



乙盛精密工業股份有限公司

ESON Precision Ind. Co., Ltd.

2021年法人說明會

2021 Investor Conference.

# Disclaimer

---

- This briefing and related information released contain predictive information obtained from internal and external sources of the company.
- The actual operating results, financial conditions and business prospects of the company in the future may be different from the estimates expressed or implied by these predictive information. The reasons may come from various risks beyond the control of the company.
- The outlook for the future in this briefing reflects the company's views on the future. The company is not responsible for reminding or updating these views at any time in case of any change or adjustment in the future.

# CONTENTS



**01**

**Company  
Profile**

THE PART ONE

**02**

**Operating  
Performance**

THE PART TWO

**03**

**Capital  
Expenditures**

THE PART THREE

**04**

**Future  
Prospects**

THE PART FOUR

01

Company  
Profile

# About ESON

1987

Founded mold plant.  
Awarded mold business from Japanese Brand.

2001

Kunshan ESON was established in August and obtained high-tech enterprise certification in 2011.



2002

ISO9001 certification

Green partner certification

2006

Invest in injection molding business and awarded orders of Japanese gaming projects.

2008

Awarded TV mechanism parts

ISO14001 certification

2009

Awarded Server mechanism projects.

OHSAS18001 certification in 2010.

Successful development of automobile tooling.

2012

Established Mexico Tijuana Plant in Sep.



2013

In Nov. Listed in TW stock market

2015

Awarded New Business for USA automotive customer.

2016

Set Up 2nd factory in Malaysia (Kuala Lumpur) in May.



2020

Set up Vietnam plant in May.

2019, Mexico plant expansion.

2021

The plant in Mexico, Malaysia(II) and Vietnam are in expansion plan

# Global Strategy Layout



# Automotive Products

## Interior Parts



Trunk Side Interior Assy



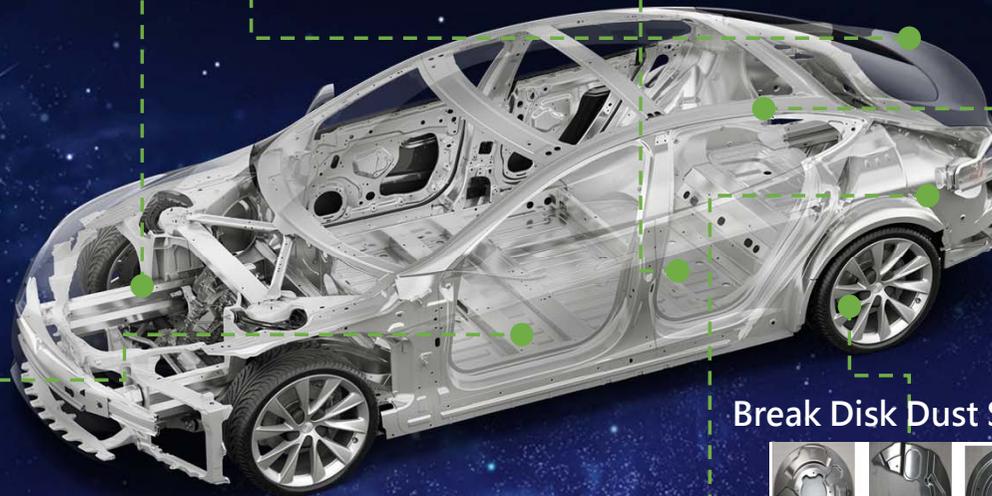
Seat Module



Subwoofer ME Parts



Stiffener Bracket of Engine Room



## Body Parts



Mechanical Parts of Battery Module.

Body Frame

Break Disk Dust Shield

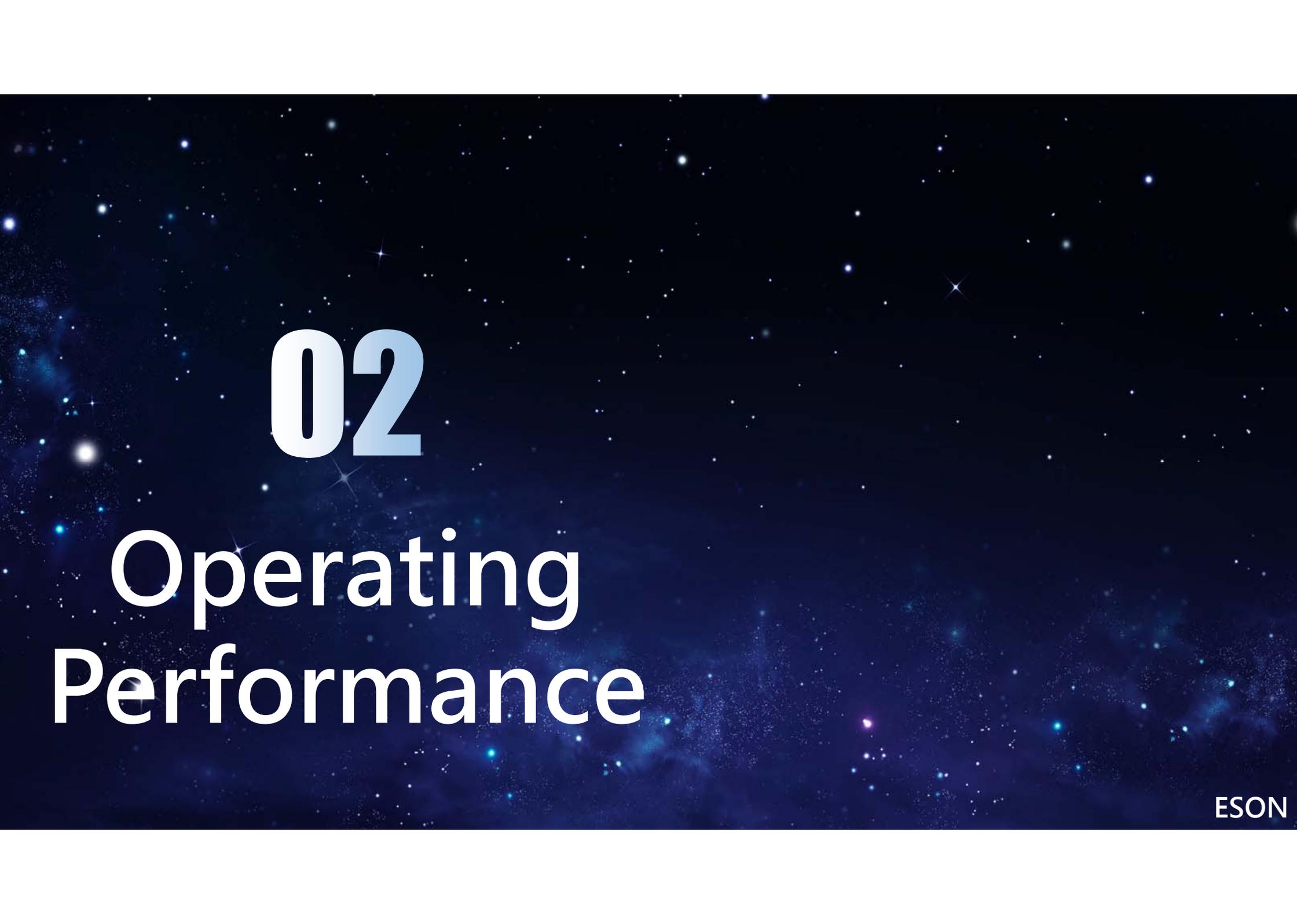


# Cloud Products



# Consumer Products



A background image of a starry night sky with numerous stars of varying sizes and colors, including white, blue, and purple, set against a dark blue and black background.

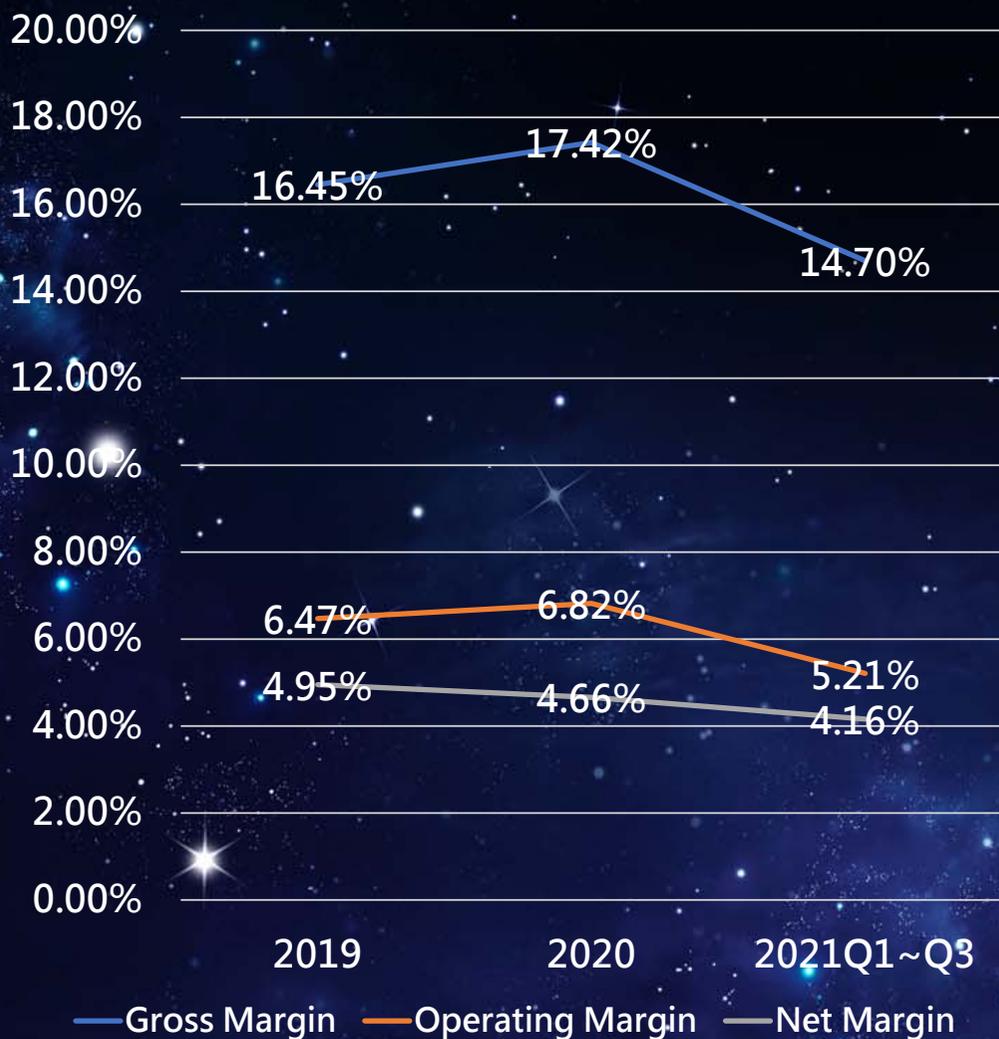
02

# Operating Performance

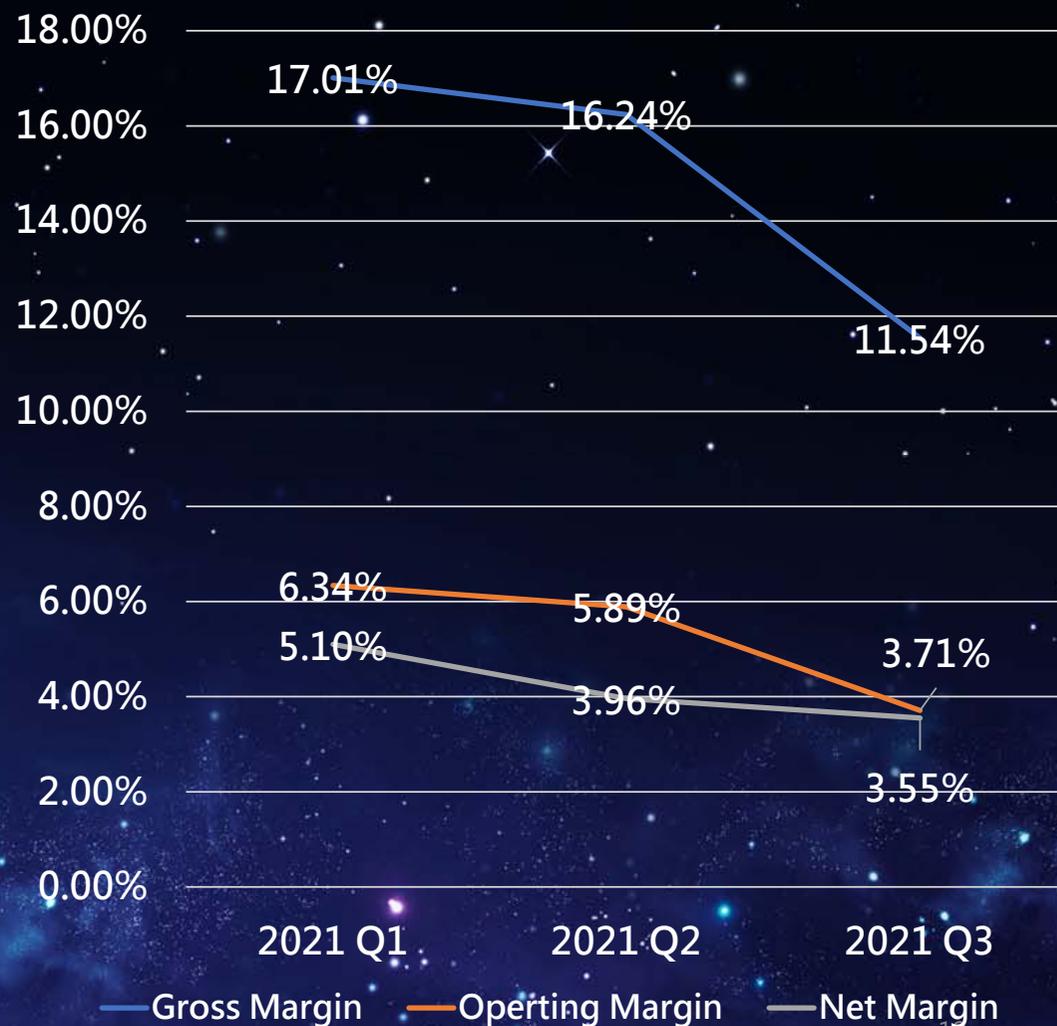
# income statement

(Unit : KNTD)	2021 Jan. ~ Sep.	2020 Jan. ~ Sep.	YoY	2021 Q3	2020 Q3	QoQ
Revenue	8,740,848	6,786,668	28.79%	3,298,626	2,921,523	12.91%
Gross Profit	1,285,053	1,193,820	7.64%	380,689	548,489	(30.59%)
Operating Profit	455,054	455,701	(0.14%)	122,301	257,145	(52.44%)
Profit Before Tax	447,550	458,095	(2.30%)	131,265	187,222	(29.89%)
Tax Expense	84,314	117,051	(27.97%)	14,041	35,180	(60.09%)
Net profit attributable to owners of the company	363,236	341,078	6.50%	117,224	152,079	(22.92%)
EPS	2.16	2.02	6.93%	0.70	0.90	(22.22%)
Gross Margin	14.70%	17.59%	(16.43%)	11.54%	18.77%	(38.52%)
Operating Margin	5.21%	6.71%	(22.35%)	3.71%	8.70%	(57.84%)
Net Margin	4.16%	5.03%	(17.30%)	3.55%	5.20%	(31.73%)

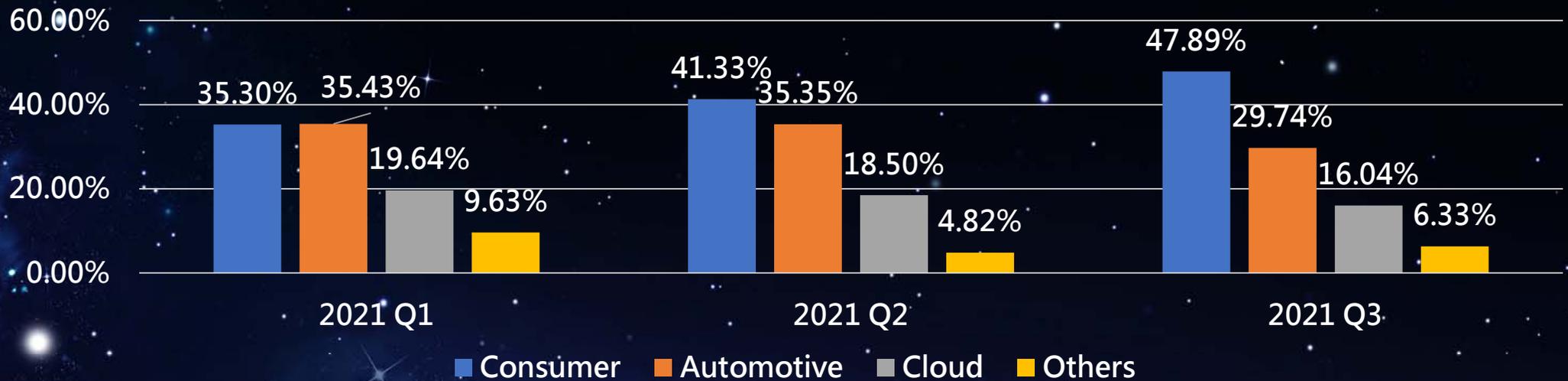
## Trend in recent 3 Years



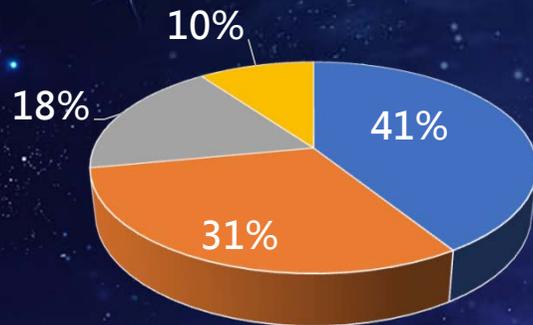
## Trend in Q1~Q3 2021



## Quarterly Product Ratio in 2021

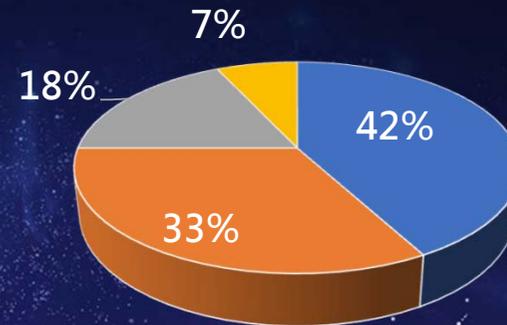


## Product Ratio in 2020



Consumer Automotive Cloud Others

## Product Ratio in 2021Q1~Q3



Consumer Automotive Cloud Others

03

Capital  
Expenditures



## Mexico (Tijuana)

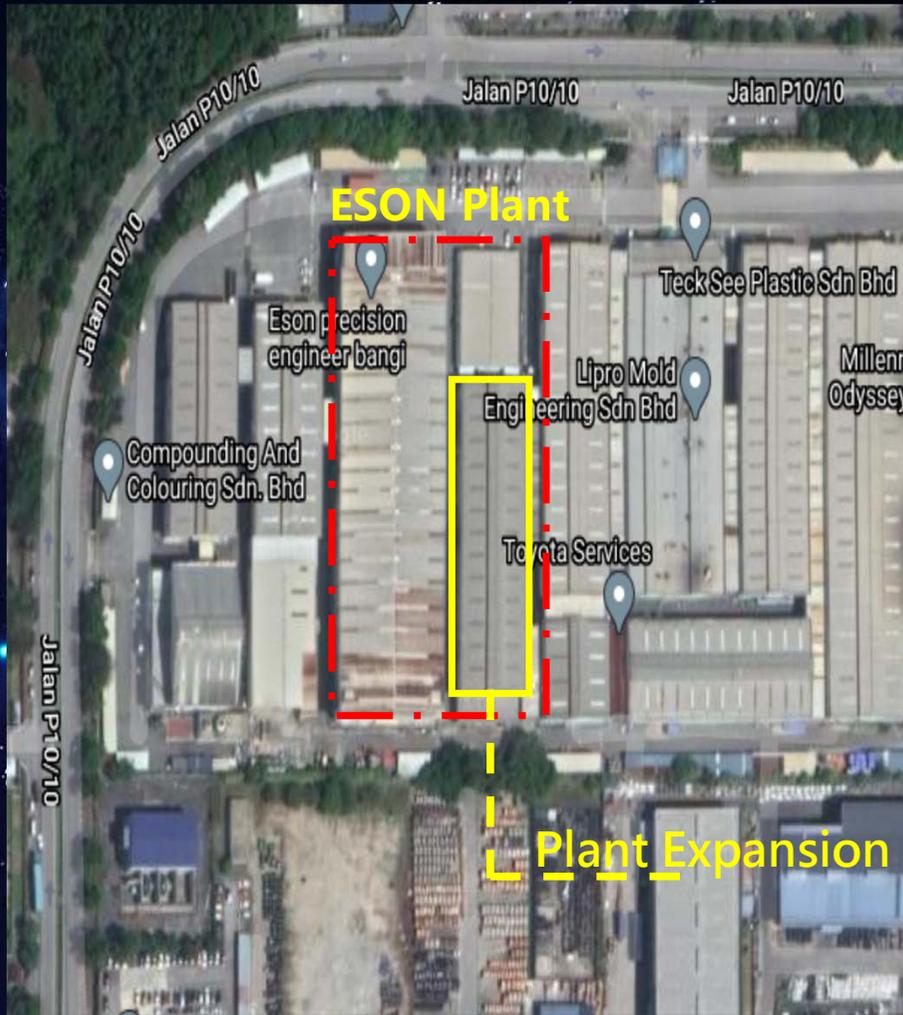
**2020 :**  
The expansion has been completed and started.

Main Products :  
Cloud Products.

**2021 :**  
Capital Expenditure :  
10.2 M USD

Expansion Area : 34,000m<sup>2</sup>

Estimated to production in  
2023 Q1.



## Malaysia Plant II

Capital Expenditure :  
6M USD

Expansion Area :  
8,454m<sup>2</sup>

Estimated production date :  
01/06/2022

Main Products :  
Cloud Products  
Consumer Products



## Vietnam Plant

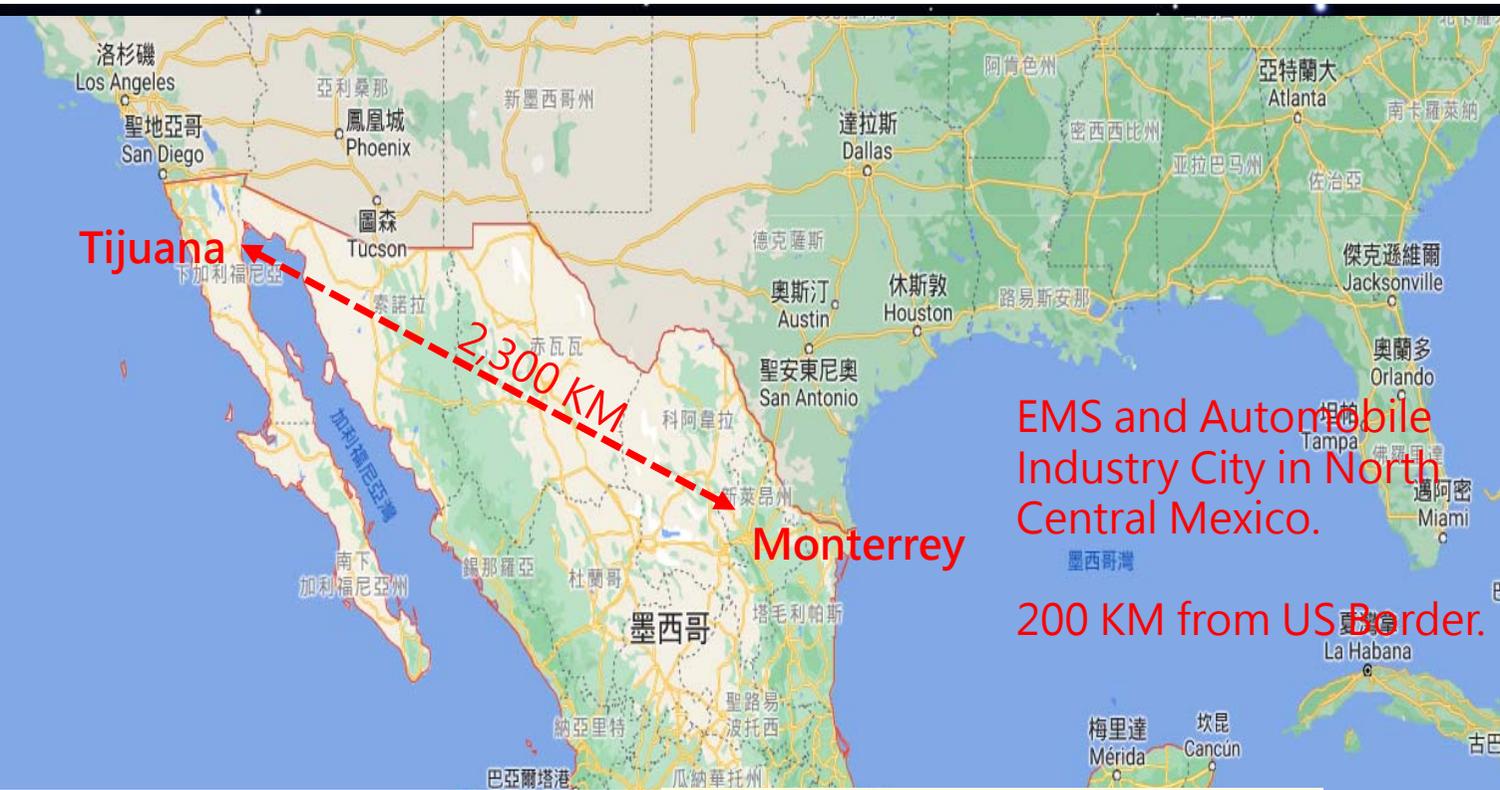
2021

Plant completed and started to production in 2021 Q3.

Land Area : 100,000m<sup>2</sup>

Building Area (1<sup>st</sup> Stage) : 38,437m<sup>2</sup>

Main Products :  
Consumer Products  
Cloud Products



# Mexico (Monterrey) - Planning

Location : North Central Mexico.

2022 Capital Expenditure : 15M USD.

Estimated production Date : 2022Q4~2023Q1

Main Products : Automotive Products Consumer Products.





04

Future  
Prospects

# 2022 Prospects



Revenues

Automotive

Cloud

Consumer



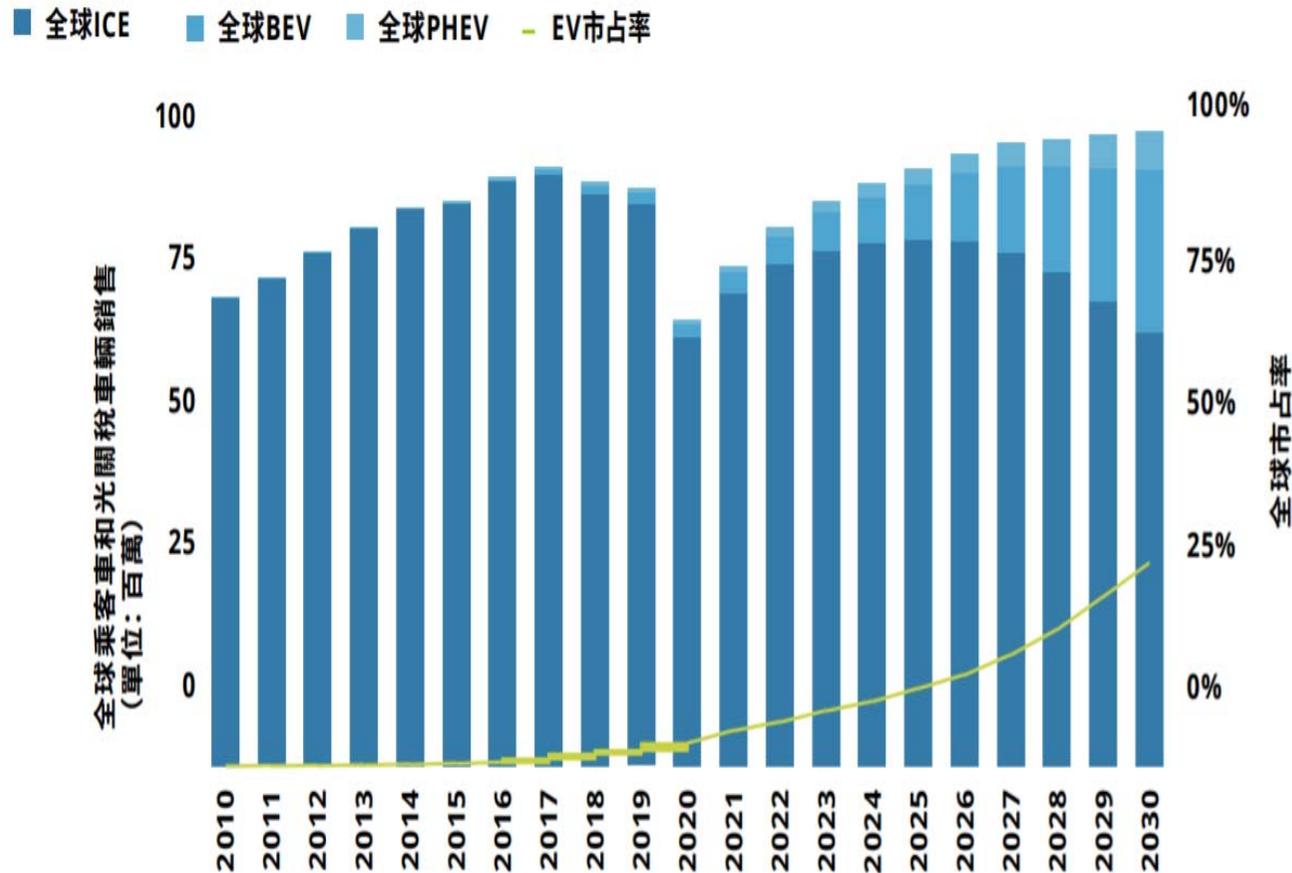
- Related industries /businesses are optimistic.
- Benefits of expansion are gradually emerged.
- Engage in growing industries.

- Good growth in business prospects.
- Module Assembly.
- Benefits of expansion are gradually emerged.

- Global layout advantages to reduce trade barriers.
- Developing new customers.

- Continuously adjust product group.
- Adjusting inventory before developing next generation products.

# Automotive – EV Growth



資料來源: Deloitte analysis, HIS Markit. EV-Volumes.com<sup>18</sup>

Deloitte believed that electric vehicles are expected to have a compound annual growth rate (CAGR) of 29% in the next 10 years.

2.5 million in 2020.  
11.2 million in 2025.

Electric vehicle sales will reach 31.1 million in 2030 which is 32% of new car sales.

# Automotive product strategy

## Manufacturing process extension

- Foam molding
  - Seat Module / Arm rest
- Thermoforming
  - Inner parts

## Single parts gradually enhance to assembly module

- Door inner side module
- Lift gate inner side module
- Battery Module ME parts for EV



# Cloud – Scale and Growth

預估2021年全球伺服器出貨量年增4.5%  
2022年將再成長6.4%

單位：千台

全球伺服器出貨量預測



註：本報告出貨量計算基礎為主機板數。

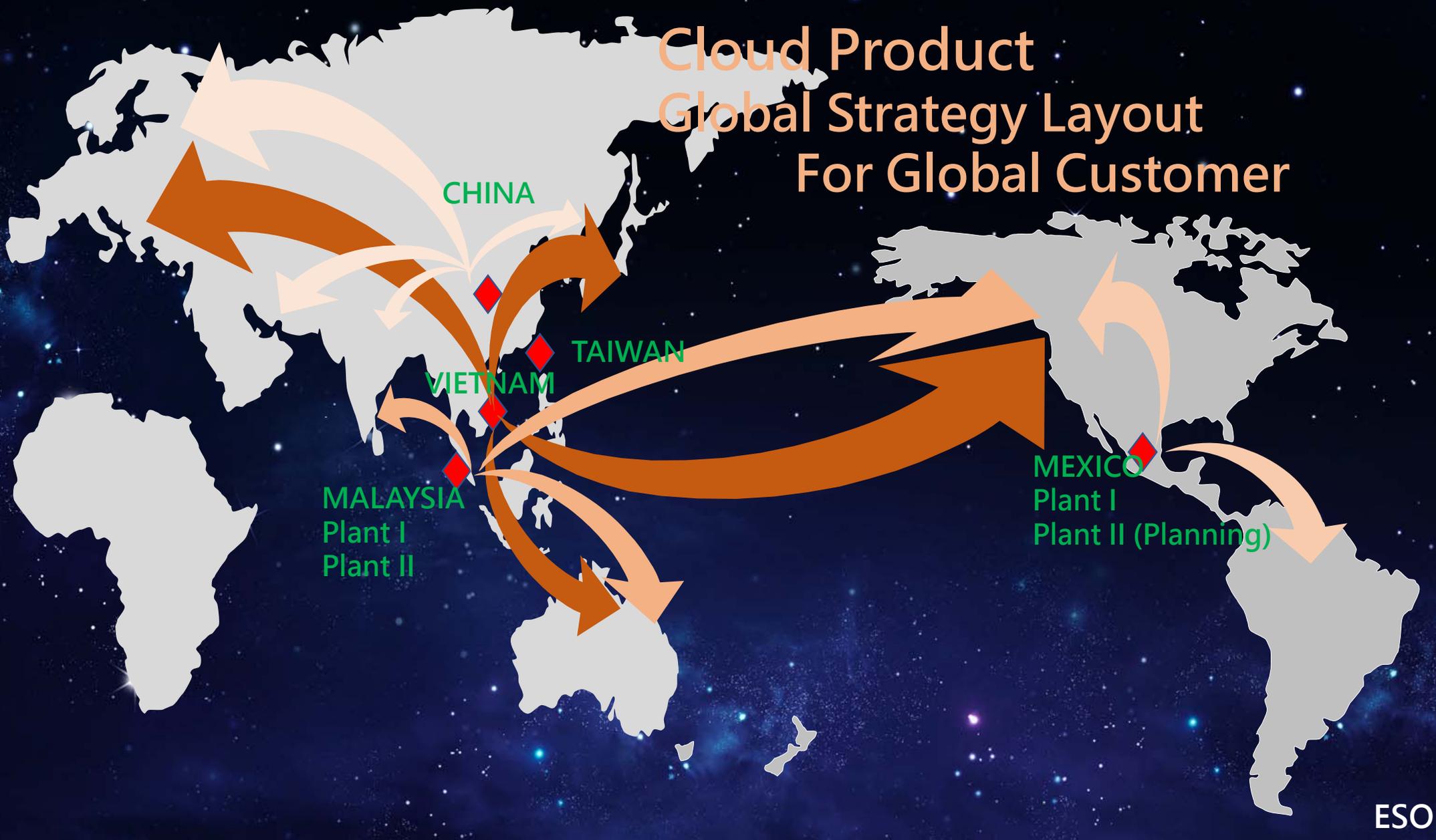
資料來源：DIGITIMES Research · 2021/10

DIGITIMES

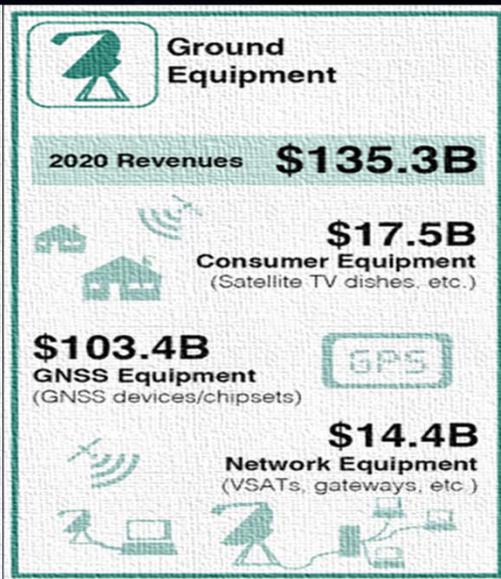
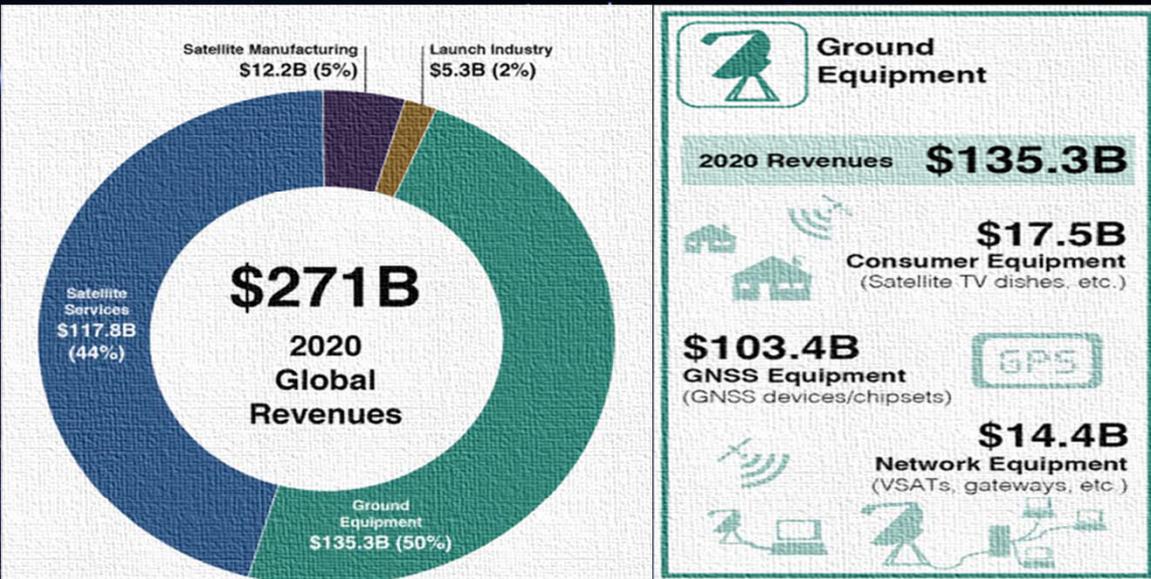
Global server shipments in 2022 are estimated to grow at an annual rate of 6.4%.

- ◆ The epidemic accelerated the demand for cloud computing (video streaming platform, community platform) and remote work (video conference software)
- ◆ Emerging application scenarios make server product more diversified, and the micro data center and intelligent computing center are popularized
- ◆ 5G application, edge computing and AI server

# Cloud Product Global Strategy Layout For Global Customer



# Target on Growing Industry - Low Earth Orbit (LEO)



According to the research report, the global output value of the space industry will reach USD \$1.04 trillion in 2040.

With the improvement of development technology / rocket recycle capability, the relevant construction cost is only 6% of the past, and the procedure of popularizing relevant equipment will be accelerated.

Among them, the output value of ground equipment reaches 50%. It includes GNSS (satellite navigation system), gateways, satellite receivers....etc.

Market	Examples	Existing Market (\$B)	Growth Trend	Barrier to Entry	Significant Activity in Taiwan	Taiwan Growth Opportunity?
Satellite Manufacturing	Boeing, Airbus, Thales Alenia Space	\$12.2	+	High	Yes	?
Launch Industry	SpaceX, Ariane, PSLV	\$5.3	+	High	Yes	
Ground Equipment		\$135.3	++			
Consumer Equipment	Cisco, Huawei, EchoStar	\$17.5	=	Medium	Yes	Yes
GNSS Equipment	Garmin, Trimble, Fugro	\$103.4B	++	Medium	Yes	Yes
Network Equipment	Hughes, Gilat	\$14.4B	+	Medium	Yes	Yes

資料來源: Global Space Industry Dynamics, 2017, Bryce  
2021.08.27. 富邦證券 星鏈計劃來了 張桂祥



THANK YOU