



G-SHANK
Enterprise Co., Ltd.

3Q, 2023
Earnings Conference

www.gs.com.tw **Nov. 24, 2023**

Disclaimer

- This presentation is based on the information obtained from G-Shank Enterprise, included Business Forecasts, Development and Financial status. Please note that while the company has used its best efforts to make sure the accuracy and comprehensiveness of this presentation, all information shall be subject to the public financial information submitted to government authorities by the company. G-Shank is not responsible for the respective update changes or adjustments that might occur in the near future.
- This document may contain “forward-looking statements” and any non-historical information, including the company’s operating strategies, operating plans and future prospects, are forward-looking statements based on our assumptions about future operations and uncertain factors such as government regulations, economic changes, market trend... etc., so actual results may differ.
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Agenda

1

About G-SANK

2

**Operational
Performance**

3

**Current Status
& Prospect**



1 About G-SHANK

Who We Are? (TWSE: 2476)



Chairman: Yu-Huang Lin



Capital: **\$1.91B** (NTD)



CEO: Ying-Shou Lin



2,417 (Worldwide)



Est. 1973



Employees **749** (TW)

Group Revenue Percentage

Parts  94%

Die  3%

Merchandise  2% (Transaction within the group)

Toolings  1%

THE LARGEST
COMPANY
DEDICATED TO
PRECISION
STAMPINGS
IN ASIA



*2023/1~9 Group Data

Where We Are?



Global Service

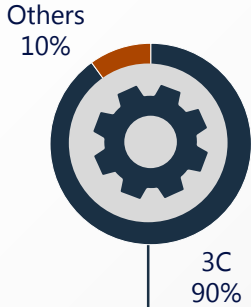
17

- 1 ★ Headquarters
- 14 📍 Branch/ Factory
- 2 ▲ Office

How Did We Start?

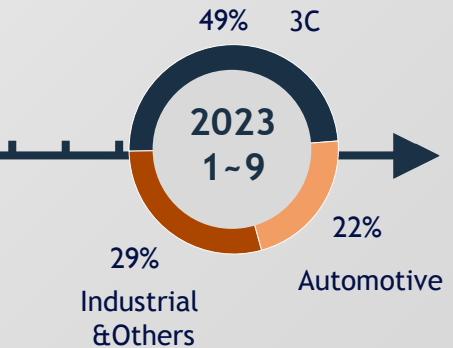
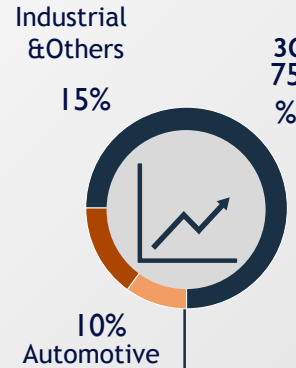
Stamping

- 1973 Founded
- 1980 Est. Design Center
- 1984 Est. 6S Policy
- 1989 Est. Malaysia Branch
- 1994 Est. G-Shank Mexico & USA
- 1996 ISO 9001 Certified
- 1996 Est. Shanghai Branch
- 1998 Listed in Over-The-Counter
(The First Company in Metal Stamping Industry in TW)
- 1998 Est. Thailand & Taiwan Bade Branches



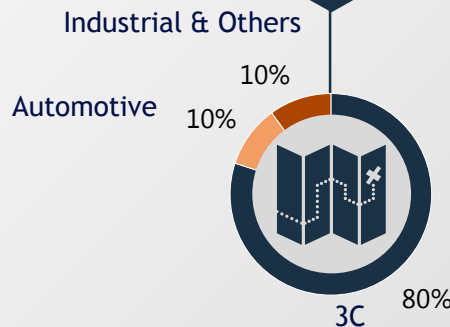
Vertical Integration

- 2009 Electroplating Lines Est.
- 2010 Est. Insert-Molding Dept.
- 2012 Est. Japan Branch
- 2012 Est. Wuhan Branch
- 2012 Record High Die PO (209 sets/mo)
- 2012 Stamping, Electroplating, Insert-Molding, Automatic Assembly Vertical Integration
- 2018 Est. Automotive Market Div.
Est. TPS & lean production
- 2023 ISO-14064-1 Certified



Global Growth

- 2000 Est. Shanghai II Branch
- 2001 Listed in TWSE (2476)
- 2001 Est. Dongguan, Xiamen, Suzhou, Qingdao Branches
- 2002 Est. Indonesia Branch
- 2003 Est. Tianjin Branch
- 2005 ISO14001 & ISO/TS16949 Certified
- 2006 Est. Shenzhen I Branch
- 2007 Est. Shenzhen II Branch



1973

2000

2010

2023
1~9

One Stop Solution

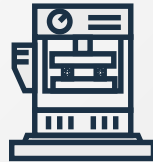
Die Design



x110 sets
(Monthly Capacity)

- 3D/CAD Design
- Design Database System

Stamping



x751
(10 - 400T)

- Servo Feeds
- AOI Machine Inspection

Insert-molding



x40
(35 - 110T)

- AOI Machine Inspection
- Vertical, Horizontal Insert-molding Machine

Machining



x542

- Vertical CNC Machine
- Jig Grinder
- Profile Grinder
- Wire E.D.M
- Grinder
- Lathe
- Milling Machine
- Sawing Machine
- E.D.M
- Drilling E.D.M
- Precision E.D.M
- Horizontal Profile Grinder

Electroplating



4 Machines
8 Lines(Hoop)

Au (Gold) Sn (Tin)



Ni (Nickel)

Automated Assembly



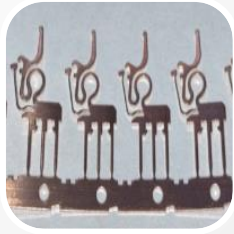
- R J 45 Connector
- D-SUB Connector
- Automatic Laser Welding Machine
- Automatic Silver Brazing Assembly
- Automotive Safety Device Assembly

One Stop Solution Example

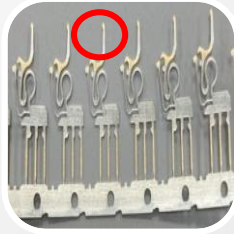
Metal Materials



Stamping Parts



Gold Electroplating



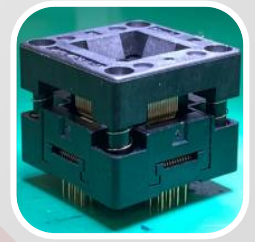
Plastic Insertion



Assembly



Package Test Tool



Raw Material

Stamping

Electroplating

Insert-molding

Automated Assembly

G-SHANK Finished Products



Plastic Materials



Stamping Die



Electroplating Line



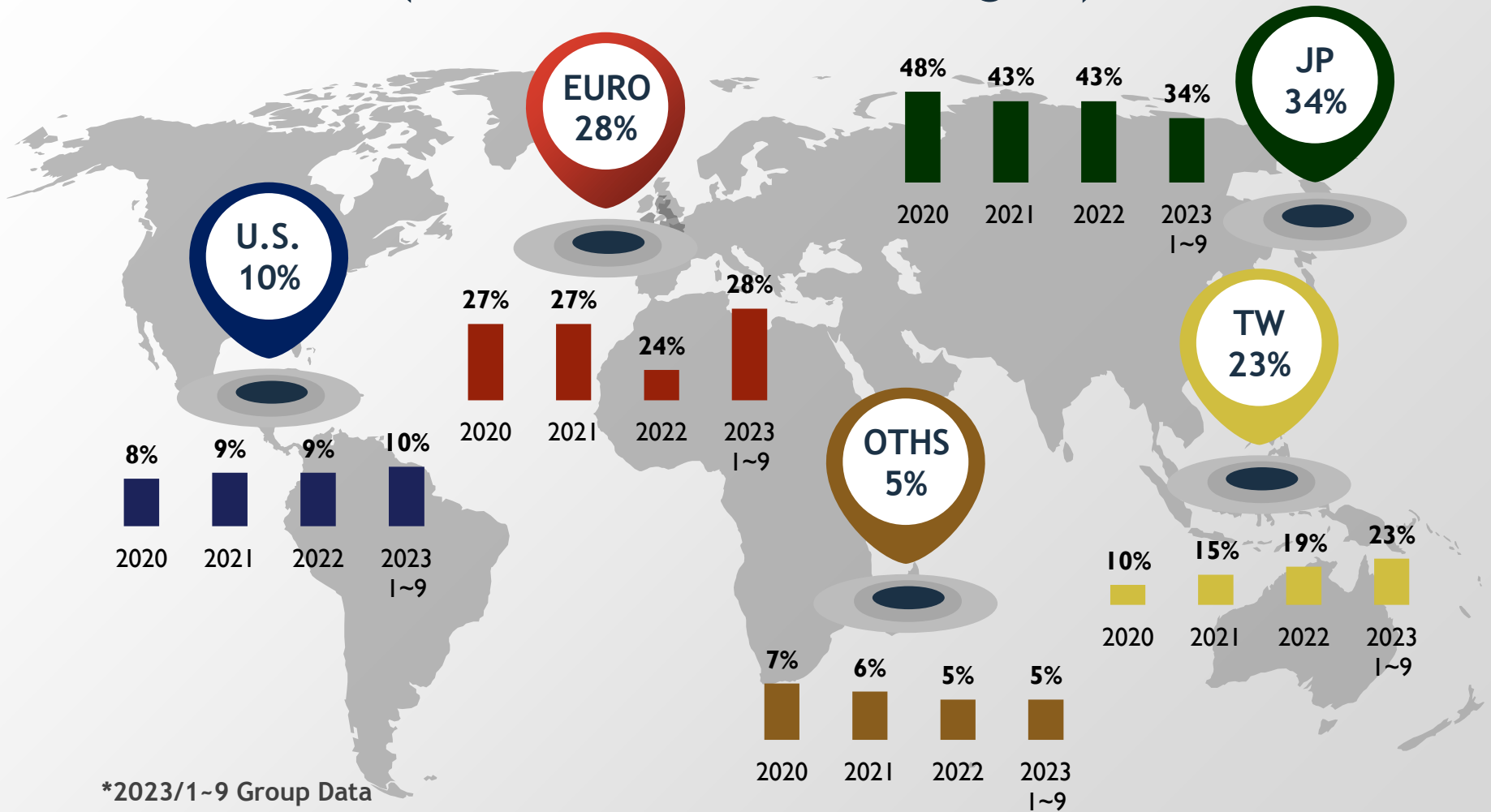
Insert-molding Machine



Automated Assembly Machine

Total Sales by Region

(based on customer's region)

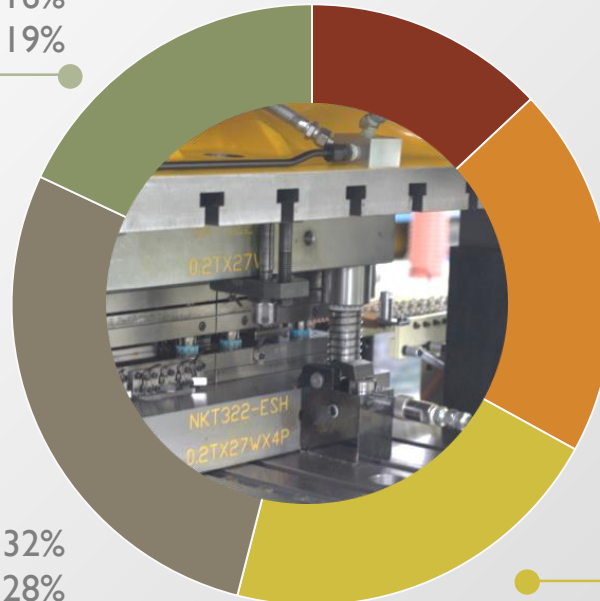


What Do We Do?

22% Automotive

- Regulators
- Transmission Coolers
- GPS/ USB/ Charger Connectors
- Airbag & Seat Belt Connectors
- Air Conditioning
- Fuses
- Button Adaptors
- TPMS
- Headlight Parts
- Anti-theft Systems
- Automotive Camera Module

2021: 16%
2022: 19%



12%

Communications

- Mobile Phones
- ADSL
- Internet Related

2021: 11%
2022: 13%

16% PC/NB

- I/O
- Type C
- USB
- HDMI
- FPC/FFC
- Memory Card
- Board-to-board

2021: 17%
2022: 20%

29% Industrial & Others

- Sensors
- Relays
- No Fuse Breakers/ Switches
- PLC
- Timers
- Blood Sugar Testers
- Scalpels
- Semiconductor Lead Frames
- Furniture Parts
- Electronic Cigarettes
- Jewelry industry

2021: 32%
2022: 28%

2021: 24%
2022: 20%

21% Consumer Electronics

- Appliances
- Digital Cameras
- Gaming Parts
- Switches
- Video Recorders

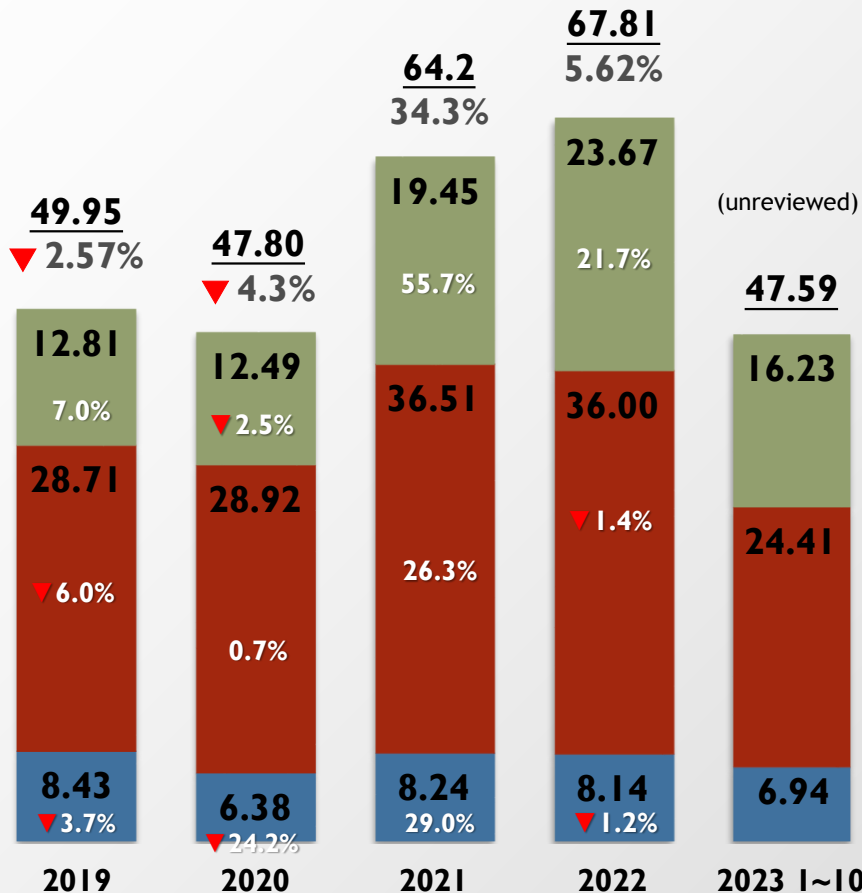
*2023/1~9 Group Data

The background of the slide is a blurred, high-angle photograph of industrial machinery. It features various metal components, including a large circular part on the left and a complex assembly of blocks and a threaded rod on the right. The overall color palette is muted, with greys, silvers, and a touch of yellowish-green from the machinery's lighting.

2 Operational Performance

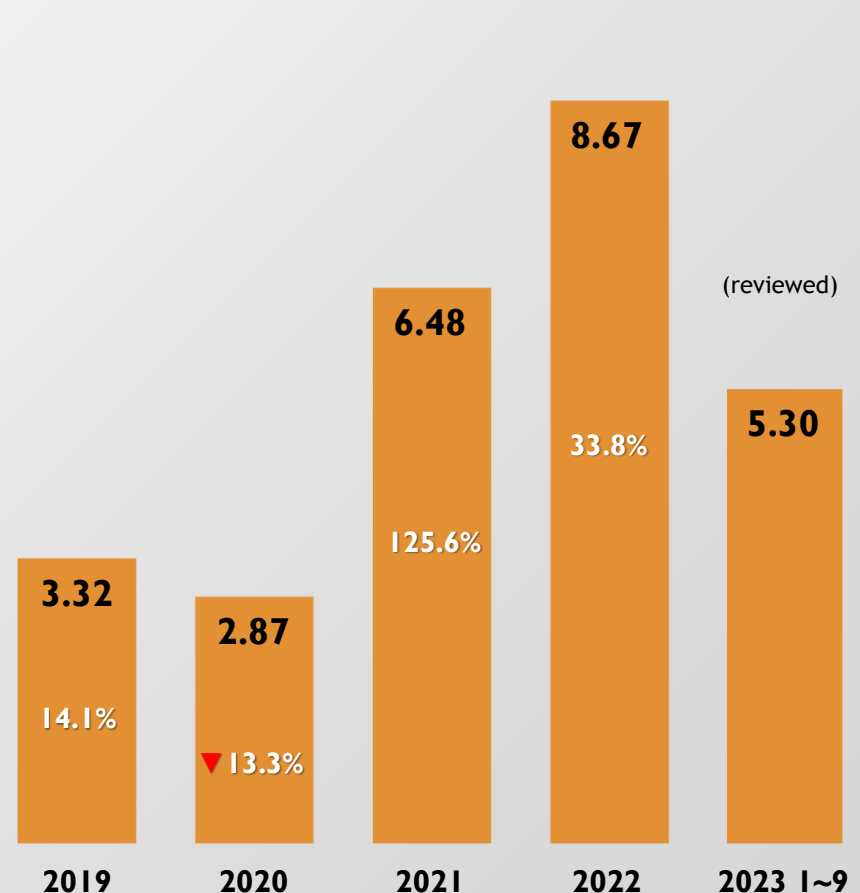
Group Revenue

■ Other Regions ■ China ■ Taiwan



Net Profits after Tax

(Attributable to owners of parent)



NT\$ Hundred Million % : YoY

Composite Income Sheets

(reviewed)
NTD\$ Thousand

Items	2023/1~9	2022/1~9	Growth%
Sales revenue	4,289,594	5,062,054	-15.3%
Operating costs	(3,074,853)	(3,582,908)	-14.2%
Gross Profit	1,214,741	1,479,146	-17.9%
Gross Profit%	28.3%	29.2%	-0.9ppts
Operating Expense	(676,120)	(682,851)	-1.0%
Net operating income	538,908	796,582	-32.3%
Gains from Operations %	12.6%	15.7%	-3.1ppts
Non-operating income and expenses	273,420	283,780	-3.7%
Revaluation Gains (Losses) on Financial Assets	37,096	(56,485)	165.7%
Foreign exchange gain (loss)	100,114	213,132	-53.0%
Income before Tax	812,328	1,080,362	-24.8%
Tax expense (income)	(221,679)	(273,500)	-18.9%
Income tax %	27.3%	25.3%	+2.0ppts
Profit (loss)	590,649	806,862	-26.8%
Profit (loss), attributable to owners of parent	529,963	712,635	-25.6%
Consolidated Net Income Attributable to Parent Company %	12.4%	14.1%	-1.7ppts
Basic earnings per share	2.78	3.77	-26.3%

Balance Sheets

(reviewed)
NTD\$ Thousand

Items	2023/9/30		2022/9/30	
	Amount	%	Amount	%
Cash & Marketable Securities	4,903,544	52.6%	4,581,028	47.9%
Notes Receivable and Net Accounts receivable	1,431,368	15.4%	1,690,071	17.7%
Current Inventories	818,550	8.8%	1,176,714	12.3%
Long-term Investments	444,441	4.8%	407,599	4.3%
Property, Plant and Equipment	1,269,798	13.6%	1,227,867	12.8%
Right-of-use Asset	267,173	2.9%	258,590	2.7%
Total Assets	9,314,496	100.0%	9,562,757	100.0%
Total Liabilities	2,681,906	28.8%	3,249,748	34.0%
Total Equity Attributable to Owners of Parent	5,962,888	64.0%	5,663,156	59.2%
Non-controlling Interests	669,702	7.2%	649,853	6.8%
Total Equity	6,632,590	71.2%	6,313,009	66.0%
Book Value Per Share	31.3		29.8	

Cash Flow

(reviewed)
NTD\$ Thousand

Items	2023/1~9	2022/1~9
Cash and cash equivalents at beginning of period	4,006,405	3,232,253
Net cash flows from operating activities	650,004	968,090
Capital expenditures	(119,622)	(105,731)
Net cash flows from (used in) investing activities	1,063	7,477
Net cash flows from (used in) financing activities	(783,234)	(620,984)
Effect of exchange rate changes on cash and cash equivalents	103,316	239,268
Cash and cash equivalents at end of period	3,857,932	3,720,373

3

Current Status & Prospect

Guanyin Factory: Property, Plant and Equipment Purchase Instructions

1 Purchase Motivation

2 Real Estate Description

3 Fund Planning

Purchase Motivation

Xinwu Factory

The current office and factory facilities in the Xinwu factory are insufficient to meet the growing production and business needs of the company and future expansion.



The original door of the molding dept.



After the expansion of the molding dept.

Bade Factory

The business at the Bade factory has been thriving in recent years, and the factory space is no longer sufficient. Semi-finished and finished goods can only be stacked in narrow spaces such as corridors and small offices.



Walkway outside conference room
-Original appearance



Walkway outside conference room
-Stacking finished products to be delivered



Aisle to the supervisor's office on 2nd floor
-Original appearance



Aisle to the supervisor's office on 2nd floor
-Stacking finished products

Purchase Motivation

Sunflex
Electroplating
Line

The Sunflex electroplating line utilizes a portion of Sunflex Tech’s factory space. Due to the absence of its own electroplating license, production of electroplated process products is constrained to subcontracting, limiting the development of electroplating processes for products.



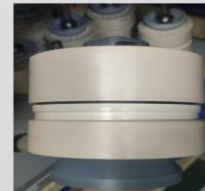
Advances in electroplating technology:



Brush-electroplating
The minimum accuracy of gold plating 2.0mm+1.5mm-0mm



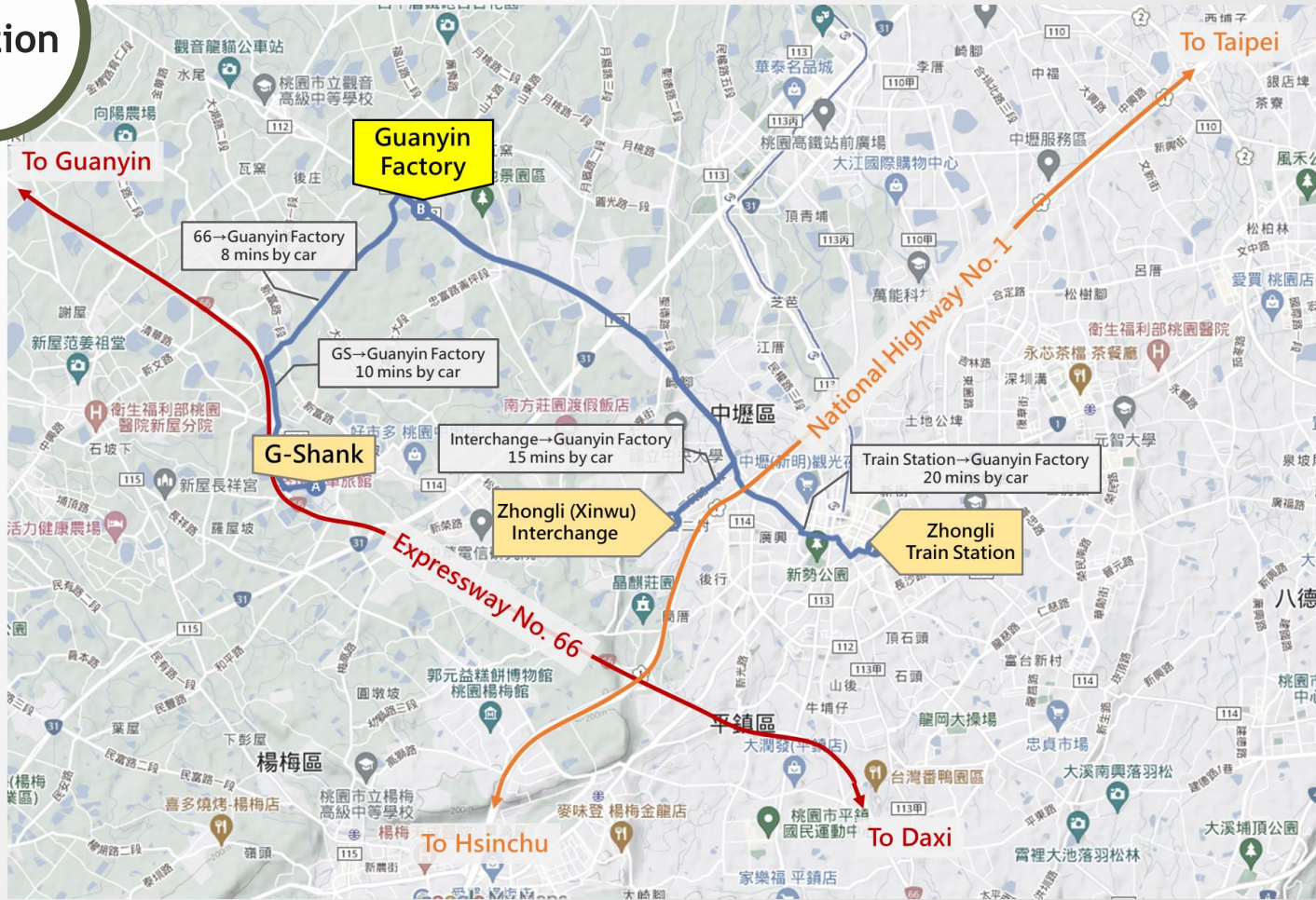
Spot-electroplating
The minimum accuracy of gold plating 0.5mm+0.2mm-0mm



Spray-electroplating
The minimum accuracy of gold plating 0.3mm+0.1mm-0mm

Real Estate Description

Location



- Guanyin Factory Address: No. 281/283, Section 2, Zhongai Road, Guanyin District, Taoyuan City.
- G-Shank, Expressway No. 66, National Highway No. 1 and Zhongli urban area are all within 20 minutes from Guanyin Factory.

Real Estate Description

Factory
Appearance



Land area: 14,761 square meters (approximately 4,465.2 pin)

Building area: 30,669.8 square meters (approximately 9,277.61 pin)

Fund Planing



Raise funds of NT\$600 million.



(Auction Method)
Issuance total face value of NT\$1 billion.

Thank You



For any financial information of G-SHANK,
welcome to G-SHANK investors overview,
<http://www.gshank.info/home/investors/>

or MOPS (code: 2476)
<https://mops.twse.com.tw/mops/web/index>