



**G-SHANK**  
**Enterprise Co., Ltd.**

**3Q, 2024**  
**Earnings Conference**

[www.gs.com.tw](http://www.gs.com.tw)

Nov. 8, 2024

# 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.
- This document shall not be considered as an inducement to buy or sell securities or other financial products.

# Agenda

1

**About G-SANK**

2

**Operational  
Performance**

3


**Current Status  
& Prospect**

The background of the slide is a faded, high-angle photograph of industrial machinery. It features a large, circular metallic component with several bolt holes around its perimeter. In the foreground, there are blue, gear-like mechanical parts and a silver-colored cylindrical component. The overall scene is brightly lit, creating a clean and professional industrial aesthetic.

# **1 About G-SHANK**

# Who We Are? (TWSE: 2476)

 **Chairman: Yu-Huang Lin**

 **Capital: \$2.1B** (NTD)

Note: As of October 31, 2024, the number of shares that have not yet completed the registration change procedure is 2,483,000 shares.

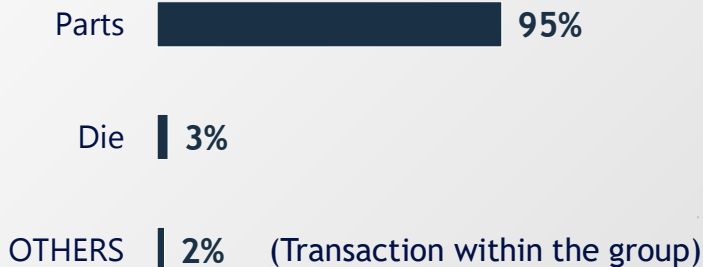
 **CEO: Ying-Shou Lin**

 **2,477** (Worldwide)

 **Est. 1973**

 **Employees 768** (TW)

## Group Revenue Percentage



THE LARGEST COMPANY DEDICATED TO PRECISION STAMPINGS IN ASIA



\*2024/1~9 Group Data

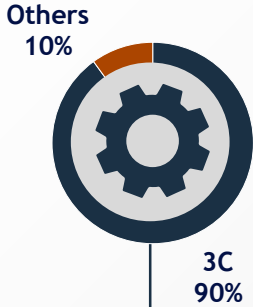
# Where We Are?



# 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



1973

2000

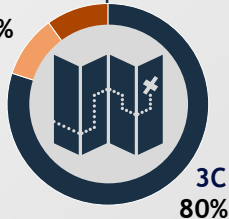
2010

2024  
1~9

Industrial & Others

Automotive 10%

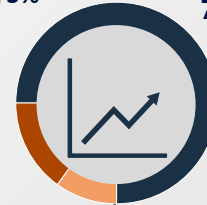
Industrial & Others 10%



Industrial & Others

15%

10% Automotive

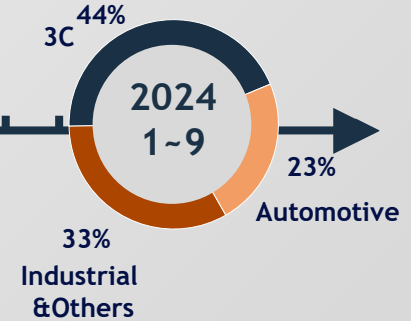


## Vertical Integration

- 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
- 2024 Est. Guanyin Branch

## 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





# One Stop Solution

(Hsinwu factory ships approximately 600 types of products per month)

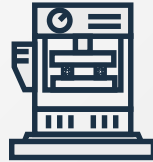
## Die Design



x**110** sets  
(Monthly Capacity)

- 3D/CAD Design
- Design Database System

## Stamping



x**747**  
(10 - 400T)

- Servo Feeds
- AOI Machine Inspection

## Insert-molding



x**40**  
(35 - 110T)

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

## Machining



x**539**

- 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

(Dip plating, Brush plating, Spot plating)

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

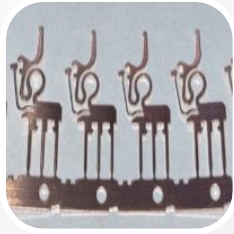


# One Stop Solution Example

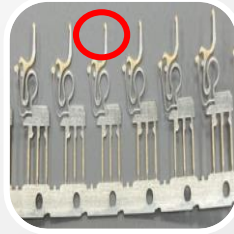
**Metal Materials**



**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**



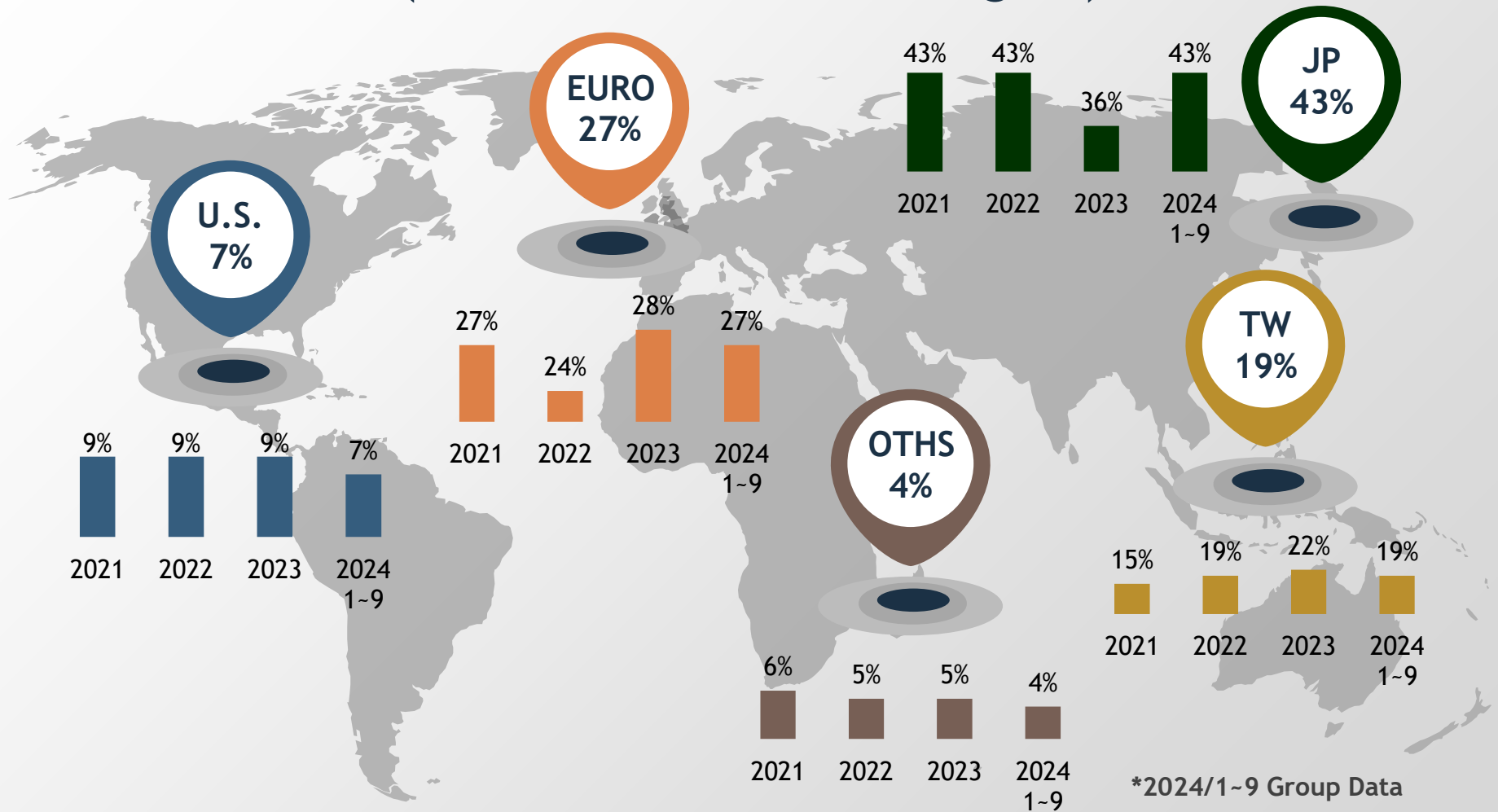
**Insert-molding Machine**



**Automated Assembly Machine**

# Total Sales by Region

(based on customer's region)



# What Do We Do?

## 23% 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%  
2023: 22%

2021: 11%  
2022: 13%  
2023: 11%

## 10% Communications

- Mobile Phones
- ADSL
- Internet Related

2021: 17%  
2022: 20%  
2023: 16%

## 15% PC/NB

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

2021: 24%  
2022: 20%  
2023: 21%

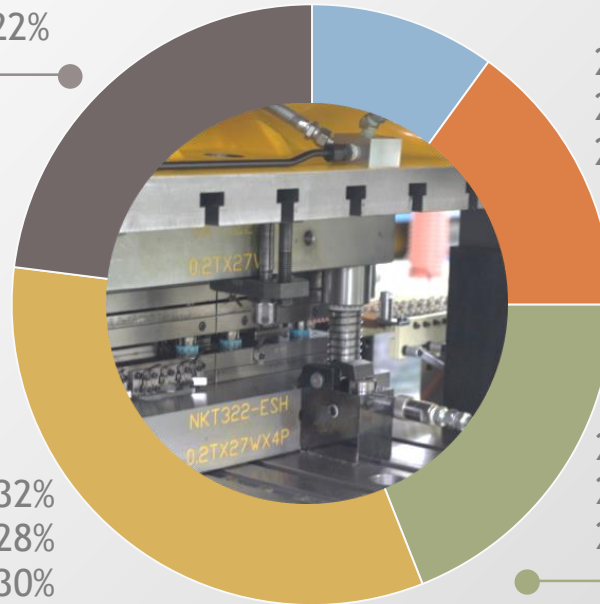
## 19% Consumer Electronics

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

## 33% 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%  
2023: 30%



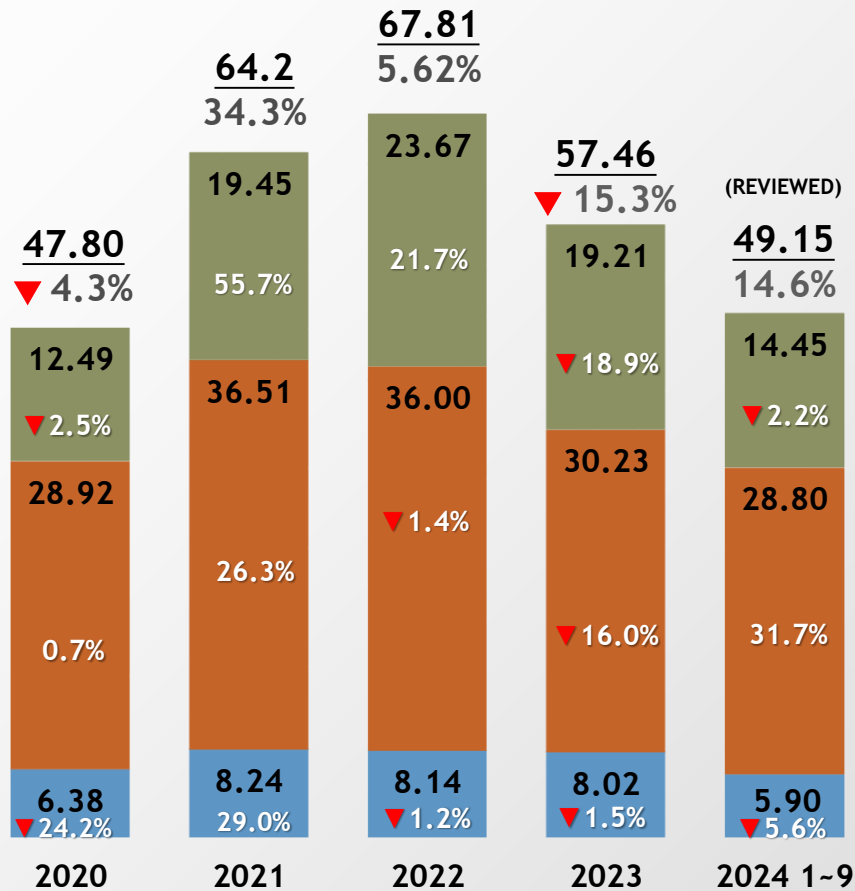
\*2024/1~9 Group Data

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

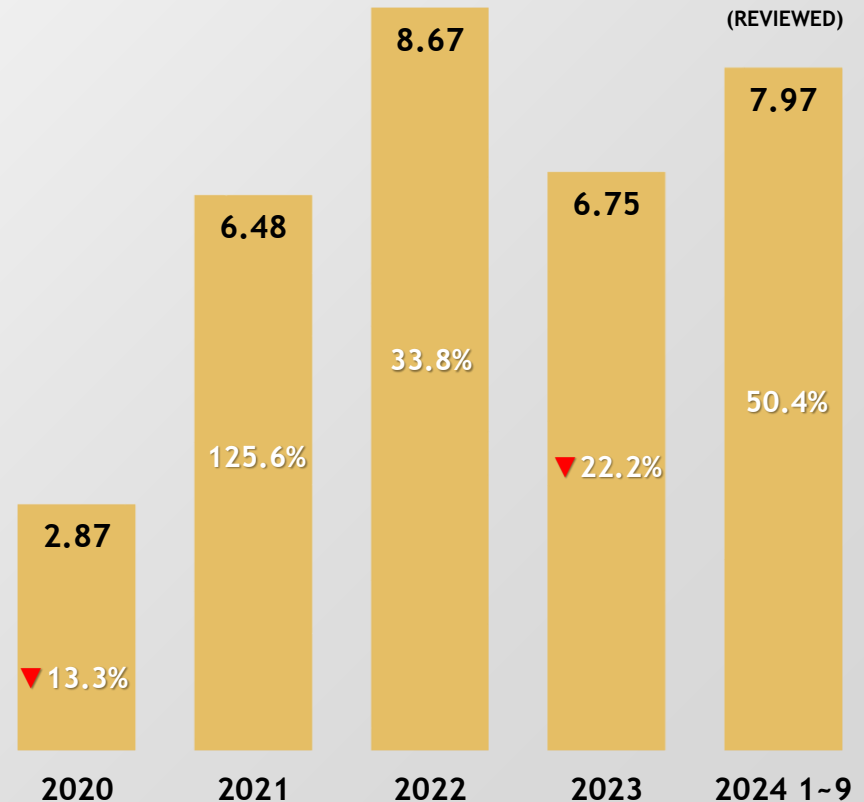
# Group Revenue

■ OTHER REGIONS ■ CHINA ■ TAIWAN



# Net Profits after Tax

(Attributable to owners of parent)



UNIT : NT\$ Hundred of Millions % : YoY

# COMPOSITE INCOME SHEETS

(REVIEWED)  
In Thousands of New Taiwan Dollars

Items	2024/1~9	2023/1~9	Growth%
Sales revenue	4,914,859	4,289,594	14.6%
Operating costs	(3,298,631)	(3,074,853)	7.3%
Gross profit	1,616,228	1,214,741	33.1%
<b>Gross profit%</b>	<b>32.9%</b>	<b>28.3%</b>	<b>+4.6ppts</b>
Operating expense	(730,838)	(676,120)	8.1%
Net operating income	885,677	538,908	64.3%
<b>Gains from operations %</b>	<b>18.0%</b>	<b>12.6%</b>	<b>+5.4ppts</b>
Non-operating income and expenses	354,617	273,420	29.7%
Net interest income	156,961	100,871	55.6%
Revaluation gains on financial assets	148,421	37,096	300.1%
Foreign exchange gain	15,773	100,114	-84.2%
<b>Income before tax</b>	<b>1,240,294</b>	<b>812,328</b>	<b>52.7%</b>
Tax expense	(339,920)	(221,679)	53.3%
<b>Income tax %</b>	<b>27.4%</b>	<b>27.3%</b>	<b>+0.1ppts</b>
<b>Profit (loss)</b>	<b>900,374</b>	<b>590,649</b>	<b>52.4%</b>
<b>Profit (loss), attributable to owners of parent</b>	<b>797,306</b>	<b>529,963</b>	<b>50.4%</b>
<b>Consolidated net income attributable to parent company %</b>	<b>16.2%</b>	<b>12.4%</b>	<b>+3.8ppts</b>
<b>Basic earnings per share</b>	<b>3.91</b>	<b>2.78</b>	<b>40.7%</b>

# BALANCE SHEETS

(REVIEWED)  
In Thousands of New Taiwan Dollars

Items	September 30, 2024		September 30, 2023	
	Amount	%	Amount	%
Cash & marketable securities	5,881,936	48.5%	4,934,632	53.0%
Notes receivable and accounts receivable, net	1,518,454	12.5%	1,431,368	15.4%
Current inventories	847,641	7.0%	818,550	8.8%
Long-term investments	530,782	4.4%	444,441	4.8%
Property, plant and equipment	2,845,736	23.5%	1,269,798	13.6%
Right-of-use asset	259,059	2.1%	267,173	2.9%
<b>Total assets</b>	<b>12,123,864</b>	<b>100.0%</b>	<b>9,314,496</b>	<b>100.0%</b>
<b>Total liabilities</b>	<b>3,490,809</b>	<b>28.8%</b>	<b>2,681,906</b>	<b>28.8%</b>
Total equity attributable to owners of parent	7,954,683	65.6%	5,962,888	64.0%
Non-controlling interests	678,372	5.6%	669,702	7.2%
<b>Total equity</b>	<b>8,633,055</b>	<b>71.2%</b>	<b>6,632,590</b>	<b>71.2%</b>
<b>Book value per share</b>	<b>37.9</b>		<b>31.3</b>	

# CASH FLOW

(REVIEWED)  
In Thousands of New Taiwan Dollars

Items	2024/1~9	2023/1~9
Cash and cash equivalents at beginning of period	3,707,859	4,006,405
Net cash flows from operating activities	475,120	650,004
Capital expenditures	(1,415,578)	(131,507)
Net cash outflow from investing activities	(1,407,064)	(118,559)
Net cash outflow from financing activities	770,501	(783,234)
Effect of exchange rate changes on cash and cash equivalents	255,558	103,316
Cash and cash equivalents at end of period	3,801,974	3,857,932



# 3

## Current Status & Prospect

# 2024~2025 Capital Expenditure Plan

## ■ Guanyin Factory



## ■ Huizhou Factory



## ■ Philippines Factory



Land Area	14,761 m <sup>2</sup> (approx. 4,465.2 ping)	13,223 m <sup>2</sup> (approx. 4,000 ping)	-
Building Area	30,669.8 m <sup>2</sup> (approx. 9,277.61 ping)	23,140 m <sup>2</sup> (approx. 7,000 ping)	6,120 m <sup>2</sup> (Rented) (approx. 1,851 ping)
Capital Expenditure	NTD 1.55 Billions	RMB 80 Millions	USD 5 Millions
Overview	<ul style="list-style-type: none"> <li>Plant 1 : The factory registration is in the process of being transferred.</li> <li>Plant 2 : Construction started on 2024/10/7</li> </ul>	Expected to operate in 2Q, 2025	Expected to operate in 3Q, 2025



## CORE VALUES

With kindness, integrity, courage, and responsibility as our foundation

We create value for customers, opportunities for employees, and benefits for society.

## OUR VISION

G-SHANK is dedicated to precision manufacturing, with the intention of becoming the leading brand of the industry.

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💻 G-SHANK Investors  
[www.gshank.info/home/investors/](http://www.gshank.info/home/investors/)

Market Observation Post System  
(Code: 2476)  
<https://mops.twse.com.tw/mops/web/index>

-Thank You-