

Mustang Industrial Corp.

Earnings Conference

Code : 5460 TW

July 24th 2020



同協電子股份有限公司
Mustang Industrial Corp.

Safe Harbor Notice

- This presentation contains certain forward-looking statements that are based on current expectations and are subject to known and unknown risks and uncertainties that could cause actual results to differ materially from those expressed or implied by such statements.
- Except as required by law, we undertake no obligation to update any forward-looking statements, whether as a result of new information, future events or otherwise.



Outline

- Company Overview
- Main Products
- Business Review
- Financial Performance





Company Overview



Introduction

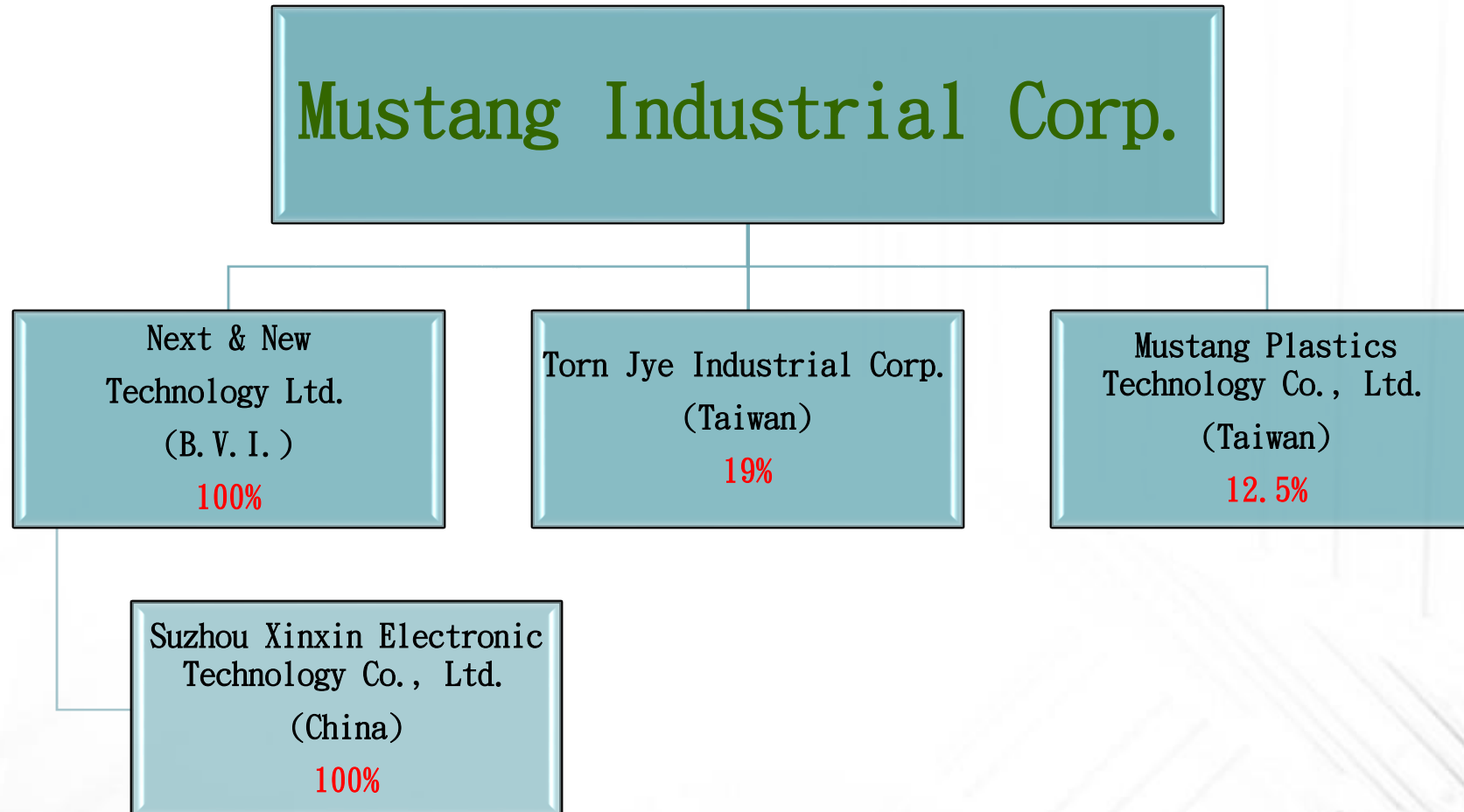
- Date of Established : 1972 / 12 / 14
- Date of Stock Listing : : 2000 / 09 / 28
- Taiwan Headquarter : No 1, Lane 429, Ming-An Rd., Hsin-Chuang Dist., New Taipei City, Taiwan, 24258
- No. of Employees : 149(Taiwan 2020/06)
- Paid-In Capital : NT\$612 million
- Chairman of The Board : Mr. Jack Liu



Brief

- 1972 • Established at 1972 to produce stamping dies and metal stamping parts.
- 1990 • Started Profit Center System.
- 1993 • Received ISO 9002 certification.
- 1996 • Received the "National MSE Award of 1996".
- 1997 • Changed company name in Chinese.
- 1998 • Received "Rising Star Award" for huge production of tuner frames.
- 1999 • Established a subsidiary, "Suzhou Xinxin Electronic Technology Co., Ltd." IN China.
- 2000 • Became a Listed Company on OTC with Stock ID 5460.
- 2009 • Received ISO 9001-2008 certification.
- 2017 • Received ISO 9001-2015 certification.

Group organization



Business philosophy

- Honesty
- Innovation
- Action



Our Vision & Strategies

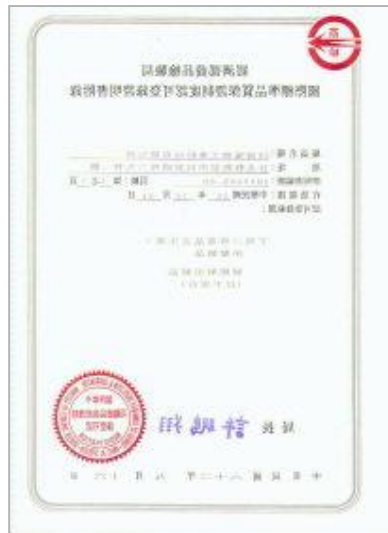
- Our Vision : Seek for Excellence→Surpass Competitors in Metal Forming Expertise and Management Capability
- 4 Strategies :
 - 1、Revenue Creation
 - 2、Customer Satisfaction
 - 3、Process Improvement
 - 4、Lifetime Learning



Won awards



**1993
Award for Outstanding
Computerization**



**1993
Received ISO 9002
certification**



**1996
Received
the "National
MSE Award "**



**1998
Rising Star
Award**



**2017
Received ISO 9001-
2015 certification**





Main Products



Product Items

- 1. Main business lines :

- (1) Metal Stamping Parts : 98%

- (2) Metal Stamping Dies : 2%

- 2. Product Items :

- (1) Our components use on networking & communication, automobile electronics, label printer.

- (2) Metal Stamping Dies .

- 3. New Product Development (NPD) :

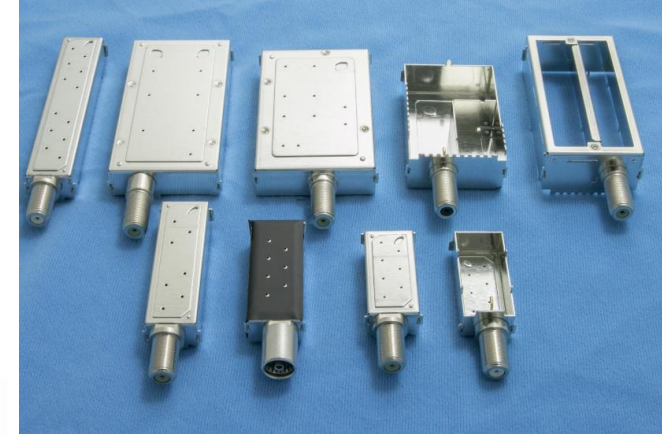
- Customizing stamping dies and stamping electronic components to customer needs.



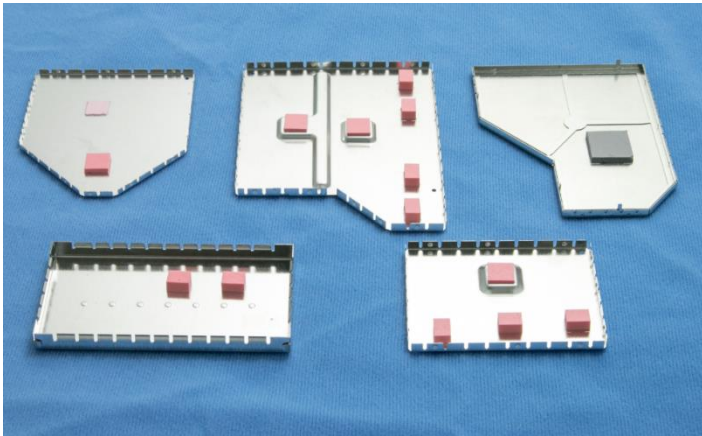
Network & Communication



RF-Shielding / Cover



One Piece design RF shielding frame & Module



Heat Conductive Shielding Cover



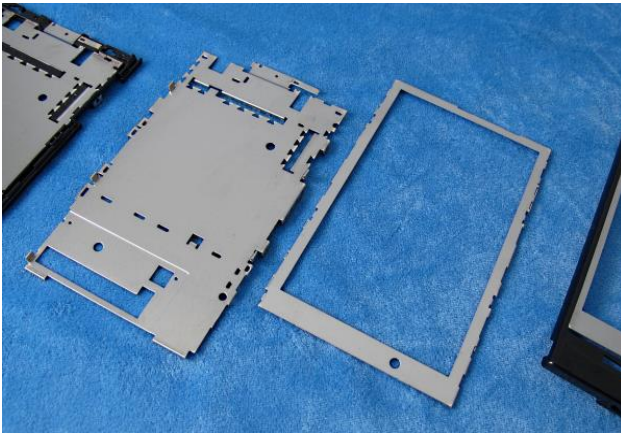
Bezel & Chassis-Set-Top Box



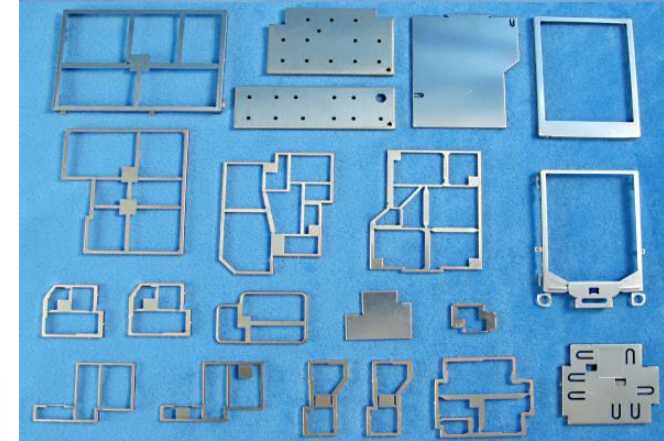
Hand Held & Mobility



Metal PIFA Antenna



Bracket & Metal Base-Smart phone



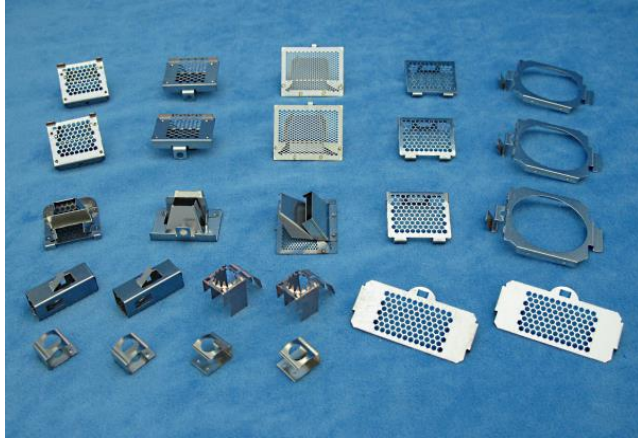
Shielding & Cover



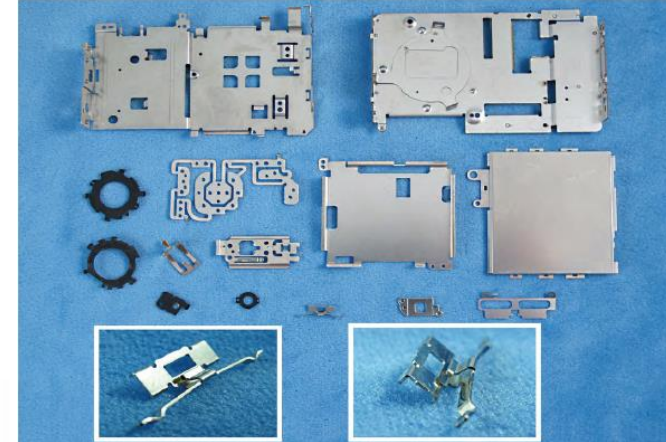
Heat Spreader



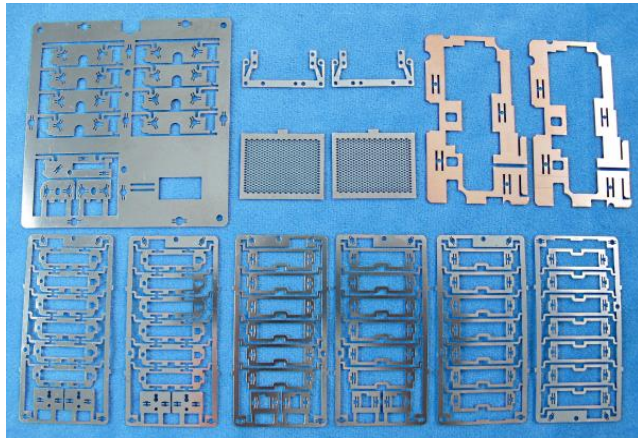
Display & Optic Device



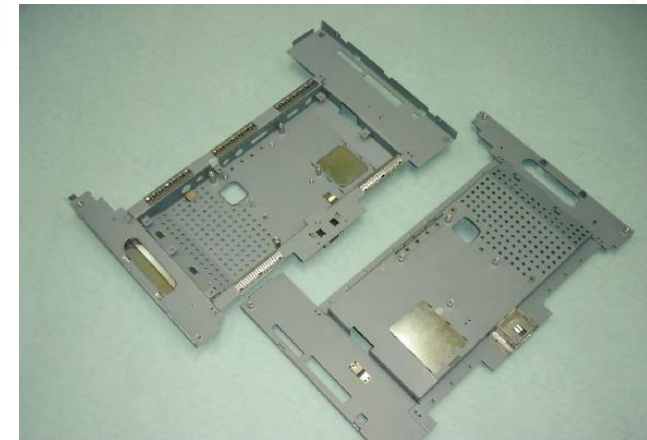
Precision Part for Projector



Metal Part for Digital Camera



Precision Stamping Component



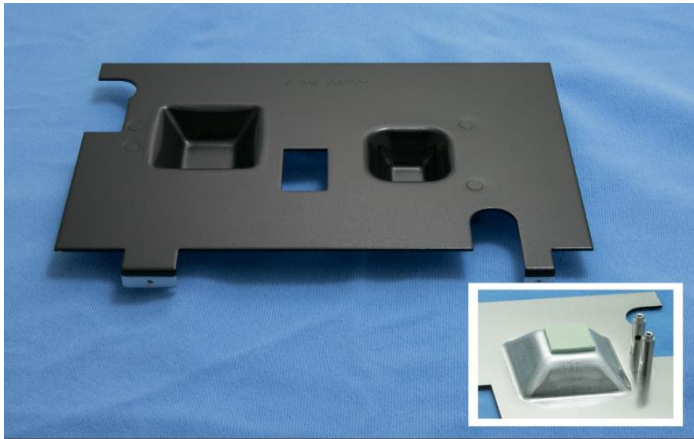
Metal Bracket for TFT LCD Monitor



Other Metal Stamping Application



Precision Stamping-Micro Motor/Driver



Heat Spreader & Module



Medical device



Deep Drawing

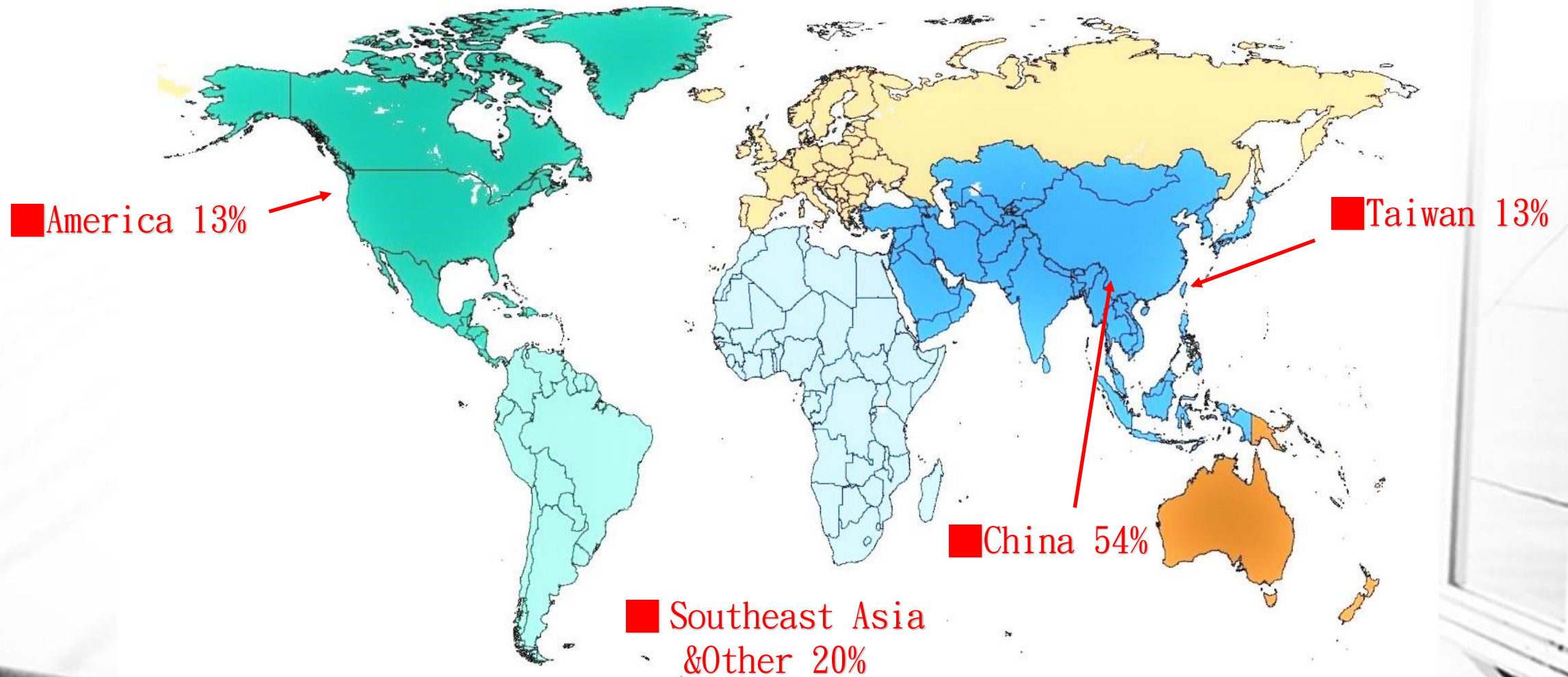


A stylized sun icon with a white circle and two curved lines extending from the top and bottom.

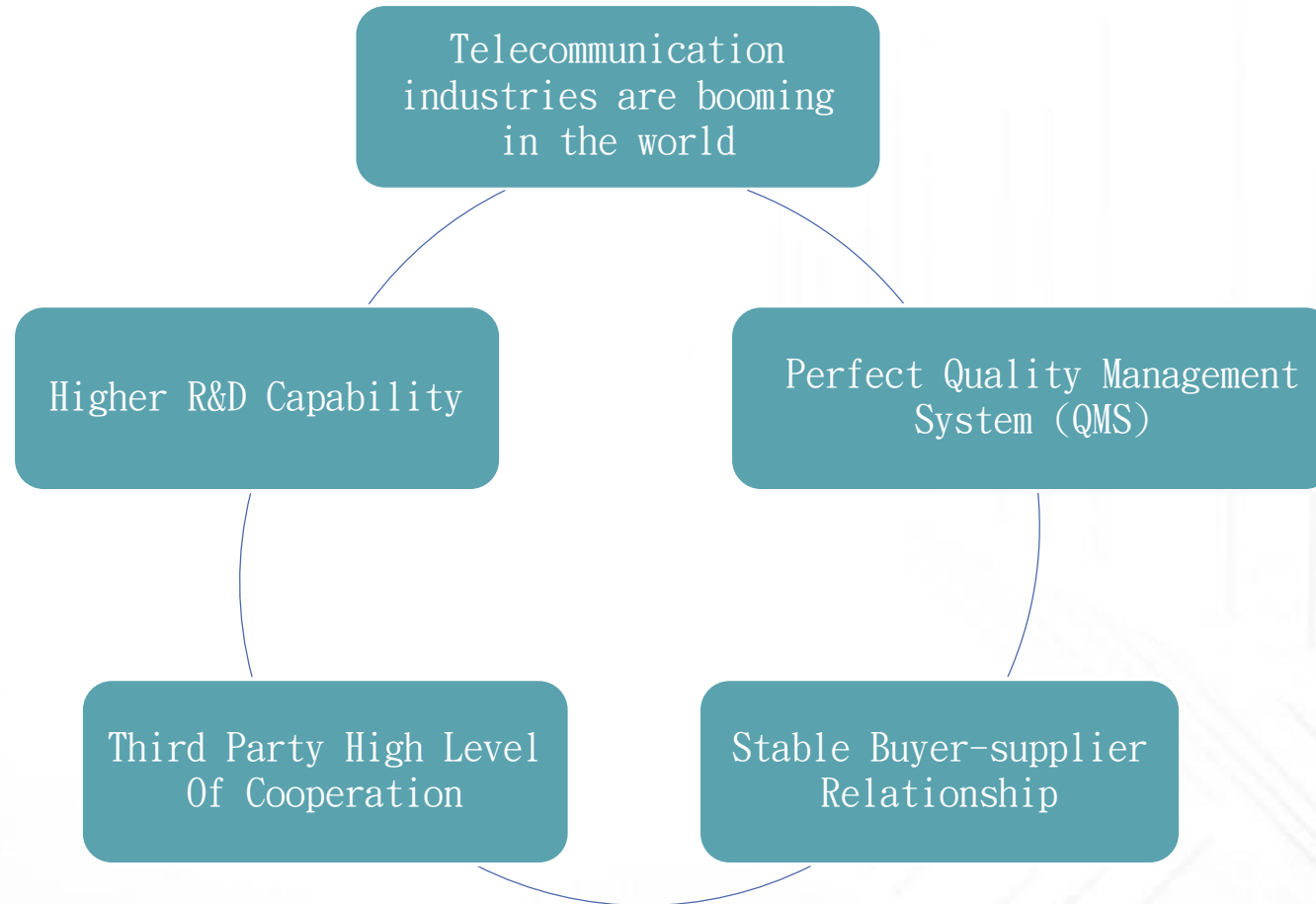
Business Review



Sales Distribution



Competitive Advantage



Development Plans

- Short-Term Goals :
 - Strive for opportunities to increase order for existing customer with high service and high quality.
 - Base on past experience to expand similar customer in the industry.
 - Purchase automatic equipment to reduce labor costs.
 - Looking for different market segment
 - Development of product applications and potential customers in different industries.
- Long-Term Goals :
 - To understand customer demand and adjust the organizational structure and production model
 - Evaluate the organizational structure and production model of delivery in different markets.
 - Collect market information , grasp market future trend and provide new technology.





Financial Performance



Statement of Comprehensive Income

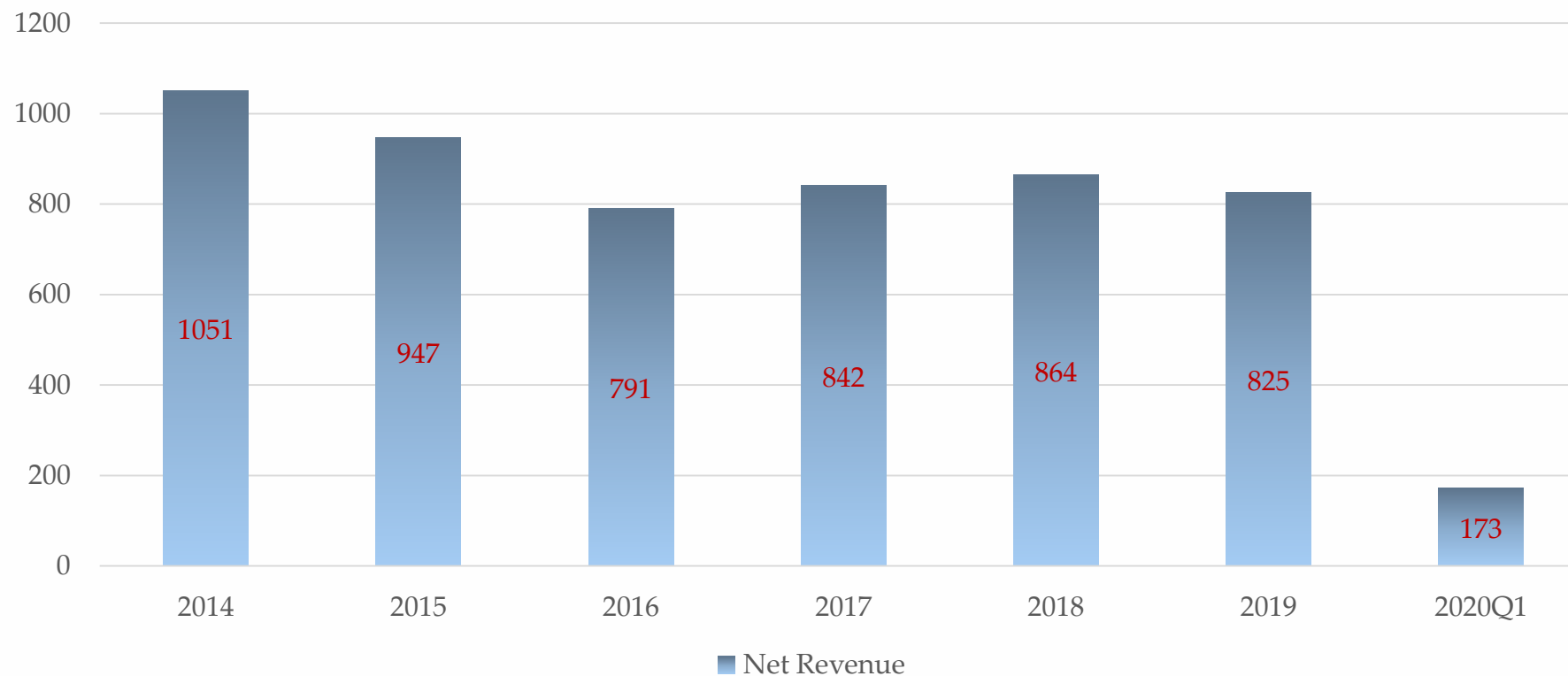
In Thousands of New Taiwan Dollars

Year	2017		2018		2019		2020Q1	
Item	Amount	%	Amount	%	Amount	%	Amount	%
Net Revenue	841,844	100%	863,792	100%	825,362	100%	173,024	100%
Gross Profit	194,640	23.1%	179,949	20.8%	209,286	25.4%	40,679	23.51%
Operating Expenses	145,822	17.3%	142,365	16.5%	151,641	18.4%	34,686	20.05%
Income From Operations	48,436	5.8%	36,612	4.2%	74,785	9.1%	5,993	3.46%
Non - operating income and expenses	(6,486)	-0.8%	3,942	0.5%	1,732	0.2%	2,739	1.58%
Income Before Income Tax	41,950	5.0%	40,554	4.7%	76,517	9.3%	8,732	5.05%
Net Income	33,075	3.9%	21,532	2.5%	49,092	5.9%	6,503	3.76%
EPS	0.46		0.30		0.72		0.11	

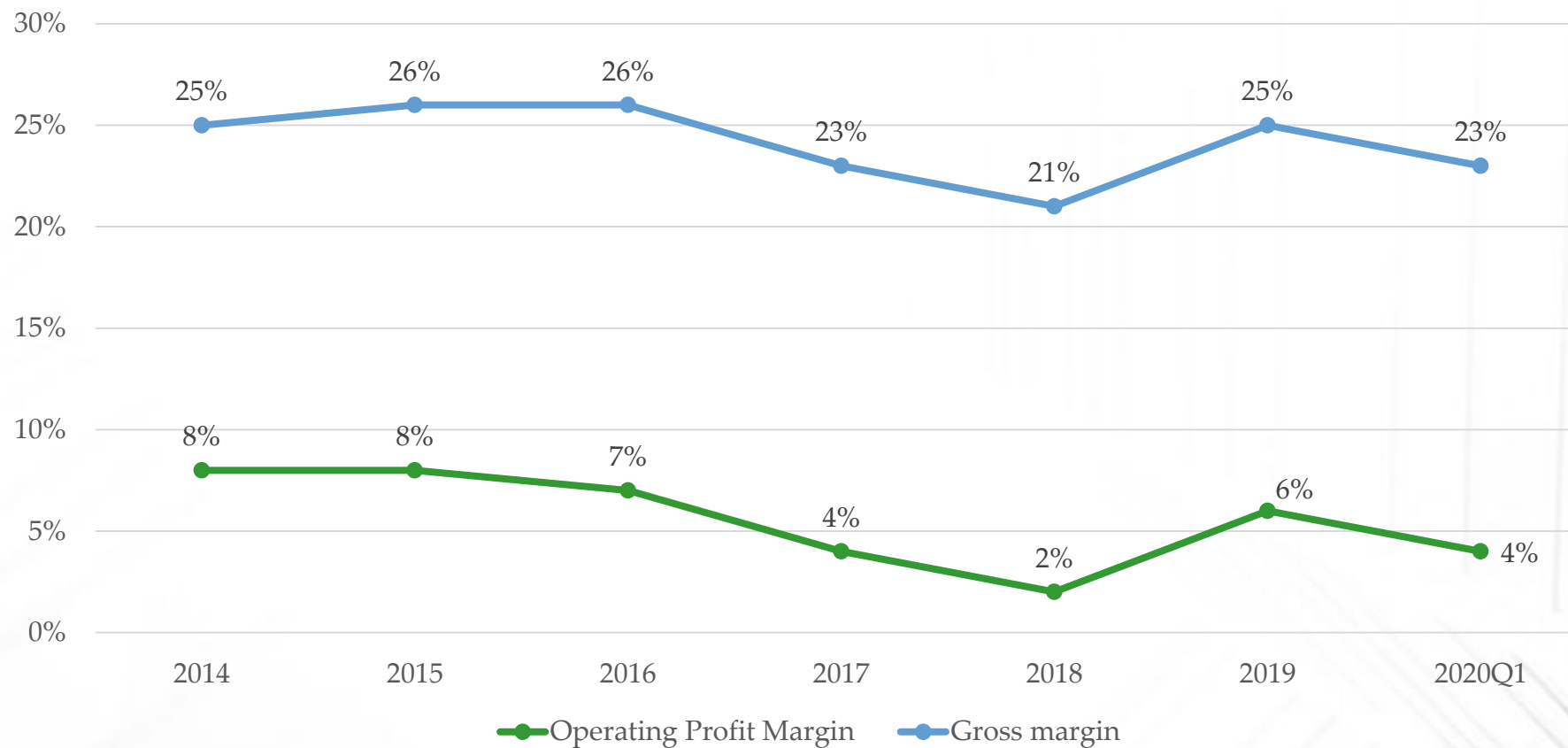


Revenue over the years

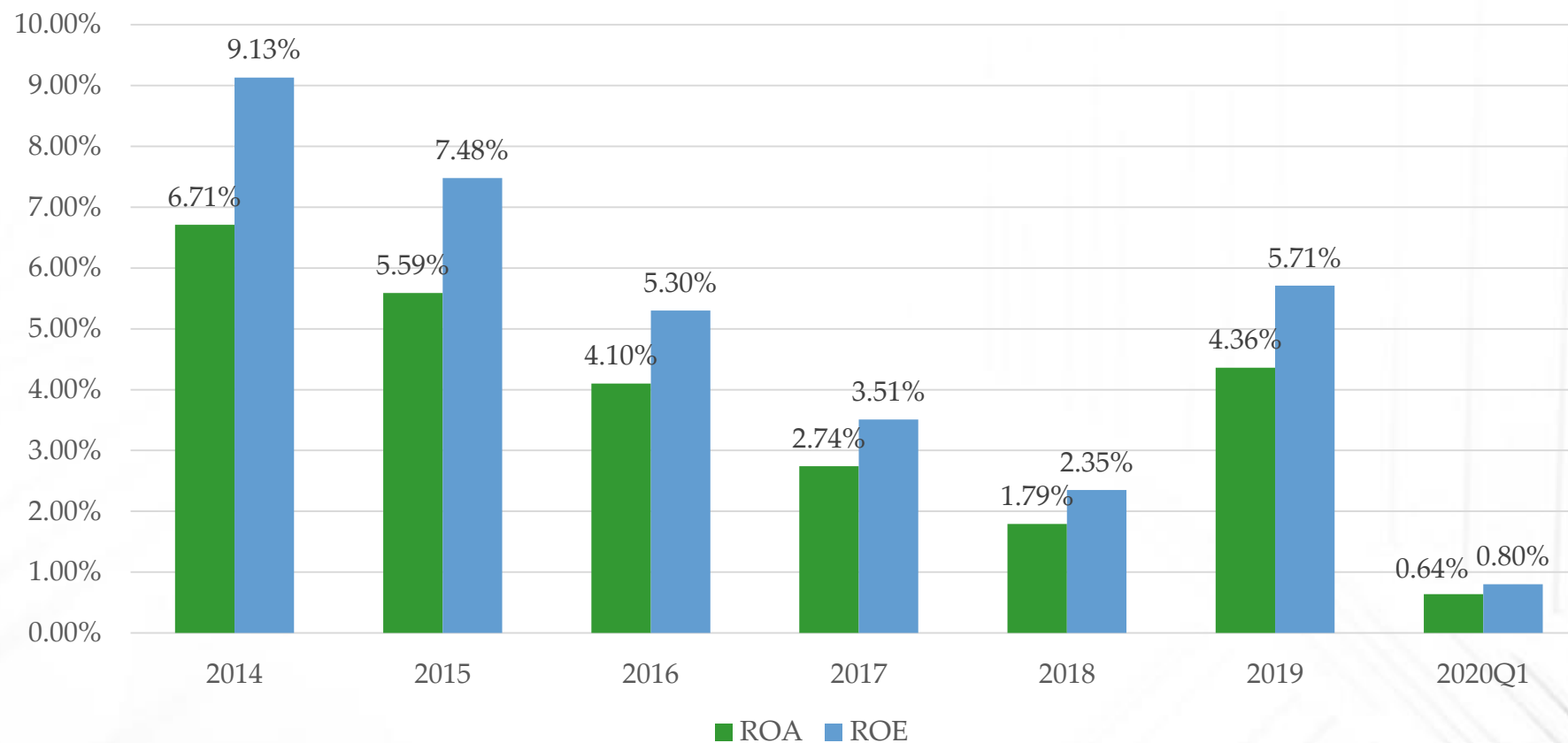
In Million of New Taiwan Dollars



Profit over the years



Return over the years



Dividend Policy

Year	2014	2015	2016	2017	2018	2019
EPS (NT\$)	1.22	1.04	0.72	0.46	0.3	0.72
Cash Dividends (NT\$)	0.9	0.8	0.65	0.5	0.3	0.55
Dividend Payout Ratio(%)	73.77	76.92	90.28	108.7	100	76.39
Dividend yield (%)	5.88	6.35	4.92	4.13	2.67	-

※Dividend Yield = Cash Dividends Per Share/Closing price on the day before the ex-dividend





同協電子股份有限公司

Mustang Industrial Corp.

~Thank You~



同協電子股份有限公司

Mustang Industrial Corp.