

Stock Code: 6126



Specialized Connector & Cable Assembly
Manufacturer



2021 Q3 Investors Conference

15th of November, 2021

12th of November, 2021

www.singatron.com.tw



Rev.:2020/01



About Singatron

Group Milestones



1976

2001

2011

2015

2016

2017

2018

2019

2020

1976

- Founded in Taiwan

2001-2002

- Established China plants in Zhongshan, Guangdong Province and Suzhou, Jiangsu Province
- Listed on Taiwan Stock Exchange

2011-2015

- Established WPC* BU in Suzhou, China
- Set-up San Jose, USA office
- Suzhou plant was listed on NEEQ**

2016-2017

- Introduced USB Type-C connector to the market

2018-2020

- Established Automotive BU in Suzhou, China
- In December, 2020, Suzhou plant was delisted from NEEQ** in Mainland China

Legend:
* WPC: Waterproof Connectors
** NEEQ : National Equities Exchange and Quotations

Group Organization Structure

Singatron Enterprise Co., Ltd.

Singatron Electronic
(China) Co., Ltd.

Singatron Technology
(Hong Kong) Co., Ltd.

Suzhou Singatron
Connector Co., Ltd.

Singatron San Jose
Connection Co., Ltd.

Suzhou Singatron
Auto Co., Ltd.

Singatron Electronic
(Zhongshan) Co., Ltd.

Singatron Technology
(Hong Kong) Co., Ltd.
Taiwan Office

Yancheng
Branch

Zhongshan Singatron
Connector Co., Ltd.

Group Outline

Plant				
	Hsinchu, Taiwan (Headquarters)	Suzhou, China Plant	Zhongshan, China Plant	Yancheng, China Plant
Established	Aug, 1976	Feb. 2002	Feb. 2002	Sep. 2008
Land Area (m ²)	6,018m ²	31,248m ²	6,270m ²	8,800m ²
Total Manpower	90	1,462	350	181
Capital	US\$ 1.268 Billion			
Functions				
Local Engineering				
Technical Center				
R&D				
QA				
Marketing & Sales				
Production				
Pilot Run				
Molding				
Tooling				
Stamping				





Vision: Become a preferred inter-connectivity solutions provider.

Mission: Build a healthy and efficient environment to exceed expectations of customers.

**Business
Philosophy**

Innovation

Efficiency

Service

Industry Trends

NB/ DT/ Server/ Monitor/ Networking				
Portable & Wearable Devices/ Smart Home/ Appliances				
Automotive/ Outdoor Devices/ Industrial/ Medical				
1976 - 1990 Stereo/PC/Game	1991 - 2000 PC/ Monitor/ DSC/Cell phone/Card	2001 - 2010 NB/Mobile/Tablet/ LCD&LED TV/ STB/PV/LEV	2011 - 2015 Outdoor Display & Lighting/Marine/ Security/Communication /Portable Device	2016 - Future Wearable Device/ Industrial/VR/AR/Drone/ Automotive/Smart Home/ Smart Speaker

Product Roadmap





W

WATERPROOF

Waterproof Application



Energy
& Charging



Consumer
& Smart Appliance



Automotive
& Transportation



Notebook
& Computers

Waterproof connectors



DC Power Jack& Plug/USB2.0

USB Type-C

QC3.0 USB Charger

Quick-Lock/ Push-Pull

M12 X-Code

Cable Assembly

SGconn
Waterproof Connectors

 **SINGATRON GROUP**
Since 1976

Confidential

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Solar, Smart Pole

Panel, Inverter, Micro Base Station, Wireless AP, Monitoring, Display, Broadcasting, Smart Street Light, Surveillance



M5 / M8 / M12 / USB3.0 / I- & T-Type Cable Joint / Cable Gland / RJ45 / DC Power Jack / Push Pull


SGconn
 Waterproof Connectors

Portable/Wearable Devices, Digital Appliance, Smart Home
Smart Watch, Bluetooth, TWS, Portable Audio Player, Drone, DSC, Smart Phone



DC Power Jack / USB-C / USB3.0, 2.0 / Phone Jack / Batt. Conn. / HDMI-D / Spring Conn. / Micro USB / Pogo Pin / High Current BTB / Wire Accy / RJ45 W Transformer / RJ45+USB / Wafer



SGconn
Waterproof Connectors

A

AUTOMOTIVE & Transportation

Car Electronics, Light Electric Vehicle (E-Scooter, E-Bike), All Terrain/Off-Road Vehicle

Instrument Cluster, Infotainment, ADAS (Parking Assist, Camera, others), Media Hub, GPS, Display, Charging System, USB Charger, Data Port



Fakra / USB-C / USB3.0, 2.0 / Phone Jack / HDMI / Battery / Charger / Signal / 12V, 24V, 48V USB
Charger & Data Port / Customized Cable Assembly



SGconn
Waterproof Connectors

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Computers

Notebook/Chromebook, Tablet, Gaming, Desktop, Workstation



DC Power Jack / USB-C / USB3.0, 2.0 / DC+Wire / Phone Jack / SPDIF / Batt. Conn. / M.2 / HDMI / Display Port / RJ11, RJ45 / Wafer



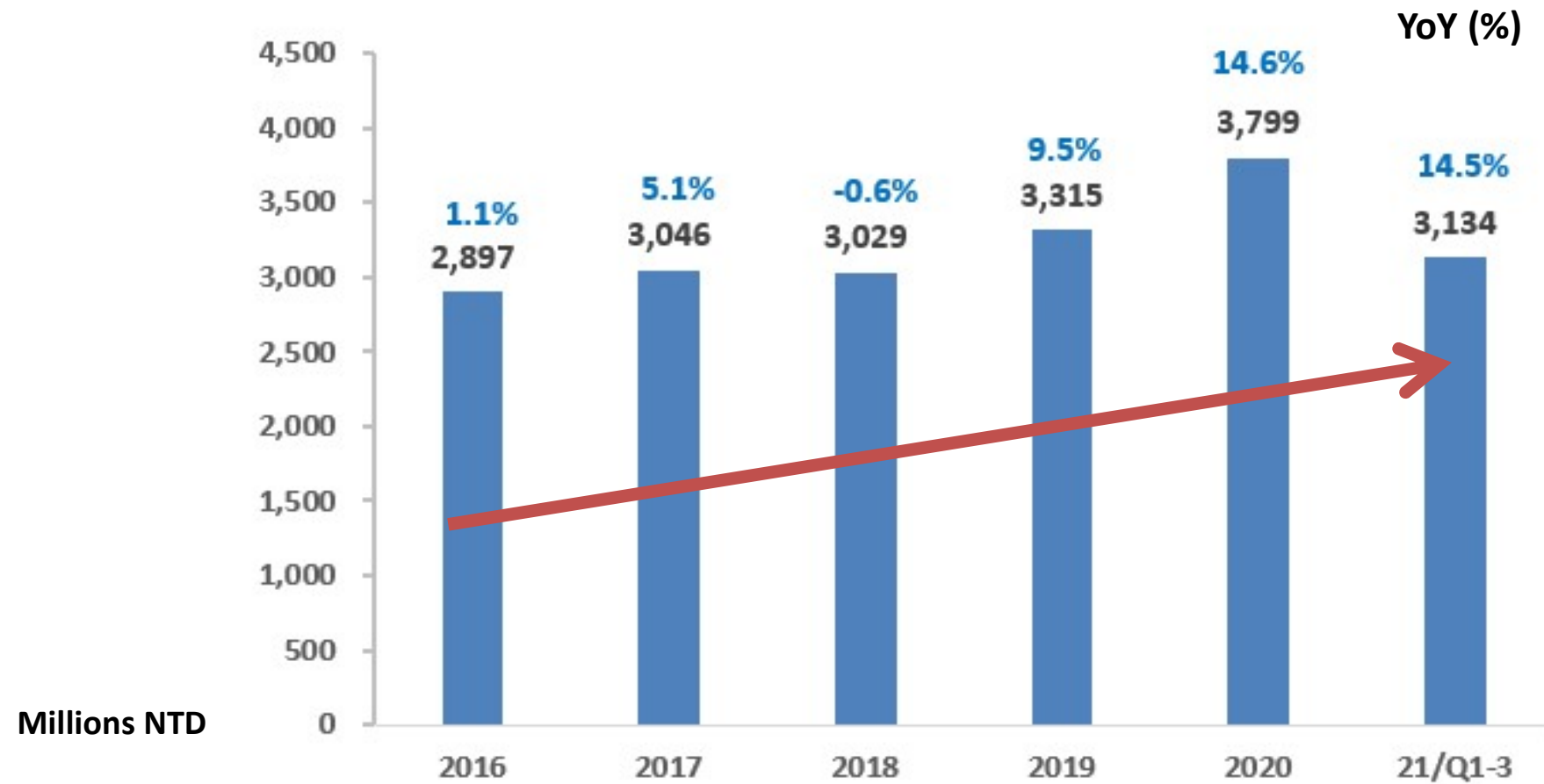
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Waterproof Connectors



Financial Record

Group Fiscal Revenue

2016-2021 Q3

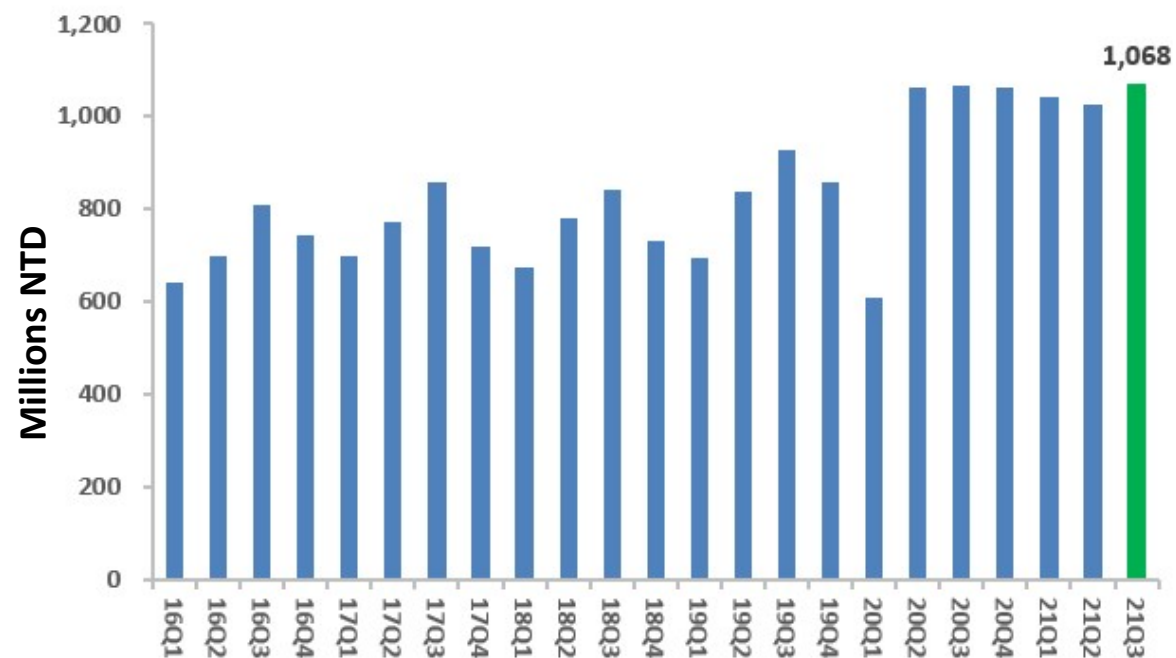


Group Quarterly Revenue

Audited and Consolidated

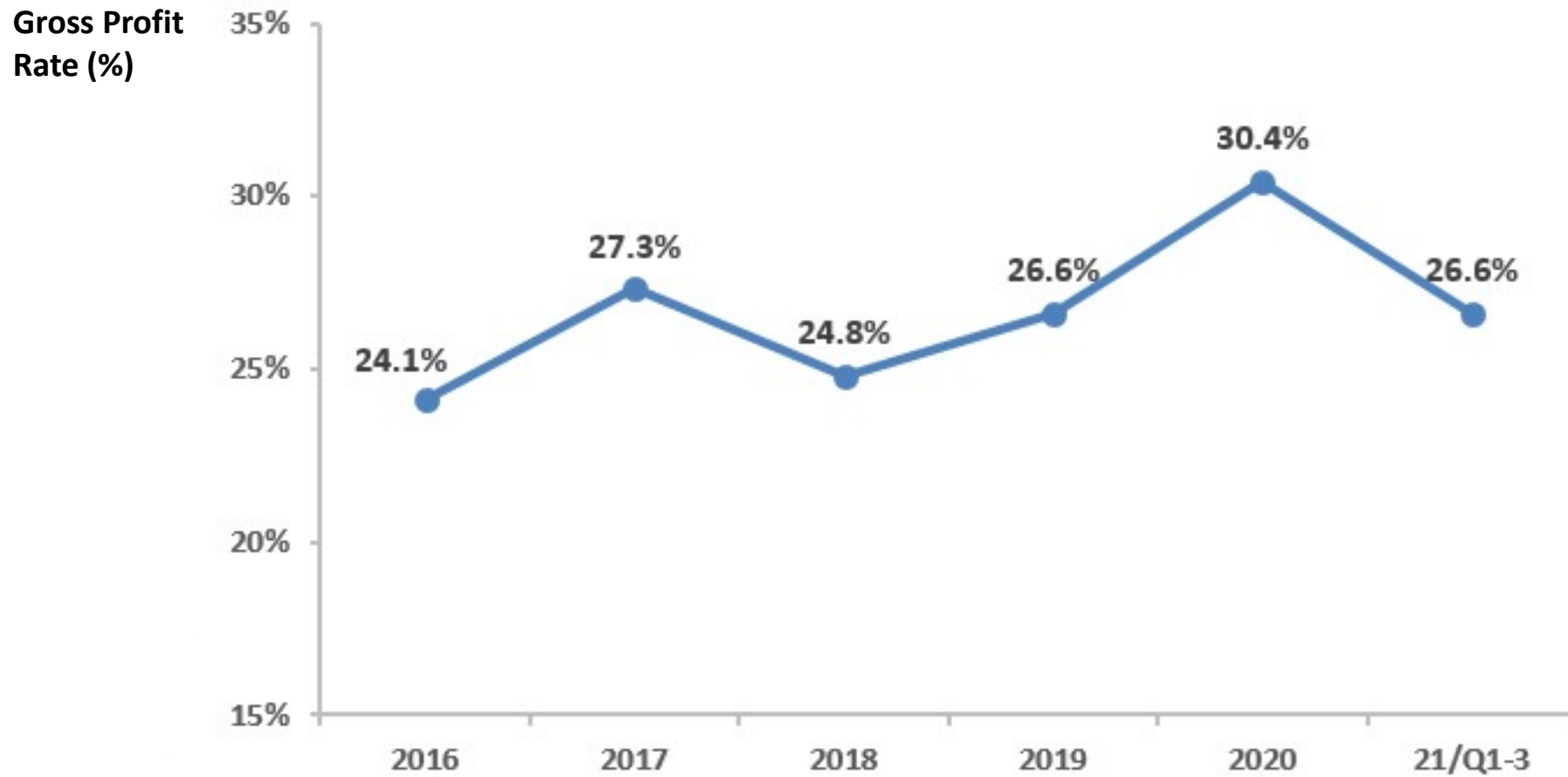
Unit: Millions NTD

	Q1	Q2	Q3	Q4	Total
2016	643	698	810	746	2,897
2017	699	770	858	719	3,046
2018	674	780	843	732	3,029
2019	693	837	926	859	3,315
2020	610	1,061	1,067	1,061	3,799
21/Q1-3	1,043	1,023	1,068	-	3,134



Group Gross Profit

2016-2021 Q3



Group Net Income

2016-2021 Q3



Group Simplified Income Statement for Past 5 Years

Audited

Unit: Millions NTD	21/Q1-Q3	2020	2019	2018	2017	2016
Net Sales	3,134	3,799	3,315	3,029	3,046	2,897
YOY(%)	14.47%	14.59%	9.46%	-0.57%	5.15%	1.13%
Gross Profit	835	1,155	881	752	832	699
Gross Profit(%)	26.63%	30.40%	26.58%	24.82%	27.31%	24.12%
Operating Income	312	474	233	148	275	122
Operating Income(%)	9.97%	12.47%	7.03%	4.89%	9.04%	4.20%
YOY(%)	-5.31%	103.32%	57.38%	-46.25%	126.43%	Loss to Profit
TW Equity Net Profit	181	259	165	53	133	97
TW Equity Net Profit(%)	5.78%	6.80%	4.99%	1.74%	4.36%	3.33%
YOY(%)	-7.42%	56.28%	214.38%	-60.38%	37.62%	Loss to Profit
Basic EPS(NTD)	1.43	2.02	1.22	0.41	1.16	0.87
Equities	1,494	1,589	1,453	1,461	1,341	1,193
ROE(%)	11.75%	17.00%	11.35%	3.76%	10.48%	8.19%



YoY Group Simplified Income Statement Audited

Unit: Millions NTD	2021Q3	2020Q3	2021/Q1-Q3	2020/Q1-Q3
Net Sales	1,068	1,067	3,134	2,738
YOY(%)	0.11%		14.47%	
Gross Profit	279	325	835	822
Gross Profit(%)	26.13%	30.51%	26.63%	30.03%
Operating Income	110	145	312	330
Operating Income(%)	10.33%	13.64%	9.97%	12.05%
YOY(%)	-24.16%		-5.31%	
TW Equity Net Profit	74	72	181	196
TW Equity Net Profit(%)	6.89%	6.80%	5.78%	7.14%
YOY(%)	1.50%		-7.42%	
Basic EPS(NTD)	0.58	0.57	1.43	1.53
Equities	1,494	1,500	1,494	1,500
ROE(%)	4.93%	4.83%	12.12%	13.03%



Revenue and Share Rate by Market Segment (2020/2019/2018)

Unit: Millions NTD

Market Segment	2020	%	2019	%	2018	%
N: Notebook	2,080	55%	1,932	58%	1,694	56%
C: Smart Appliances	695	18%	850	26%	891	30%
C: Consumer Electronics	494	13%	221	7%	188	6%
A: Car Electronics	297	8%	165	5%	115	4%
E: Green Energy	194	5%	113	3%	103	3%
Others	39	1%	34	1%	38	1%
Total	3,799	100%	3,315	100%	3,029	100%

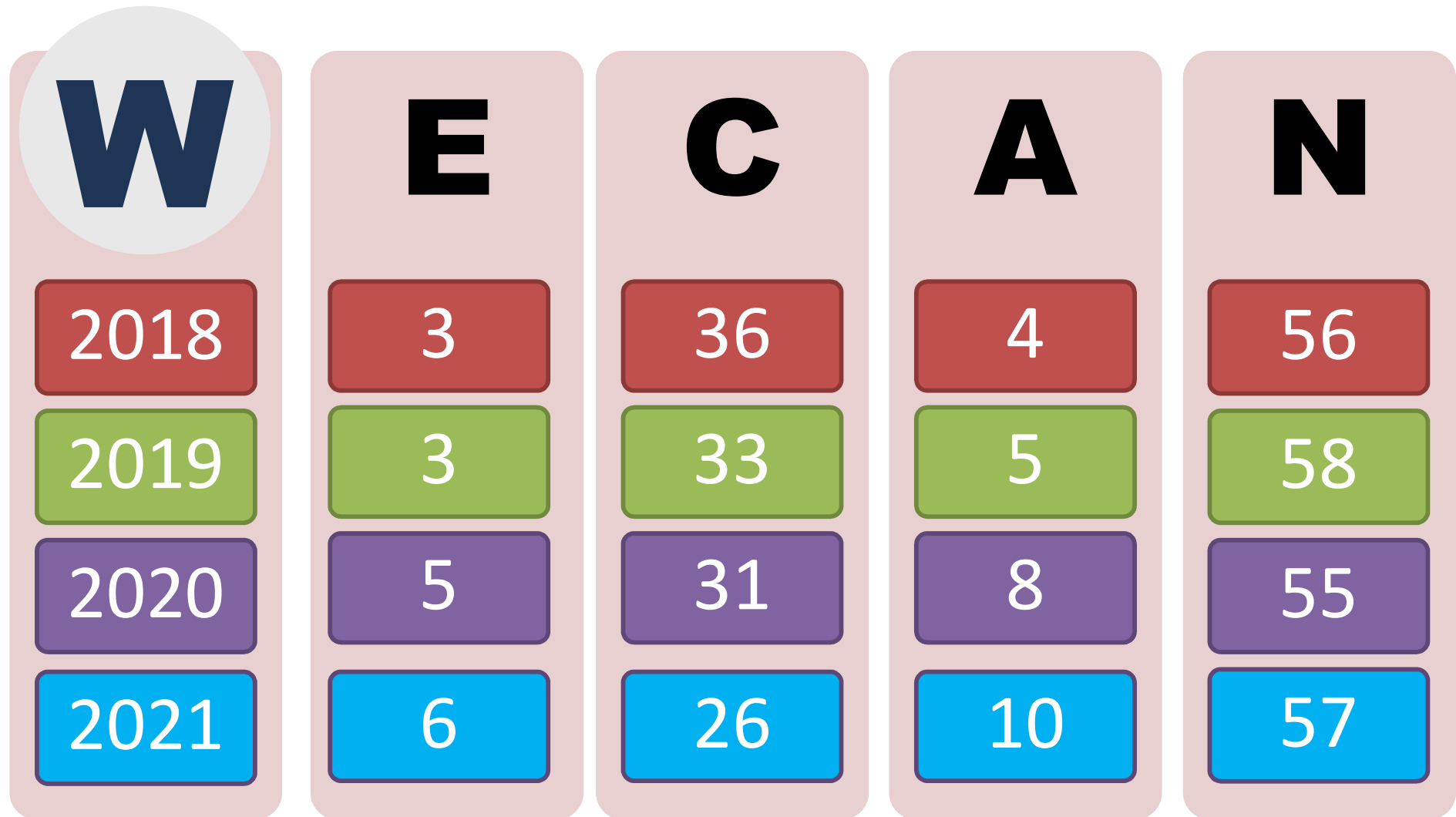
Revenue and Share Rate by Market Segment (2021 vs. 2020 same period)

Unit: Millions NTD

Market Segment	2021 Q1-Q3	Percentage	2020 Q1-Q3	Percentage	Revenue Growth	Growth Rate(%)
N: Notebook	1,796	57%	1,537	56%	259	17%
C: Smart Appliances	413	13%	468	17%	(55)	-12%
C: Consumer Electronics	365	12%	361	13%	4	1%
A: Car Electronics	318	10%	205	8%	113	55%
E: Green Energy	200	6%	141	5%	59	42%
Others	42	1%	26	1%	16	62%
Total	3,134	100%	2,738	100%	396	14%



Market Segment Share Trend



Financial Ratio

ITEM	RATIO	2021Q3	2020	2019	2018	2017	2016
Financial Structure (%)	Debt Ratio	51.42%	51.26%	51.01%	49.01%	52.56%	58.36%
	Long-term Funds to Property, Plant and Equipment Ratio	222.94%	235.25%	214.85%	196.37%	163.89%	163.60%
Solvency (%)	Current Ratio	177.47%	181.29%	173.73%	160.13%	138.29%	138.09%
	Quick Ratio	137.60%	141.23%	141.68%	123.17%	107.82%	112.01%
Operating Ability	A/R Turnover	2.89	2.84	2.87	2.74	2.78	2.69
	A/P Turnover	4.21	3.97	4.61	4.45	4.38	4.32
	Inventory Turnover	4.88	4.92	5.21	4.77	5.17	5.10
	Property, Plant and Equipment Turnover	3.96	3.75	3.38	2.95	2.84	2.61
	Total Assets Turnover	1.04	1.01	0.98	0.93	0.94	0.88
Profitability	ROA	6.10%	6.98%	5.17%	1.96%	4.51%	3.39%
	ROE	15.66%	17.00%	11.35%	3.76%	10.48%	8.19%
	Net Profit Rate	5.78%	6.80%	4.99%	1.74%	4.36%	3.33%
	Basic EPS (NT\$)	1.43	2.02	1.22	0.41	1.16	0.87



Singatron Group: Its Future Prospects



- **Technology.** Development of product technologies for high-frequency/high-speed digital signal transmission, high-power/high-current/high-voltage power transmission, and high-reliability/harsh environment applications to enhance our competitiveness in the industry.
- **Operating Momentum.** Focus on the development of products for automotive/new energy (including medical) and other industries.
- **Factory Efficiency Improvement.** Increase factory automation ratio due to manpower shortage and introduce intelligent manufacturing to improve management efficiency.

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