

# **20221114**

# **Investor Conference**



**SHIEH YIH MACHINERY INDUSTRY CO., LTD.**

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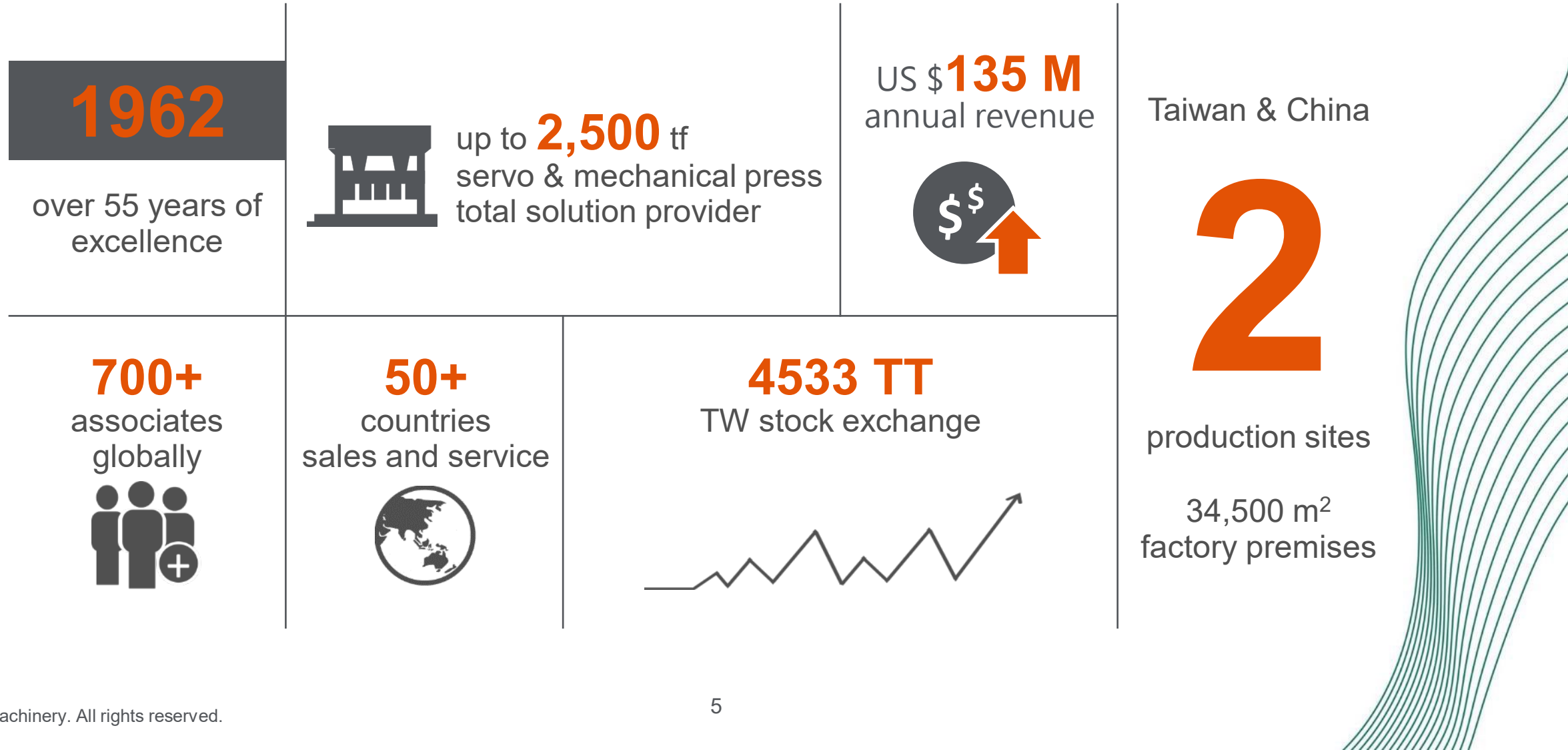
# Servo Press Success Case



# Company Profile

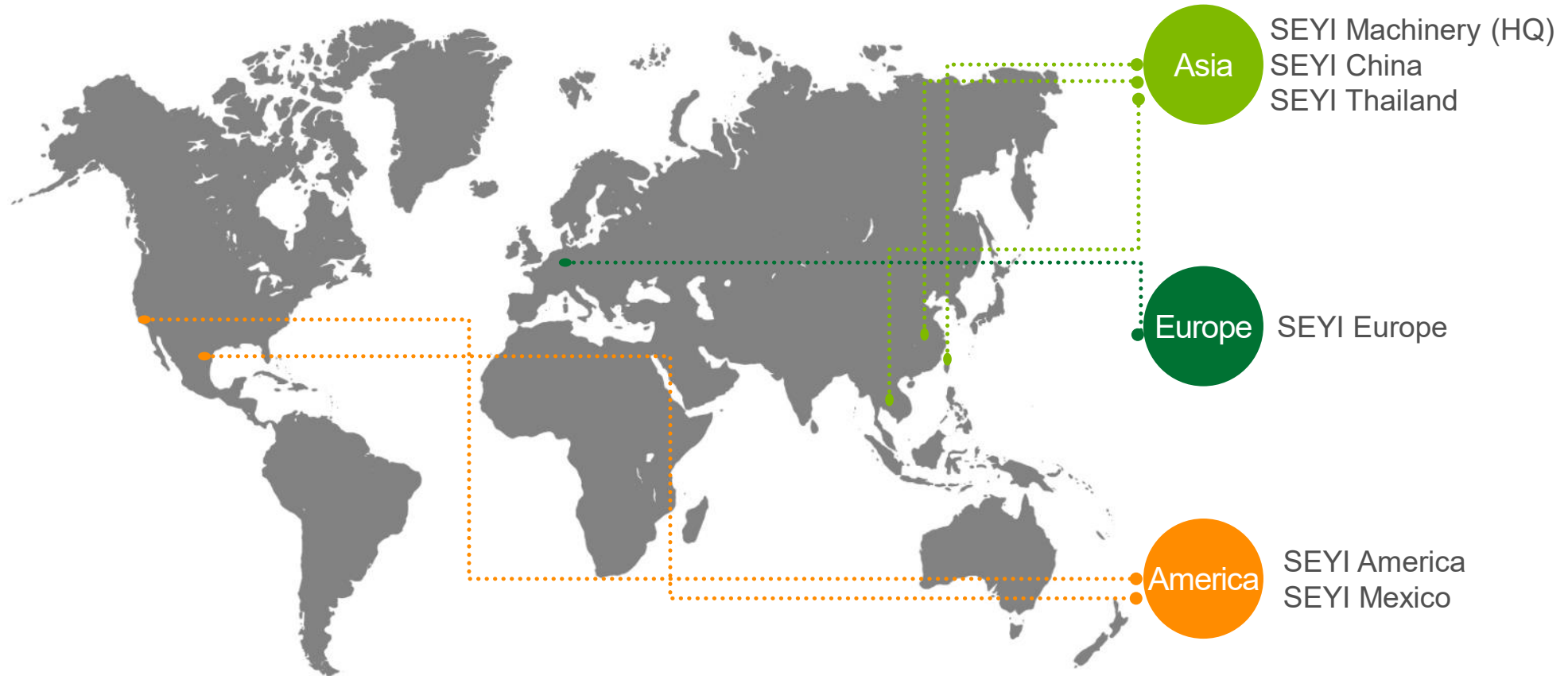
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# SEYI at a Glance





# SEYI Worldwide



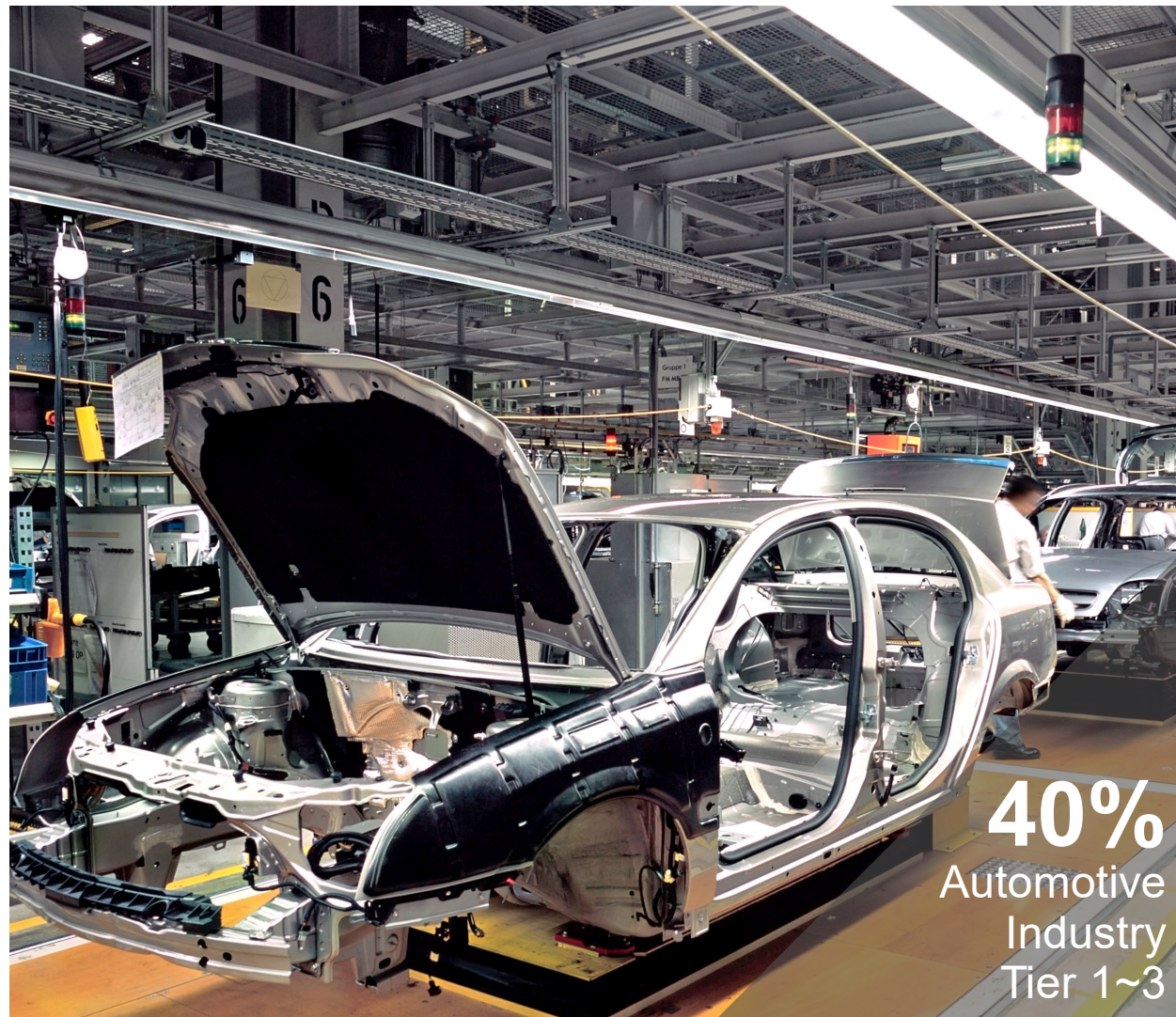
**+ 700** associates Globally

**+ 50** countries

**+ 40** worldwide sales and service centers



# Main Markets





# Product Family



## C Frame & Solid Frame Mechanical Press

- C Frame Crank Press  
25~300 ton
- Solid Frame Crank Press  
80~500 ton



## Special Application Press

- Heavy Stamping Link Press  
300~1000 ton
- Progressive Stamping Link Press  
200~600 ton



## Servo Press

- Straight Side Crank Servo Press
- Straight Side Eccentric Gear Servo Press  
400~2400 ton
- Solid Frame Crank Servo Press  
80~500 ton



## Straight Side Mechanical Press

- Straight Side Eccentric Gear Press  
400~2400 ton
- Straight Side Crank Press  
300~1200 ton



## Link Mechanical Press

- Straight Side Eccentric Gear Press  
400~2400 ton
- Straight Side Crank Link Press  
300~1200 ton
- Solid Frame Crank Link Press  
80~500 ton



# Green Products

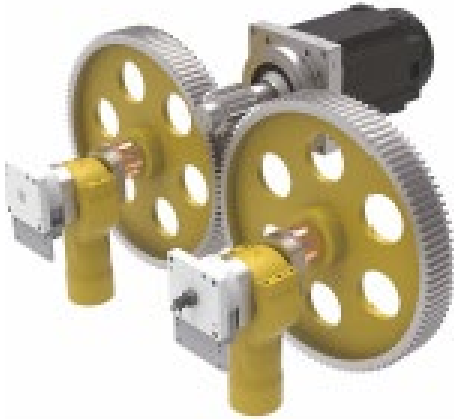
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# SEYI's Green Product “Servo Press” Helps Customers toward Net Zero Transition

- SEYI servo presses with highly-efficient servo motors, under the energy-saving and space-saving design concept, can be used in all stamping applications and industries to meet users' unique demands and applications.



# Servo Motor System Structure



## Direct-Drive Transmission

- SEYI servo motor integrates the pinion shaft directly into the motor, **30%** of total tolerance improved.

## Servo Motor

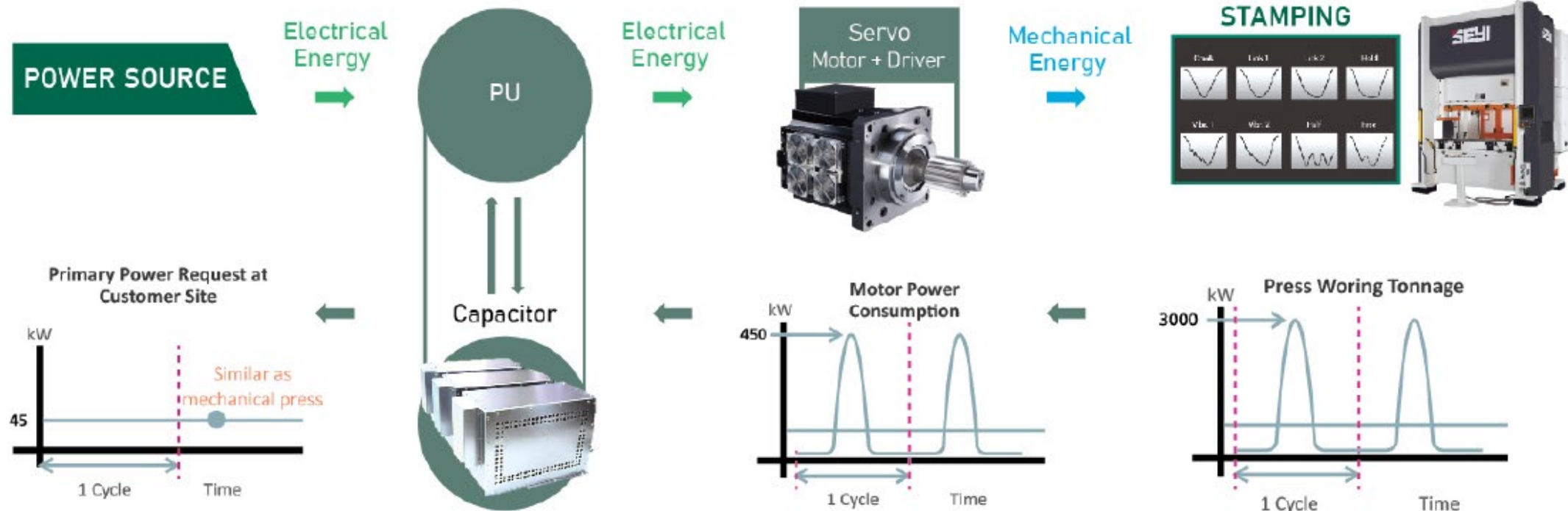
- Specifically designed for servo press
- World-class servo motor controller from Delta Tau adopted
- Low revolution speed but High torque
- Power saving
- Fan cooling





# Power Management

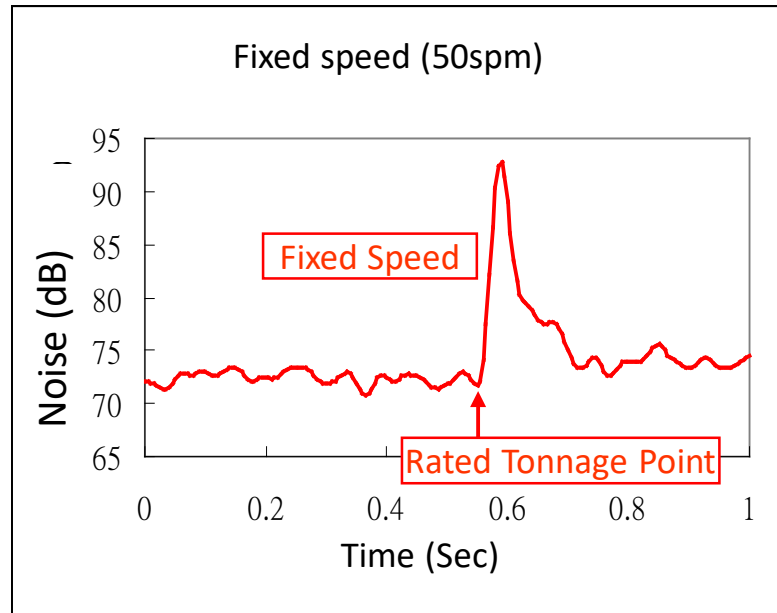
- Power Leveling
- Power Regeneration by Servo Motor



# Energy Saving and Noise Reduction

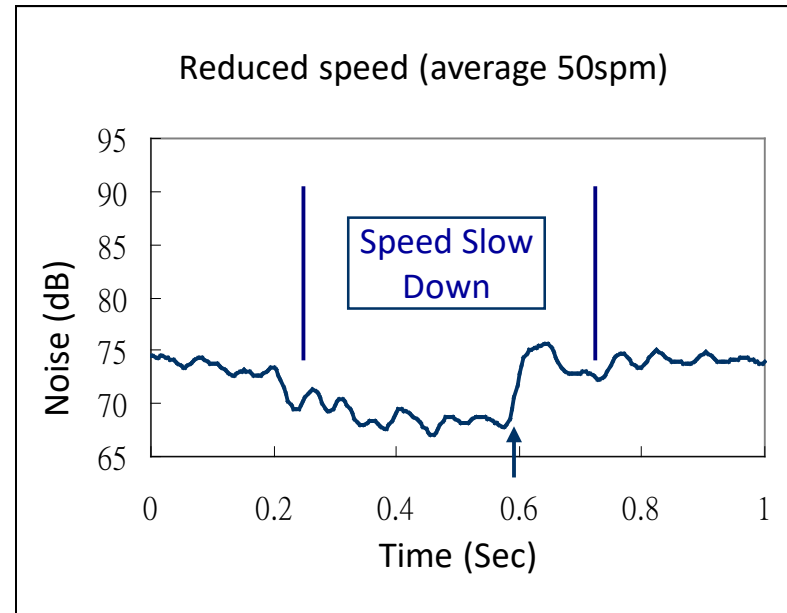
## ■ Noise reduction and extend tool lifespan

Curve of mechanical press



Stamping Noise: 92.8 dB

Curve of servo press (variable speed)



Stamping Noise: 75.7 dB

↓ **17.1 dB**

# Save Your Money in Power Consumption

- Only one-third of spending on power consumption via a servo press compare to the spending via a hydraulic press.

1200 Ton		Servo	mechanical	Hydraulic
Motor Capacity	kW		150	200
Maximum Power	KVA	240	208	277
Consumption %	%	20	40	70
Hourly Power	kWh	48	83	194
Yearly Power	kWh	359000	622000	1451000
Yearly Bill (TWN)	TWD	\$ 1,249,320	\$ 2,164,520	\$ 5,049,480
Yearly Bill (JPN)	JPN	\$ 8,687,800	\$ 15,052,400	\$ 35,114,200
Yearly Bill (USA)	USD	\$ 43,080	\$ 74,640	\$ 174,120
Yearly Bill (MEX)	USD	\$ 68,210	\$ 118,180	\$ 275,690
Assumption:				
Daily Hours	hr	24		
Yearly Days	天	312		
Power Cost(TWN)	US cent/kWh	12	Excnahe %	US:NT = 1:29
Power Cost (JPN)	US cent/kWh	22	Excnahe %	US:JP = 1:110
Power Cost (USA)	US cent/kWh	12	Excnahe %	In US\$
Power Cost (MEX)	US cent/kWh	19	Excnahe %	In US\$
<a href="https://en.wikipedia.org/wiki/Electricity_pricing">https://en.wikipedia.org/wiki/Electricity_pricing</a>				



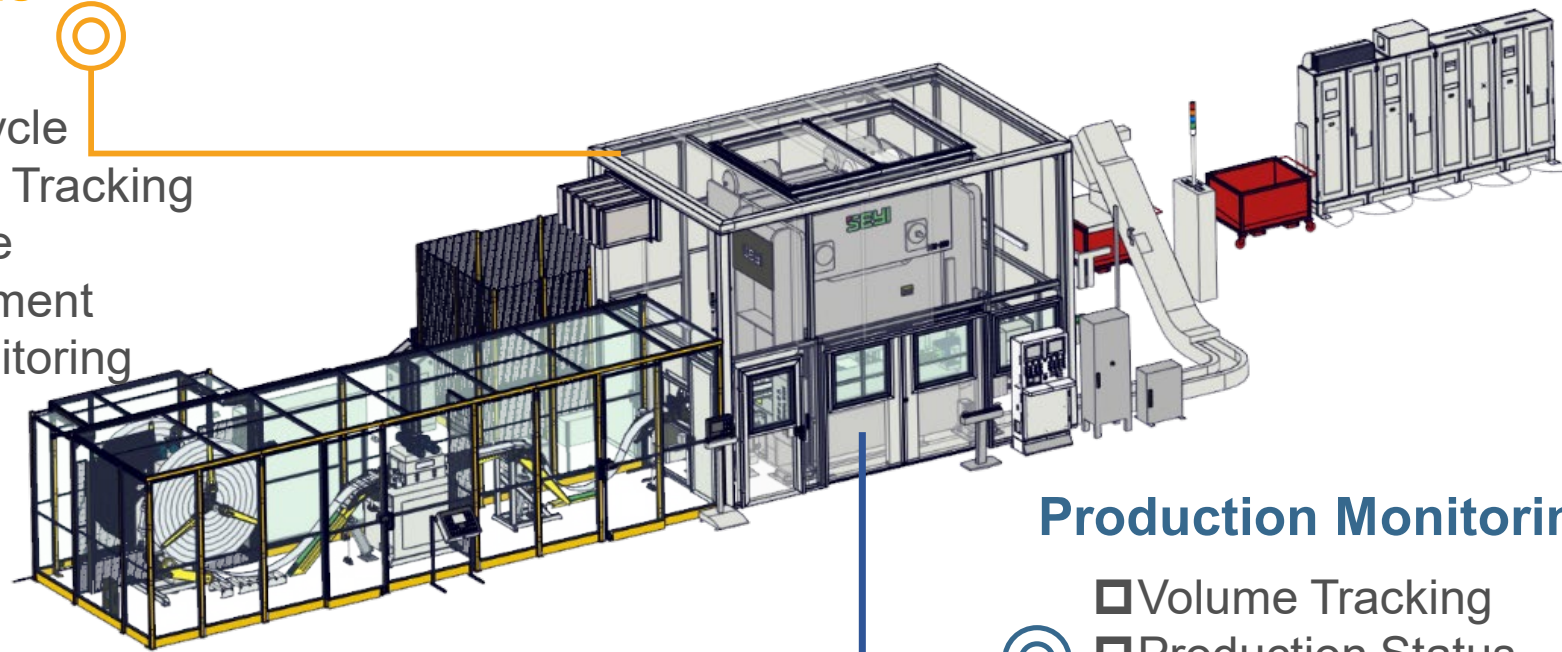
# Metal Stampers' Challenges & Expectations



# IoT Based Smart Stamping Solution

## Machine Status Monitoring

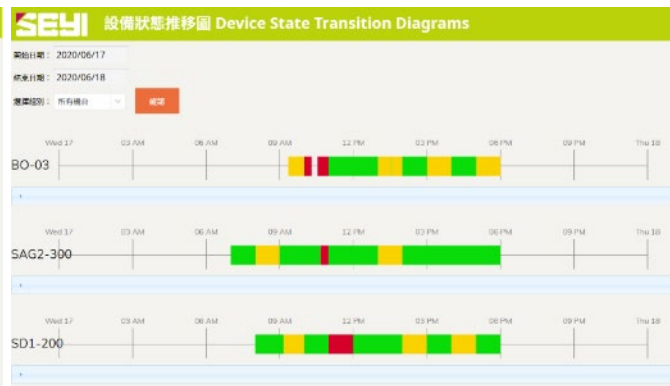
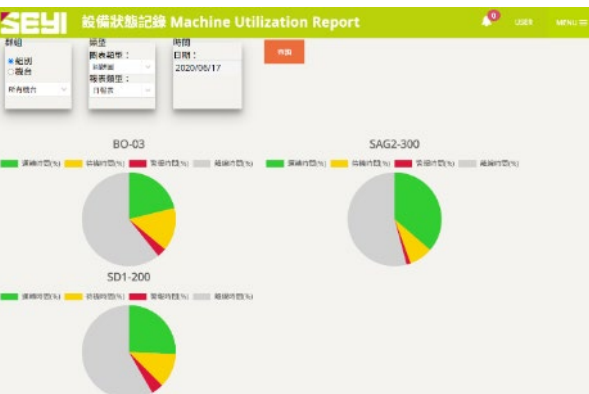
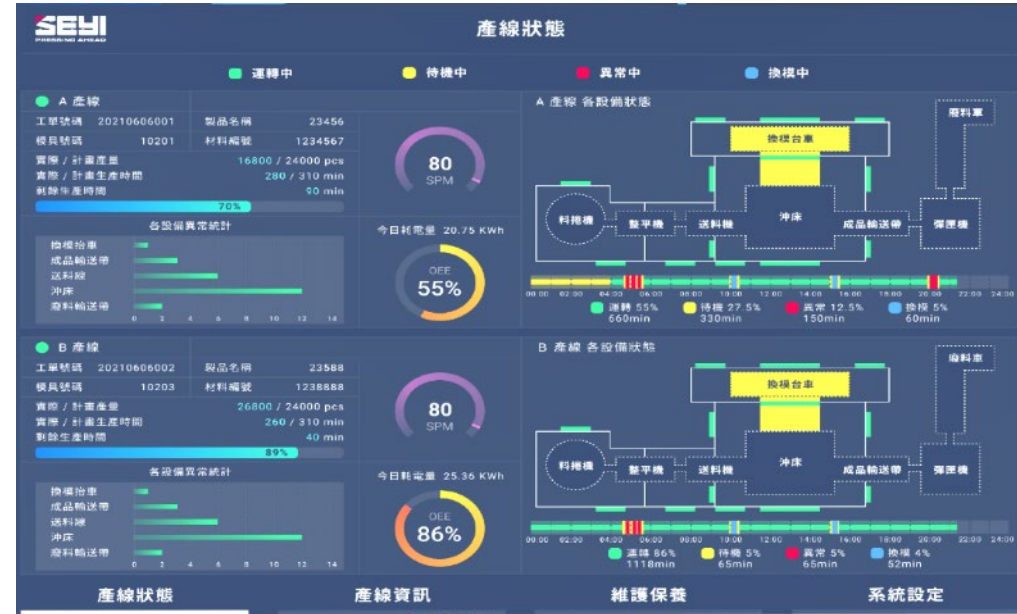
- ❑ Maintenance Cycle
- ❑ Component Life Tracking
- ❑ Real-time Image
- ❑ Technical Document
- ❑ Lubrication Monitoring
- ❑ Report



## Production Monitoring

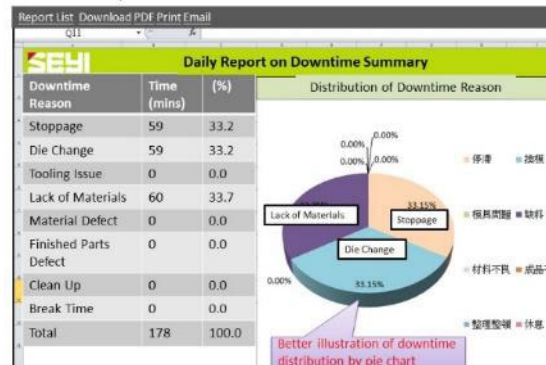
- ❑ Volume Tracking
- ❑ Production Status Tracking
- ❑ Daily Run Chart
- ❑ Anomaly Analysis
- ❑ Tonnage Monitoring

# Visualization of Production Status



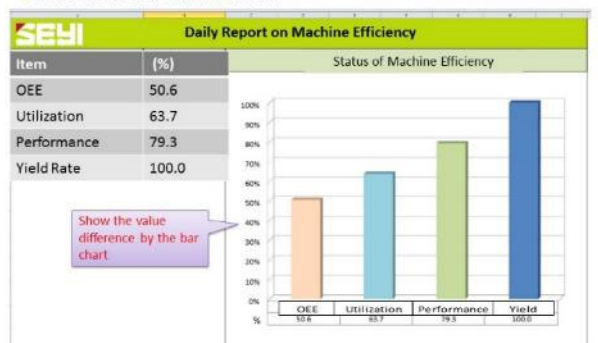
## Daily Report: Downtime Summary

Data on the pie chart as below



## Daily Report: Machine Efficiency

Data on the bar chart as below





# Success Case: Company S in Germany for Energy Saving by Using Servo Press

- End product : metal plate
- Location : Ruhr, Germany
- Company : a SME with 20 people, able to apply for the government's energy subsidy program.



## Original Press Line: hydraulic press used for 24 years



160ton single-point hydraulic press

Power consumption per year : 145,100 kwh

## New Press Line: Upgrade to servo press



160ton single-point servo press

Power consumption per year : 44,900 kwh

**10-year profit by adopting servo press : an quadruple increase**

# Solution Comparison

Item	Repair the current hydraulic press	Purchase a new mechanical press	Purchase a new servo press
1. Machine purchase	— €	153,000.00 €	365,000.00 €
2. Repair (10 years)	€ 150,000.00	€ 90,000.00	€ 90,000.00
3. Expenses (subsidy deducted)	—	— €	106,000.00 €
Yearly power consumption / kwh	145,100.00	82,900.00	44,900.00
Yearly power bill	€ 37,726.00	€ 21,554.00	€ 11,674.00
4. Power bill (10 years)	€ 377,260.00	€ 215,540.00	€ 116,740.00
Operating cost (10 years) – government subsidy	€ 527,260.00	€ 458,540.00	€ 465,740.00
Parts per minute	20	45	75
Volume (10 years) / pcs	8,985,600	20,217,600	33,696,000
Revenue (10 years)	€ 4,492,800.00	€ 10,108,800.00	€ 16,848,000.00
<b>Profit (10y)=Revenue-operating cost</b>	<b>€ 3,965,540.00</b>	<b>€ 9,650,260.00</b>	<b>€ 16,382,260.00</b>

Price per unit	0.5 EUR	
Price per kWh	0.26 Kwh	Germany
Work days per year	312 days	
Work hours per day	24 hrs	





# If all the stamping presses in Taiwan were servo press...

**10,000** stamping presses in Taiwan (200ton in average)

Average carbon emissions

**789,450tons**

If all the presses were **SERVO PRESSES**

Average carbon emissions

**315,226tons**

Carbon emissions **SAVED**  
every year

**474,224tons**

≡ 861,442 trees

≡ **47** New York Central Parks



# Digital Transformation

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# COVID-19 Has Changed the Way We Communicate







## Service 2.0: Automatic Dispatching System

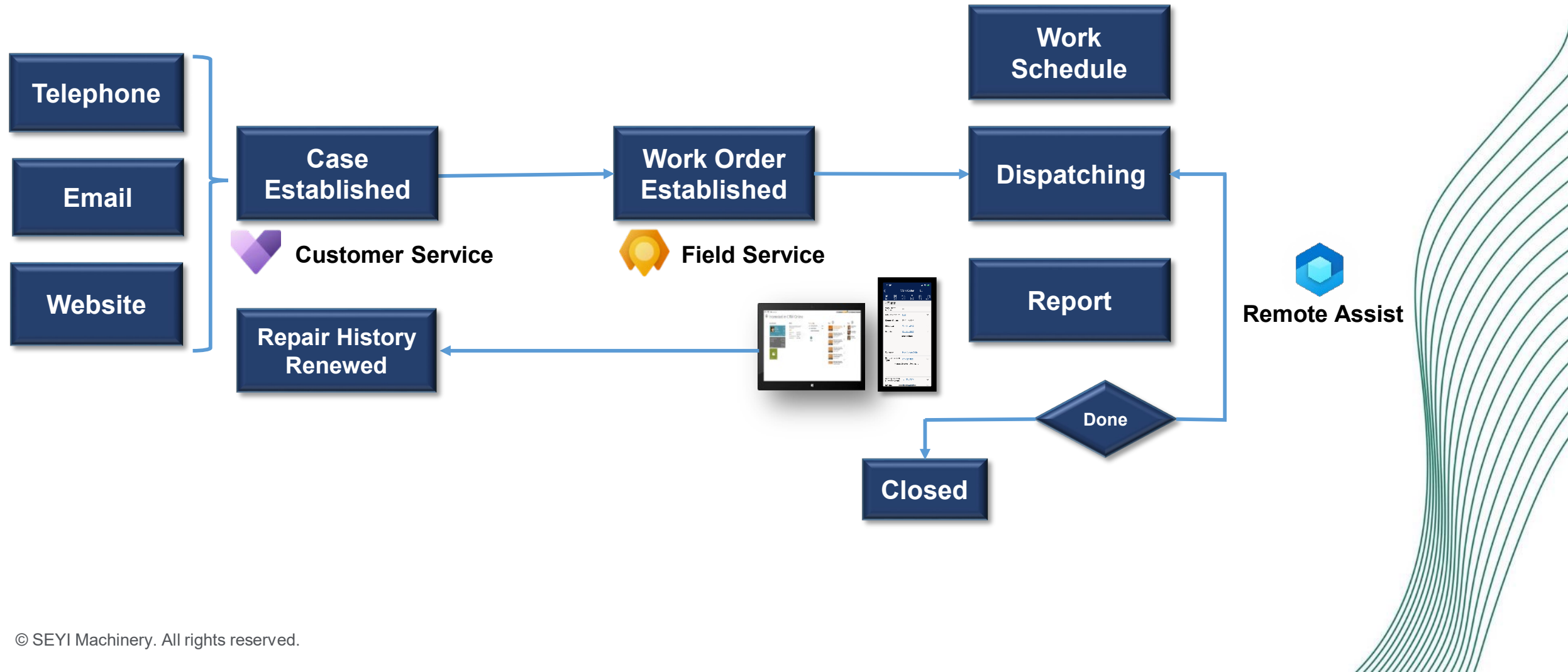
Improve customer satisfaction

Enhance maintenance skills and support

Optimize dispatching mechanism



# After-sales Service Flow Chart





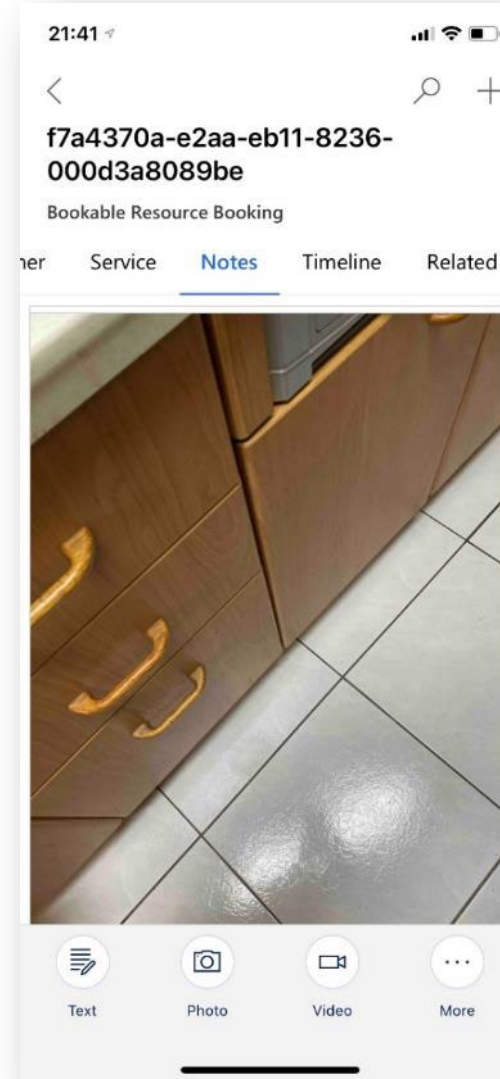
# Field Service Mobile APP

## Customer Info.

## GPS Navigation



## Video/Photo Upload

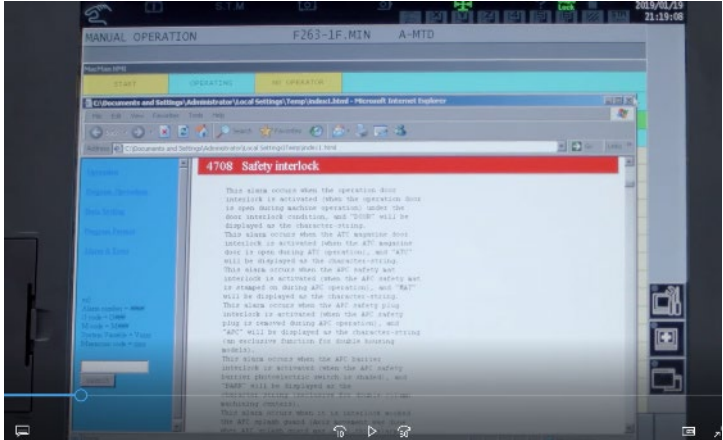
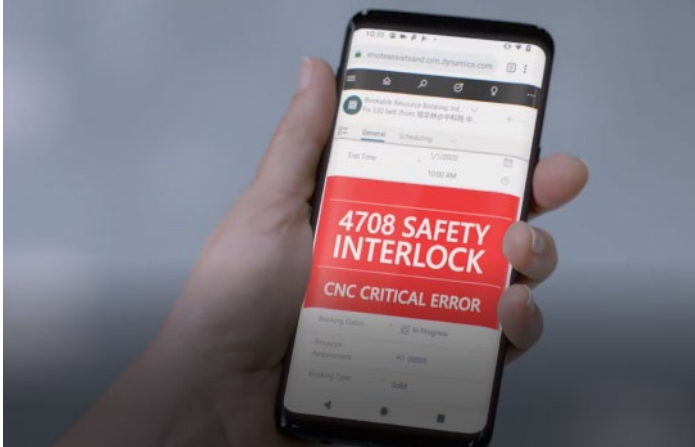
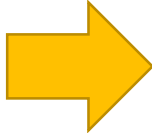
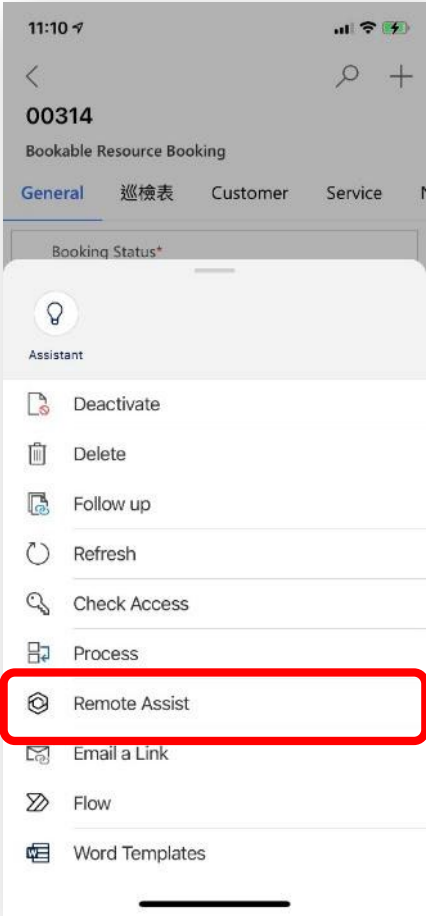


## Part replacement & customer signature





# Remote Assist with HoloLens 2



# SEYI Virtual Showroom





# The Benefits of Virtual Showroom

**01**

Customers can know more features about SEYI's products via 3D models

**02**

A space and cost saving approach for demonstration

**03**

An expandable solution for more virtual applications



# Market Outlook

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# A Revolution in Automotive Industry: EV Cars

## LIGHTWEIGHTING

- More and more difficult-to-form materials come out, such as AHSS, metal alloys.
- Hot stamping process is getting popular.

## NEW PROCESS

Some auto parts made of new materials are formed by die casting, forging, etc. instead of stamping.

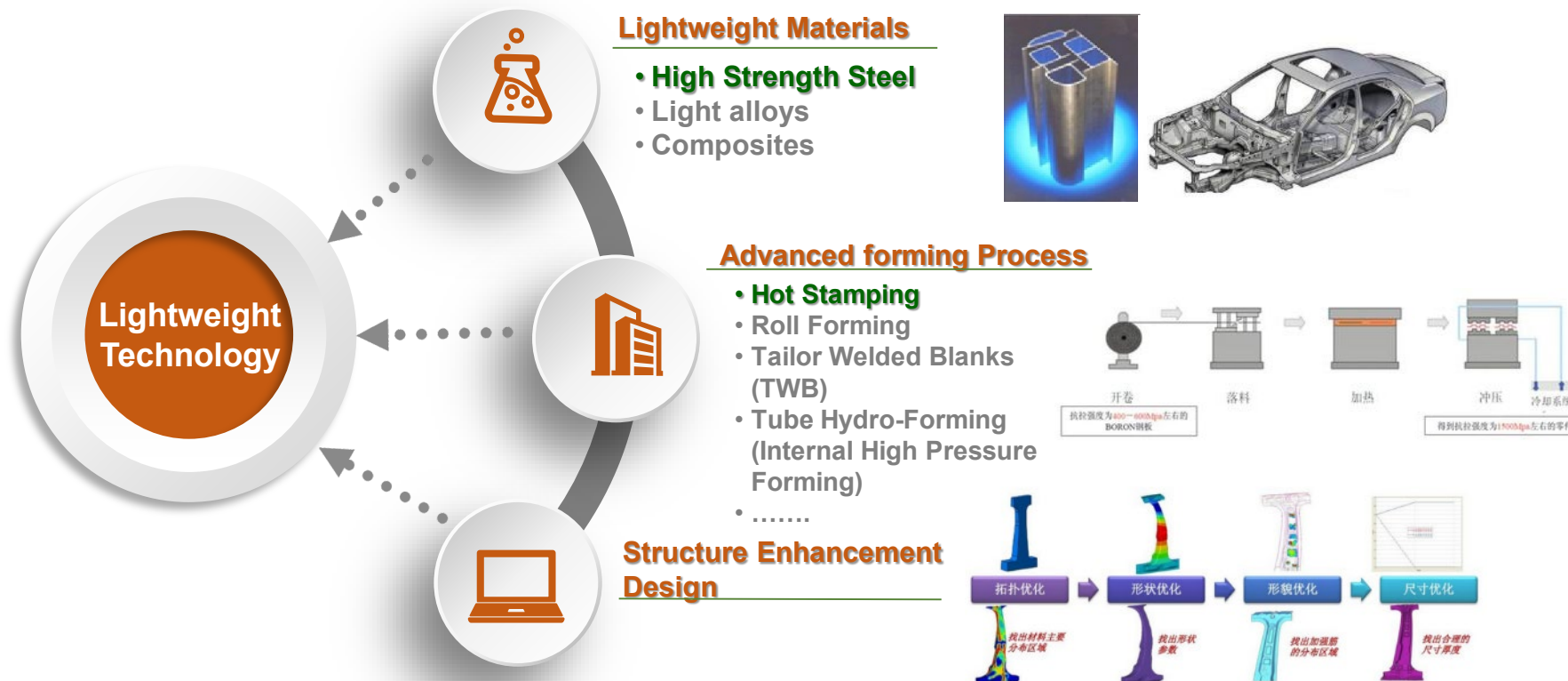


## COMPONENT AMOUNT DECREASE

2,000 auto parts are needed to produce combustion engines but only 200 auto parts are needed to produce EV power system.

# Lightweight Materials for Energy Saving

- With the challenges of energy crisis and environmental damage, **energy saving** and **vehicle safety** have been the critical issues for auto OEMs. Decreasing the weight of cars will be very effective. This leads to the fast development and more adoption of **High Strength Steel**.



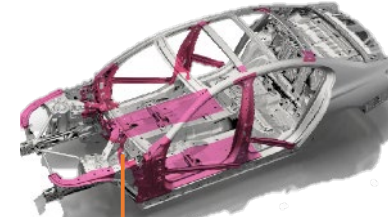


# Opportunities for Metal Stampers in EV market

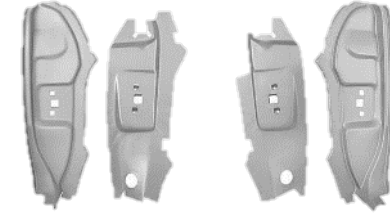
## Heaving Stamping



## AHSS

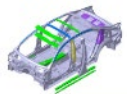


## Aluminum Alloy



## Composite Materials

• CFRP Technologies



CFRP Wet Compression Molding

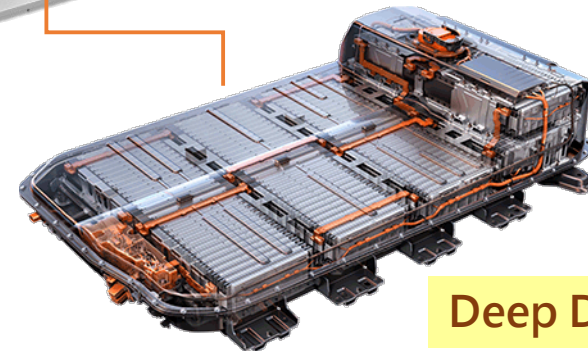
CFRP Resin Transfer Molding



The new BMW 7 Series - Carbon Core, EuroCarBody 21, 10, 2019

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## Deep Drawing



# Customers' Challenges Are Our Opportunities

## Technology Transformation in Metal Stamping

**01**

EV development in  
Auto Industry

**02**

A variety and diversity  
of materials

**03**

“Servolized” peripherals  
in press line

**04**

New stamping processes

**05**

Industry 4.0 and smart manufacturing

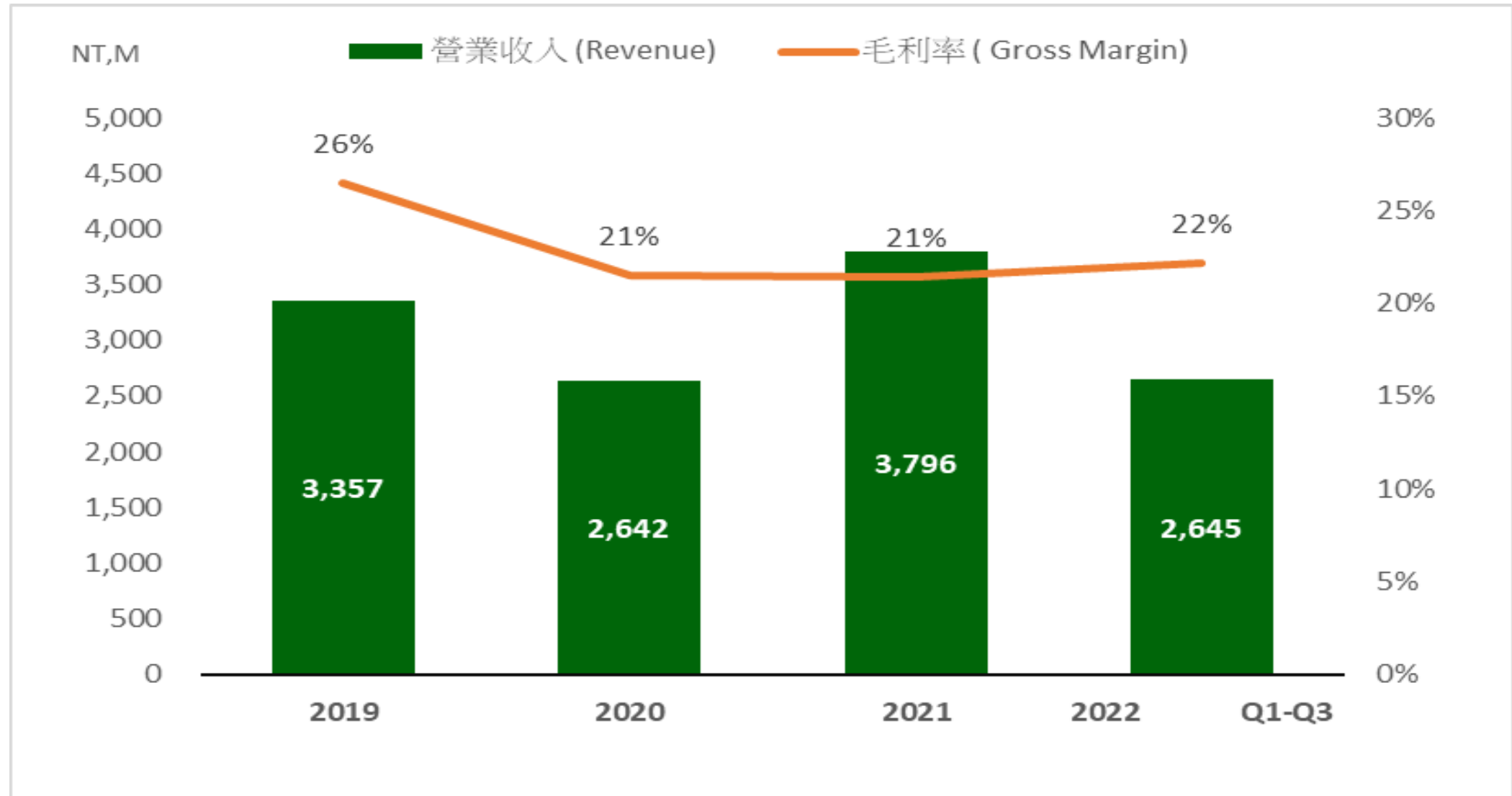


# Financial Results

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## 營業收入&毛利率(Revenue & Gross Margin)



# 簡要合併綜合損益表 (Consolidated Income Statement Highlights)

(NT,M)

	2019		2020		2021		2022 Q1-Q3	
	\$	%	\$	%	\$	%	\$	%
營業收入 ( Sales )	3,357	100.0%	2,642	100.0%	3,796	100.0%	2,645	100.0%
營業毛利 ( Gross Profit)	889	26.5%	567	21.5%	813	21.4%	587	22.2%
營業淨利 ( Profit/Loss From Operations)	38	1.1%	(137)	-5.2%	5	0.1%	(18)	-0.7%
稅後淨利 ( Net Profit)	19	0.6%	16	0.6%	57	1.5%	79	3.0%
每股盈餘 (Earnings Per Share)	0.12	0.0%	0.10	0.0%	0.36	0.0%	0.50	0.0%

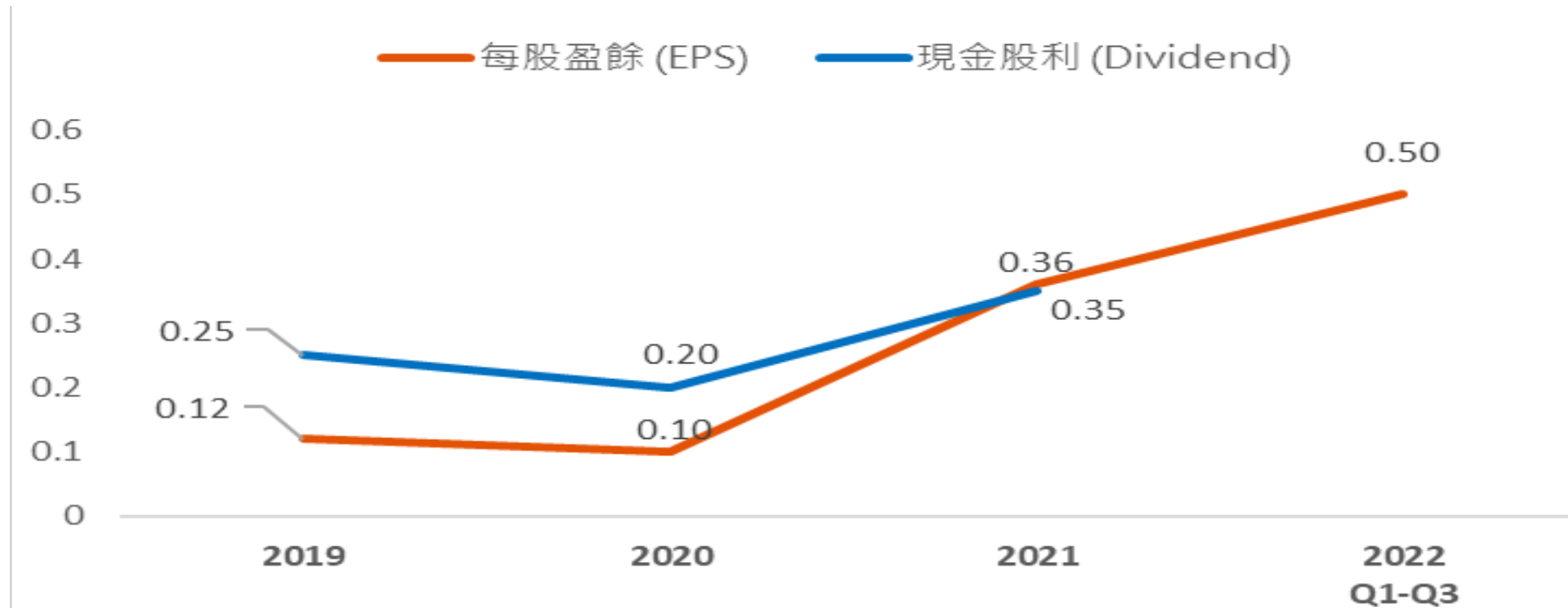
# 簡要合併資產負債表 (Consolidated Balance Sheet Highlights)

(NT,M)

	2019		2020		2021		2022 Q1-Q3	
	\$	%	\$	%	\$	%	\$	%
現金和約當現金( cash & Cash Equivalents)	1,470	28%	2,441	41%	2,330	38%	2,334	37%
應收票據及帳款 (Accounts/Notes Receivable)	440	8%	398	7%	618	10%	675	11%
存貨 ( Inventory)	1,103	21%	1,019	17%	969	16%	1,071	17%
不動產、廠房及設備 ( Property, Plant and Equipment)	1,305	25%	940	16%	857	14%	809	13%
<b>資產總計 ( Total Assets)</b>	<b>5,288</b>	<b>100%</b>	<b>5,915</b>	<b>100%</b>	<b>6,132</b>	<b>100%</b>	<b>6,340</b>	<b>100%</b>
流動負債 ( Current Liabilities)	1,871	35%	2,147	36%	2,640	43%	2,494	39%
非流動負債 ( Non- Current Liabilities)	999	19%	1,393	24%	1,107	18%	1,358	21%
<b>負債總計 ( Total Liabilities)</b>	<b>2,869</b>	<b>54%</b>	<b>3,541</b>	<b>60%</b>	<b>3,747</b>	<b>61%</b>	<b>3,852</b>	<b>61%</b>
<b>權益總計 ( Total Equity)</b>	<b>2,418</b>	<b>46%</b>	<b>2,374</b>	<b>40%</b>	<b>2,386</b>	<b>39%</b>	<b>2,488</b>	<b>39%</b>



# 股利( Dividend)



## 股利 (Dividend)

	2019	2020	2021	2022 Q1-Q3
每股盈餘 (EPS)	0.12	0.10	0.36	0.50
現金股利 (Dividend)	0.25	0.20	0.35	

# Prospect

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# SEYI's Competitive Analysis

## Advantages

- 60-year experiences in press design and production.
- A complete worldwide service network.
- Over 10,000 customers around the world.
- Able to be flexible and agile for customer needs.

## Opportunities

- The net zero emission trend drives the need of green products.
- Difficult-to-form materials drive the need of servo presses.



# Business Focus



Comprehensive  
Servo Press Solution



Integration of  
Automation Peripherals



Smart Press  
Management Systemization

# Sustainability Management: ESG Commitment

## E<sub>nvironment</sub>

- Continue to develop green products
- Initiate the mission of net zero emission
- Promote a safer working environment



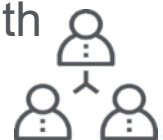
## S<sub>ocial</sub>

- Continue for academic-industrial cooperation for talent cultivation
- Education aid for children
- Charity events
- Employee wellness program




## G<sub>overnance</sub>

- Reshape organizational culture
- Promote digital transformation
- Initiate value engineering
- Open up niche markets
- More two-way communications with suppliers
- Positive interactions with investors







The first stamping press manufacturer awarded TÜV certificate with its green product-- servo presses.



SEYI China deploys solar energy system  
for environmental protection.





TAIWAN  
HARDWARE  
SHOW 2022  
五金展  
International  
Metal Technology  
Taiwan 2022  
金屬材料暨  
加工設備展



Academic-industrial cooperation

"SEYI CUP" competition: servo press stamping process design ad CAE simulation analysis



## Employee wellness program





Long-t cooperation with World Vision to hold various charity events.



小星星繪畫班



烏克麗麗班



原鄉影像紀錄



職場體驗



原夢計畫-唱出你的原勢力







# Governance

**SEYI 60<sup>th</sup> Anniversary Celebration & Panel Discussion  
for sustainable management & realizing ESG visions.**





# Q & A

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創新科技運用·豐富人類生活

*Enriching Life through Innovation and Technology*



企業官網



企業YouTube

**Thank You.**