



健和興端子股份有限公司
K.S. TERMINALS INC.

Since 1973



Professional Terminals and Connectors Supplier

Connect with Us,
Connect
to the Future

Company Profile



Agriculture



Industry



Appliance



Shipping



Automotive



Traffic

<http://www.ksterminals.com>



Disclaimer

- The operations and strategy-related information provided in this presentation is not intended as investment advice for shareholders and investors
- The forecasts and overviews on future operations in this report are mainly based on the information and data currently available on the market.
- KS Terminal does not guarantee the completeness and correctness of the contents in this report. The forecasts and views on operations may vary due to the ever-changing economic impact, company's operating conditions, and industrial environment. Investors should use the information they collect as the basis for investment and trading decisions, and should not rely solely on the content provided in this newsletter.



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1 Company Information



KSTTM

Future Connection

K.S.TERMINALS INC.

Establish : 1978年 Capital : 15.57 hundred million

Chairman : 鄭克彬 (CHENG , KE-PIN)

General manager : 鄭景壬 (CHENG , CHING-JEN)

Production base : 彰濱廠 (Chang Pin factory) 、
蘇州廠 (Suzhou factory)



Set up Products : Automobile/ Electrician/ Home Appliances Terminals





2 Main Products





- Electrical Terminals
- Automotive Connectors
- Nylon Cable Ties & Stainless Steel Ties
- Green Energy Connector



KST™ Future Connection

Main Products

Electrical Terminals



Copper Terminals



Automotive Connectors



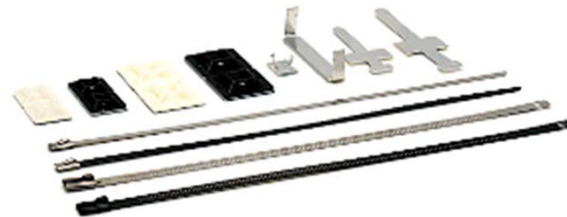
Battery Modular
Connector Kit



AC Charging Connector
for Electric Vehicle/Socket



Stainless Steel Ties



Nylon Cable Ties



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Green Energy Products



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健和興端子為您連接未來 綠能新紀元



電動車/油電車/動力混合車...全系列汽車產業連接器及充電系統 (EV/HEV)
符合 美國 UL 2215 標準 以及 SAE J1722 EV 標準界面之 TUVus 認證 GB 20234 認證



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Future Connection

Product Application



Infrastructure



Shipping



Green Energy



Appliance



traffic



Mechanical Equipment



Agricultural



Automobiles

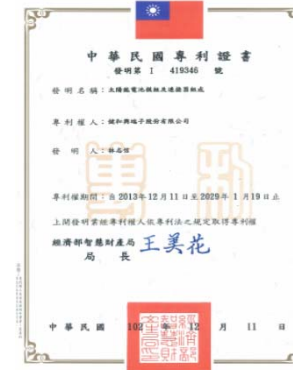


Power distribution project

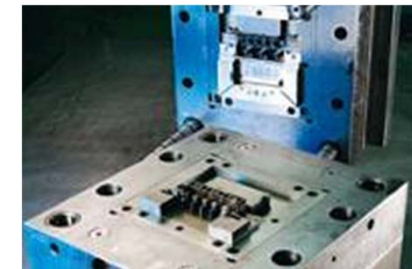
KST™ Future Connection

Product Patent

Product and process related patents:
KS Terminals have a total of 57 patents in various countries



Establish a huge RD KM system: more than 20,000 kinds of terminal and connector; product development and mass production capabilities; accumulation of more than 6,000 sets of tooling design and experience

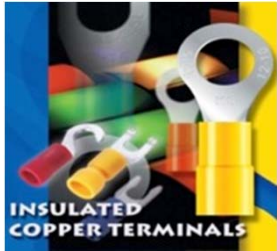
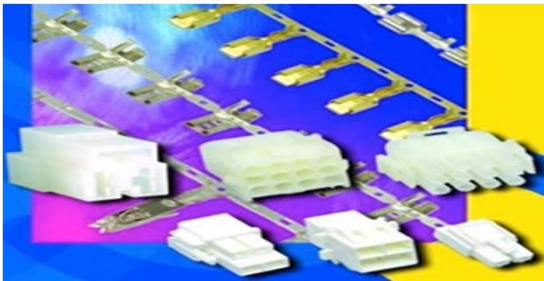




2 Product Structure

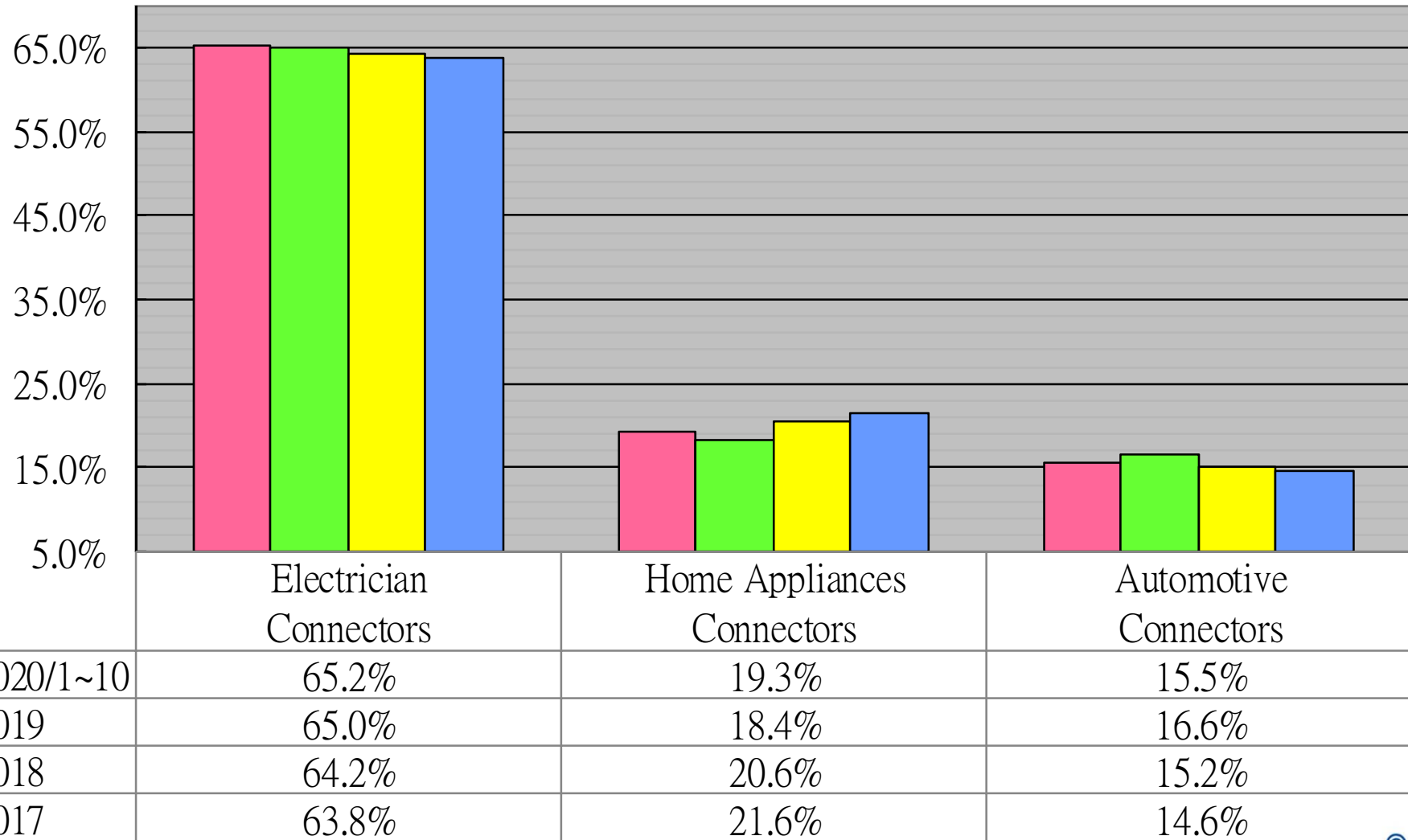


Product Structure

Product Category	Main products	Product Features	Revenue Structure (2020/1-10)
Electrician Connectors	 	Electricity, power and signal transmission, the basic element Indispensable. 4G/5G Infrastructure	65.2%
Home Appliances Connectors		Consumer electronics market.	19.3%
Automotive Connectors		Used in power and signal transmission, dashboard of all kinds of vehicles. EV Automotive Industry	15.5%

Product Structure

Unit : %





3 Financial Performance

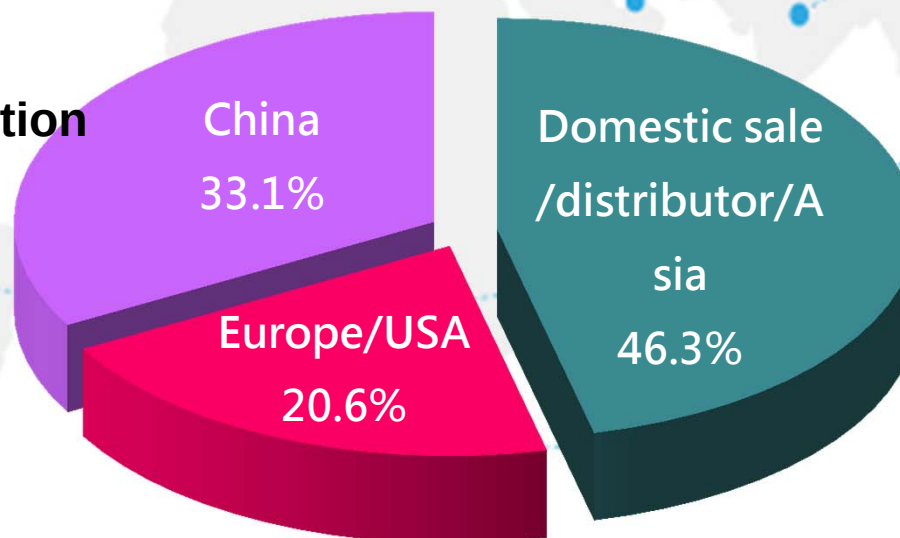


Revenue Composition

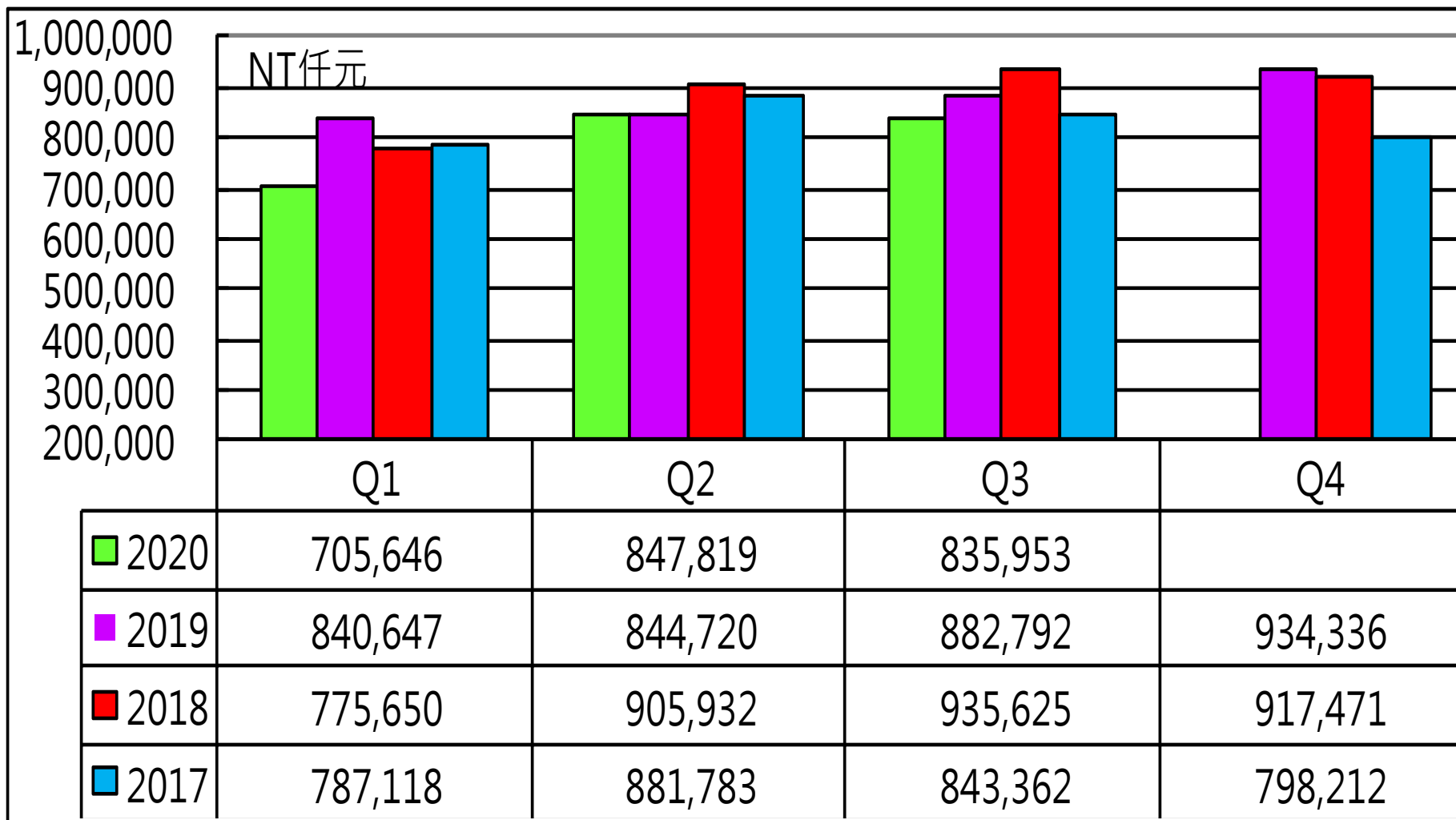
單位：％

Area \ Years	2017	2018	2019
Domestic sale /distributor/Asia	49.3	50.3	47.4
China	30.0	30.3	31.5
Europe/USA	20.7	19.4	21.1
合 計	100	100	100

2020/1-10
Revenue Composition

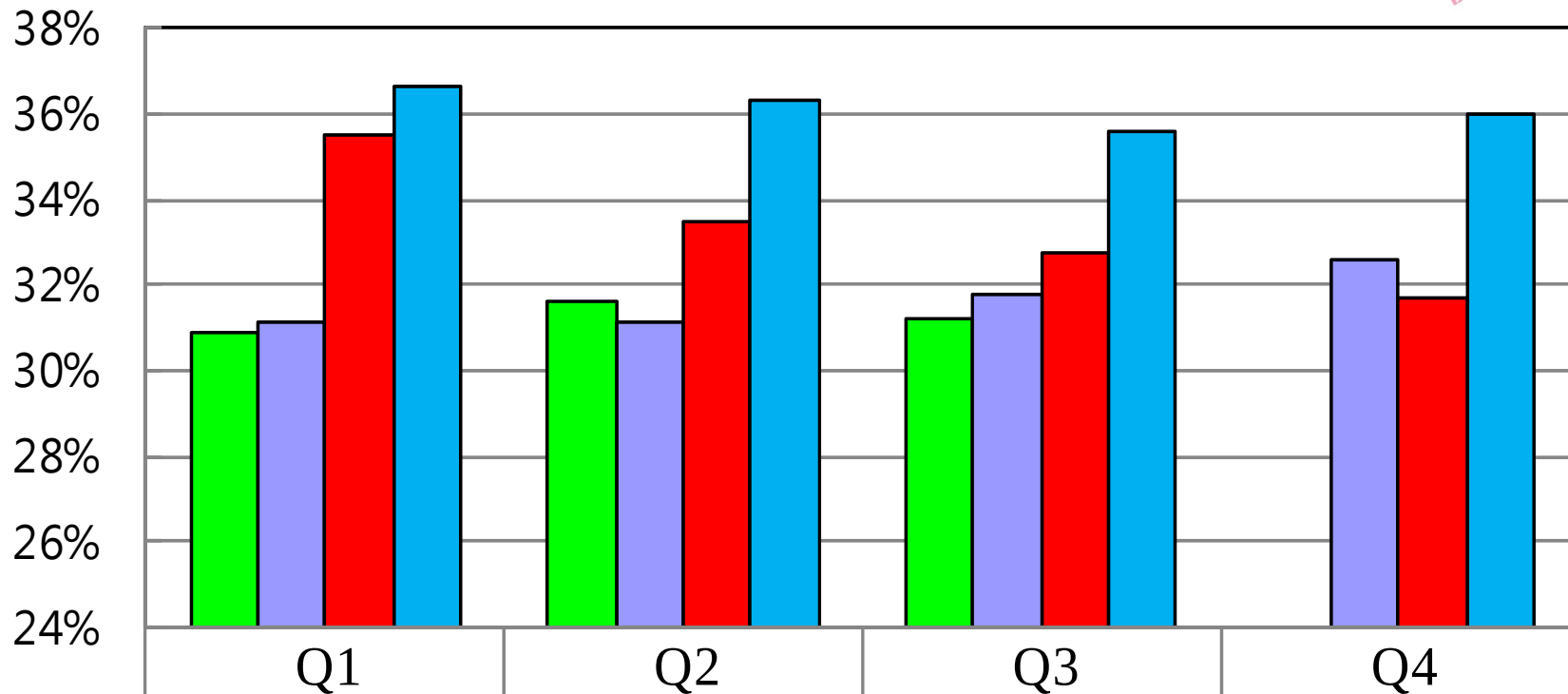


Revenue for the quarter



Note : 2020 /October Revenue 302,733 thousand dollars .

Gross margin



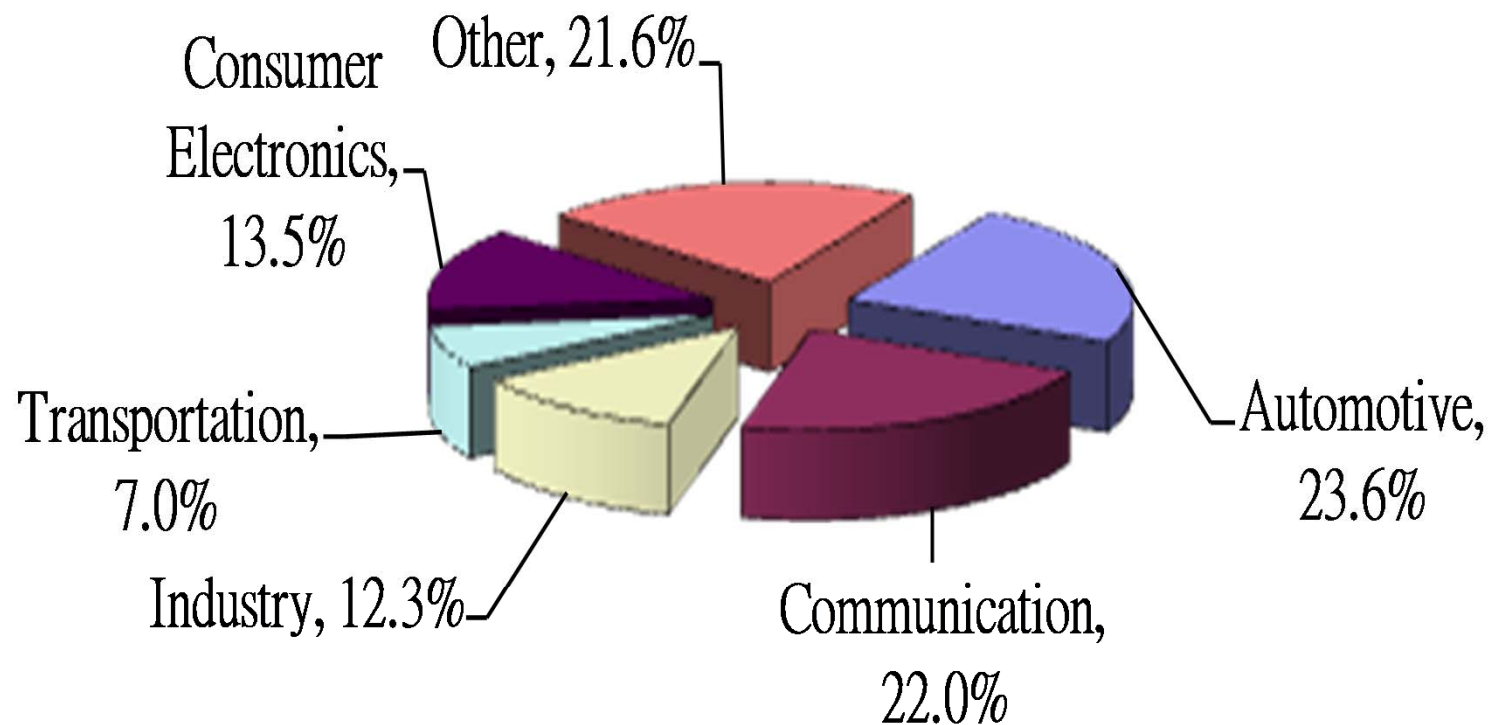
Note : 2020/October Gross margin is 32.00% .





4 Market Overview

Market Structure



■ Automotive ■ Communication ■ Industry ■ Transportation ■ Consumer Electronics ■ Other



5 Business Strategy



Global Allocation



台灣總公司

Taiwan headquarters



大陸蘇州廠

Suzhou Subsidiary



廣州分公司

Guangzhou branch office



美國子公司

USA Subsidiary



泰國子公司

Thailand Subsidiary



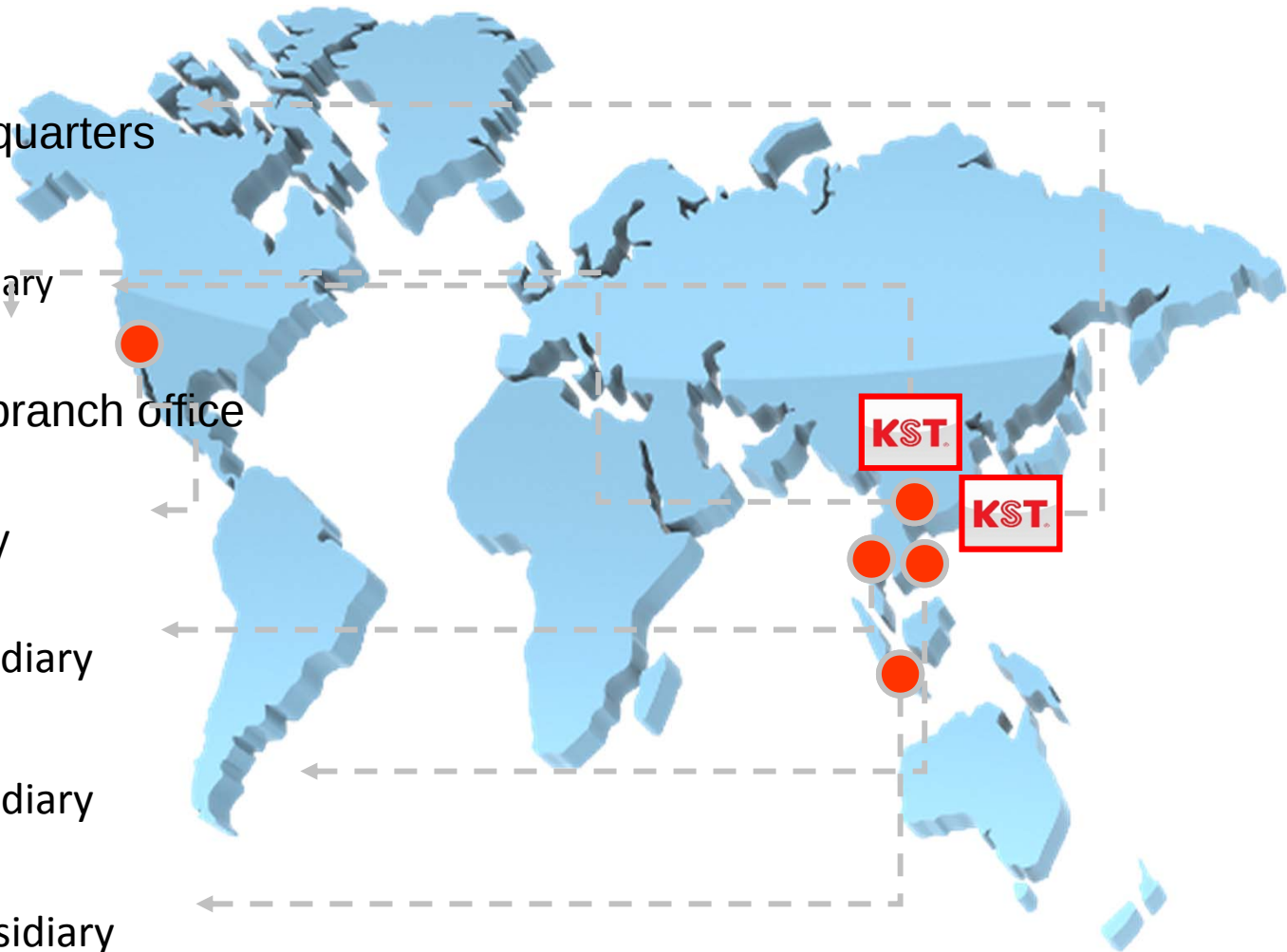
越南子公司

Vietnam Subsidiary



印尼子公司

Indonesia Subsidiary



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China Stronghold



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發展策略-由端子走向汽車關鍵零件

Development strategy - from the terminal to the key parts of the car

建立 自動化與量產規模

切入汽車市場

布局綠能新應用 (汽機車.充電槍.儲能 ...)

健和興端子成立 開發模具費皆當月費用化

合資 宏利汽車部品(長春廠) 擁有汽車零件 熱沖技術

健和興(蘇州廠)

彰濱新廠啟用

1978年

1998年

2000年

2006年

2007年

2012年

2013年

2014年

2015年

『AS/RS自動倉儲與製程分流系統』
自動倉儲分流系統-快速供貨
內銷市場當天下單當天出貨



日本通產省JIS工廠認證
端子類產品可輸出至日本

TS16949認證
汽車工廠認證

充電槍 TUV UL ETC ... 認證通過



合資 英利汽車部品(佛山廠)
擁有汽車零件 冷沖技術



電工類 新興市場佈局 (泰國曼谷)



通訊產品 認證通過
切入中國4G市場



綠能產品佈局

IP69新標準完全植入設計端於綠
能.電動車類.汽車等相關連接器

<http://www.ksterminals.com>

市場競爭利基

Market competition advantage

**客制化**

Customized

➤ 彈性製造系統
提供-少量多樣
及大量緊急之
需求。

➤ Flexible
manufacture &
Diversification
production for
urgent request

銷售

Sale

➤ 40年專業端子
製造銷售。

40 years experience for
Production and Sale

➤ 擁有廣大客戶
群、且客源分
散。

With the majority
of customer base, and
scattered customers

➤ 產品80%以上
皆也認證通過

More than 80% of products
are certified

研發R&D

➤ 完整的先進實驗
設備及驗證能

力。 Complete
advanced laboratory
equipment and verification
capabilities

➤ 具備設計、製造
模具能力及自製
專用機之技術。

Have the technical design,
manufacture and mold
ability of self-dedicated
machine.





6 Future Outlook



Future Outlook

- Improve design capabilities of high-power terminals & connector, product technology and quality standards.
- Continue investment in EV charging systems and expand our product base that conforms to all the different international regulations to develop clientele from all over the world.





7 Q & A