



**Investor Conference** Stock Code: 6134.TW





Part 01 Company Introduction

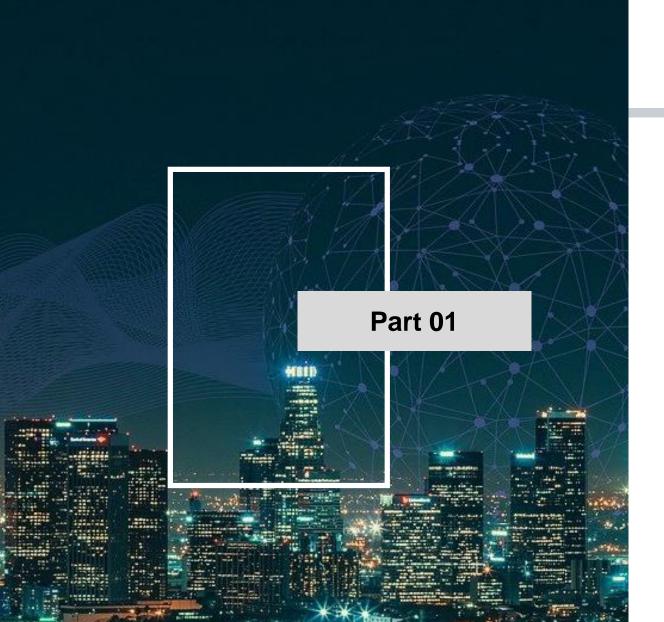
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# **Company Introduction**

### **About Wanshih**



#### Wanshih Electronic Co., Ltd.

■ Established in 1987

■ Asset: 725 million

■ Employee: 1200

■ President :Lake Chang

■ Securities Exchange: 6134.TW

■ Headquarters: New Taipei City,

Taiwan

Wanshih Electronics, the wiring business unit of the Wonderful Group, is a Taiwan-based company integrated by Wonderful Hi-Tech and Japan's ASAHI. Specializing in the design and manufacturing of coaxial cable assemblies, wire harnesses, antennas, and millimeter wave products, Wanshih provides comprehensive wired and wireless solutions for six major industries. With extensive experience in precision machining technology and leveraging Wonderful's cable resources, the company offers integrated one-stop services to meet diverse customer needs.



## Wanshih Taipei (Headquarter)

- Staff Numbers: 150 / Area 2,500 m²
- Product : External Cable, Internal Cable, Medical, automobile cable, and Antenna
- · Capacity Monthly: 300Kpcs

#### Wanshih Suzhou (assembly/SMT)

- · Established: 1994
- Staff Numbers: 800/ Area 64.000 m²
- Product: External Cable, Internal Cable, Medical, automobile cable. Antenna and SMT
- Capacity Monthly: 2.2KKpcs / 535M chip

#### **Wanshih Vietnam**

- Staff Numbers: 100 / Factory G6 Area 1,107 m²
- Product : External Cable / Internal Cable / Antenna
- Capacity Monthly: 1.2KKpcs

#### Wanshih Dongguan(Production only)

- Staff Numbers: 100 / Area 8,600 m²
- Product : Internal Cable, External Cable, Antenna, and automobile cable
- Capacity Monthly: : 1KKpcs

#### Wanshih USA

- Staff Numbers: 11 / Area 630 m<sup>2</sup>
- Application: Internal Cable / Equipment cables

#### Suzhou久航(Jiuhang) Electric Wire Factory

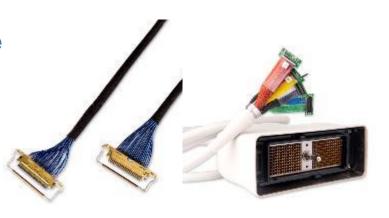
- Staff Numbers: 12/ Area 1,500 m²
- Product :Micro Coaxial Cable/ Medical Ultrasound Probe Cable/Endoscope Cable

## **Customized Products**



#### **Internal Cable**

- Micro Coaxial
- Medical Cable
- Auto-mobile Cable
- Other



#### **External Cable**

- USB 4
- HDMI 2.1
- Audio
- Lightning MFi
- · Waterproof cable



### **Antenna Design**

- Internal Antenna
   PCB/FPC/PIFA/GPS
- External Antenna Indoor/outdoor
- · Patch Antenna
- IOT



#### **SMT Service**

- Fingerprint Module
- · Camera Module
- · LCD liquid crystal Module
- · LED backlight Module
- Control Panel
- · VR smart glasses Module
- Drone Module



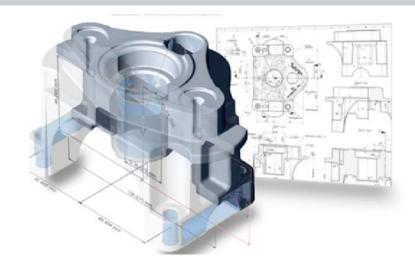
# **Customized Development | Core Technology**



# Wire Development Capabilities

Provide professional JDM development cooperation, from concept products, sample manufacturing, to product verification (airtight and waterproof, voltage and current, etc.), we can provide the best solutions





### One Stop Solution

According to the customer's needs, we provide the most suitable design solution, from raw material selection, engineering design and mold development...etc. In addition to improving product reliability, it can also reduce R&D and manufacturing costs and time, and enhance market competitiveness.

# Advanced Technology and Quality Control

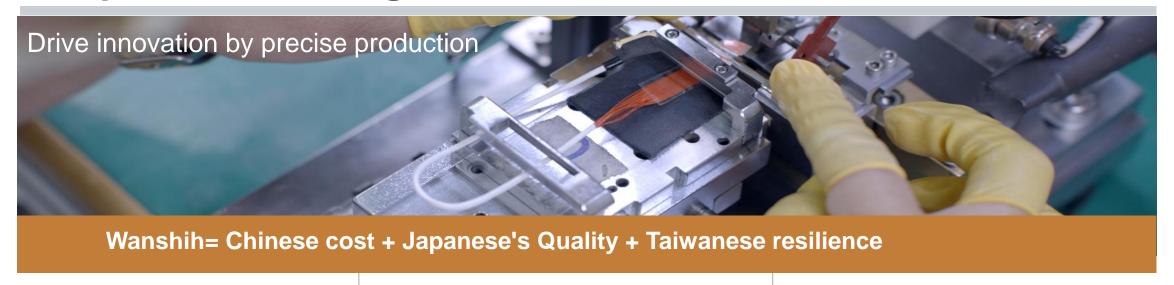
With advanced wire processing equipment and more than 35 years of processing experience, it is able to perform various complex and high-precision processing. Always adhere to quality as the core. Strictly follow the IATF 16949 quality management system management and control. Adopt advanced testing equipment (visual inspection system) and comprehensive testing.

### Professional Team for Innovation and Service

The professional technical team, with technological innovation as its core, continuously introduces new technologies and process improvements to meet the needs of different industries and application scenarios. We provide full-process technical support and can help customers answer questions and analysis during use at any time to ensure consistent customer satisfaction.

## **Competitive advantage**





#### **Chinese cost**

Lean management for our factory due to Red supply chain impact



#### **Japanese's Quality**

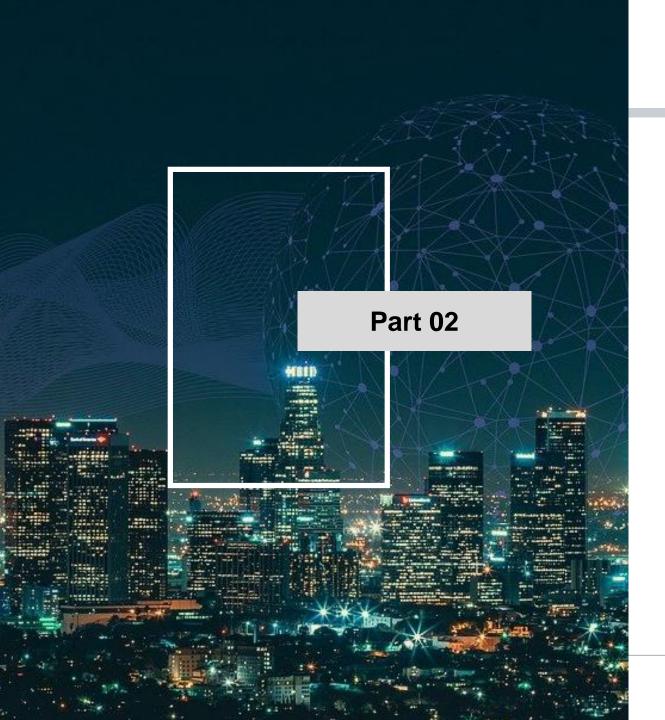
Join venture with Japanese's Asahi, cause our insist of high quality



#### **Taiwanese toughness**

Production in China, southeast Asia, US, include China and non China production.



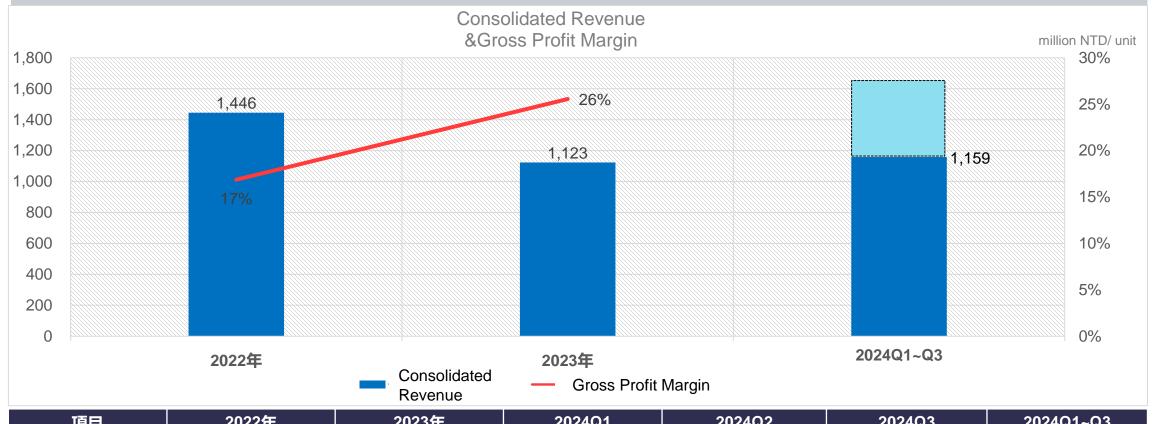




# Financial statements comparison

# **Annual Revenue and profit/loss**

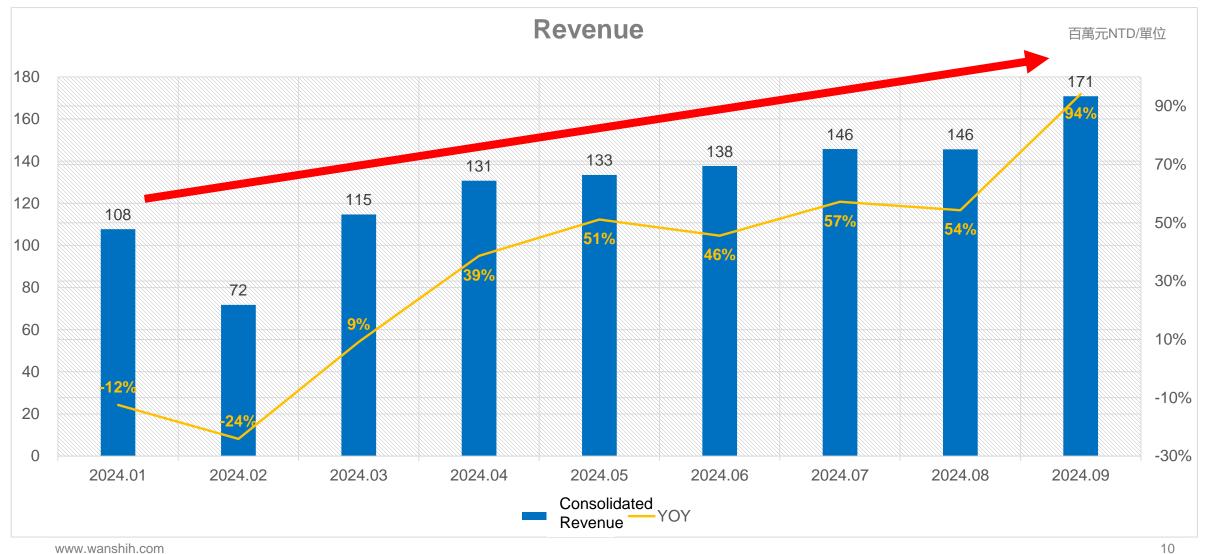




項目	2022年	2023年	2024Q1	2024Q2	2024Q3	2024Q1~Q3
Consolidated Revenue	1,446	1,123	296	401	462	1,159
YOY rate	-14%	-22%	-6%	44%	68%	33%
Gross Profit Margin	17%	26%	22%	28%		
Consolidated profit after Taxes	(72)	(51)	(18)	21		

## Revenue /month





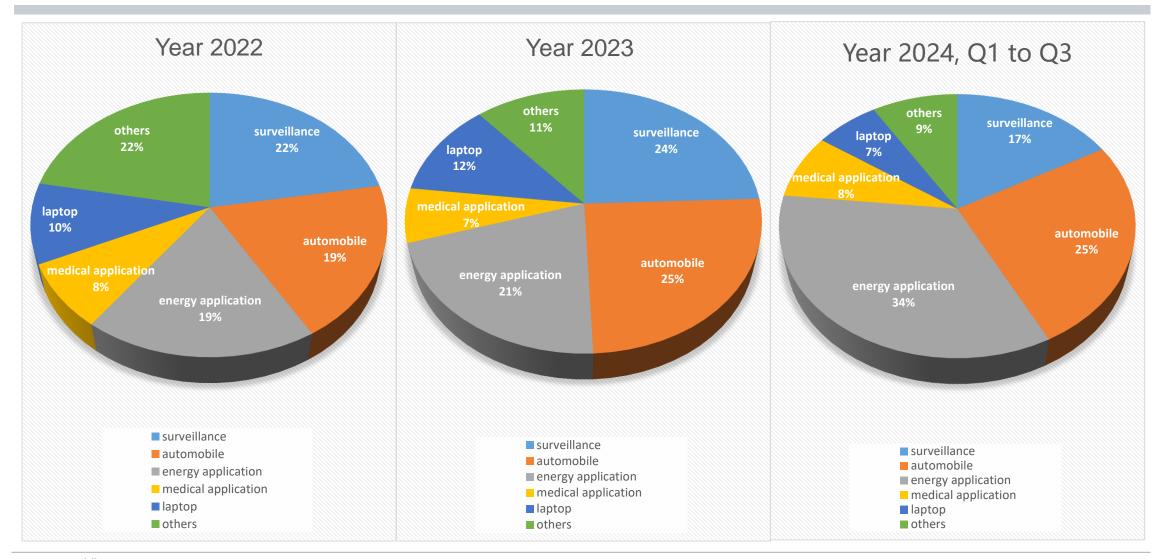
# **Proportion of Main product**

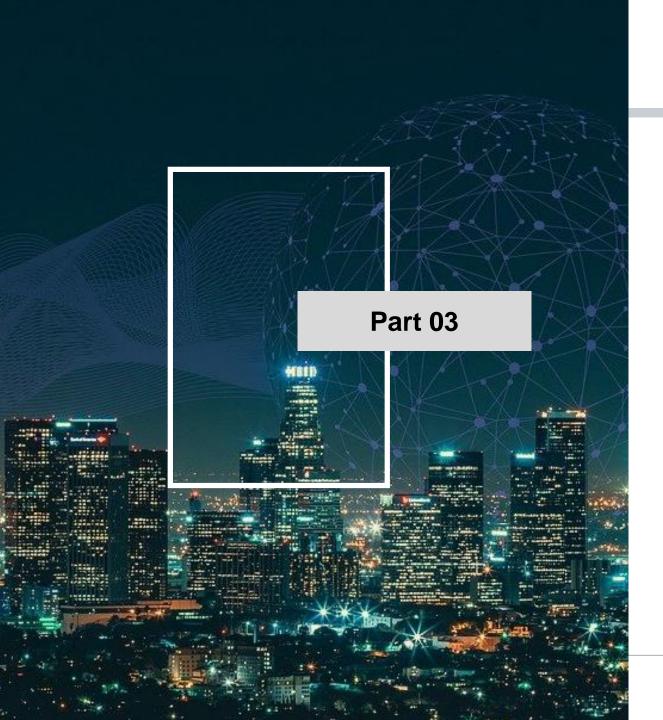


	Year 2022		Year 2023			Year 2024, H1			
Product	Revenue	Ratio	Gross Profit Margin	Revenue	Ratio	Gross Profit Margin	Revenue	Ratio	Gross Profit Margin
Energy	269,611	19%	24%	235,482	21%	29%	231,659	33%	29%
Automobile	277,512	19%	20%	279,798	25%	22%	158,492	23%	23%
Surveillance	322,237	22%	23%	273,806	24%	27%	125,671	18%	25%
Laptop	142,147	10%	10%	132,200	12%	18%	49,312	7%	20%
Medical	116,280	8%	30%	74,773	7%	33%	57,729	8%	35%
Others	317,968	22%	-1%	126,989	11%	27%	73,658	11%	22%
Total	1,445,754	100%	17%	1,123,048	100%	26%	696,521	100%	26%

## **Proportion of Main product**









# Raised revenue

## Raised revenue



### **Energy application:**

Revenue in 2023, NTD 84,000K Revenue in 2024 Q1 to Q3, NTD260,000K/ YOY 309% 2024 Q4, expect higher revenue from energy application and new customer





### **Automobile**

Revenue in 2023, NTD280,000K Revenue in 2024 Q1 to Q3, NTD300,000K,higher than 2023. 2024 Q4,expect revenue from module for thermal system.

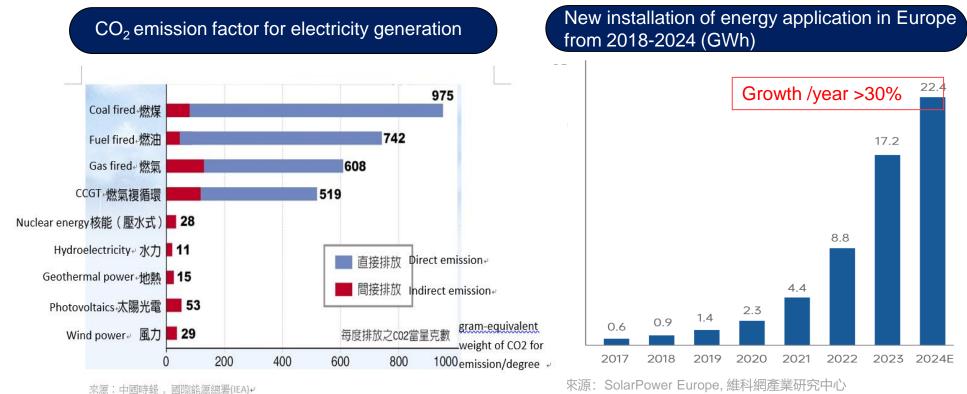




## **Green energy**



- Chinese green energy ratio of the world: solar energy 90%, lithium-ion batteries 63%
- Sales volume of automobile 90,000K, electric vehicle 9,600K (China 58%),
- European Union announced prohibition of trade oil-fueled automotive from year 2035
- Battery Module is key cost, it account for 80% of energy system and 65% of electric vehicle

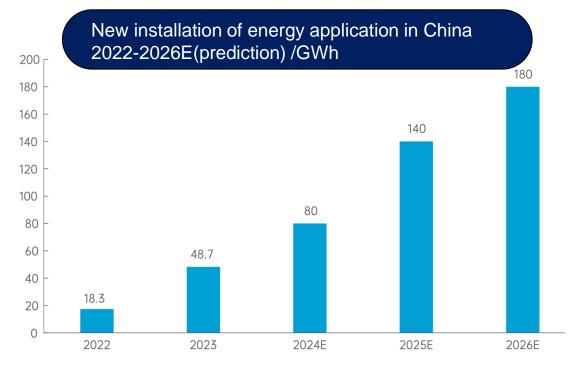


## **Energy Industry ~ Growth rate over 30%**



- Growth raised rapidly in US market due to ESG.
- New installation of energy application in China is 3 time compare with Europe, expect more space to increase.
- Battery module cost is big proportion for these application(near 80%), and most risk is on cable assembly which connect these battery module.

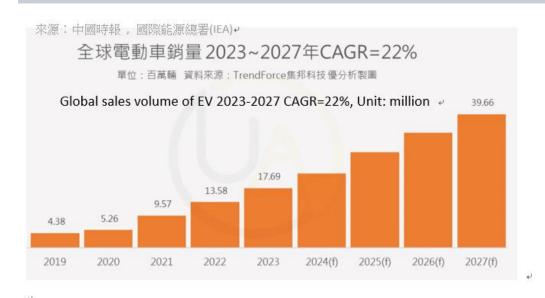




來源:EESA,維科網產業研究中心

## Electric vehicle ~ Growth rate over 22%



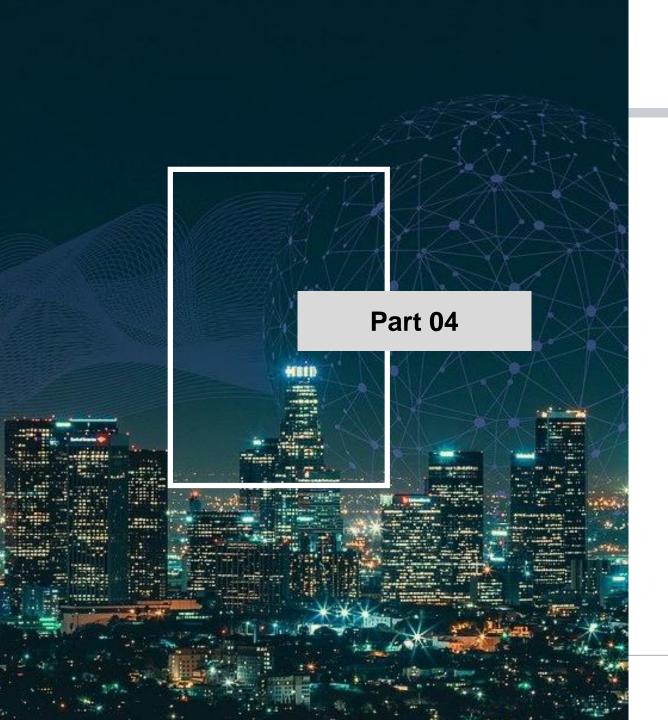


**Product:** Radar for around view system-> control screen-> Thermal management system

**Customer**: Japanese car brand in Taiwan-> US car brand-> Europe car brand-> Chinese high end car brand

**Competitiveness**: Ability of technology development-> Stable quality-> Reasonable cost







# Capacity of Factories

## **Factories location and capacity**



Location	Past	2024 Present	2027 Future
Scale: Big	Suzhou in China	Suzhou in China	Suzhou in China
	Siyang in China	Hai Duong in Vietnam	Hai Duong in Vietnam
<b>+</b>	Dongguan in China	Taiwan	US
Scale: small	Taiwan	US	Taiwan

#### Suzhou:

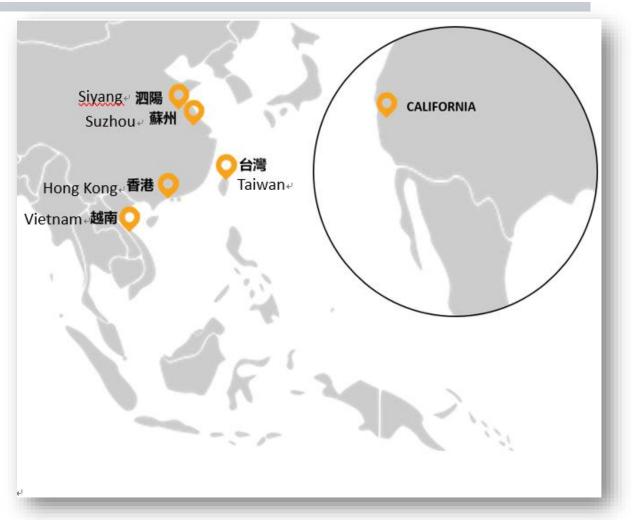
Market trend reverse operation to increase capacity, expect raise 50% capacity

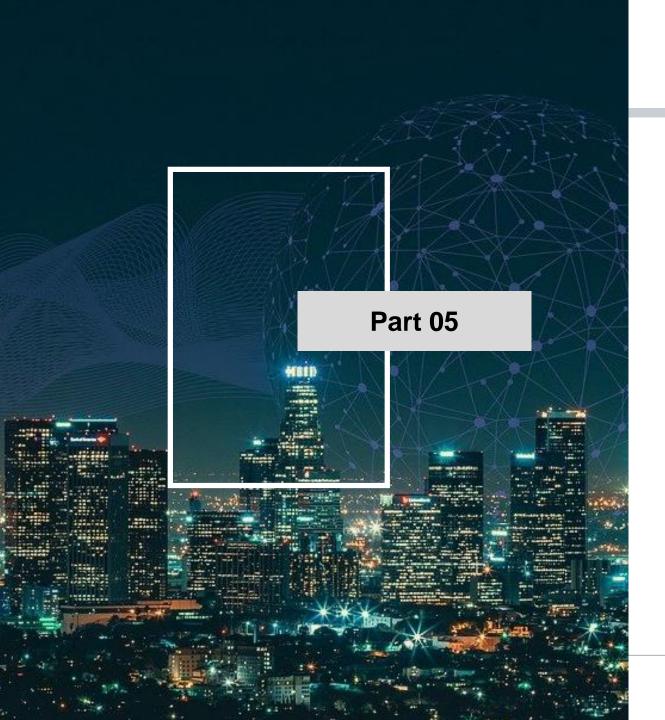
#### Vietnam:

Evaluate the scale of new factory in 2025

### US:

Buy new Facility in 24Q4
www.wanshih.com







# Opportunity in US

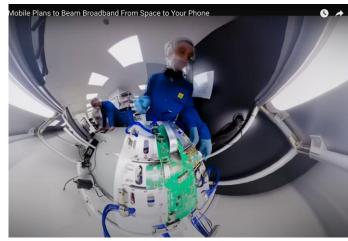
# **Opportunity in US**



- Wanshih in US is only one with coax auto production line in Silicon Valley
- Support quick term for local customer
- Support some restrictive industry due to US policy



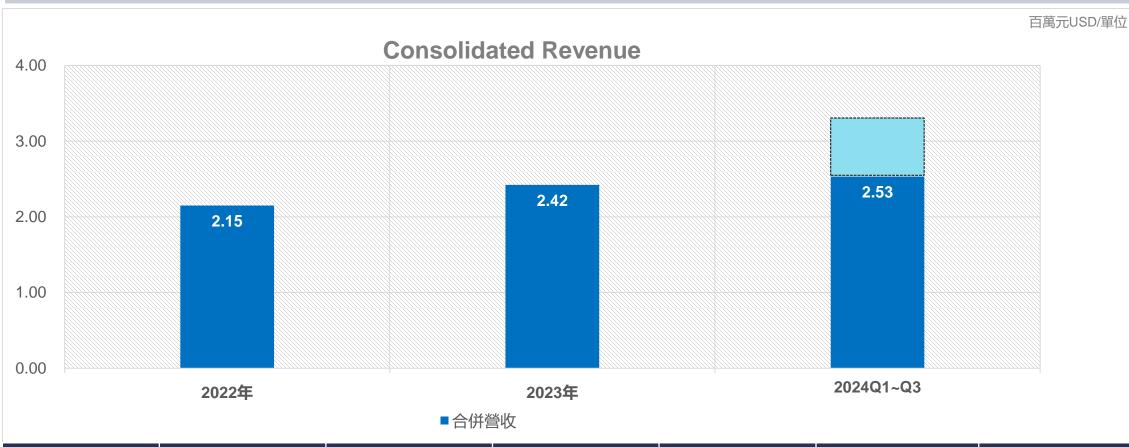




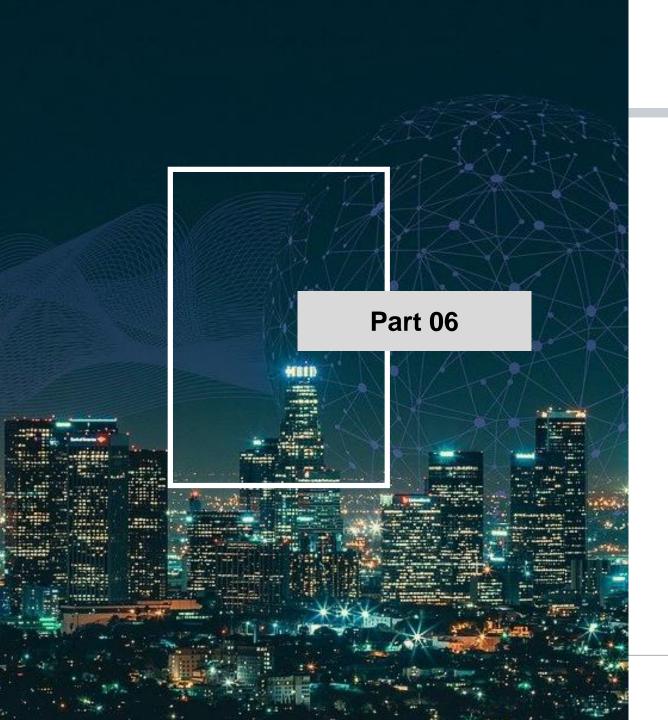


# **US Wanshih | Annual Revenue**





項目	2022年	2023年	2024Q1	2024Q2	2024Q3	2024Q1~Q3
Consolidated Revenue	2.15	2.42	0.59	1.15	0.79	2.53
YOY rate	-	13%	3%	53%	68%	41%





# Review and Summary

## Review



	Our position	Competitive advantage	Focused industry	Strategy
Year 1987 ~ 2000	Labor intensive type	Japanese modularized management	Home appliance 、display	Building factory in China
Year 2001 ~ 2010	Capital concentrated type	Development of auto facility	NB、3C	Enhance scale
Year 2011 ~ 2020	Technology-intensive type	Design ability of High frequency signal delivery	Surveillance, industrial application	Focused specific industry
Year 2021 ~	Value network type	Resource integration, innovation and leading	EV, Medical application for future	Alliance and innovation

- Internal and external resource integration: talented person + Strategic alliance partner
- Strengthening core technology: cable assembly for heavy current and high frequency delivery
- Industries for future 5 years: Energy EV Medical satellite
- China: no one can make it.; US: no one can achieve it.



# The reason put attention on Wanshih

- 1. Cable assembly experience for 37 years, firm core technology
- 2. Demand of customer focused industries are raising, expect growth over 20% every year
- 3. The age of management team are under 50 years old, expect keep serving and putting effort for next 10 years.

Sep. revenue 170 million, It's beginning and we expect stable growth in future 3 years

Appreciate all investors attention, look forward to sharing our growth to you continuously.





# Thanks for attention, expect our growth

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