



鴻名企業股份有限公司

WELLTEND TECHNOLOGY CORPORATION

TWSE Code: 3 0 2 1

2021Q3
Company Information

2021/11/24

免責聲明

本文件之資料只供參考和一般資訊之用，而並非有提供全面資訊或任何投資或其他專業意見之意。鴻名企業並不保證或陳述該等資料是否完整、準確或最新。請使用者以公開資訊觀測站之公開訊息為依據，查詢相關財務業務訊息。

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If there is any inconsistency or ambiguity between the English version and the Chinese version, the Chinese version shall prevail.

Agenda



About
Wellend



Wire Harness
Business Group



System
Integration
Business Group



Performance
and Prospects



Q & A



About
Wellend



Wire Harness
Business Group



System
Integration
Business Group



Performance
and Prospects

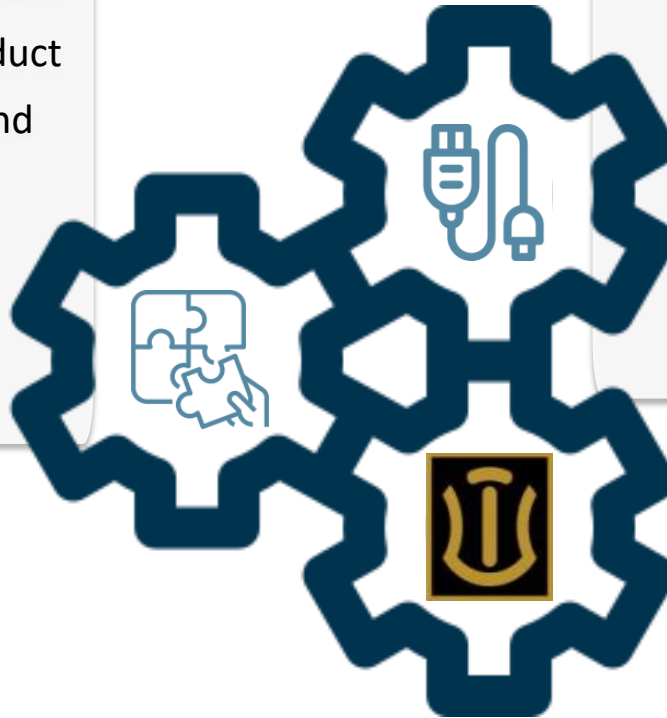


Q & A

Business Introduction

System integration business group :

Provides system integration and IT services, with a complete product line and total solution. Welltend takes the leading position in enterprises and government.



Wire harness business group :

With more than decades of experience, Welltend has insight in the industry needs. Products need to be tested by strict testing procedures. Provides customers with stable and reliable products, with the real-time support .

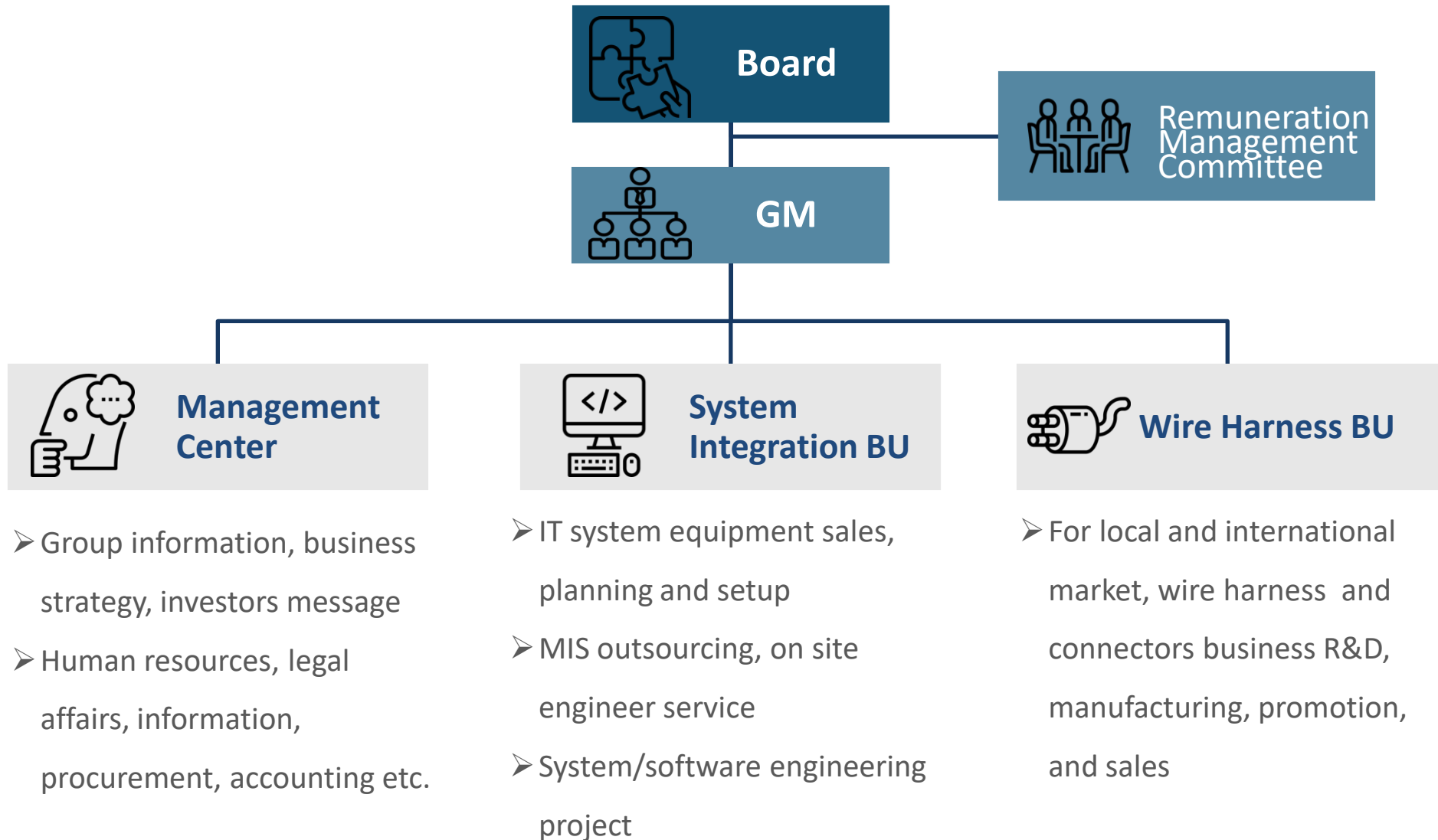
WELLTEND has a strong management team and excellent RD capabilities, with vision and execution, towards future advanced investment.

Histroy

Established	1993	· Company was established · IT products agents, sales and service
Development	2000	· Share listed in OTC market (Taipei Exchange)
	2002	· Share listed in main board (TWSE)
Restructure	2009	· Wire harness group joined
Transition	2010	· Invested in Shenzhen area
	2011	· Invested in Hunan, Kunshan
	2013	· Invested in Huizhou
Expanding	2014	· Invested in Philippines
	2016	· Assigned new GM for two business groups
	2017	· Invested in Thailand
	2019	· Revenue over USD 80 million



Organization





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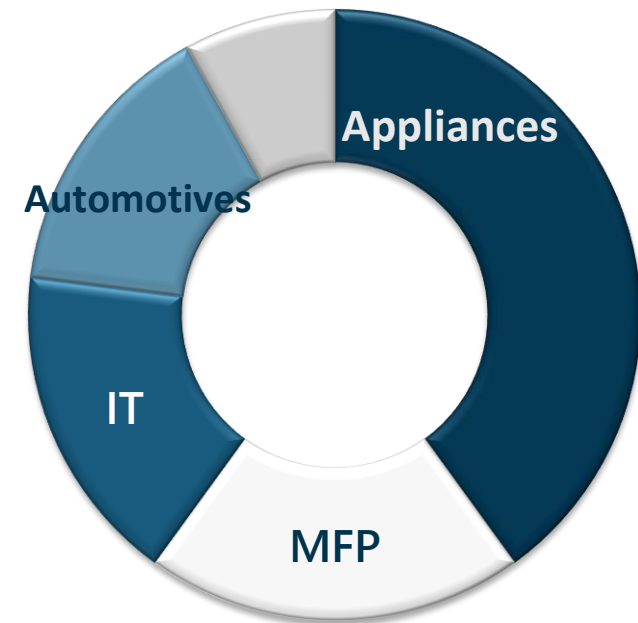
Performance
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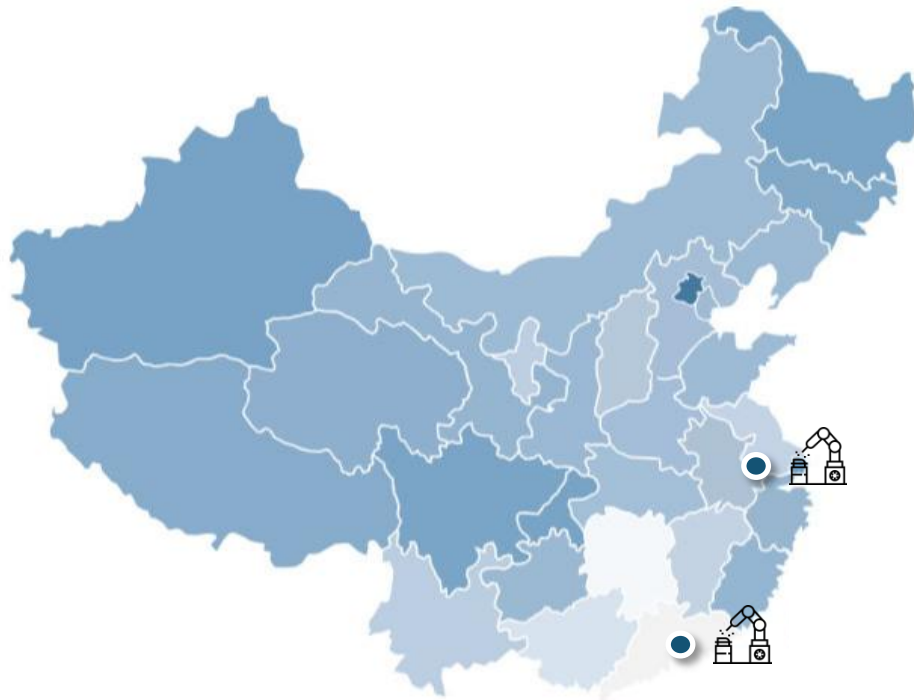
Q & A

Wire Harness Group

- Professional cable, harness manufacturing partners
- Reliable and stable quality, affirmed by Japanese customers
- Applications
 - Home appliances, office automation machines, information technology, automobiles, industrial use



Production Base

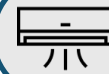


- East China

 Kunshan Site

- South China

 Huizhou Site



家 電



智慧家電



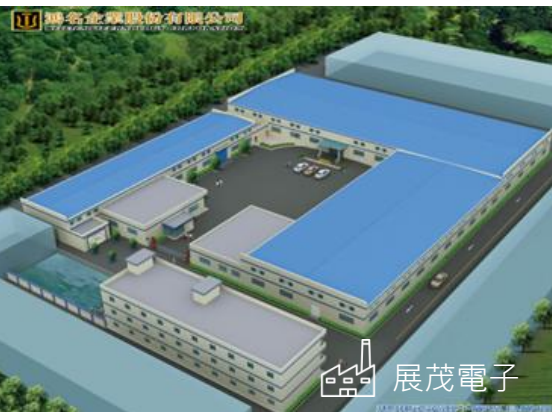
車 用



車影音



事務機



Production Base



- South East Asia

-  Philippines

Celeraise Electronic

-  Thailand

Celeraise (Thailand)



智慧家電



車 用



消費電子



Celeraise Electronic



Celeraise (Thailand)

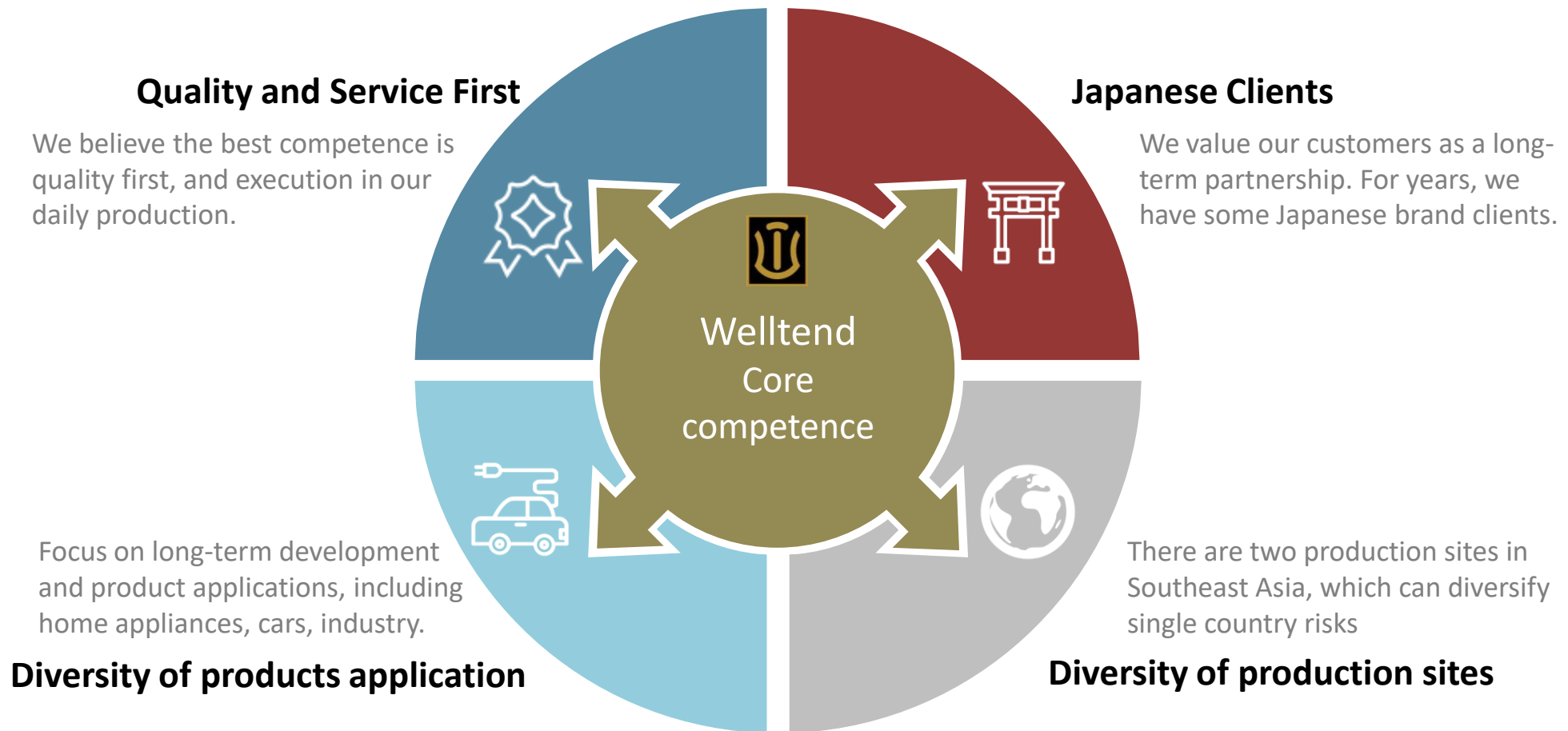


✓ 2020 Q1



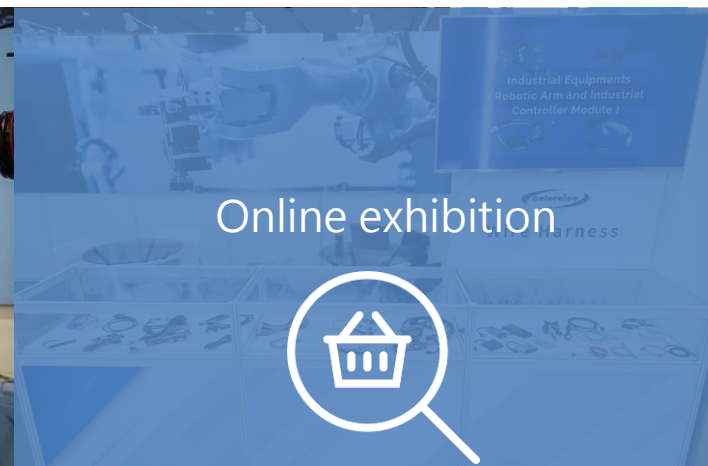
鴻名企業

Development Strategy



Taipei AMPA 2020 (Oct 2020) / Taipei AMPA 2021 (Apr 2021)

We never stopped, even during the pandemic.





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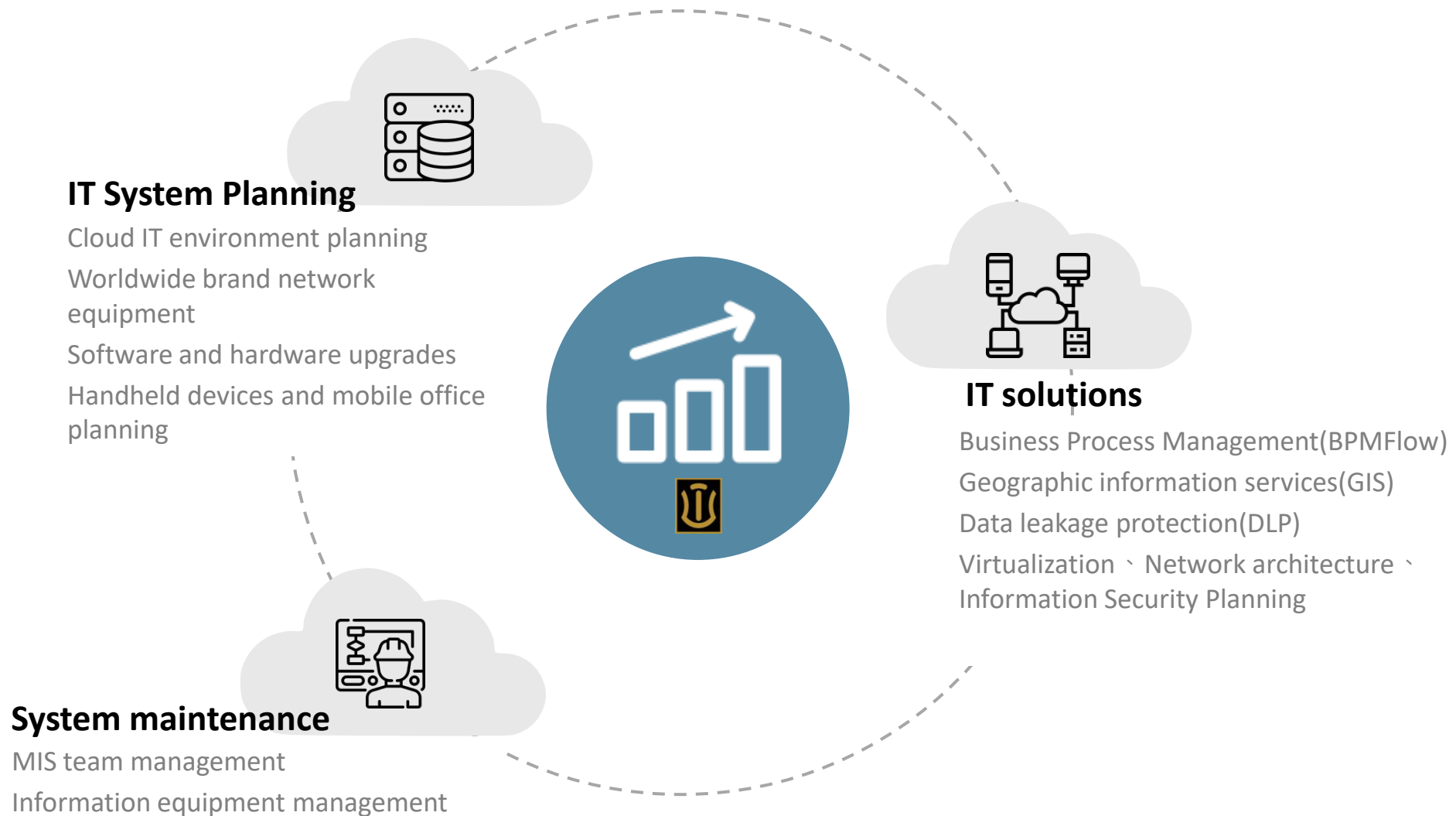


Performance
and Prospects



Q & A

Products and Service



Core Business and Strength

IT consultancy.
Application development
and sales.

Skilled engineer support team
with ISO27001 certificate.



Engineers and non-stop service
everywhere in Taiwan, which meet
the customers business need.

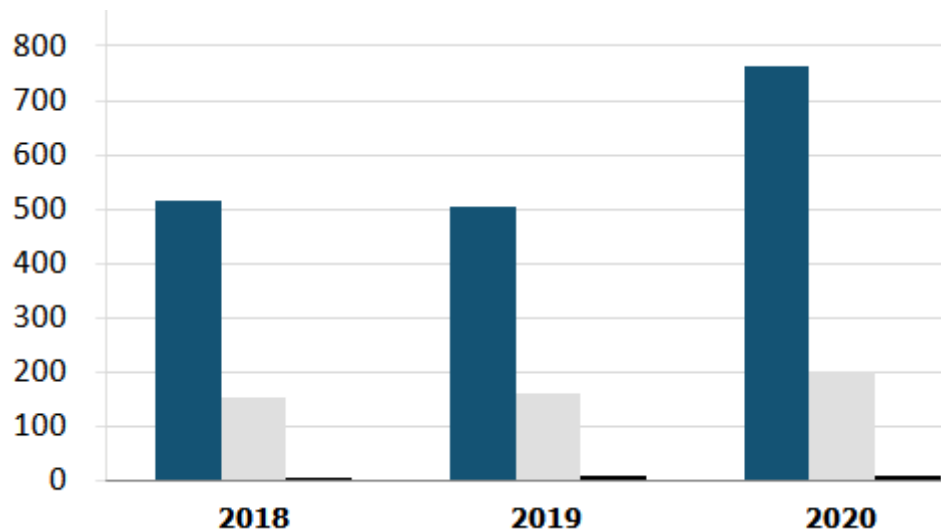


Offering worldwide known equipments.
Installs and upgrades.

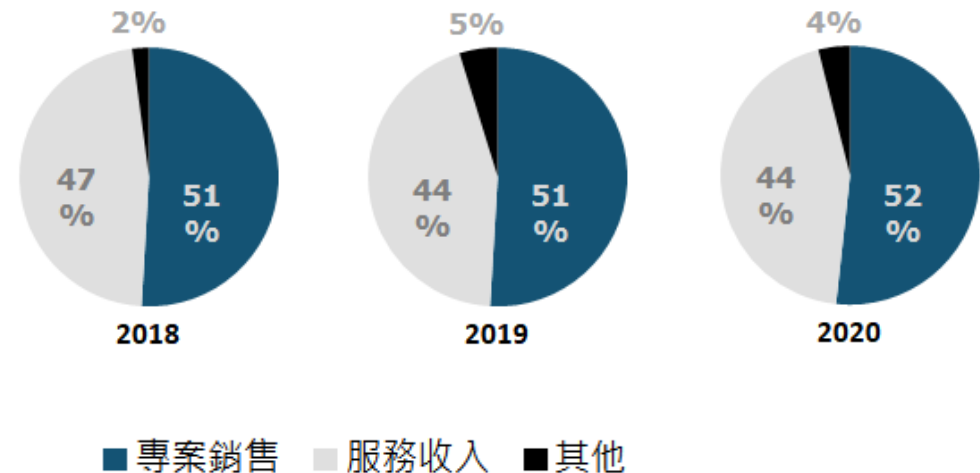
Sales category

- In recent 3 years, revenue from services and general sales are both growing.
- Through close service with our clients, brings more potential business in the future.
- Long term margin is stable.

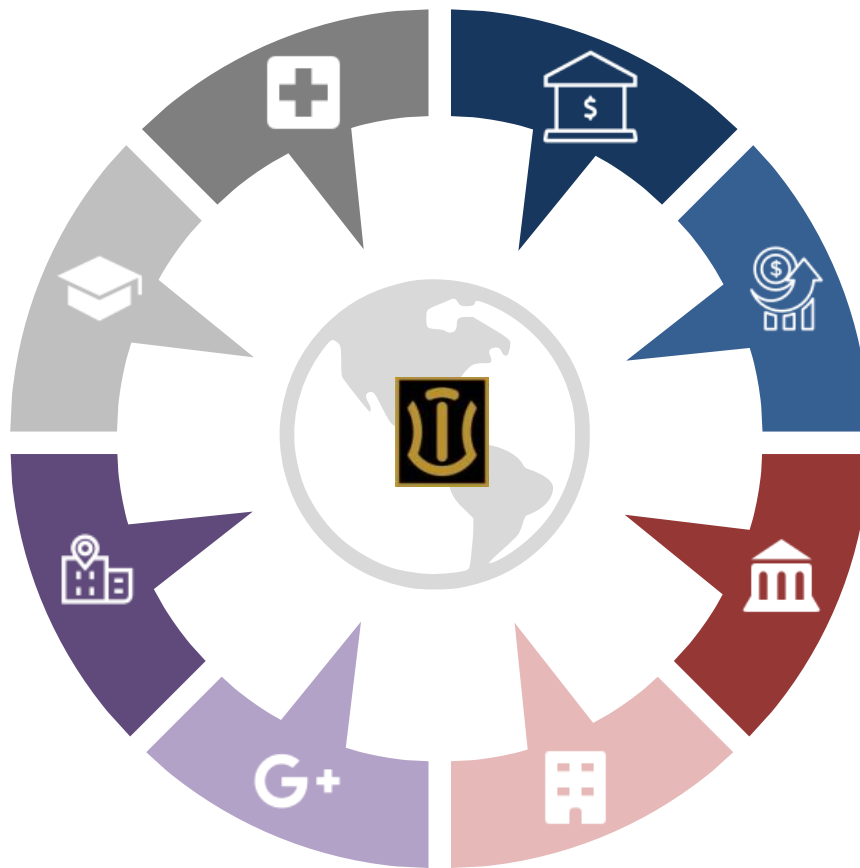
Revenue Composition



Gross Margin Composition



Major Clients



Banking

Banks, securites, insurance companies



Governments

Central and local governments



Enterprises

Listed companies, foreign business in Taiwan



Public services

Hospitals, unversities



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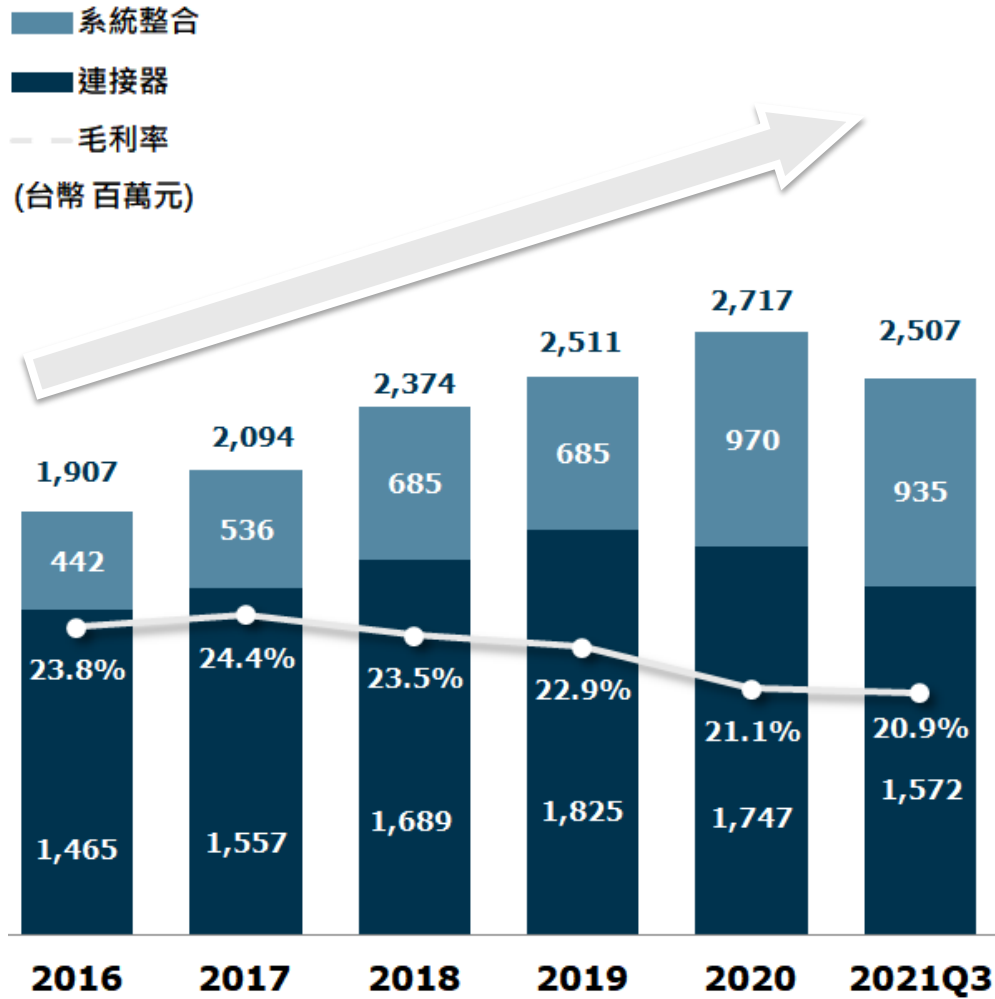


Performance
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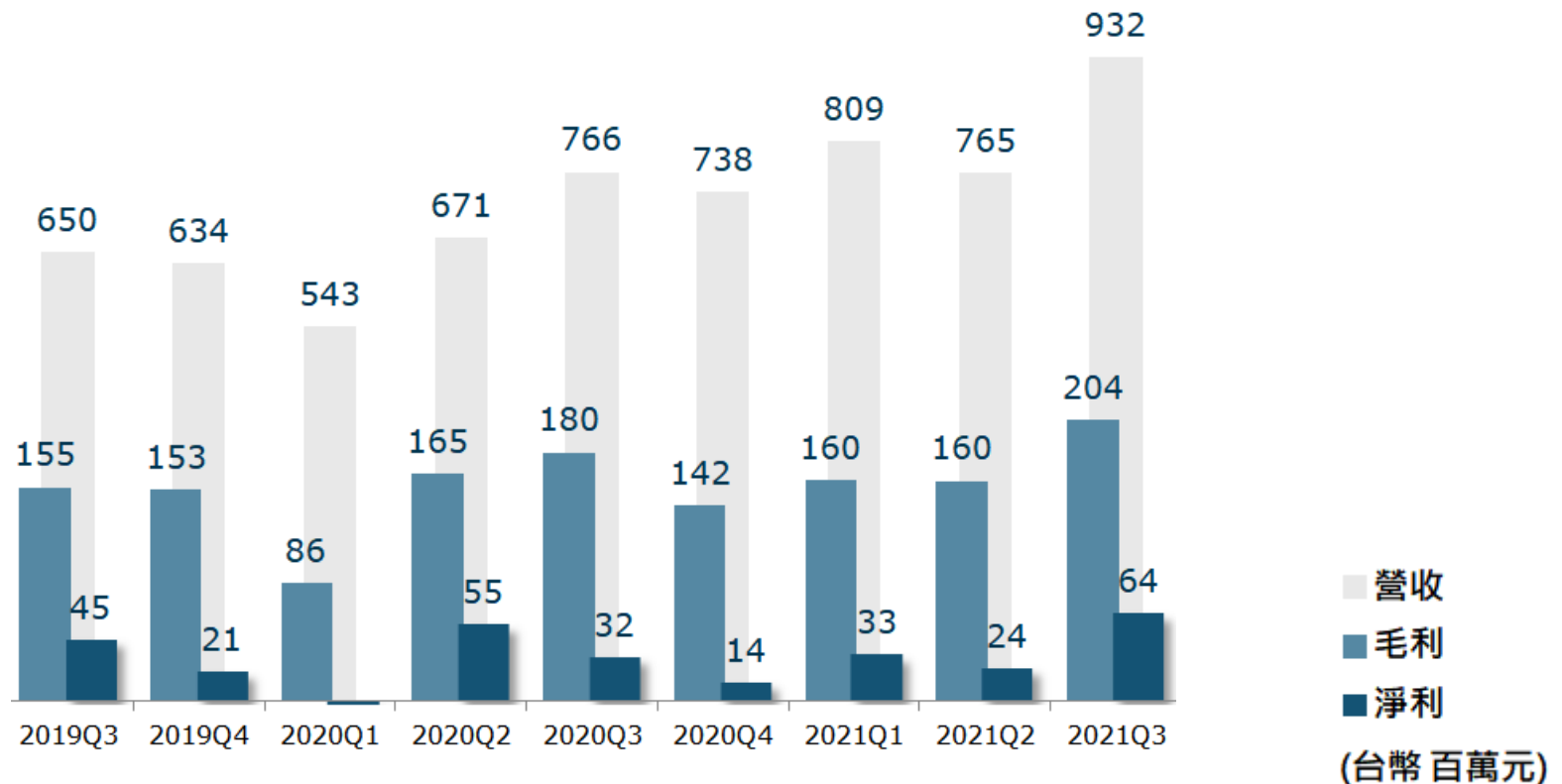
Operation highlight



- In 2021Q3, accumulative revenue growth: + 26.6 %
 - wire harness group: +24.8 %
 - system integration group: +29.9 %
- Stable gross margin brings reasonable profits
- Sector contribution:
 - Wire harness: 63%
 - System integration: 37%

Seasons Operation Results

- Revenues in Q3 are 932 million, YoY: + 21.7%, gross margin: 21.9%
- First three quarters EPS in 2021: 0.36, 0.26, 0.68. (TWD)



Income Statement Summary

TWD, thousand

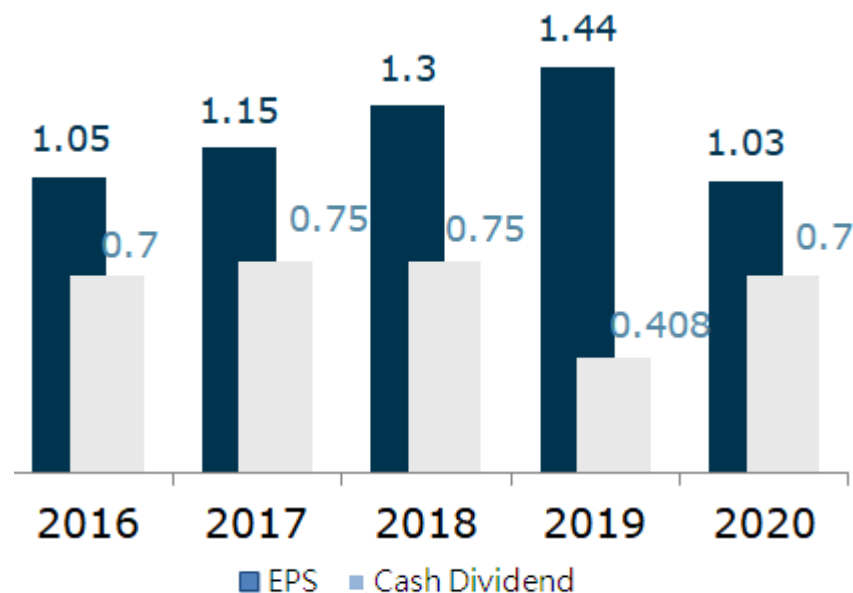
	2021Q3		2020Q3	
	金 額	%	金 額	%
營 收	932,055		765,694	
營業毛利	203,806	22	180,463	24
營業費用	110,688	12	112,643	14
營業利益	93,118	10	67,820	10
業外收入	(9,428)	(1)	(17,604)	(3)
稅前淨利	83,690	9	50,216	7
所得稅	20,117	2	18,055	2
淨利	63,573	7	32,161	5
EPS	0.68		0.35	

	2021前三季		2020前三季	
	金 額	%	金 額	%
	2,506,523		1,979,313	
	523,434	21	430,878	22
	330,260	13	294,264	14
	193,174	8	136,614	8
	(28,595)	(1)	(15,795)	(1)
	164,579	7	120,819	7
	43,395	2	38,585	2
	121,184	5	82,234	5
	1.30		0.88	

Dividends Policy

- In the past five years, shareholders have received cash dividends more than 3.3 dollars per share.
- Long term cash dividend yield is more than 5%.
- Company policy: share profits to long-term shareholders.

股利所屬年度	2016	2017	2018	2019	2020
當年度 EPS	1.05	1.15	1.30	1.44	1.03
當年度現金股利	0.7	0.75	0.75	0.408	0.7
年平均股價	12.35	14.39	14.8	15.05	14.3
平均現金殖利率	5.7%	5.2%	5.1%	2.7%	4.9%
平均本益比	11.8	12.5	11.4	10.5	13.9



Business insight

WELLTEND strategy

– Customer first, quality first, consistent growth with a reasonable profit –

Wire Harness Group

- OA machines/MPF products grow
- Automotives electronics bring the better profit
- Japanese corporations trend
- SEA manufacturing and business environments

System Integration Group

- Software/application development capability
- Improving service income, consultancy capability
- Focus on Information security issue



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