



Well Shin Technology Co., Ltd.

2021 Investor Conference

November 23, 2021

EV Charge · IOT Home Automation ·
AC/DC Power Charge · AC Power Cord Set

Conference Agenda



Welcome Speech



Company Presentation and
2021 Operating Performance



Q&A session



Safe Harbor Notice

Disclaimer

- ▶ This Presentation contains certain forward-looking statements that are based on current expectations and are subject to known and unknown risks and certainties that could cause actual results to differ materially from those expressed or implied by such statements.
- ▶ Except as required by law, we undertake no obligation to update any forward-looking statements, whether as a result of new information, future events or otherwise.

Company Overview and Basic financial information

Established Date : 2002/09/03

Listing Date : 2007/09/20

Manufacturing Plant : Chang Hwa(Taiwan), Dong Guan(China), Kun Shan(China)

Employee : About 2,700 people

Major Product : Power Cord & Power Related Product

Capital Stock : NT\$ 1,182,579 thousand

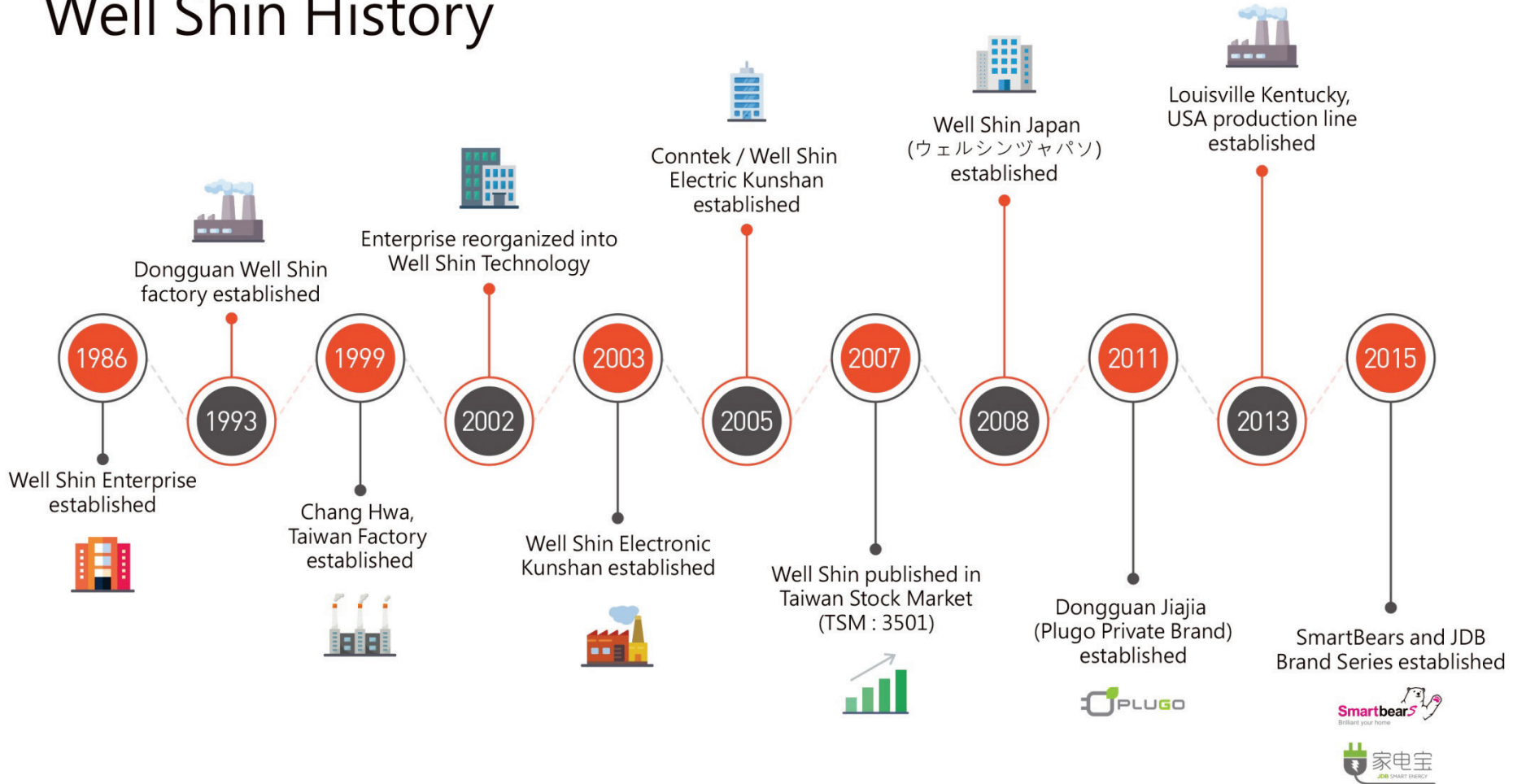
Shares Outstanding : Common Shares: 118,258 thousand shares

Accounting Firm : PricewaterhouseCoopers

Integrated Information : The Company's integrated information can be obtained from Taiwan Stock Exchange (Security Code: 3501).



Well Shin History



Worldwide Location



Headquarter

Taipei, Taiwan
Floor Area : 7,225m²
Employees : 70



Factory

Chang Hwa, Taiwan
Area : 18,582m²
Production Lines : 18
Employees : 230



Factory

Dong Guan, China
Area : 77,731m²
Production Lines : 84
Employees : 1,300



Factory

Kun Shan, China
Area : 72,898m²
Production Lines : 60
Employees : 1,100



Factory

Louisville Kentucky, USA
Area : 4,638m²
Production Lines : 7 (Plan)
Employees : 100 (Plan)

Factory : Chang Hwa Taiwan, Dongguan, Kunshan, Louisville

Office : Taipei, Dongguan, Kunshan, Japan, San Jose (CA), Milwaukee (WI), Louisville (KY), Tennessee (TN)

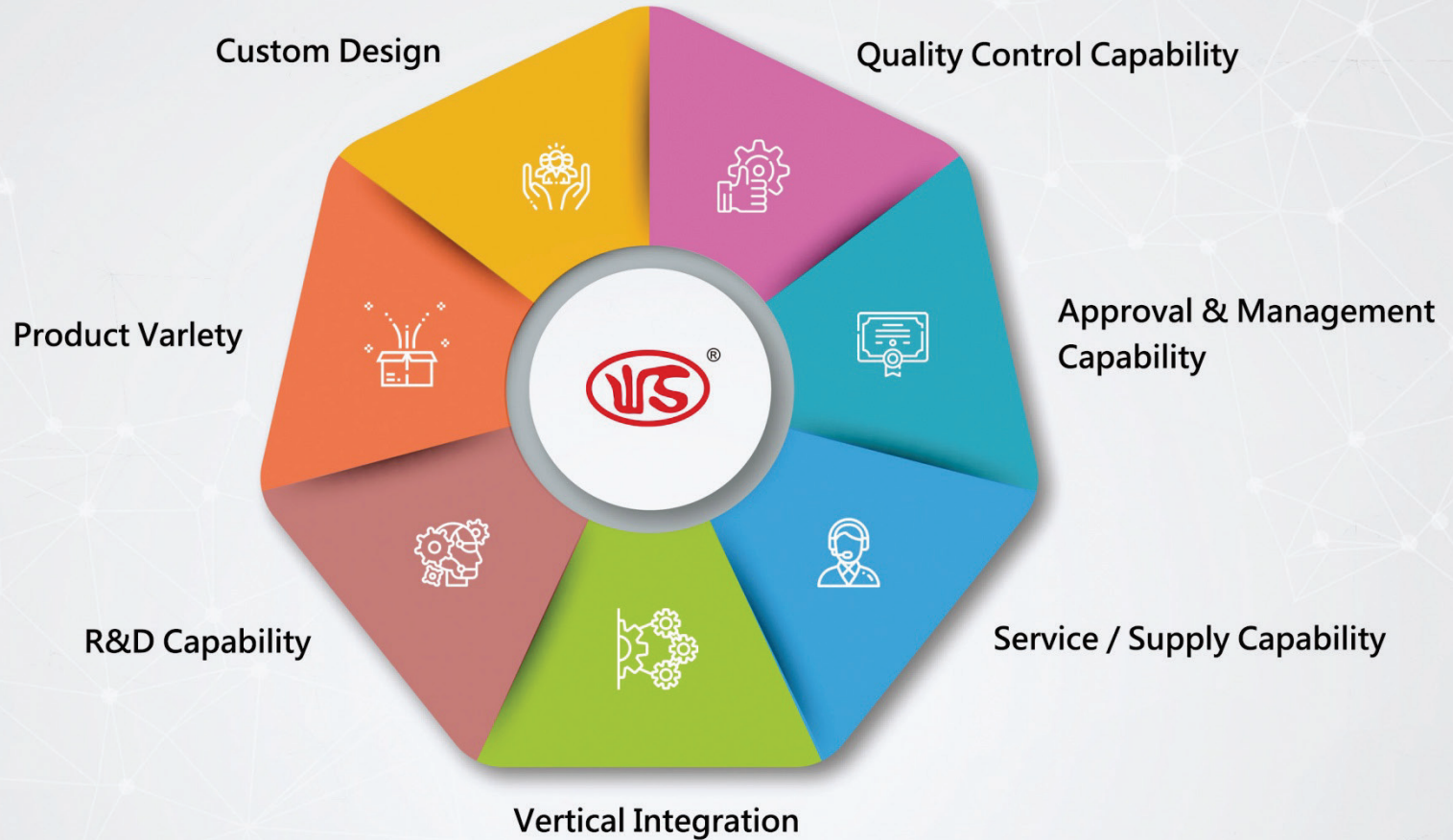
Hub : San Jose (CA), Milwaukee (WI), Franklin (WI), Louisville (KY), Indiana (IN)

Co-Partner : Quail

Business Philosophy



Core Competence



Well Shin Products



Electric Vehicle Connector
IoT Home Automation
Locking Cord
Wiring Harness
PDU Power Distribution Units
Power Adapter
Socket

AC/DC USB Charger
CLA
AC Power Cord Set
Hardware & Terminal
PVC/ Rubber/ HF Cable
Transportation Connector



<http://www.wellshin.com.tw>

Private Brand - Conntek



Brand Spirit

Power Your Life Smartly

The leader in power connection field with the best products, solutions, efficiency and flexibility for you.

Main Products

RV Camp Power, Marine Shore Power, Construction Gen Power, Hospital Med Power, Trailer/ Truck Towing Power, Industrial, Home & Garden, Smart Gadgets, EV Green Power



Industry

Applications

Main Products

Home Appliances Products

Refrigerators, Laundries, Clothes Dryers, Hair Dryers, Kitchen Appliances

Power Cord, Wire Harness

Consumer Electronics Products

Tablets, Game Consoles, Soundbar, STB, POS, ATM, Smart Speakers

Power Cord, Adapter

Mechanical and Electrical Products

Generators, PDU, UPS, Freezers, Water Pumps, Lawnmowers

Power Cord

Trading Products

Medical Devices, RV power, Home power

Power Cord

Computing Products

NB, Servers, Printers

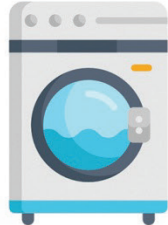
Power Cord

Other Products

Electric Vehicles, LEO satellites, LED Outdoor Lightings, Respirators

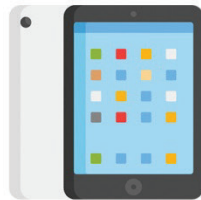
Wire Harness, EV Charger, Adapter

Services and Products - Home Appliances Products



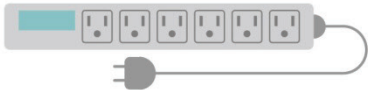
Home Appliances Products
laundries, refrigerators, cooking appliances, etc.

Services and Products - Consumer Electronics Products



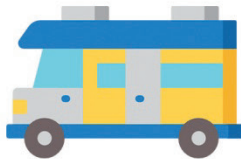
Consumer Electronics Products
tablets, game consoles, soundbar, etc.

Services and Products - Mechanical and Electrical Products



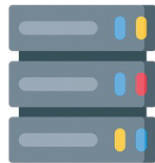
Mechanical and Electrical Products
UPS, PDU, Lawnmowers, etc.

Services and Products- Trading Products



Trading Products
medical devices, RV power, etc.

Services and Products - Computing Products



Computing Products

NB, SERVERs, printers, etc.

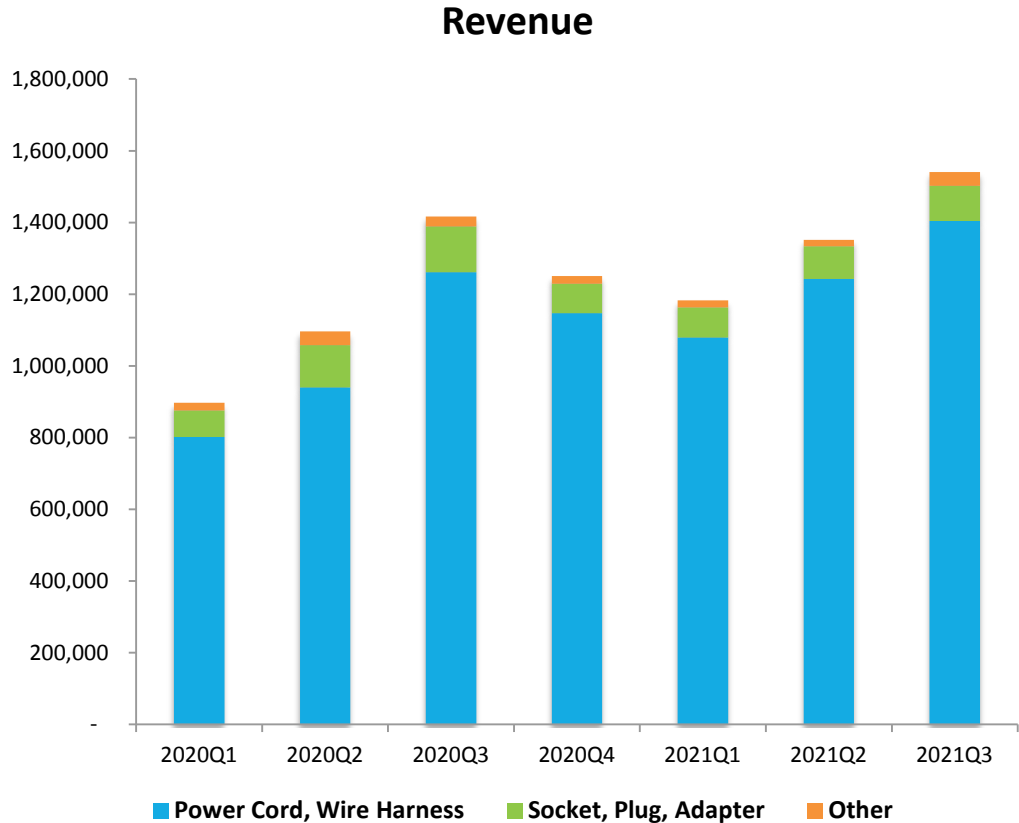
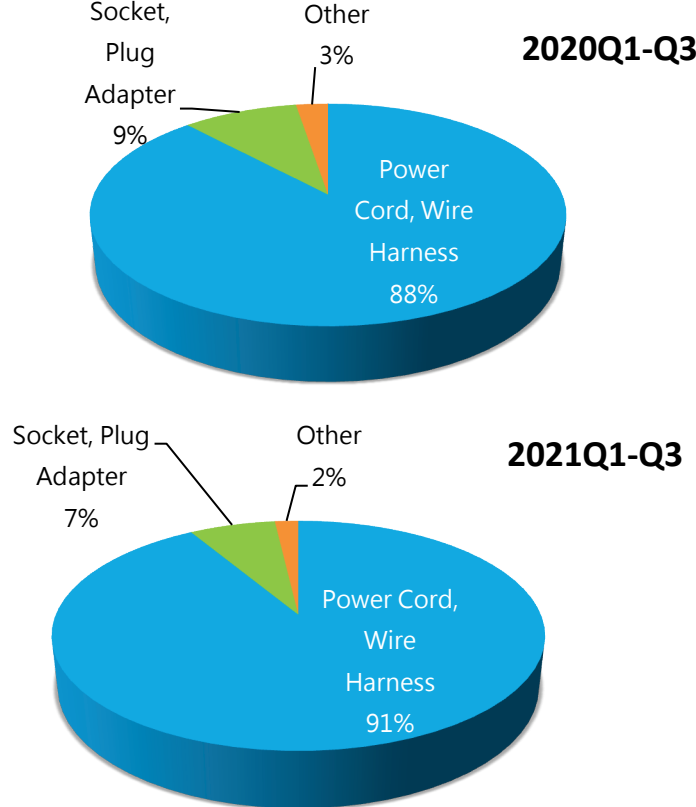
Services and Products - Other Products



Other Products

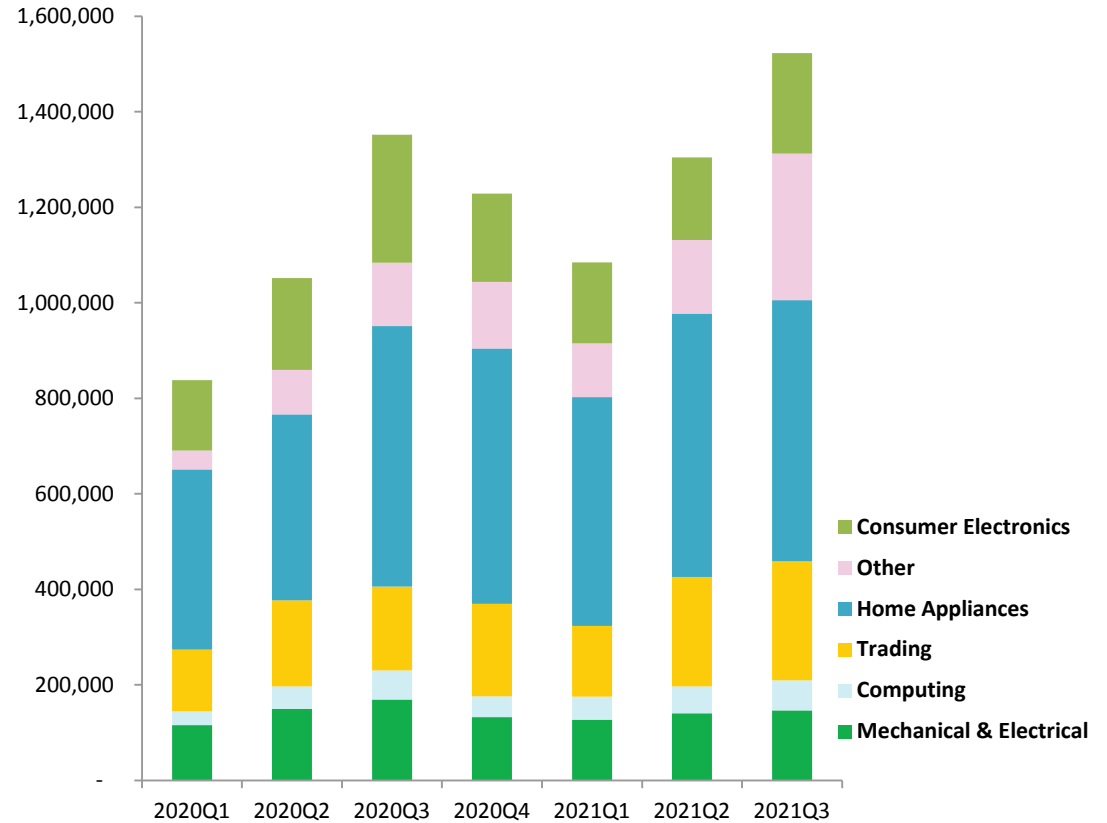
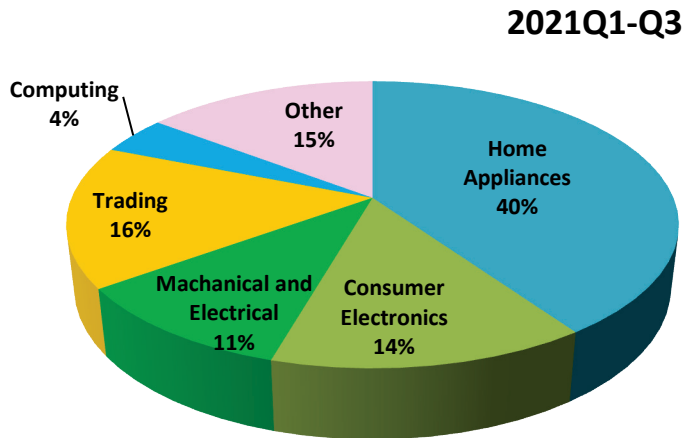
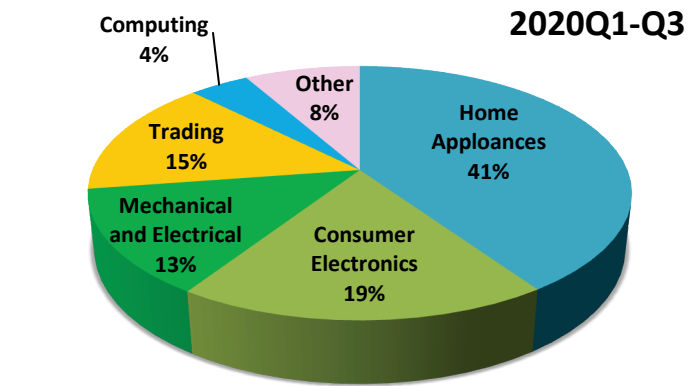
electric vehicles, LEO satellites, LED outdoor lightings, respirators, etc.

Revenue by Product Items



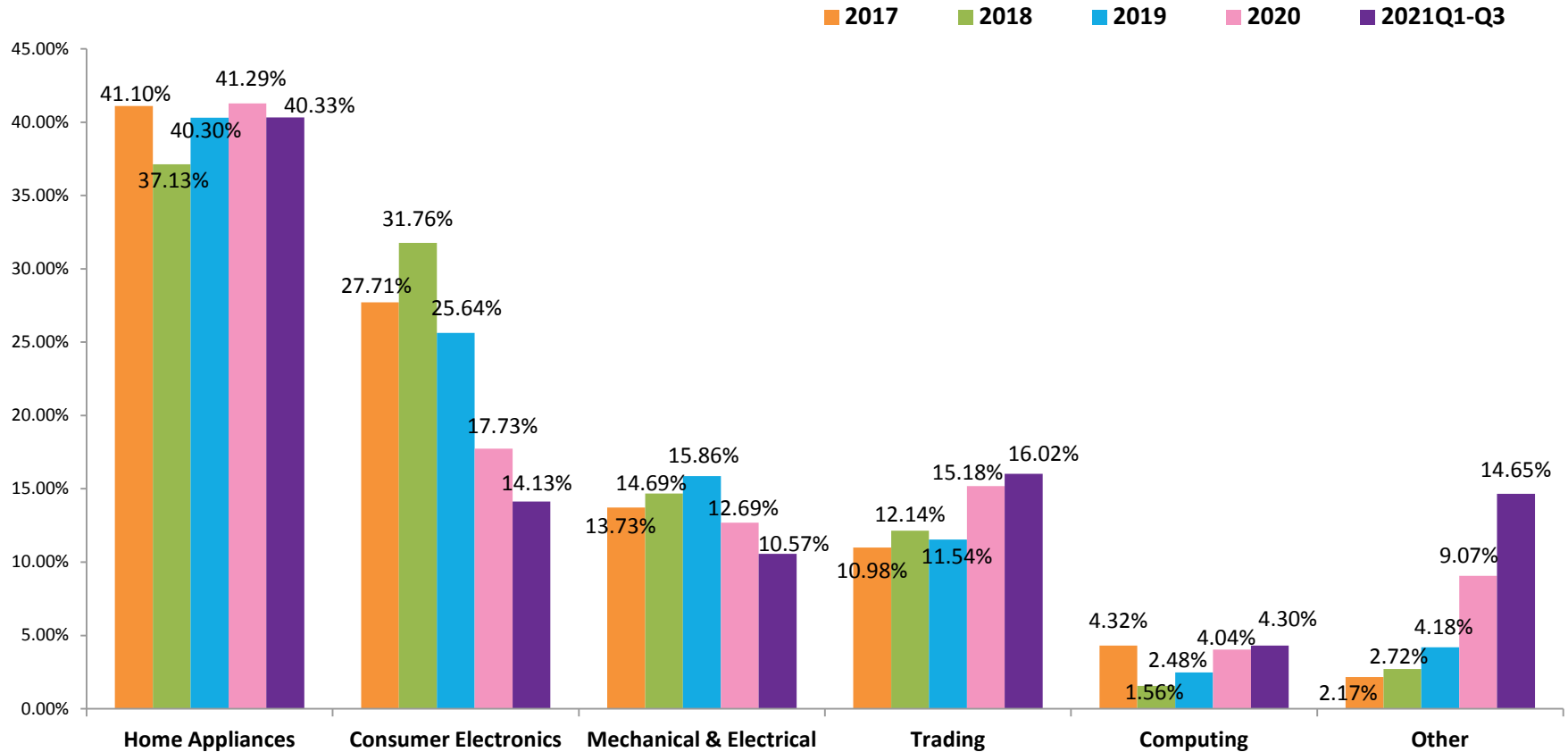
Revenue by Product Application

Revenue



Five-year Sales Analysis

% of Sales Revenue



Quarterly Statements of Comprehensive Income

Selected Items from Statements of Comprehensive Income

In NT\$ Thousand

	2021Q1		2021Q2		2021Q3		2021Q1-Q3	
	Amount	%	Amount	%	Amount	%	Amount	%
Operating revenue	1,182,820	100.00%	1,351,678	100.00%	1,540,272	100.00%	4,074,770	100.00%
Operating costs	-946,998	-80.06%	-1,083,756	-80.18%	-1,240,615	-80.55%	-3,271,369	-80.28%
Gross profit	235,822	19.94%	267,922	19.82%	299,657	19.45%	803,401	19.72%
Operating expenses	-145,937	-12.34%	-152,813	-11.31%	-149,053	-9.68%	-447,803	-10.99%
Operating profit	89,885	7.60%	115,109	8.52%	150,604	9.78%	355,598	8.73%
Non-operating income and expenses	21,441	1.81%	32,110	2.38%	20,459	1.33%	74,010	1.82%
Profit before income tax	111,326	9.41%	147,219	10.89%	171,063	11.11%	429,608	10.54%
Income tax expenses	-32,123	-2.72%	-49,323	-3.65%	-50,165	-3.26%	-131,611	-3.23%
Net income	79,203	6.70%	97,896	7.24%	120,898	7.85%	297,997	7.31%

EPS

0.67

0.83

1.02

2.52

Statements of Comprehensive Income(YOY)

Selected Items from Statements of Comprehensive Income

In NT\$ Thousand

	2021Q1-Q3		2020Q1-Q3		YOY	
	Amount	%	Amount	%	Amount	%
Operating revenue	4,074,770	100.00%	3,410,334	100.00%	664,436	19.48%
Operating costs	-3,271,369	-80.28%	-2,557,574	-74.99%	-713,795	27.91%
Gross profit	803,401	19.72%	852,760	25.01%	-49,359	-5.79%
Operating expenses	-447,803	-10.99%	-420,207	-12.32%	-27,596	6.57%
Operating profit	355,598	8.73%	432,553	12.68%	-76,955	-17.79%
Non-operating income and expenses	74,010	1.82%	61,174	1.79%	12,836	20.98%
Profit before income tax	429,608	10.54%	493,727	14.48%	-64,119	-12.99%
Income tax expenses	-131,611	-3.23%	-122,499	-3.59%	-9,112	7.44%
Net income	297,997	7.31%	371,228	10.89%	-73,231	-19.73%

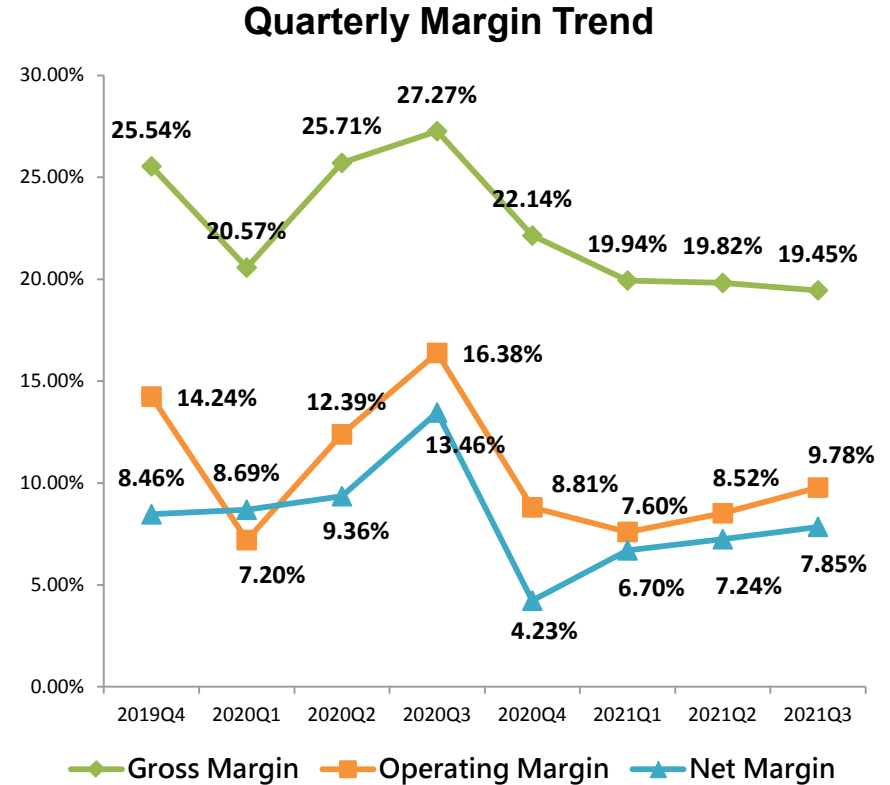
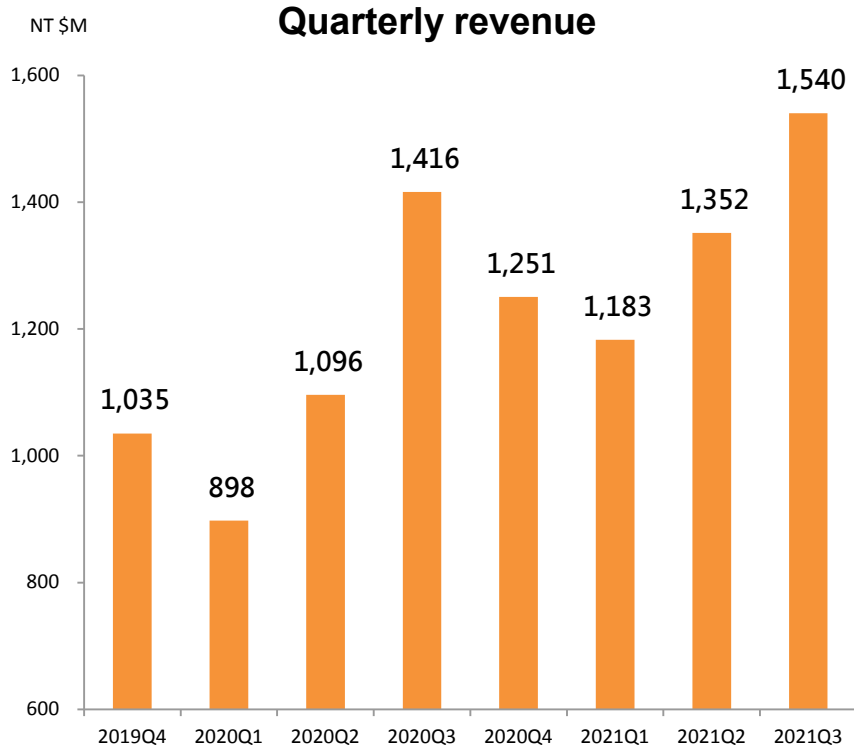
EPS

2.52

3.14

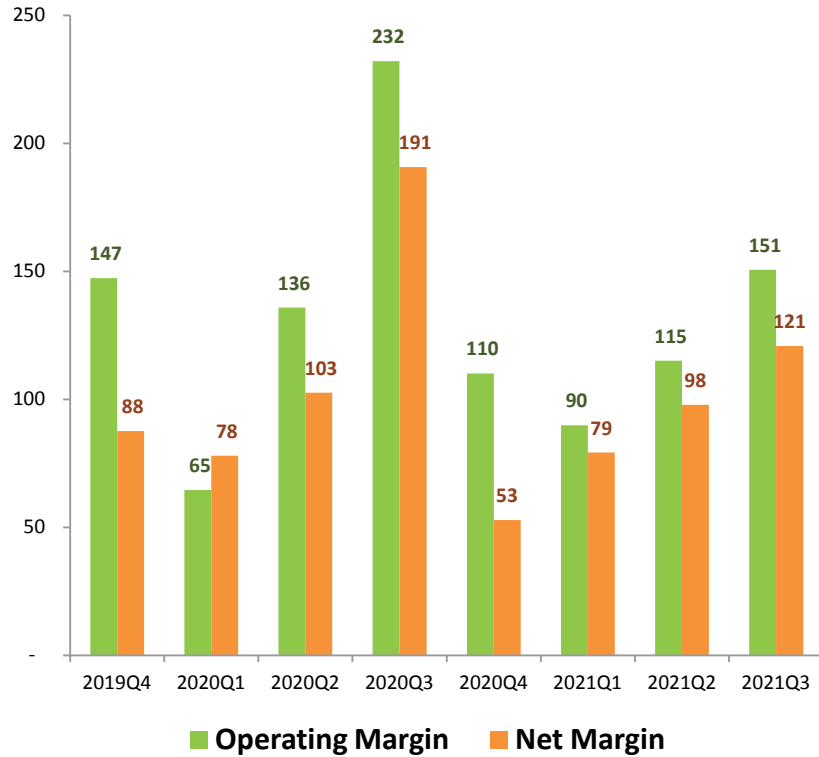
-0.62

Quarterly Revenue & Margin Trend

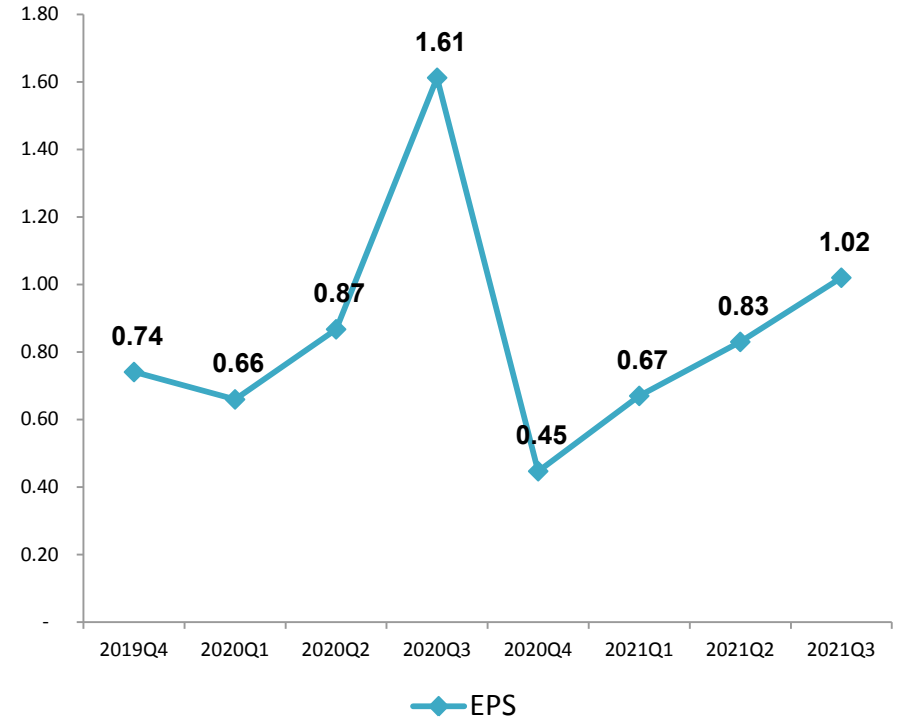


Quarterly Earnings & Growth Trend

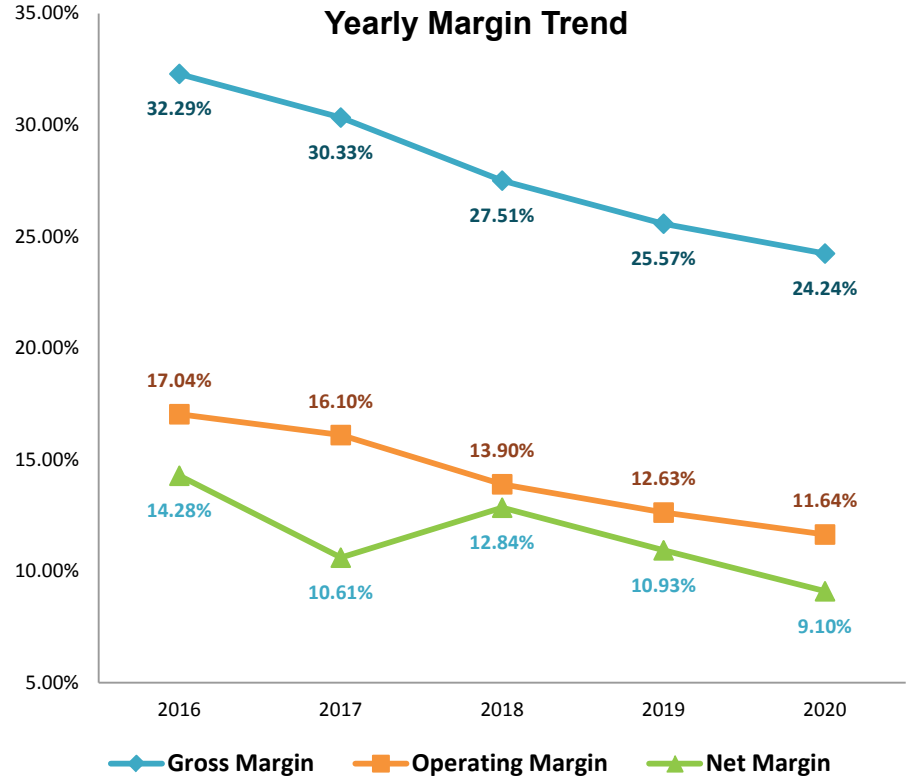
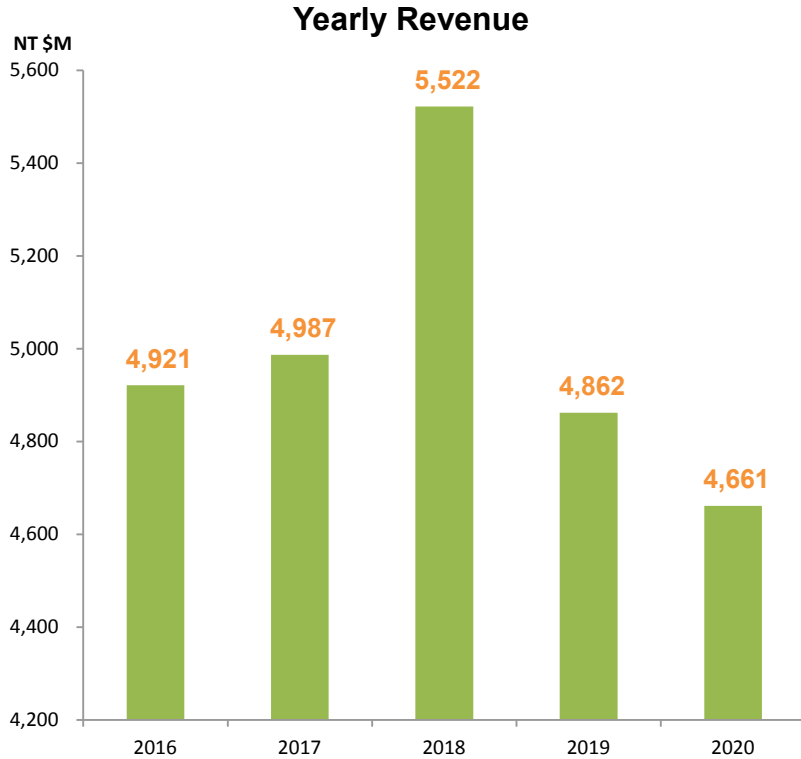
Quarterly Earnings & Growth Trend



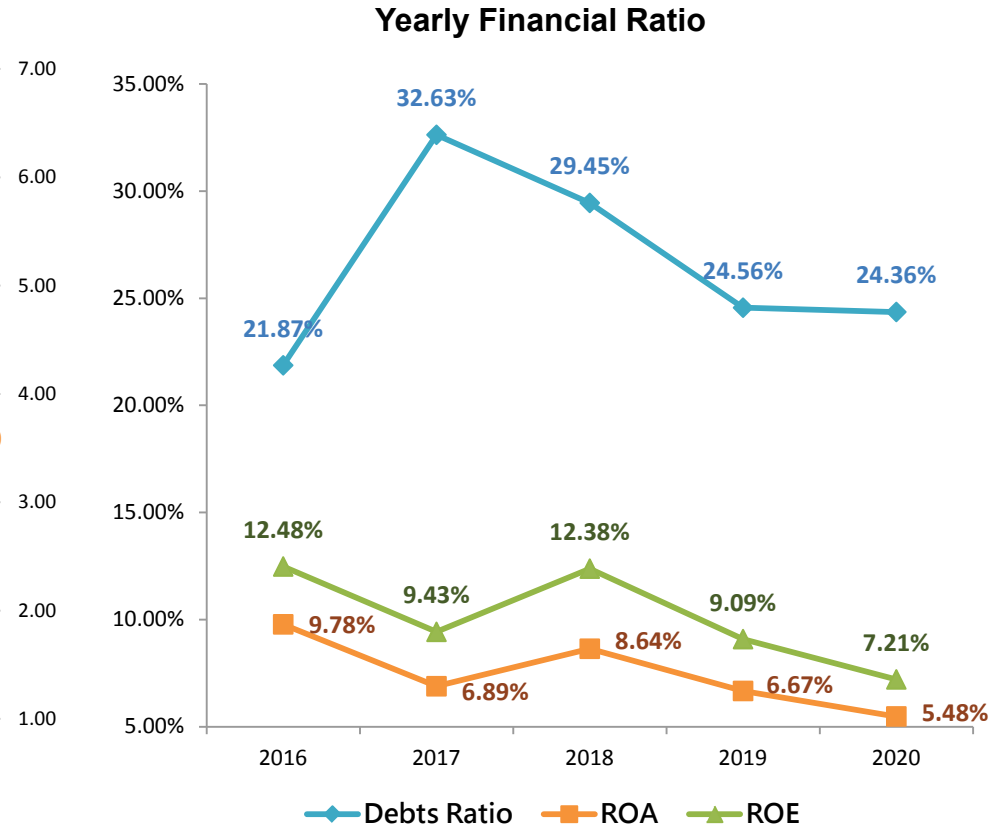
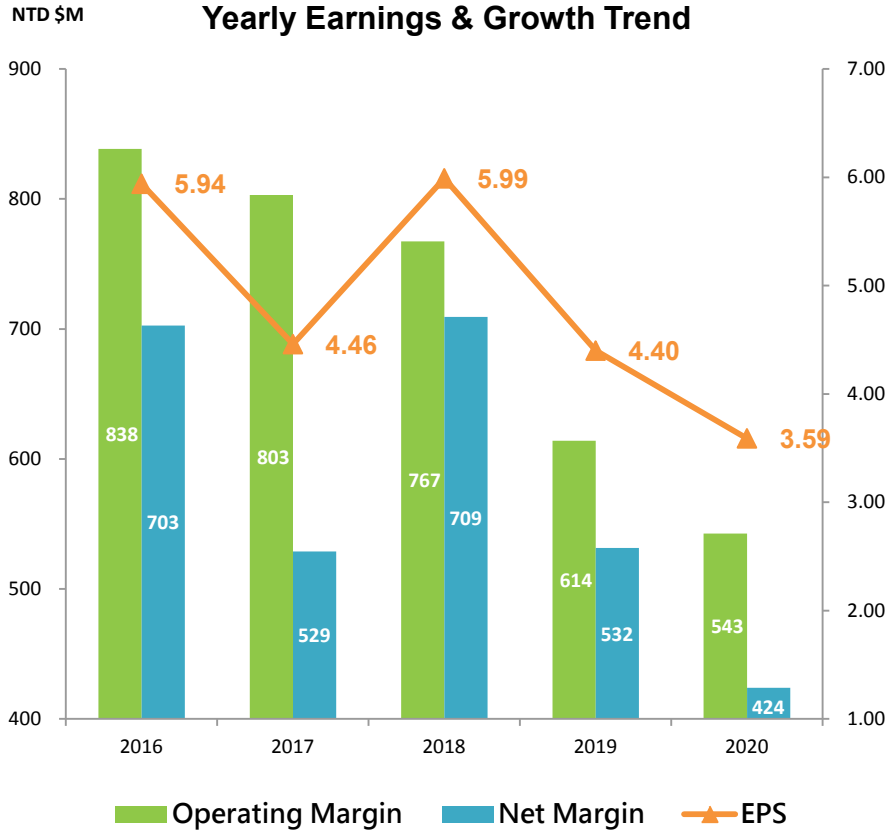
EPS



Yearly Revenue & Margin Trend



Yearly Earnings & Growth Trend



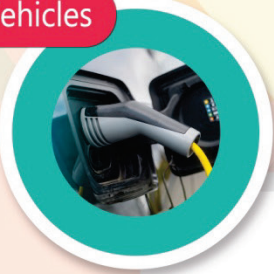
Dividend Policy

NT\$	EPS	Cash Dividend	Stock Dividend	Payout Ratio	Yield Rate
2020年	3.59	2.5	-	69.64%	4.92%
2019年	4.4	3	-	68.18%	6.22%
2018年	5.99	3.5	-	58.43%	6.41%
2017年	4.46	3.2	-	71.75%	6.15%
2016年	5.94	4	-	67.34%	7.46%
2015年	6.32	4	-	63.29%	7.22%
2014年	4.03	2.6	-	64.52%	6.42%
2013年	4.25	3	-	70.59%	5.38%
2012年	4.45	3.2	-	71.91%	6.10%
2011年	4.07	3	-	73.71%	7.18%
2010年	5.6	3.8	0.2	67.86%	8.29%

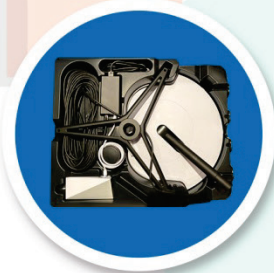
Growth Guidance



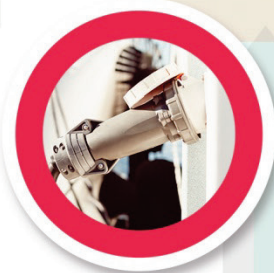
Electric Vehicles



LEO satellites



Conntek



Future Prospects



- Strive to establish long-term and stable cooperation with customers and increase market shares.
- Develop the mainstream products in the market actively.
- Add automated equipment to reduce labor costs and improve quality.



Well Shin Technology Co., Ltd.

<http://www.wellshin.com.tw>