



SINBON

2020 Q4 RESULTS & PROSPECTS

Prepared by Finance Department
2021/01

Safe Harbor Notice

This presentation contains forward looking statements and is subject to significant risks and uncertainties.

Actual results may differ materially from those in the forward looking statements.

SINBON AT A GLANCE

Solution Provider

As an integrated **SOLUTION PROVIDER** in the “**MAGIC**” industries, it’s our mission to create increasing value through continuous development on technologies and services to our customers worldwide.

Listed on Taiwan Stock Exchange (Code # 3023)



31_y

Founded in 1989



578[↑]

2019 Revenue
USD million



5000[↑]

Worldwide employees



6

Factories
in Asia, Europe, America



20[↑]

Global service sites

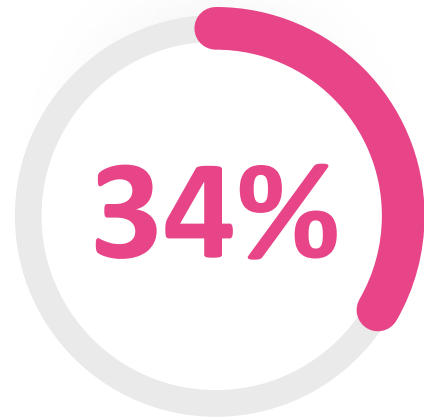


100[↑]

Branded customers

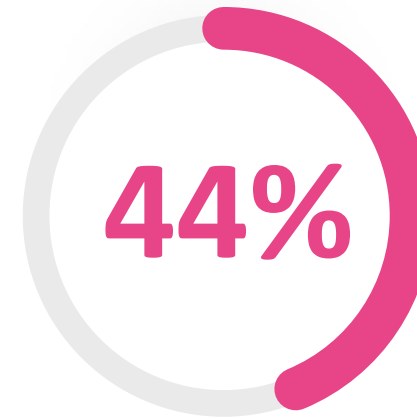
HOW SATISFIED ARE OUR CUSTOMERS WITH

2019 SINBON TOP 100 Customer Survey



Recommend Rate by Promoter
Percentage of Top 100 recommend by promoters

Customer Retention
How long we have been trading with our Top 100 customers



We have been trading Over 10 years with 44% of customers

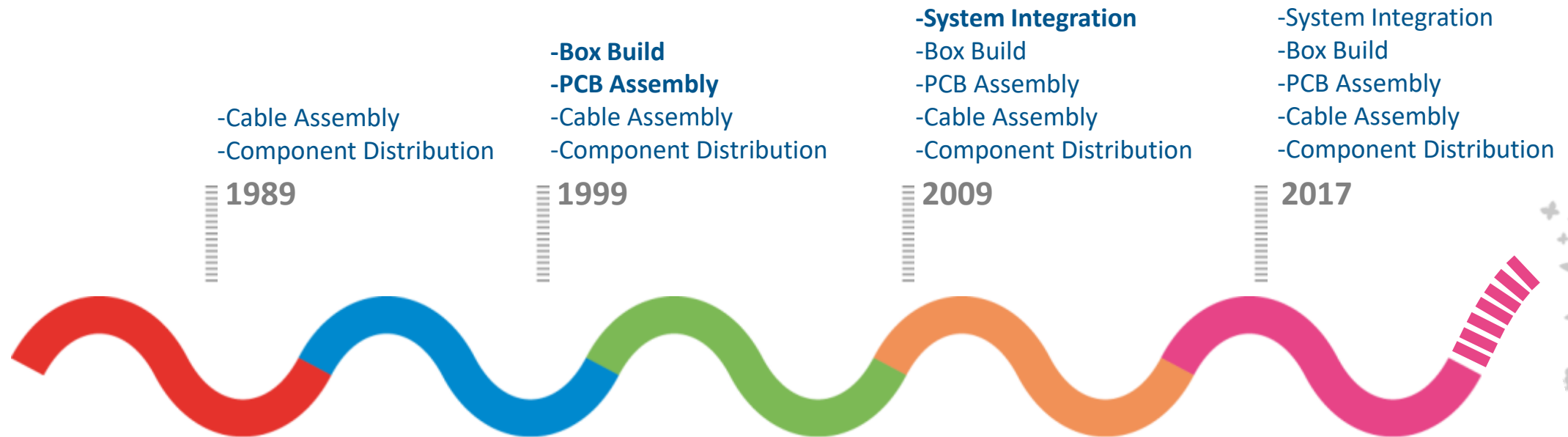
We develop new customers with 3 years in average (Customer service)



NEVER STOP INNOVATING

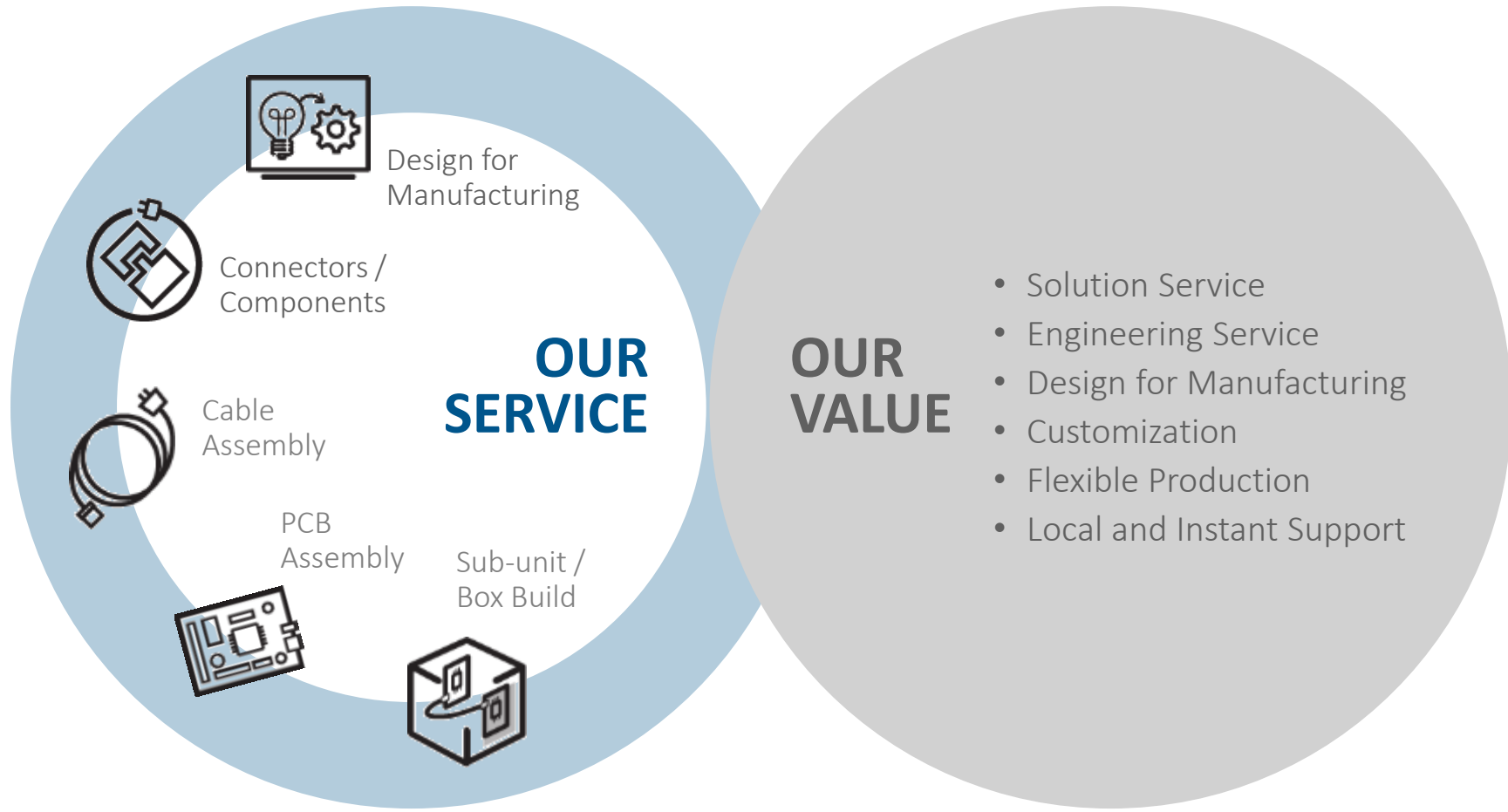
Milestone

do the **MAGIC+**



CREATE VALUE TO CUSTOMER

Value-added Solution



do the **MAGIC+**

MAKE CABLE INVINCIBLE

Cable Assembly

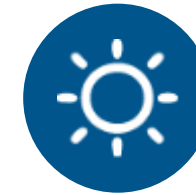
OUR
CABLE
CAN



Swim
Waterproof



Fire walk
Flame-retardant



Sunbathe
UV resistant



Dip into oil
Oil resistant



Be stepped
Rugged



Be smart
Integrated with PCBA

CAPABILITY
& STRENGTH

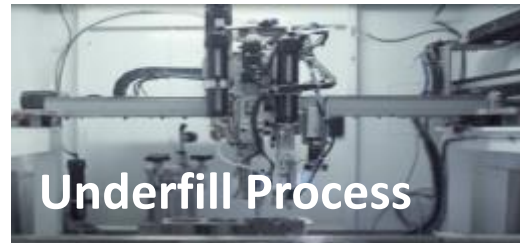
- Soldering : 16 AWG - 44 AWG wire
- Crimping : 4/0 AWG - 34 AWG wire / Max:240 mm²
- Molding : PE / PVC / TPE / ABS / TPO / PU / TPU

- Excellent at over molding and low pressure molding
- Multiple wires or cables assembled together
- Sourcing and verification of alternative materials
- Automated processes

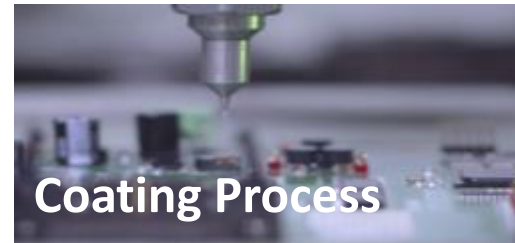
BE SMART THAN JUST A CABLE

PCB Assembly

FEATURES



- DIP and SMT process capability
- Single sided, double sided
- BGA rework station
- Lean production
- SMT Error Prevention System (EPS)
- Includes **ICT, AOI, J-TAG, SPI**, and other regular tests



- PCB size : 50x50mm~460x510mm
- Chip size : QFP, BGA, μ BGA, CSP (Max.:100*100mm)
- Chip dimensions: 0201 (inch)
- Mounting accuracy: ± 0.035 mm ~ 0.08 mm/chip (Cpk ≥ 1.33)



DESIGN FOR MANUFACTURING

Box Build

Electronic Engineering

Power management / Interface data transmission / Remote side charging function / Board level design / Radio frequency technology

Firmware Capabilities

MCU firmware design / Device driver / OS porting / Boot loader development

Software Capabilities

AP design (PC / mobile) / Web service design / Data base design

Mechanical Design

ME customized design / Tooling services / ID customized design / 3D modeling

Auto Test

Test AP design / Real time data display / Fixture design

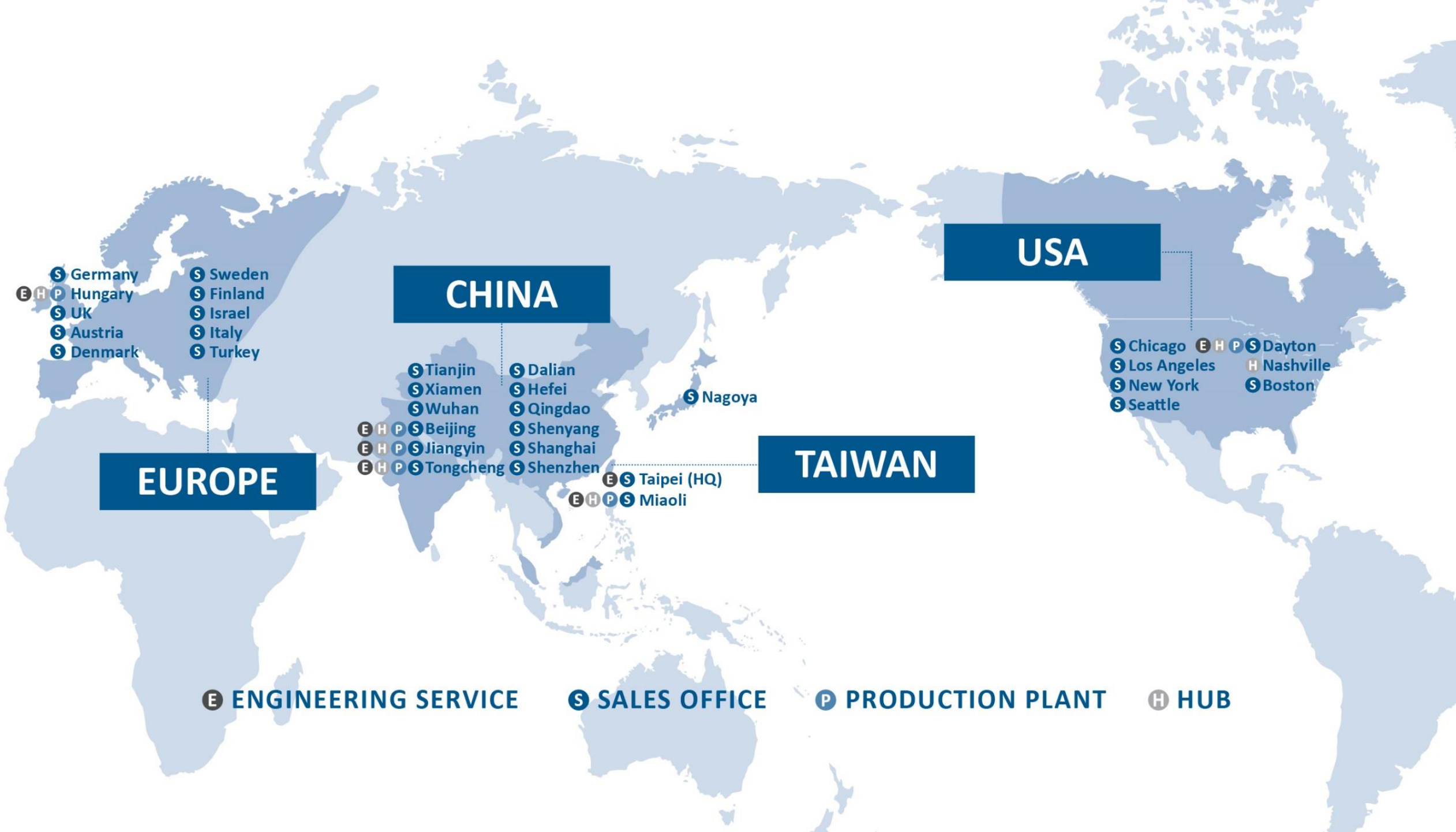
Design Quality Engineering

Function validation / Reliability validation / EMC / Safety validation





Global Service Network



- S Germany
- S Sweden
- E H P Hungary
- S Finland
- S UK
- S Israel
- S Austria
- S Italy
- S Denmark
- S Turkey

EUROPE

CHINA

- S Tianjin
- S Dalian
- S Xiamen
- S Hefei
- S Wuhan
- S Qingdao
- E H P S Beijing
- S Shenyang
- E H P S Jiangyin
- S Shanghai
- E H P S Tongcheng
- S Shenzhen
- E S Taipei (HQ)
- E H P S Miaoli

TAIWAN

USA

- S Chicago
- E H P S Dayton
- S Los Angeles
- H Nashville
- S New York
- S Boston
- S Seattle

E ENGINEERING SERVICE **S** SALES OFFICE **P** PRODUCTION PLANT **H** HUB

MIAOLI FACTORY

Taiwan



FEATURES

- Cable assembly
- PCB assembly
- Box build
- High mix low volume
- Clean room
- Automated storage & retrieval system

AVAILABLE SPACE

- Factory I – 7,262 m²
- Factory II – 4,390 m²

MANPOWER

>300

STANDARD COMPLIANCE

- AS 9100
- IECQ
- IPC-610, Class 2
- IPC-620, Class 2
- ISO 9001
- ISO 13485
- ISO 14001
- ISO 14064-1
- ISO 45001
- SA 8000
- IATF 16949
- UL



TATABÁNYA FACTORY

Hungary



FEATURES

- Fiber optic cable assembly
- Copper cable assembly
- Customized cable printing
- Overmolding
- High mix low volume
- High volume

AVAILABLE SPACE

3,800 m²

MANPOWER

>200

STANDARD COMPLIANCE

- ISO 9001
- ISO 14001
- ISO 13485
- ISO 26000
- IPC-610, Class 2
- JSTD 001, Class 1-3
- UL
- IATF 16949

DAYTON FACTORY

USA



FEATURES

Cable assembly
PCB assembly
Ball grid array assembly
Hybrid assembly
Value-added service

AVAILABLE SPACE

4,645 m²

MANPOWER

>90

STANDARD COMPLIANCE

ISO 9001
ISO 13485
IPC-610, class 2
IPC-620, class 2
UL

BEIJING FACTORY

China



FEATURES

Cable assembly
PCB assembly
Box build
HV cable lab
High mix low volume

AVAILABLE SPACE

15,879.1 m²

MANPOWER

>600

STANDARD COMPLIANCE

IPC-610, Class 2
IPC-620, Class 2
ISO 9001
ISO 14001
ISO 45001
UL
Chinese High-tech Enterprise



国家高新技术企业

JIANGYIN FACTORY

China



FEATURES

- Cable assembly
- PCB assembly
- Box build
- Raw cable factory
- Tooling center
- Laboratory
- High mix low volume
- High volume low mix
- Clean room

AVAILABLE SPACE

- Factory I – 13,000 m²
- Factory II – 21,450 m²
- Factory III – 2,000 m²
- Factory IV - 14,850m² (2020 Q4)

MANPOWER

>3,300

STANDARD COMPLIANCE

- AS 9100
- IPC-610, Class 2
- IPC-620, Class 2
- ISO 9001
- ISO 14001
- ISO 13485
- MedAccred
- IATF 16949
- UL
- FDA
- Chinese High-tech Enterprise



TONGCHENG FACTORY

China



FEATURES

Cable assembly
Tooling center
Laboratory

AVAILABLE SPACE

Factory I – 6,000 m²
Factory II – 22,490 m²

MANPOWER

>400

STANDARD COMPLIANCE

EICC
ISO 9001
ISO14001
IATF 16949
IPC620
UL
Chinese High-tech Enterprise





Financial Focus

MONTHLY REVENUE

Non-audited and Consolidated

(Expressed in Thousands of NTD)

	2021	2020	2019	2018
Jan	2,111,801	1,554,934	1,327,632	1,192,179
Feb		1,334,794	1,206,314	1,080,475
Mar		1,622,667	1,520,619	1,263,544
Apr		1,732,956	1,588,031	1,284,709
May		1,774,854	1,621,820	1,320,190
Jun		1,835,635	1,680,489	1,402,581
Jul		1,909,058	1,701,798	1,425,256
Aug		1,960,929	1,706,013	1,470,550
Sep		2,053,416	1,708,535	1,507,963
Oct		2,003,460	1,421,478	1,406,590
Nov		2,100,241	1,373,082	1,308,573
Dec		2,036,261	1,316,636	1,152,609
Total	2,111,801	21,919,205	18,172,447	15,815,219



LAST 5 YEARS RESULT HIGHLIGHT

Audited

(Expressed in Thousands of NTD)	2019 Consolidated	2018 Consolidated	2017 Consolidated	2016 Consolidated	2015 Consolidated
Net Sales	17,886,170	15,645,253	13,061,439	12,925,843	12,111,258
YOY(%)	14.32%	19.78%	1.05%	6.73%	4.02%
COGS	(13,296,502)	(11,725,308)	(9,781,088)	(9,716,741)	(9,389,101)
Gross Profit	4,589,668	3,919,945	3,280,351	3,209,102	2,722,157
Gross Profit(%)	25.66%	25.06%	25.11%	24.83%	22.48%
Operating Expenses	(2,696,910)	(2,288,256)	(1,887,205)	(1,790,898)	(1,655,368)
Operation Income	1,892,758	1,631,689	1,393,146	1,418,204	1,066,789
Operaion Profit(%)	10.58%	10.43%	10.67%	10.97%	8.81%
Net Non-operating P/L	276,405	288,379	226,398	178,840	303,220
Income before Taxes	2,169,163	1,920,068	1,619,544	1,597,044	1,370,009
Income Taxes	(491,312)	(548,539)	(395,456)	(435,309)	(415,906)
Less: Minority Interests	(40,660)	(41,948)	(2,383)	4,349	(16,092)
Net Income	1,718,511	1,413,477	1,226,471	1,157,386	970,195
Net Profit(%)	9.61%	9.03%	9.39%	8.95%	8.01%
Outstanding Shares('000)	232,524	225,727	225,416	225,416	214,224
Basic EPS(NTD)	7.47	6.26	5.44	5.15	4.53
Equities	7,517,407	6,572,643	6,084,637	5,732,732	5,583,341
ROE(%)	22.86%	21.51%	20.16%	20.19%	17.38%

LAST 5 QUARTERS RESULT HIGHLIGHT

Audited or Reviewed

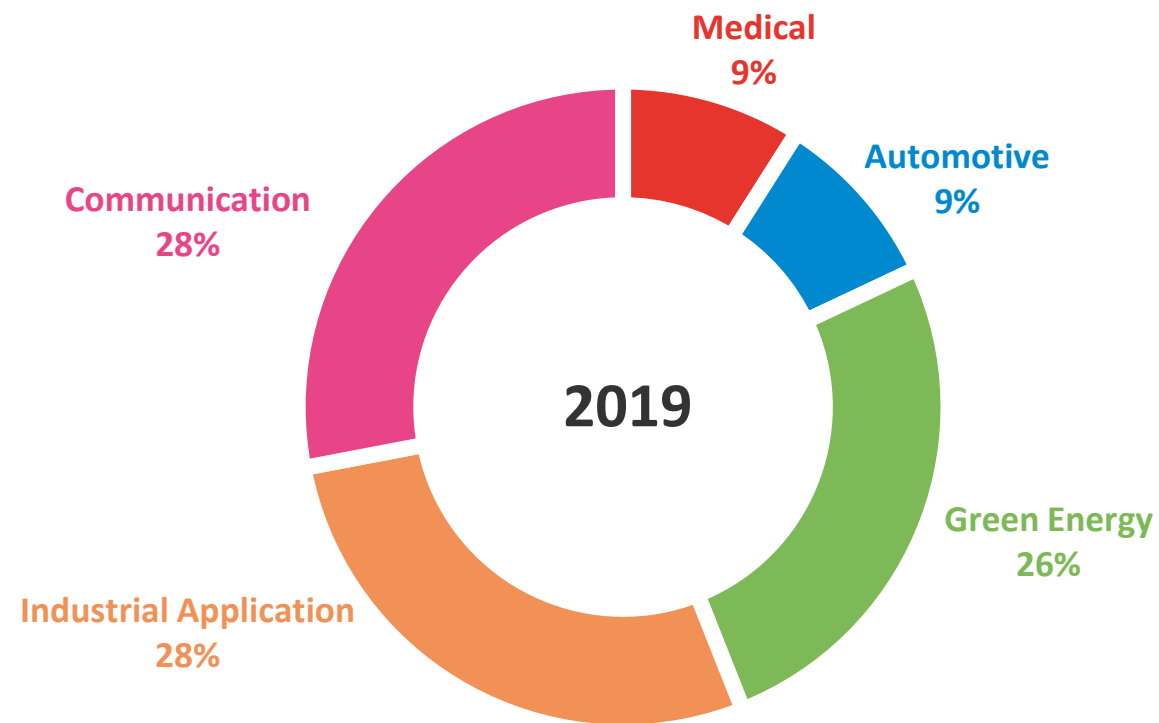
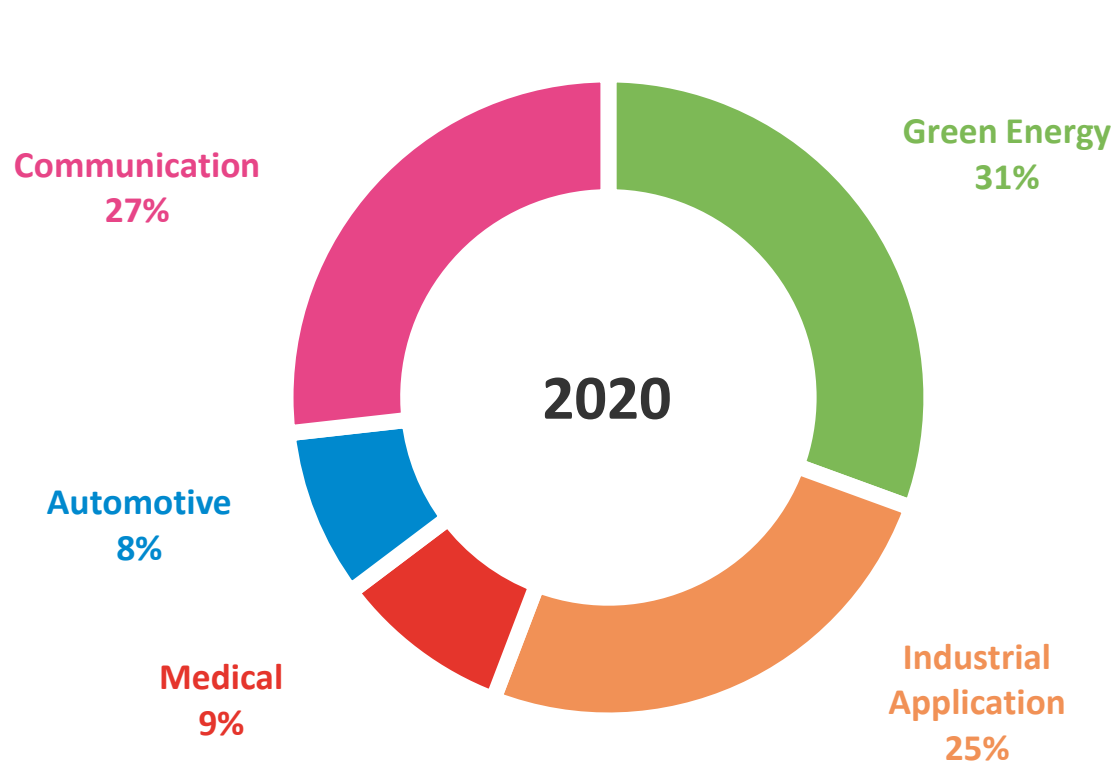
(Expressed in Thousands of NTD)	Q3'20	Q2'20	Q1'20	Q4'19	Q3'19
Net Sales	5,898,213	5,288,141	4,483,189	4,013,389	5,032,980
Gross Profit	1,523,651	1,389,593	1,153,086	1,032,885	1,284,327
Gross Profit %	25.83%	26.28%	25.72%	25.74%	25.52%
Operation Income	806,952	673,422	555,682	303,063	572,240
Non-operating Income	102,969	129,029	69,972	10,738	155,779
Non-operating Expenses	(105,707)	(9,232)	(50,796)	(14,745)	(12,605)
Income before Taxes	804,214	793,219	574,858	299,056	715,414
Income Taxes	(154,215)	(178,537)	(140,104)	(27,169)	(167,303)
Minority Interests	29,380	27,557	(13,464)	(21,615)	(2,431)
Net Income	620,619	587,125	448,218	293,502	550,542
Net Profit %	10.52%	11.10%	10.00%	7.31%	10.94%
EPS (in NT Dollars)	2.67	2.52	1.93	1.26	2.38
Stockholders' Equity	8,092,979	7,233,853	7,970,325	7,517,407	7,285,176
ROE (by quarterly)	7.67%	8.12%	5.62%	3.90%	7.56%

REVENUES BY MARKET SEGMENT (YEARLY)

(Expressed in Thousands of NTD)

Industry	2020 (Unaudited)	2019	Increase (Decrease)	%
GREEN ENERGY	6,699,538	4,710,829	1,988,708	42%
INDUSTRIAL APPLICATION	5,531,622	5,047,520	484,102	10%
MEDICAL HEALTH	1,955,289	1,649,155	306,135	19%
AUTOMOTIVE	1,863,367	1,577,319	286,048	18%
COMMUNICATION	5,869,389	4,901,347	968,042	20%
Total	21,919,205	17,886,170	4,033,035	23%

PERCENTAGE OF REVENUES BY MARKET SEGMENT



FINANCIAL RATIO

Ratio	2013	2014	2015	2016	2017	2018	2019
Debt Ratio	50.42%	51.52%	49.27%	47.85%	49.71%	52.14%	54.63%
Long-term Funds to Property, Plant and Equipment Ratio	321.56%	349.93%	397.86%	432.88%	474.09%	389.43%	375.06%
Current Ratio	164.03%	165.75%	166.75%	174.54%	177.53%	162.74%	153.79%
Quick Ratio	123.72%	121.24%	122.32%	130.90%	125.04%	108.69%	100.36%
Times Interest Earned Ratio	24.39	26.71	36.81	57.74	55.41	45.27	45.30
A/R Turnover	3.59	3.76	3.94	4.14	3.85	3.88	3.76
A/P Turnover	4.77	4.52	5.01	4.91	4.92	4.67	3.54
Inventory Turnover	4.96	4.93	4.57	4.38	4.08	3.77	3.31
Property, Plant and Equipment Turnover	6.69	7.53	8.03	9.08	8.79	8.44	8.30
Total Assets Turnover	1.12	1.17	1.09	1.16	1.04	1.10	1.04
ROA	7.00%	8.14%	9.13%	10.68%	10.69%	9.95%	10.00%
ROE	13.88%	15.92%	17.80%	20.35%	20.27%	20.80%	22.86%
Profit before Tax to Capital	41.75%	50.25%	62.95%	70.85%	71.85%	85.06%	93.29%
Net Profit Rate	5.76%	6.66%	7.88%	8.99%	9.39%	9.03%	9.61%
Basic EPS (NT\$)	3.20	3.82	4.53	5.15	5.44	6.26	7.47

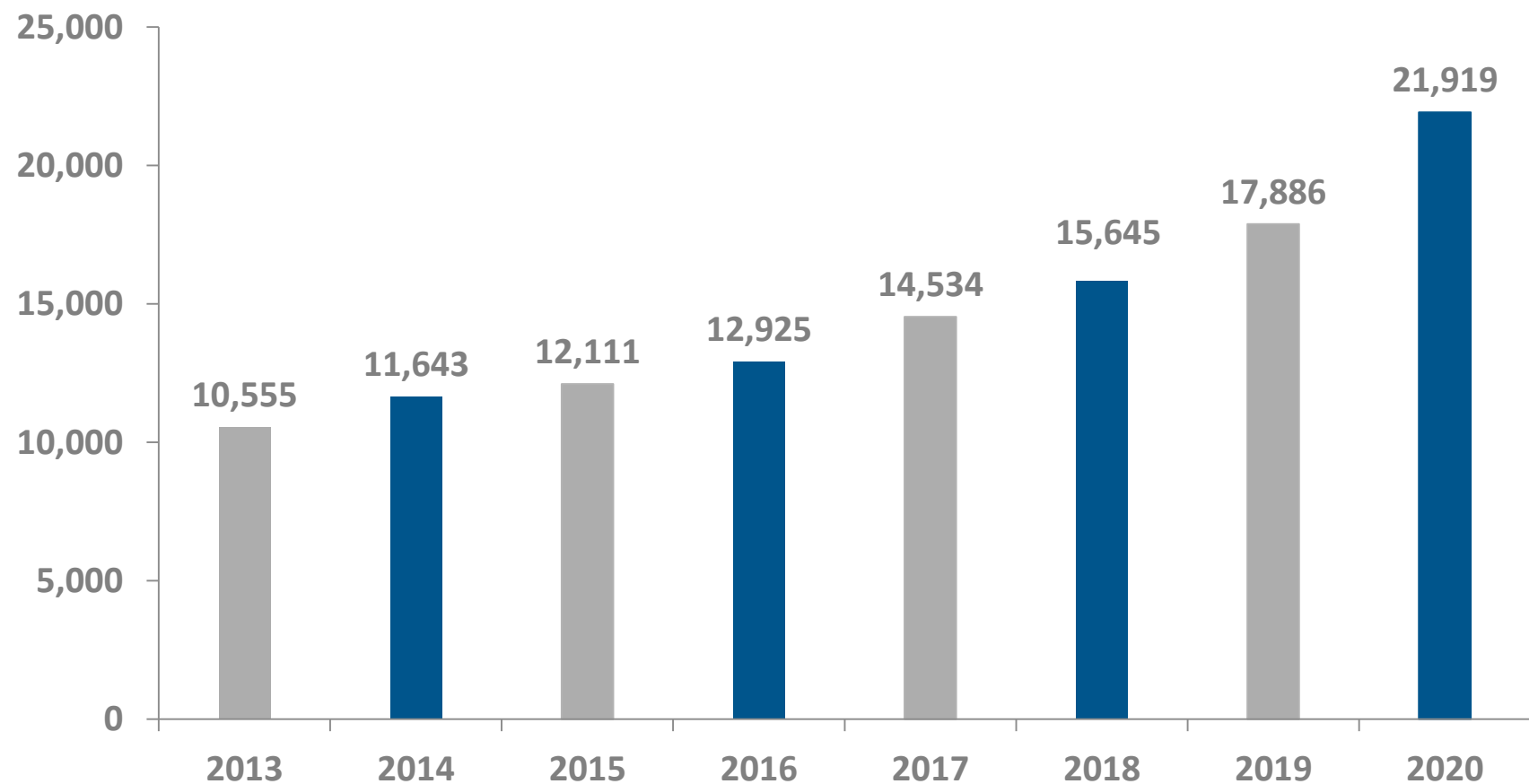


Financial Records

REVENUE

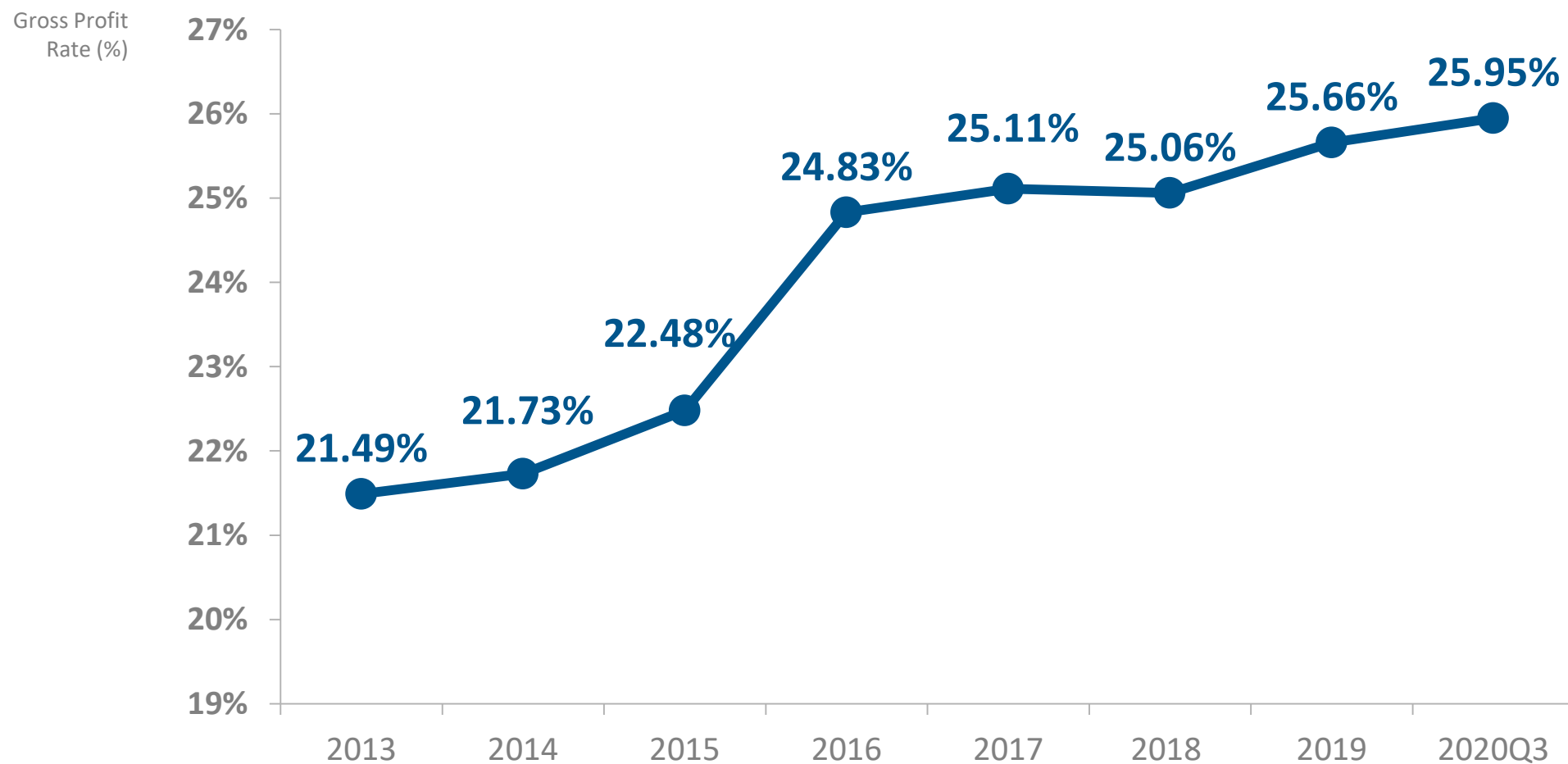
2013-2020 (Revenue for 2020 is unaudited)

NTD Million



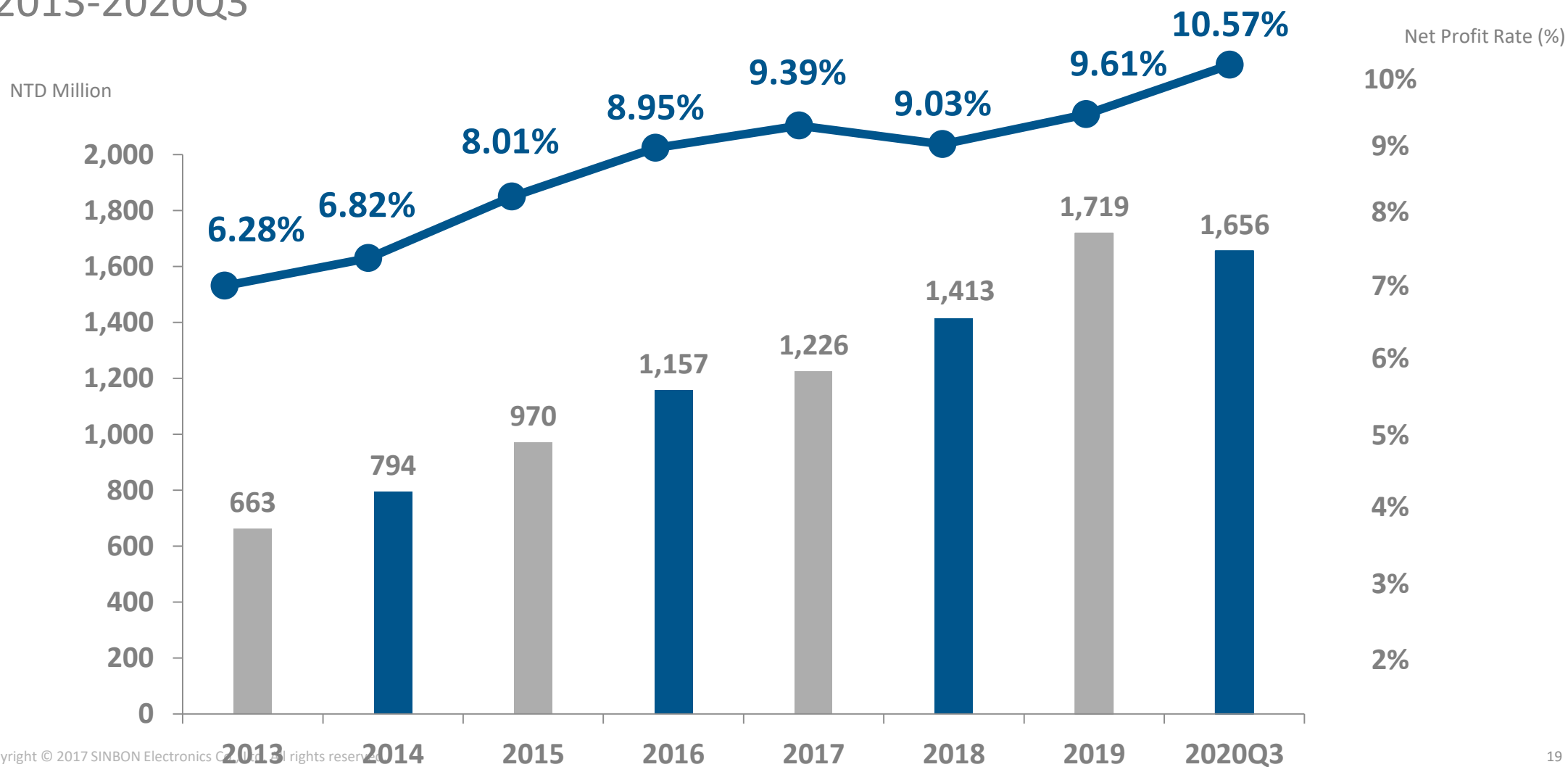
GROSS PROFIT

2013-2020Q3



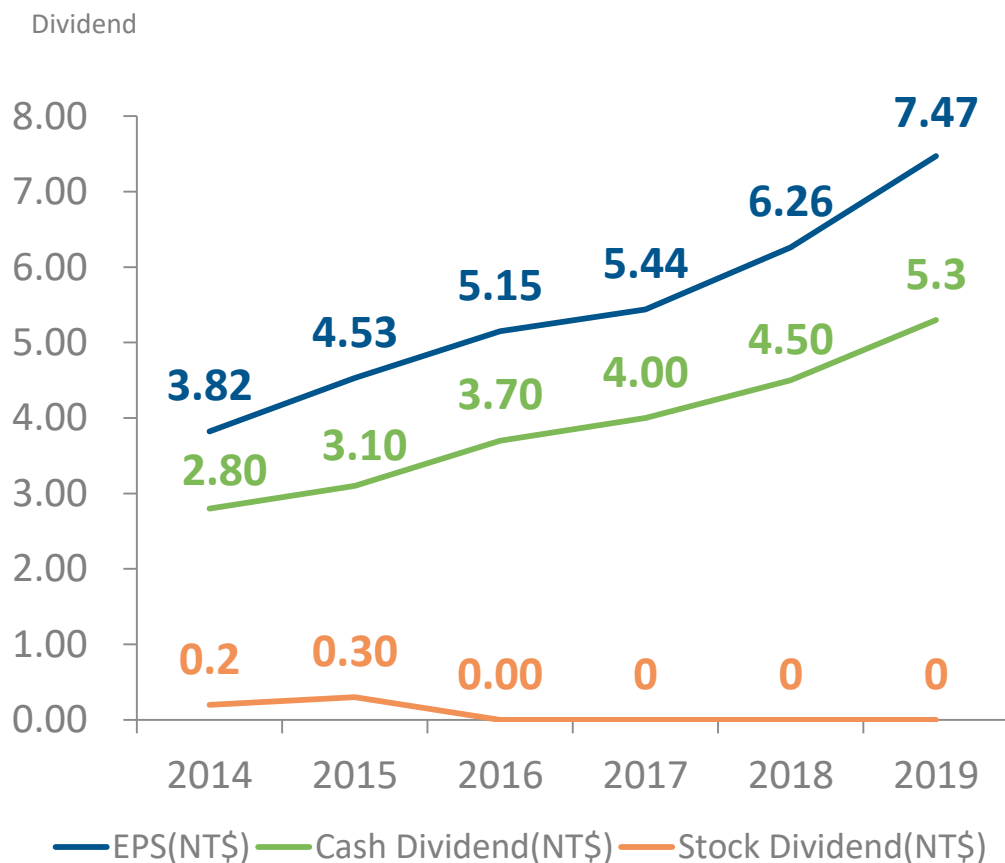
NET INCOME

2013-2020Q3



DIVIDEND POLICY

2014-2019



	2014	2015	2016	2017	2018	2019
EPS(NT\$)	3.82	4.53	5.15	5.44	6.26	7.47
Cash Dividend(NT\$)	2.80	3.10	3.70	4.00	4.50	5.30
Stock Dividend(NT\$)	0.20	0.30	0.00	0.00	0.00	0.00
SUM	3.00	3.40	3.70	4.00	4.50	5.30
Payout Ratio	79%	75%	72%	74%	72%	71%
Year-end Stock Price	48.9	53.82	69.3	86.3	82.8	124.0
Yield Rate	6.13%	6.32%	5.34%	4.63%	5.43%	4.27%

(Base on average price)



Business Outlook

DO THE MAGIC⁺

Solution Services in Five Fields



Medical Health



Automotive



Green Energy



Industrial Application

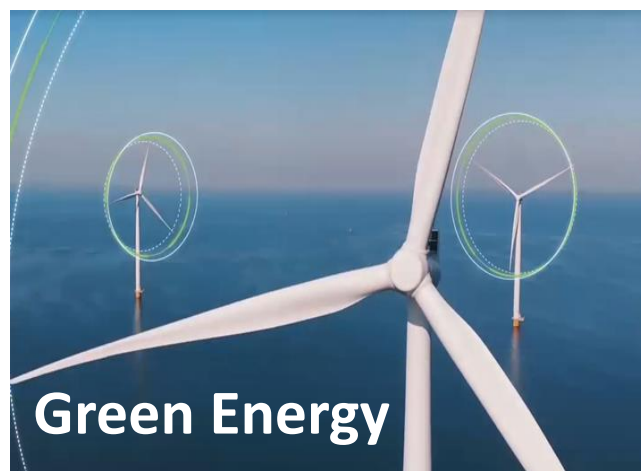
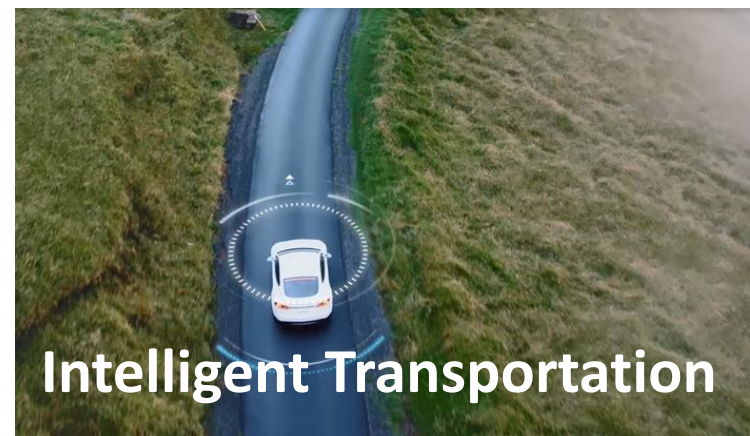
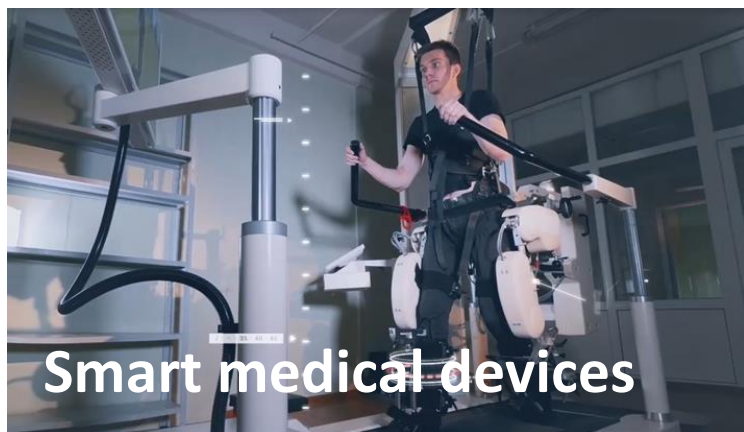


Communication

do the **MAGIC⁺**

Intelligent / Integrated / International

PROVIDE INTEGRATED SOLUTION FOR YOU

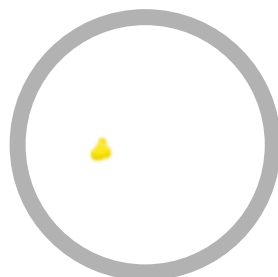




MEDICAL HEALTH

APPLICATIONS

Diagnostic Imaging Equipment
 Aesthetic Equipment
 Patient Monitor
 Fitness Equipment
 Electric Bicycle
 Massage Equipment




MAJOR CUSTOMERS

Cardinal Health	Nox Medical
Carestream	Philips
GE Healthcare	Toshiba
Lumenis	United Imaging
Medtronic	Spacelabs
Mindray	Stryker
Natus Medical	Wandong
Neusoft	





AUTOMOTIVE



APPLICATIONS

Electric Vehicle Charging System
 Automotive Applications
 Parking-related System
 Motorsport
 Aviation



MAJOR CUSTOMERS

Delphi
 Denso
 Fujitsu
 Guoxuan High-tech
 Honda
 HTK
 Lear
 Magna
 Mitsubishi
 Nissan
 TTE





GREEN ENERGY



APPLICATIONS

Wind Energy
Solar Energy
Smart Grid



MAJOR CUSTOMERS

Enphase
Envision
Gamesa
GE
Goldwind
NEGO
Siemens
SunPower
Trinasolar
Vestas





INDUSTRIAL APPLICATION


APPLICATIONS

Energy Distribution
Automation & Control
Construction & Transportation
Industrial Robot
High Precision Equipment

Material Handling
Field Engineering
Safety & Security
Data Capture



MAJOR CUSTOMERS



ASML
Datalogic
Dover
HAAS
Honeywell
Husmann
Parker
Schneider
Siemens
Trimble
Xplore
Zebra

COMMUNICATION

APPLICATIONS

RF Applications
 Mobile Device
 Digital Home
 Antennas (design & manufacturing)

IoT (consumer & industrial)
 Data Centers
 Telecom
 Fiber Optics
 E-bike's ECU



MAJOR CUSTOMERS

ASUS
 Belden
 CommScope
 Datwyler
 DJI
 Garmin
 Hisense
 Lenovo
 Logitech
 Quanta
 R&M
 Vivo
 VanMoof

OUR MAGIC SERVICE TO MEET YOUR NEEDS

Business Coverage



Medical Health



Automotive



Green Energy



Industrial Application




Communication



 **Component**

 **Cable assembly**

 **PCB assembly**

 **Box build**

 **System integration**

  **In progress**



thank you

*danke děkuji ありがとう merci gracias
grazie kiitos תודה köszöni tak tack*

