



# Global Tek Fabrication Investor Conference

Date : 2023/4/26

**GLOBALTEK**

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I.	Company Profile & Operation Results 公司基本資料與營運結果	10 mins	Hank Lian 連榮義
II.	Operation Strategies and Outlook 營運策略與展望	30 mins	Donald Huang 黃亞興
III.	Q & A 問與答	20 mins	Global Tek Team 時碩團隊

- The financial numbers here by are based on International Financial Reporting Standards (IFRS)  
本簡報財務數字係根據國際財務報導準則編製
- Cumulative consolidated numbers were reviewed by CPA  
合併數字經會計師查閱簽證

# Company Profile

<b>Chairman</b>	Donald Huang	<b>Base</b>	<b>Xinwu</b>	<b>Wuxi</b>	<b>Xian</b>
<b>GM</b>	Donald Huang	<b>QMS</b>	IATF 16949 ISO 9001 AS 9100 ISO 14001 NADCAP PED	IATF 16949 ISO 9001 ISO 13485 ISO 14001	ISO 9001 AS 9100 ISO 14001
<b>Paid-in Capital</b>	NT\$823M				
<b>Business</b>	Precision metal forming, machining and post-processing for automotive safety system components, powertrain system components, bike, semiconductor, instrumentation components, aerospace, and medical industries.				
<b>Revenue (FY'22)</b>	Totaled <b>NT\$4,986,366K</b> , for an all-time sales record, an increase of 15.80% compared to the same period in 2021.	<b>Employee (Q1 2023)</b>	430	334	150

## Management Team



**Donald Huang**  
Chairman and GM



**Jonathan Lo**  
Taiwan and Xian  
Factories GM



**Ken Liu**  
Wuxi Factory  
GM



**David Chan**  
Taiwan Factory  
Deputy GM



**Andreas Wilhelm**  
MD of NA & EU  
offices



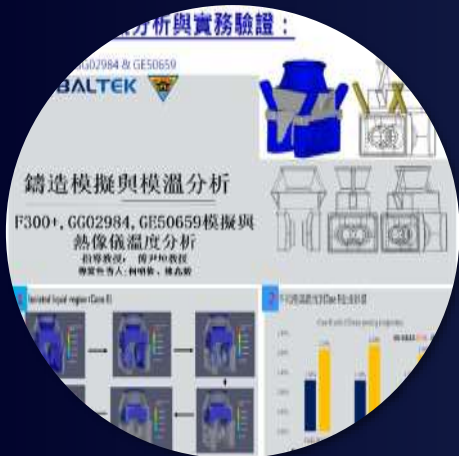
**Tim Gau**  
CFO



# GLOBALTEK

## Form a Strategic Alliance with the Best in the Business

### DESIGN & DEVELOPMENT



Regulation, Standard, SPEC, 3D Modeling, Engineering Drawing, CAE, etc

### FORMING



Cutting, Forging, Casting, Deep Drawing, Stamping, Extrusion, MIM, 3D Printing, etc

### MACHINING



Turning, Milling, Grinding, Boring, Broaching, Hopping, Shaping, EDM, etc

### TREATMENT



Heat Treatment, NDT, Surface Treatment, Testing, Painting, Welding, etc

### POST-SERVICE



Inspection, Testing, Welding, Assembly, Logistics, etc

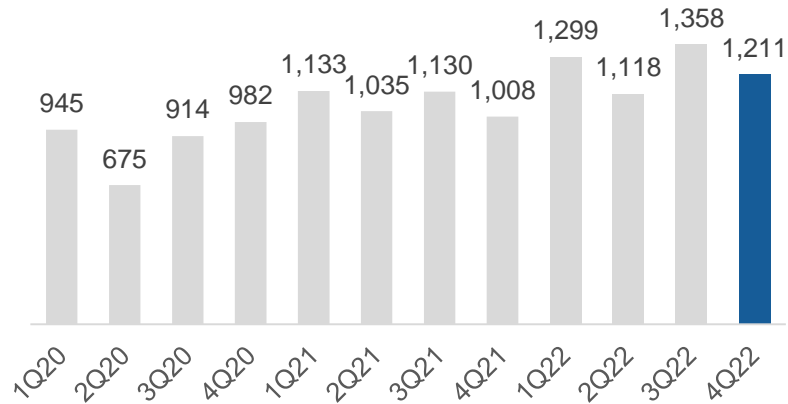
# 2022 Operation Results

2022營運成果

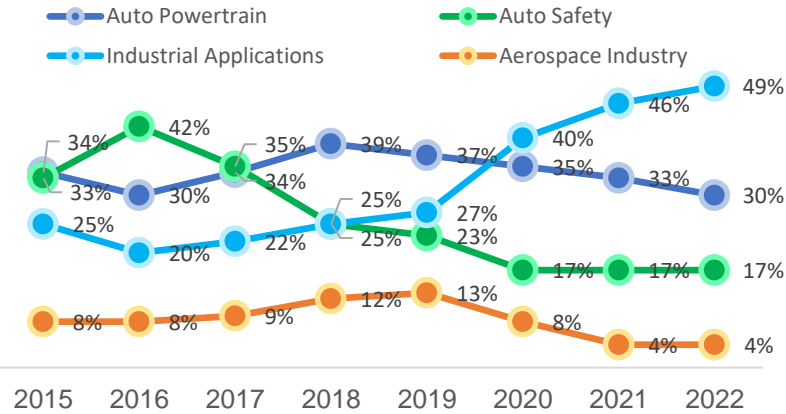
# 2022 Operation Highlights

*Sales Revenue, Net Profit and EPS are all for an all-time records*

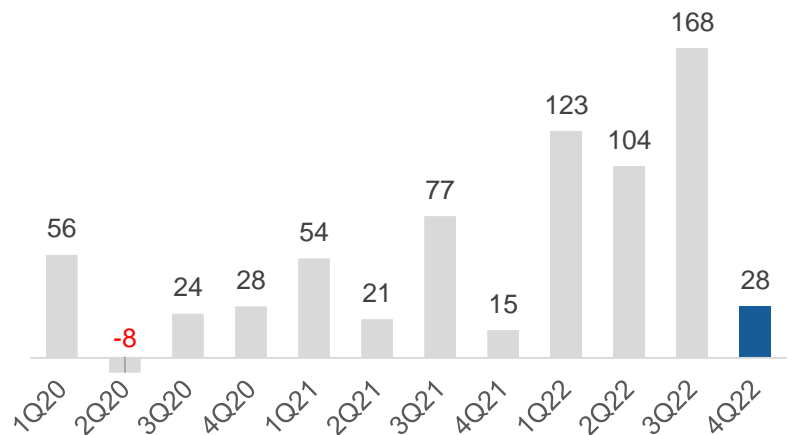
## Quarterly Revenue (NTD mn)



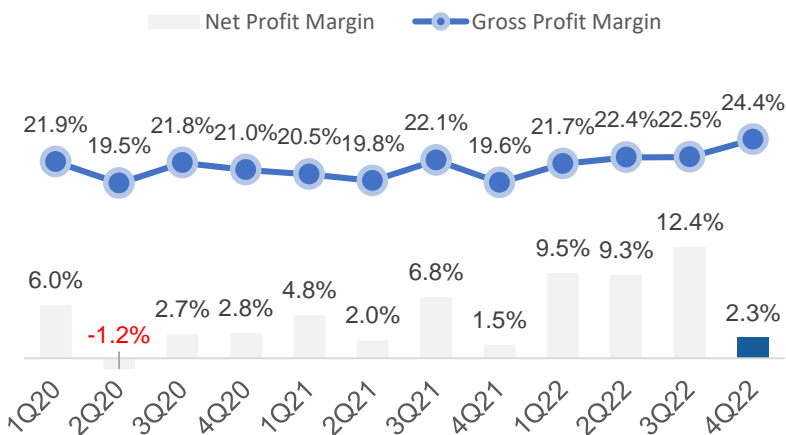
## Market Segment



## Net Profit (NTD mn)



## Margin (%)



## YoY

**16%**  
Revenue

**28%**  
Gross Profit

**72%**  
Operating Income

**152%**  
EBT

**154%**  
Net Profit

**144%**  
EPS

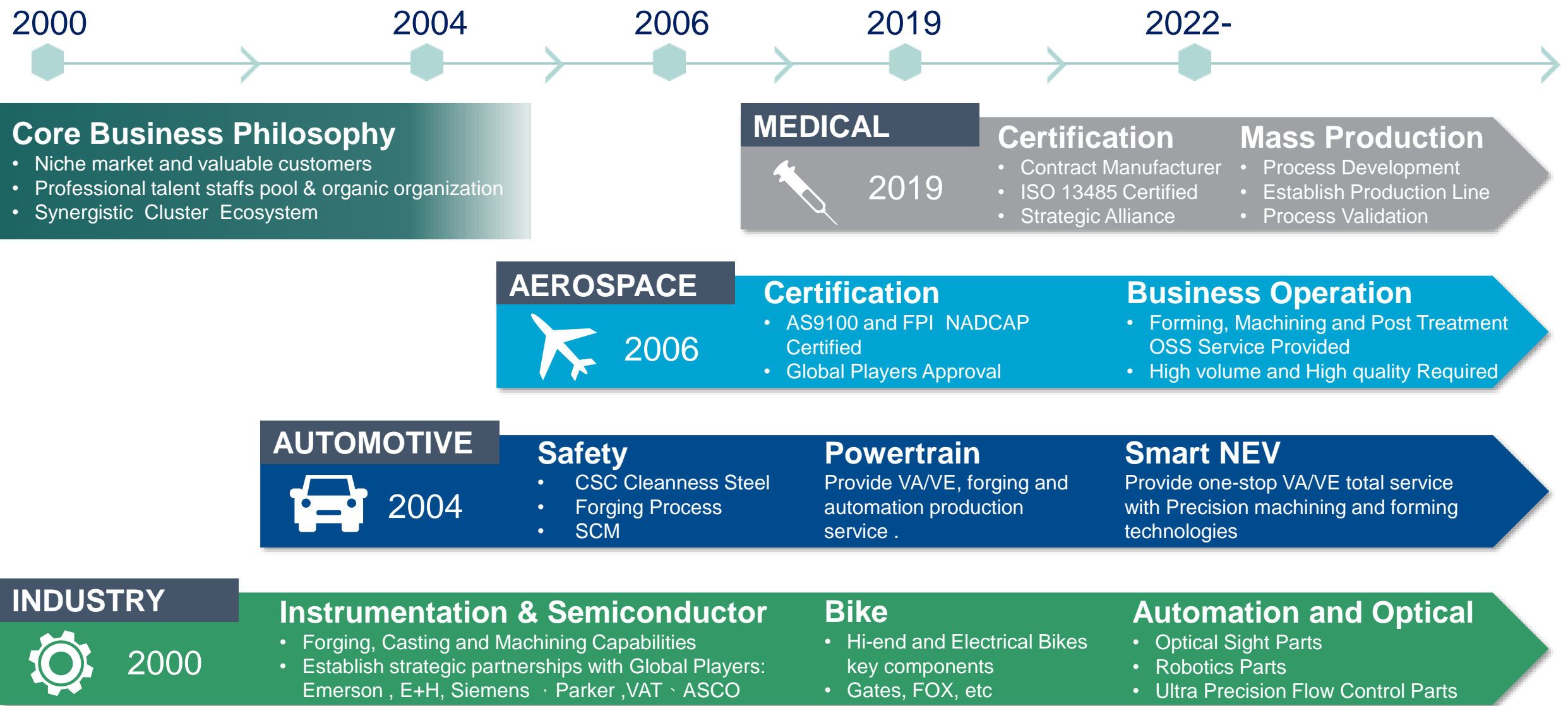
# Operation Strategies and Outlook

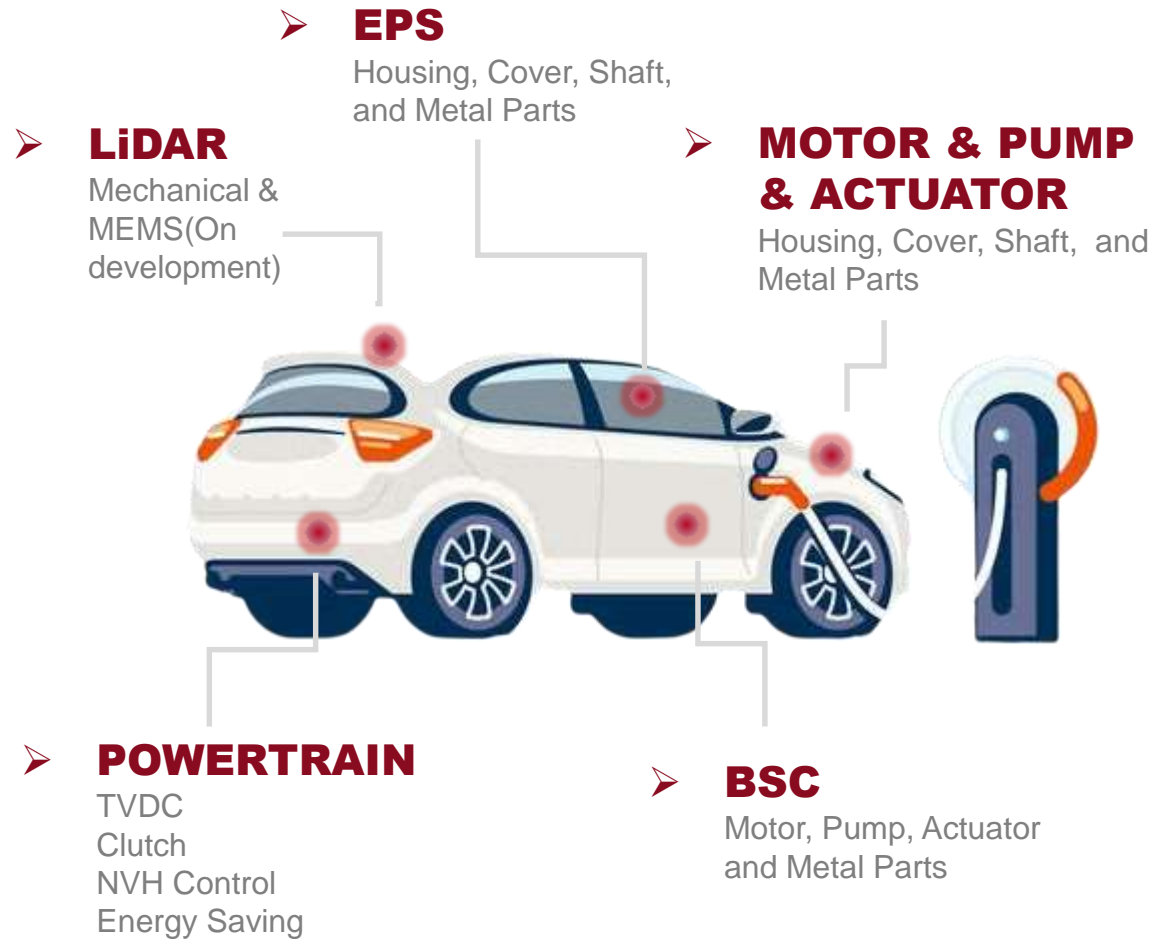
營運策略與展望



# BUSINESS ROADMAP:

## Continuous Research and Development Excellence





## Market and Customer

- China North America, Europe and ROW
- Branding customers, Tier1 Customers (Foreign-owned and Domestic Enterprises) , new comers

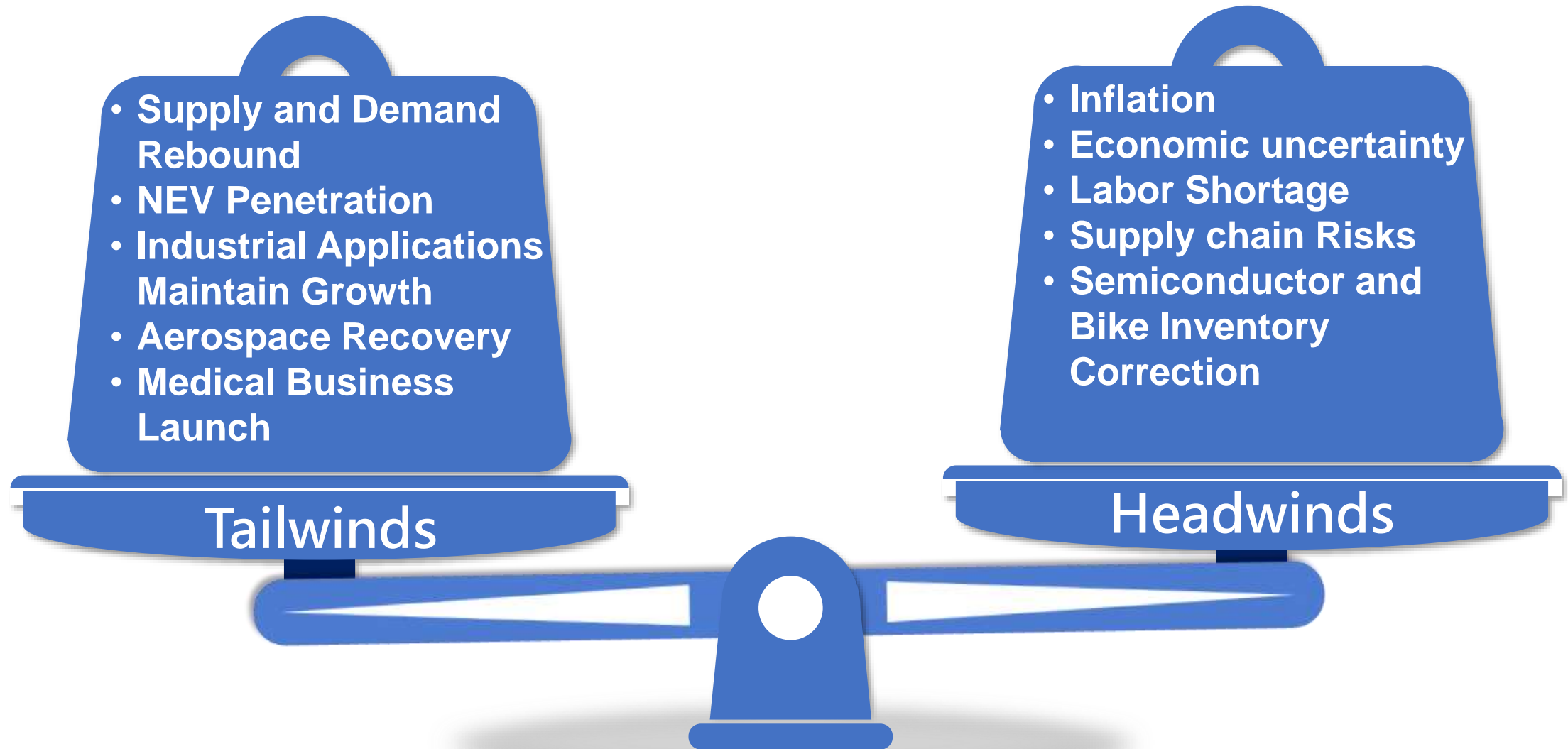
## Application and Product

- NEV: Powertrain, motor, cooling and light weight parts, etc
- Autonomous Car: LiDAR, ESP, BSC, Sensor, etc
- Suspension, Handling, etc

## Technology and Service

- CAE and VA/VE services
- Forming: Forging, Deep Drawing, Casting, etc
- Advance Machining
- Post Treatments
- Post Services

# Outlook and Challenge



# APPENDIX

# 附錄

# 2022 Quarterly Operation Results

NTD K	1Q22	%	2Q22	%	3Q22	%	4Q22	%
Operating Revenue	1,299,207	100.0	1,118,267	100.0	1,357,867	100.0	1,211,025	100.0
Operating Costs	(1,017,810)	(78.3)	(867,254)	(77.6)	(1,052,962)	(77.5)	(915,828)	(75.6)
Gross Profit	281,397	21.7	251,013	22.4	304,905	22.5	295,197	24.4
Operating Expense								
Selling and Marketing Expenses	(78,028)	(6.0)	(78,073)	(7.0)	(69,887)	(5.1)	(74,812)	(6.2)
General and Administrative Expenses	(54,662)	(4.2)	(51,996)	(4.6)	(81,633)	(6.0)	(90,851)	(7.5)
Research and Development Expenses	(34,018)	(2.6)	(30,538)	(2.7)	(36,234)	(2.7)	(42,068)	(3.5)
Expected credit loss (gain)	1,225	0.1	1,516	0.1	(1,457)	(0.1)	(3,258)	(0.3)
Operating Expenses	(165,483)	(12.7)	(159,091)	(14.2)	(189,211)	(13.9)	(210,989)	(17.4)
Profit from Operations	115,914	8.9	91,922	8.2	115,694	8.5	84,208	7.0
Non-operating income and Exp.								
Share of Profit or Loss of associates	(4,604)	(0.4)	3,058	0.3	(1,461)	(0.1)	(3,727)	(0.3)
Other Income	17,134	1.3	15,229	1.4	18,824	1.4	25,066	2.1
Other Gains and Losses	33,758	2.6	32,401	2.9	91,478	6.7	(55,378)	(4.6)
Finance Costs	(5,844)	(0.4)	(10,680)	(1.0)	(11,914)	(0.9)	(11,421)	(0.9)
Non-operating income and Exp.	40,444	3.1	40,008	3.6	96,927	7.1	(45,460)	(3.8)
Profit before Income Tax	156,358	12.0	131,930	11.8	212,621	15.7	38,748	3.2
Income Tax	(33,182)	(2.6)	(28,342)	(2.5)	(44,523)	(3.3)	(10,760)	(0.9)
Net Profit for the Period	123,176	9.5	103,588	9.3	168,098	12.4	27,988	2.3
EPS (NTD)	1.72		1.44		2.30		0.27	

Notes: The percentage of each accounting item is rounding calculation.

# 2022 Operation Results

## 2021 vs. 2022

NTD K	4Q21	4Q22	YoY(%)	2021	%	2022	%	YoY(%)
Operating Revenue	1,008,049	1,211,025	20	4,305,940	100.0	4,986,366	100.0	16
Operating Costs	(810,233)	(915,828)	13	(3,421,164)	(79.5)	(3,853,854)	(77.3)	13
Gross Profit	197,816	295,197	49	884,776	20.5	1,132,512	22.7	28
Operating Expense								
Selling and Marketing Expenses	(61,726)	(74,812)	21	(267,617)	(6.2)	(300,800)	(6.0)	12
General and Administrative Expenses	(55,351)	(90,851)	64	(232,864)	(5.4)	(279,142)	(5.6)	20
Research and Development Expenses	(38,197)	(42,068)	10	(142,297)	(3.3)	(142,858)	(2.9)	0
Expected credit loss (gain)	(5,870)	(3,258)	(44)	(4,380)	(0.1)	(1,974)	(0.0)	(55)
Operating Expenses	(161,144)	(210,989)	31	(647,158)	(15.0)	(724,774)	(14.5)	12
Profit from Operations	36,672	84,208	130	237,618	5.5	407,738	8.2	72
Non-operating income and Exp.								
Share of Profit or Loss of associates	(5,121)	(3,727)	(27)	(25,372)	(0.6)	(6,734)	(0.1)	(73)
Other Income	23,743	25,066	6	75,141	1.7	76,253	1.5	1
Other Gains and Losses	(18,716)	(55,378)	196	(57,413)	(1.3)	102,259	2.1	NM
Finance Costs	(4,621)	(11,421)	147	(15,650)	(0.4)	(39,859)	(0.8)	155
Non-operating income and Exp.	(4,715)	(45,460)	864	(23,294)	(0.5)	131,919	2.6	NM
Profit before Income Tax	31,957	38,748	21	214,324	5.0	539,657	10.8	152
Income Tax	(16,741)	(10,760)	(36)	(47,558)	(1.1)	(116,807)	(2.3)	146
Net Profit for the Period	15,216	27,988		166,766	3.9	422,850	8.5	154
EPS (NTD)	0.21	0.27		2.35		5.74		

Notes: The percentage of each accounting item is rounding calculation.