



EXCEL CELL ELECTRONIC CO.,LTD.

2024 Third Quarter Earnings Conference

Nov 07,2024



Agenda

- Company profile
- Applications
- 3Q2024 Financial Results
- Q&A



Company profile



Our History

1980

1990

2000

2005

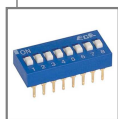
2016

2020



1981

ECE founded
Capital \$100,000



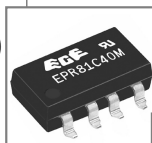
1983

Dip Switch
Reed relay



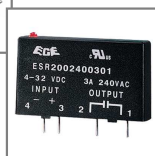
1990

Terminal Block



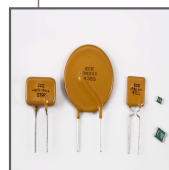
1997

MOS & SSR relay



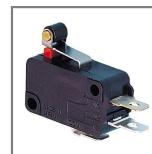
2001

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



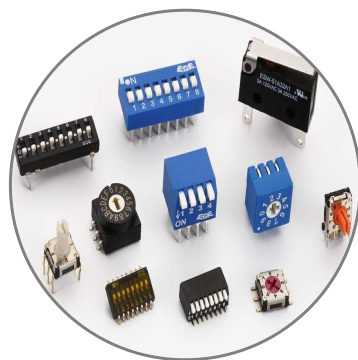
Corporate Products

ECE Brand / Goodsky Brand for mechanical relay



Relay

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



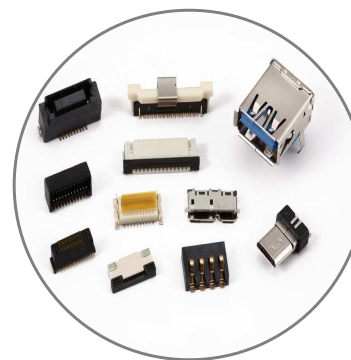
Dip Switch

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



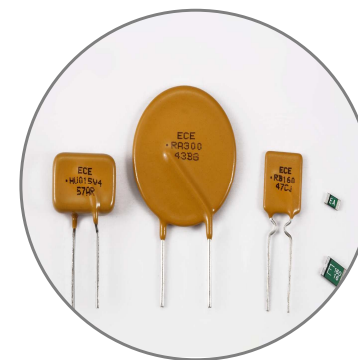
Terminal block

- 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 Ledged
- Axial Ledged
- 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



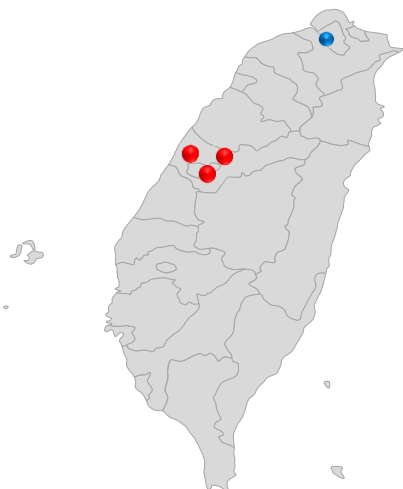
Industrial Control Switch

- Pushbutton type
- Selector type
- Emergency type



Our Location

■ Floor space



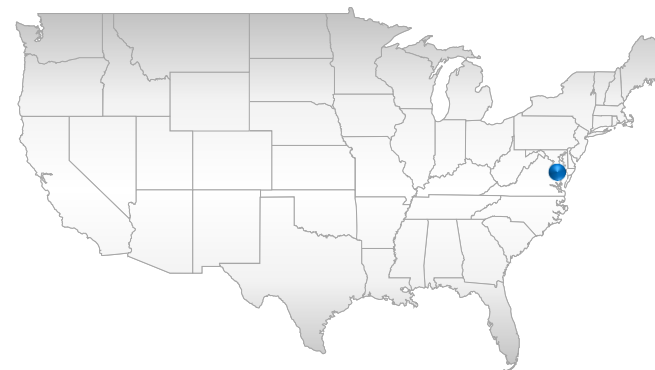
Taiwan

- Headquarter
- Factory 1 10,000 m²
- Factory 2 9,000 m²
- Factory 3 30,000 m²
- Taipei office



China

- Suzhou factory 16,000 m²
- Anhui factory 31,000 m²
- 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[®] 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





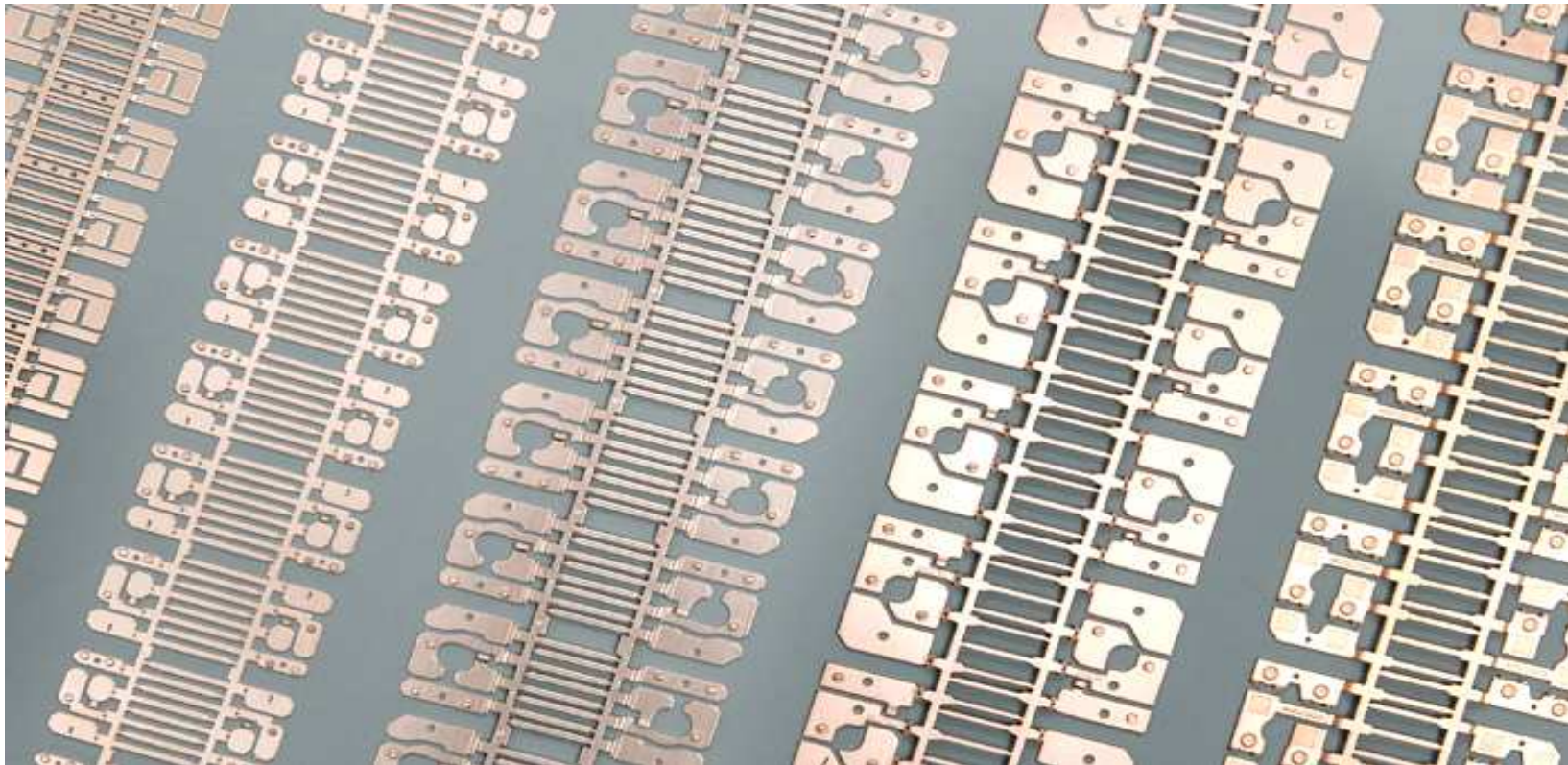
Automotive Electronic Industry

Automobile safety / In-car Entertainment



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

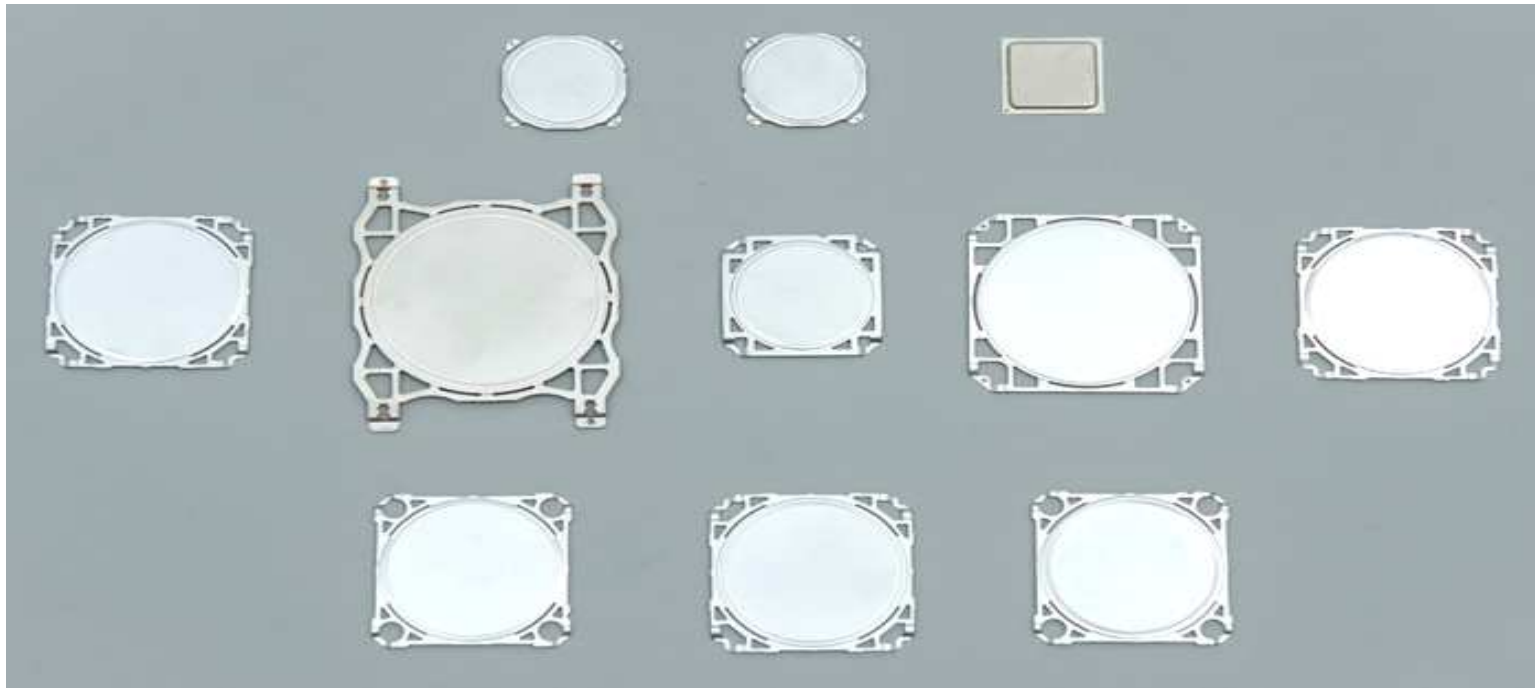
- applications include signals, voltage regulation, voltage amplification, switch, and other functions.





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.



3Q2024 Financial Results



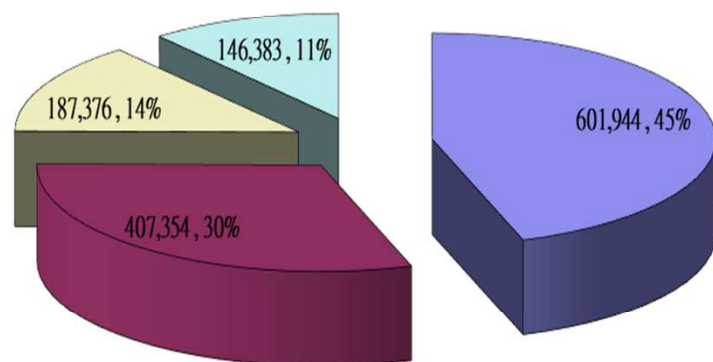
EXCEL CELL ELECTRONIC CO., LTD
Consolidated Statements of Comprehensive Income -YoY

unit:NT thousands

Item	2024 Jan~Nov	%	2023 Jan~Nov	%	Change AMT	Change %
Net Operating Revenues	1,343,057	100.00	1,367,046	100.00	(23,989)	(2)
Cost of Good Sold	1,157,717	86.20	1,171,776	85.72	(14,059)	(1)
Gross Profit	185,340	13.80	195,270	14.28	(9,930)	(5)
Operating Expenses	223,943	16.67	217,694	15.92	6,249	3
Operating Income	(38,603)	(2.87)	(22,424)	(1.64)	(16,179)	72
Net Non-Operating Income and Expenses	71,985	5.36	74,389	5.44	(2,404)	(3)
Net Income before Tax	33,382	2.49	51,965	3.80	(18,583)	(36)
Income Tax Expense	(19,418)	(1.45)	(3,867)	(0.28)	(15,551)	402
Net Income	52,800	3.93	55,832	4.08	(3,032)	(5)
Net Income Attributable to the Stockholders of the Parent	51,507		54,171		(2,664)	(5)
EPS(NTD)	0.47		0.50			

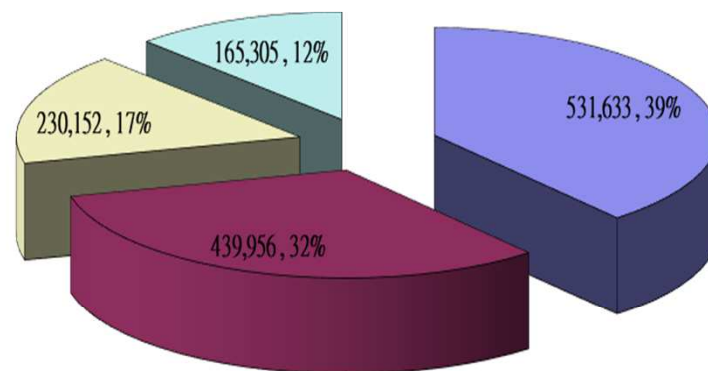


2024.Q3 Sales Breakdown by Major Products



■ Semiconductors ■ Electronic components
■ Stepping Motor ■ Relays

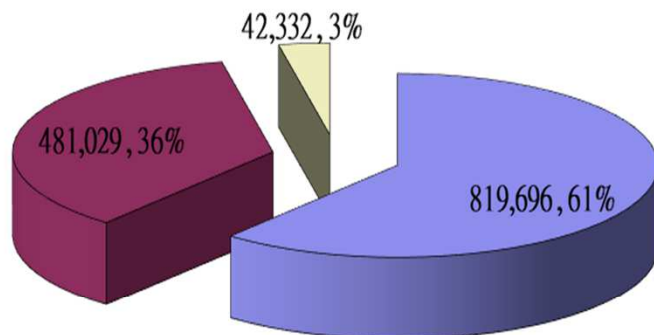
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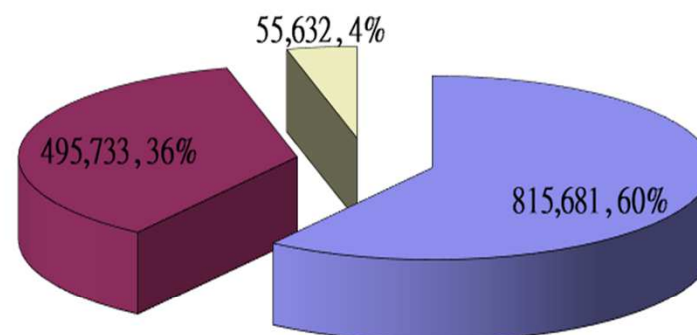


2024.Q3 Sales Breakdown by Operating Segments



■ Taiwan Company ■ China Subsidiaries ■ Other Segments

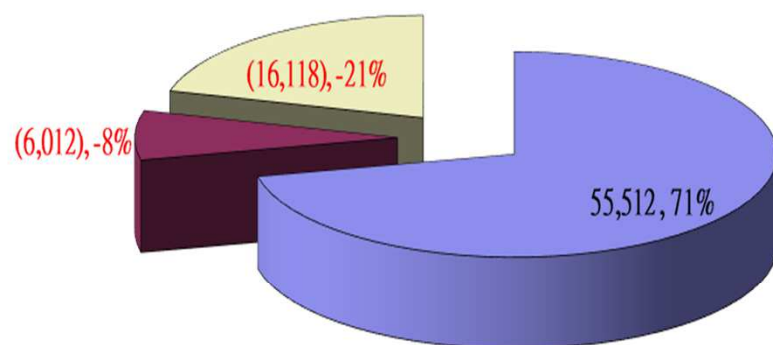
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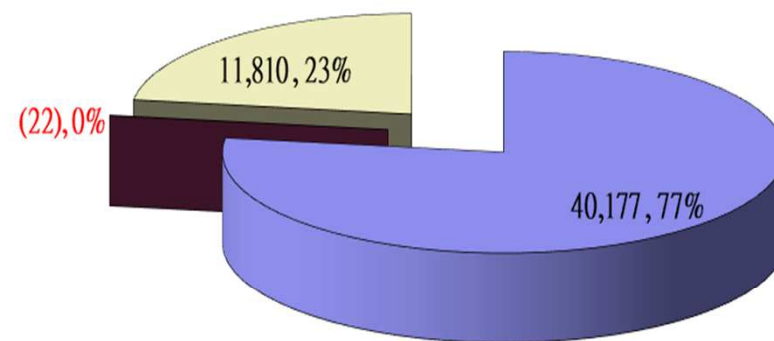


2024.Q3 Net Income Breakdown by Segments



■ Taiwan Company ■ China Subsidiaries ■ Other Segments

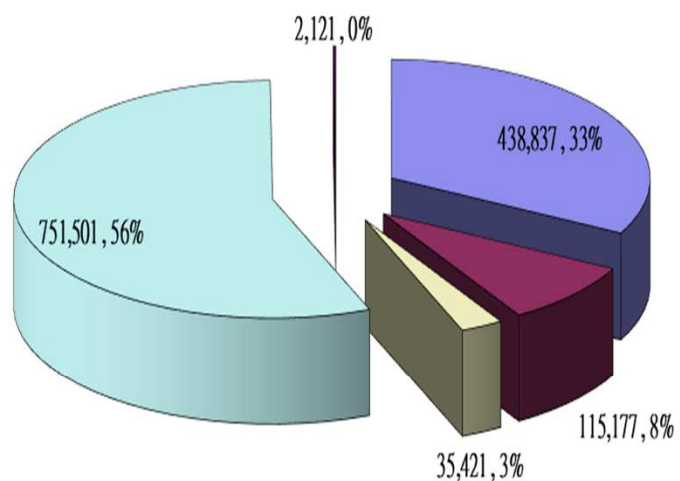
2023.Q3 Net Income Breakdown by Segments



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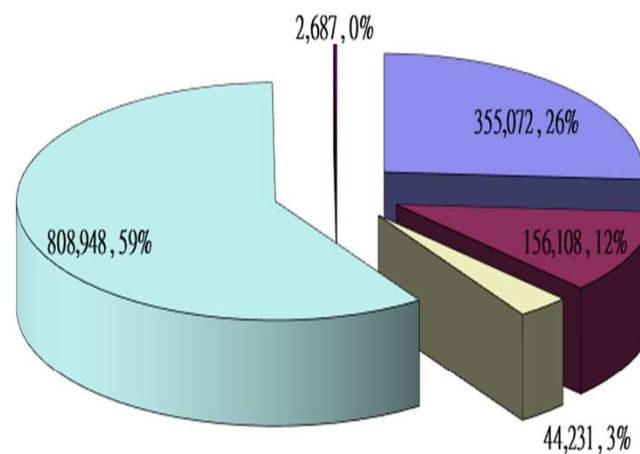


2024.Q3 Sales Breakdown by Geography



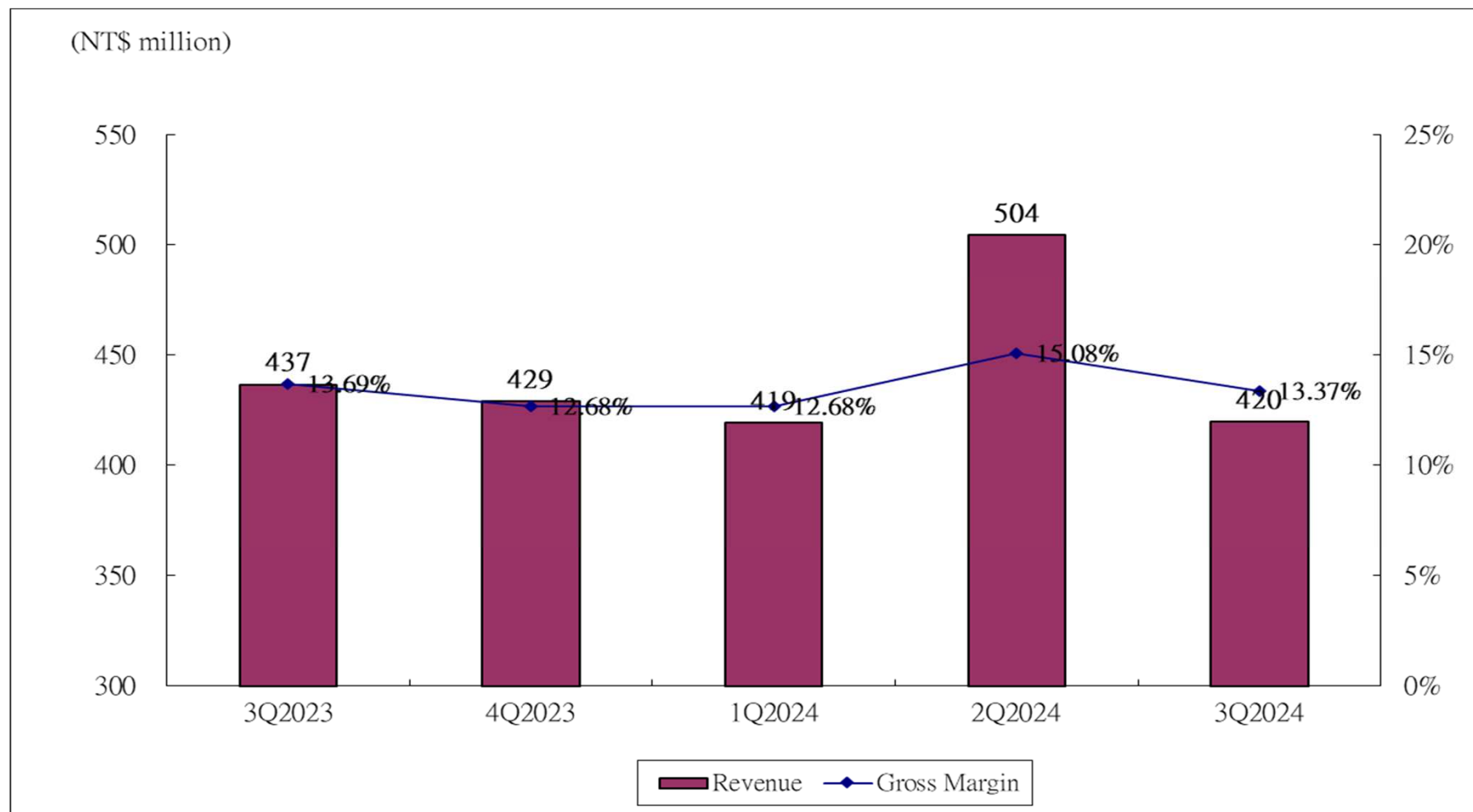
■ Taiwan ■ Europe ■ America ■ Asia ■ Other

2023.Q3 Sales Breakdown by Geography



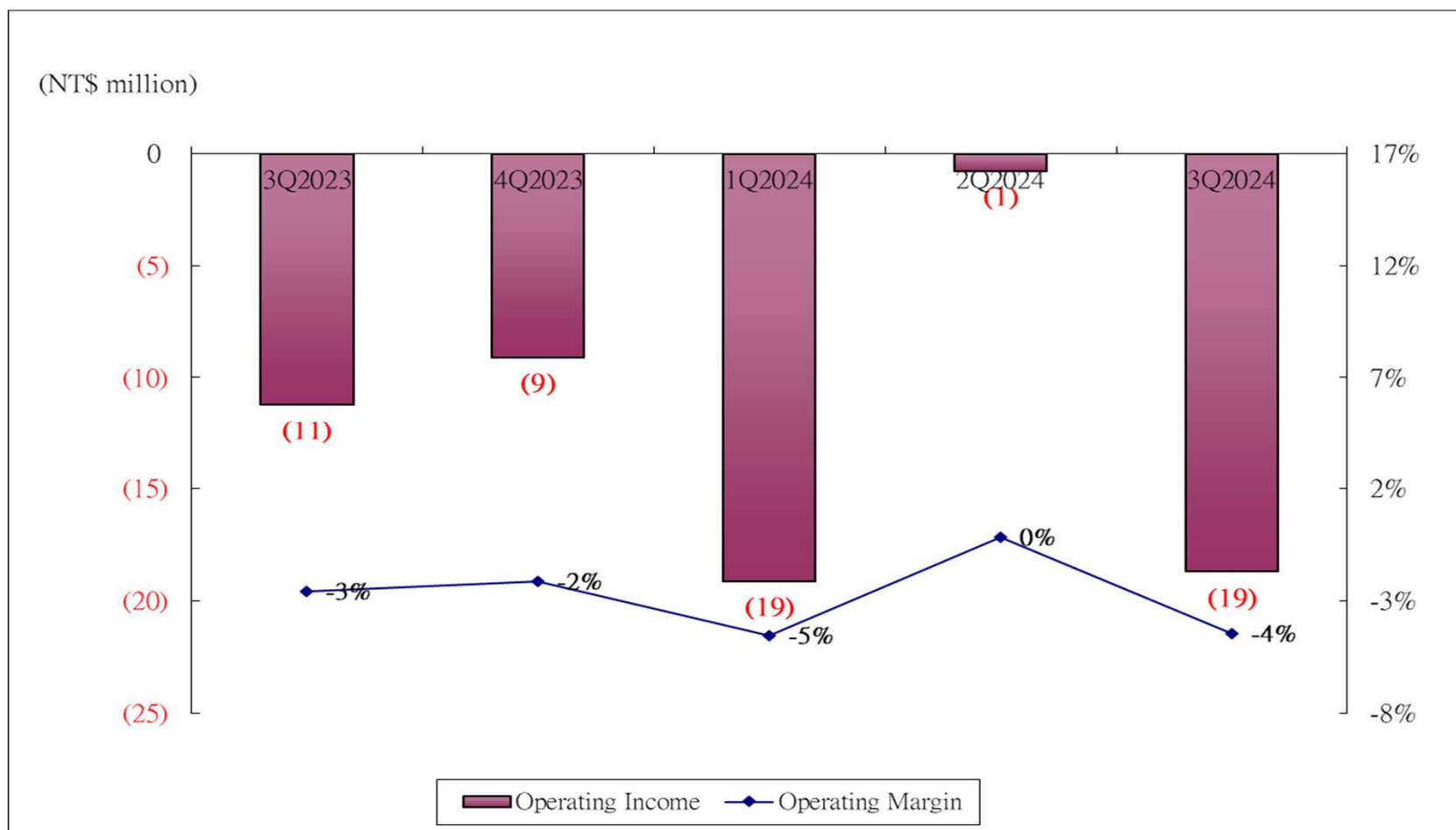
■ Taiwan ■ Europe ■ America ■ Asia ■ Other

ECE[®] Revenue & Gross Margin



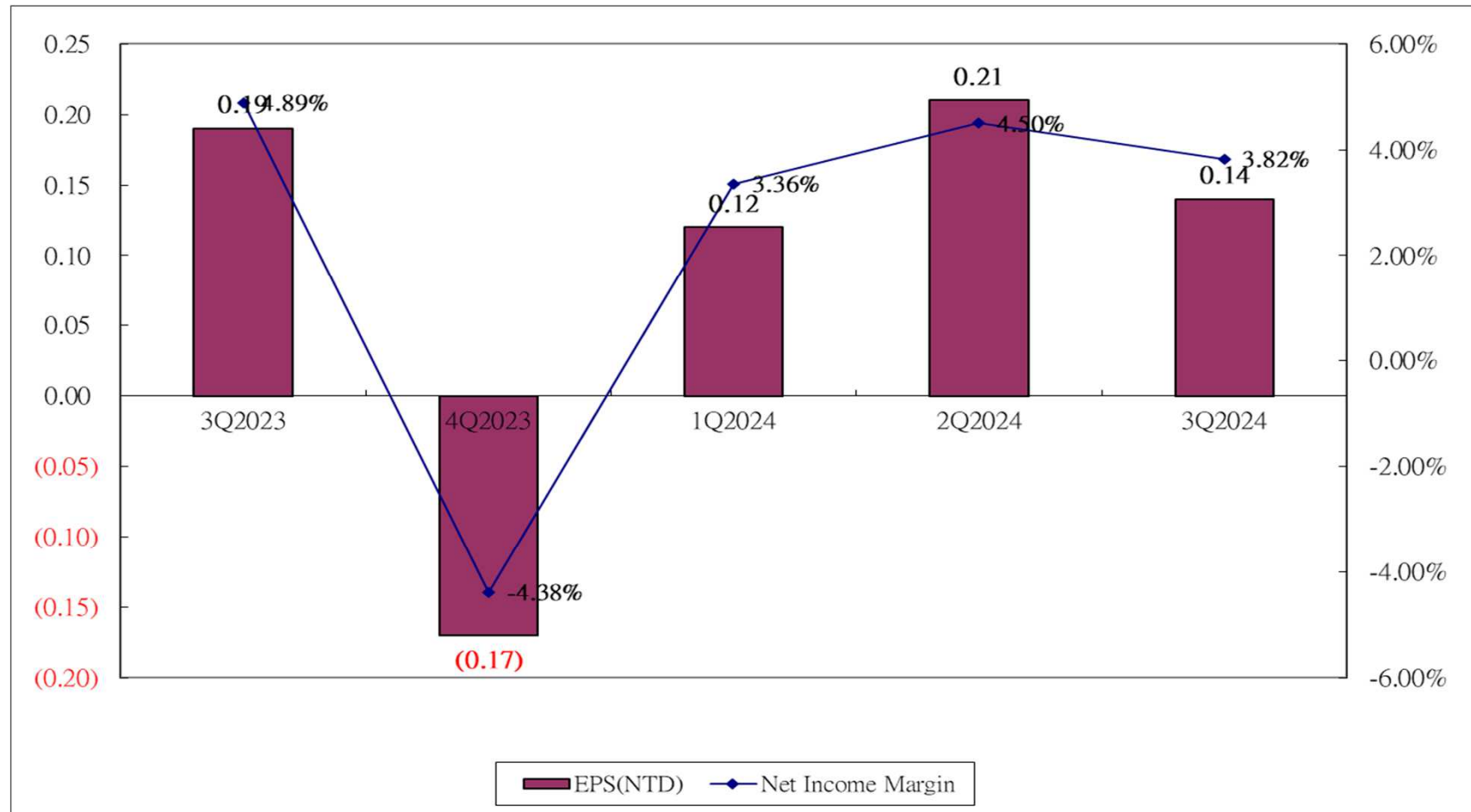


Operating Income & Operating Margin



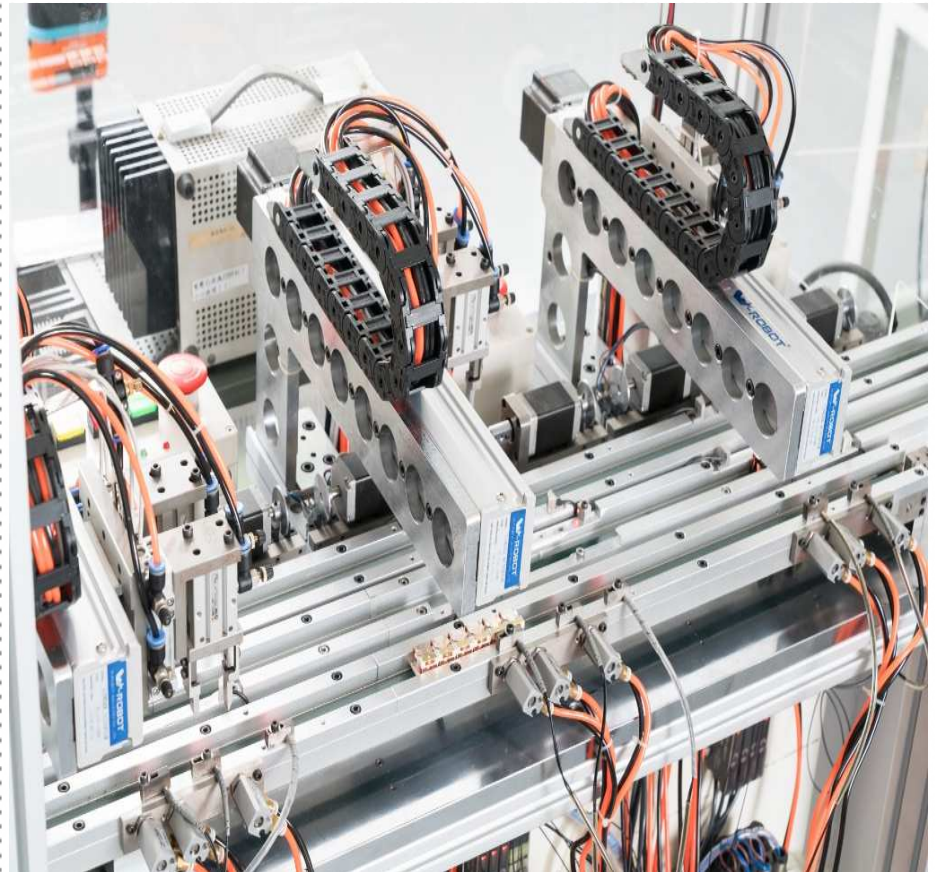


EPS& Net Income Margin





Automatic is the gateway to success



EXCEL CELL ELECTRONIC CO., LTD.



Q & A



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Thank you!

