

OTC Code TAI-TECH 3357

## TAI-TECH Advanced Electronics Co., Ltd. <u>TPEx Corporate Day</u>









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## Disclaimer



- This file and the financial information and forecast information are based on information obtained by the company from internal and external sources. The actual operating results and financial conditions of the company may differ from these predictive sets of information due to various uncontrollable factors.
- The viewpoints in this file reflects the company's opinion on the future by the current date. If there are any changes or adjustment in the future, the company is not responsible for notifying the reader or updating the content.

# ABOUT





1975

Founded in 1975, until now, we have 49 years manufacturing experience 1980

3 facilities, including Taiwan, KunShan, and SiHong TW-515, CN-1465



141M

2023 sales Revenue USD 141 millions



**21B** 

2023 Selling Quantity 21.24 Billion pcs

## **Timeline**







**NW E Established** Main Product: Ni-Zn Ferrite



TTA merged NW E TAI-TECH merged NW E as TAI-TECH Advanced

Electronics





**TAIPAQ Established** 

Main Product: Molding **Power Inductor** 

2008



in 2024 (Malaysia) 2024~





02



2000

2001

TT KunShan Established

Main Product: Multilayer

Chip Bead/ Inductor,





06







**TAI-TECH Established** 

Main Product: Multilayer Chip Bead/ Inductor





**Listed Company @OTC** 



**Factory** 









# **Manufacturing Facilities**



# TTA 17% KTA 14% PAQ 69%

#### Tao-Yuan, Taiwan



Est.: Oct, 1975 Employee: 515 ISO 9001 ISO 14001 ISO 45001 IATF 16949

#### **Product:**

Common Mode Filter/
LAN Transformer
Wirewound Inductor
Molding Power Inductor
Assembly Power Inductor
Multilayer Chip Bead
Ferrite Core / Powder

## Kun-Shan, Jiang-Su



Est.: Feb, 2001 Employee: 160 ISO 9001 ISO 14001 ISO 45001 IATF 16949

#### **Product:**

Multilayer Chip Bead Multilayer Chip Inductor







## Si-Hong, Jiang-Su



Est.: Nov, 2008 Employee: 1305 ISO 9001 ISO 14001 ISO 45001 IATF 16949

#### Product:

Multilayer Chip Bead Common Mode Filter Molding Power Inductor Sealed Power Inductor LAN Transformer Module











## Main Products & Sales Ratio



#### Multilayer Chip Bead / Inductor

Beads: FCB/FCM/HCB/HFZ Size(mm): 1005 ~ 4532

> Competitors: Murata(JP),

TDK(JP), YAGEO/Chilisin(TW)

Inductors: FCI/FCH/HCI/CPI

Size(mm): 1005 ~ 3216

Competitors: Murata(JP), TY(JP), YAGEO/Chilisin(TW) 18.2%

#### **Molding Power Inductor**

Molding: TMPC/TMPA/TMPF/TMPV/

TBMA/AWP/TMIM

Size(mm):  $2.0x1.6 \sim 23x23$ 



Competitors: VISHAY(US) DELTA/cyntec(TW) Coilcraft(US), Murata(JP)

20.2% Products

Wirewound Inductor /

Power Inductor

Wirewound: SWI/SWF/PAS/APO

Size(mm): 1608 ~ 1225



Competitors: Murata(JP), CoilCraft(US), TDK(JP)

Power: HPC/DFP/AHP / SL/SEPI / TLVR

Size(mm): 1608 ~ 8x8, 4x4~11x5

Competitors: TY(JP), Murata(JP), TDK(JP)

40.6% Main

21.0%

Common Mode Filter /LAN Filter / LAN Module

CMC: WCM/HDMI/HSF/ACM/BCM

Size(mm): 1210 ~ 9152

Competitors: Murata(JP), TDK(JP)

LAN: TXF/DCM, LAN Size(mm): 3216~5645

PCB Layout and evaluation module available

## Sales Revenue



#### **US\$ Million**



# **Core Competence**





## Vertical Integration

Vertical integration manufacturing process from ferrite recipe to multilayer, wirewound, and molding process to assure the steady quality and cost.

## **Design Capabilities**

Developing from ferrite core design to assure new products with excellent performance and easy to overcome any mass production issues.

#### Flexibilities

Multiple process such as multilayer, wirewound, molding, assembly can be applied on the required custom products to find out the best process and solutions.

## Material Technology

Ferrite, alloy, ceramic materials with over 40 recipes can be chosen to achieve best electrical performance.





Unit: NT\$ in k

	2023, Q4	2023, Q3	2022, Q4	QoQ	YoY
Operating Revenue	1,097,028	1,064,913	1,234,508	3.0%	-11.1%
Gross Profit	245,362	255,881	413,163	-4.1%	-40.6%
(%)	22.4%	24.0%	33.5%	(-1.7ppt)	(-11.1ppt)
Operating Expenses	163,299	166,937	187,358	-2.2%	-12.8%
(%)	14.9%	15.7%	15.2%	(-0.8ppt)	(-0.3ppt)
Net Operating Income	82,063	88,944	225,805	-7.7%	-63.7%
(%)	7.5%	8.4%	18.3%	(-0.9ppt)	(-10.8ppt)
Non-operating Income & Expenses	14,317	66,399	-34,855	-78.4%	-141.1%
Profit of the year (Tax Paid)	117,751	127,936	133,761	-8.0%	-12.0%
(%)	10.7%	12.0%	10.8%	(-1.3ppt)	(-0.1ppt)
EPS	1.16	1.25	1.32		

Remark 1: The quarter financial statement are the figures after audit by accountants Remark 2: Express in thousands of New Taiwan dollars, except EPS in New Taiwan dollars





Unit: NT\$ in k

	2023	2022	YoY
Operating Revenue	4,431,789	5,291,333	-16.2%
Gross Profit	1,117,683	1,779,525	-37.2%
(%)	25.2%	33.6%	(-8.4ppt)
Operating Expenses	654,539	760,508	-13.9%
(%)	14.8%	14.4%	(+0.4ppt)
Net Operating Income	463,144	1,019,017	-54.5%
(%)	10.5%	19.3%	(-8.8ppt)
Non-operating Income & Expenses	206,081	217,943	-5.4%
Profit of the year (Tax Paid)	592,783	1,038,537	-42.9%
(%)	13.4%	19.6%	(-6.3ppt)
EPS	5.82	10.11	

Remark 1: The financial statement are the figures after audit by accountants

Remark 2: Express in thousands of New Taiwan dollars, except EPS in New Taiwan dollars



## **2023 Consolidated Balance Sheet**

Consolidated Balance Sheet and Important Financial Indicator

Unit: NT\$ in k

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Accounting Title	Dec. 31, 2	Dec. 31, 2023		Dec. 31, 2022	
Accounting Title	Amount	%	Amount	%	
Cash and cash equivalents	2,152,634	20	1,528,877	17	
Accounts receivable	1,622,818	15	1,811,397	20	
Inventory	768,123	7	944,195	10	
Long-term investment	2,029,499	19	381,069	4	
Property, plant and equipment	4,100,494	38	4,401,609	48	
Total Assets	10,886,049	100	9,251,919	100	
Current Liabilities	1,320,318	12	1,371,552	15	
Non-current portion of non-current borrowings	2,553,407	23	1,088,446	12	
Total Liabilities	4,149,722	38	2,726,982	29	
Total Equity	6,736,327	62	6,524,937	71	
Important Financial Indicator					
Return on equity(%)	8.94		16.29		
Return on assets(%)	6.11		11.12		
EPS(NTD)	5.82		10.11	11	

# 2023 Consolidated Statement of Cash Flow



Unit: NT\$ in k

Cook Flows	Dec. 31, 2023	Dec. 31, 2022
Cash Flows	Amount	Amount
Opening Cash	1,528,877	1,341,004
Cash inflow from operating activities	1,210,331	1,674,801
Capital expenditures	(260,973)	(746,848)
Cash Dividend	(612,204)	(721,938)
Short-term borrowings	100,000	0
Long-term borrowings	1,516,768	522,757
Investment and others	(1,330,165)	(540,899)
Closing Cash	2,152,634	1,528,877
Free cash flow	949,358	927,953

Remark: Free cash flow = Cash inflow from operating activities — Capital expenditures

# 2023 Dividend Policy

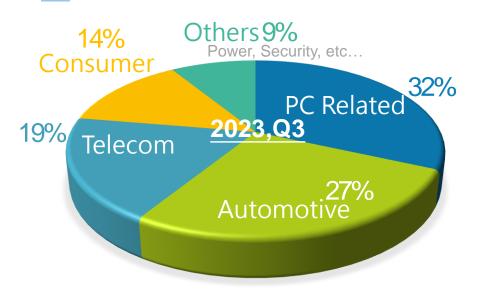


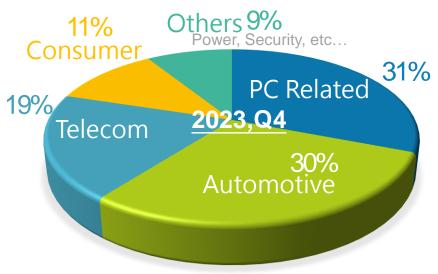
Unit: NT\$ in k

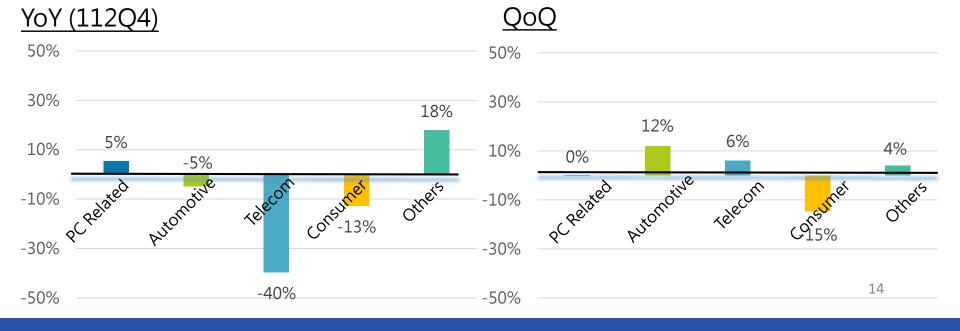
Dividend Distribution	2023	2022	2021
Dividend Distribution	Amount	Amount	Amount
Operating income	4,431,789	5,291,333	6,165,281
Operating Margin	463,144	1,019,017	1,330,196
Net Profit before Tax	669,225	1,236,960	1,391,313
Net Profit for the period	593,383	1,038,537	1,197,065
EPS	5.82	10.11	12.08
Dividend per share	4.50	6.00	7.00
Cash dividend	459,153	612,204	721,938
Payout ratio	77.4%	58.9%	60.3%
Capital expenditures	260,973	746,848	2,069,631
Depreciation and amortization	517,299	498,342	392,586
R&D Costs	155,250	157,741	142,012

## **Main Customers**





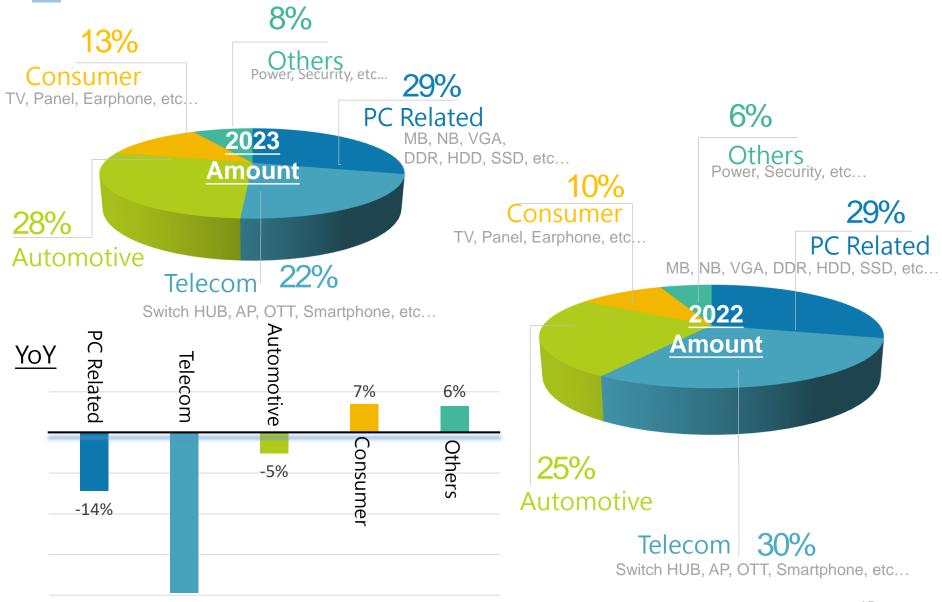




## **Main Customers**

-39%





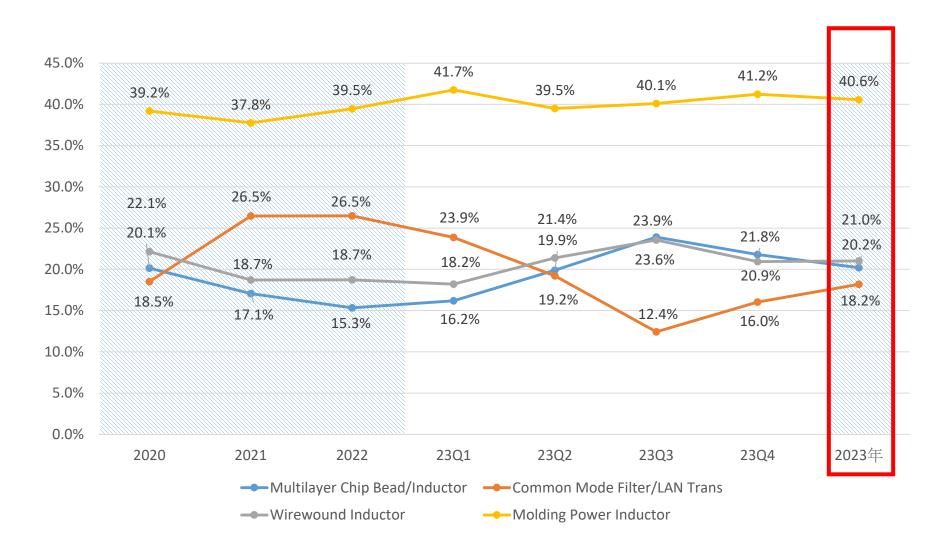


# **Products Sales Ratio & Profit Margin**

Product Line	Product Name	2023 Revenue	2023 Profit	2022 Revenue	2022 Profit
Multilayer	Multilayer Chip Bead Multilayer Chip Inductor	20.2%		15.3%	
Single Wirewound	Wirewound Inductor	21.0%		18.7%	
Molding	Molding Power Inductor	40.6%	25.2%	39.5%	33.6%
Dual and	Common Mode Filter	8.9%		8.4%	
Multiple Wirewound	LAN Transformer	9.3%		18.1%	



## Last 3 Years Main Products Sales Ratio



# 2023 Monthly Revenue



Y2023 Monthly Revenue



2022 Revenue	2023 Revenue	YoY
5,291,333	4,431,789	- 16.24%

Unit: NT\$ in k

# 2024 Monthly Revenue



#### Y2024 Monthly Revenue



2023 Revenue	2023, JanFeb.	2024, Jan-Feb	YoY
4,431,789	768,641	744,966	- 3.08%

Unit: NT\$ in k

## Future Focused Market & What's next





#### ADAS

(Camera, Radar)

IVI

(Cluster, Infotainment)

Body Sys.

(BCM, LED Lighting)

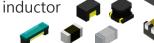
EV/HV

(EV/HV, BMS)

Comfort

(EPS, Start-stop)

- Common mode filter
- TPMS Low-freq. antenna
- Molding power inductor
- Sealed power inductor
- Multilayer bead/







#### **Power Over Coaxial (POC)**

Multiple Spec Ready to be chosen (Direct cross to TDK, Murata, CoilCraft)

#### **Automotive CMC**



- **Car Ethernet**
- **Automotive Domain** Control

#### **High Efficiency**



Hot press molding achieve miniature, energy saving



Switch HUB **AP Router** HUB **5G Base Station IoT** 

- Common mode filter
- Molding power inductor
- Sealed power inductor
- Multilayer bead/ IND.
- Wirewound IND.
- **LAN Transformer**













**Combo Discrete Chip LAN** 



**Discrete Chip LAN Array** 

**LAN Transformer Module** 



**Function add LAN Module** 

## HPC High Performance Computing

**Cloud Computing** Al Server New Gen. Memory (DDR5)

- Common mode filter
- Molding power inductor
- Sealed power inductor
- Multilayer bead/IND.
- **LAN Transformer**













#### **DDR5 Memory**



High eff. Power IND. For next

#### **TLVR Application**







**High Efficiency** 

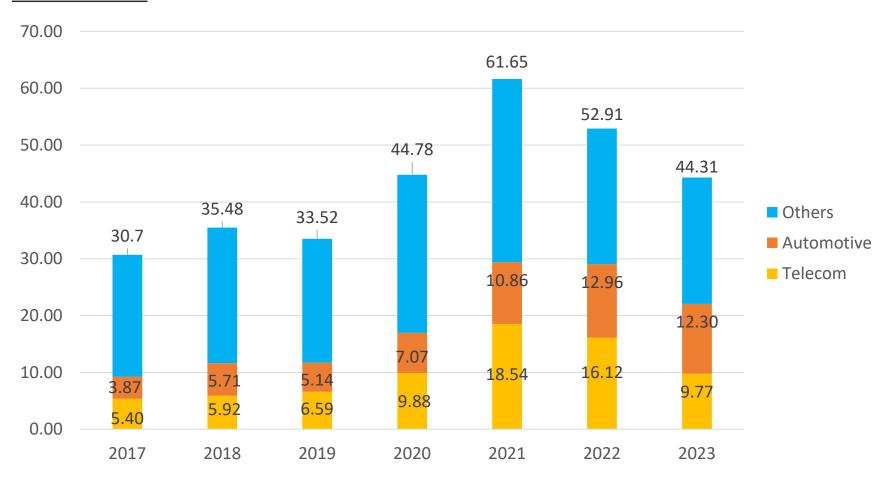


Hot press molding achieve miniature, energy saving 20



## **Telecom & Automotive Revenue**

#### NTD/ 100M



# **Corporate Sustainability**



## **Environmental**

TAI-TECH actively implements environmental responsibilities, regularly publishes corporate sustainability reports, and records environmental performance. Develop a carbon footprint verification plan to assess and monitor carbon footprints. Efforts are made to take various measures to reduce energy consumption, reduce carbon emissions, improve energy efficiency, implement energy-saving actions, and adopt renewable energy to reduce environmental impact and pursue sustainable development of the environment.





## **Social**

The social strategies of TAI-TECH are "like-minded, symbiotic, co-prosperous, and local." For a long time, in addition to cultivating local community activities, we have also become cooperative partners with all parties. While fully safeguarding and respecting labor rights and interests, we also actively evaluate and invest in various public welfare activities to support local economic and social development. Realize the long-term goal of common prosperity and implement the spirit of sustainability.



#### Govenance

TAI-TECH adheres to the core value of "mutual respect, unity, and creation of development". Adhere to compliance with laws and regulations, attach importance to the rights and interests of shareholders, and respect the rights of stakeholders. An excellent corporate governance structure has been established to ensure a visible decision-making mechanism and strict responsibility system. Efficient team leaders ensure that the company's strategy is consistent with ESG goals, continue to promote innovation, and maintain employee well-being and social contributions. Our long-term success is the result of this culture of positive corporate governance.



# **THANK YOU**







