



東台精機股份有限公司

Tongtai Machine & Tool Co., Ltd. - 4526.TW

# Tongtai Machine & Tool Co., Ltd. 2019 Second Quarter Results

2019.08.22





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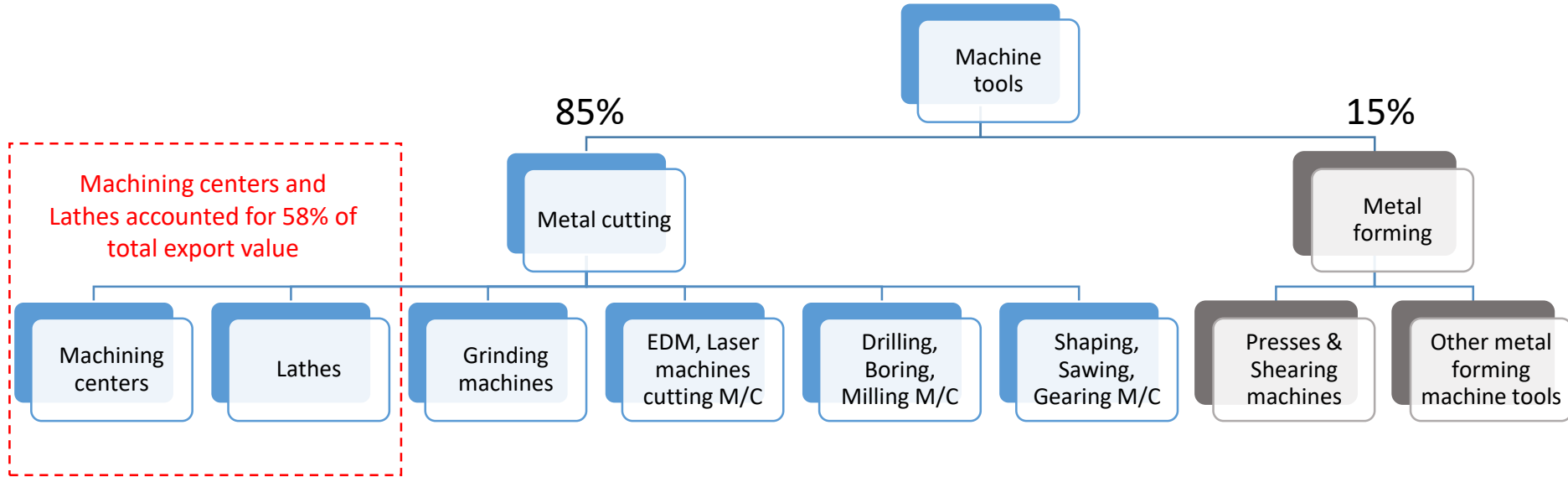
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# Overview of Taiwan Machine Tools Export (2019 Jan. – Jul.)

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# Categorization of machine tools

% of export value for 2019 Jan. – Jul.



# Overview of Taiwan machine tools export (2019 Jan. – Jul.)

- Export value of main products, machining centers and lathes, has been declined compared to the same period last year, among them machining centers down by 19.2% YoY.
- Total export value of machine tool for 2019 Jan. – Jul. was USD 1,875 million, down by 11.9% YoY.

表1、2019年1-7月台灣工具機出口統計

單位:千美元

機種	2019年7月金額	2019年6月金額	前月比	2019年1-7月金額	2018年1-7月金額	同期比
放電、雷射、超音波工具機	15,485	21,546	-28.1%	141,317	102,348	38.1%
綜合加工機	94,055	96,897	-2.9%	641,780	794,091	-19.2%
車床	61,485	59,509	3.3%	374,185	399,841	-6.4%
鑽、鏜、銑、攻螺紋工具機	22,889	30,875	-25.9%	168,998	229,797	-26.5%
磨床	22,267	21,943	1.5%	156,073	160,104	-2.5%
刨、插、拉、齒削工具機	11,630	15,147	-23.2%	94,190	112,220	-16.1%
金屬切削工具機	227,811	245,917	-7.4%	1,576,543	1,798,401	-12.3%
鍛壓、沖壓成型工具機	31,080	31,798	-2.3%	234,524	260,697	-10.0%
其他成型工具機	10,675	9,775	9.2%	64,647	69,739	-7.3%
金屬成型工具機	41,755	41,573	0.4%	299,171	330,436	-9.5%
工具機總和	269,566	287,490	-6.2%	1,875,714	2,128,837	-11.9%

資料來源：中華民國財政部關稅總局；整理：台灣區工具機暨零組件工業同業公會(TMBA)

# Overview of Taiwan machine tools export (2019 Jan. – Jul.)

- China is still the main export country of Taiwan machine tool accessory, but the export value for 2019 Jan. – Jul. was declined by 21.5% YOY.

表2 2019年1-7月台灣工具機主要出口國家

單位:千美元

名次	國別	2019年7月金額	2019年6月金額	前月比(%)	2019年1-7月金額	2018年1-7月金額	同期比(%)
1	中國(含香港)	82,047	85,796	-4.4% ▼	568,925	725,158	-21.5% ▼
2	美國	35,188	38,850	-9.4% ▼	243,808	269,061	-9.4% ▼
3	印度	10,128	12,513	-19.1% ▼	88,197	84,300	4.6% ▲
4	越南	9,927	10,307	-3.7% ▼	85,726	66,020	29.8% ▲
5	泰國	10,140	10,577	-4.1% ▼	78,663	79,376	-0.9% ▼
6	荷蘭	8,879	11,708	-24.2% ▼	75,178	77,700	-3.2% ▼
7	德國	21,314	9,253	130.3% ▲	74,438	68,300	9.0% ▲
8	日本	9,028	9,757	-7.5% ▼	68,681	52,996	29.6% ▲
9	俄羅斯	7,667	9,183	-16.5% ▼	57,810	55,346	4.5% ▲
10	義大利	3,450	8,152	-57.7% ▼	45,968	55,736	-17.5% ▼
	其他國家	71,798	81,394	-11.8% ▼	488,320	594,844	-17.9% ▼
	全球總額	269,566	287,490	-6.2% ▼	1,875,714	2,128,837	-11.9% ▼

資料來源：中華民國財政部關稅總局； 整理：台灣區工具機暨零組件工業同業公會(TMBA)



# Consolidated revenue of the Same Trade

Code	Company	2019 1-7	2018 1-7	YoY	%
4526	東台 Tongtai	6,397	6,475	(78)	-1.20%
1583	程泰 GOODWAY	3,701	4,948	(1,247)	-25.20%
1530	亞崴 AWEA	1,988	2,833	(845)	-29.84%
4533	協易 SEYI	1,757	2,330	(572)	-24.56%
6609	瀧澤科 Taiwan TAKISAWA	1,600	1,932	(331)	-17.16%
4510	高鋒 KAFO	1,169	1,705	(535)	-31.40%
3167	大量 TA LIANG	1,091	2,442	(1,351)	-55.32%
4563	百德 QUASER	836	1,151	(315)	-27.35%
4513	福裕 FALCON	782	1,307	(524)	-40.14%
1540	喬福 ROUNDTOP	405	285	120	41.95%

Data Source: MOPS



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## Tongtai and TTGroup Introduction

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# Introduction of Tongtai

Tongtai, established in Kaohsiung, Taiwan, in 1969, was listed on the Taiwan stock exchange market in 2003. We focused on developing special purpose machines in the beginning and then became a manufacturer that owns diverse production lines.



## Profile

Capital : NT\$2.56 billion  
Stock symbol : 4526.TW  
Chairman : Mr. Jui-Hsiung Yen  
Employees : 814 (2019.07)  
Certification : ISO 9001, ISO 14001  
AEO Certification

## Vision

Become the top machine and machining solution provider in the global machine tool industry, and to be the most reliable partner for clients.

## Mission

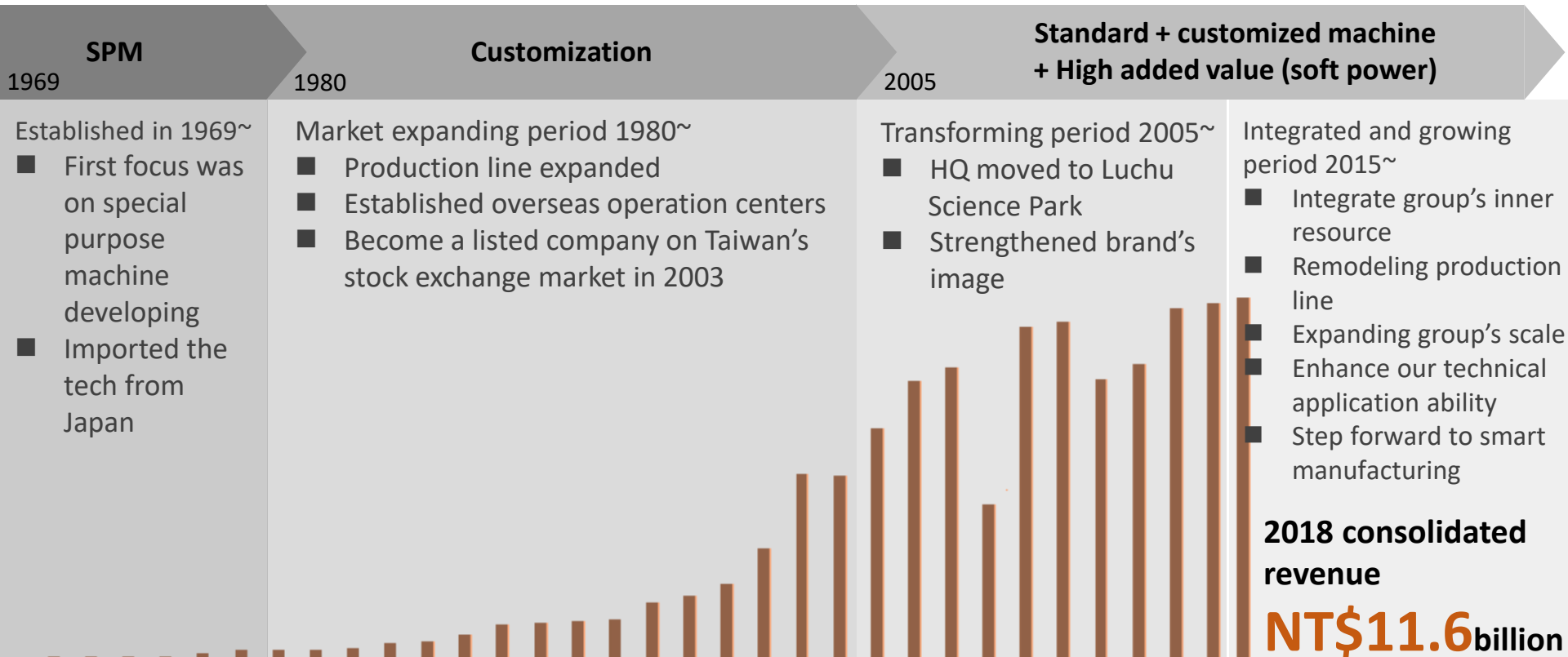
To be the best solution provider of machine equipment and techno services for assisting clients to step into smart manufacturing's field.



# Corporation development



MEMBER OF  
**TT GROUP**





# Core value

In the past, the customers only wanted to buy machines. Now, the customers need solutions. **The core value of Tongtai is able to integrate machines and technical services for customized solutions. Being a solution provider, we assist our clients to step into the domain of intelligent manufacturing.**

- Standard machine sales



- High value-added products
- Solution provider (hardware and software integration)



# Situations of main products in Tongtai

## ■ CNC metal machining equipment

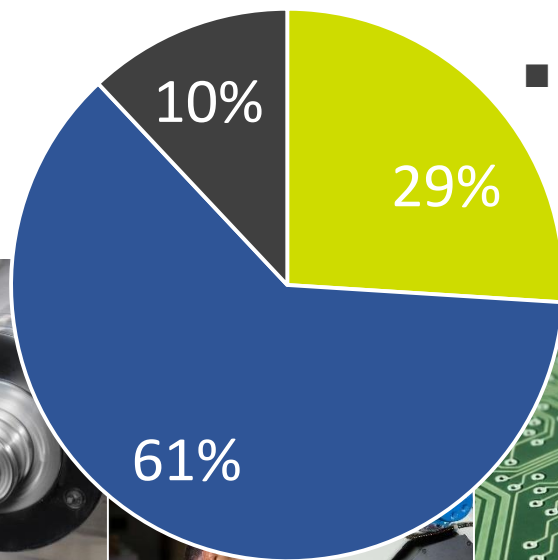
- Vertical/Horizontal machining center
- Vertical/Horizontal lathe
- Additive manufacturing equipment
- Boring & milling machine
- Automatic system
- Special purpose machine

## ■ PCB machining equipment

- Laser marking machine
- Laser drilling machine
- PCB drilling machine
- PCB routing machine

## ■ Income of after-sales

Annual revenue percentage (%)

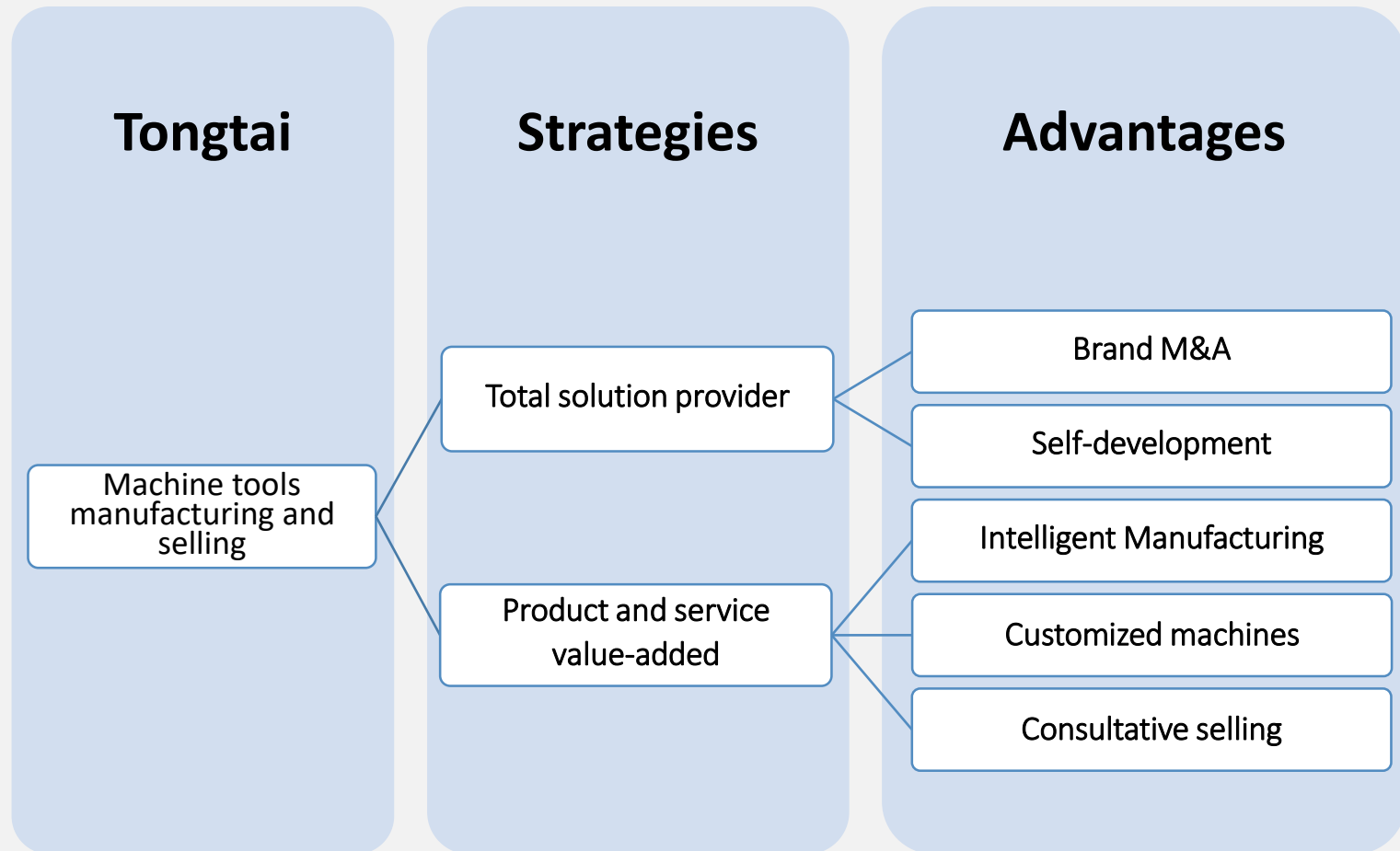


Data Source: 2018 Audited Standalone Report





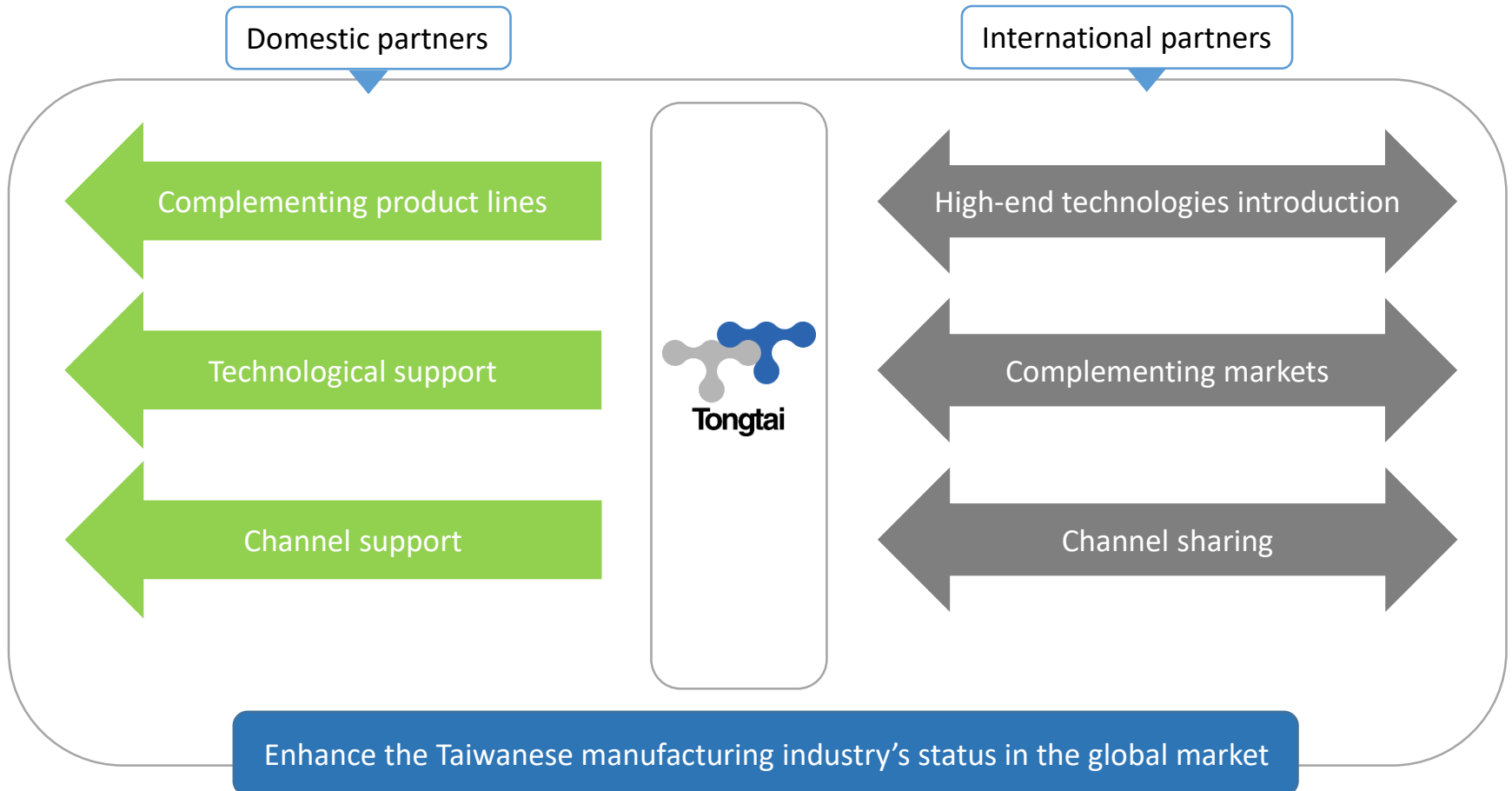
# Main strategies and advantages





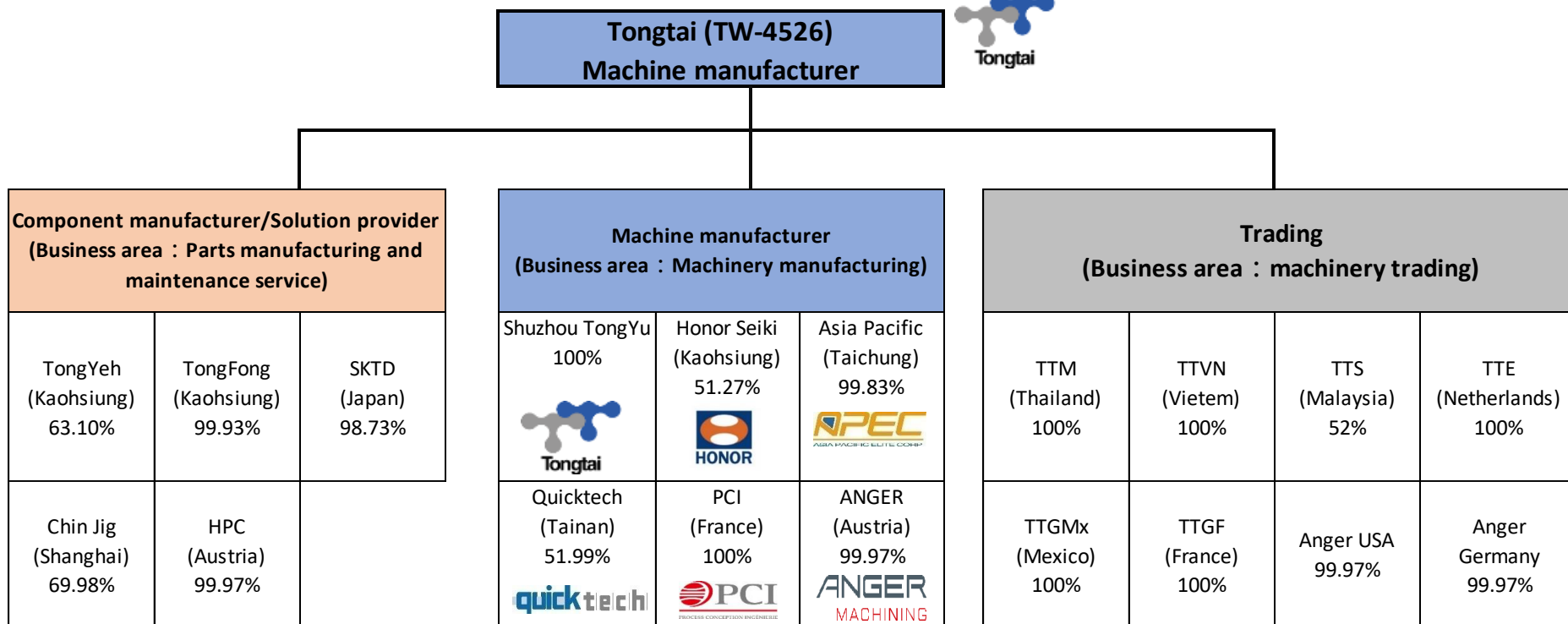
# Grouping management

Tongtai plays a main role in TTGroup and integrates international and domestic resources for enhancing the Taiwanese manufacturing industry's status in the global market.

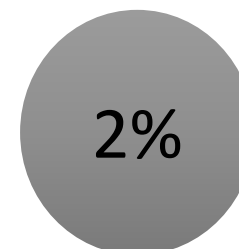
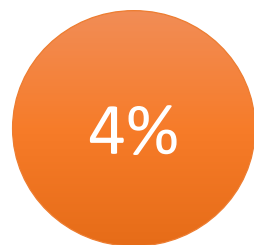




# Classification of investees



% of consolidated revenue





**3**

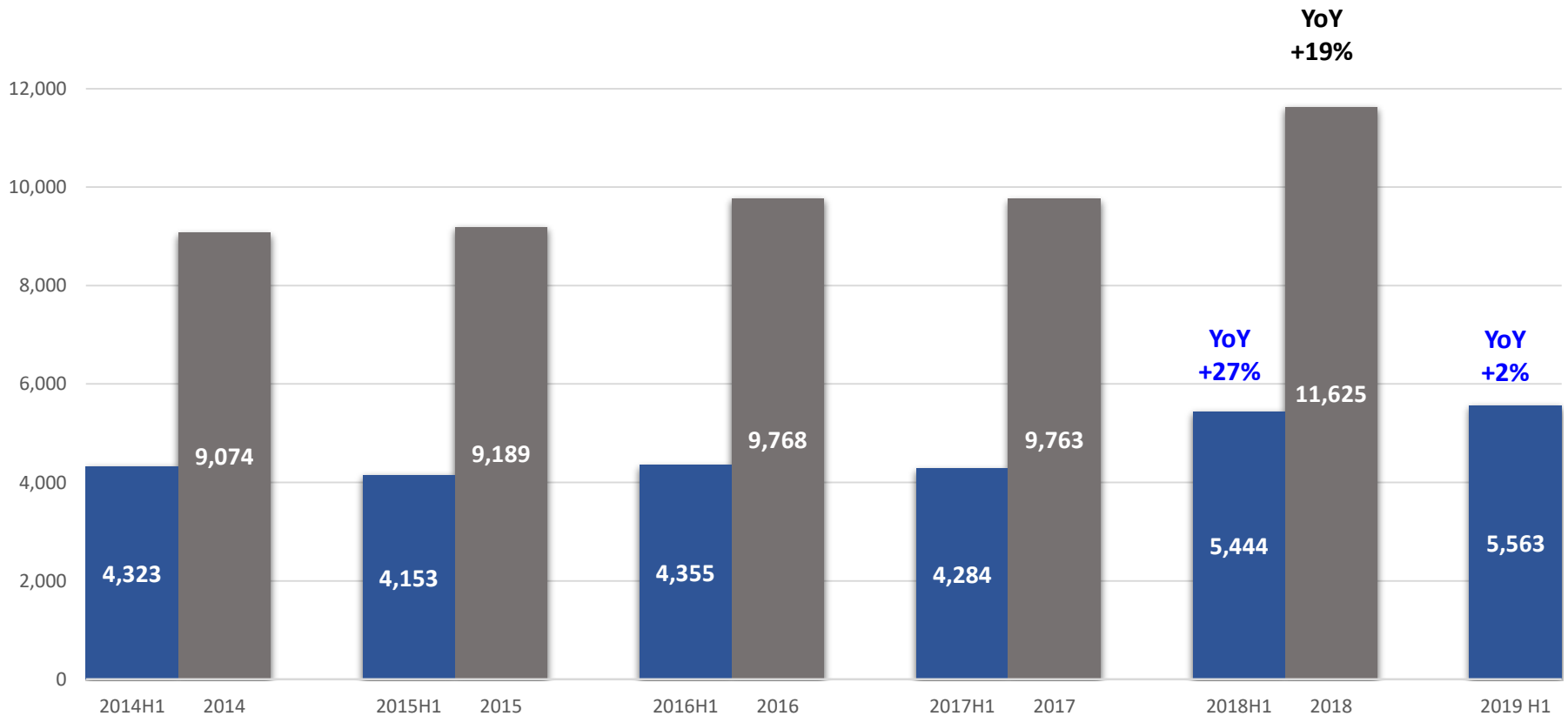
# Operating Performance of 2019 H1

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# Consolidated revenue

Unit: NT\$ million

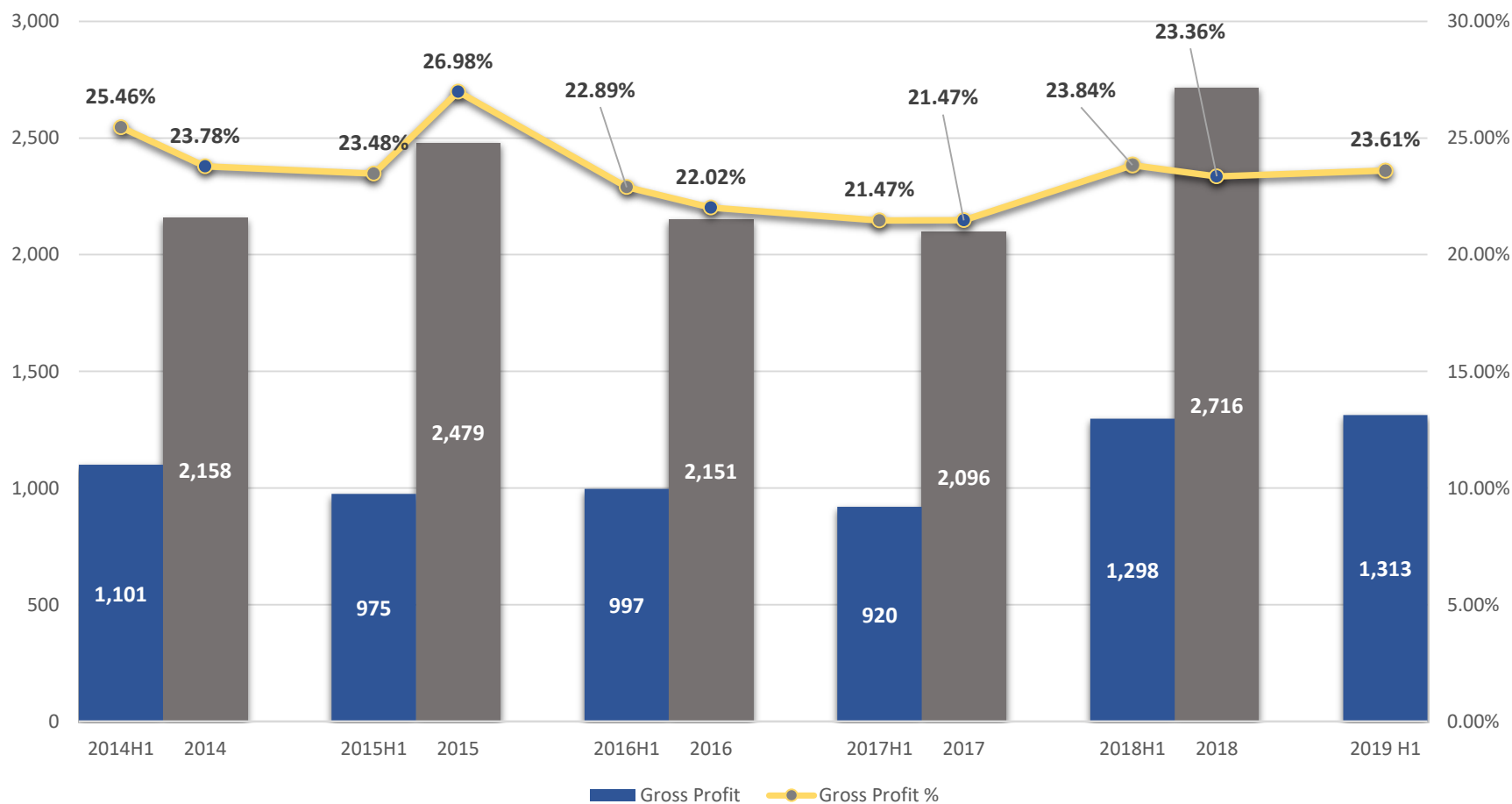


Data Source: 2014-2018 Audited Consolidated Report & 2014 Q2-2019 Q2 Reviewed Consolidated Report



# Gross profit and gross profit %

Unit: NT\$ million ; %

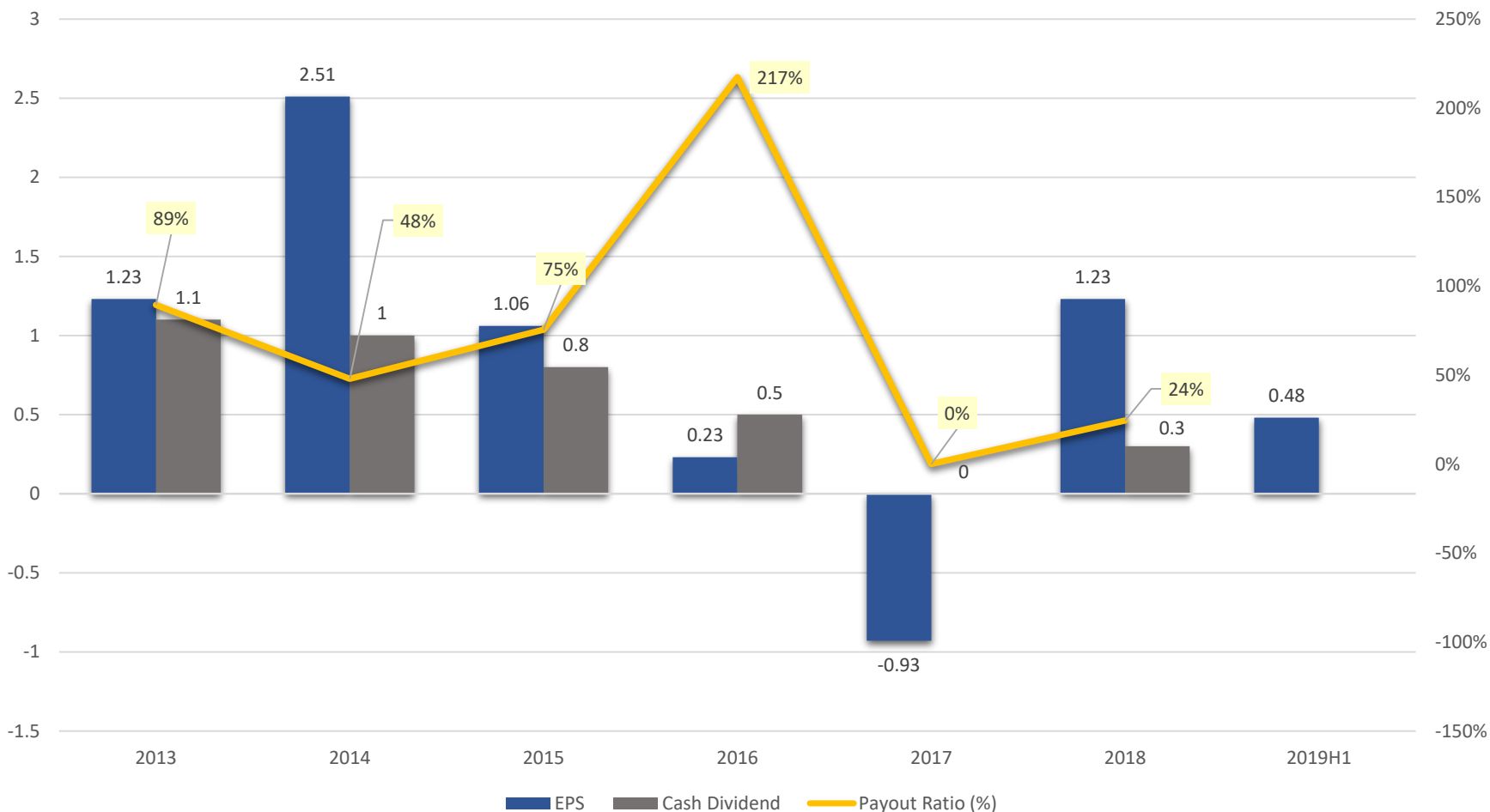


Data Source: 2014-2018 Audited Consolidated Report & 2014 Q2-2019 Q2 Reviewed Consolidated Report



# EPS and dividend payout rate

Unit: NT\$ ; %



**\*FY2014 also declared another stock dividend of NT\$0.2 per share.**

*Data Source: 2013-2018 Audited Consolidated Report & 2014 Q2-2019 Q2 Reviewed Consolidated Report*



# Consolidated Statements of Comprehensive Income\_H1

Unit: In NT\$ million, Except Earnings Per Share in NT\$

Item	2019 H1		2018 H1		YoY Change	
	Amount	%	Amount	%	Amount	%
Operating Revenues	5,563	100%	5,444	100%	119	2%
Gross Profit	1,313	24%	1,298	24%	15	1%
Profit from Operations	173	3%	222	4%	(49)	-22%
Profit before Income Tax	217	4%	268	5%	(51)	-19%
Net Profit for the Year	149	3%	246	5%	(97)	-40%
Net Profit Attributable to Shareholders of	122	2%	204	4%	(82)	-40%
Basic Earning Per Share	0.48		0.80		(0.32)	

Data Source: 2019 Q2 Reviewed Consolidated report



# Consolidated Statements of Comprehensive Income\_Quarterly

Unit: In NT\$ million, Except Earnings Per Share in NT\$

Item	2019 2Q		2019 1Q		QoQ Change		2018 2Q		YoY Change	
	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
Operating Revenues	2,618	100%	2,945	100%	(327)	-11%	3,237	100%	(619)	-19%
Gross Profit	611	23%	702	24%	(91)	-13%	741	23%	(130)	-18%
Profit from Operations	49	2%	124	4%	(75)	-60%	158	5%	(109)	-69%
Profit before Income Tax	51	2%	166	6%	(115)	-69%	229	7%	(178)	-78%
Net Profit for the Year	32	1%	117	4%	(85)	-73%	195	6%	(163)	-84%
Net Profit Attributable to Shareholders of	16	1%	106	4%	(90)	-85%	143	4%	(127)	-89%
Basic Earning Per Share	0.06		0.42		(0.36)		0.56		(0.50)	

Data Source: 2019 Q1 、2019 Q2 Reviewed Consolidated report



# Key Consolidated Balance Sheet Items & Indices

Unit: In NT\$ million

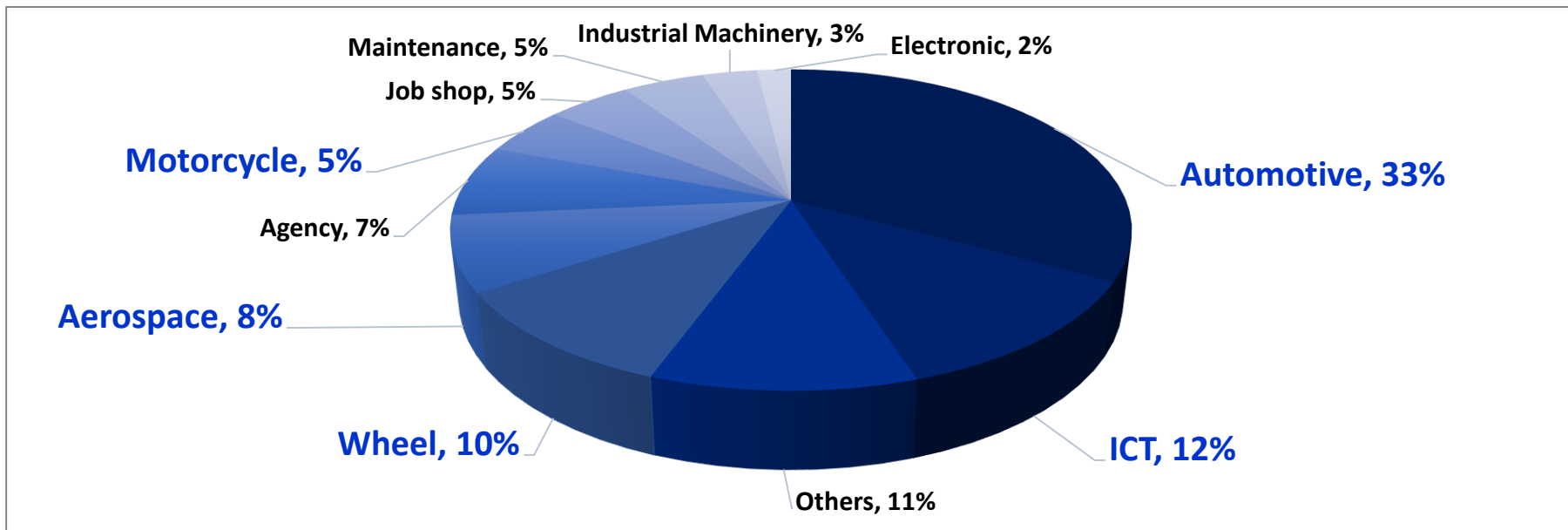
Item	2019.06.30		2019.03.31		QoQ Change		2018.06.30	
	Amount	%	Amount	%	Amount	%	Amount	%
Cash and cash equivalents	872	5%	1,112	6%	(240)	-22%	1,425	8%
Notes and accounts receivable	4,266	23%	4,771	25%	(506)	-11%	4,321	23%
Inventories	6,654	37%	6,782	35%	(128)	-2%	6,638	35%
<b>Total current assets</b>	<b>13,062</b>	<b>72%</b>	<b>13,824</b>	<b>72%</b>	<b>(762)</b>	<b>-6%</b>	<b>13,938</b>	<b>75%</b>
Property, plant and equipment	3,433	19%	3,463	18%	(30)	-1%	3,600	19%
<b>Total Assets</b>	<b>18,170</b>	<b>100%</b>	<b>19,286</b>	<b>100%</b>	<b>(1,116)</b>	<b>-6%</b>	<b>18,702</b>	<b>100%</b>
Short-term loans and bills payable	3,495	19%	3,508	18%	(13)	0%	4,337	23%
Long-term liabilities - current portion	849	5%	764	4%	85	11%	1,301	7%
Notes and accounts payable	1,886	10%	2,288	12%	(402)	-18%	2,405	13%
<b>Total current liabilities</b>	<b>8,877</b>	<b>49%</b>	<b>9,458</b>	<b>49%</b>	<b>(581)</b>	<b>-6%</b>	<b>10,834</b>	<b>58%</b>
Long-term bank loans	1,872	10%	2,062	11%	(190)	-9%	1,696	9%
<b>Total Liabilities</b>	<b>12,018</b>	<b>66%</b>	<b>13,008</b>	<b>67%</b>	<b>(990)</b>	<b>-8%</b>	<b>12,686</b>	<b>68%</b>
Equity attributable to shareholders of the parent	5,450	30%	5,531	29%	(81)	-1%	5,313	28%
<b>Total Equity</b>	<b>6,152</b>	<b>34%</b>	<b>6,278</b>	<b>33%</b>	<b>(126)</b>	<b>-2%</b>	<b>6,016</b>	<b>32%</b>
<b>Current ratio</b>	<b>147%</b>		<b>146%</b>				<b>129%</b>	
<b>Debt to Equity ratio</b>	<b>195%</b>		<b>207%</b>				<b>211%</b>	

Data Source: 2019 Q1 · 2019 Q2 Reviewed Consolidated report

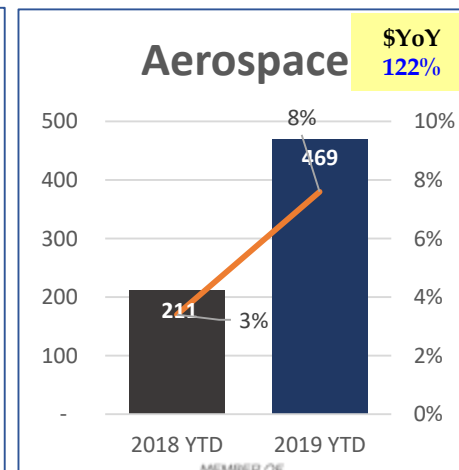
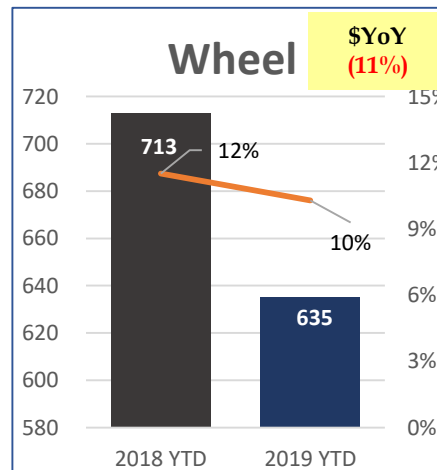
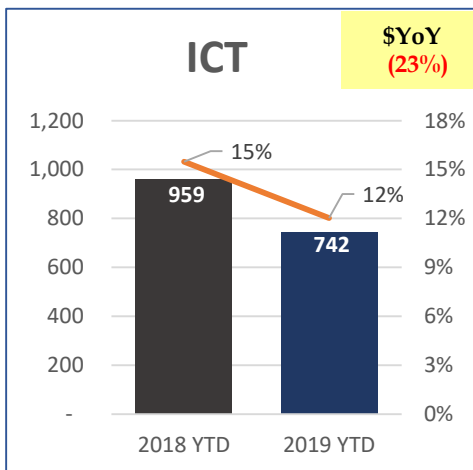
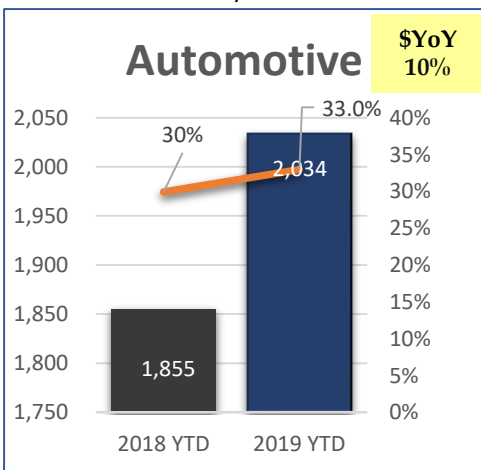


# Consolidated Revenue by Application 2019Y H1

Unit : % of revenue



Unit : NTD million/ % of revenue



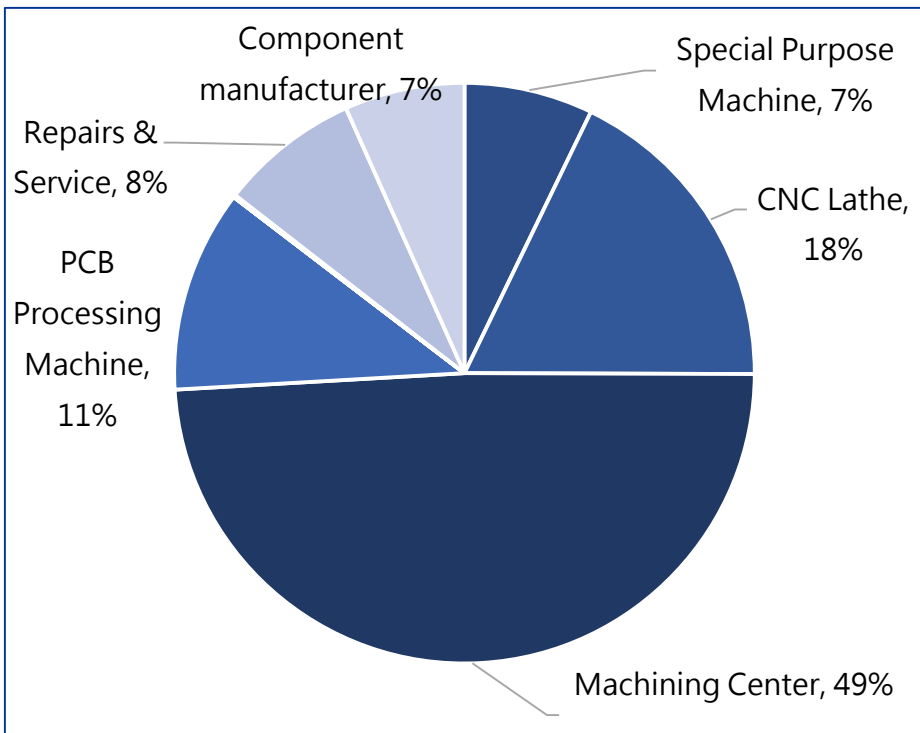




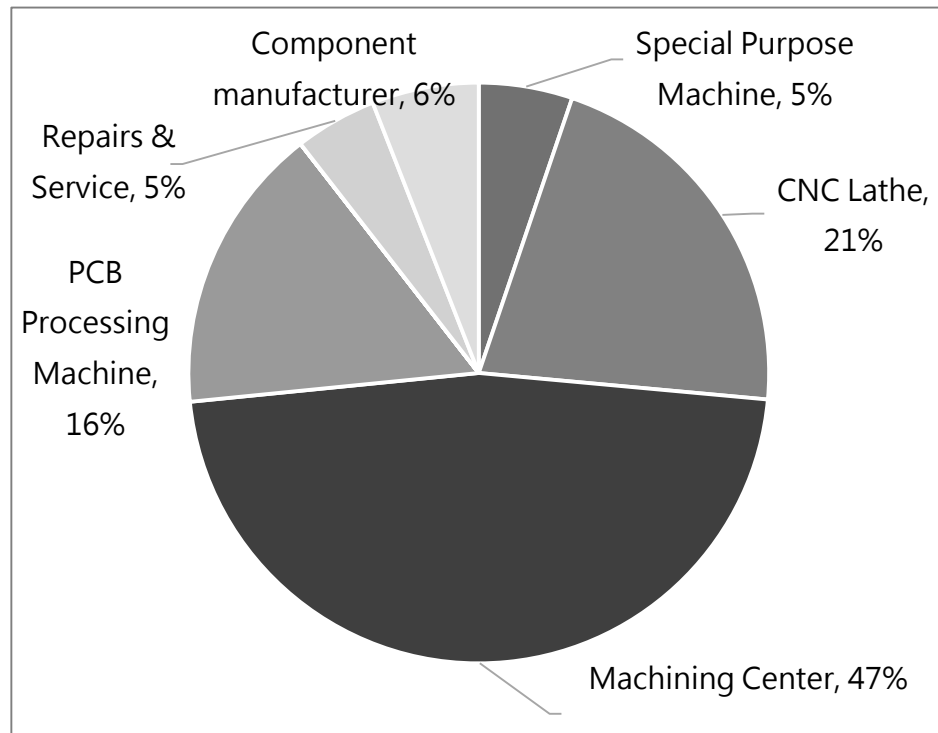
# Consolidated Revenue by Product

Unit : % of revenue

## 2019Y H1



## 2018Y H1



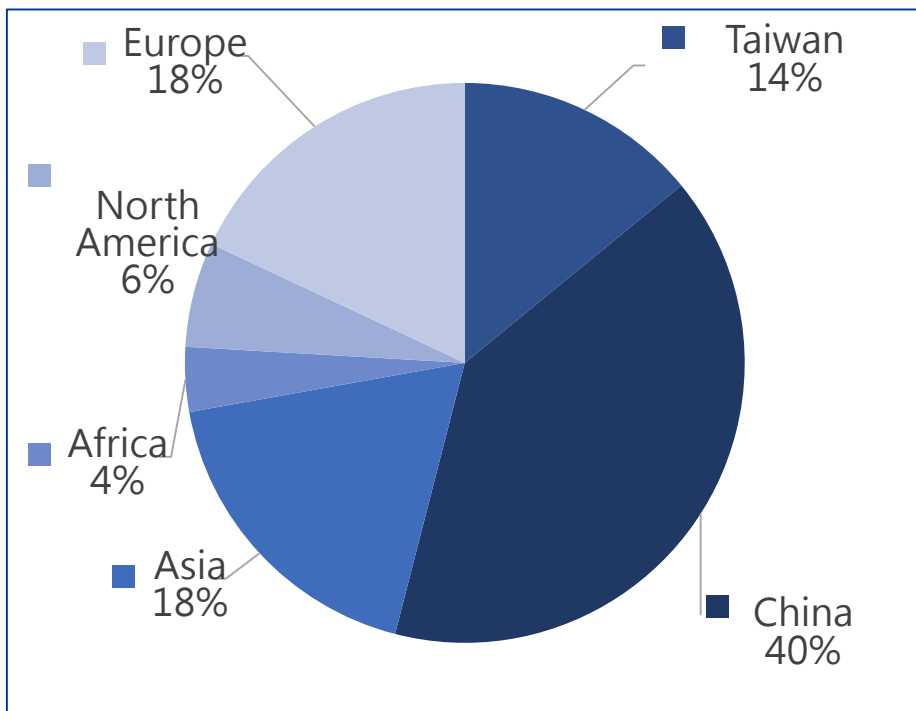
Data Source: Summarized by Tongtai GAO



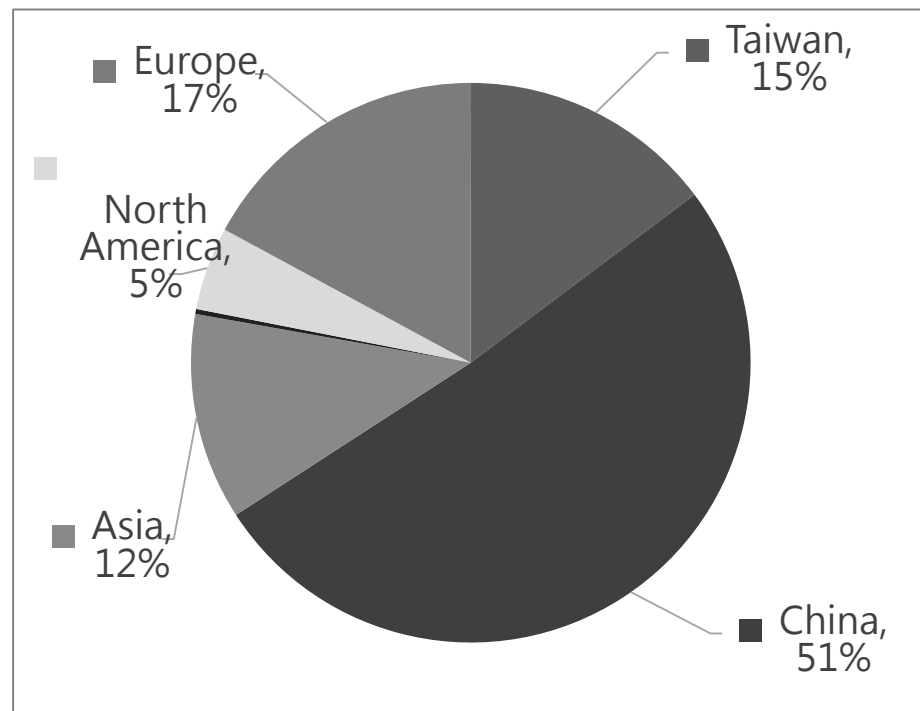
# Consolidated Revenue by Geography

Unit : % of revenue

## 2019Y H1



## 2018Y H1



Data Source: Summarized by Tongtai GAO

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Others

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# Marketing plan in 2019 H2

Aug. 21-24  
2019 Taiwan Int'l  
3D Printing Show  
台灣國際3D列印展

Oct. 23-25  
TPCA SHOW 2019  
台灣電路板展

Nov. 26-29  
China DMP Int'l Mould, Metalworking,  
Plastics & Packaging Exhibition  
DMP國際模具/金屬加工/塑膠及包裝展

Sept. 16-21  
2019 EMO Hannover 歐洲工具機展

Sept. 18-20  
SEMICON2019 國際半導體展

Sept. 17-20  
巴西 Joinvilleintermatch show

Sept. 30 - Oct. 3  
CMTS2019 加拿大國際製造技術展

Dec. 4-6  
HKPCA SHOW 2019  
國際線路板及電子組裝  
華南展覽會



# 2019 Taiwan Int'l 3D Printing Show



## Taiwan International 3D Printing Show 2019

2019.8.21 – 8.24 | Taipei Nangang Exhibition Center Hall 2 4F | S523

## Solutions for Additive Manufacturing

Metal powder bed fusion • Hybrid additive and subtractive manufacturing • Sand binder jetting

[www.tongtai.com.tw](http://www.tongtai.com.tw)



Tongtai Machine & Tool Co., Ltd.

# Thank You

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[www.tongtai.com.tw](http://www.tongtai.com.tw)

