



Stock Code : 1617

榮星電線工業股份有限公司
JUNG SHING WIRE CO., LTD.

2019 Investor Conference

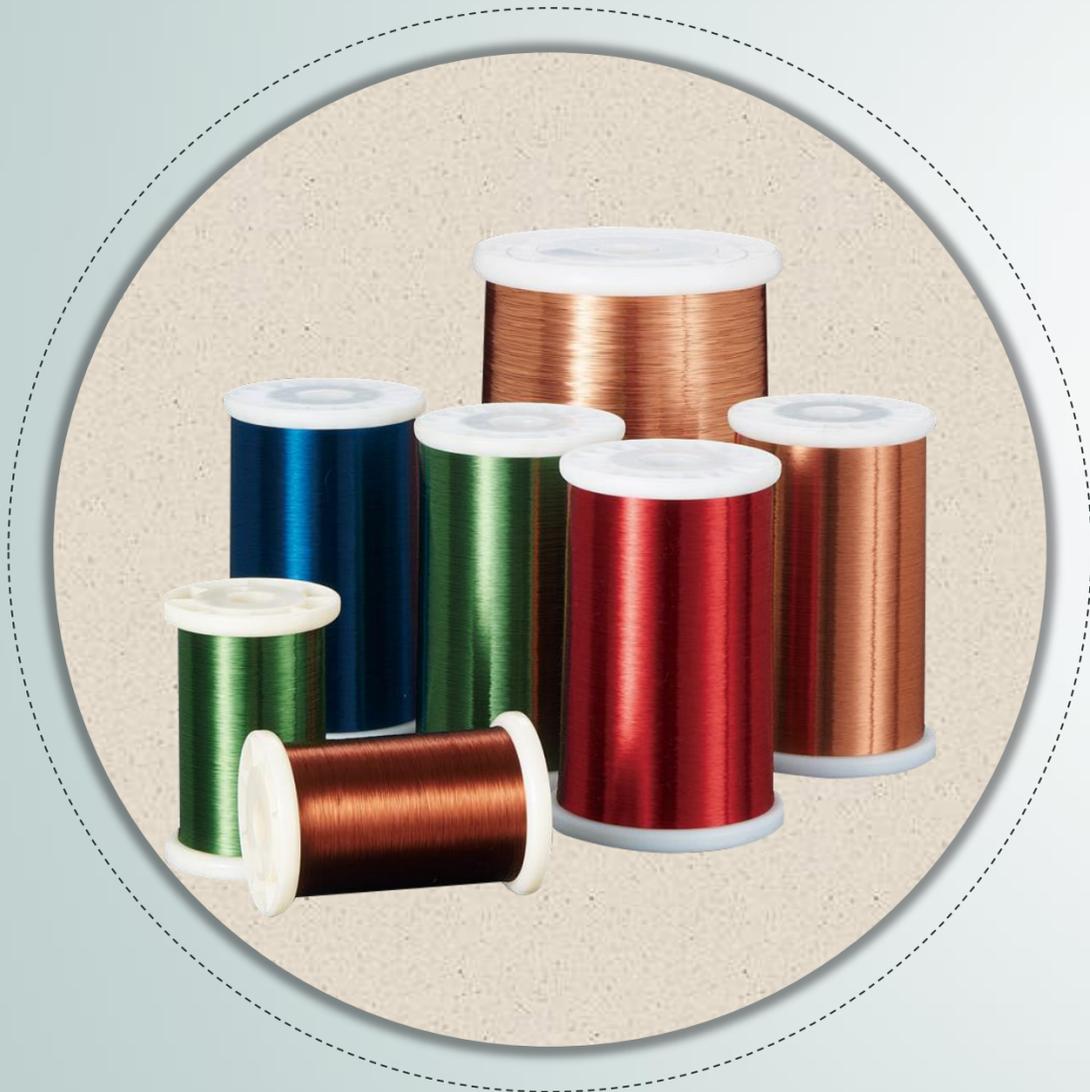


Tien-Te Hsueh
Financial Department Vice President
Company Spokesman ,
Last Update : 2019/11/28

Disclaimer

JUNG SHING WIRE CO., LTD does not release any financial forecast. In this presentation the information of the Company's financial and operating status may differ from the actual results in the future. There are also risk factors in place beyond the Company's control. The Company undertakes no obligation to amend or update this presentation and related contents.

Index



- 1** *Company Profile*
- 2** *Product Introduction*
- 3** *Major Product Applications*
- 4** *Financial & Operating Results*
- 5** *Future Development*
- 6** *Global Market*
- 7** *Policy & Goals*

1、Company Profile

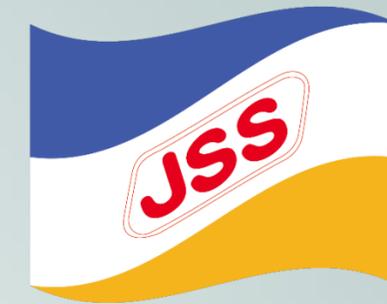
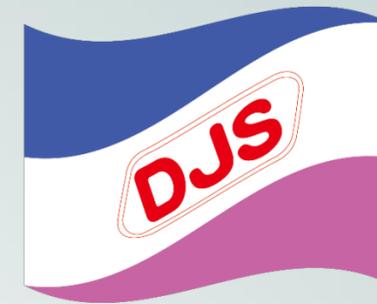


- ▶ **Establishment: July 17, 1971**
Founder: Huo-Shih Wang
Chairman: Tung-Tzer Wang
President: Shou-Chi Chiu
Capital: NT\$ 14.4 billion
Asset: NT\$ 30.6 billion
- ▶ **Address: 231, Sec.3, Chung-cheng Rd.,
Jen-teh District, Tainan City**
- ▶ **Employees : 270 (Taiwan)**
200 (Dongguan, China)
110 (Suzhou, China)
- ▶ **Land : 25,244 m²**

投資關係



Subsidiaries



東莞榮星電線有限公司
DONGGUAN JUNG SHING WIRE CO., LTD.



東莞榮星電子有限公司
DONGGUAN JUNG SHING ELECTRONICS CO., LTD.

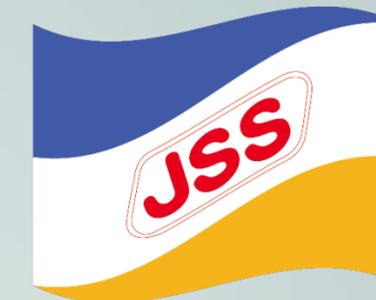


Location : Tangxia,
Dongguan(China)
Establishment : 1998/08
Business Type : Export
Capital : HK\$120,000,000



Location : Tangxia,
Dongguan(China)
Establishment : 1994/02
Business Type :
Domestic sales(China)
Capital : HK\$ 23,600,000

Subsidiaries



榮星電線(蘇州)有限公司
JUNG SHING WIRE (SUZHOU) CO., LTD.



榮昇科技股份有限公司
LONGSUN TECHNOLOGIES CO., LTD.



Location :
Wujiang, Suzhou (China)
Establishment : 2000/12
Business Type :
Domestic sales (Export)
Capital : US\$ 7,300,000



Location : Tainan City,
Taiwan R.O.C.
Establishment : 2002/08
Business Type :
Domestic sales (Export)
Capital : NT\$ 30,000,000

Philosophy

1 Quality

- *Creating Reliable Quality is our **Quality policy***
- *Maintaining the Best Quality and Techniques of JSW*
- *Advanced Quality and Competitiveness*

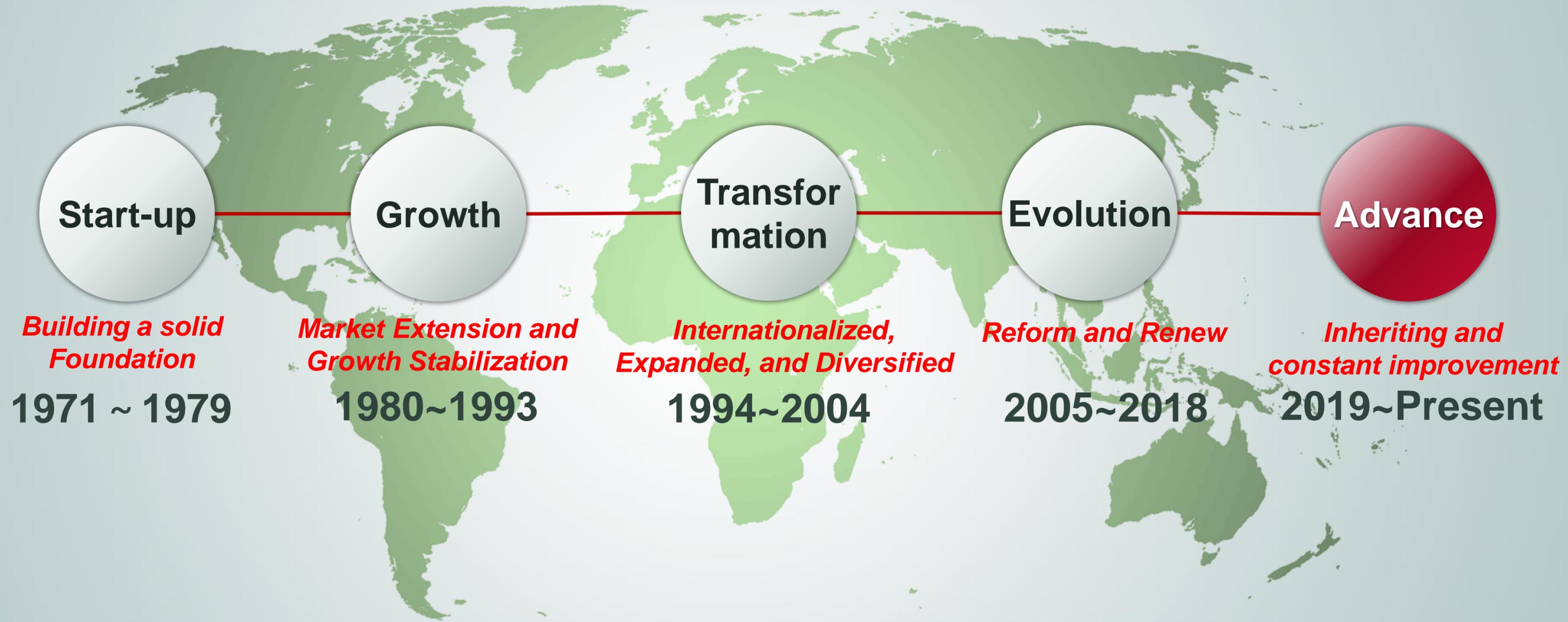
2 Growth

- *Company **Sales & Profit***
- *Growth of Employees*
- *Modernized, diversified and internationalized*

3 Responsibility

- *Responsibilities to customers **Quality, Price and Delivery***
- *Responsible to employees*
- *Responsible to shareholders*
- *Responsible to community and society*

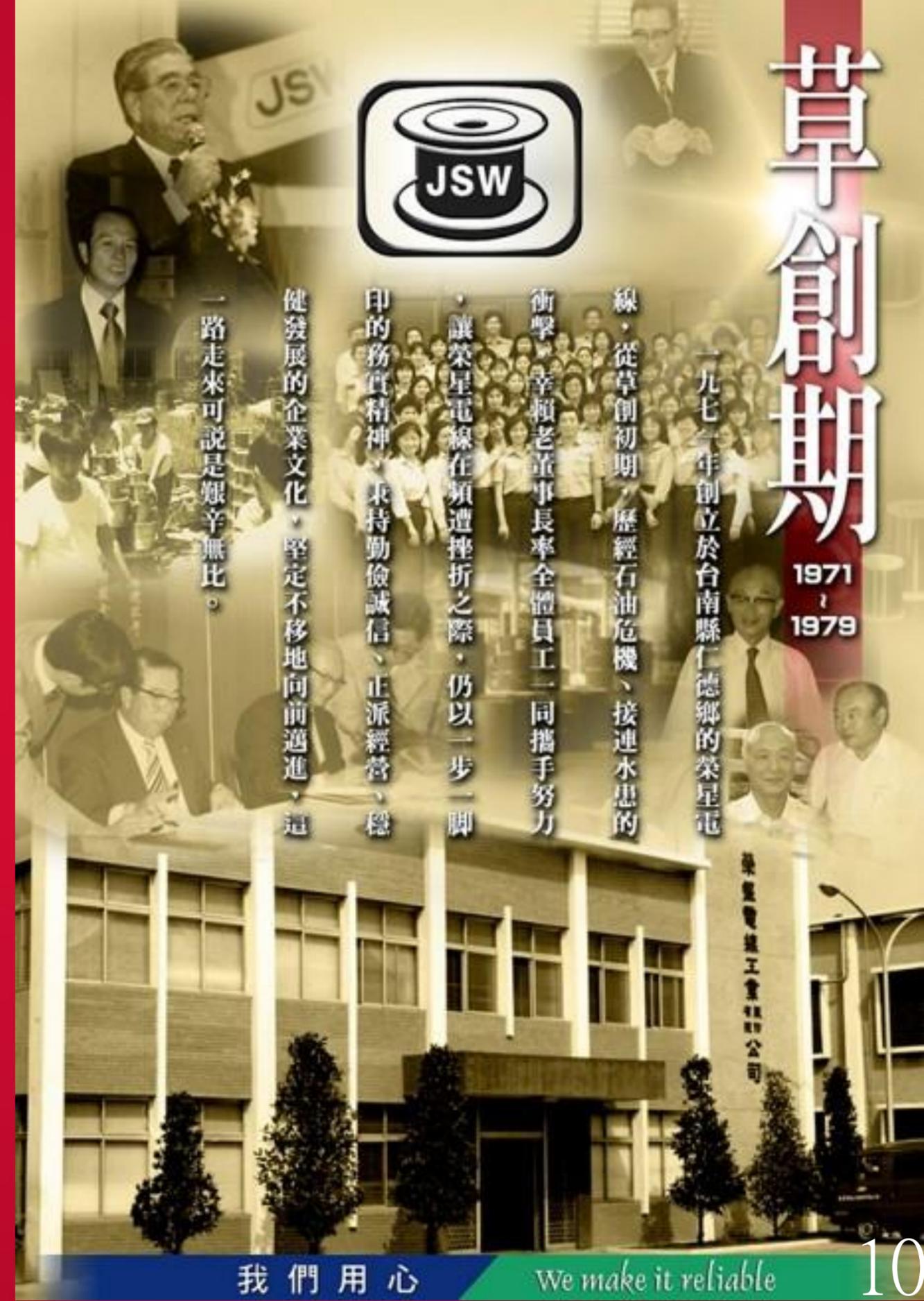
Corporate History



1971~1979

Start-up

- ❖ 1971 JSW founded(Asset NT\$7 million).
- ❖ 1972 Completed factory construction, Technical cooperation with TOTOKU Electric, Started producing magnet wires.
- ❖ 1973 Established electronic factory, and started producing electric meter.
- ❖ 1978 Electronic factory started producing black & white flyback transformer.
- ❖ 1979 Joint venture with TOTOKU.
- ❖ 1979 Electronic factory started producing deflection yoke coils for Black & White, and Color TV.



1980~1993

Growth

- ❖ 1980 Develop the first two-way catalytic converter equipment in industry.
- ❖ 1982 Electronic factory started producing degaussing coils.
- ❖ 1983 Magnet wires won the Central Bureau of Standards hallmark.
- ❖ 1984 Acquired UL certification.
- ❖ 1986 Invested in TOTOKU Taiwan, held 98.5% shares and becoming a subsidiary of the group.
- ❖ 1992 Ranked 385 in the top 1000 largest Manufacturers.

TOTOKU 日本東京特殊電線株式會社

JSW

一九七九年日本東京特殊電線基於雙方誠信、共存共榮之理念與未來發展的無限潛力而投資本公司，使榮星電線成爲業界第一家中日合資公司。自此伊始，隨著電線廠歷年的增設，業績上展現了耀眼的光芒，電器廠的表現也不遑多讓，消磁線衝到全國最大產銷量。這一切的努力說明了榮星電線不斷在穩定中求進步，也建立起在線纜業中的領先地位。

成長期
1980
1993

我們用心 We make it reliable

1997~2004

Transformation

- ❖ 1994 DJSE Established.
- ❖ 1997 ISO9002 Certification acquired.
- ❖ 1998 DJSW Established.
- ❖ 1998 JSW Listed on Over-the-Counter Market.
- ❖ 2000 JSSW Established.
- ❖ 2000 JSW Listed at Stock Exchange Market.



2005~2018

Evolution

- ❖ 2013 Cooperated with Furukawa Magnet Wire to expand the production in Dongguan subsidiary.
- ❖ 2014 Won the environmental sustainability award issued by SGS.
- ❖ 2015 Installation of air pollution prevention and control washing equipment.
- ❖ 2016 JSW joint venture with Furukawa Started Producing Magnet Wire.
- ❖ 2017 Established 2nd "Flat Wire Factory".
- ❖ 2018 Set solar panels to generate electricity.

FMGW 古河電磁線株式会社

FURUKAWA ELECTRIC GROUP

JSW

改造期
2005
~
2018

一〇〇五年進入榮星奔騰新紀年，集團組織正式朝改革創新之路出發。凝聚全體員工向心力，集思廣益後找出新願景、新理想共同為「成為全球優質的漆包線、電子事業集團」的目標而努力。

我們將加速關鍵技術研發、提升產品品質。有效控制成本、拓展國際通路、強化客戶服務等五大經營策略，持續創新、創造價值、追求獲利、創造集團總效。今後經營主軸將以「打造特殊線的榮星」與「以部為中心的經營管理」相輔相成，繼長期合作之日本事業夥伴東特轉為協業夥伴古河電工，並期能創新求變，銳意改造，進而達成公司之中期目標。

集團會連續四年虧損，幸賴全體同仁努力，堅定目標，勇往直前，終於重返巔峰，繼續開創榮星新氣象、新視野、新格局，挑戰優良企業之標竿。

歐債危機等全球景氣衰退情勢，

榮星電線工業股份有限公司

我們用心 We make it reliable

2019~Present

Advance

- ❖ 2019 Jung Shing Wire Vietnam(JSV) Land purchased and contract signed.
- ❖ 2019 Established 3rd "Flat Wire Factory".

進化期
2019 ~ present

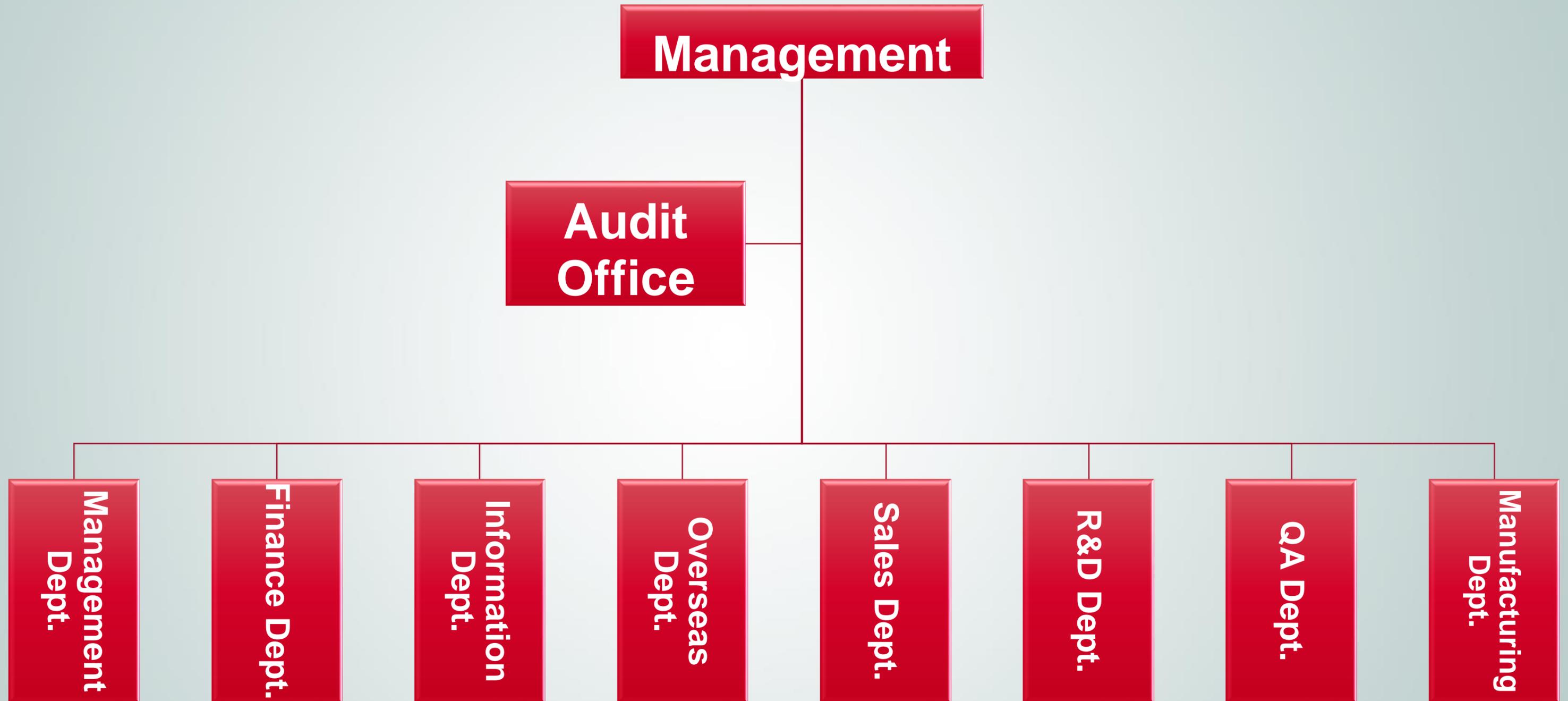
歷經金融海嘯、歐債危機的淬鍊，榮星超越自我體現精益求精之道，我們不僅堅守集團八大核心價值、持續活化人資效益、強化競爭優勢、整合集團資源、提升公司價值四大行動方針、2019年還將走入榮星集團第五個時期——進化期，以「團隊分工、技術進化」為經營主軸，延續「技術的榮星、特殊線的榮星」的品牌策略。

未來七大經營策略為超越改造期的經營績效、建立大陸以外的新據點、開創漆包線以外的新事業、持續新產品新市場的拓展、打造活力兼效率的新職場、導入智能製造，確保穩定品質、企業資訊升級，提升管理效益，期許日後我們將載、機械人、綠能、5G、AI等明星產業取得無可替代的地位。

JSW
榮星電線工業股份有限公司

我們用心 We make it reliable

Organization Chart



2、 Product Introduction



General Wire



Heat Resistant Wire



Self-Bonding Wire



Special Magnet Wire

General Wire



Product

UEW(Y)	Coils, Transformers
SFBW(Y)	
PEW(Y)	General Motors
Thermal class : 130 ~ 155 °C	

Heat-Resistant Wire



Product

SFHW	Heat resistant coils Transformers
UEWCS	
SFEIW	
EIW	Heat resistant motors Power Choke
EIAIW	
AIW	
PIW	
Thermal class : 180 ~ 240 °C	

Self-Bonding Wire



Product

LOCK	Solvent Self-Bonding Coils, Voice Coils
LOCKML	Eco-Self-Bonding Coils
LOCK N2	Low Temp Hot Air, & Elec. Current Bonding Coils, Wireless Charger Coils, RFID
LOCK Y3	IH Coil, Coreless Coils, Hot Air, Elec. Current Bonding Coils, & Power Choke, VCM Coils
LOCK N5	
LOCK N9	
PSW	Thermal Setting Coils Voice Coils
SVW	
PS2	

Special Magnet Wire

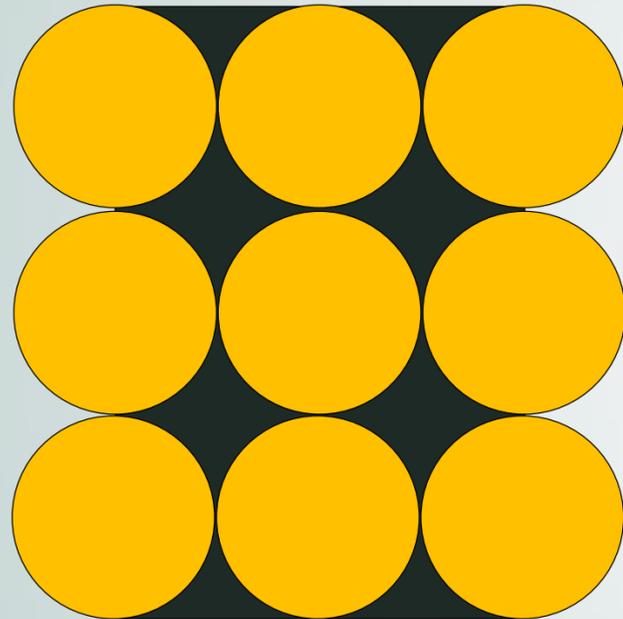


Product

CAR Copper-Clad Aluminum Ribbon Wire	High-end Voice Coils
ALR Aluminum Ribbon Wire	
R Ribbon Wire	Power Choke
BL -TL Bi-parallel Wire/Triple-parallel Wire	Noise Filters
CAW Copper-Clad Aluminum Wire	Frequency Converted Fan
HTW High-tension Magnet Wire	Earphone Voice Coils & Watch Coils
CSW Silver Plating Wire	High Q-Value Coils
CPW Copper-Clad Steel Wire	Temp. Sensor
ALW Aluminum Wire	Light Motor
NAR New A-type Ribbon Wire	SMD 、 Linear motor
LITZ Stranded wire	High Freq. Coils, IH Coils
USTC Fiber Covered Litz Wire	High Q-Value Coils, Wireless Charger Coils
BSTC Self-bonding Fiber Covered Litz Wire	

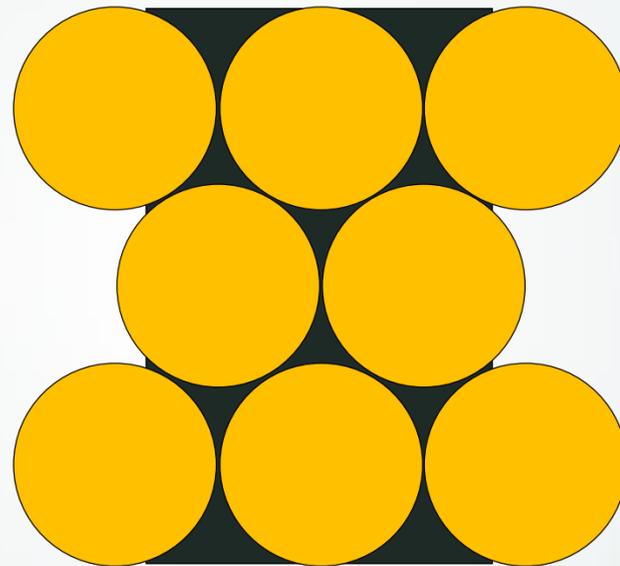
Comparison of Void Ratio (Round vs. Ribbon)

Round Wire



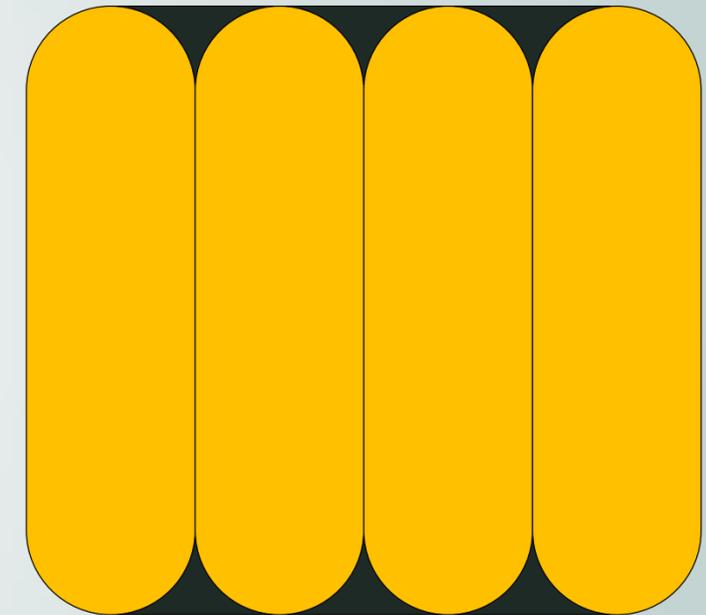
**Space Occupancy
Approximately 78%**

Round Wire



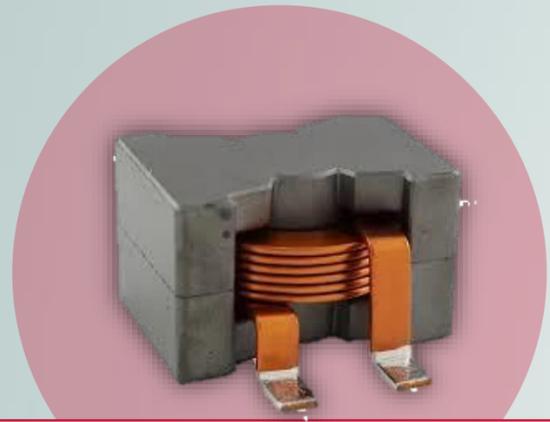
**Space Occupancy
Approximately 91%**

Ribbon Wire



**Space Occupancy
Approximately 96%**

3、 Major Product Applications



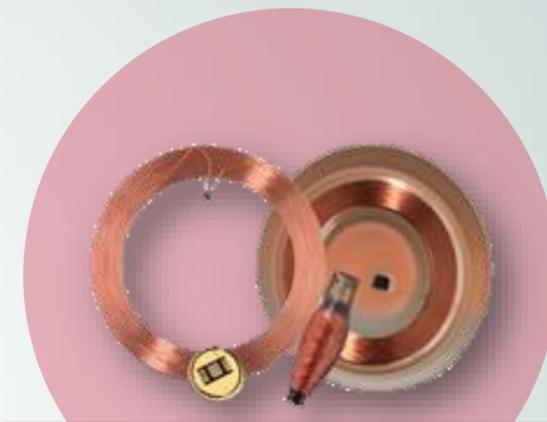
Inductor



Air Coil



Wireless Charger



Sensor



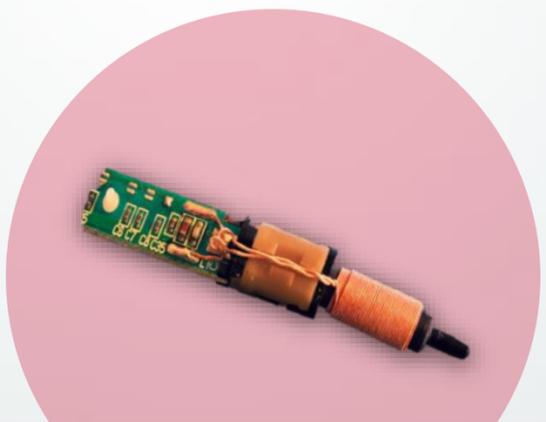
**Electric Bicycle Generator
(Wheel Motors)**



Speaker Coil



Transformer



Stylus



**High Efficiency
Motor**



**Small Wind
Generator**

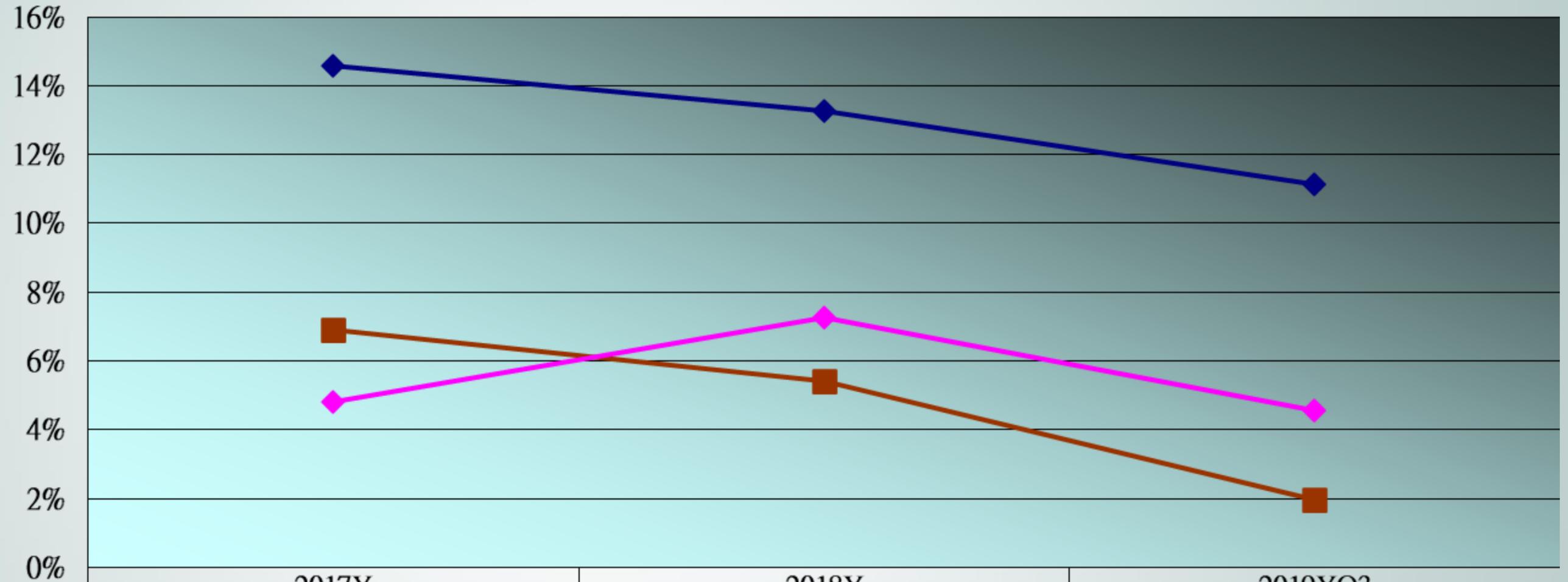
4. Financial & Operating Results: Consolidated Income Statement

In NT\$ thousands	2019Y		2018Y		2017Y	
	Q3	%		%		%
Net Revenue	2,124,025	100.00	3,614,436	100.00	3,349,685	100.00
Cost of Revenue	1,887,773	88.88	3,135,285	86.74	2,860,893	85.41
Gross Profit	236,252	11.12	479,151	13.26	488,792	14.59
Operating Expenses	194,244	9.15	283,460	7.84	257,285	7.68
Income from Operations	42,008	1.98	195,691	5.41	231,507	6.91
Non-operating Income and Expenses	55,029	2.59	67,036	1.85	(70,462)	(2.10)
Net Income before Tax	97,037	4.57	262,727	7.27	161,045	4.81
Net Income after Tax	75,570	3.56	216,681	5.99	115,867	3.46
EPS (NT\$)	0.52		1.50		0.81	

Consolidated Balance Sheet

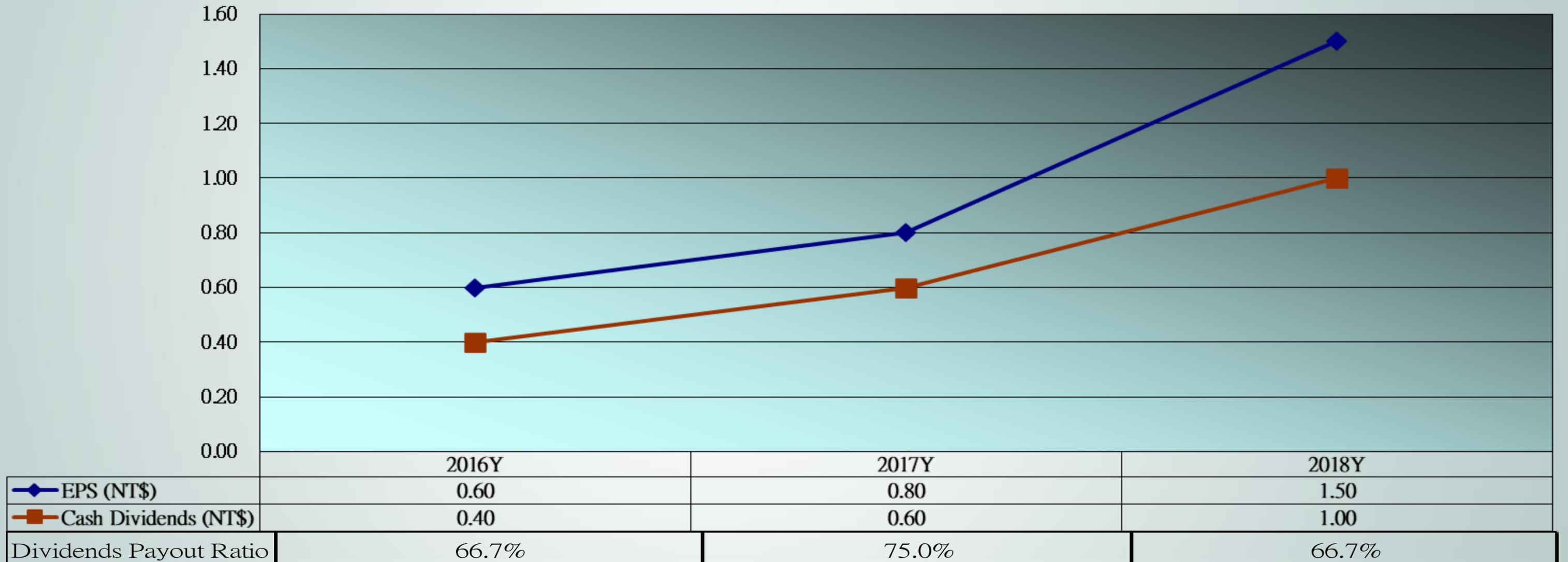
In NT\$ thousands	2019/9/30		2018/12/31		2017/12/31	
	Amount	%	Amount	%	Amount	%
Current Assets	1,807,680	65%	2,168,020	69%	2,492,994	72%
Noncurrent Assets	962,311	35%	955,195	31%	958,083	28%
Current Liabilities	986,488	36%	1,226,336	39%	1,552,908	45%
Noncurrent Liabilities	112,908	4%	121,139	4%	239,850	7%
Total Equity	1,670,595	60%	1,775,740	57%	1,658,319	48%

Financial Highlights

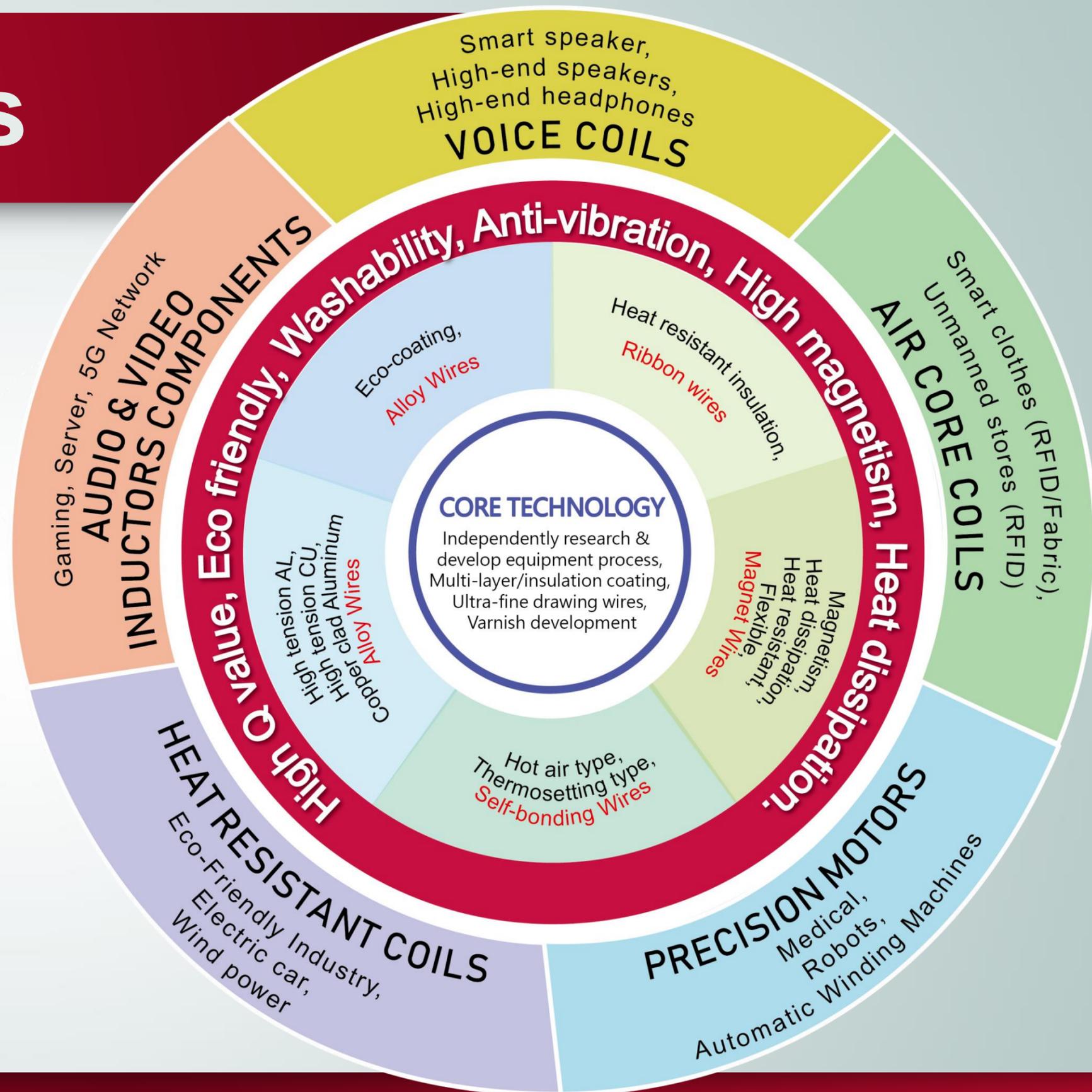


	2017Y	2018Y	2019YQ3
◆ Gross Margin	14.59%	13.26%	11.12%
■ Operating Margin	6.91%	5.41%	1.98%
◆ Net Margin Before Tax	4.81%	7.27%	4.57%

Dividends Policy



5、 Future Directions



6、 Global Marketing



7、 Policy and Management Goal

System & Product Certifications

Quality Policy :

Creating Reliable & Quality Products!

Quality Goal :

- 1. Principle of “Zero-defect”
Implemented in Production.***
- 2. Satisfy customers with quality,
cost and delivery time.***



UL CERTIFIED



***JSW acquired more
than 60 UL Cert, and
more than 10 patents***

Environmental protection

Environmental Policy :

**Treasuring Resources,
Concerning Nature**

Environmental Goal :

- 1. Recycle and re-use resources to reduce pollution.**
- 2. Create safe and disaster-free workplace.**
- 3. Enhance quality of workplace.**
- 4. Comply to environmental regulations and prevent pollution.**
- 5. Treasure and utilize resources properly.**



Publicly Shared patent of two-way catalytic converter



Investing in Air washing equipment for environmental protection.



ISO 140001



SGS 2014 "15 Years Merit Award" Winning

Energy saving & waste Reduction



Insulation Installation



Energy Saving LED



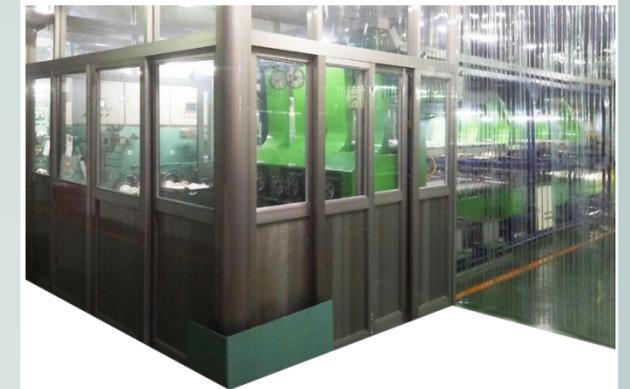
Solar Panels



Installation of Energy Saving Inverter Modules



Enclose Work Place to Prevent heat loss



UF Oil-Water Separation



Recycle & Reuse of Coolant



Recycle Solvent



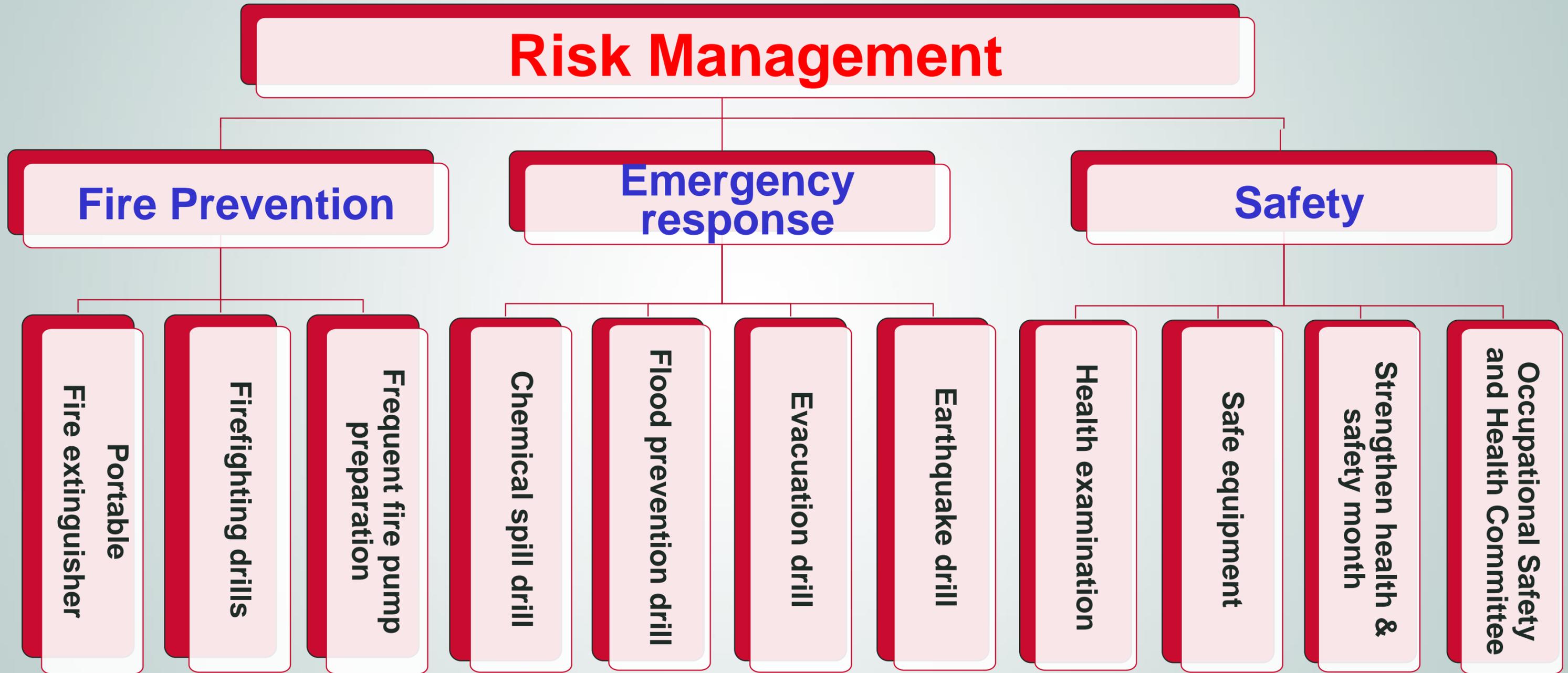
Water Wash Systems



Two-way Catalytic Converter



Risk Management



Corporate Social Responsibility(CSR)

Environmental Protection



- **Projects :**
 - Waste Reduction ,
 - Recycle
- **Green Energy :**
 - Solar Panels
- **Anti-Poll :**
 - Water Wash System
 - Catalytic Converter
- **Work Place Safety and Health :**
 - August is the Company' s Health and Safety Month.

Social activity



- **Community :**
 - Donate and Sponsor to local NGO' s.
- **Emergency Response :**
 - Donate to local charities.
- **Public Welfare :**
 - Blood donation, Environment Cleaning, Charity Sale.

Friendly workplace



- **Employee Growth :**
 - Educational Training
- **Scholarships CO-OP :**
 - Internship Opportunity
 - Scholarships
- **Employee Union :**
 - Won "Labor-Capitol Relationship" Reward.

**Thank you for your
listening !**