



Introduction to SHENMAO Group 2018



SHENMAO

Company Profile



- Company Name: Shenmao Technology Inc.
- TSE Code : 3305
- Founded: Oct. 1973
- Capital: US \$40 million (2018)
- Employee: 600
- Headquarter: Taoyuan, Taiwan

Soldering Materials

Solder Paste



For : SMT assembly application

Solder Powder



For : Solder paste Production

Liquid Flux



For : Wave solder Application

Bumping Solder Paste



For : Wafer Bumping soldering (5-15 microns)

Soldering Materials

Plating Solder Ball



For : PCB and passive components plating

Solder Wire



For : Assembly rework

Solder Bar



For : Wave soldering

PV Ribbon



For : Solar Module Assembly

BGA Sphere



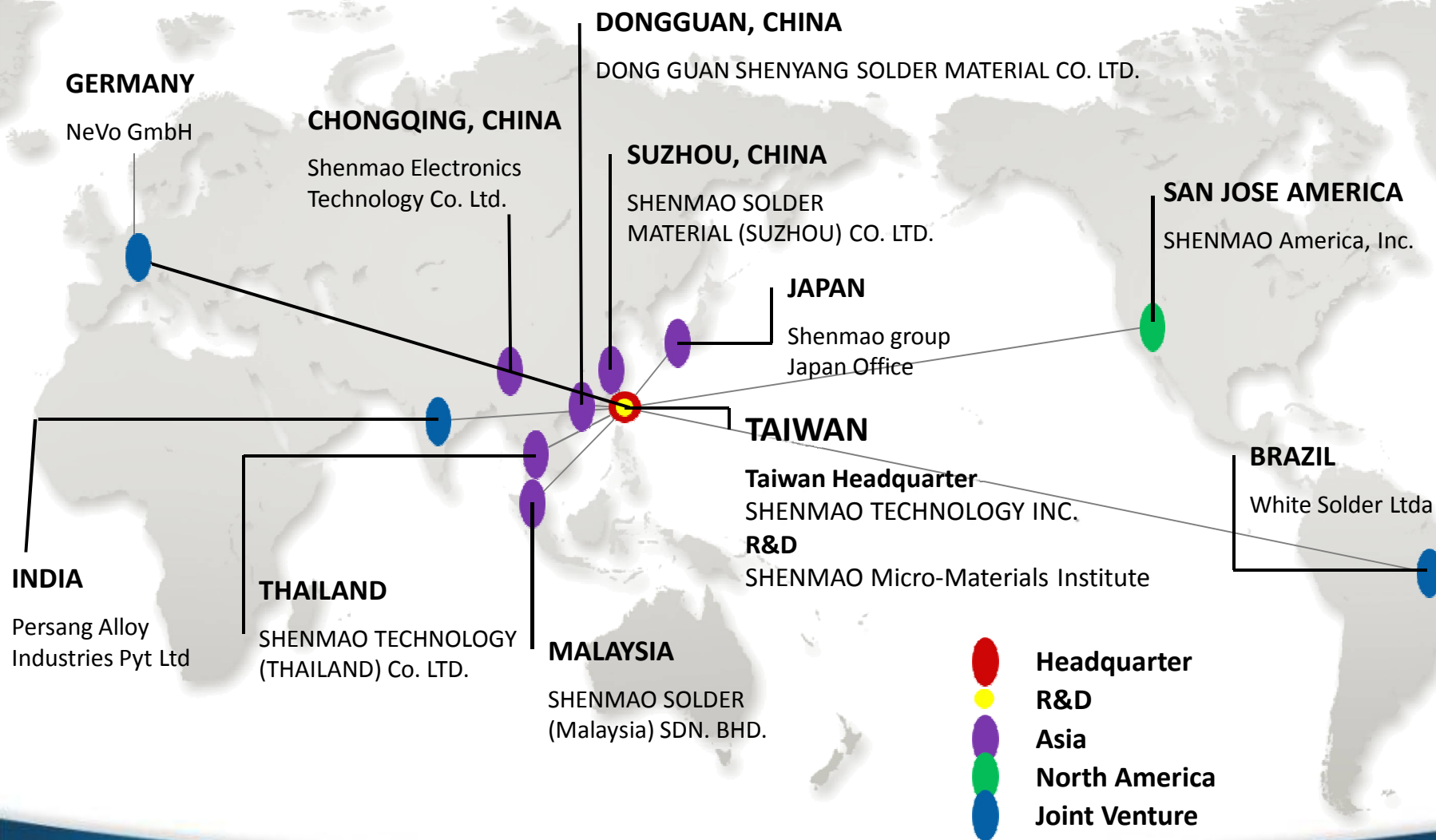
For : IC Package

Solder Proform



For : Assembly

Worldwide Locations





SHENMAO

SHENMAO TECHNOLOGY

Taiwan Plant

Production

Powder

Solder Paste

BGA Sphere

Solder Bar

Anodes

Solder Wire

- Contact person: Ms. Eudora Chen
- E-Mail: eudora_chen@shenmao.com
- Tel: +886-3-416-0177 ext 130



Shenmao Solder Material

Suzhou

Production

Powder

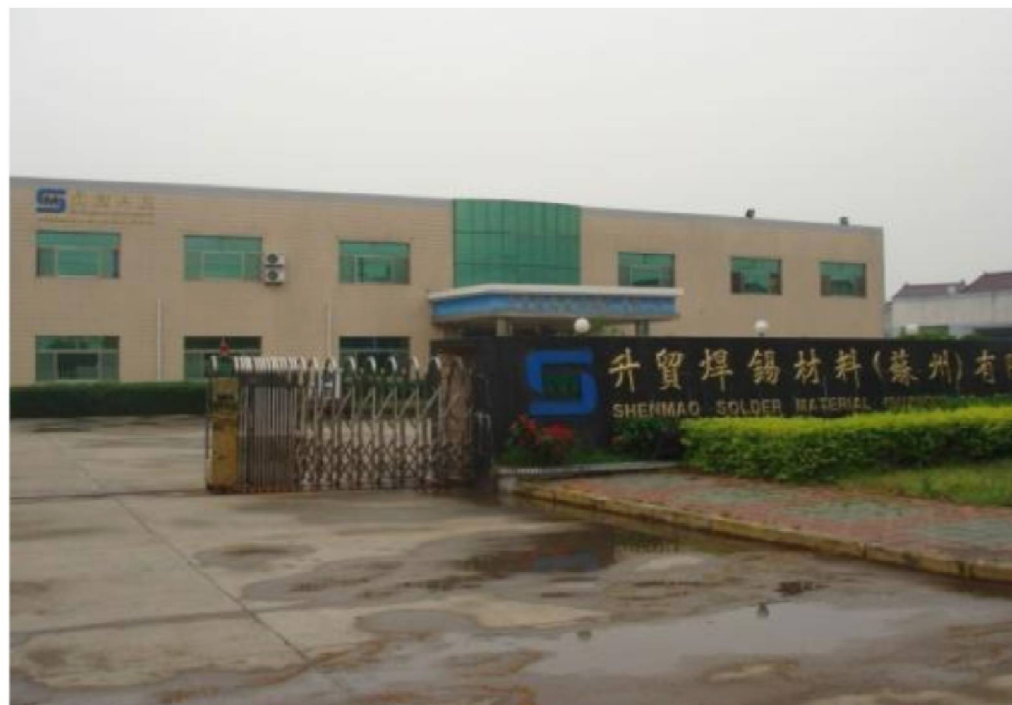
Solder Paste

Solder Bar

Anodes

Solder Wire

- Contact person: Mr. Martin Niu
- E-Mail: martin_niu@shenmao.com
- Tel: +86-512-63451092





SHENMAO

Shen Mao Co., Ltd.

Production

Solder Paste

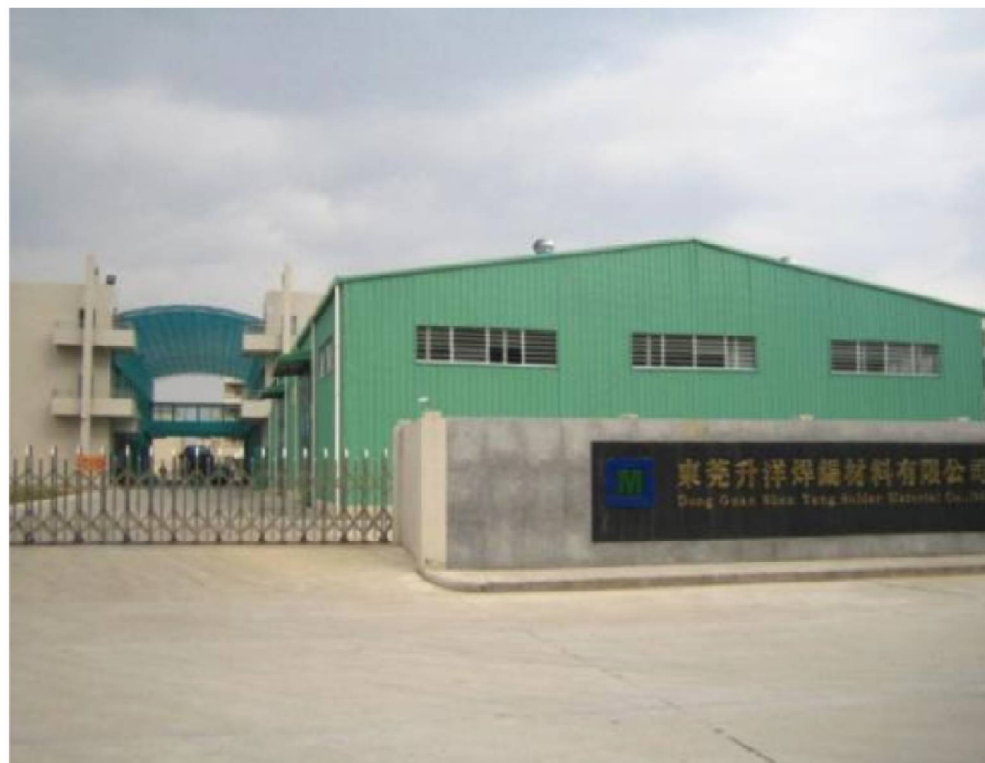
Solder Bar

Anodes

Solder Wire

- Contact person: Mr. K.C.Chai
- E-Mail: k.c.chai@shenmao.com
- Tel: +86-7698212-6112

Xie Gang





SHENMAO

SHENMAO Solder SDN.BHD

Malaysia

Production

Solder Bar

Anodes

Solder Wire

- Contact person: Ms. Jennie Oon
- E-Mail: jennieoon@shenmao.com
- Tel: +604-3995259



SHENMAO TECHNOLOG

Thailand

Production

Solder Paste

Solder Bar

Anodes

Solder Wire

- Contact person: Mr. Ron Chen
- E-Mail: ron@shenmao.com
- Tel: +66-840-887055





SHENMAO

SHENMAO America, Inc.

Production

Solder Paste

Liquid Flux



Contact person: Mr. Watson Tseng

E-Mail: watson_tseng@shenmao.com.us

Tel: +1-408-943-1755



SHENMAO

SHENMAO Japan.



Contact person: Kenji Mashiko
E-Mail: k_mashiko@shenmao.jp
Tel: +81-4-2968-8641

Joint Venture Company



Brazil

Shenmao / White Solder Group



India

Shenmao / Persang Alloy Ltd.



Germany

Shenmao / NeVo GmbH

- Contact person: Ms. Eudora Chen
- E-Mail: eudora_chen@shenmao.com
- Tel: +886-3-416-0177

Manufacturing Capacity

	Bar, Wire, Ball	Liquid Flux	Powder	Solder Paste Flux	Solder Paste	BGA
Taiwan	◎	◎	◎	◎	◎	◎
Suzhou (China)	◎	◎	◎	◎	◎	—
Hu Men (China)	◎	◎	◎	◎	◎	—
Xie Gang (China)	◎	◎	—	◎	◎	—
Chong Qing (China)					◎	
Thailand	◎	◎	—	◎	◎	—
Malaysia	◎	◎	—	—	—	—
Germany	—	—	—	◎	◎	—
India	◎	◎	—	◎	◎	—
Brazil	◎	◎	—	—	◎	—
USA	—	◎	—	---	◎	—

- ◎ Already in manufacturing
- Will be in manufacturing in 6 months
- Not in manufacturing



SHENMAO

Global Manufacturing Capacity

(ton / year)	Paste	Ball	Bar	Wire	BGA(KK)	Flux
Taiwan	50,000	100,000	500,000	50,000	500,000	50,000
China-Suzhou	600,000	500,000	2,000,000	150,000		200,000
China-Dong Guan	100,000	200,000	100,000	350,000		
China-ShengYang	150,000	150,000	800,000	150,000		400,000
China-Chong qing	100,000		100,000	50,000		
Malaysia		250,000	500,000	300,000		50,000
Thailand	50,000	100,000	550,000	150,000		200,000
U.S.	30,000					30,000

Market Share

25 % of all type Solder Paste market in China

30 % of Lead Free market in China

12 % of all type Solder Paste in worldwide



Corporate Social Responsibility CSR

Health, Safety and Environment Concepts:

SHENMAO has achieved the ISO 14001 and OHSAS 18001 Standard. In the future, SHENMAO will continue to follow existing regulations, and seek different international standard to pursue the best quality and fulfill our commitment to environmental protection.

SHENMAO has continually researched and developed green products which are more able to be recycled in order to meet ROHS international environment protection regulations. The responsibilities of SHENMAO are to reduce our impact on the environment, protect the safety of our employee and customers, and support the communities where we do business.

Survey of Metal Conflict-Free

SHENMAO TECHNOLOGY INC. To comply with the industrial trends and customer requirements, is taking and will take due diligence within our supply chain to assure “DRC Conflict-Free” for the metals of gold (Au), tantalum (Ta), tungsten (W), tin (Sn) and cobalt (Co) are not derived from or sourced from mines in conflict areas of the Democratic Republic of Congo (DRC), or illegally taxed on trade routes, either of which are controlled by non-governmental military groups, or unlawful military factions.

Trade routes not confirmed to be “Conflict Free” include direct exports from the DRC, as well as exports through Rwanda, Uganda, Burundi, Tanzania and Kenya (countries of whom the U.N. Security Council note are global export routes for DRC-mined minerals).





SHENMAO

Today, SHENMAO provides...

- ◆ **PCB Industry**
- ◆ **Mother Board Industry**
- ◆ **Notebook Industry**
- ◆ **Telecommunication Industry**
- ◆ **Server Industry**
- ◆ **Semiconductor Industry**
- ◆ **Automotive Industry**
- ◆ **Solar Industry**



SHENMAO

Global EMS Customers

FLEXTRONICS

FOXCONN®



SANMINA-SCI®



ASUS



英業達 Inventec



SHENMAO

Global Customers by OEM

SONY

Panasonic
ideas for life

FUJITSU COMPUTERS
SIEMENS

Canon

Continental

PHILIPS
sense and simplicity*

Seagate 



acer


CISCO

infineon
Never stop thinking

lenovo

amazon.com

BenQ

DELL™





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IC Package/Adapter customers

FOXCONN[®]

富士康科技集团



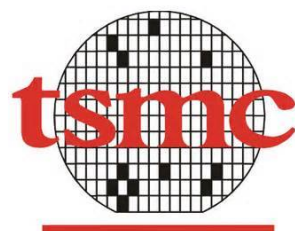
A partner you can count on



ASE GROUP

SPIL

LINGSEN



CHIPBOND

Qualified Plant With "ISO-9001 ISO-14000"

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SHENMAO

PCB customers

Unimicron

COMPEQ
華通電腦股份有限公司

TRIPOD
TECHNOLOGY CORPORATION



HannStar





SHENMAO

Network Communication & other customers



FOXCONN[®]

富士康科技集团



盟創科技
MitraStar



WNC Wistron NeWeb Corp.

Gemtek
Wireless Broadband Anywhere



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Seasonal operating conditions from 2017 to 2018

Item/Period	Consolidated(NTD) 2018Q3		Consolidated(NTD) 2018Q2		QoQ	Consolidated(NTD) 2018Q1-Q3		Consolidated(NTD) 2017Q1-Q3		YoY
	Amount	%	Amount	%	growth %	Amount	%	Amount	%	growth %
Operating revenue	1,455,010	100.0%	1,402,354	100.0%	3.75%	4,228,712	100.0%	3,917,546	100.0%	7.94%
Cost of sales	1,304,104	89.6%	1,255,394	89.5%	3.88%	3,790,894	89.6%	3,411,250	87.1%	11.13%
Gross profit	150,906	10.4%	146,960	10.5%	2.69%	437,818	10.4%	506,296	12.9%	-13.53%
Gross profit %	10.37%		10.48%		-1.03%	10.35%		12.92%		-19.89%
Operating expenses	115,870	8.0%	118,107	8.4%	-1.89%	336,983	8.0%	334,123	8.5%	0.86%
Net operating income	35,036	2.4%	28,853	2.1%	21.43%	100,835	2.4%	172,173	4.4%	-41.43%
Net operating income %	2.4%		2.1%		17.03%	2.4%		4.4%		-45.74%
Net non-operating income and expenses	4,141	0.3%	47,455	3.4%	-91.27%	30,800	0.7%	(20,947)	-0.5%	-247.04%
Profit before tax	39,177	2.7%	76,308	5.4%	-48.66%	131,635	3.1%	151,226	3.9%	-12.95%
tax expense	19,055	48.6%	23,891	31.3%	-20.24%	102,394	77.8%	76,872	50.8%	33.20%
Net income	20,122	1.4%	52,417	3.7%	-61.61%	29,241	0.7%	74,354	1.9%	-60.67%
EPS	0.17		0.43		-60.47%	0.24		0.64		-62.50%

CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME FROM 2015~2018

Unit: In Thousands of NT Dollars

Item \ Period	2015		2016		2017		2018 Q1-Q3	
Operating revenue	4, 733, 142	100%	4, 804, 522	100%	5, 256, 315	100%	4, 228, 712	100%
Gross profit	668, 676	14. 1%	793, 203	16. 5%	636, 084	12. 1%	437, 818	10. 4%
Net operating income	203, 255	4. 3%	374, 802	7. 8%	190, 782	3. 6%	100, 835	2. 4%
Net income	113, 240	2. 4%	248, 015	5. 1%	90, 855	1. 7%	29, 241	0. 7%
Share capital(Billion)	12. 15		12. 15		12. 15		12. 15	
EPS	0. 94		2. 11		0. 77		0. 24	

Seasonal operating conditions from 2015 to 2018

	2, 015					2, 016				
	Q1	Q2	Q3	Q4	合計	Q1	Q2	Q3	Q4	合計
Operating revenue	1, 294, 563	1, 136, 681	1, 118, 167	1, 183, 731	4, 733, 142	1, 033, 959	1, 121, 057	1, 368, 110	1, 281, 396	4, 804, 522
Gross profit %	13.80%	12.84%	16.09%	13.86%	15.01%	18.56%	18.21%	16.73%	13.13%	16.70%
Operating expense	107, 924	101, 476	123, 691	127, 593	460, 684	110, 097	103, 848	102, 017	102, 439	418, 401
Profit before tax	44, 115	40, 739	47, 704	52, 280	184, 838	82, 544	114, 808	114, 786	62, 593	374, 731
Tax expense	12, 833	22, 471	11, 807	24, 487	71, 598	22, 051	36, 069	37, 830	30, 766	126, 716
Net income	31, 282	18, 268	35, 897	27, 793	113, 240	60, 493	78, 739	76, 956	31, 827	248, 015
EPS	0.26	0.15	0.30	0.23	0.94	0.52	0.67	0.66	0.26	2.11
Share capital	1, 214, 893	1, 214, 893	1, 214, 893	1, 214, 893	1, 214, 893	1, 214, 893	1, 214, 893	1, 214, 893	1, 214, 893	1, 214, 893
	2, 017					2, 018				
	Q1	Q2	Q3	Q4	合計	Q1	Q2	Q3	Q4	合計
Operating revenue	1, 234, 432	1, 244, 821	1, 438, 293	1, 338, 769	5, 256, 315	1, 371, 348	1, 402, 354	1, 455, 010		4, 228, 712
Gross profit %	15.62%	13.74%	9.91%	9.69%	12.10%	10.21%	10.48%	10.37%		10.34%
Operating expense	118, 394	100, 234	115, 039	111, 635	445, 302	101, 570	118, 107	115, 870		335, 547
Profit before tax	43, 388	67, 148	40, 690	23, 061	174, 287	16, 150	76, 308	39, 177		131, 635
Tax expense	18, 450	39, 684	18, 738	6, 560	83, 432	59, 448	23, 891	19, 055		102, 394
Net income	24, 938	27, 464	21, 952	16, 501	90, 855	(43, 298)	52, 417	20, 122		29, 241
EPS	0.22	0.23	0.19	0.13	0.77	(0.37)	0.43	0.17		0.23
Share capital	1, 282, 934	1, 214, 893	1, 214, 893	1, 214, 893	1, 214, 893	1, 214, 893	1, 214, 893	1, 214, 893		1, 214, 893



SHENMAO Technology Inc.

**Your Ultimate
Choice For Solder!!**

Qualified Plant With "ISO-9001 ISO-14000"