

全球最佳戰略合作夥伴

**GLOBALTEK**



# **Agenda**

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**01**

**Group Overview**

**02**

**Industry 、 Product &  
Competive Advantage**

**03**

**Future Development and  
Strategy**

**04**

**Finnacial Outlook**

# Agenda

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**01**

**Group Overview**

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**Future Development and Strategy**

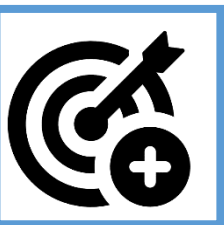
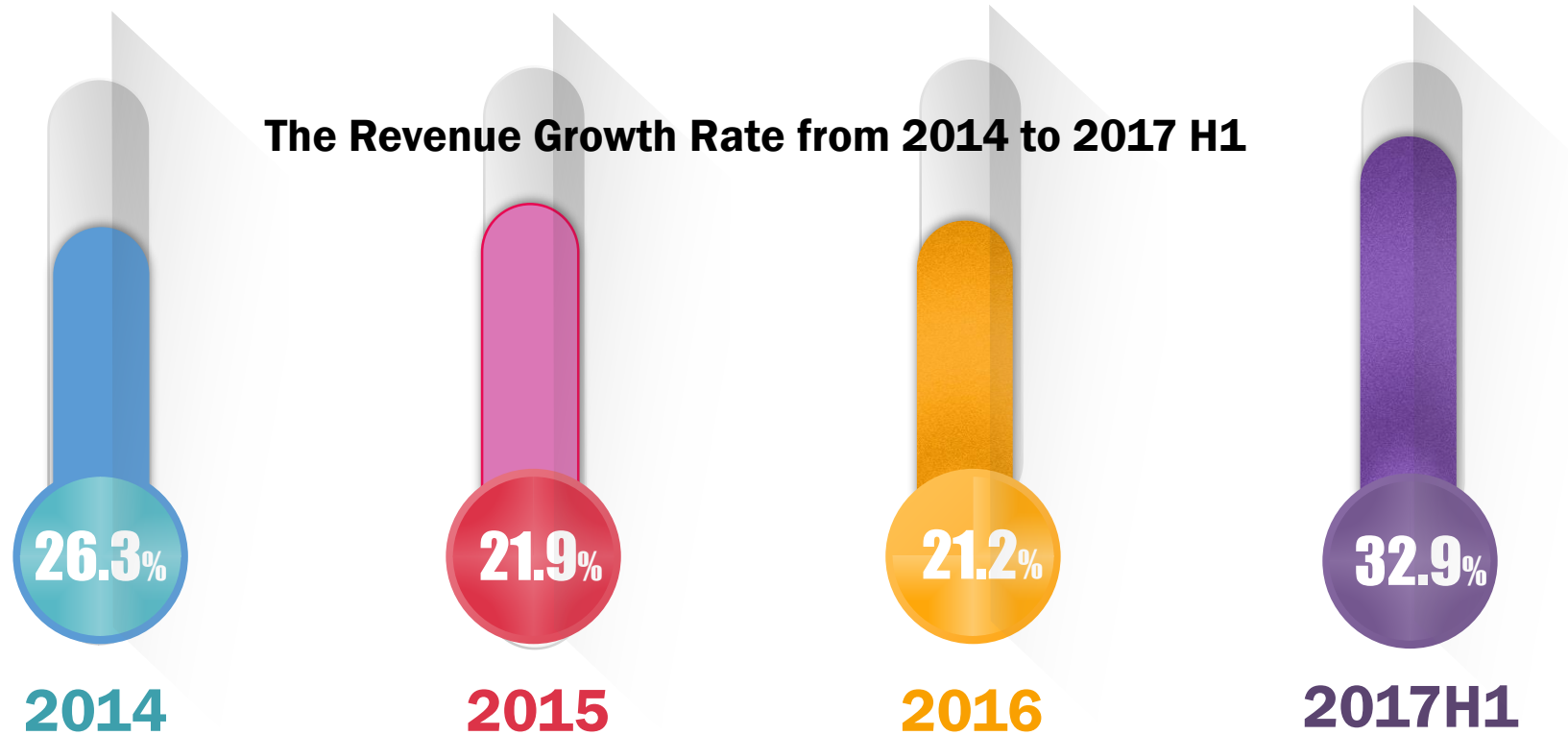
**02**

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# Globaltek's Advantages



- 1. The Revenue Growth Rate is YoY over 20%+ for 4 years**
- 2. Entry into the Highest barriers industry of Automotive & Aviation .**
- 3. Our successful Strategy & Business Model**

# Group Overview

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**Establishment :** November 2008

**Location:**

Aisa – Taiwan New taipei City 、 Taoyuan/ China:Wuxi & Xian  
North America - United States: Denver/  
Europe – Nuremberg, Germany

**Chairman/CEO:**Mr.Donald Huang

**Capital:**NT\$600 million (US\$19.7M)

**Employeesworldwide:**920 employees

Taiwan: 300 employees /Overseas:620 employees

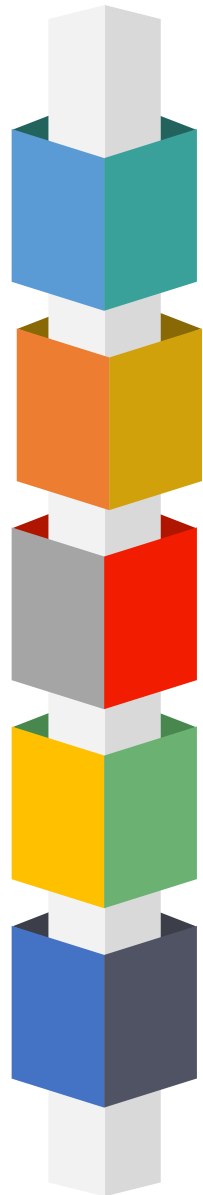
**Our porduct:**

- \* Airbag: Airbag inflators components
- \* Automotive: Engine and transmission Components
- \* Industrial applications: :
  - Industrial Instrument : pressure control , flow control components
  - Semiconductor equipment : Wafer equipment components
  - High end bikes components
- \* Aviation : Engine System 、 Landing Gear 、 Interiors 、 Actutation & Propellor Systems



# Milestones

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2016-2017

- 2017.04 The capital is NT\$600million.
- **2017.02 Approved in Emerging stock Market**
- 2016.12.05 Initial Public offering \ **Stock code:4566**

2014-2015

- **2015 China Steel Group & Primax Electronics** become our shareholders
- 2014 In house NADCAP certified FPI line

2011-2013

- **Approved by Meggit**, an aeronautic system supplier, to take part in the engine components design **for the single-aisle aircraft LEAP.**
- **Recognized by the world's leading automobile system supplier Litens and Magna** to develop and design for automobile transmission system parts

2006-2010

- **2010 To establish the modern plant of 3600-ping in Taoyuan .**
- **2008 To set up Global Tek Fabrication Co.,**for industrial instruments & aerospace products.
- 2006 Certified by **AS9100.**

2000-2005

- 2005 We established the production base in Xi'an, Mainland China, which is mainly focused on industrial instrumentation.
- 2004 Certified by the international automotive quality certification **TS16949.**
- 2002 Certified by **BSI QS9000.**
- 2001 We established factory in Wuxi, Mainland China.
- 2000 Global Tek was established. GP Tech USA officially merged into Global Tek.



# R&D & Factory Locations



**新屋/台灣**

Xin-wu / Taiwan  
Instrumentation,  
Aerospace, Automobile,  
Semiconductor, Mining  
industry etc.



**無錫/中國**

Wuxi / China  
Machining, Aluminum &  
Carbon Steel Forging  
materials for Automotive  
Industry mainly



**西安/中國**

Xian / China  
Machining for  
Instrumentation,  
Aviation & Industry  
Products

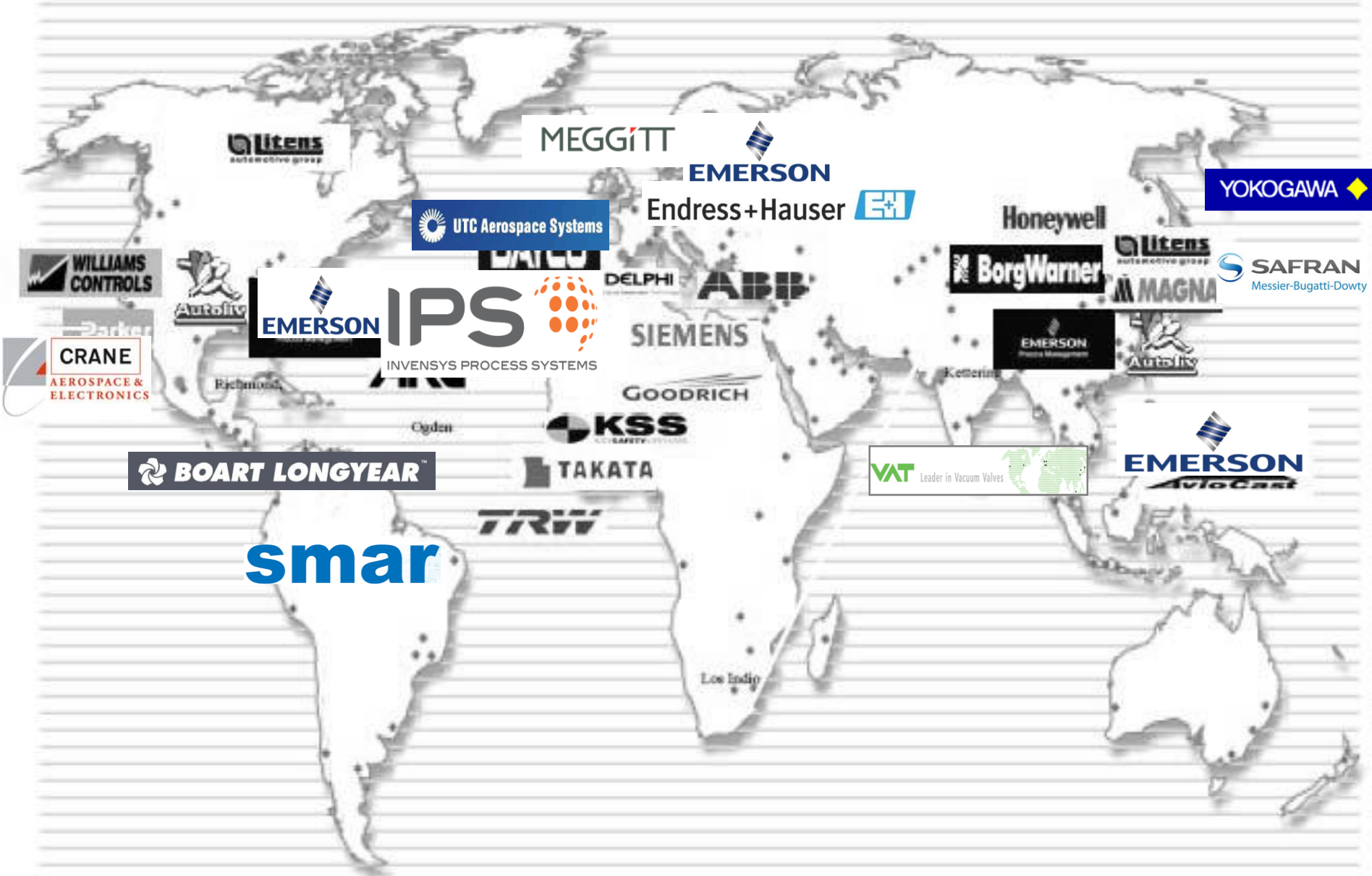


**Quality system :-**

- TS16949, Automotive
- AS9100, Aviation
- ISO 9001



# Marketing & Sales





# Our strategy

01

Niche  
Market

02

Focus

03

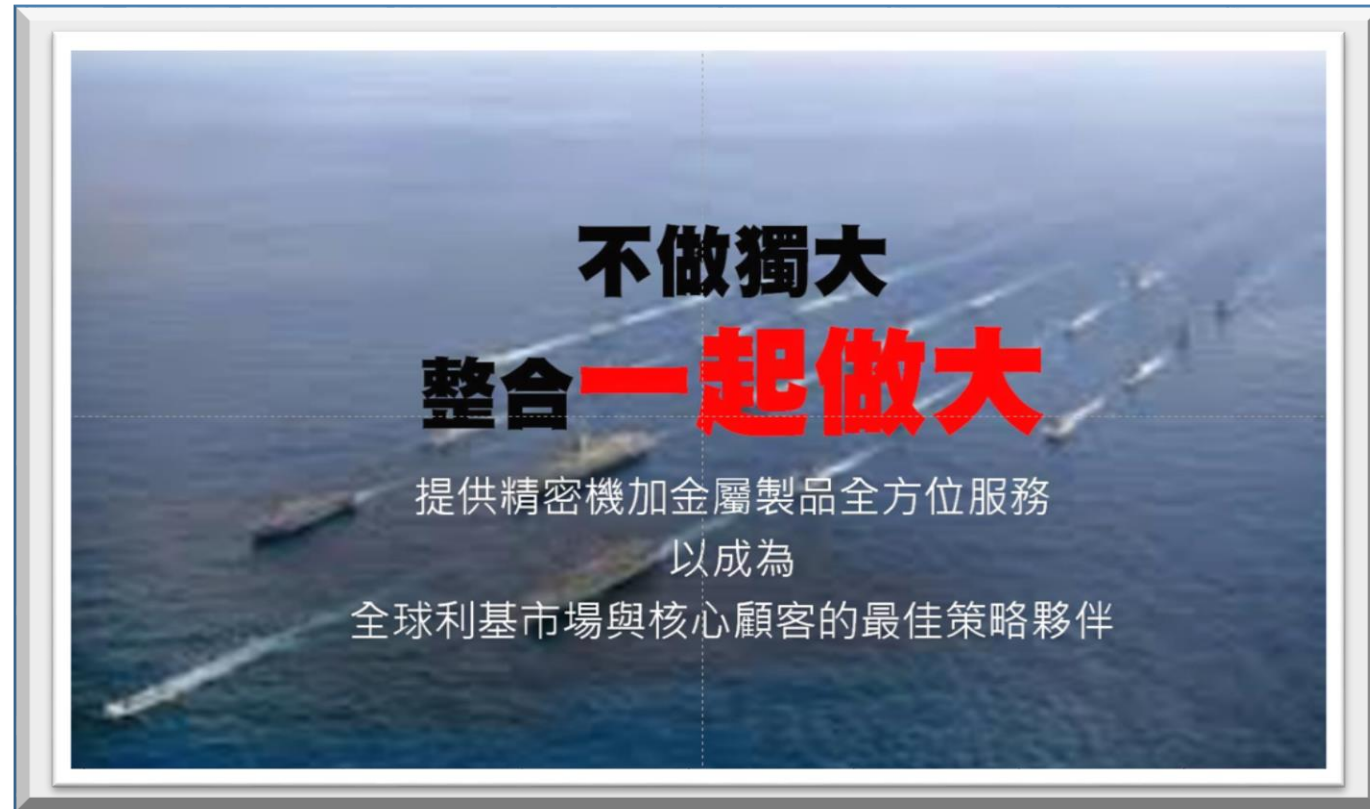
Lean and  
Specialized

04

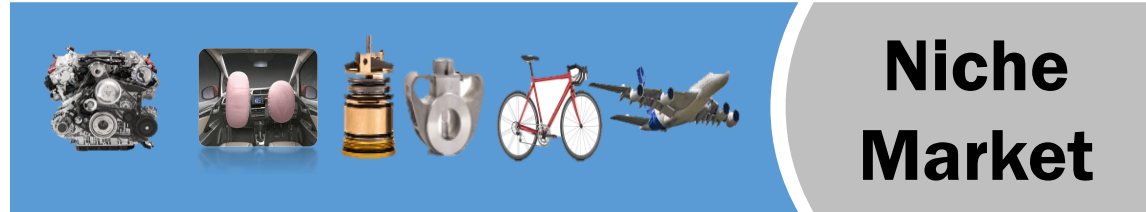
Powerful

05

Integrated to be Globaltek Warships



# Our Business Model



**Focus** ▲ **Lean and Specialized** ▲ **Powerful** ▲

**Intelligent automation factory**

**CAX+PLM+MES+ERP Intergrated System**

**Material Demand** ▲ **Technical Support** ▲ **TQM** ▲

**Suppliers**



# Major Products

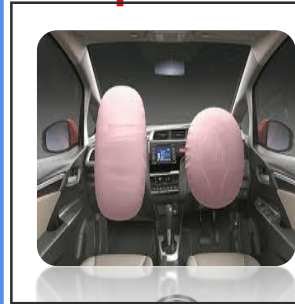
## Automotive: Engine and Powertrain components



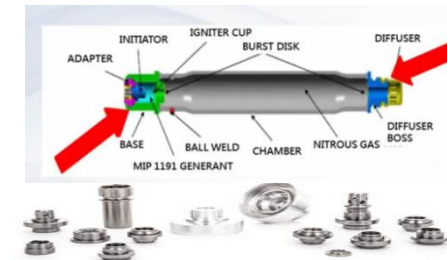
Niche market - Engine system and Powertrain system, such as the components for turbocharger, exhaust gas circulation system, belt tensioner, vibration control system, and double clutch transmission components



## Airbag Inflator components



Major products include key components, such as Boss, Base, Adapter, Igniter, and Diffuser



## Industrial applications:



Major products including: high-precision industry instrument parts, the gas valve parts, and pressure control parts of petrochemicals; Semiconductor components contain the precision valve, the regulator and the surface mounted component of the control and application of liquid and gas;

The high-order bicycle is made of the special shock absorber and the patent rubber belt wheel transmission system



## Aviation :



The products are used in A380, A320 and Leap X engines such as the primary / secondary flight control actuator, the pilot seat, the landing gear, the engine parts, and the proximity sensor



# Major Customers



汽車安全系統  
零組件

Air bag inflator



汽車傳動引擎  
系統零組件

Engine and transmission



工業應用：

Industry Application



航太零件零組件

Aviation



Driven by performance



Powering Business Worldwide



United Technologies







Automotive

榮獲全球汽車系統供應商  
Litens/Magna肯定  
最佳合作供應商/最佳質量獎

汽車傳動系統大廠  
BorgWarner  
最佳供應商獎

汽車安全氣囊大廠  
Autoliv年度績優  
供應商獎

# The Awards from Our Customers



Industry

獲得航太系統供應商  
Meggitt 認可  
參與單走道Leap  
新引擎組件開發設計



航太大廠  
United Technologies  
最佳供應商獎



Aviation



無可取代的競爭優勢

連續10年以上  
獲國際大廠愛默生集團  
年度供應商大獎





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# Automotive: Niche Market Of Engine and Powertrain System

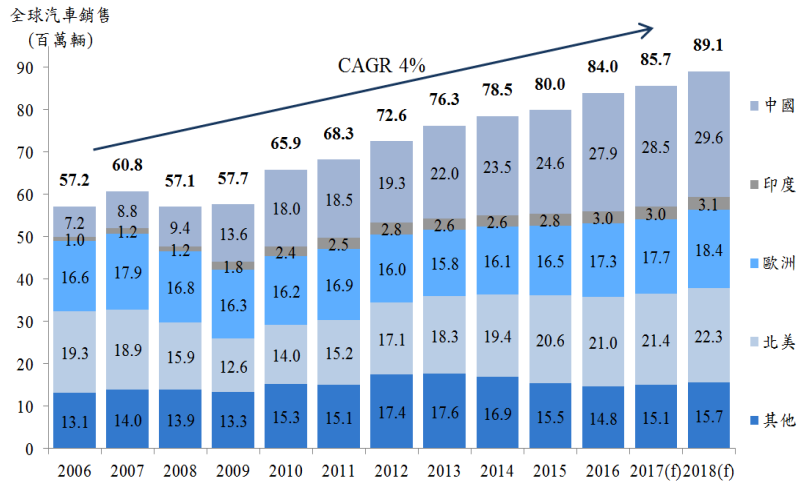
## Industry Profiles and Trends



**MPG miles per gallon(CAFE)'S Standard promotion: The key manufactures based on internal combustion engine constantly upgrade the technology of driving systems.**

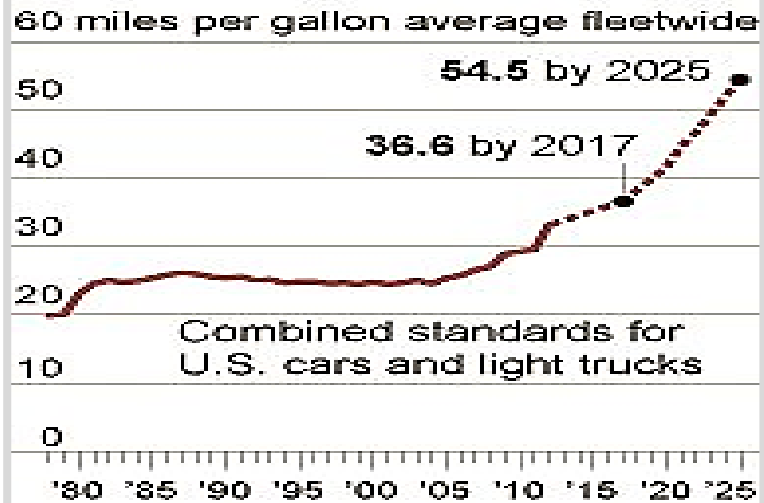
Global growth rate of light cars

全球主要國家汽車銷售數量及成長率



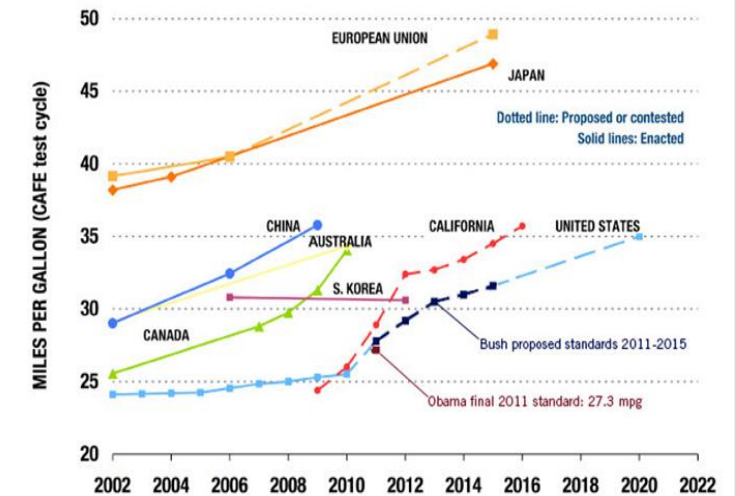
資料來源：Auto Associations, Governments、Bloomberg Business Intelligence 及 IHS、凱基證券

### New Goals in Fuel Economy



Source: National Highway Traffic Safety Administration

Actual and Projected Fuel Economy for New Passenger Vehicles by Country/Region, 2002-2022



Source: Passenger Vehicle Greenhouse Gas and Fuel Economy Standards: A Global Update, ICCT, December 2008 update.

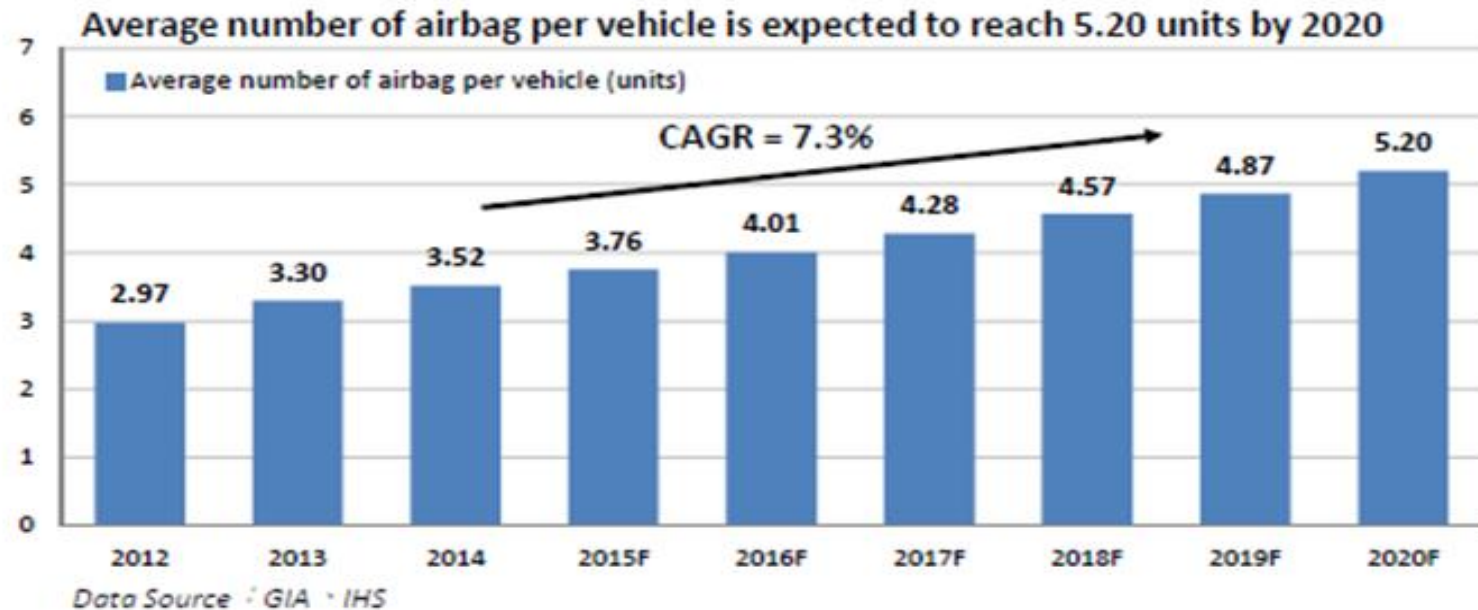
# Automotive-Airbag

## Industry Profiles and Trends

**Energy-saving** and **emission-reduction** is the most important in automotive **mainstream**. Anything can be reduced but the **safety must** not be saved. There is still an enormous market for the automotive airbag inflators.



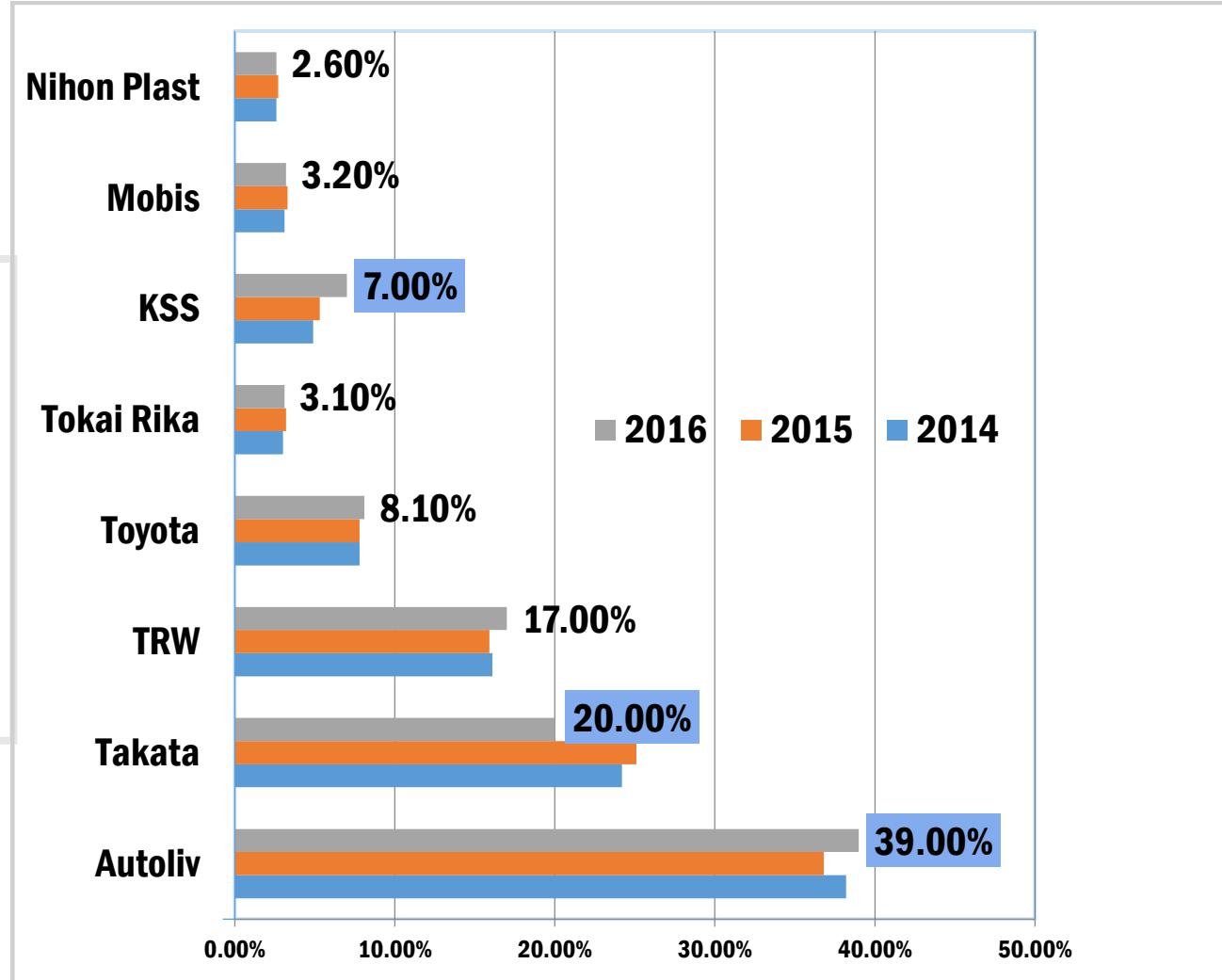
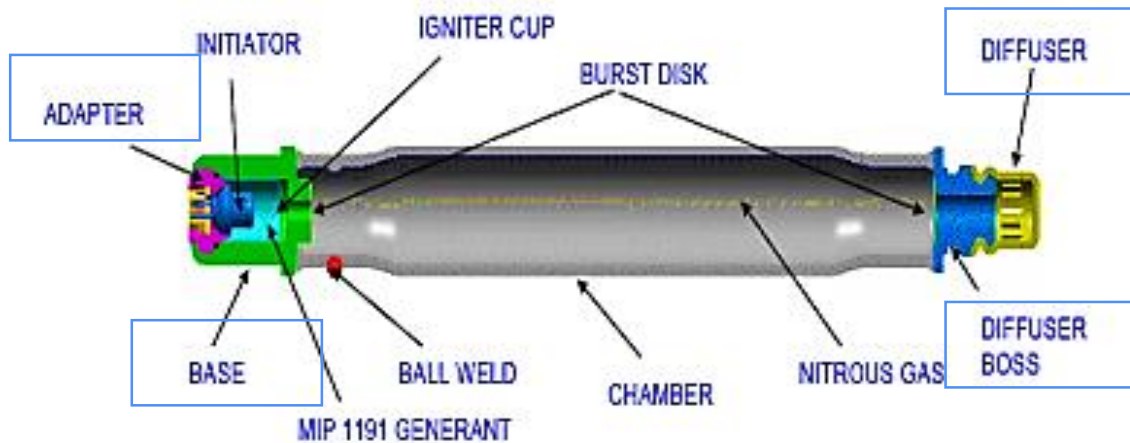
- Global Automotive Airbag Inflators Market Worth **USD 4.8 Billion** by 2021 - Analysis, Technologies & Forecasts Report 2016-2021 - Key Vendors: Autoliv, Key Safety Systems, Takata - Research and Markets



# Automotive-Airbag



**FY 2016**



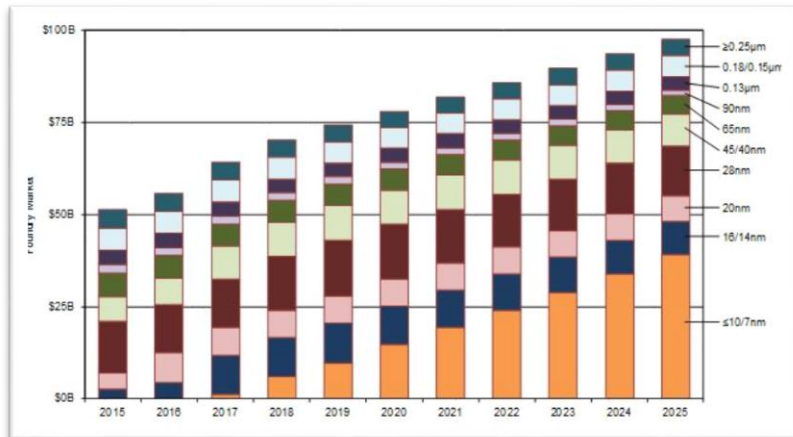
**Our Customer coverage rate in**

**overall Airbag market is over 65%**

# Industry Application

## Stable business increasing trend showing in 6-year period table:

- **Oil/Gas** field downed to the bottom from Q1/2015~Q1/2017, business stable increasing from Q2/2017.
- **Special bike** components dramatically increased since Q4/2016 (will bring 4X revenue than 2016).
- **Hydraulic system** components will join the business contribution from Q4/2017 (new product launch).
- **Wafer equipment** portion provides strong increasing for years (2017 ~ 2019).



	2020	2025
Revenues (\$M)	14,834	39,047
Wafer price (\$K)	9.50	12.90
Wafer volume (MU)	1,561	3,027
Wafer volume (M WPM)	130	252
CAPEX 10K WPM (\$K)	2.20	2.93
CAPEX (\$M)	28,627	73,906

**A-Bicycle industries target higher value-added niche**

**São Paulo-even with the crisis, the bike segment of high added value has grown above the market. For 2017, manufacturers are betting on niche models, focusing on consumers who want performance and design and are willing to pay more for it...**

Global Update SEMI.[www.semi.org](http://www.semi.org)  
August 4, 2015

the CAPEX for 10/7nm and smaller technologies **will be \$28.6B**. For the revenues of \$39.0B in 2025, the cumulative CAPEX for 10/7nm and smaller technologies will be **\$73.9B (accumulation)**.



# Aviation Growth Trend of the Two Main Stream Commercial Airplanes

■ Twin Aisles

■ Single Aisle



26,730

B737 MAX , A320 & C919

## NEW AIRPLANES TO BE DELIVERED BY 2034

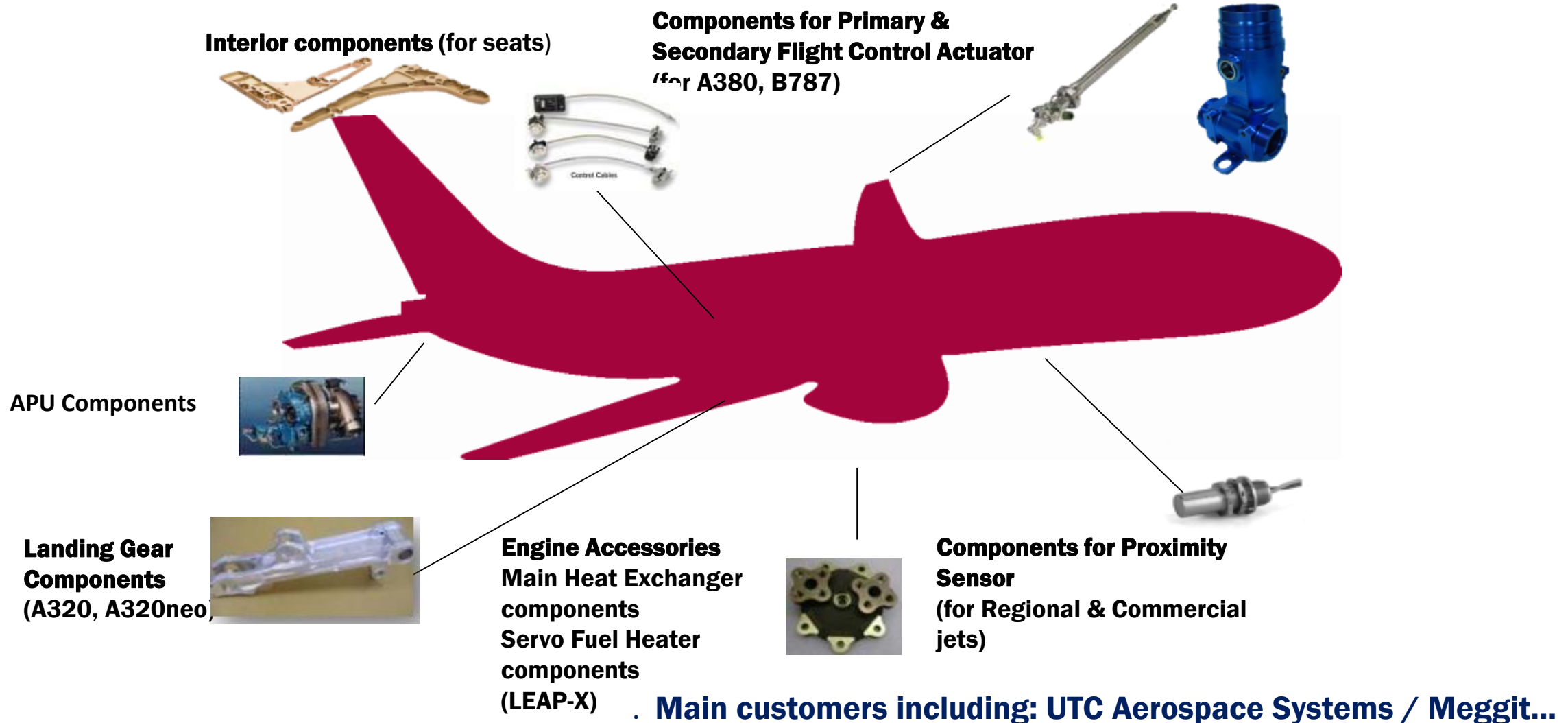


8,108

B787 & A 350

# Aviation

## Components use on Aviation market



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# Future Development and Operational Strategy

## Internal Operation

- Optimize existing process
- Being continuous develop and lead-in new process



Value-added and one-stop service on dividing work

Industry 4.0  
intelligent production



- Integrating supply-chain
- Cooperating with well-known equipment manufacturers



Learning organization  
promote personnel  
constant growth

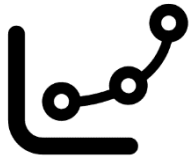
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**Partner alliance ! Fighting together !**

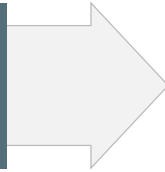
# Future Development and Operational Strategy

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## External Development



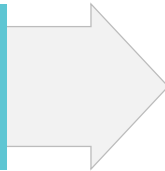
**Concentrate in  
right niche market**



**Focus on the particulate niche market, including  
Fuel-economy, Green and Car safety**



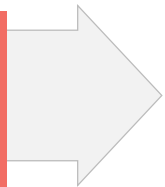
**Earn more  
customers' recognition**



**Work with each core customers persistently in  
professional way to earn more customers' recognition**



**VA/VE**

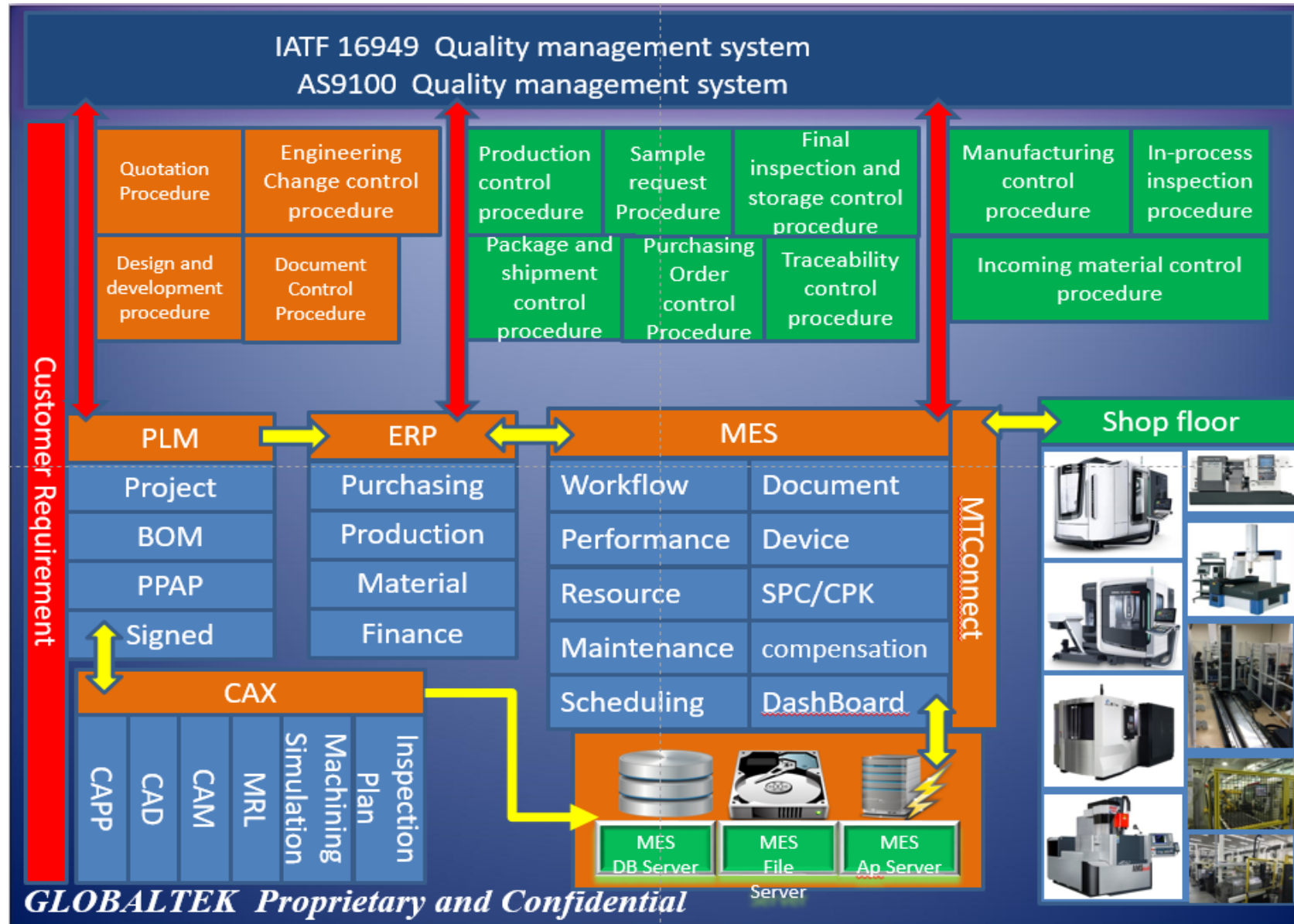


**We develop projects with international customers in the  
niche market, providing valuable total solution services  
via VA/VE methodology.**

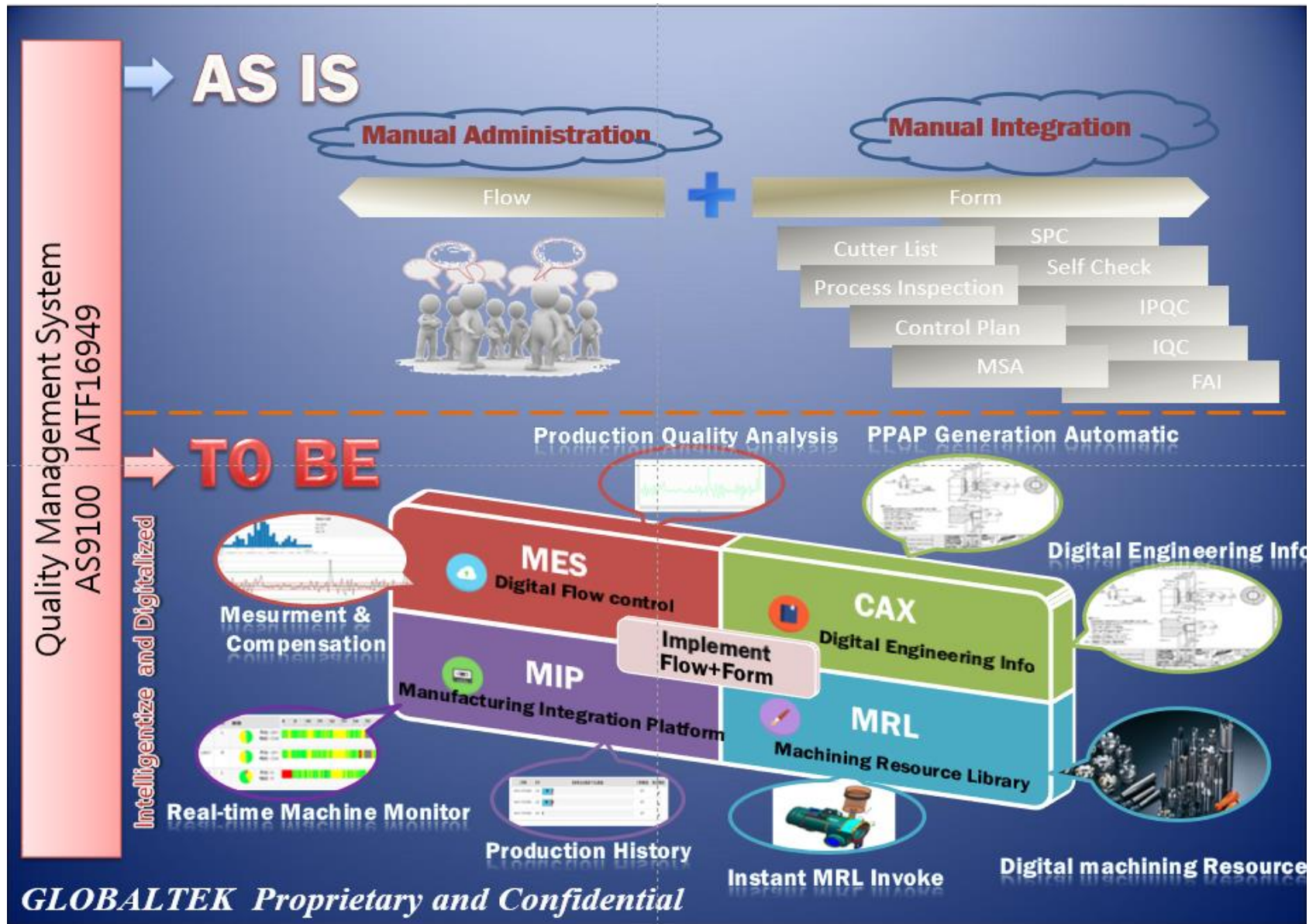
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# Intelligent production System



# Intelligent production System



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# The product market revenue growth rate in 2017 H1



**Making a Leap**

**+32.9%**

**2017 H1 Revenue  
Growth Rate**

**+39.4%**



**Engine and  
transmission**

**+26.7%**



**Airbag**

**+37.1%**



**Industry Application**

**+30.6%**

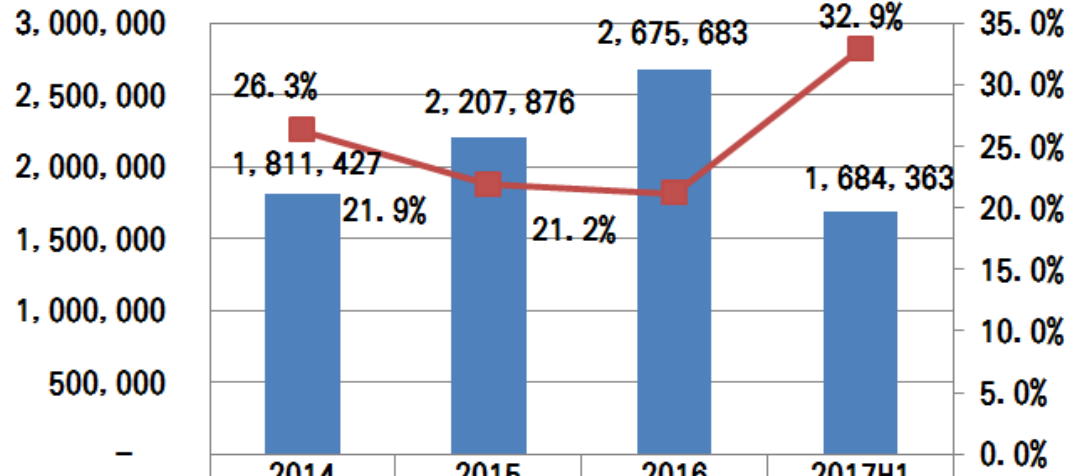


**Aviation**

# The Revenue Growth Trend

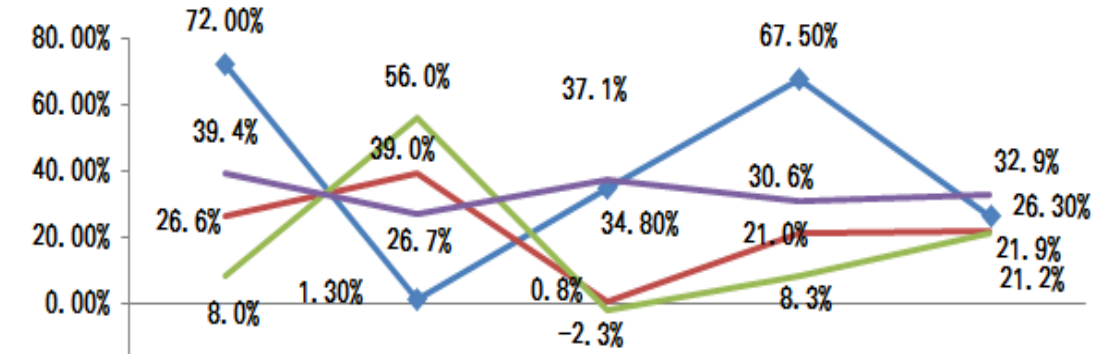
Unit:NT\$K

## Consolidated Revenue Growth Trend



Revenue	1,811,427	2,207,876	2,675,683	1,684,363
Growth Rate	26.3%	21.9%	21.2%	32.9%

## The Product Revenue Growth Trend

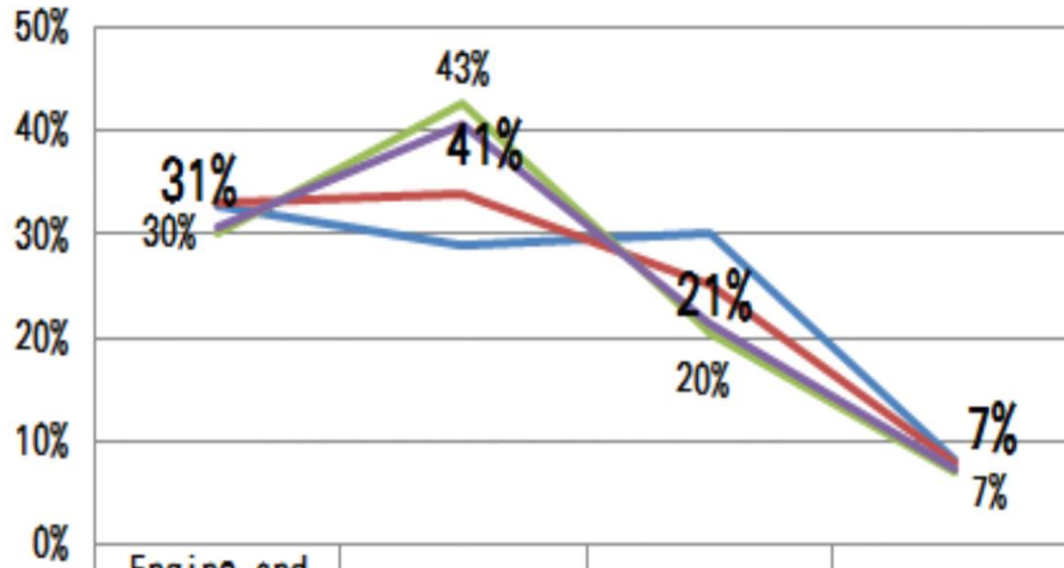


Year	Engine & transmission	Airbag	Industry	Aviation	Total
2014	72.00%	1.30%	34.80%	67.50%	26.30%
2015	26.6%	39.0%	0.8%	21.0%	21.9%
2016	8.0%	56.0%	-2.3%	8.3%	21.2%
2017 H1	39.4%	26.7%	37.1%	30.6%	32.9%

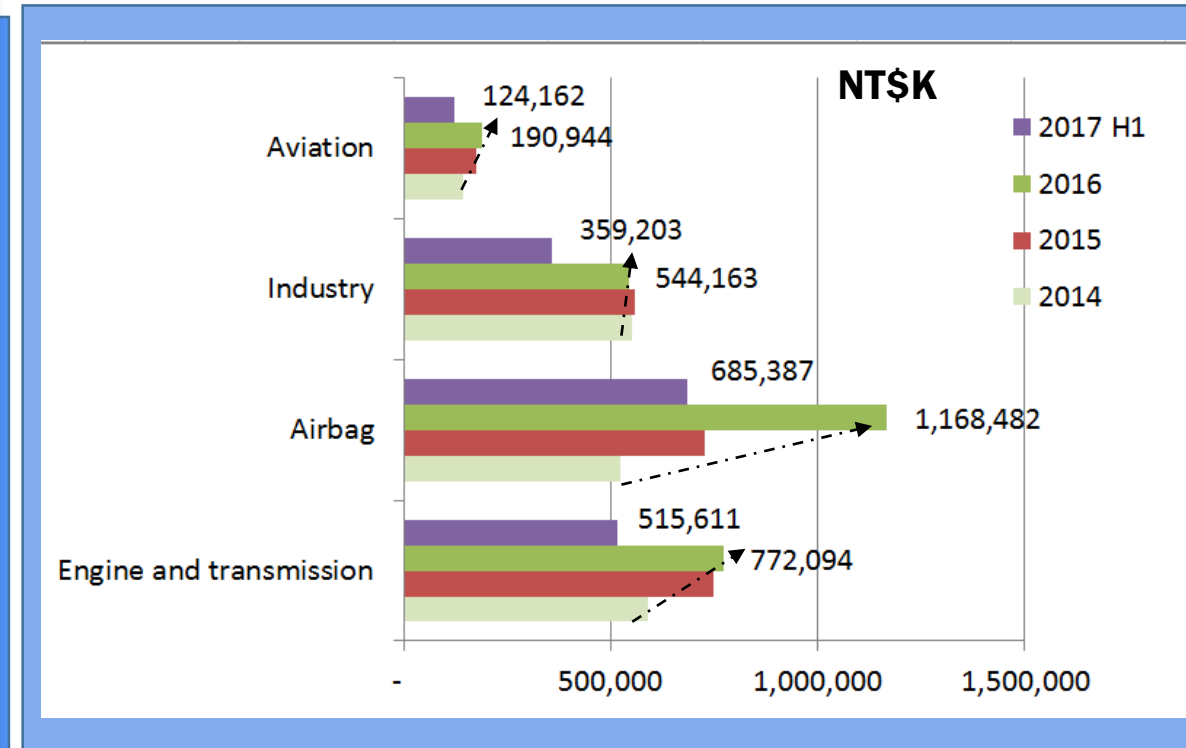


# Product Portfolio

## The Revenue ratio of Product market in Globlatek

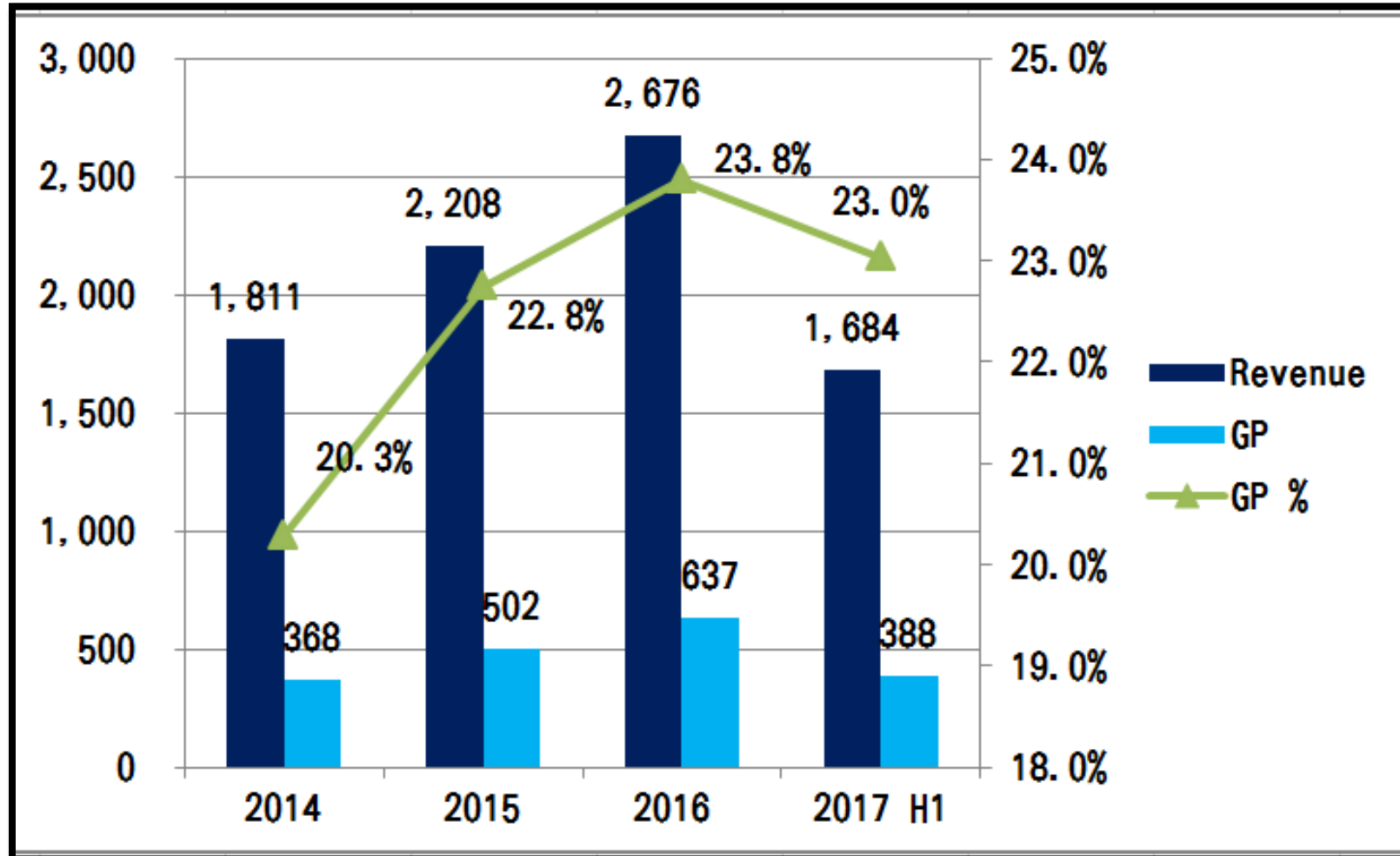


	Engine and transmission	Airbag	Industry	Aviation
2014	33%	29%	30%	8%
2015	33%	34%	25%	8%
2016	30%	43%	20%	7%
2017 H1	31%	41%	21%	7%



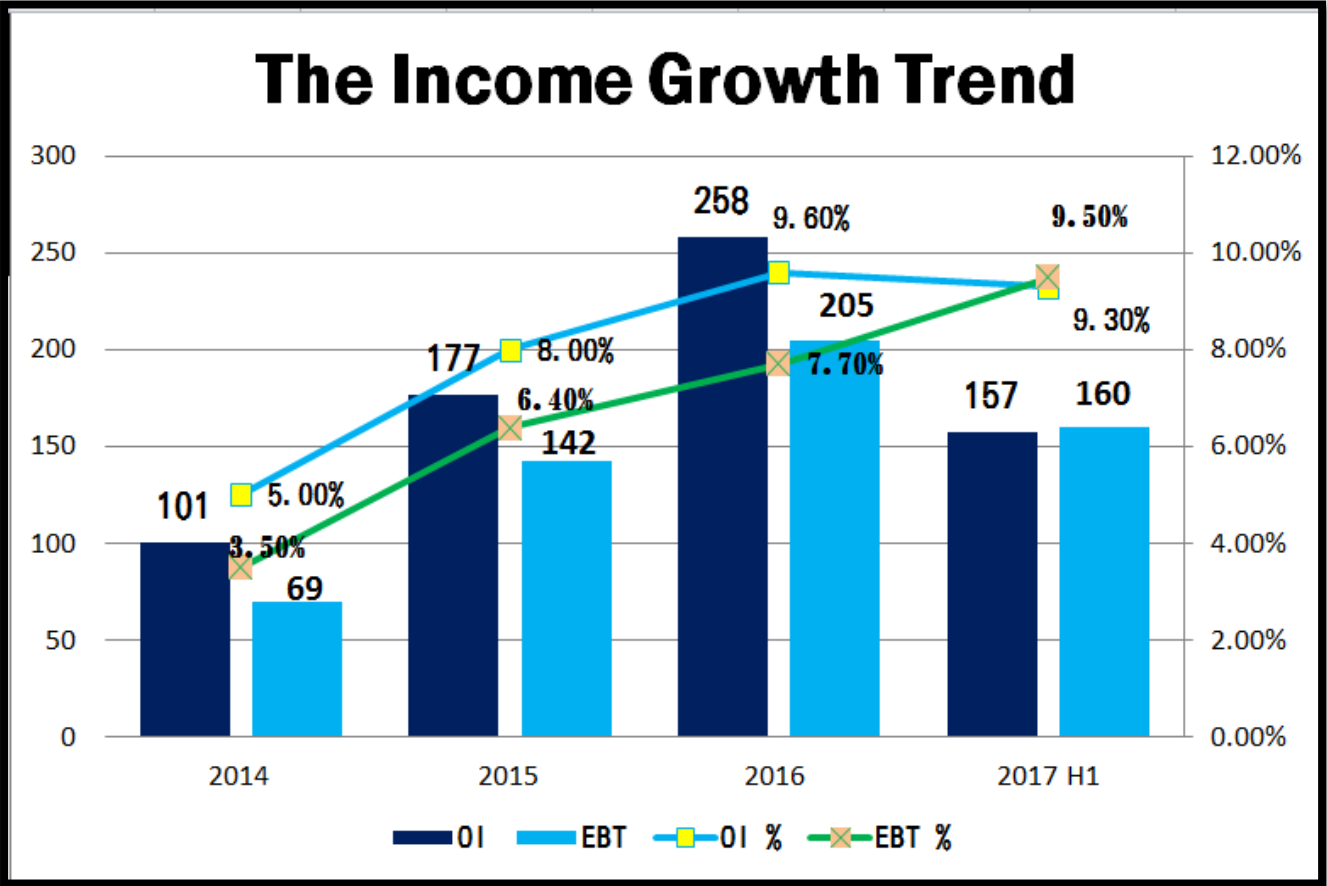
# The Revenue & GP Growth Trend

Unit:NT\$M



# The Income Growth Trend

Unit:NT\$M



<u>Year</u>	<u>EPS</u>
<b>2017 H1</b>	<b>\$2.02</b> ▲
<b>2016</b>	<b>\$2.36</b> ▲
<b>2015</b>	<b>\$2.04</b> ▲
<b>2014</b>	<b>\$0.94</b> ▲

