



EXCEL CELL ELECTRONIC CO.,LTD.

2019 Third Quarter
Earnings Conference

Nov 08,2019

EXCEL CELL ELECTRONIC CO., LTD.



Agenda

- Company profile
- Applications
- 3Q2019 Financial Results
- Q&A



Company profile



Our History

1980

1990

2000

2005

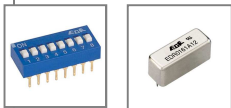
2016

2020



1981

ECE founded
Capital \$100,000



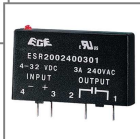
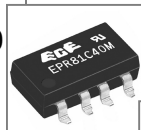
1983

Dip Switch
Reed relay



1990

Terminal Block



1997

MOS & SSR relay



2001

Public Listed in
Taiwan stock market



2001

Fuse &
Micro Switch



2004

Merged T-Top
Stamping
Connector

GOODSKY



2005

Merged Goodsky
Mechanical relay



2016

Industrial Control
switch



NEOCENE

2018

Merged NEOCENE
Stepping motor



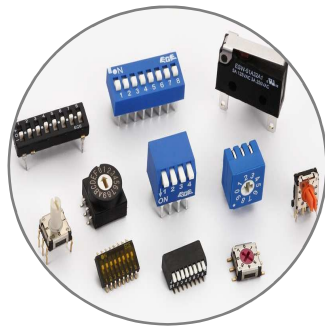
Corporate Products

ECE Brand / Goodsky Brand for mechanical relay



Relay

- Mos relay
- Solid State relay
- Reed relay
- Reed Sensor
- Mechanical relay



Dip Switch

- Dip switch
- Rotary switch
- Slide switch
- Micro switch



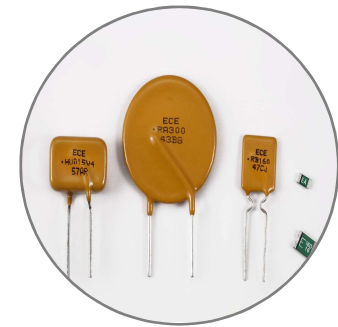
Terminal block

- Eurostyle
- Plug in
- Screwless
- High Power
- Wire to PCB
- Wire to Wire



Connector

- FPC
- Board to wire
- Board to board
- I/O & Battery
- Machine pin socket
- USB / EPJ / Others



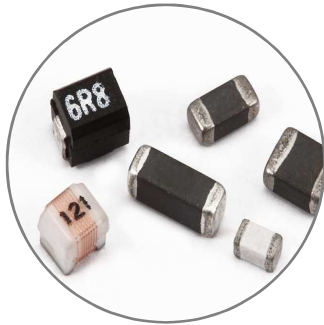
Resettable Fuse

- Radial Leaded
- Axial Leaded
- Surface Mount



Corporate Products

ECE Brand / NEOCENE Brand for stepping motor



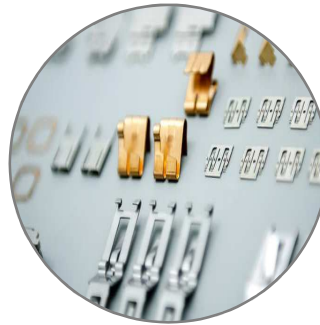
Inductor

- Inductor
- Beads
- Power choke



Stamping

- Lead Frame for
- Discrete devices
 - Integrated Circuit
 - Photoelectric Products



Stamping

- High precision electronic components



Stepping motor

- OD: 15~55mm
- Step Angle: 1.8~18°
- Shaft OD: 1.5~6.35Ø



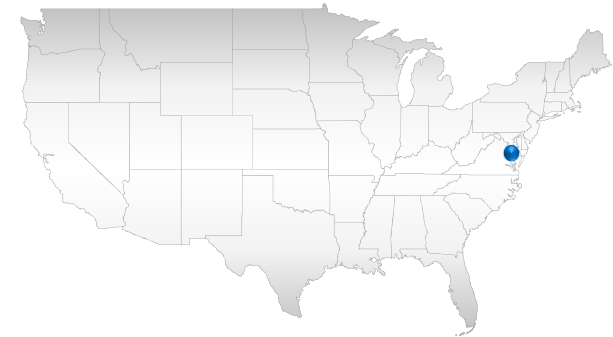
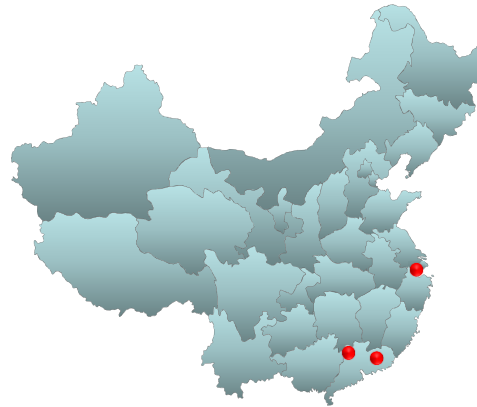
Industrial Control Switch

- Pushbutton type
- Selector type
- Emergency type



Our Location

■ Floor space



Taiwan

- Headquarter
- Factory 1 9,000 m²
- Factory 2 4,000 m²
- Factory 3 8,500 m²
(27,000 m² in the future)
- Taipei office

China

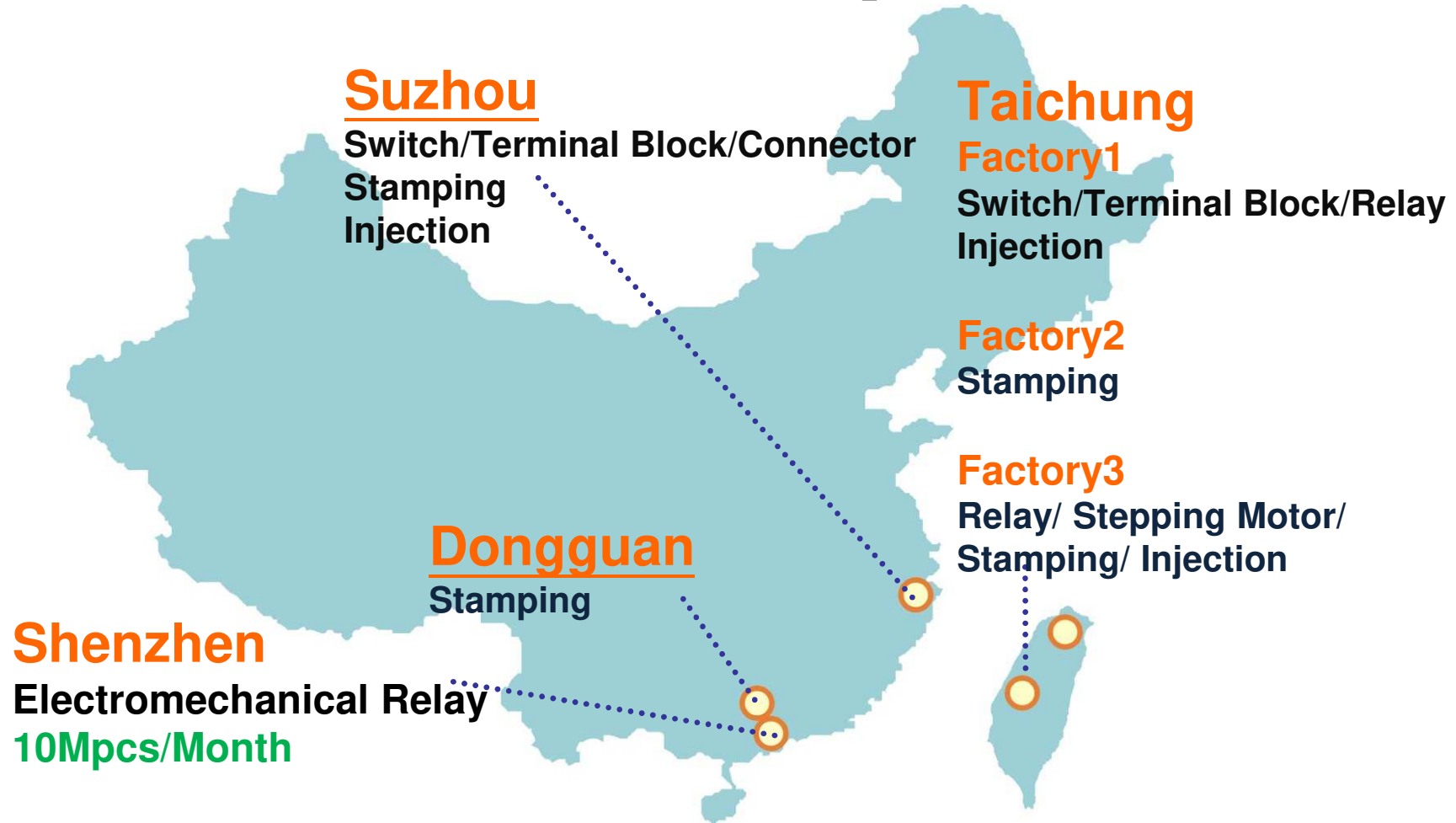
- Suzhou factory 24,700 m²
- Dongguan factory 10,000 m²
- Shenzhen factory 27,000m²

U.S.A.

- USA office / warehouse in NJ



Production Capabilities





Applications



Industrial Control / Instrument Equipment

Programmable Logic Controller / CNC controller



EXCEL CELL ELECTRONIC CO., LTD.

ECE[®] Industrial Control / Instrument Equipment

- **Industrial PC(Human Machine Interface) / POS system**



ECE[®] Industrial Control / Instrument Equipment

Robot Control / Robot Arm



EXCEL CELL ELECTRONIC CO., LTD.



Consumer Electronic and Household Electronic

Smart HVAC System





Consumer Electronic and Household Electronic

Kitchen Appliance / Home Appliance Electronic



EXCEL CELL ELECTRONIC CO., LTD.



Automotive Electronic Industry

Driving Recorder & Navigation



EXCEL CELL ELECTRONIC CO., LTD.



Automotive Electronic Industry

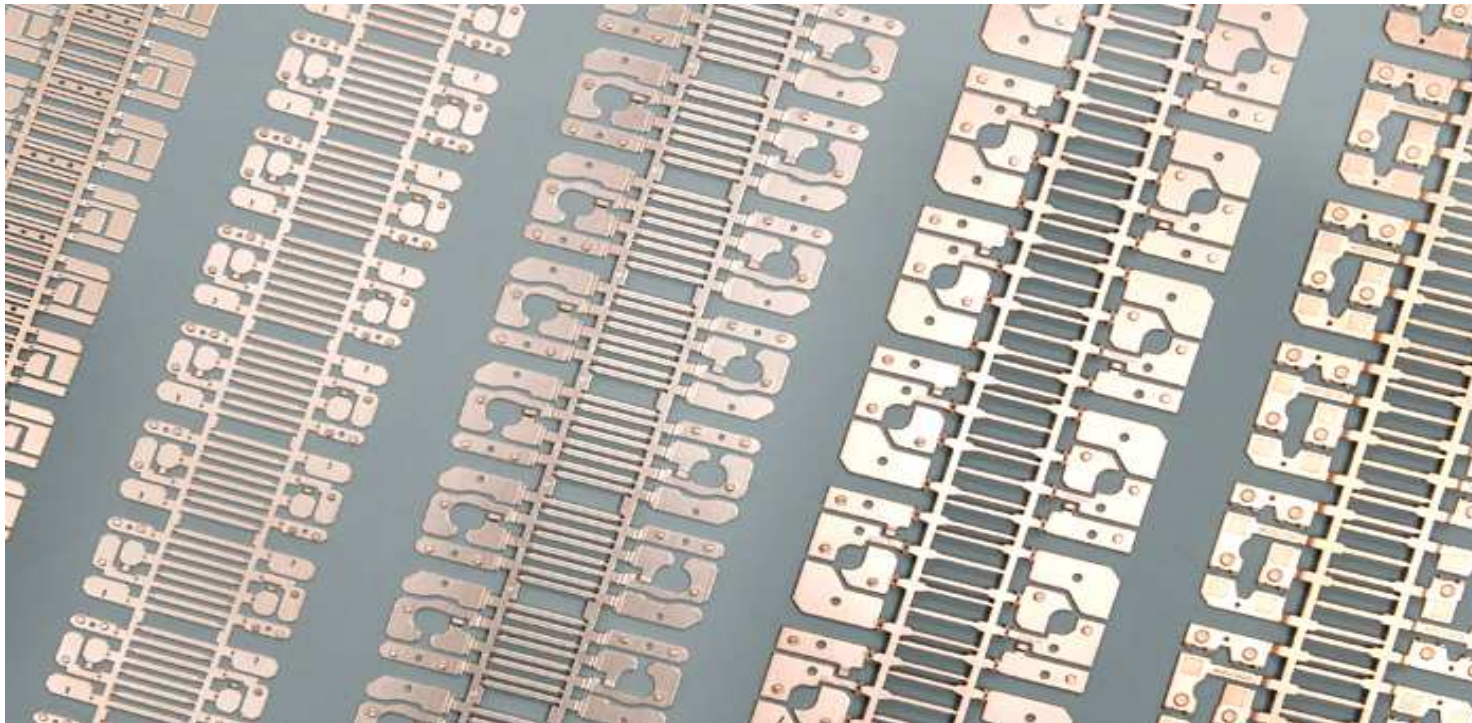
Automobile safety / In-car Entertainment



EXCEL CELL ELECTRONIC CO., LTD.

Lead Frame of Semiconductors for Discrete **ECE**® Devices / Integrated Circuit

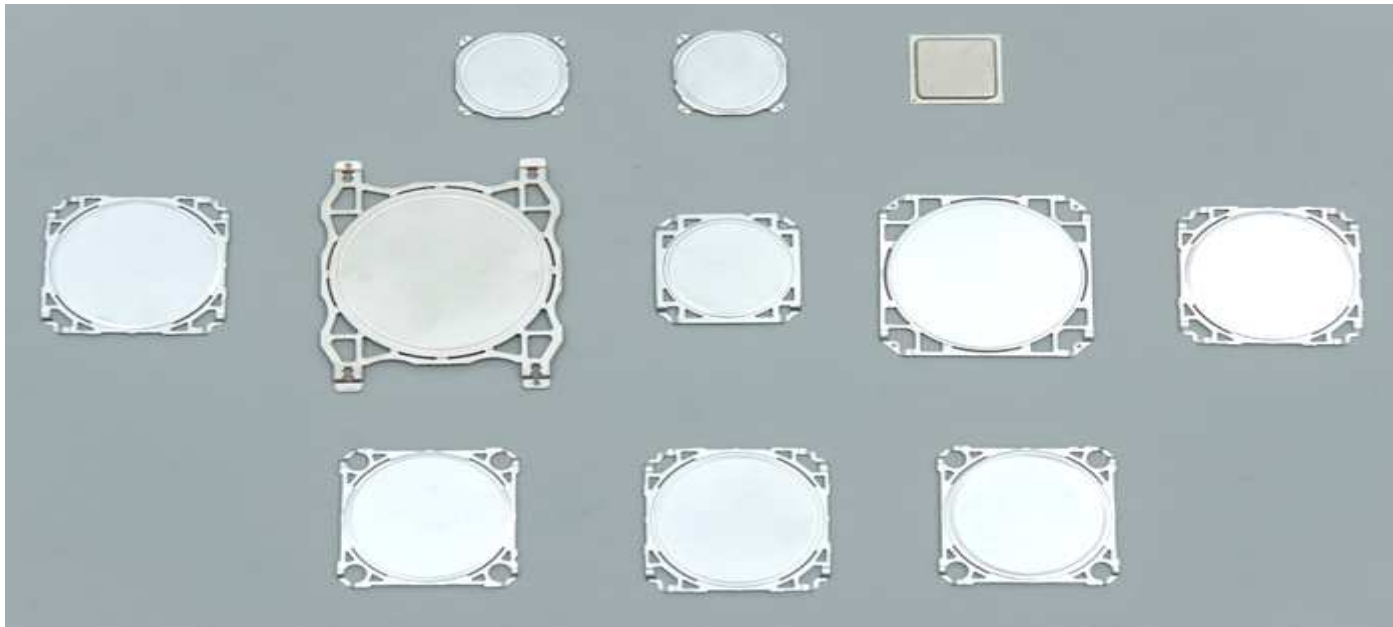
- applications include signals, voltage regulation, voltage amplification, switch, and other functions.





Heat Spreader for BGA

- We have developed various types of heat spreaders upon various specifications required by market needs. We can also provide high precision heat spreaders with various plating layers to respond to different requirements of surface treatments.





Stepping motor

- application in Printer, Scanner, Multi-function printer, Label printer and Receipt printer.



3Q2019 Financial Results



EXCEL CELL ELECTRONIC CO., LTD

Consolidated Statements of Comprehensive Income -YoY

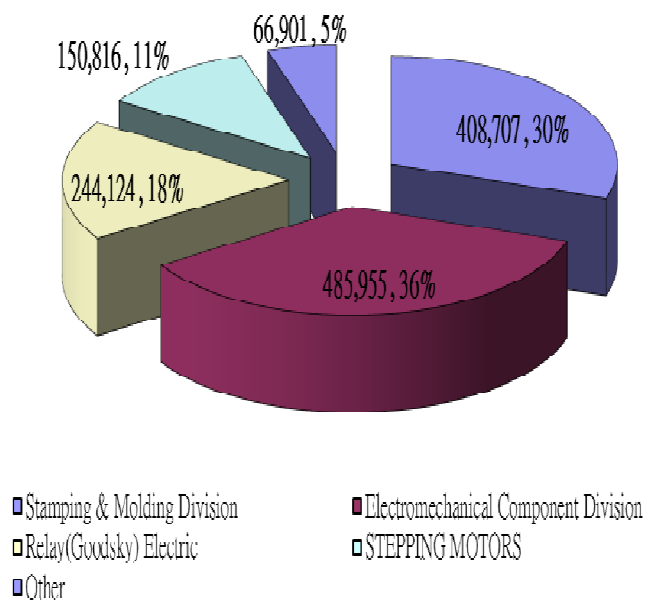
unit:NT thousands

Item	2019 Jan~Nov	%	2018 Jan~Nov	%	Change AMT	Change %
Net Operating Revenues	1,356,503	100.00	1,561,673	100.00	(205,170)	(13.1)
Cost of Good Sold	1,083,265	79.86	1,208,361	77.38	125,096	(10.4)
Gross Profit	273,238	20.14	353,312	22.62	(80,074)	(22.7)
Operating Expenses	264,804	19.52	281,818	18.05	17,014	(6.0)
Operating Income	8,434	0.62	71,494	4.58	(63,060)	(88.2)
Net Non-Operating Income and Expenses	171,769	12.66	83,135	5.32	88,634	106.6
Net Income before Tax	180,203	13.28	154,629	9.90	25,574	16.5
Income Tax Expense	18,595	1.37	20,581	1.32	1,986	(9.6)
Net Income	161,608	11.91	134,048	8.58	27,560	20.6
Net Income Attributable to the Stockholders of the Parent	159,960		139,448		20,512	14.7
EPS(NTD)	1.45		1.26			

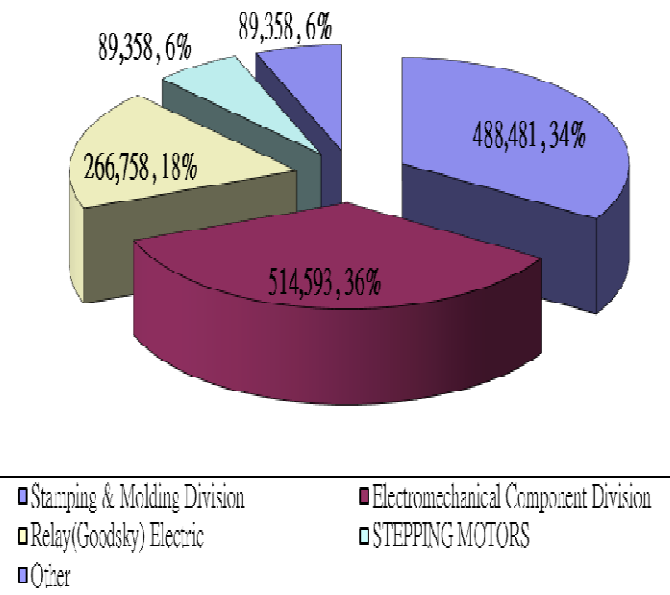
EXCEL CELL ELECTRONIC CO., LTD.



2019Q3 Sales Breakdown by Operating Segments

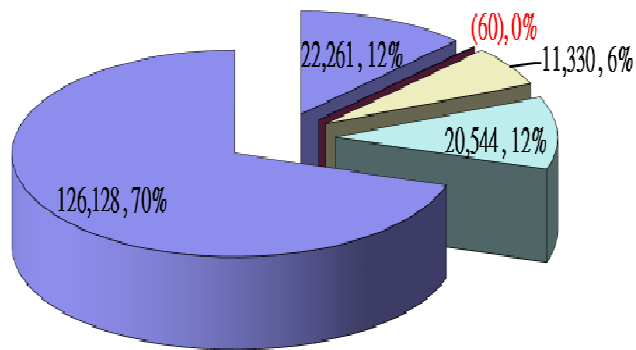


2018Q3 Sales Breakdown by Operating Segments



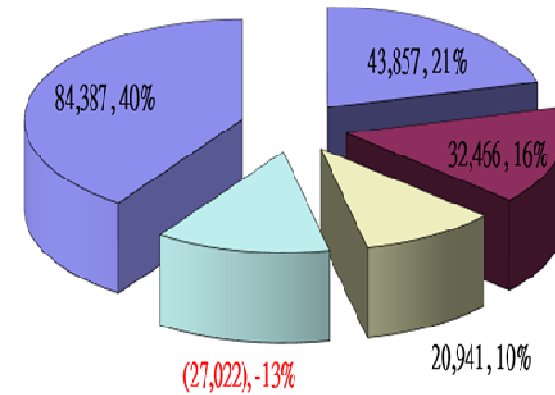


2019 Q3 Net Income Breakdown by Segments



- Stamping & Molding Division
- Electromechanical Component Division
- Relay(Goodsky) Electric
- STEPPING MOTORS
- Other

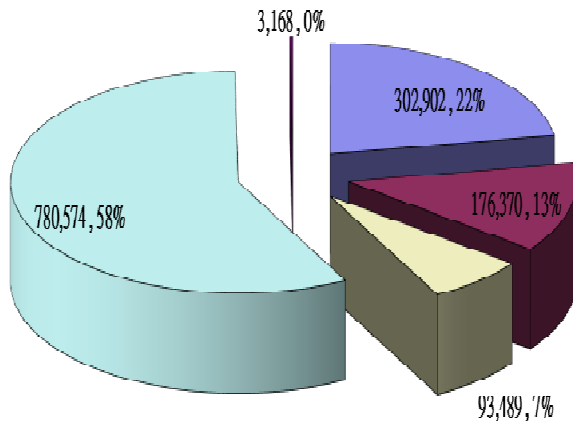
2018 Q3 Net Income Breakdown by Segments



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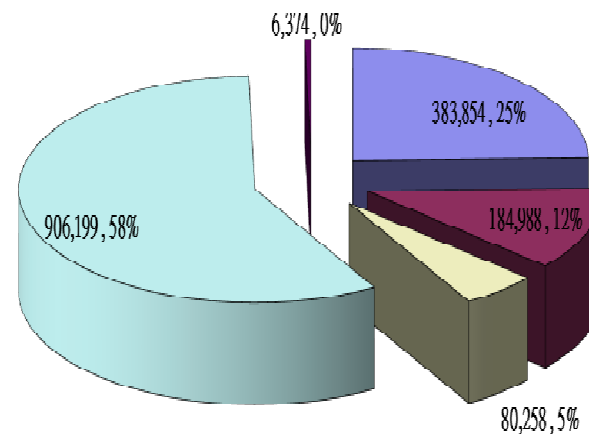


2019 Sales Breakdown by Geography



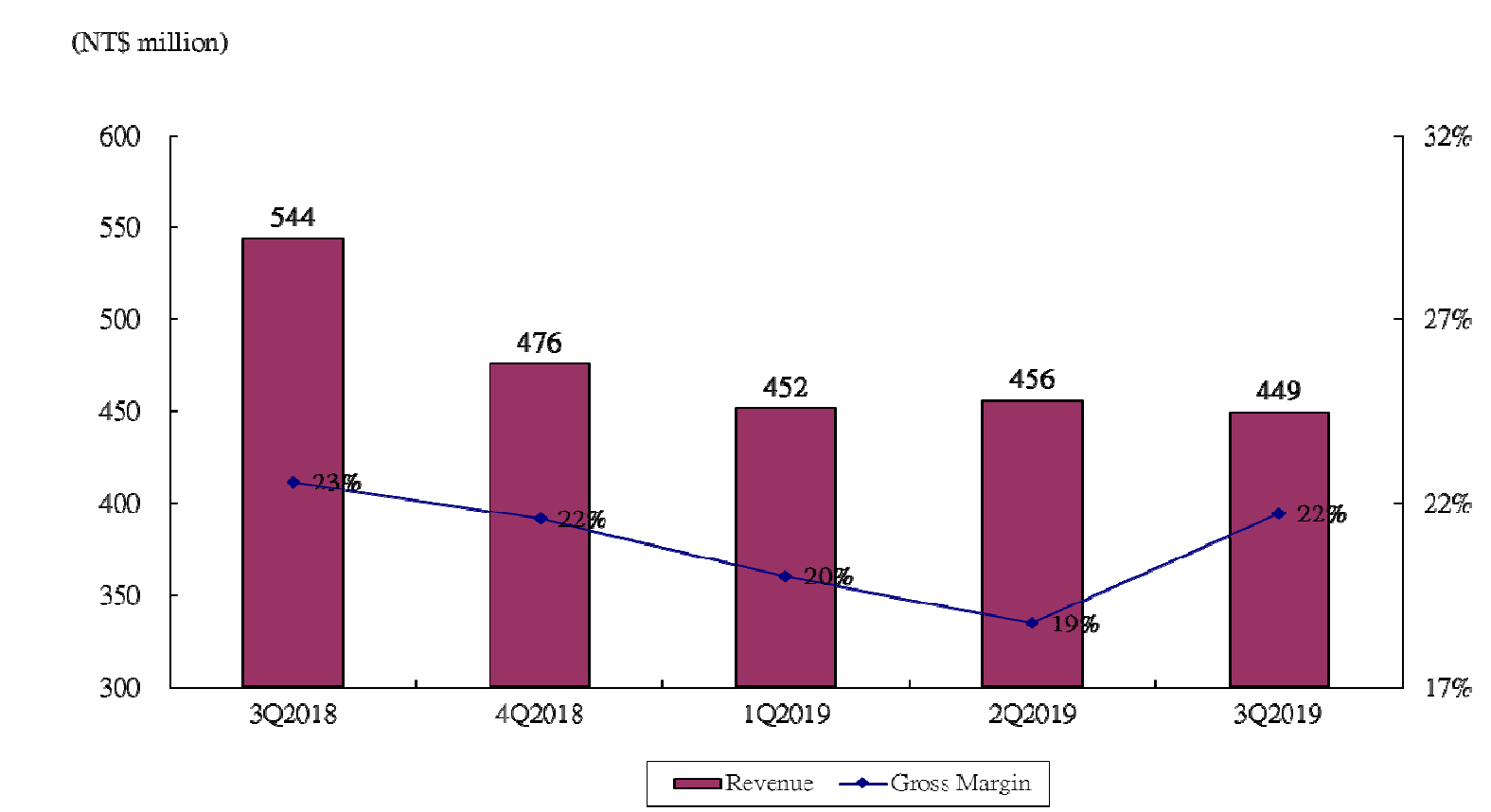
Taiwan Europe America Asia Other

2018 Sales Breakdown by Geography



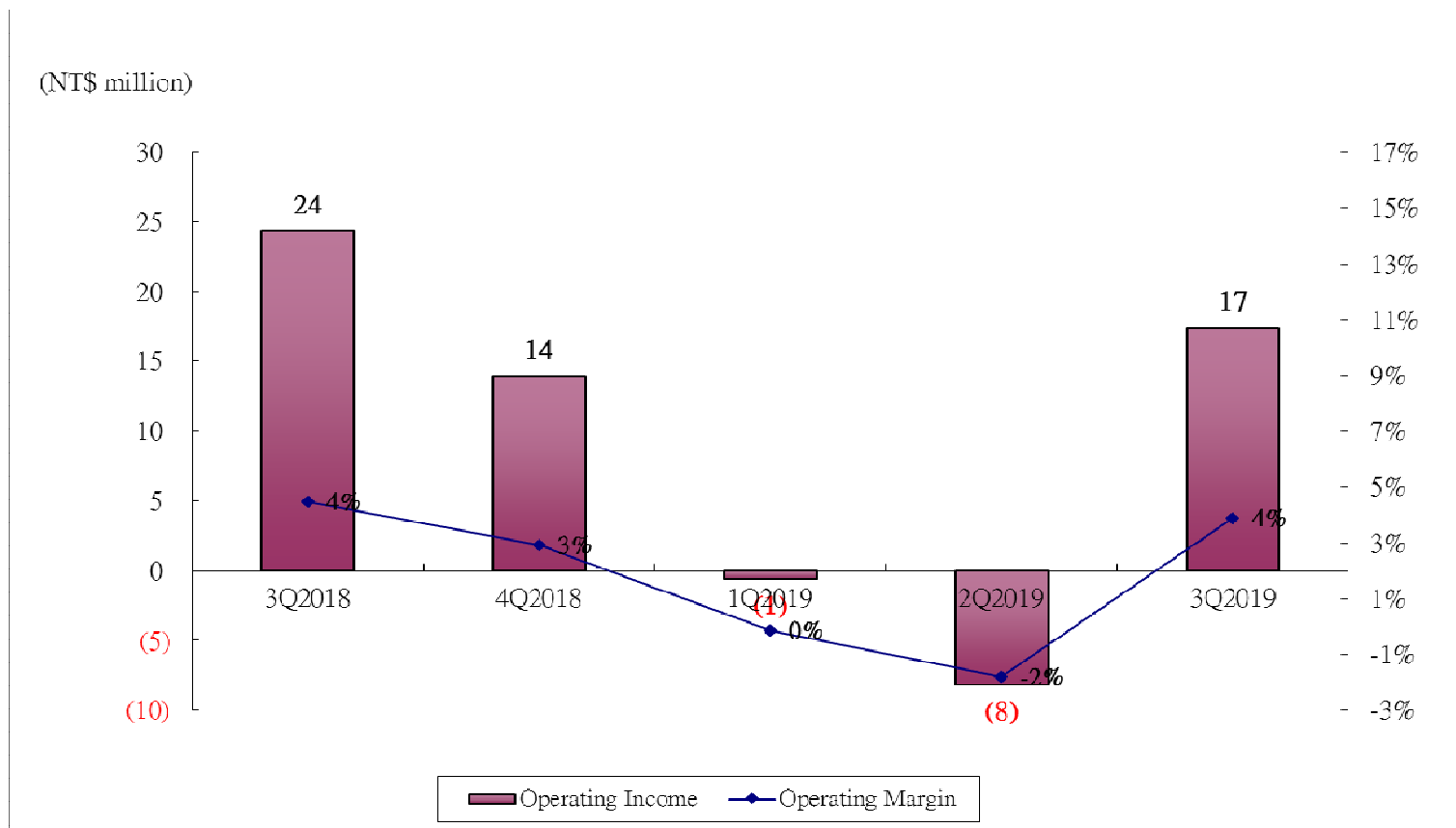
Taiwan Europe America Asia Other

ECE[®] Revenue & Gross Margin



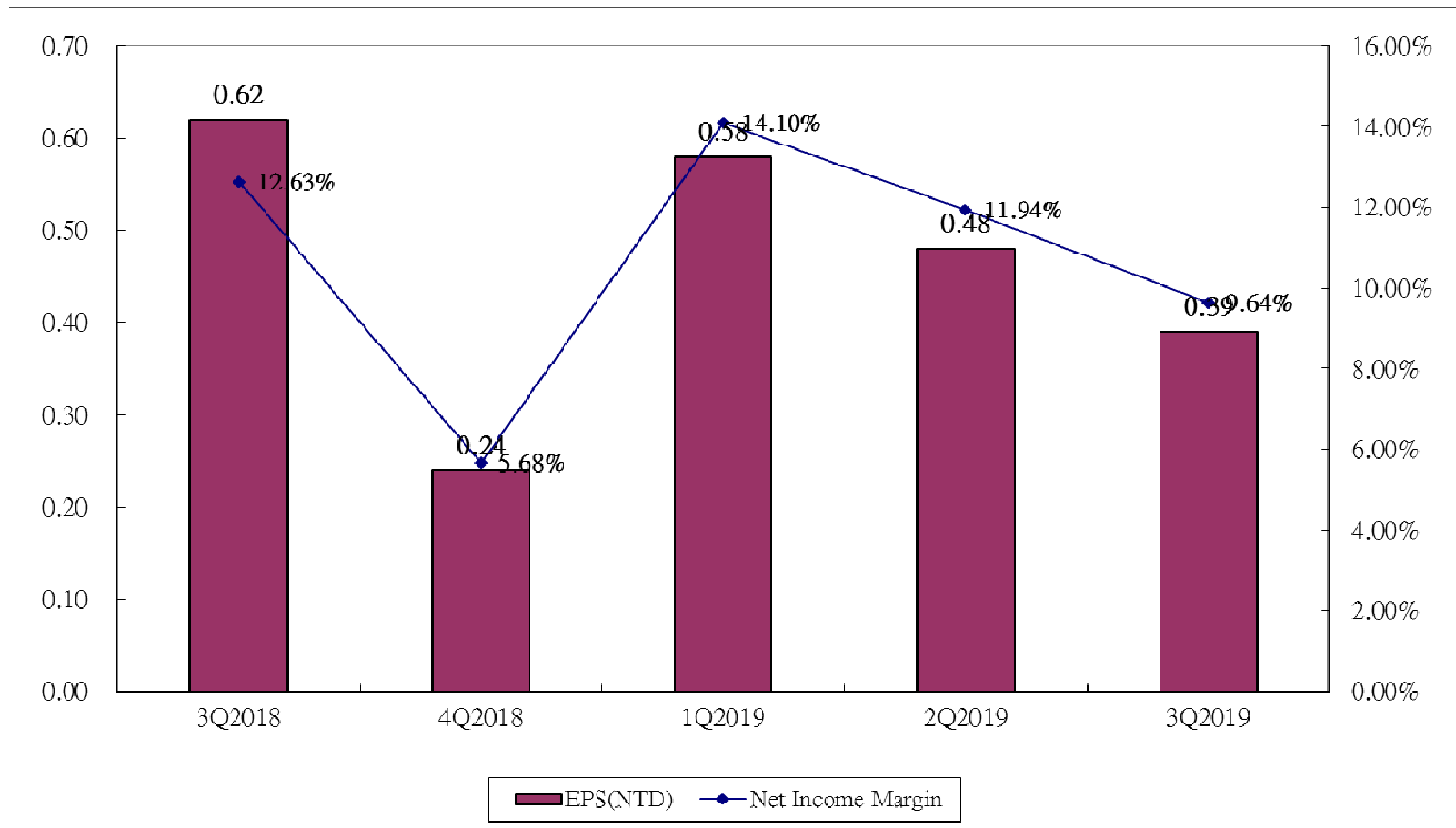


Operating Income & Operating Margin



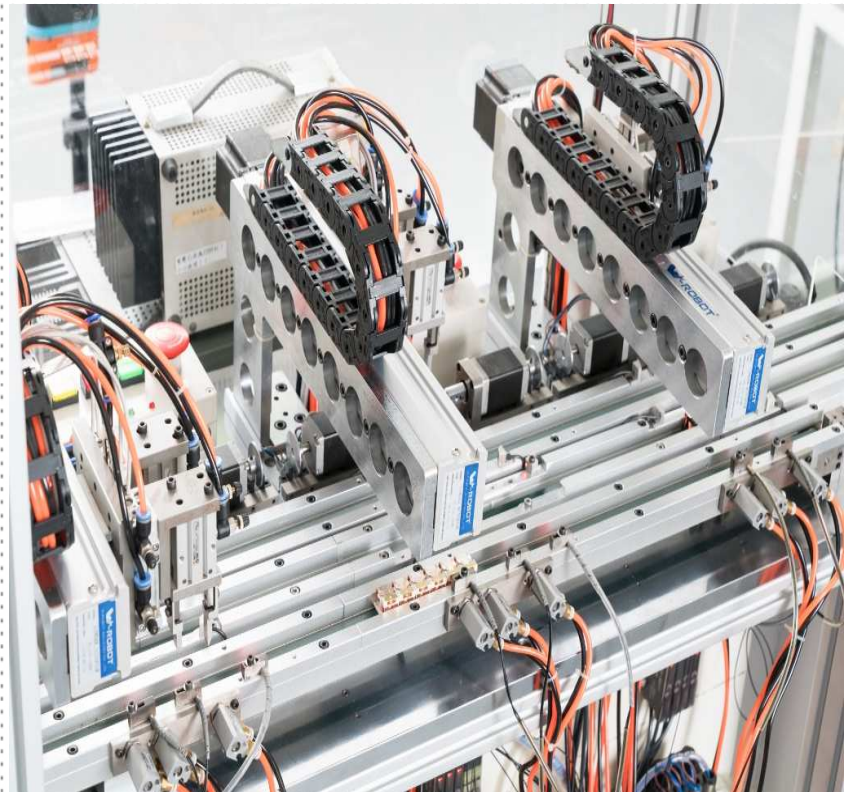


EPS& Net Income Margin



EDGE[®]

Automatic is the gateway to success



EXCEL CELL ELECTRONIC CO., LTD.



Q & A

ECE[®]

Thank you! **ECE**

EXCEL CELL ELECTRONIC CO., LTD.