

2020.12.25 Investor Conference

Stock Number:1615

DAH SAN ELECTRIC WIRE & CABLE CORP.

2020/12/25

No.369, Xiping Rd., Touliu City, Yunlin County 64057, Taiwan(R.O.C)

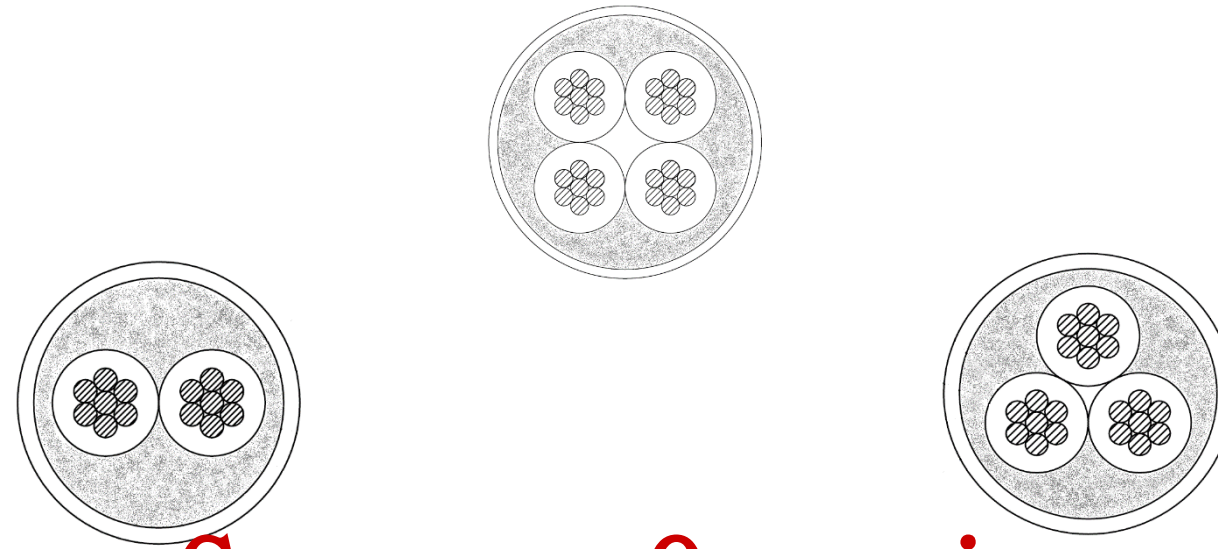


Disclaimer

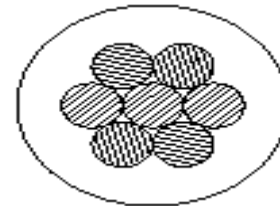
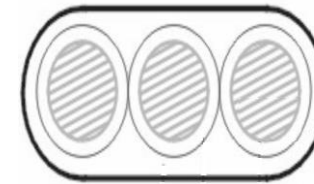
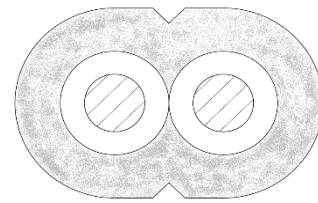
- All the content, information and statements given in this Pitch is considered as forward-looking statements based on the estimations and the assumptions of the Company's future business developments and operations. These forward-looking statements are subject to risk and uncertainties; therefore, the actual outcome of the Company's future business operations may have material and substantial differences from the aforementioned forward-looking statements.
- Except as required by law, the Company assumes no obligation to provide any updated forward-looking statements, whether as a result of new information, future events or otherwise.

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Company Overview



Introduction of company

Establish : 1964

Main Office : No.369, Sec 3, Yunlin Rd., Touliu City

Second Factory : No.369, Xiping Rd., Touliu City

Taipei Office : 73 Dongyuan Road, Taoyuan City

Kaohsiung Office : 11th Floor, No. 16, Boai 4th Road Kaohsiung City

Capital : 1.23 Billion TWD

Chairman : Mr. Wen-Bin Su

General Manager : Mr. Wen-Bin Su

Main Office



Land Area : 34,500M²

Factory Area : 24,200M²

Main Business

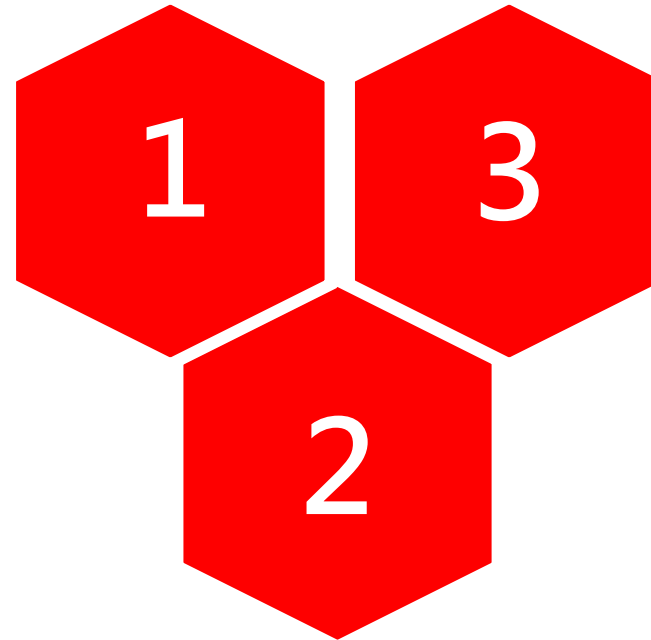
- Manufacturing, Processing and sales of various wires , cables and accessories
- Manufacturing, Processing and sales of various PVC, LSZH
- Design, construction and technical power services
- Residential and building development

Product in Main Factory

High voltage PE Cable



15KV
25KV
69KV
161KV



PVC

PVC of Wire&Cable



600V Power Cable

Plastic/Rubber Cable
Control Cable
LSZH Cable

Second Factory



Land Area : 12,000M²

Factory Area : 5,500M²

Main Product in Second Factory

Communication & Electronic Cable

Lan Cable
Coaxial Cable
Multi-core Cable

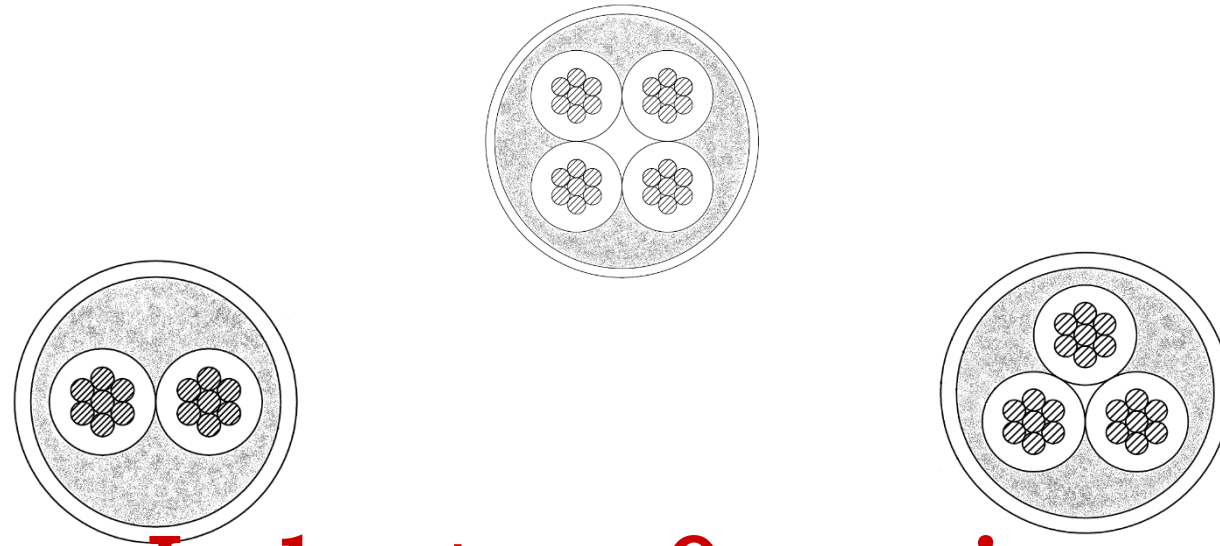


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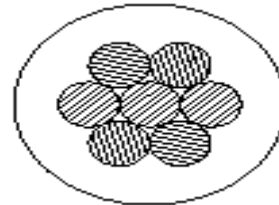
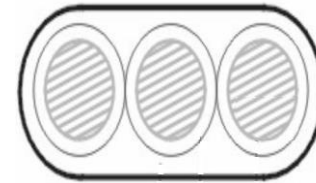
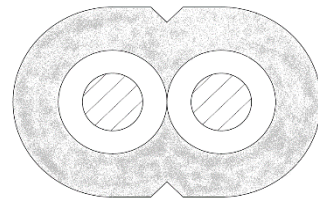
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600V Power Cable

Instrument Cable



Industry Overview



Industry Status and Future Development

- According to the member list of Taiwan Wire & Cable Industry Association, there are 115 members. The Main Product are bare copper , high and low voltage, rubber, communication, optical fiber and aluminum wire and cable
- The development of the wire and cable industry is closely related to the economic growth of the country. Including transportation construction, communication industry, home appliance manufacturing, power engineering industry, building construction and others need to use electricity.

Industry Chain Relevance

Upstream: Mainly copper, Plastic, Aluminum, Optical fiber wire and other wires. Raw materials for cables

Midstream : Low, medium and high voltage power cable and their accessories. Stranded copper wire, communication wire, electronic wire, optical fiber and other wires

Downstream: Any kind of cable user, including power and communication cable.

Industry Development Trend

- The government promotes the wind, solar and other green energy industries, also the seventh power transmission plan from TPC, renewal of the 30+ years building and fifth-generation mobile communication (5G) base station deployment are all the benefits for cable industries

Operation Overview



Operating Proportion

- Power Cable : 77.84%
- Communication Cable : 1.74%
- Electronic Wire : 3.16%
- Bare Copper Wire : 0.43%
- Copper plate and others : 16.83% ◦

Sales Overview

➤ Sales Area of Main Products :

Area		2018		2019	
		Amount	%	Amount	%
Domestic		3, 232, 951	95. 96	2, 962, 784	94. 14
Export Area	Europe	2, 692	0. 08	—	—
	Asia	132, 046	3. 92	184, 507	5. 86
	American	—	—	—	—
	Africa	1, 371	0. 04	—	—
Total		3, 369, 060	100	3, 147, 294	100

The company's products are mainly sold domestically, and the main export areas are Asia, Japan and Southeast Asia

Financial Overview



3Q20 Statement of Comprehensive Income-Consolidated

Unit: NT\$ Thousand

	2020Q3		2019Q3	
Operating revenue	2,305,791	100%	2,162,736	100%
Operating costs	1,938,723	84%	1,899,002	87%
Gross profit from operations	367,068	16%	263,734	13%
Operating expenses	104,438	5%	90,831	4%
Net operating income	262,630	12%	172,903	9%
Non-operating income and expenses	8,377	0%	9,868	0%
Profit before tax	271,007	13%	182,771	9%
Tax expense	56,337	2%	34,345	2%
Profit (loss)	214,670	9%	148,426	7%
Basic earnings per share	1.74		1.21	

Statement of Comprehensive Income-Consolidated (FY2019)

Unit:NT\$ Thousand

	2019		2018	
Operating revenue	3,147,294	100%	3,369,060	100%
Operating costs	2,719,944	86%	3,026,341	90%
Gross profit from operations	427,350	14%	342,719	10%
Operating expenses	130,122	4%	115,150	3%
Net operating income	297,228	10%	227,569	7%
Non-operating income and expenses	7,515	0%	9,523	0%
Profit before tax	304,743	10%	237,092	7%
Tax expense	60,420	2%	40,487	1%
Profit (loss)	244,323	8%	196,605	6%
Basic earnings per share	2.18		1.76	

3Q20 Balance Sheet-Consolidated

Uint: NT\$ Thousand

	2020/9/30		2019/9/30	
Cash and cash equivalents	57,669	2%	40,812	2%
Other current assets	1,532,994	46%	1,349,488	51%
Total current assets	1,590,663	48%	1,390,300	53%
Property, plant and equipment	1,051,217	32%	623,243	24%
Other non-current assets	649,019	20%	598,585	23%
Total assets	3,290,899	100%	2,612,128	100%
Total liabilities	1,387,373	42%	930,132	35%
Share capital	1,230,480	37%	1,118,618	43%
Total retained earnings	881,608	27%	791,299	30%
Total other equity interest	(208,562)	-6%	(227,921)	-9%
Total equity	1,903,526	58%	1,681,996	65%
	Net Value NT\$ 15.47		Net Value NT\$ 15.00	

4Q19 Balance Sheet-Consolidated

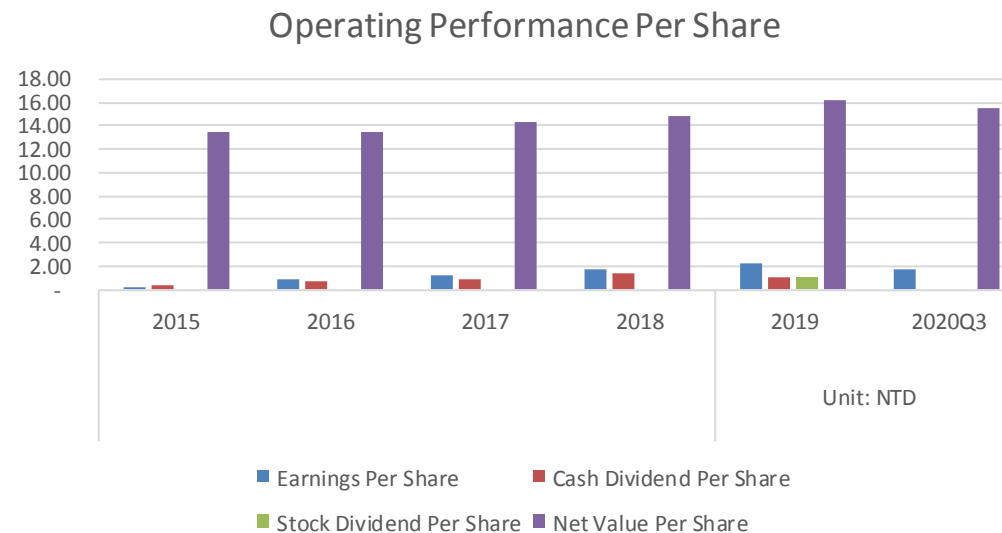
Unit: NT\$ Thousand

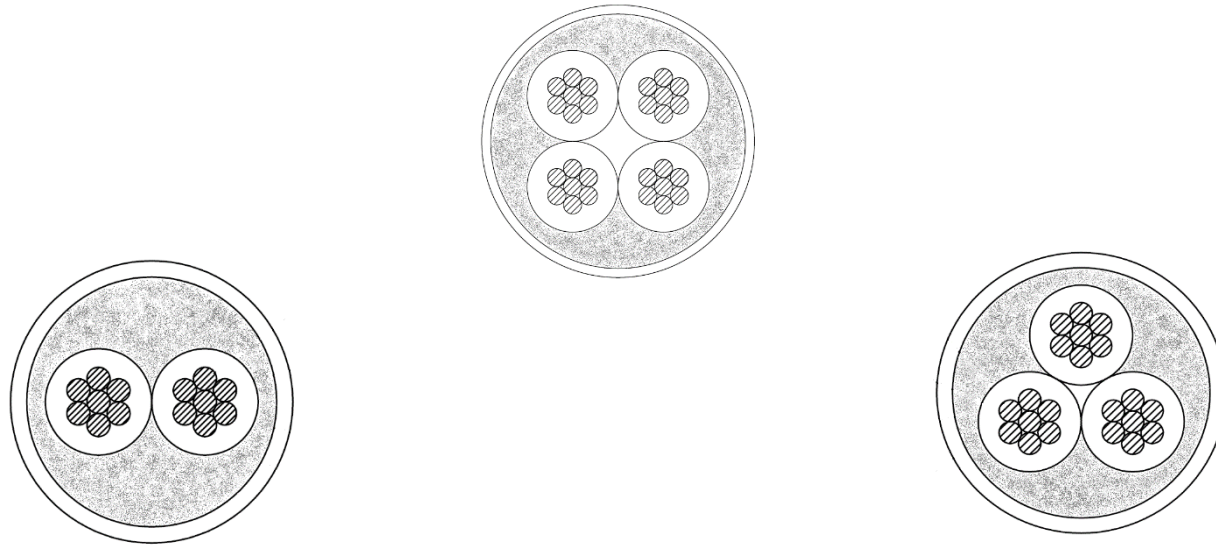
	2019/12/31		2018/12/31	
Cash and cash equivalents	56,107	2%	82,396	4%
Other current assets	1,491,175	53%	1,153,816	47%
Total current assets	1,547,282	55%	1,236,212	51%
Property, plant and equipment	621,046	22%	594,676	24%
Other non-current assets	631,199	23%	601,286	25%
Total assets	2,799,527	100%	2,432,174	100%
Total liabilities	989,648	35%	768,398	31%
Share capital	1,118,618	40%	1,118,618	46%
Total retained earnings	887,879	32%	794,366	33%
Total other equity interest	(196,618)	-7%	(249,208)	-10%
Total equity	1,809,879	65%	1,663,776	68%
	Net Value NT\$ 16.18		Net Value NT\$ 14.87	

Operating Performance Per Share

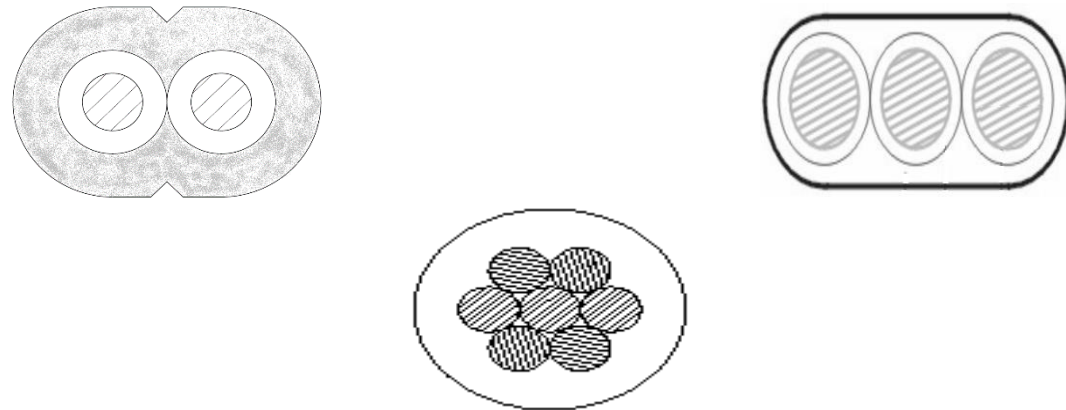
Unit:NTD

ITEM/YEAR	2015	2016	2017	2018	2019	2020Q3
Earnings Per Share	0.14	0.84	1.31	1.76	2.18	1.74
Cash Dividend Per Share	0.30	0.75	0.90	1.35	1.00	-
Stock Dividend Per Share	-	-	-	-	1.00	-
Net Value Per Share	13.50	13.53	14.25	14.87	16.18	15.47





Operation Forecast



Operating Forecast

- Continuous updating of manufacturing equipment, automation of production, improve production efficiency, reduce cost in order to achieve the improvement of operating performance
- Improvement of labor quality
- Expand the market in north part of Taiwan
- Participate in the government plan of public construction and renewal of old-age building

Thank You