

**TAKISAWA**<sup>®</sup>  
TAIWAN



# Taiwan Takisawa Technology Co.,LTD

Stock Symbol:6609

2021 3<sup>rd</sup> Quarter Investor Conference

2021/10/14



# Disclaimer



- The predictive information mentioned in this presentation, including operational outlook, business situation, etc., is obtained by the Company through internal and external sources.
- The company's actual operational results that may occur in the future due to factors including but not limited to market competition and the conditions of international economy.
- The outlook for the future in this presentation is the Company's external views until now. For these views, if there are updates or adjustments in the future, the Company is not responsible for reminding or updating again at any time.

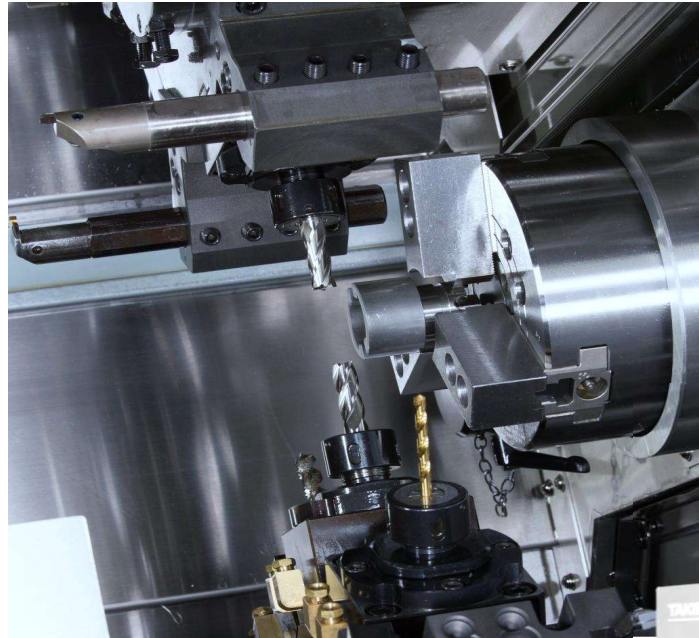
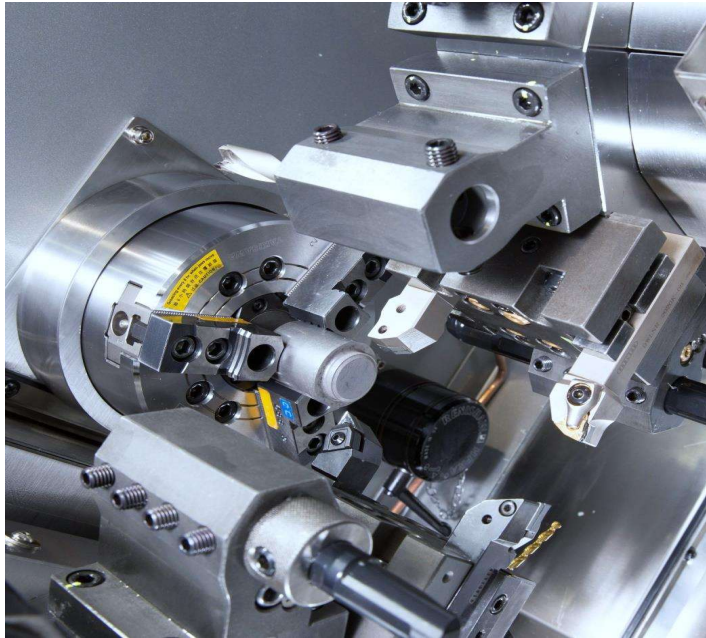
# Outline

- ◆ Company Introduction
- ◆ Business Performance
- ◆ Future Outlook

# Company Introduction

# Company Introduction

**TAKISAWA<sup>®</sup>**  
TAIWAN



Expert in CNC Lathe-World Leading Brand

Inheriting the century-old craftsmanship of [Takisawa Machine Tool Co., Ltd.\(Japan\)](#). Focusing on this market for more than 50 years in Taiwan.



# Company Status



CNC Lathe  
Top brand in  
Taiwan

Found in  
1972

Capital  
NTD 7.2 million

Revenue  
NTD 21.2  
million (2020)

Employees  
320

Main Product  
Horizontal · Vertical CNC Lathe  
PCB driller

Origin of Production  
Taiwan and China

Sales Territories  
Over 30 countries  
(80% of total sales)



# Broad Path



To master the competitive advantage, and actively develop.



Pingzhen HQ



Yangmei Plant

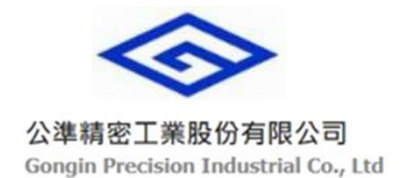


Taichung Branch Office

There are business offices at home and abroad to meet the needs of customers all over the world.

# Main customers

**TAKISAWA**<sup>®</sup>  
TAIWAN





# Original Design Manufacturer

**TAKISAWA**<sup>®</sup>  
TAIWAN



8" Dual Spindle Lathe



8" Dual Spindle+Dual Turret Lathe



10-12" Single Spindle Lathe



24" Vertical Lathe

# Our Advantages

**Self Made**

Key Module  
assembly

**Outstanding**

Mechanical  
Design

**Plentiful**

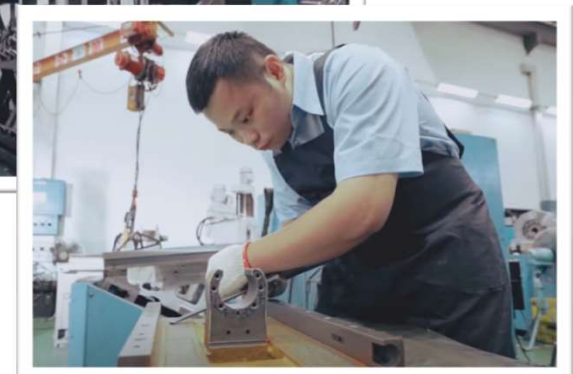
Customized SW  
development

**Complete**

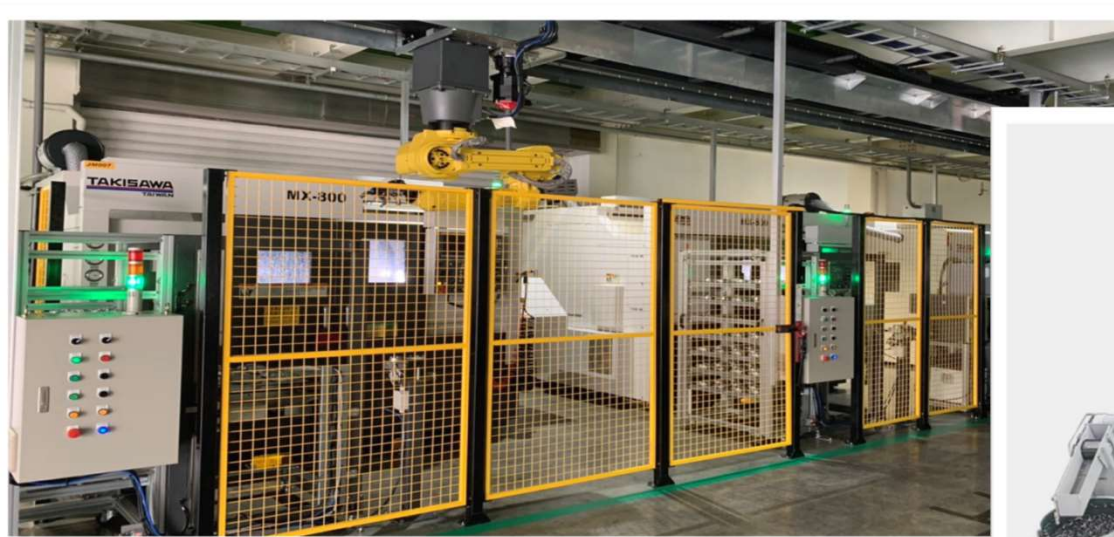
Solution and  
Service

# Excellent technology

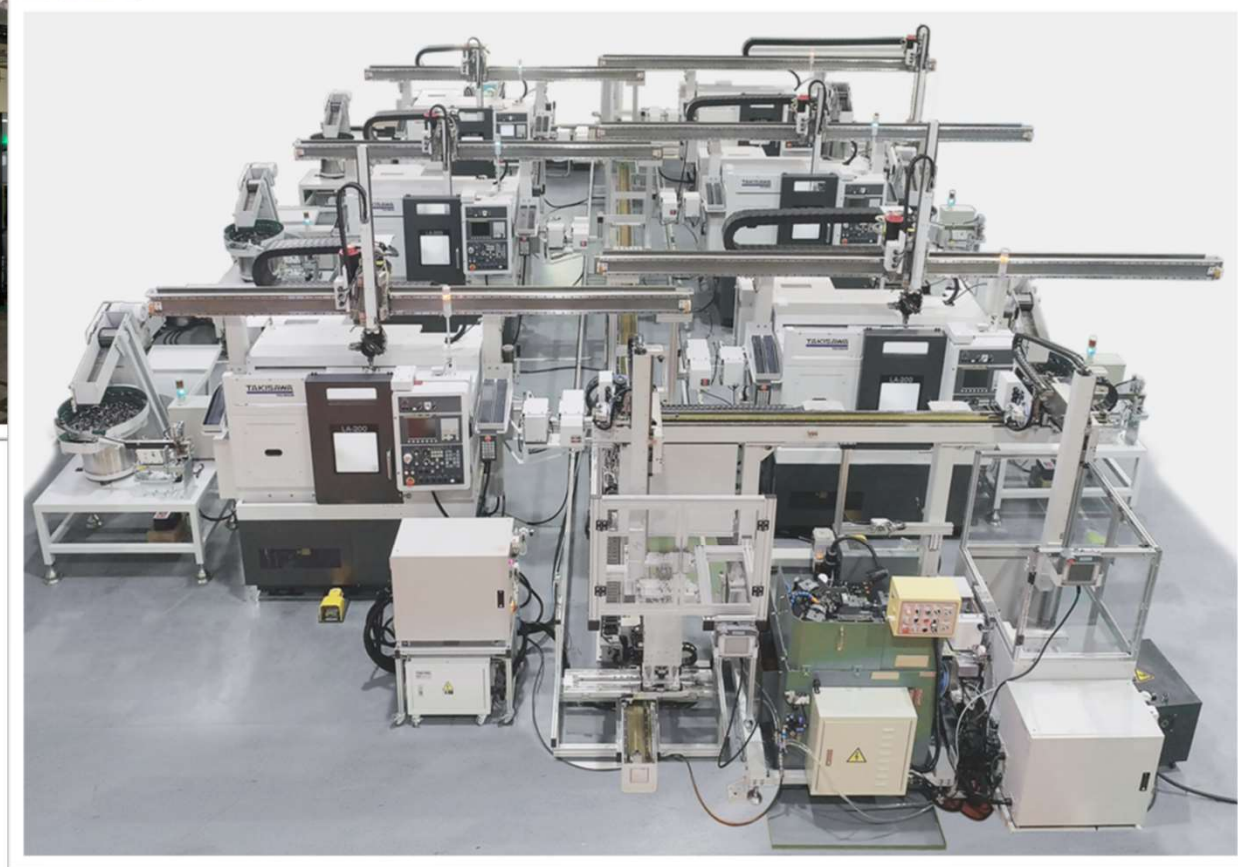
- Advanced Made in Japan CNC Lathe & Grinder-**Dominating Key part production and precision**
- Key modules are 100% manufactured in our own factory.
- Providing a high quality inherited from Japanese technology, spirit and **50 years manufacture experience in Taiwan.**



# Outstanding Automation design



Turn-Key Engineering



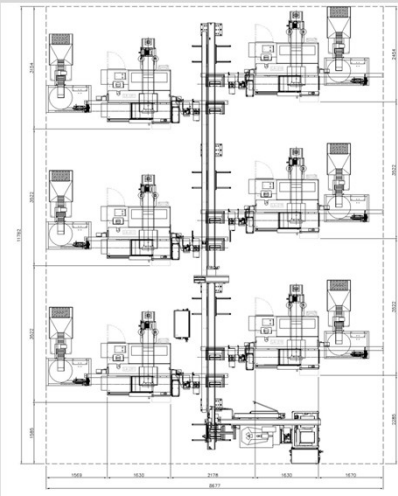
Complete Automatic Line Design



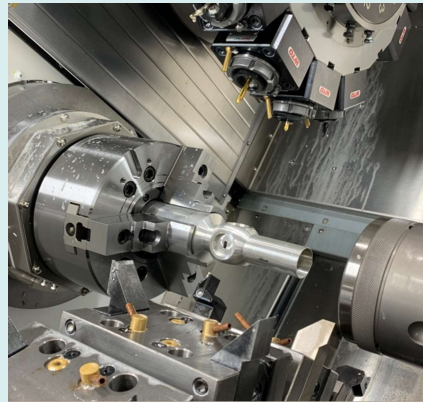
# Systemizing production with service

## Presales service

Investment analysis  
Processing analysis  
Production arrangement

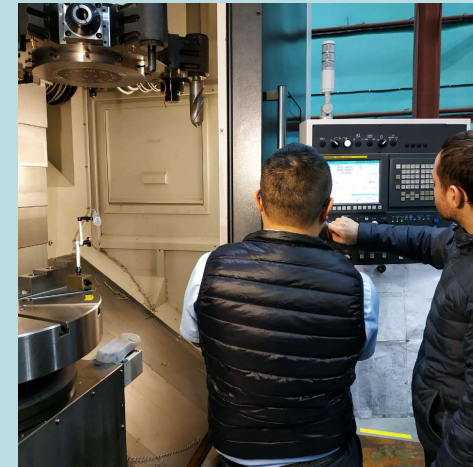


Customization  
Sample testing  
Machine acceptance



## After Service

Training  
OEE strategy  
Maintenance



Sales Tech.

Appl.  
Design

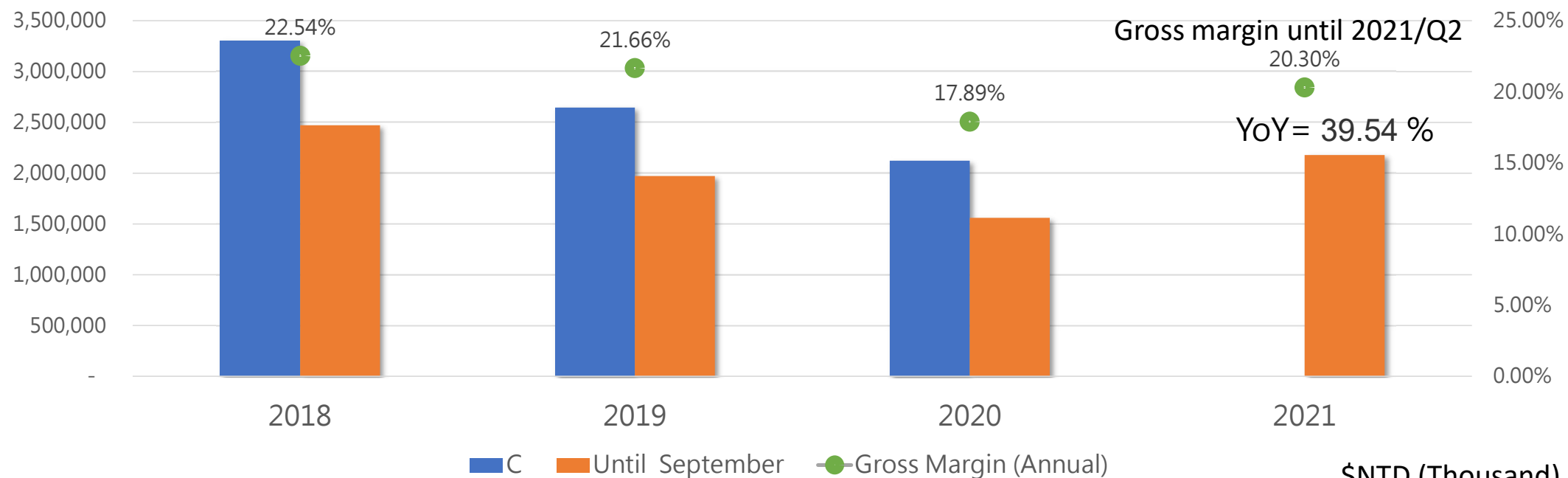
EE Design

After  
Service



# Business Performance

# Incoming & Gross Margin



Year	Annual	Until September	Gross Margin (Annual)
2018	3,302,009	2,471,186	22.54%
2019	2,646,506	1,972,864	21.66%
2020	2,123,597	1,561,262	17.89%
2021		2,178,287	(Until Q2) 20.30% <sup>15</sup>

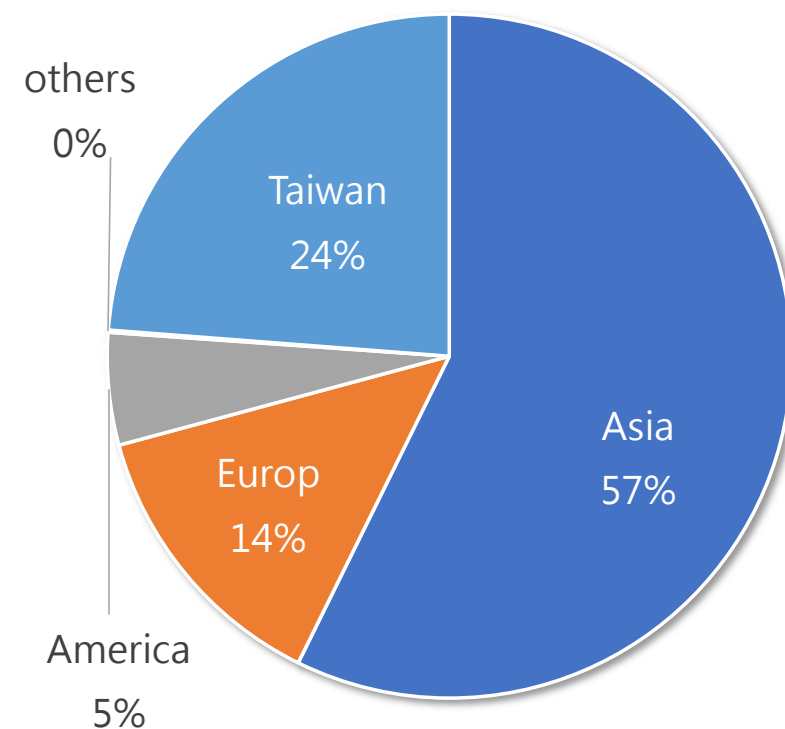
# Incoming by Territory

\$NTD (Thousand)



Territory	2018		2019		2020		2021Q3	
	Amount	%	Amount	%	Amount	%	Amount	%
Asia	1,915,924	58%	1,647,135	62%	1,277,504	60%	1,247,871	57%
Europe	553,903	17%	377,808	14%	362,829	17%	294,550	14%
America	218,578	7%	267,423	10%	107,143	5%	115,450	5%
Others	4,850	0%	296	0%	8,605	0%	2,349	0%
Taiwan	608,754	18%	353,844	14%	367,516	18%	518,067	24%
Total	3,302,009		2,646,506		2,123,597		2,178,287	

2021Q3 Incoming by Territory



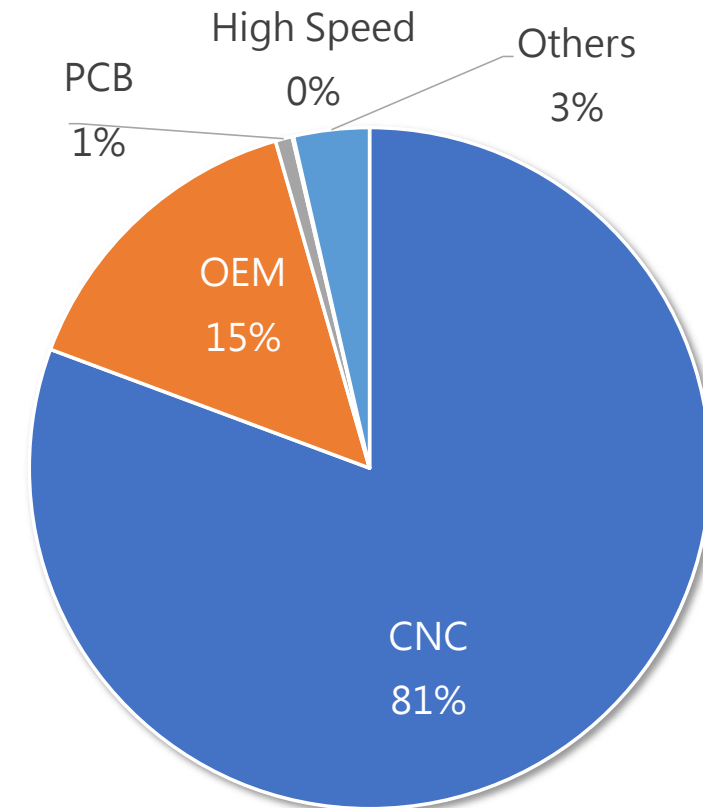
# Incoming by Product

\$NTD (Thousand)

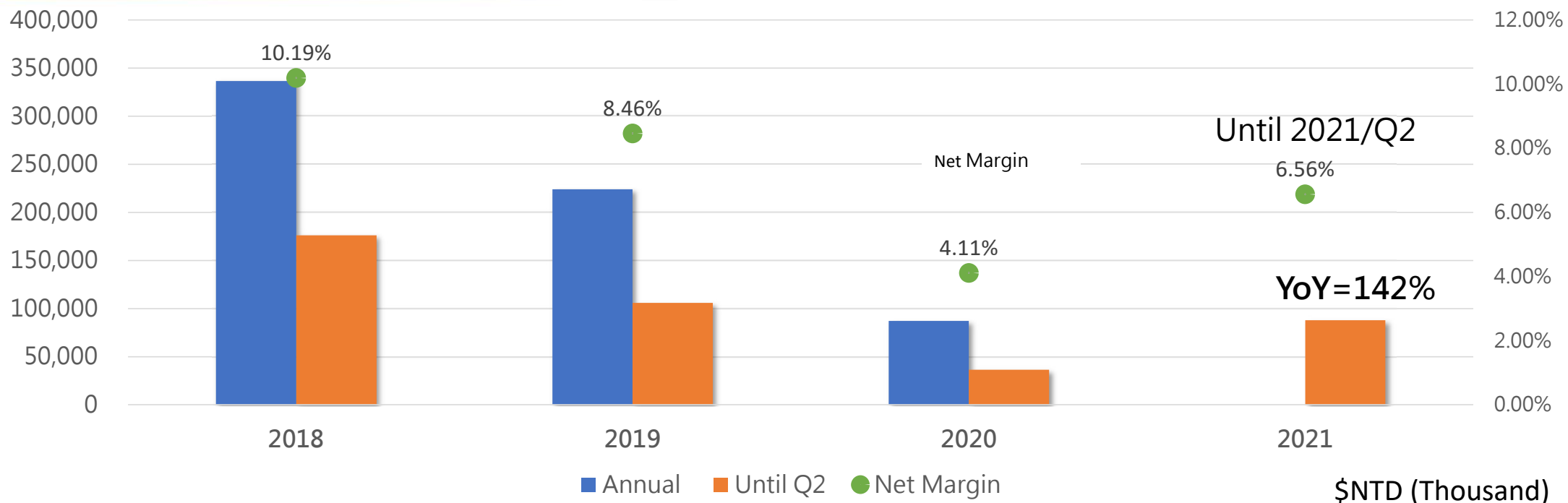


Product	2018		2019		2020		2021Q3	
	Amount	%	Amount	%	Amount	%	Amount	%
CNC Lathe	2,496,958	76%	1,832,735	69%	1,713,063	81%	1,751,706	81%
OEM Lathe	649,929	20%	658,618	25%	315,783	15%	322,161	15%
PCB Driller	34,397	1%	26,944	1%	17,147	1%	29,932	1%
High Speed	1,726	0%	951	0%	1,360	0%	700	0%
Others	118,999	3%	127,258	5%	76,244	3%	73,788	3%
Total	3,302,009		2,646,506		2,123,597		2,178,287	

2021Q3 Incoming by Product



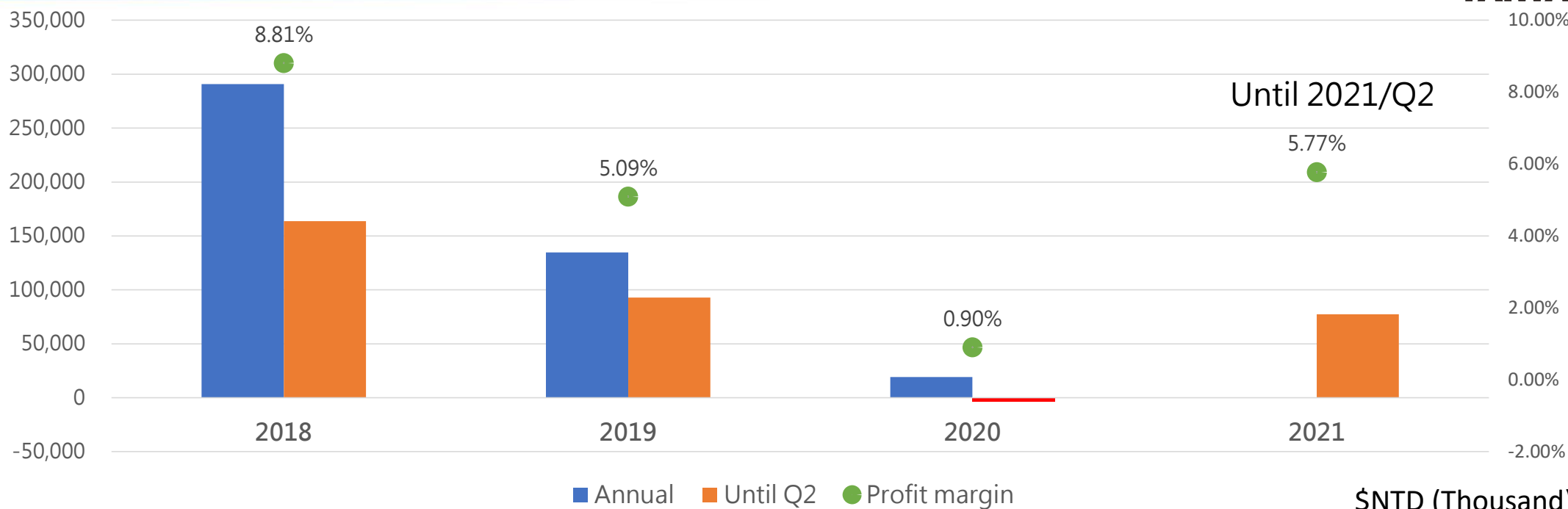
# Net Incoming(%)



Year	Annual	Until Q2	Net Margin(Annual)
2018	336,543	176,249	10.19%
2019	223,942	105,882	8.46%
2020	87,266	36,315	4.11%
2021		87,966	(Until Q2) 6.56% <sup>18</sup>

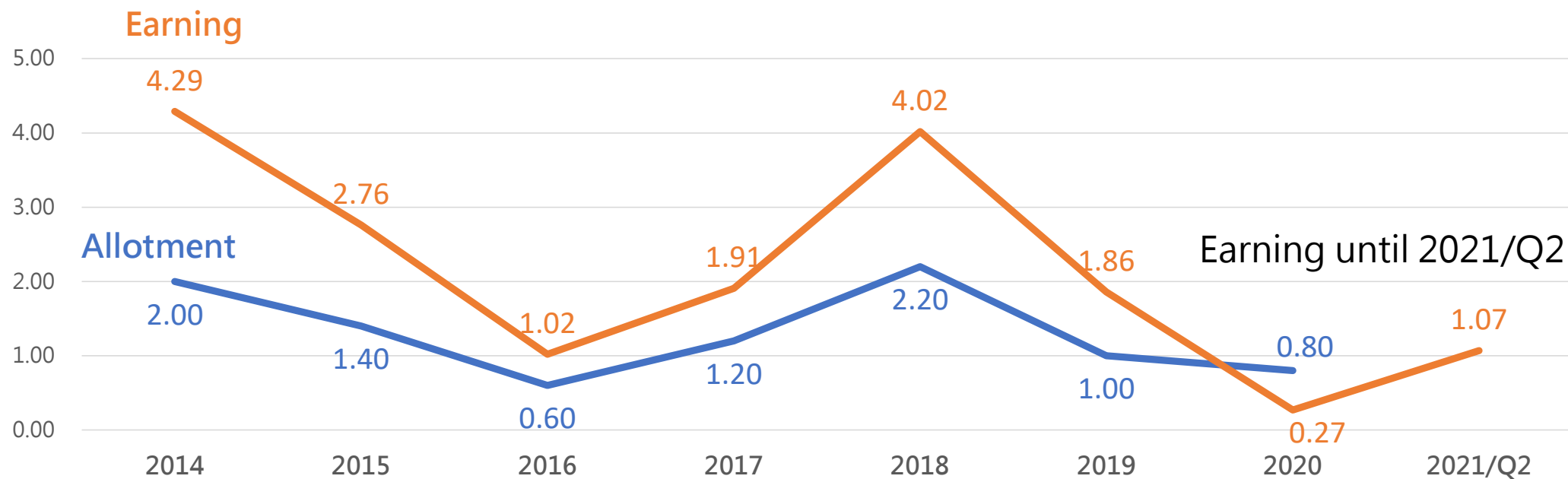


# Net Incoming after taxes(%)



Year	Annual	Until Q2	Profit margin(Annual)
2018	290,912	163,822	8.81%
2019	134,835	92,837	5.09%
2020	19,209	-3,449	0.90%
2021		77,407	<i>(Until Q2) 5.77%</i> <sup>19</sup>

# EPS & Allotment of Dividend



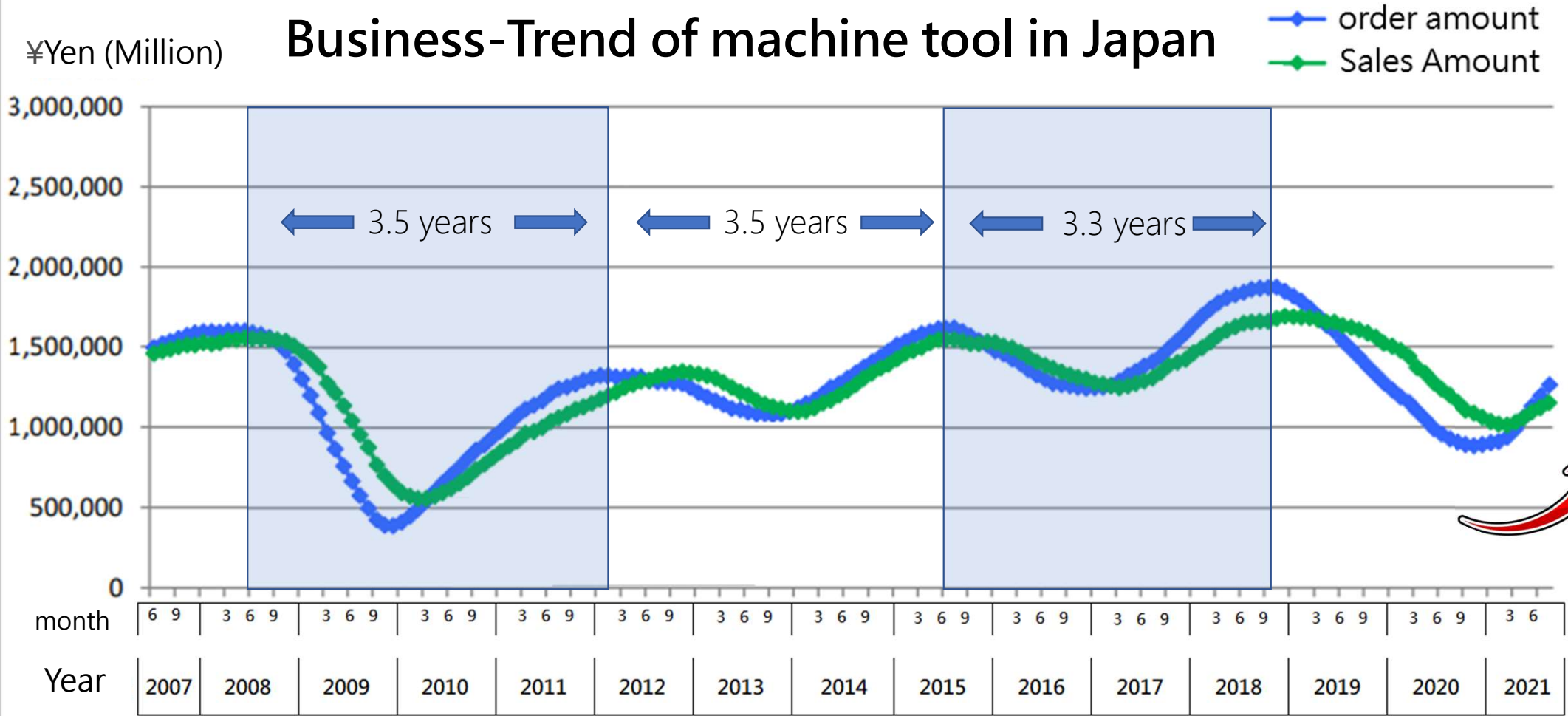
Year	Earning per share	Allotment of dividend
2018	4.02	2.20
2019	1.86	1.00
2020	0.27	0.80
2021	<i>(Until Q2)</i> 1.07	

# Future Outlook

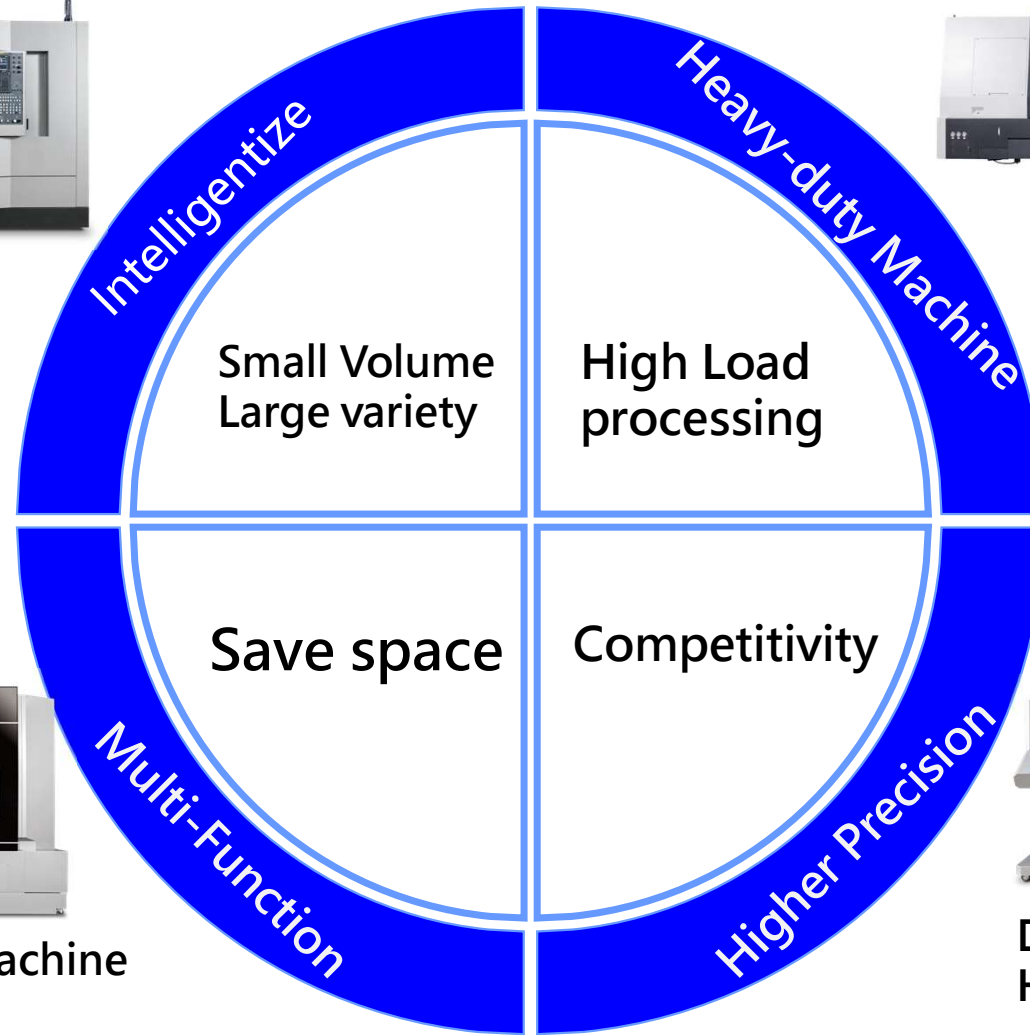
# Business cycle

Source: JMTBA

## Business-Trend of machine tool in Japan



# R&D Goal



Developing Dual Spindle & Multi-Function



Developing 4+1 axis Machine



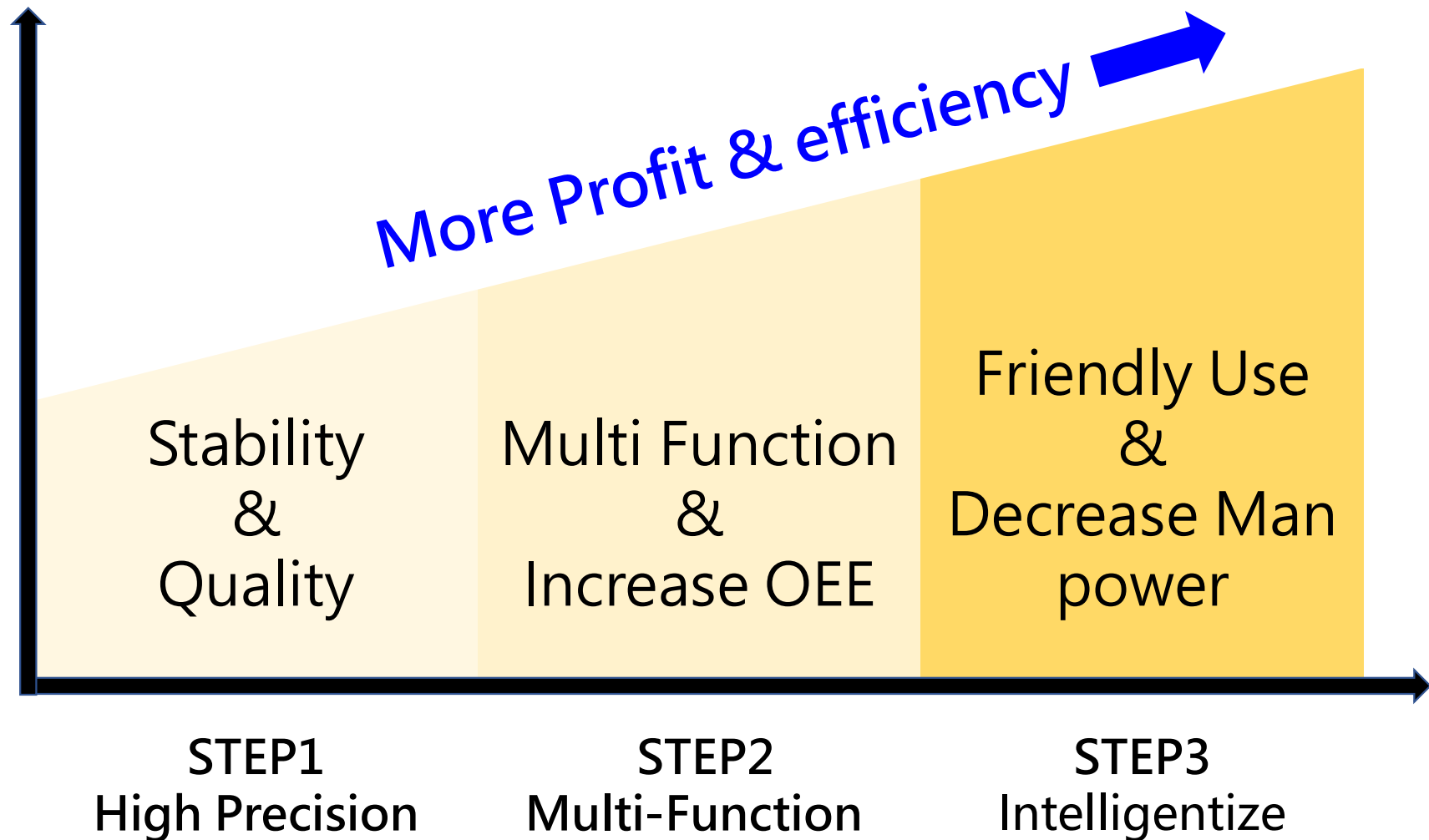
Developing Heavy-duty Machine



Developing High Precision Machine



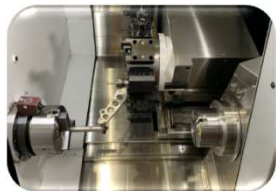
# What Customer can get?



## Solving lack of man power



Line Automation

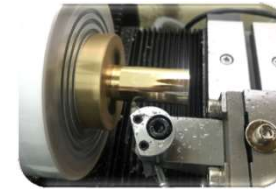


Modulization of machine

## Conforming with Electric Car Era



PCB Driller  
PCB Forming



High precision  
4+1 axis machine



Own developed  
Smart System

Changes are Ongoing

## More media application



Videos & App



Online Showroom

## Industry 4.0/5G applications



# Thank You!

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