



Stock Symbol : 3679 (Taiwan Stock Exchange)

# Nishoku Technology

2021/3/24

# Investment Safety Declaration



**In addition to historical data, this presentation contains forward-looking statements with forecasts and other informations. Therefore, it is subject to risks and uncertainties that may causes actual results to be significantly different from what is expressed in this presentation. These risks and uncertainties include but not limited to the following: the impact of competing products and prices, customer acceptance to new products, timely introduction of new technologies, mass production of new products, fluctuations of the supply and demand in plastics products market, possibility of overcapacity, ability to obtain production capacity, end user market's financial stability and other risks.**

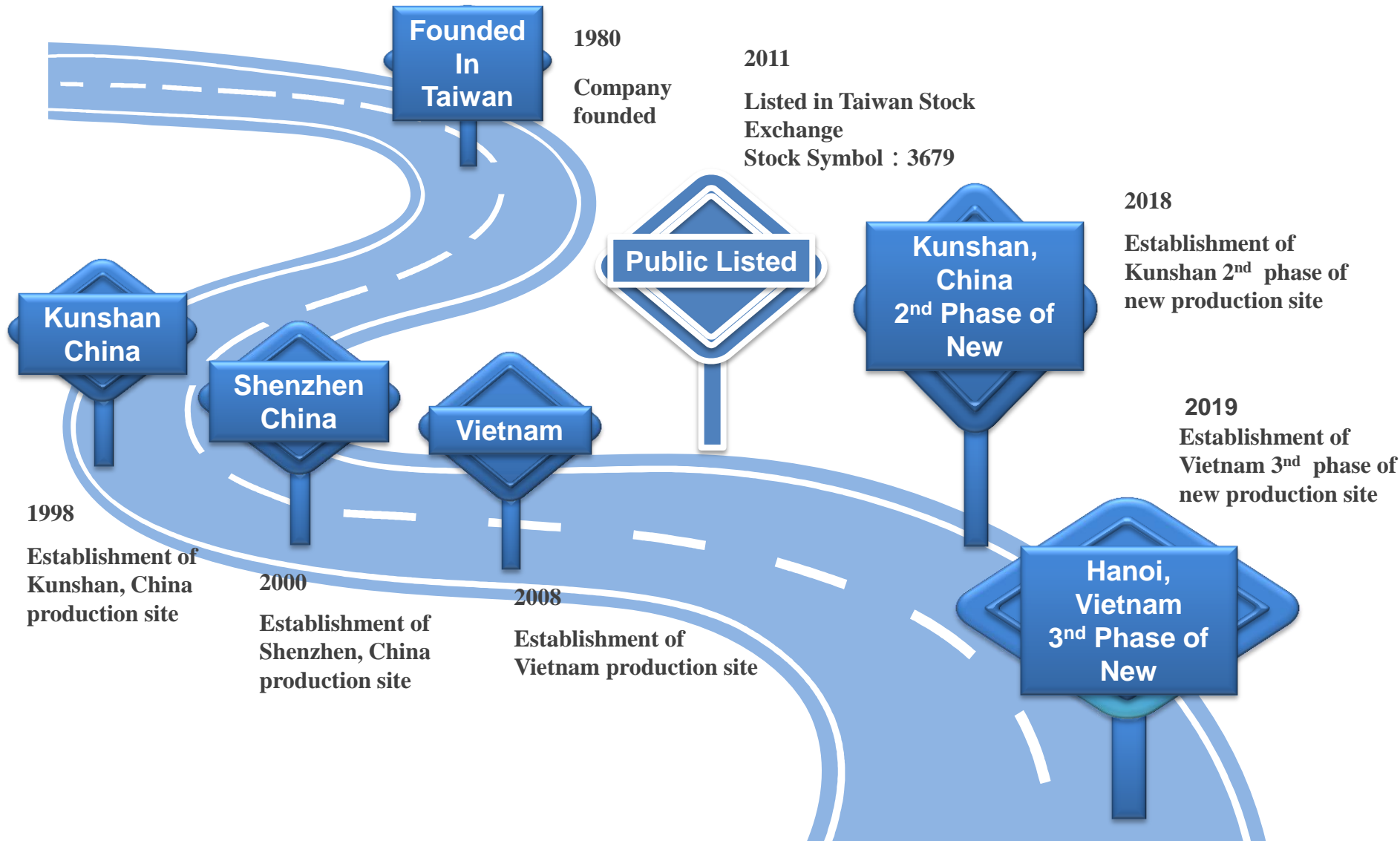
**To remind you/your company not to rely too much on these forward-looking statements since they mainly reflect the company's opinion as of today. The Company will not update, modify or announce any amendment to these forward-looking statements which is subject to new information or future development or other related matters.**

# Presentation Outline



- 1** Company Overview
- 2** Product & Service
- 3** Industry Landscape
- 4** Financial Performance
- 5** Business Outlook

# 1. Company Overview – Developing Milestones



# 1. Company Overview – Production Sites



Taiwan (Group's Headquarter )  
Nishoku Technology



Kunshan, China

Kunshan Nishoku Plastic Electronic Co., Ltd.



Shenzhen, China

Nishoku Plasticmold (Shenzhen) Co., Ltd.



Hanoi, Vietnam

Nishoku Technology Vietnam Co., Ltd.



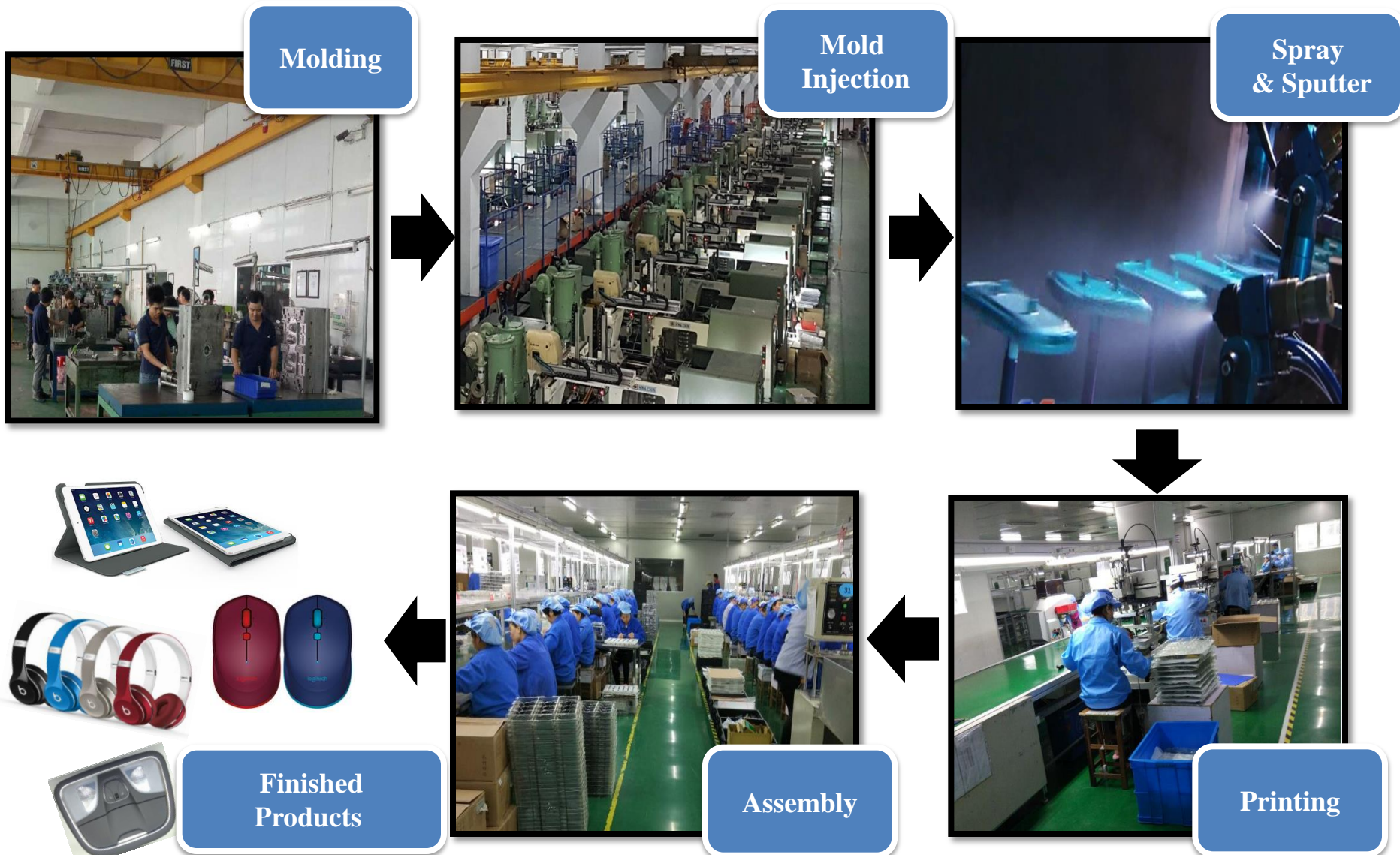
# 2. Product & Service – Major Products



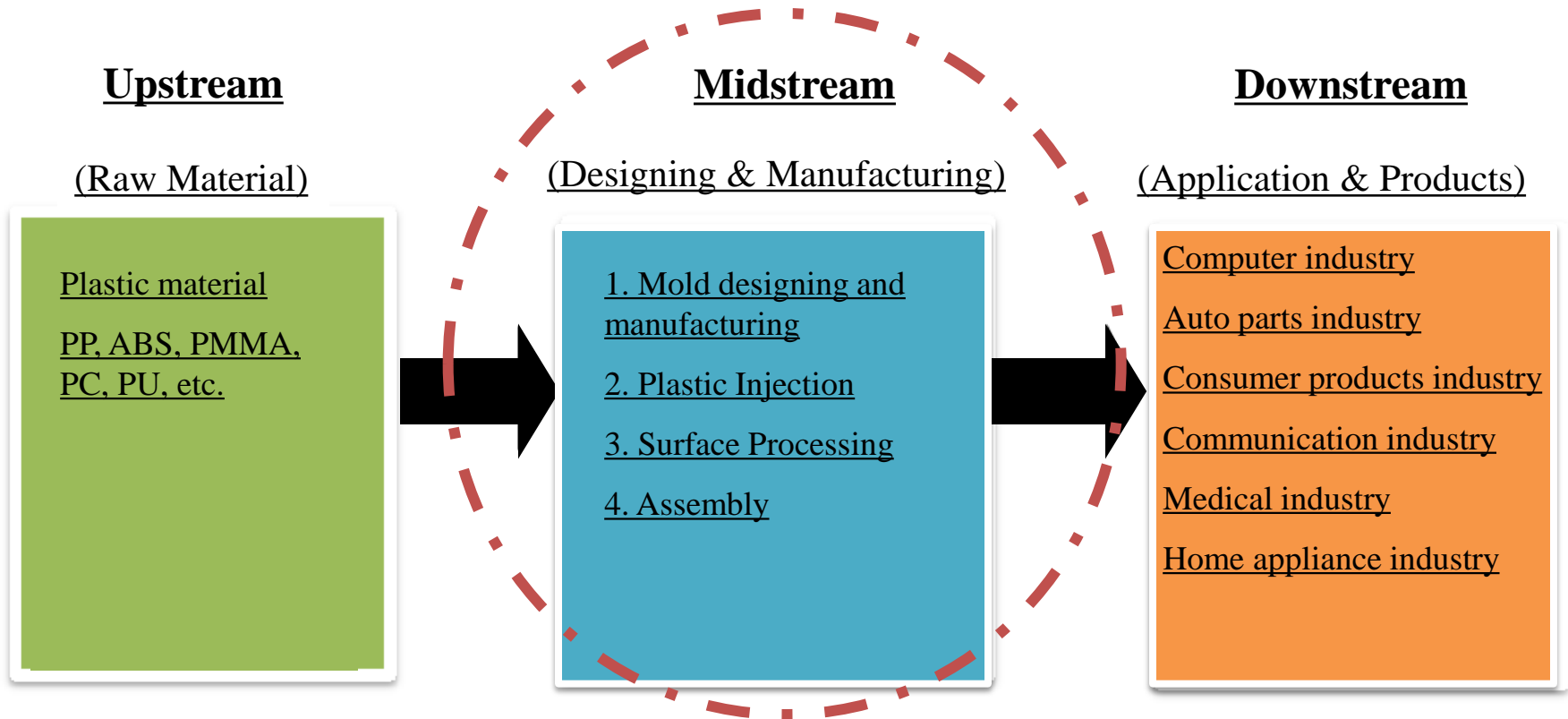
Major products are (1) Plastic Parts & Components Injection Product (2) Mold Designing & Manufacturing. They apply to the following products for different industries :

Industry	Product Types	Product Pictures
<b>Computer</b>	Mouse, NB, PC, Tablet	
<b>Auto</b>	Auto interior/exterior parts, handle, lamp house, Console Bezel Central control panel	
<b>Consumer</b>	Headphones, speakers, glasses, wearable devices	
<b>Others</b>	Video equipment, POS, medical device, bar code scanner, appliance exterior component, etc.	
<b>Communication</b>	Three-proofing phone, GPS device	

# 2. Product & Service – Production Process



# 3. Industry Landscape - Upstream and Downstream

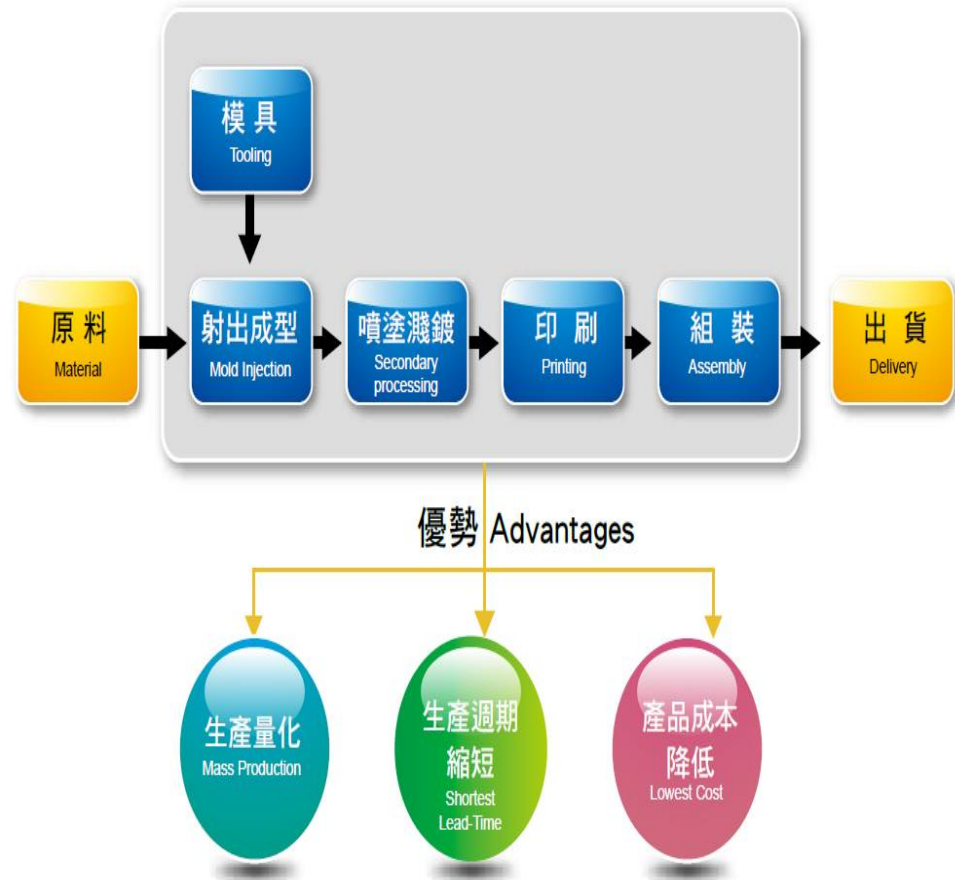


# 3. Industry Landscape – Competitive Advantage (1)



## Integrating production, composite process and services

- ⊙ Project participation and assistance in development
- ⊙ Production of single and double color molds and injection molding
- ⊙ Vertical machine and Insert Molding service
- ⊙ Gas assisted forming process services
- ⊙ All kinds of appearance secondary processing
- ⊙ Assembly/test process



composite process services

### 3. Industry Landscape – Competitive Advantage (2)



#### Production Scale and Advanced Equipment Leader



- Nishoku have nearly 549 single and double molding machines installed at our plants in Kunshan and Shenzhen in China, Vietnam, and Taiwan, and absolutely can fulfill the huge demand of customers (2021.2.28)

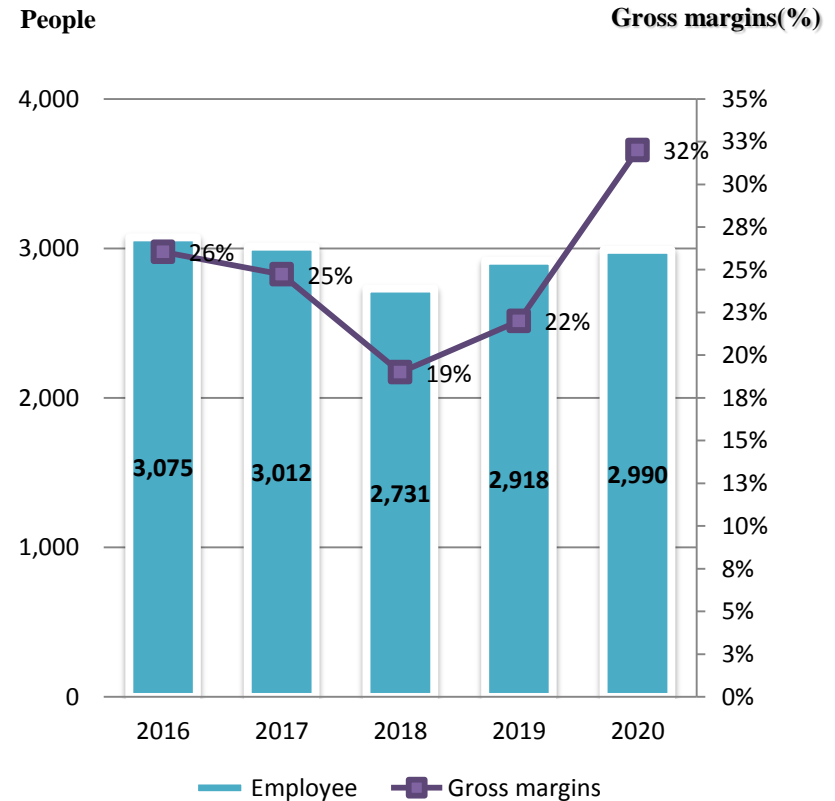
# 3. Industry Landscape – Competitive Advantage (3)



## Increasing production automation



gross margins and employee numbers over the years



# 3. Industry Landscape – Competitive Advantage (4)



## Flexible Capacity arrangement & Supply mechanism



China-Kunshan



China-Shenzhen



Customers can be served in Great China Area and acquire the most time-effective control

Vietnam-Hanoi



Founded in 2008

Duplicate China successful business model

- Nishoku established 3 production sites in Taiwan, China and Vietnam. Therefore we can provide high quality and efficiency supply mechanism to our customers.

## 4. Financial Performance – Balance Sheet



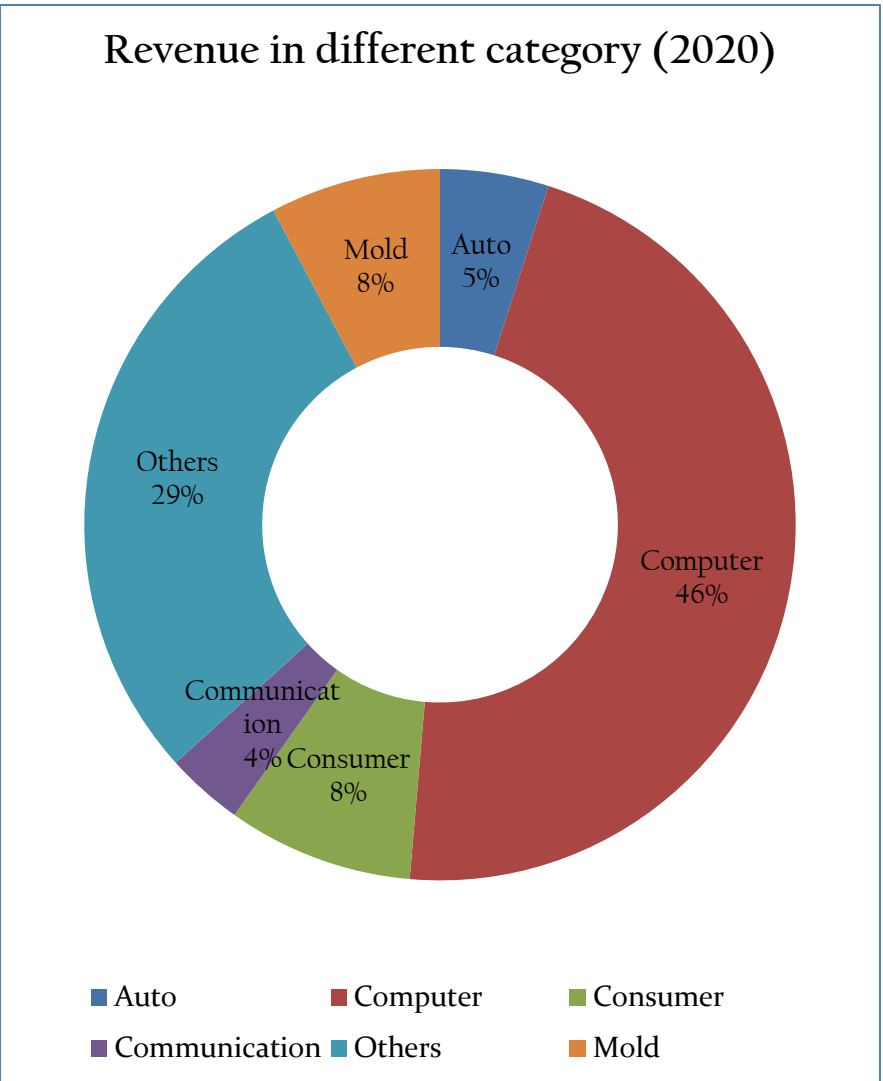
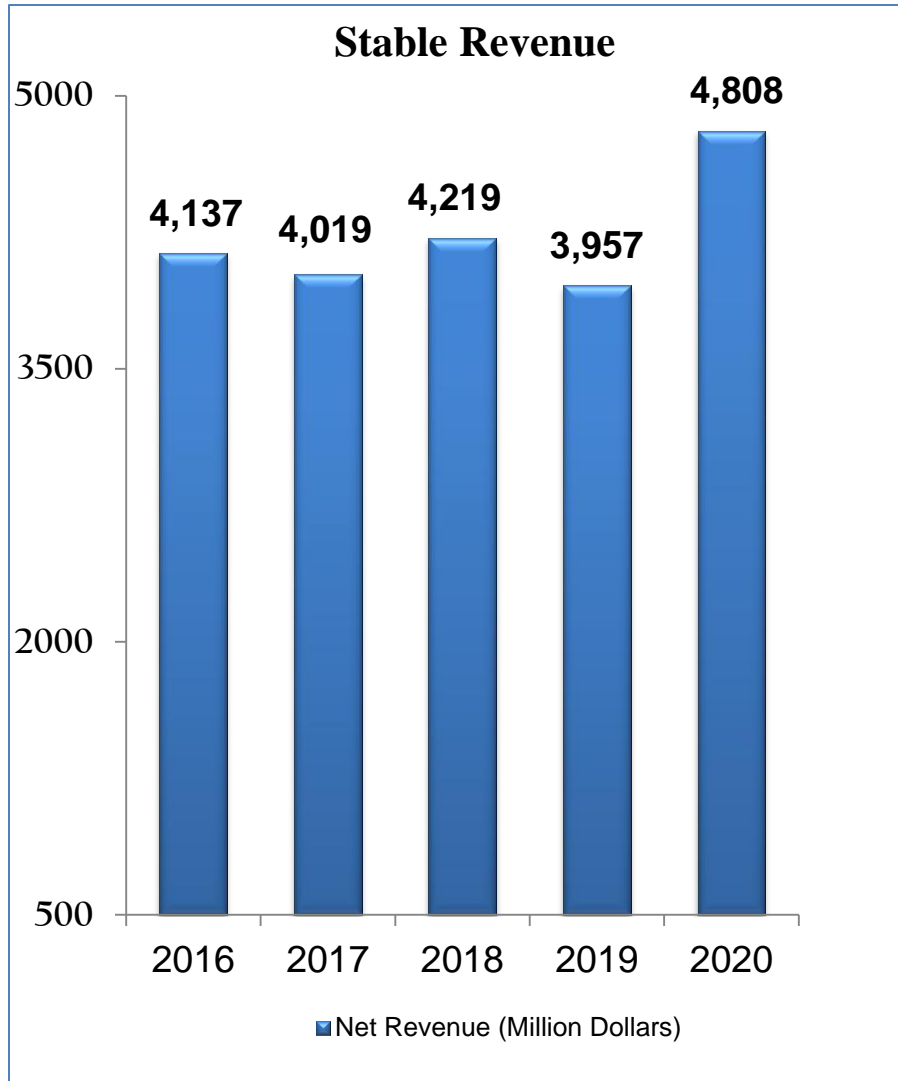
(\$NTD mn)	2020		2019		2018	
Cash & Cash Equivalents	\$2,627	31%	\$3,540	45%	\$3,343	45%
Financial assets at fair value through profit or loss	792	9%	449	6%	264	4%
NR & AR	1,817	21%	1,396	18%	1,349	18%
Inventory	523	6%	476	6%	499	7%
Other Current Assets	112	1%	47	1%	55	1%
Non-current financial assets at amortized cost	1,125	13%	0	0%	0	0%
Property, plant and equipment, Other	1,621	19%	1,873	24%	1,853	25%
<b>Total Assets</b>	<b>\$8,617</b>	<b>100%</b>	<b>\$7,781</b>	<b>100%</b>	<b>\$7,363</b>	<b>100%</b>
Bank Debt	2,189	25%	1,975	25%	1,806	25%
Other Current Liabilities	1,287	15%	998	13%	910	12%
Other Long-term Liabilities	684	8%	865	11%	719	10%
<b>Total Liabilities</b>	<b>\$4,160</b>	<b>48%</b>	<b>\$3,837</b>	<b>49%</b>	<b>\$3,435</b>	<b>47%</b>
<b>Total Equity</b>	<b>\$4,457</b>	<b>52%</b>	<b>\$3,944</b>	<b>51%</b>	<b>\$3,928</b>	<b>53%</b>
<b>Total Liabilities &amp; Equity</b>	<b>\$8,617</b>	<b>100%</b>	<b>\$7,781</b>	<b>100%</b>	<b>\$7,363</b>	<b>100%</b>

## 4. Financial Performance – Income Statement

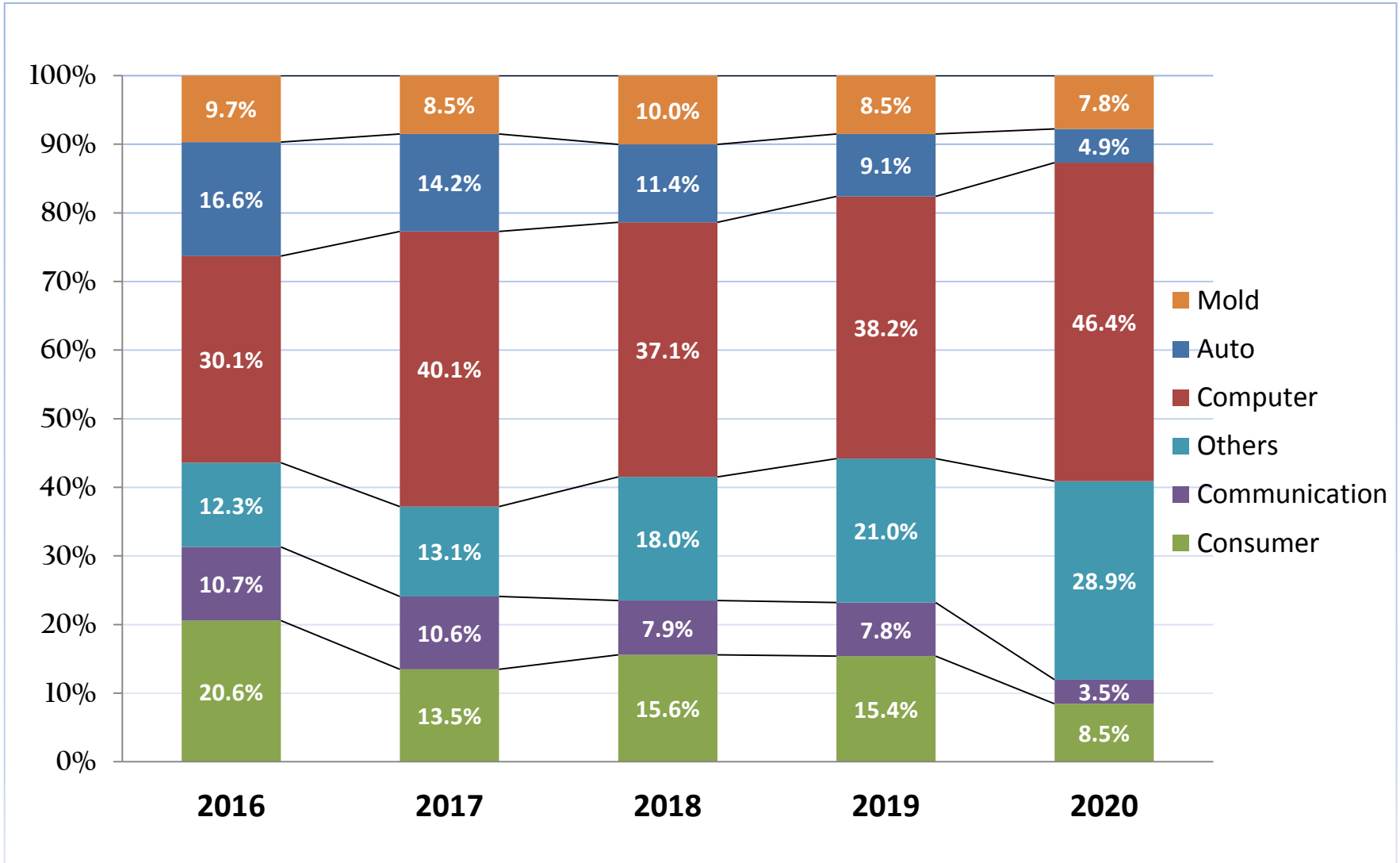


(\$NTD mn)	4Q' 20		4Q' 19		2020		2019	
Sales	\$1,586	100%	\$1,234	100%	\$4,808	100%	\$3,957	100%
Cost	1,017	64%	901	73%	3,268	68%	3,078	78%
Gross Profit	569	36%	333	27%	1,540	32%	879	22%
Operating Expenses	142	9%	139	11%	471	10%	500	13%
Income from Operations	427	27%	194	16%	1,069	22%	379	9%
Non-operating Income & Exp.	-130	-8%	-51	-5%	-194	-3%	46	1%
EBT	297	19%	143	11%	875	19%	425	10%
TAX	91	6%	37	3%	153	3%	87	2%
Net Income	206	13%	106	8%	721	16%	338	8%
EPS	\$ 3.30		\$ 1.69		\$11.57		\$ 5.42	

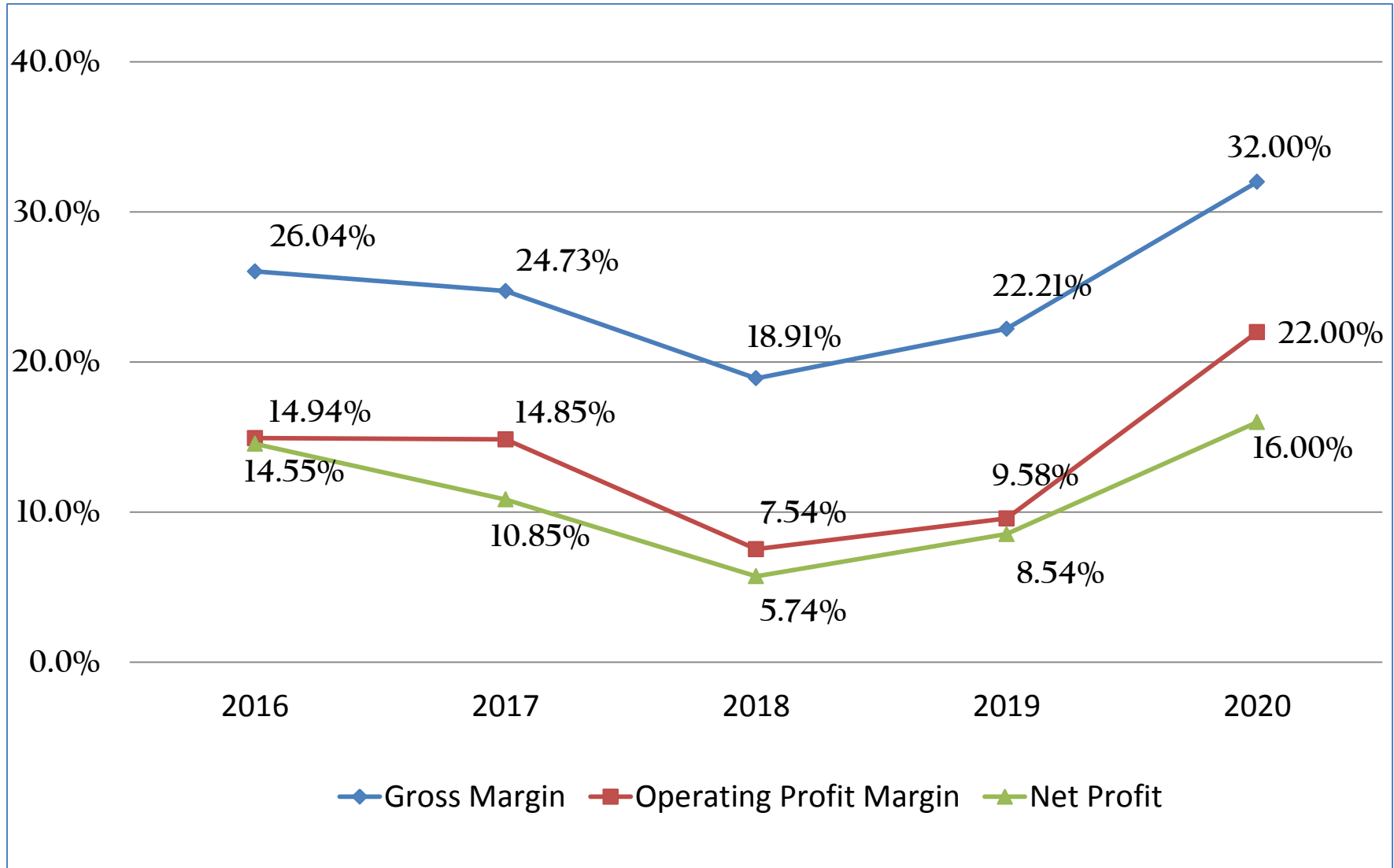
# 4. Financial Performance – Stable & Diversified Revenue



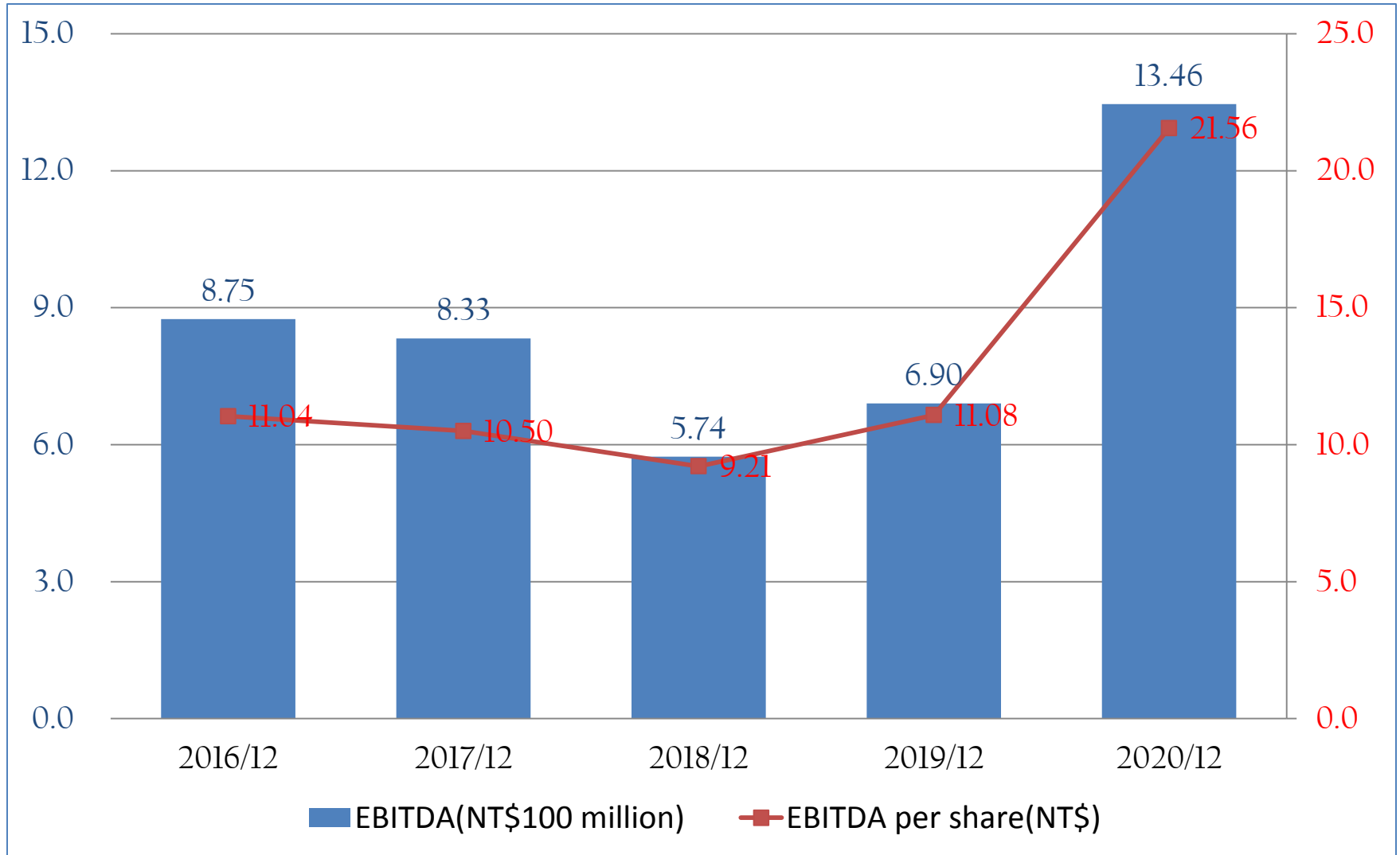
# 4. Financial Performance –Sales ratio by production



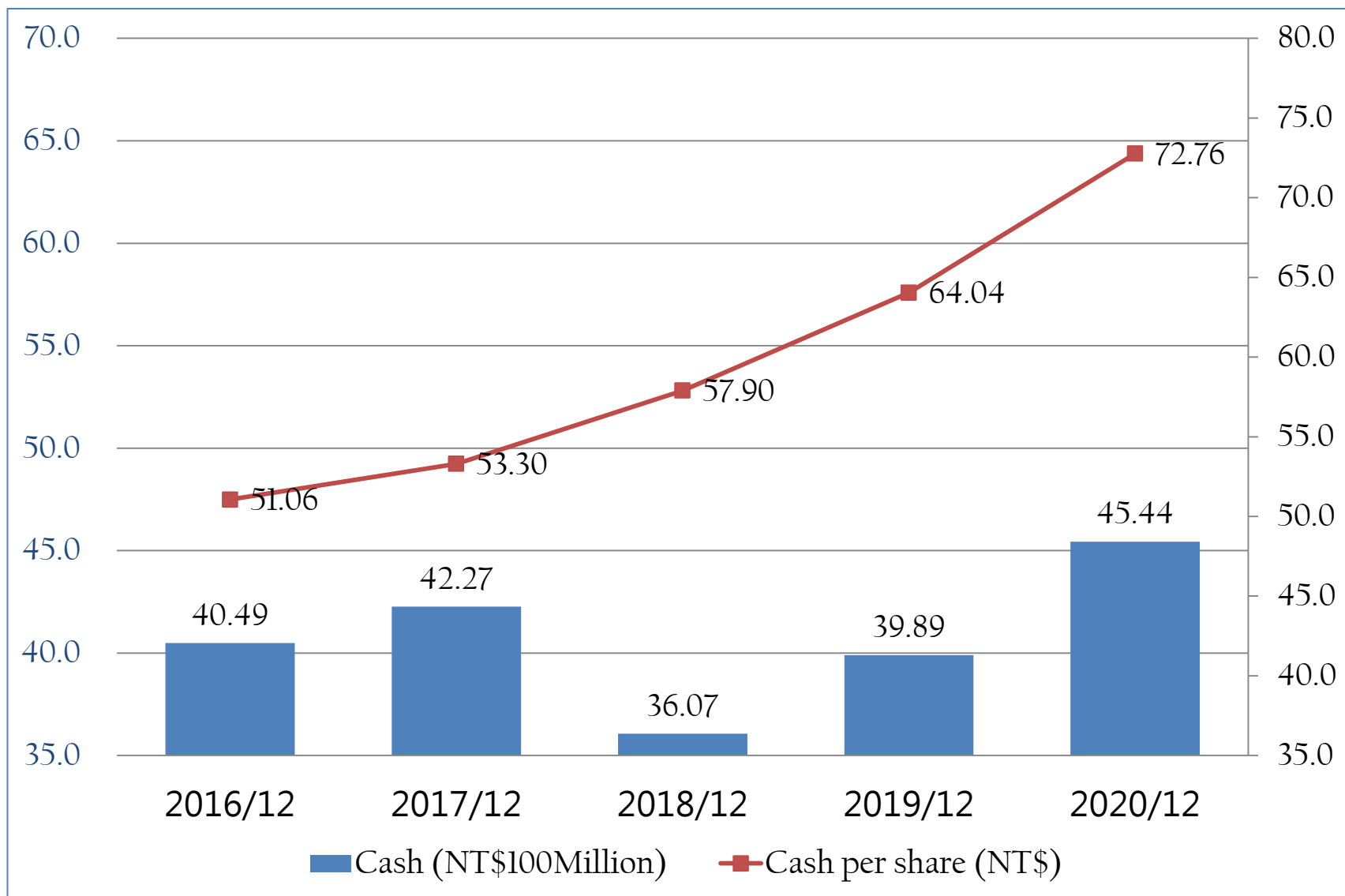
# 4. Financial Performance – Profit Trends



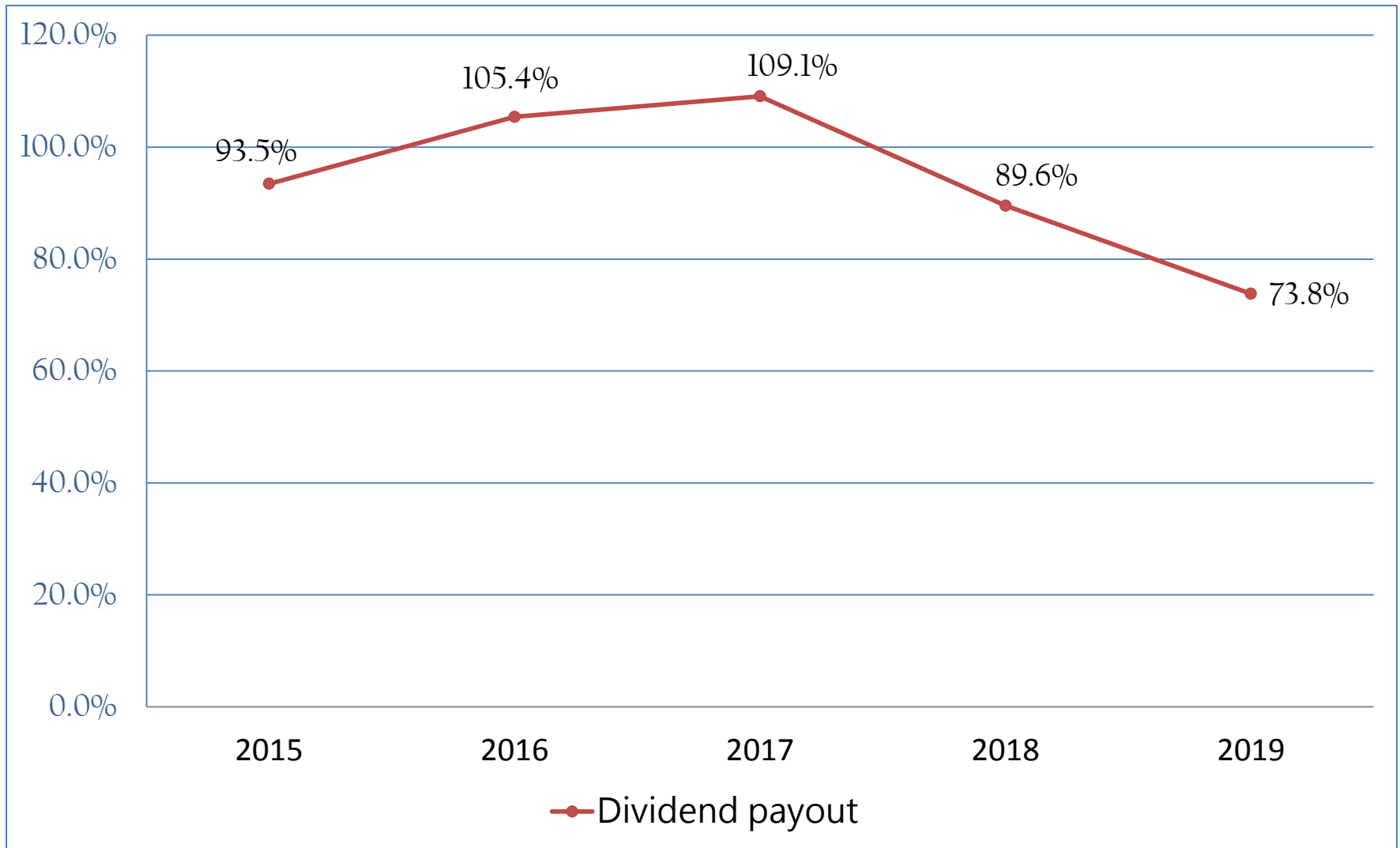
## 4. Financial Performance – High Cashflow



## 4. Financial Performance – High Cash Balance



## 4. Financial Performance – Dividend payout



# 5. Business Outlook - Competitive Strategy



**1. Expanding Vietnam production scales to react U.S-China Trade War**

**2. Seeking strategic partners to integrate vertical industrial chain**

**Competitive Strategy**

**3. Speeding up production automation, improving efficiency and reducing manpower/cost**

**4. Upgrading industrial green technology and Establish water-based spraying manufacturing process**

# 5. Business Outlook - Competitive Strategy (1)



Expanding Vietnam production scales to react U.S-China Trade War



Vietnam Phase III plant construction (updated to 2021/3/22)

# 5. Business Outlook - Competitive Strategy (3)



Speeding up production automation, improving efficiency and reducing manpower/cost



# 5. Business Outlook - Competitive Strategy (4)



Upgrading industrial green technology and Establish water-based spraying manufacturing process



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# Q&A

# Thank You

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