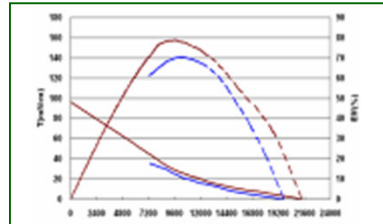


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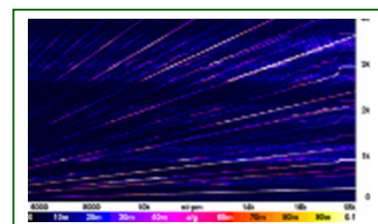
Outstanding Technology



MAGNETIZATION
SIMULATION ANALYSIS



MOTOR EFFICIENCY
ANALYSIS



VIBRATION FREQUENCY
SPECTRUM ANALYSIS



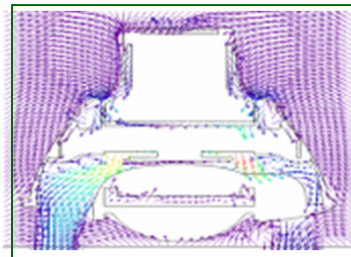
MATERIAL ANALYSIS
AND RESEARCH

Total motor, thermal, ventilation solution

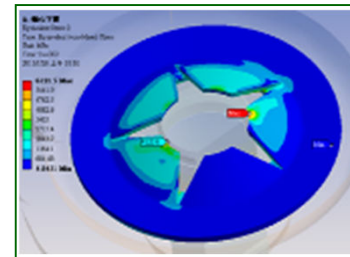
SOUND QUALITY
ANALYSIS



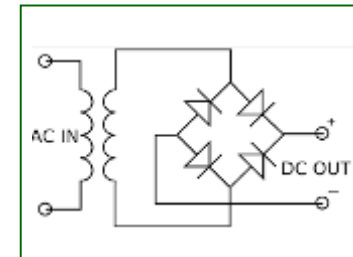
THERMAL ANALYSIS



STRUCTURAL SIMULATION
ANALYSIS

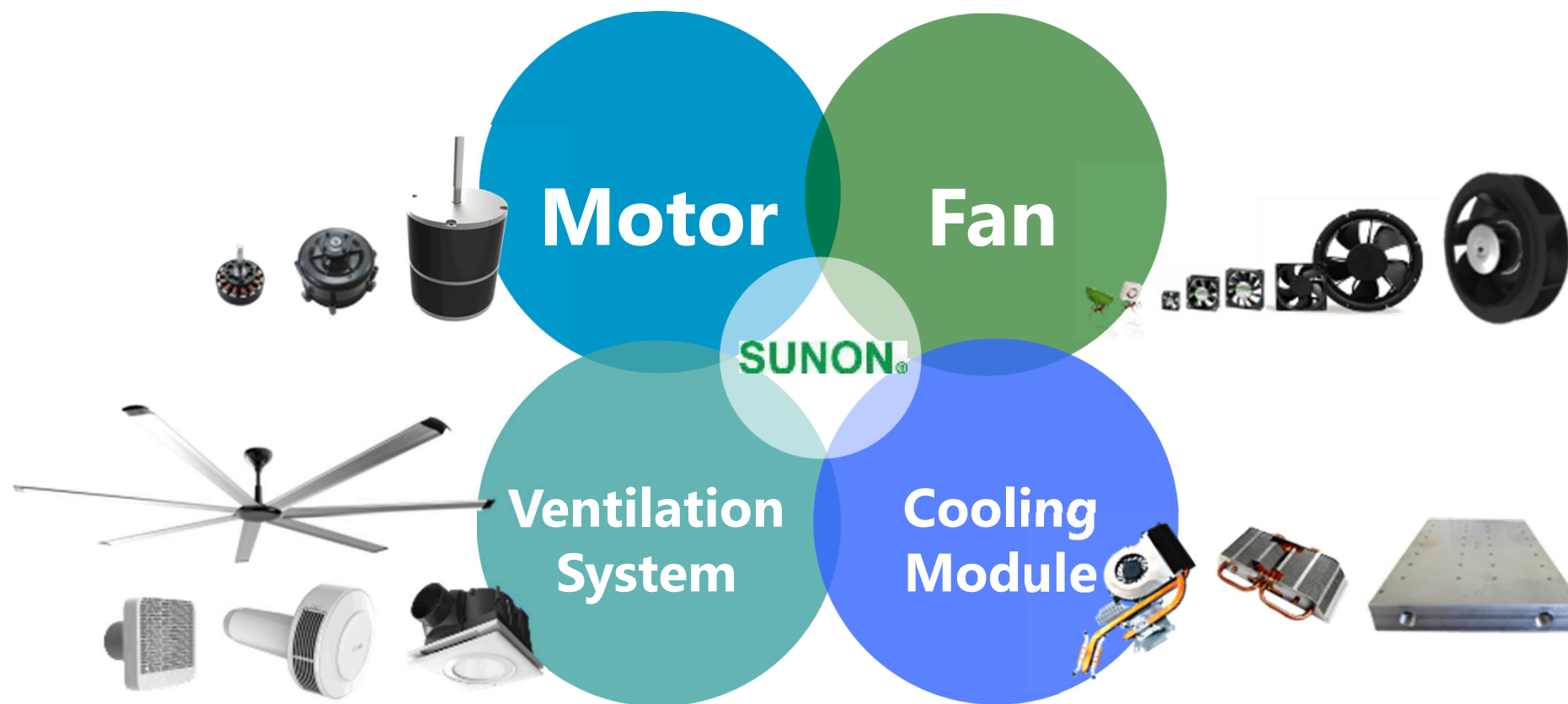


HIGH VOLTAGE DIRECT
CURRENT(DC)
ELECTRICITY



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SUNON Product Line



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Fan & Blower

Fan Size
8mm– 250mm



Fan Tray



DC Axial Fan



DC Blower



AC Axial Fan



Mighty Mini Fan



Water proof Fan



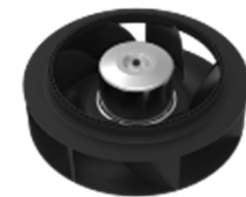
Explosion-proof Fan



EC Axial Fan



EC Blower



EC Centrifugal Fan

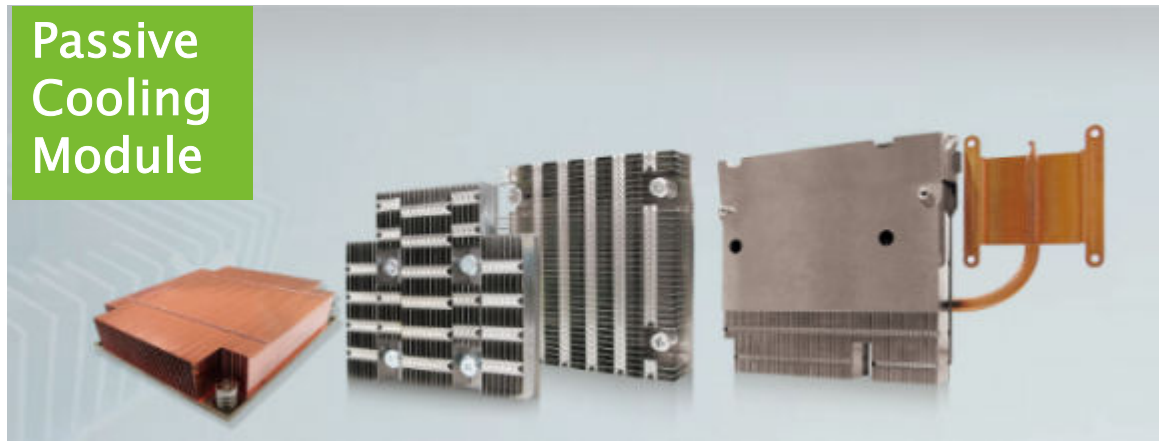
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Cooling Module

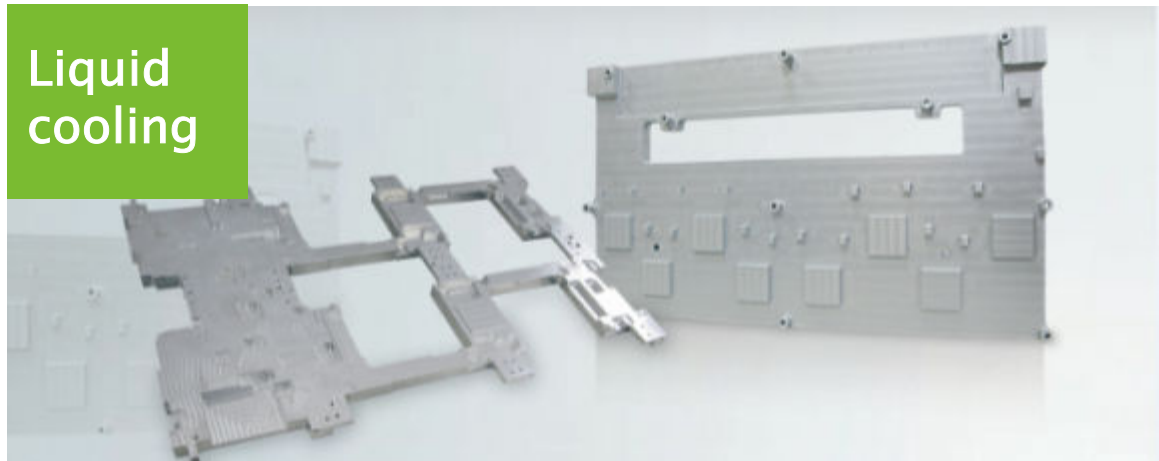
Active
Cooling
Module



Passive
Cooling
Module



Liquid
cooling



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Motor

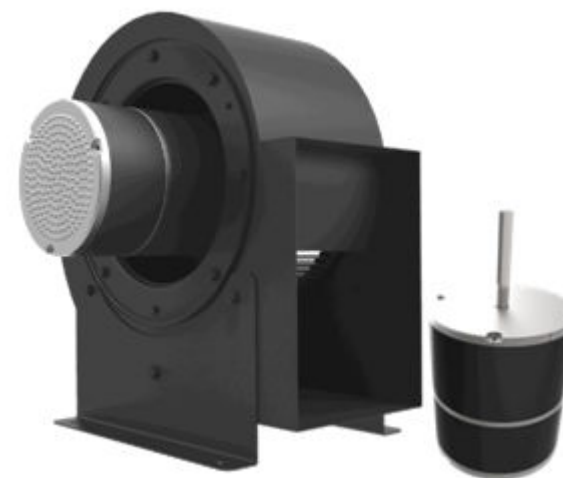
Highly Energy efficient motor 0.1W ~ 1500W



DC motor



Commercial
Refrigerator / Freezer
EC motor



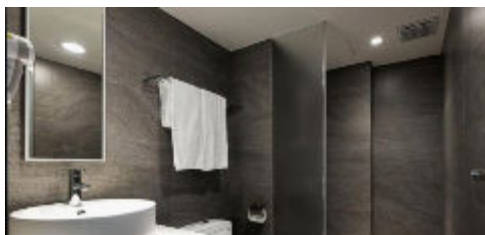
HVACR
EC horsepower motor



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Ventilation

Eco ventilation solution



Ventilation Fan



Flow2 One

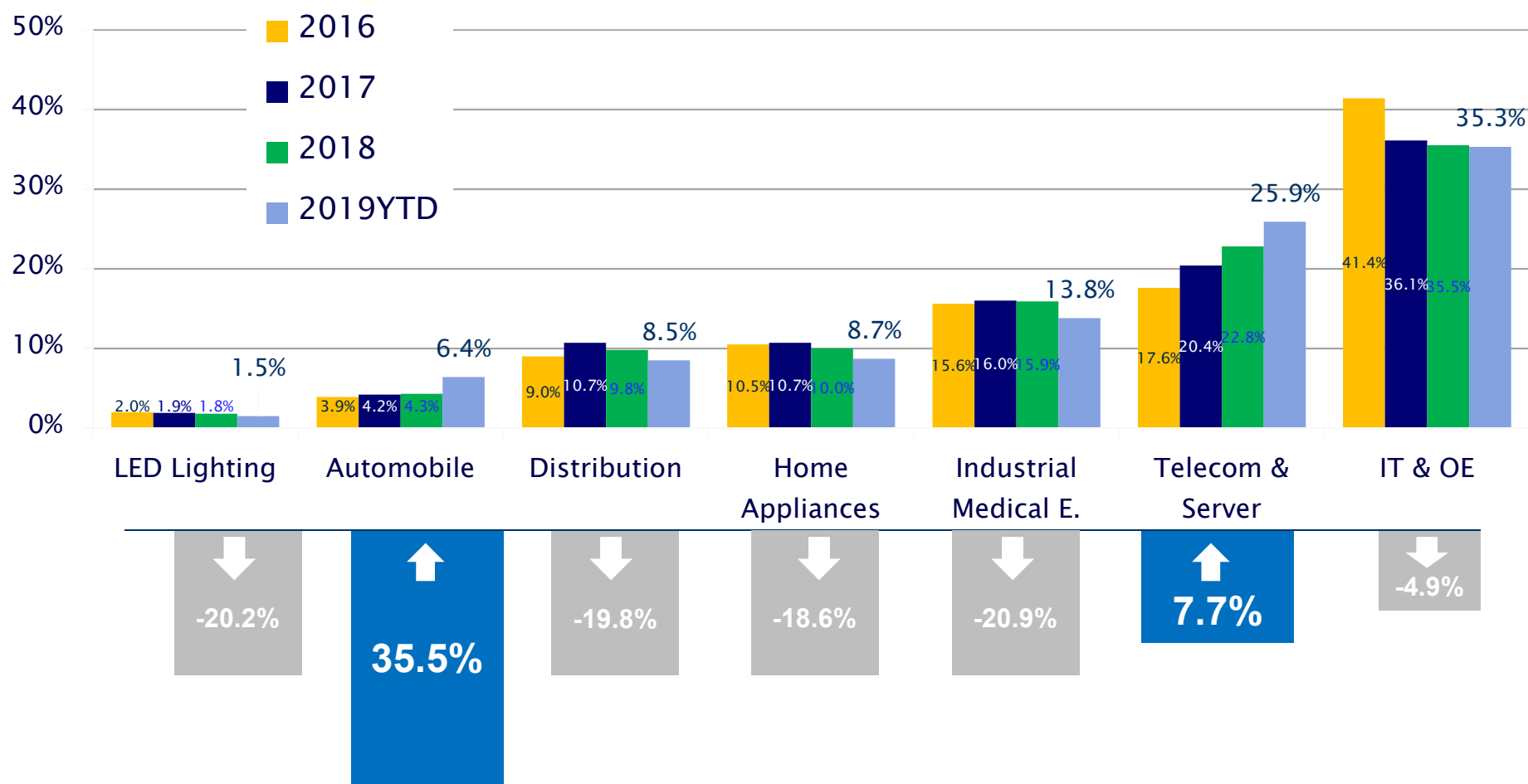


HVLS Fan



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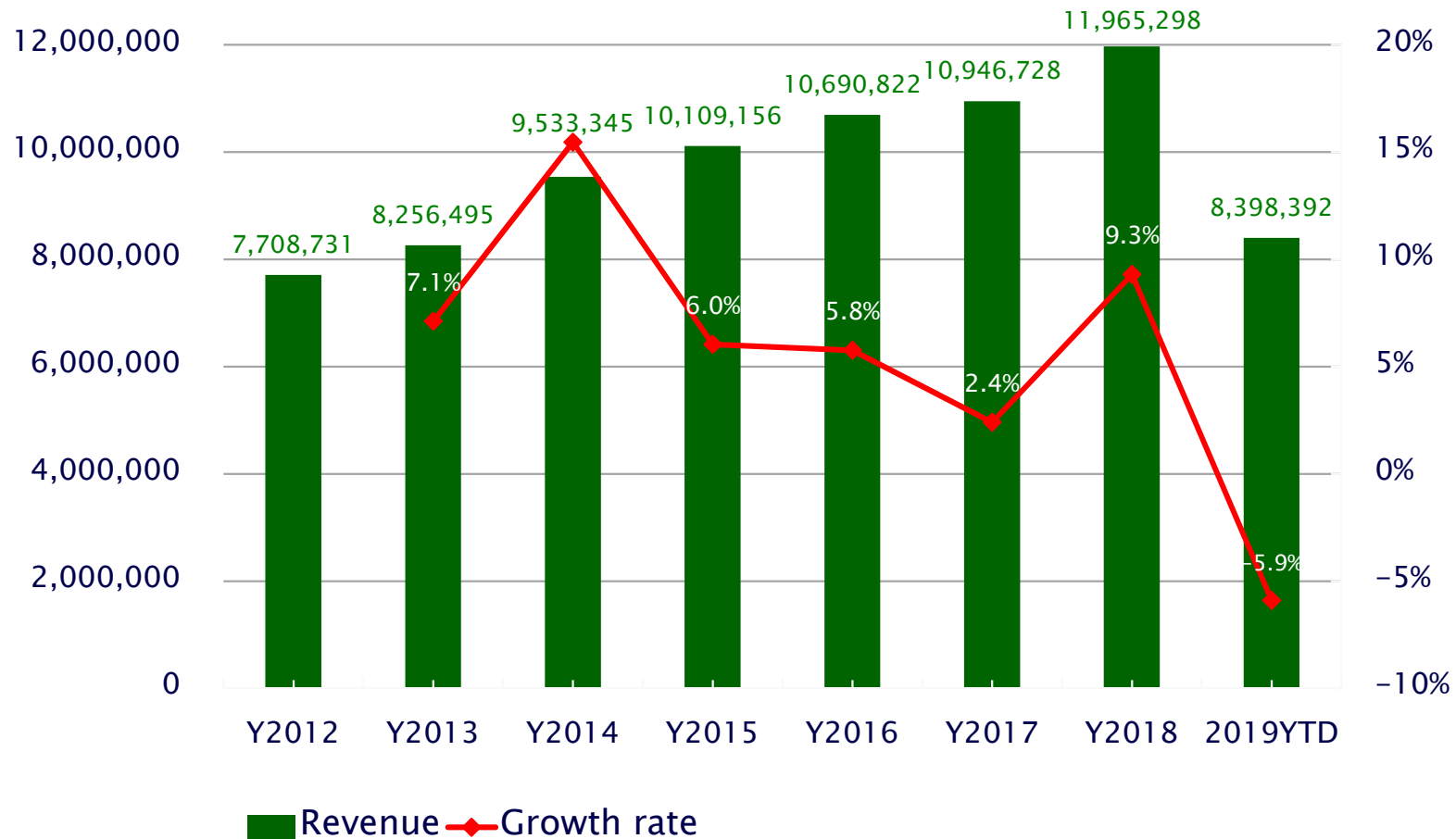
Products Application & YOY Growth



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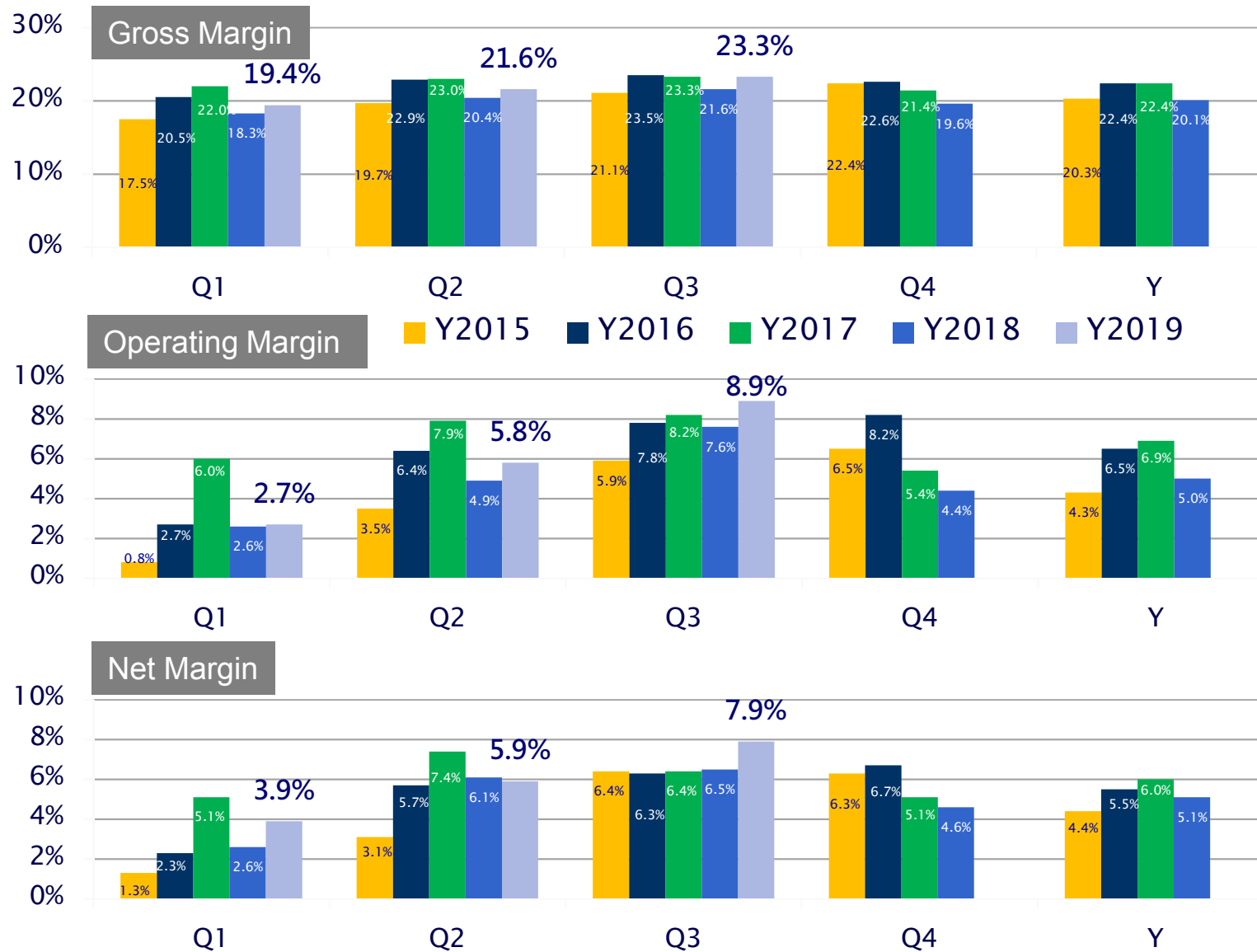
Revenue Performance

UNIT: NTD (K)



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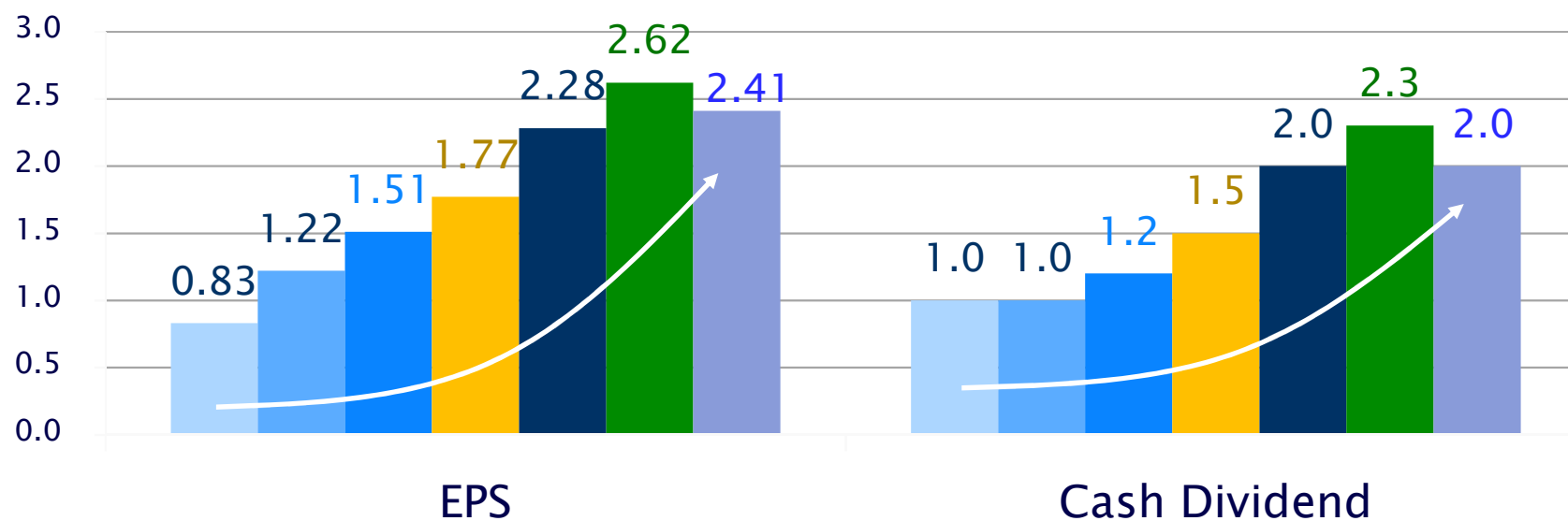
Profit Margin



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Earning & Cash Dividend

UNIT: NTD



Y2012 Y2013 Y2014 Y2015 Y2016 Y2017 Y2018

Payout R.	120.48%	81.97%	79.47%	84.75%	87.72%	87.79%	82.99%
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Medium Term Drivers

Automobile



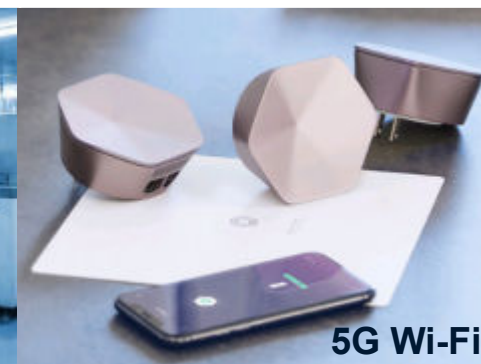
Energy Storage System



Industry 4.0
Inverter / Drive



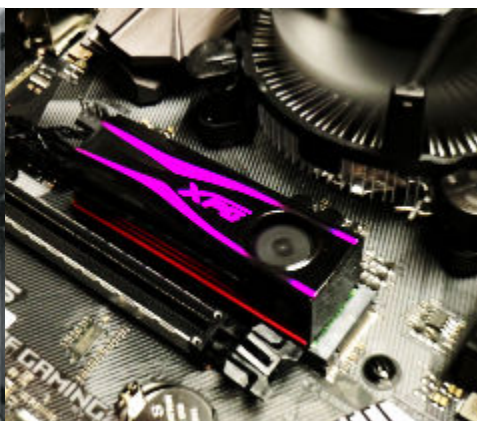
5G
Application



IoT ,AI & Cloud
Computing



Gaming



Industrial
Ventilation



Air Purifier



Photo Source :Internet

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Appendix II

CONSOLIDATED BALANCE SHEETS									
NT\$ M	2015	2016	2017	2018	2019.9.30	Growth YOY(%)			
						2016	2017	2018	2019.9.30
TOTAL ASSETS	7,523	8,391	8,813	8,972	8,754	11.54%	5.03%	1.80%	-3.58%
Cash	1,269	1,338	1,387	1,145	1,135	5.44%	3.66%	-17.45%	-6.58%
A/R, N/R	2,439	2,871	2,724	3,091	3,169	17.71%	-5.12%	13.47%	-3.44%
Inventories	1,480	1,377	1,744	1,794	1,420	-6.96%	26.65%	2.87%	-20.71%
PP&E	1,775	2,182	2,294	2,378	2,321	22.93%	5.13%	3.66%	-1.49%
TOTAL LIABILITIES	3,516	4,324	4,639	4,832	4,697	22.98%	7.28%	4.16%	-7.81%
Short-term loans	464	454	636	843	739	-2.16%	40.09%	32.55%	-22.62%
A/P	2,084	2,469	2,550	2,671	2,420	18.47%	3.28%	4.75%	-12.03%
Long-term loans	0	320	320	220	220			-31.25%	0.00%
TOTAL EQUITY	4,007	4,067	4,174	4,139	4,056	1.50%	2.63%	-0.84%	1.81%
Days sales outstanding	88	91	93	89	102				
Days sales of inventory	64	63	67	68	67				
Current Ratio	1.6317	1.5336	1.4898	1.4247	1.4409				

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Appendix I

CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME									
NT\$ M	2015	2016	2017	2018	2019 1Q~3Q	Growth YOY(%)			
						2016	2017	2018	2019 1Q~3Q
OPERATING REVENUES	10,109	10,691	10,947	11,965	8,398	5.76%	2.39%	9.30%	-5.94%
GROSS PROFIT	2,054	2,398	2,454	2,402	1,815	16.75%	2.34%	-2.12%	0.55%
INCOME FROM OPERATIONS	439	695	756	602	510	58.31%	8.78%	-20.37%	8.74%
INCOME BEFORE INCOME TAX	584	833	842	784	597	42.64%	1.08%	-6.89%	0.34%
NET INCOME attribute to owners	442	572	657	605	464	29.41%	14.86%	-7.91%	0.00%
EPS (NT\$)	1.77	2.28	2.62	2.41	1.85				
Gross Margin	20.32%	22.43%	22.42%	20.08%	21.61%				
Operating Margin	4.34%	6.50%	6.91%	5.03%	6.07%				
Net Margin(*)	4.37%	5.35%	6.00%	5.06%	5.53%				

(*) Net Margin = Net Income attribute to owners / Revenue



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