



EXCEL CELL ELECTRONIC CO.,LTD.

2023 Third Quarter  
Earnings Conference

Nov 03,2023



# Agenda

- Company profile
- Applications
- 3Q2023 Financial Results
- Q&A



# Company profile



# Our History

1980

1990

2000

2005

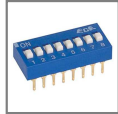
2016

2020



**1981**

ECE founded  
Capital \$100,000



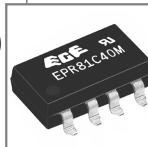
**1983**

Dip Switch  
Reed relay



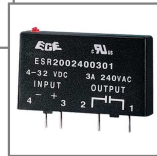
**1990**

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



**2018**

Merged NEOCENE  
Stepping motor

**NEOCENE**



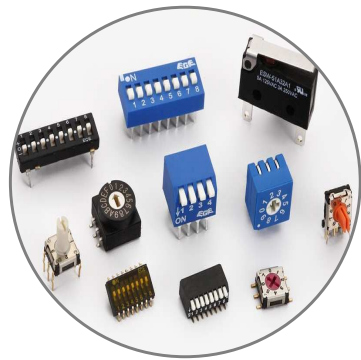
# Corporate Products

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



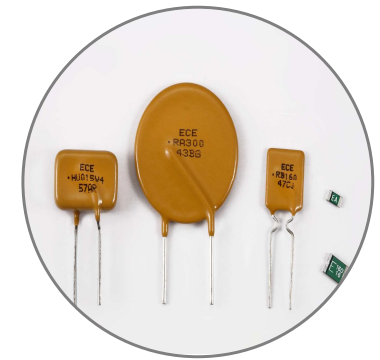
## Terminal block

- 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



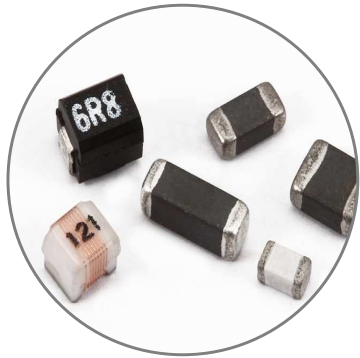
## Resettable Fuse

- Radial Leded
- Axial Leded
- Surface Mount



# Corporate Products

ECE Brand / NEOCENE Brand for stepping motor



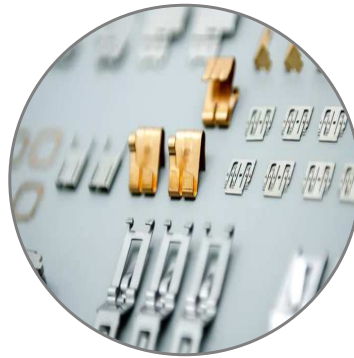
**Inductor**

- 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



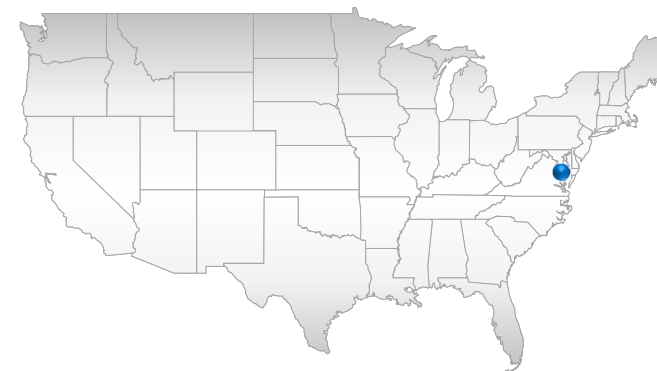
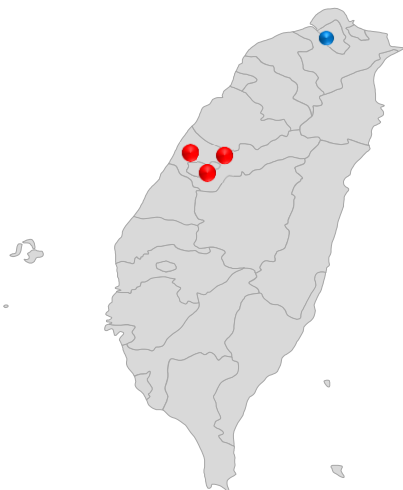
**Industrial Control Switch**

- Pushbutton type
- Selector type
- Emergency type



# Our Location

■ Floor space



## Taiwan

- Headquarter
- Factory 1 10,000 m<sup>2</sup>
- Factory 2 9,000 m<sup>2</sup>
- Factory 3 30,000 m<sup>2</sup>
- Taipei office

## China

- Suzhou factory 16,000 m<sup>2</sup>
- Anhui factory 31,000 m<sup>2</sup>
- Shenzhen office

## U.S.A.

- USA office / warehouse in NJ



# Applications





# Industrial Control / Instrument Equipment

Programmable Logic Controller / CNC controller





# Industrial Control / Instrument Equipment

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



# **ECE<sup>®</sup> Industrial Control / Instrument Equipment**

Robot Control / Robot Arm





# Consumer Electronic and Household Electronic

## Smart HVAC System





# Consumer Electronic and Household Electronic

Kitchen Appliance / Home Appliance Electronic





# Automotive Electronic Industry

## Driving Recorder & Navigation





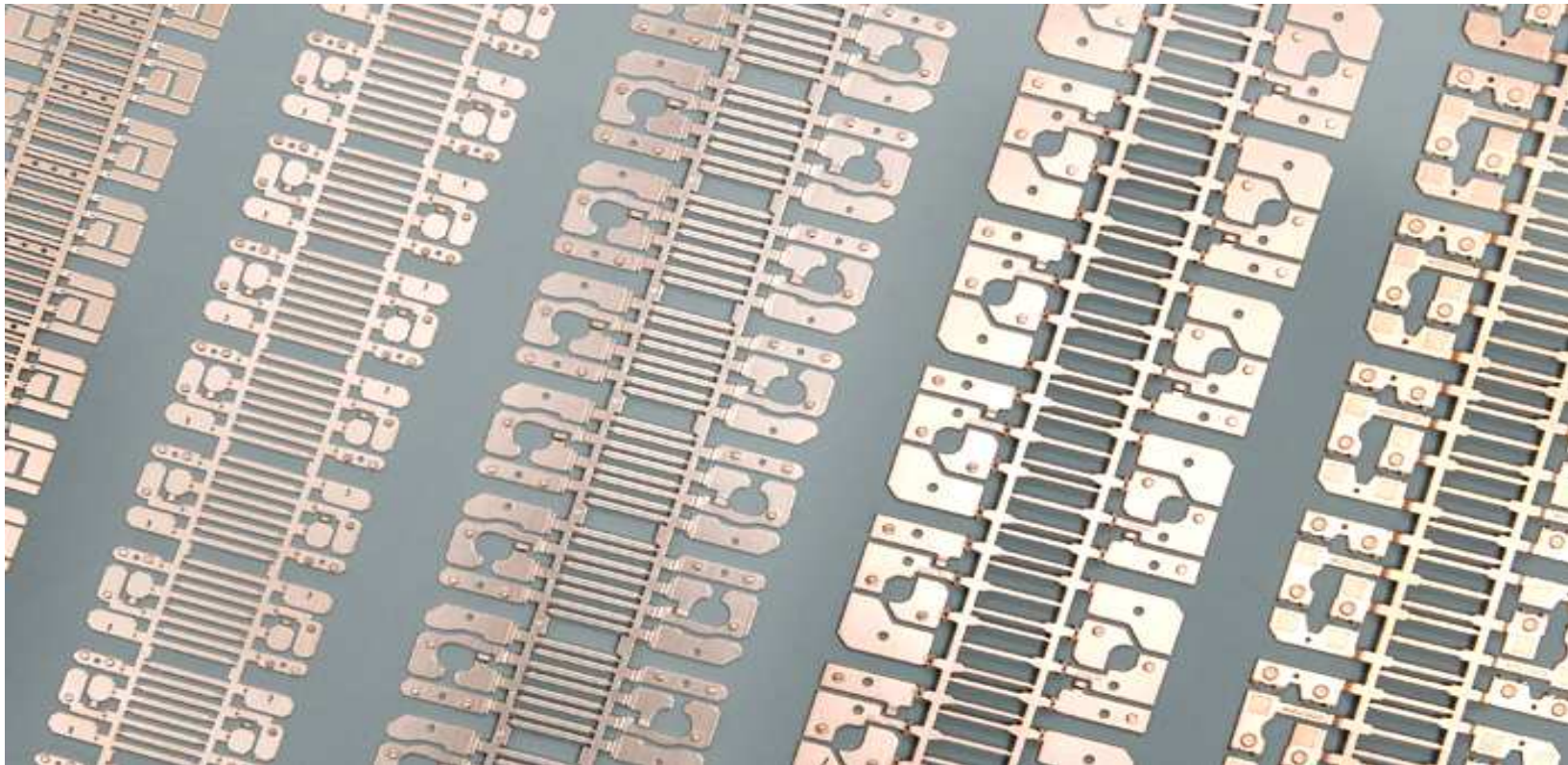
# Automotive Electronic Industry

Automobile safety / In-car Entertainment



# Lead Frame of Semiconductors for Discrete **ECE**<sup>®</sup> Devices / Integrated Circuit

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

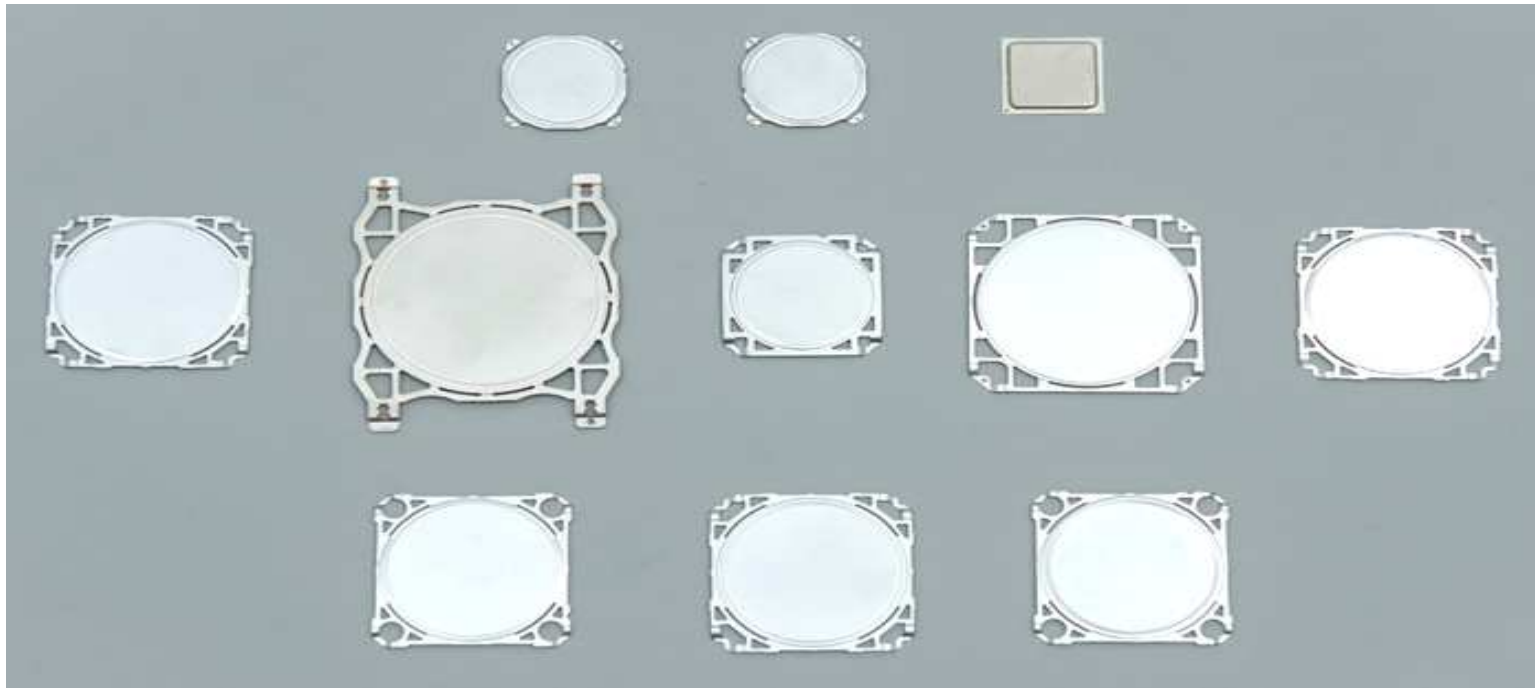




# Heat Spreader for BGA



- 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.



# 3Q2023 Financial Results



EXCEL CELL ELECTRONIC CO., LTD

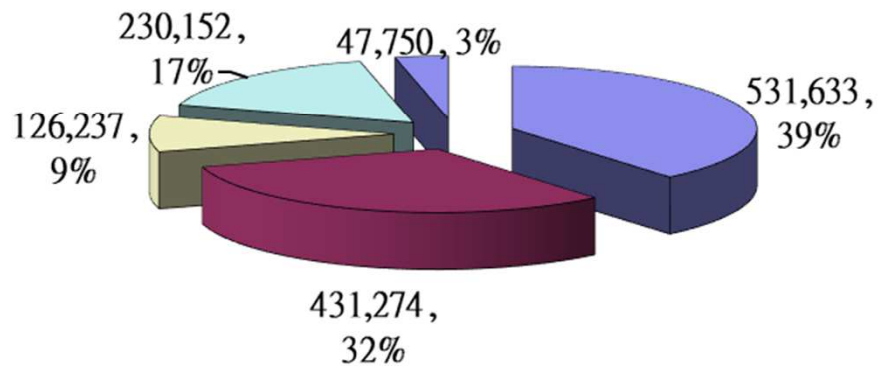
Consolidated Statements of Comprehensive Income -YoY

unit:NT thousands

| Item  | 2023 Jan~Sep | %      | 2022 Jan~Sep | %      | Change AMT | Change % |
|---|--------------|--------|--------------|--------|------------|----------|
| Net Operating Revenues                                    | 1,367,046    | 100.00 | 1,738,357    | 100.00 | (371,311)  | (21)     |
| Cost of Good Sold   | 1,171,776    | 85.72  | 1,411,181    | 81.18  | (239,405)  | (17)     |
| Gross Profit  | 195,270      | 14.28  | 327,176      | 18.82  | (131,906)  | (40)     |
| Operating Expenses  | 217,694      | 15.92  | 227,292      | 13.08  | (9,598)    | (4)      |
| Operating Income  | (22,424)     | (1.64) | 99,884       | 5.75   | (122,308)  | (122)    |
| Net Non-Operating Income and Expenses                     | 74,389       | 5.44   | 119,793      | 6.89   | (45,404)   | (38)     |
| Net Income before Tax                                     | 51,965       | 3.80   | 219,677      | 12.64  | (167,712)  | (76)     |
| Income Tax Expense  | (3,867)      | (0.28) | 49,296       | 2.84   | (53,163)   | (108)    |
| Net Income  | 55,832       | 4.08   | 170,381      | 9.80   | (114,549)  | (67)     |
| Net Income Attributable to the Stockholders of the Parent | 54,171       |        | 168,301      |        | (114,130)  | (68)     |
| EPS(NTD)  | 0.50         |        | 1.54         |        |            |          |

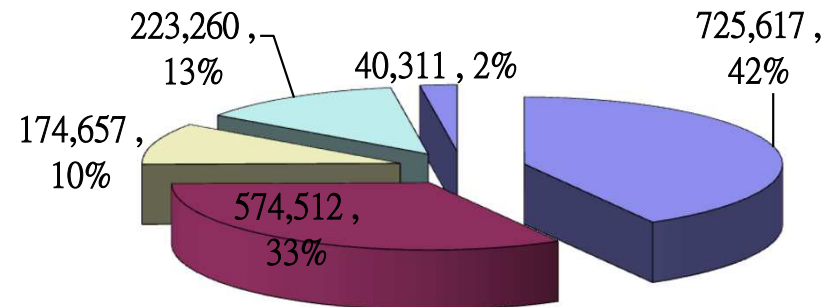


**2023.Q3 Sales Breakdown by Operating Segments**



- Lead Frame
- Electromechanical Component Division
- Relay(Goodsky) Electric
- STEPPING MOTORS

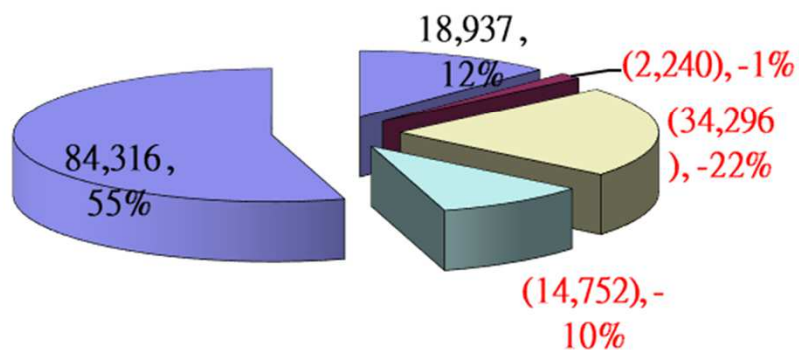
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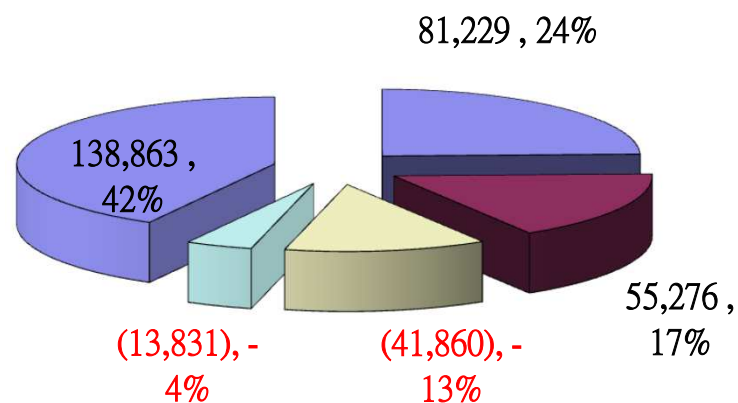


**2023.Q3 Net Income Breakdown by Segments**



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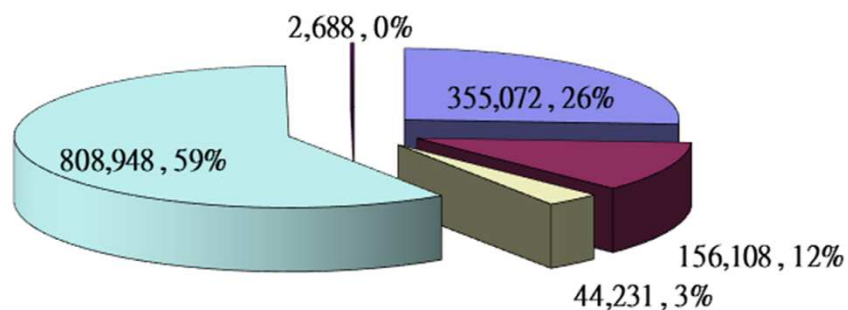
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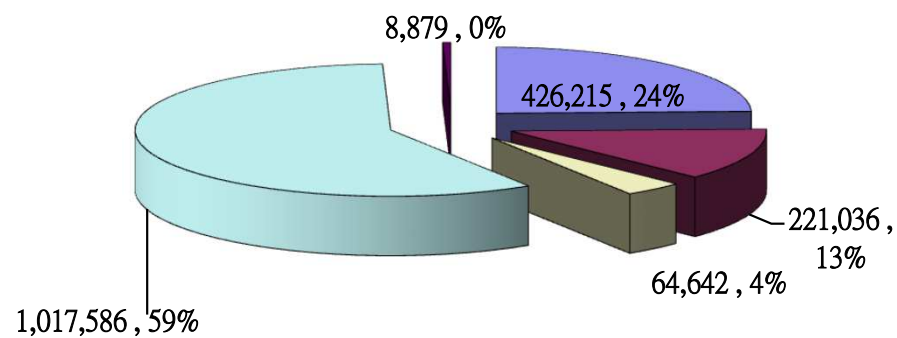


2023.Q3 Sales Breakdown by Geography



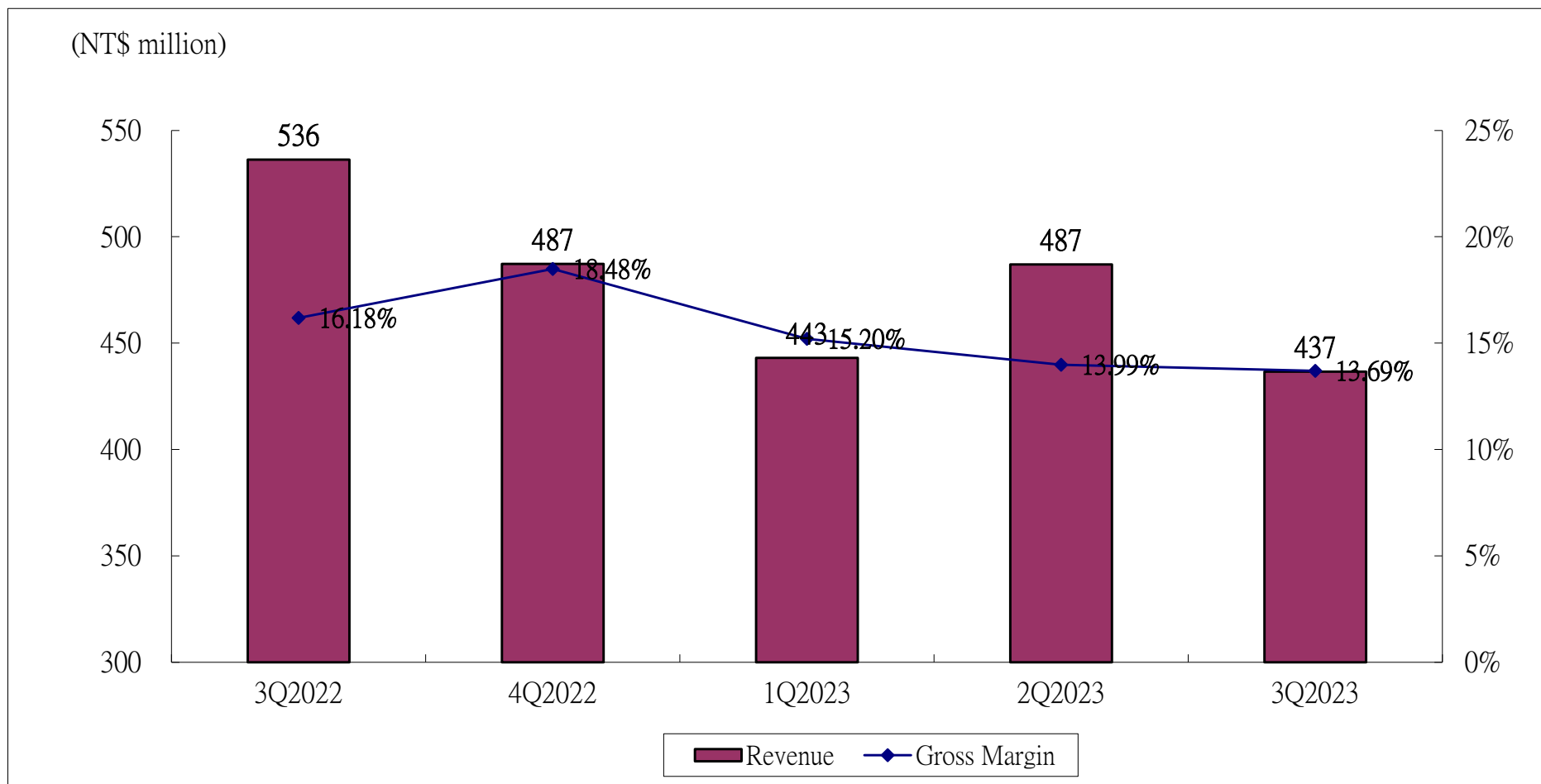
Taiwan Europe America  
Asia Other

2022.Q3 Sales Breakdown by Geography



Taiwan Europe America  
Asia Other

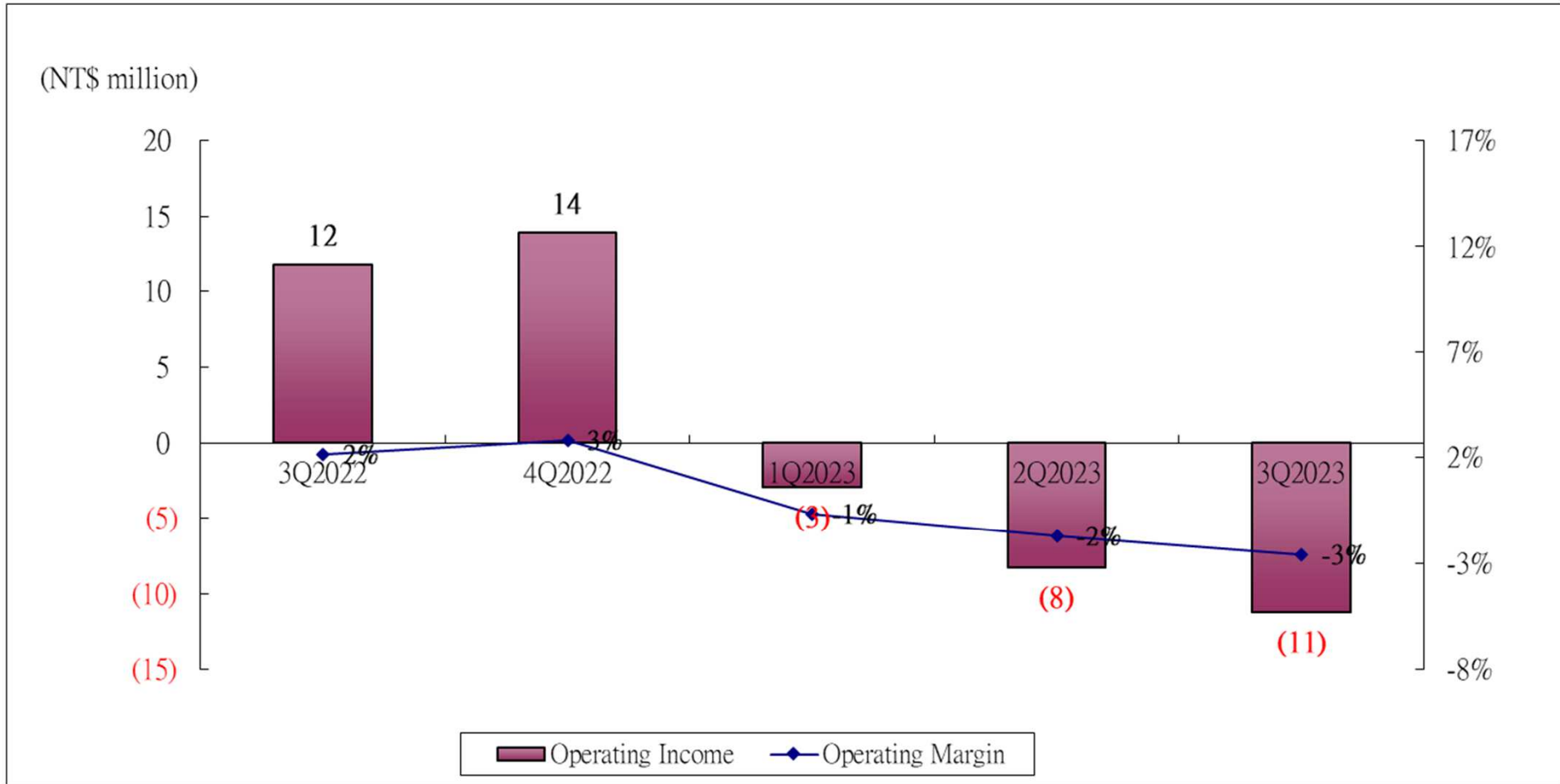
# **ECE**® Revenue & Gross Margin





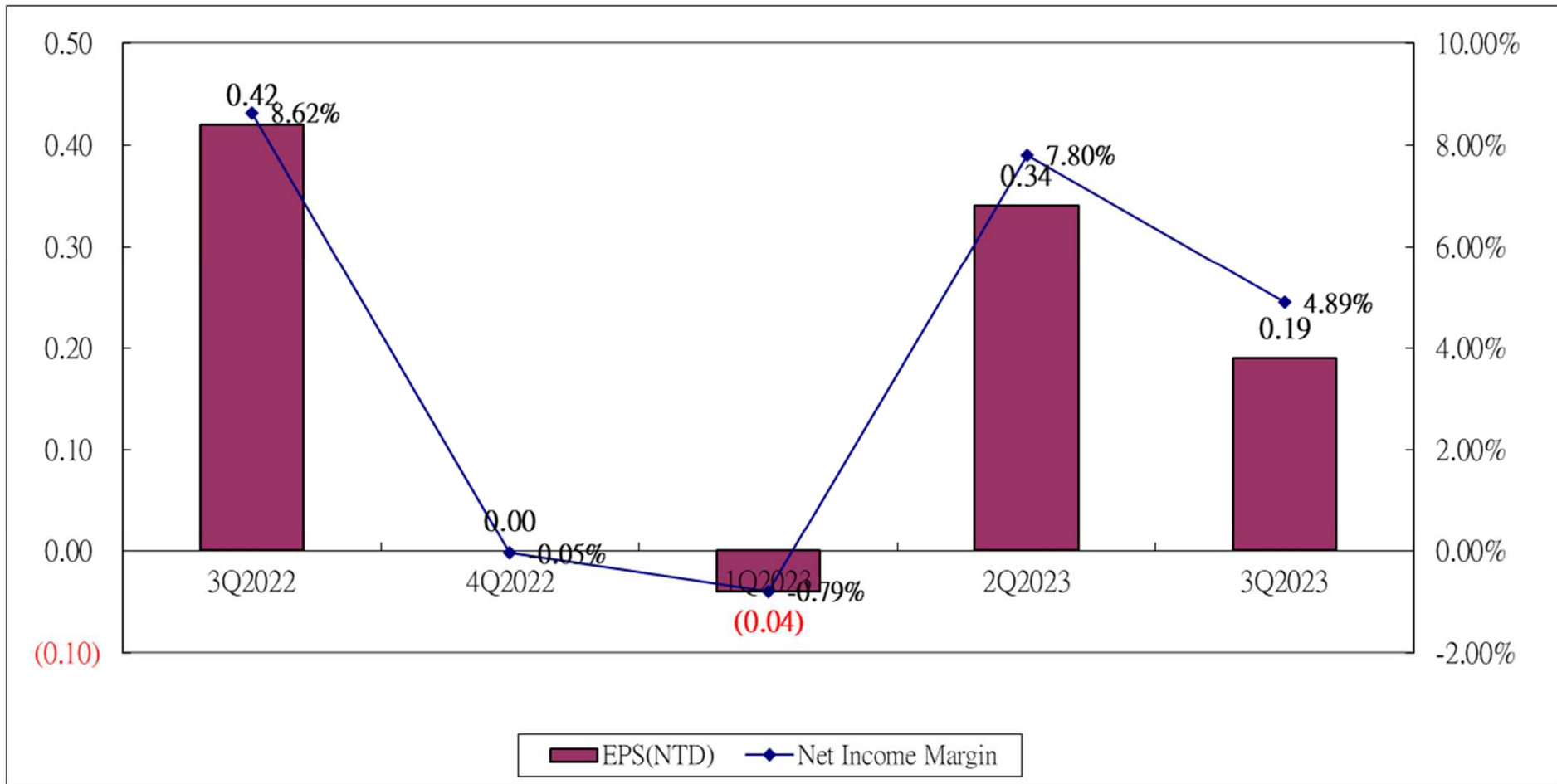


# Operating Income & Operating Margin



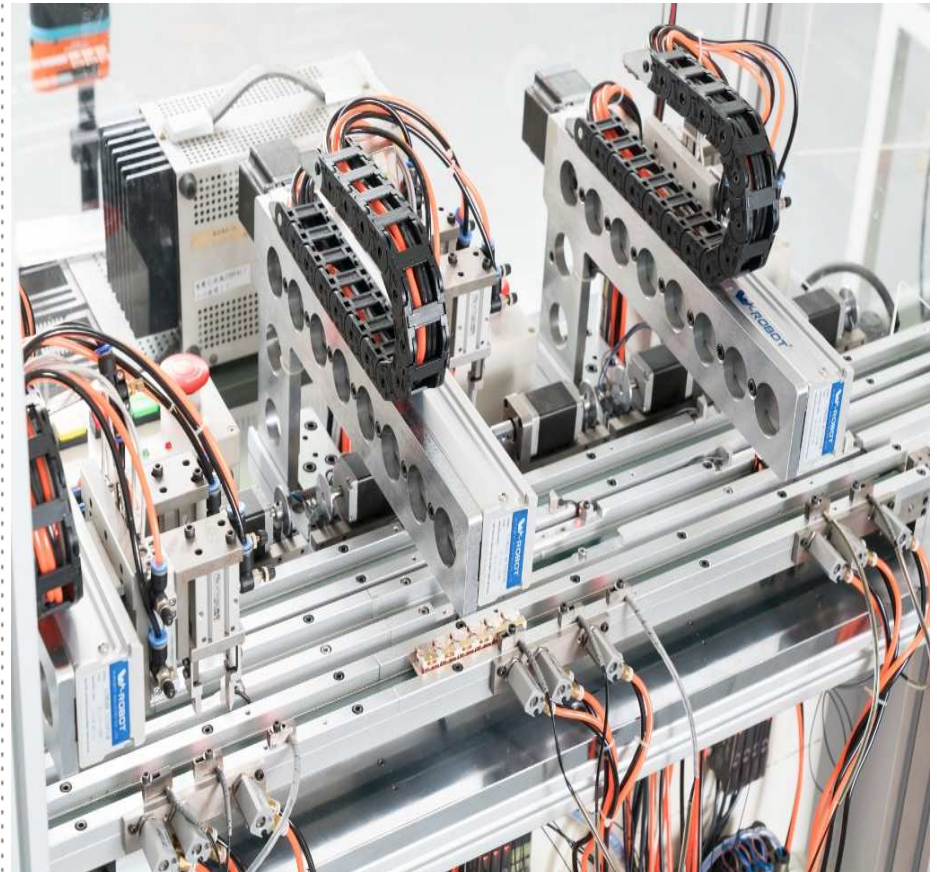


# EPS& Net Income Margin



**ECE**<sup>®</sup>

**Automatic** is the gateway to success



**EXCEL CELL ELECTRONIC CO., LTD.**



Q & A



Thank you!

