



開曼東明控股(股)公司
TONG MING ENTERPRISE CO.,LTD.
KY 5538
Investor Meeting 2023.11.09

TONG MING Intelligent Manufacture
Creating a new future through technology

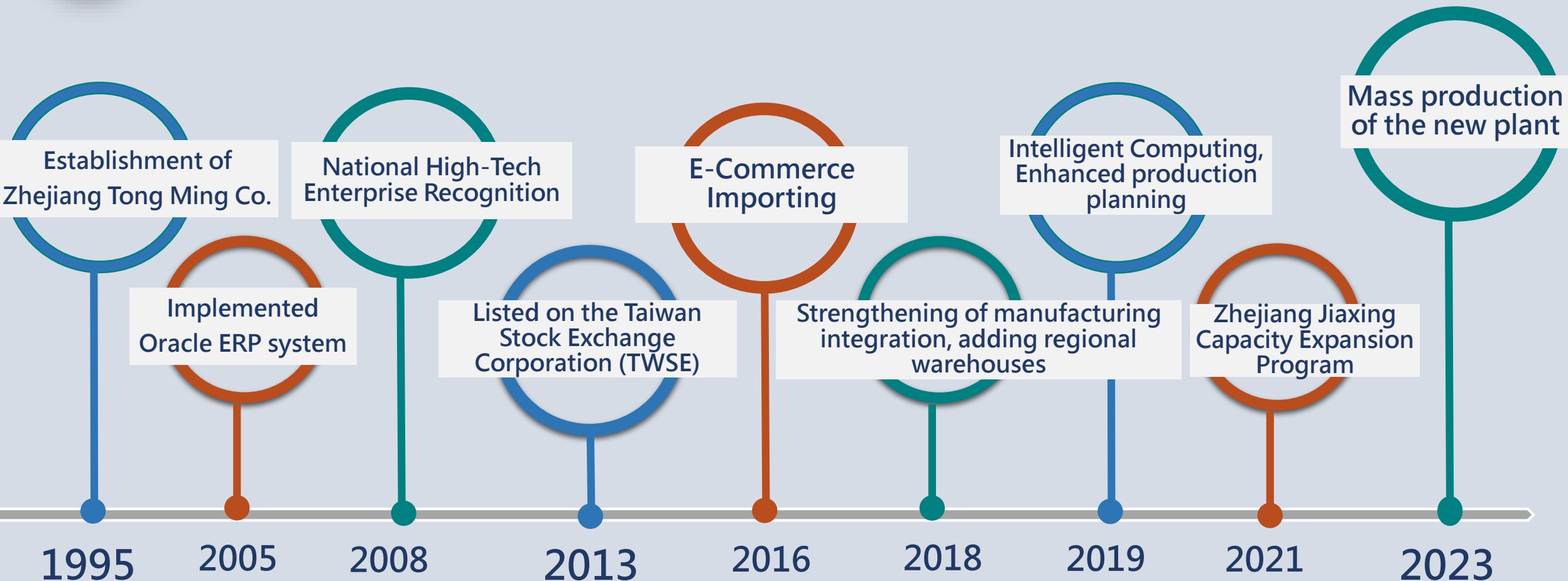


Disclaimer

- 📌 This presentation has been prepared by TONG MING ENTERPRISE CO.,LTD. and the information, opinions and forecasts contained herein are based on sources we believe to be reliable and have been prepared in good faith, provided that no warranty, express or implied, is given by any member of TONG MING. as to the accuracy, completeness or correctness of the contents, and that of TONG MING assumes no responsibility or liability for the accuracy, completeness or correctness of the contents.
- 📌 This presentation is for reference only and should not be reprinted or used for any other purpose without the prior approval and consent of the Company.



公司沿革





Market and company status



Top 3 market share of fine wire in China



10,000 distribution channel



No. 1 market share in China



The largest single plant in the world



The only one in the world with manufacturing to distribution channel integration



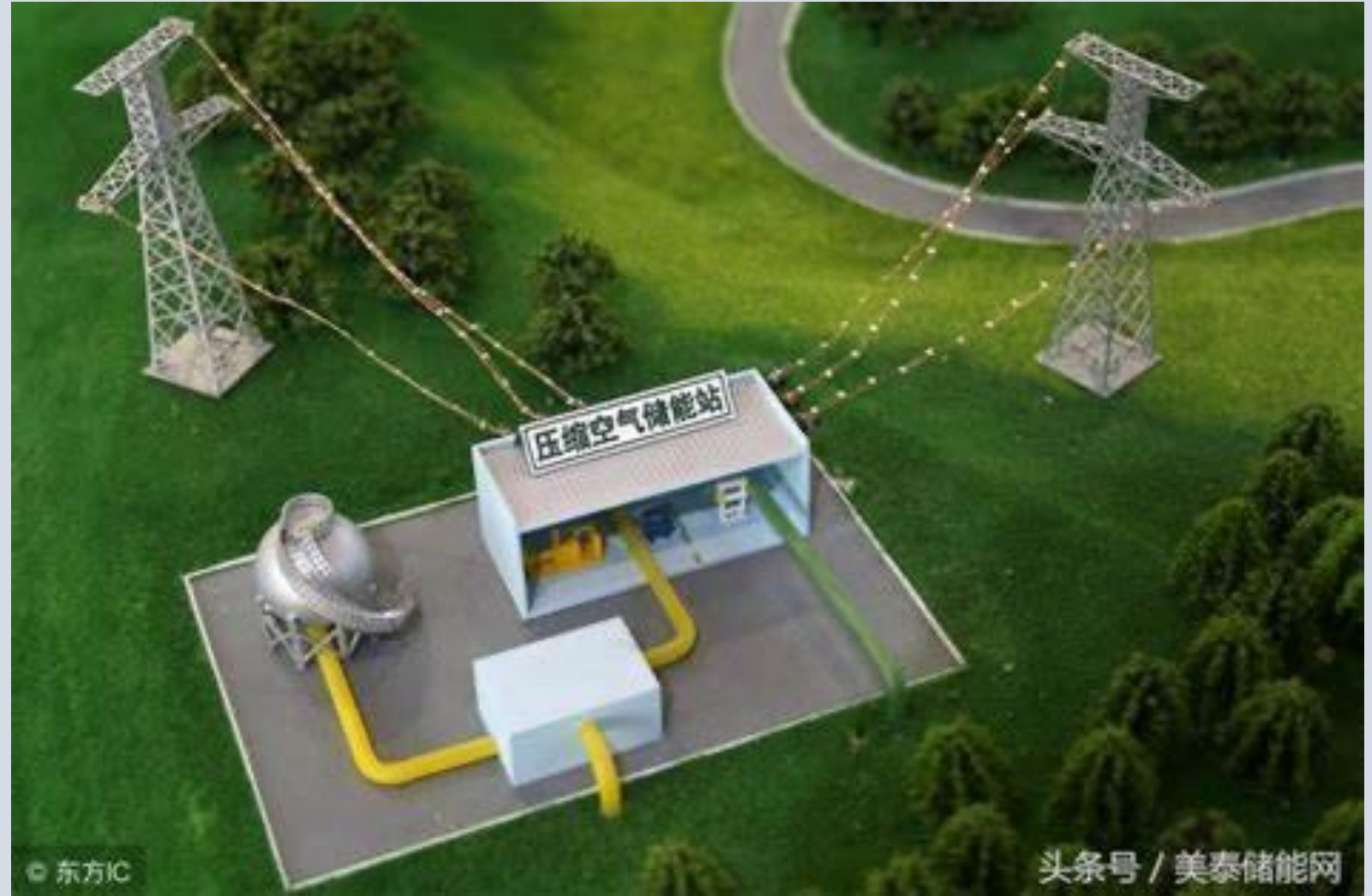


Major Application Industries in 2023- Solar Energy





Energy Storage Equipment





Products introduction

We are a service passionately focused on the professional development and success of our customers

Fasteners(screws, nuts)



Fine wire



Strategic external trade products





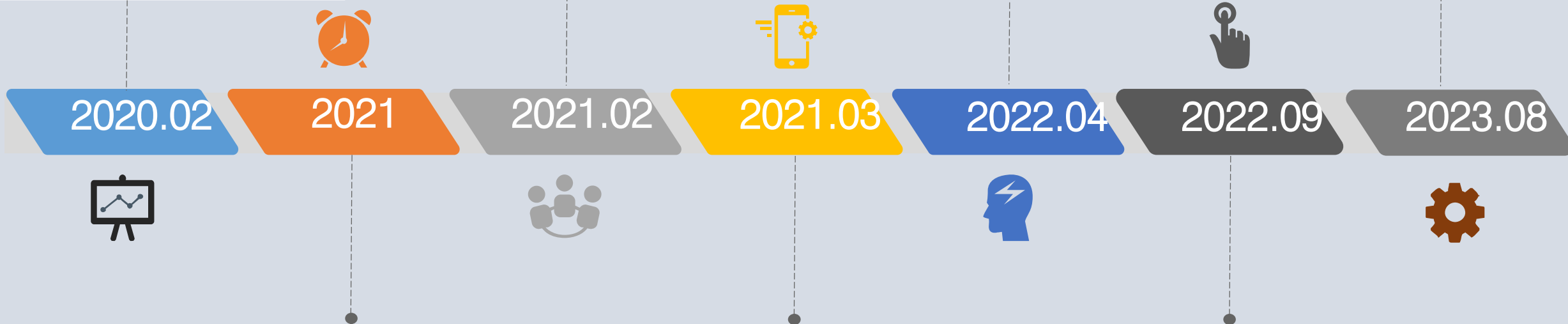
Company's recent awards

- 2019 Top Ten Industrial Enterprises for High Quality Development
- 2019 Outstanding Enterprises in Digital Economy
- 2019 Advanced Organization for Harmonious Labor Relations

- 2020 Top 10 Industrial Enterprises for High Quality Development

- The red cross award for fraternity and love, bronze medal

- National Specialized Small Giant



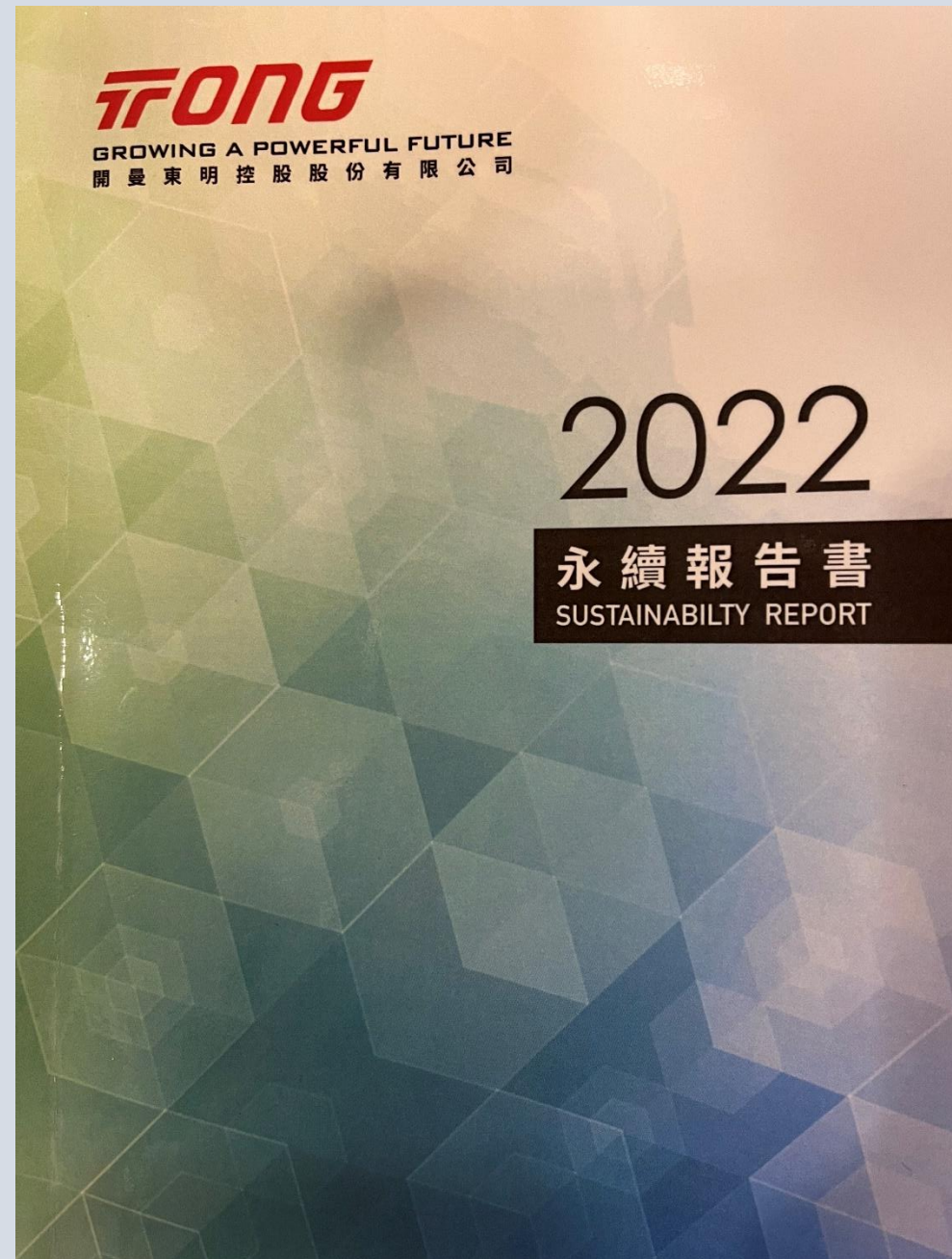
- 2021 Top 10 Industrial Enterprises for High Quality Development

- Top Ten Technological Innovation Enterprises of Fasteners in Zhejiang Province
- Top Enterprise of Single Product for Fasteners in Zhejiang Province

- 2022 Love and Charity Donation Certificate

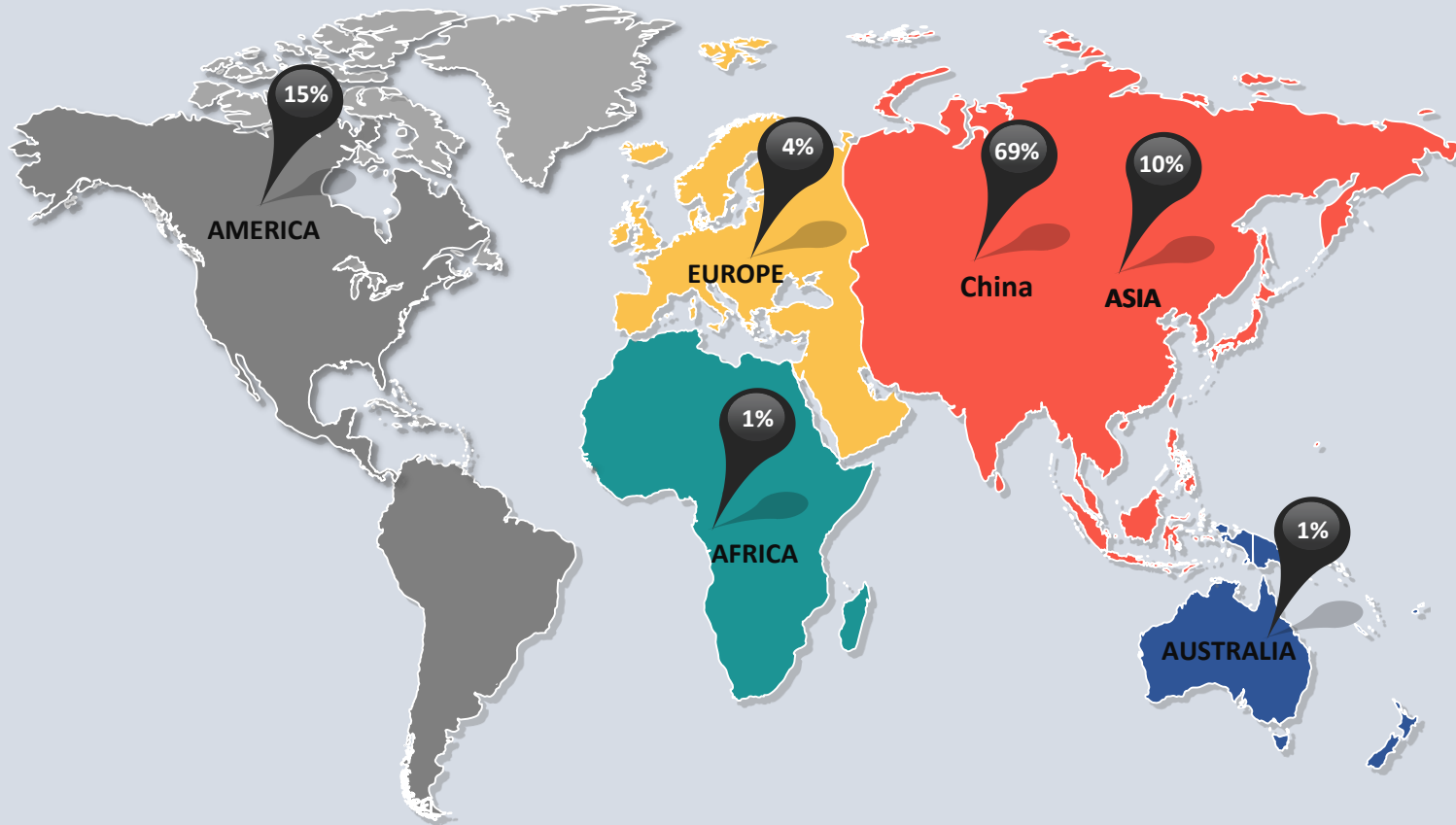


Sustainability Report





Industry Market Profile - Worldwide Status



- Construction and investment tend to be conservative due to unstable political and economic environment in global markets
- Global oversupply
- Competition in the industry is more intense than ever
- China's demand has gradually recovered in Q3
- Impact of trade tariffs and Russia-Ukraine war continues.

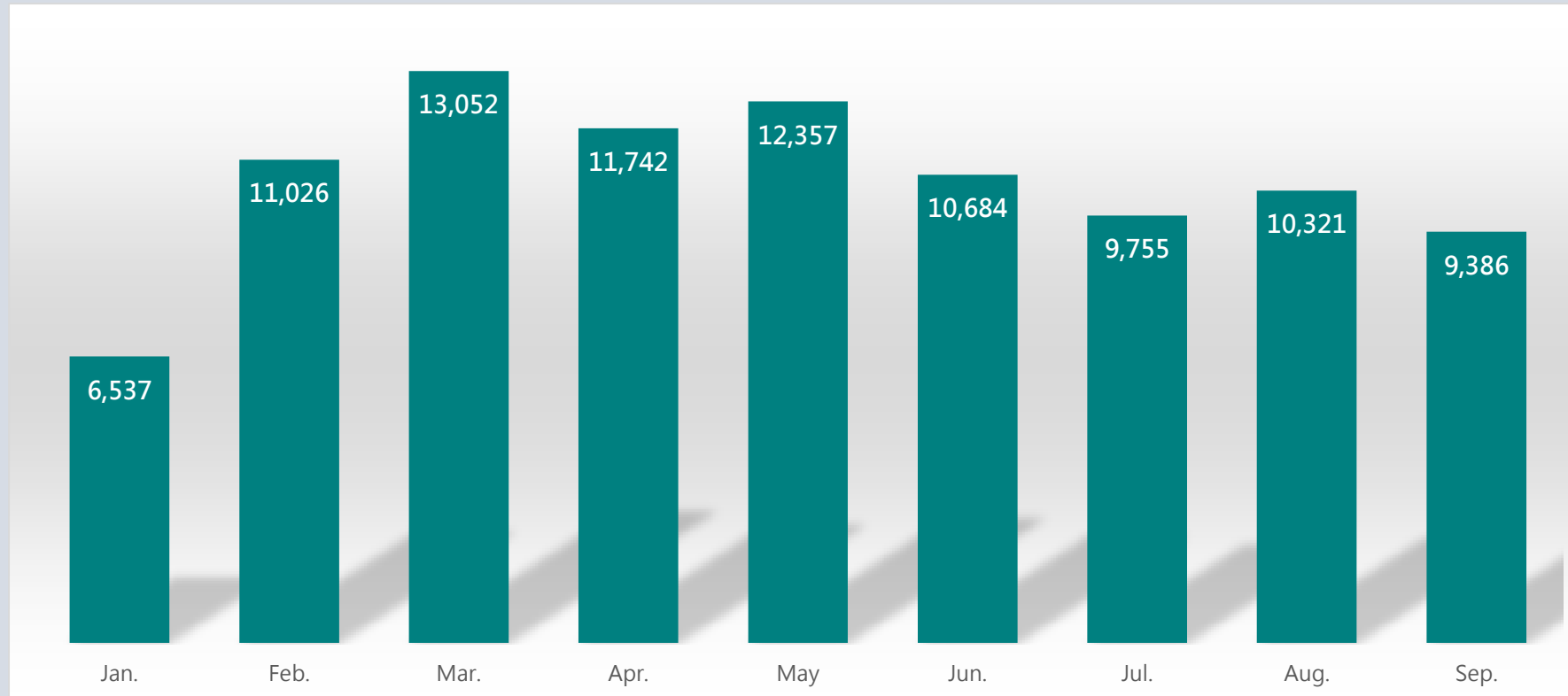
Business Performance





TONG MING KY -Variation of shipment volume from January to September, 2023

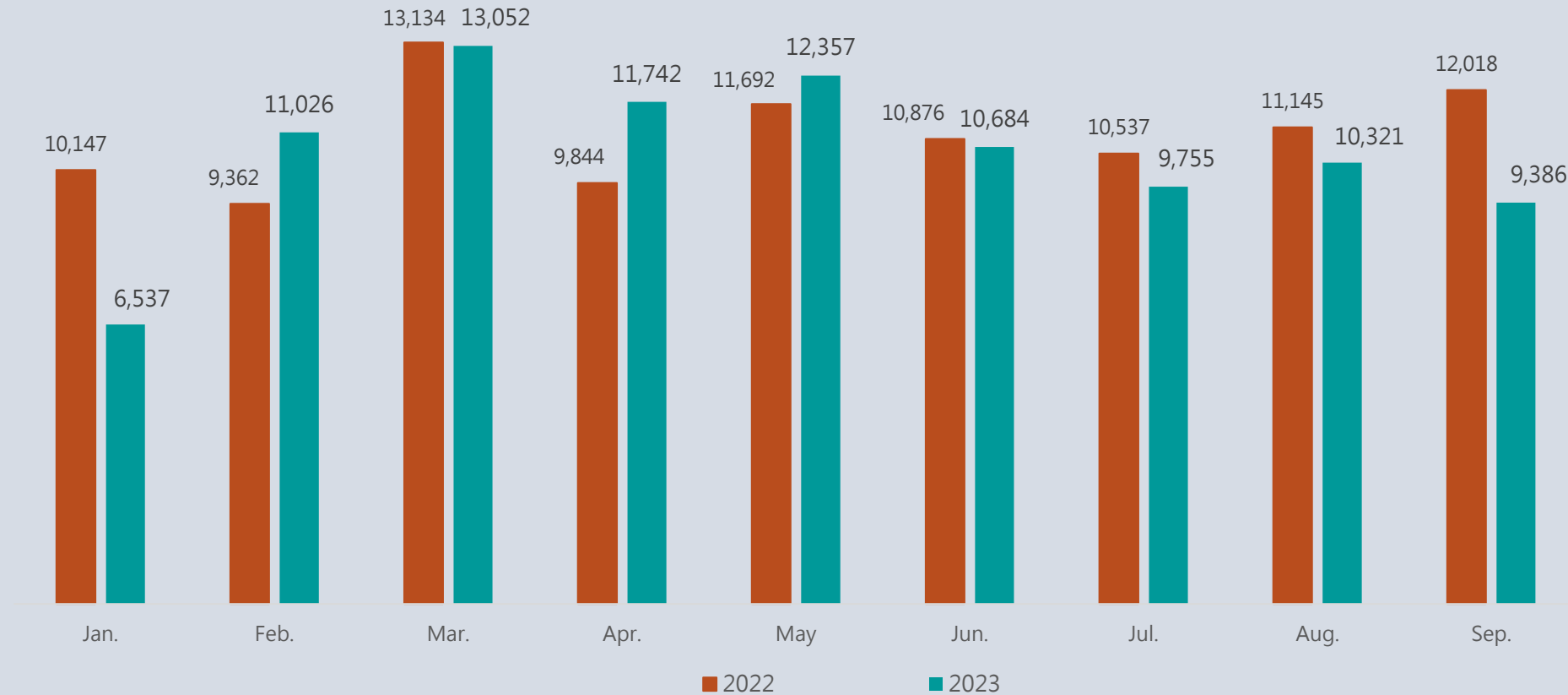
Unit: Tons





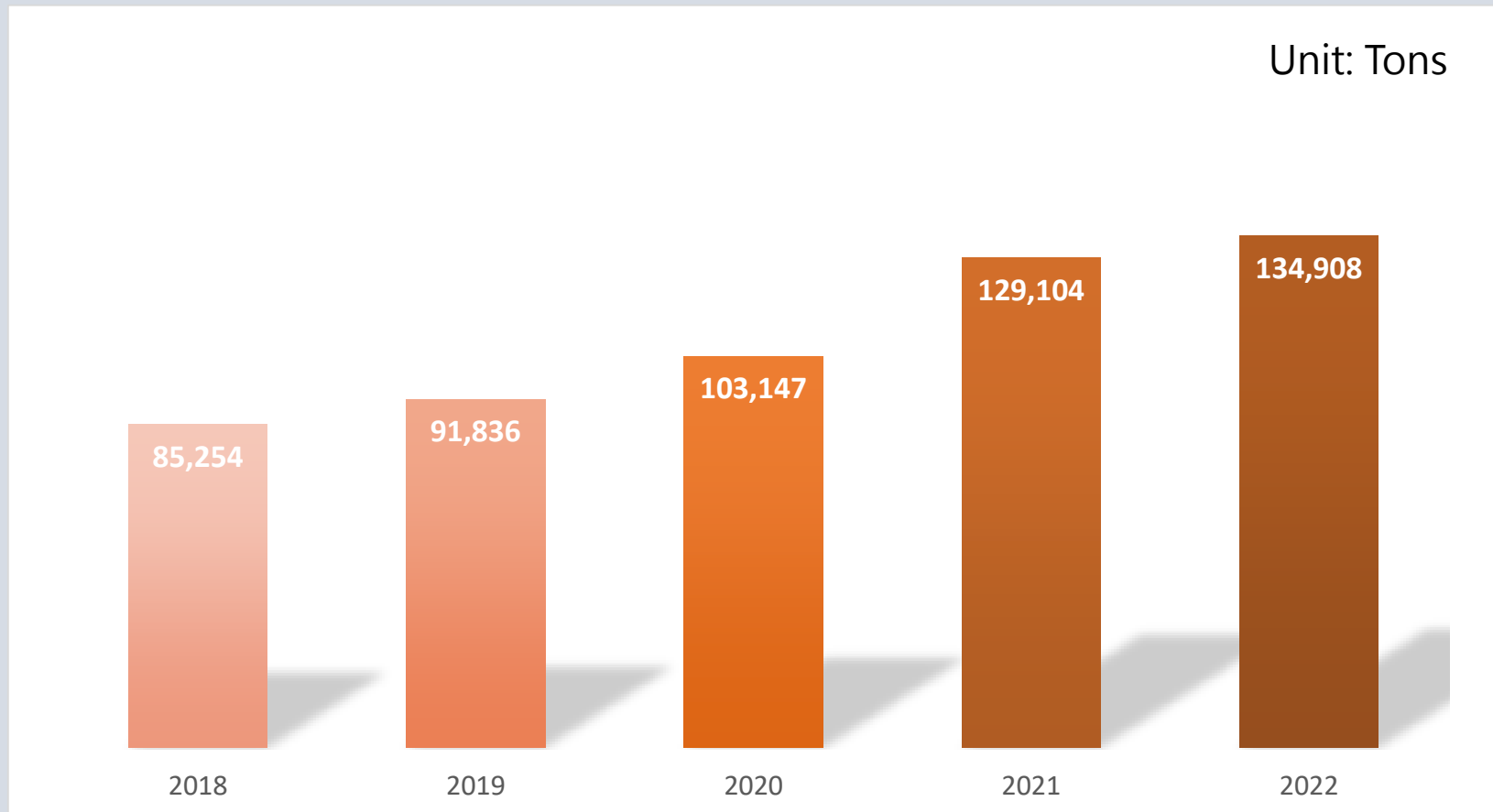
TONG MING KY- Shipments in the first three quarters of 2023 vs. the same period last year

Unit: Tons





Tong Ming KY -Variation of shipment volume of in the past 5 years





Tong Ming KY - Business Performance and Status: Difference between Domestic market and Foreign Sales

Programs		Fine wire	Fasteners (Foreign market)	Fasteners (Domestic market)	Strategic Trading Products
Operation Model		Production by order	Production by order	Distribution service	Proactive Partners
Customer Type		Terminal factories in Domestic China	Overseas distributors	Over 10,000 Distributors	Overseas Key Accounts
Percentage of product-specific turnover	2022	16.37%	17.32%	44.37%	21.94%
	2023 Q1-Q3	16.68%	13.68%	51.19%	18.45%

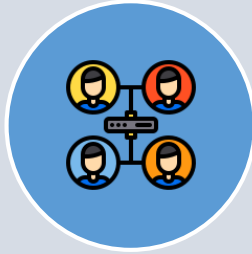


Tong Ming KY - Productivity Performance



Number of Clients

Foreign market : 380
Domestic market : 10,000+



Shipping volume

2023, Q1-Q3
94,860 tons of shipments



Number of Products

32,000 articles



Shipment Capacity

Daily Shipment Handling Capacity:
More than 12,000 transactions per day



- ✦ Production molding machines: 548 sets
- ✦ Well-designed production line
- ✦ Advanced production equipment
- ✦ Precise control of production molds
- ✦ Failure rate: less than 0.3%
- ✦ High efficiency shipment process
- ✦ Promotion of environmentally friendly production model

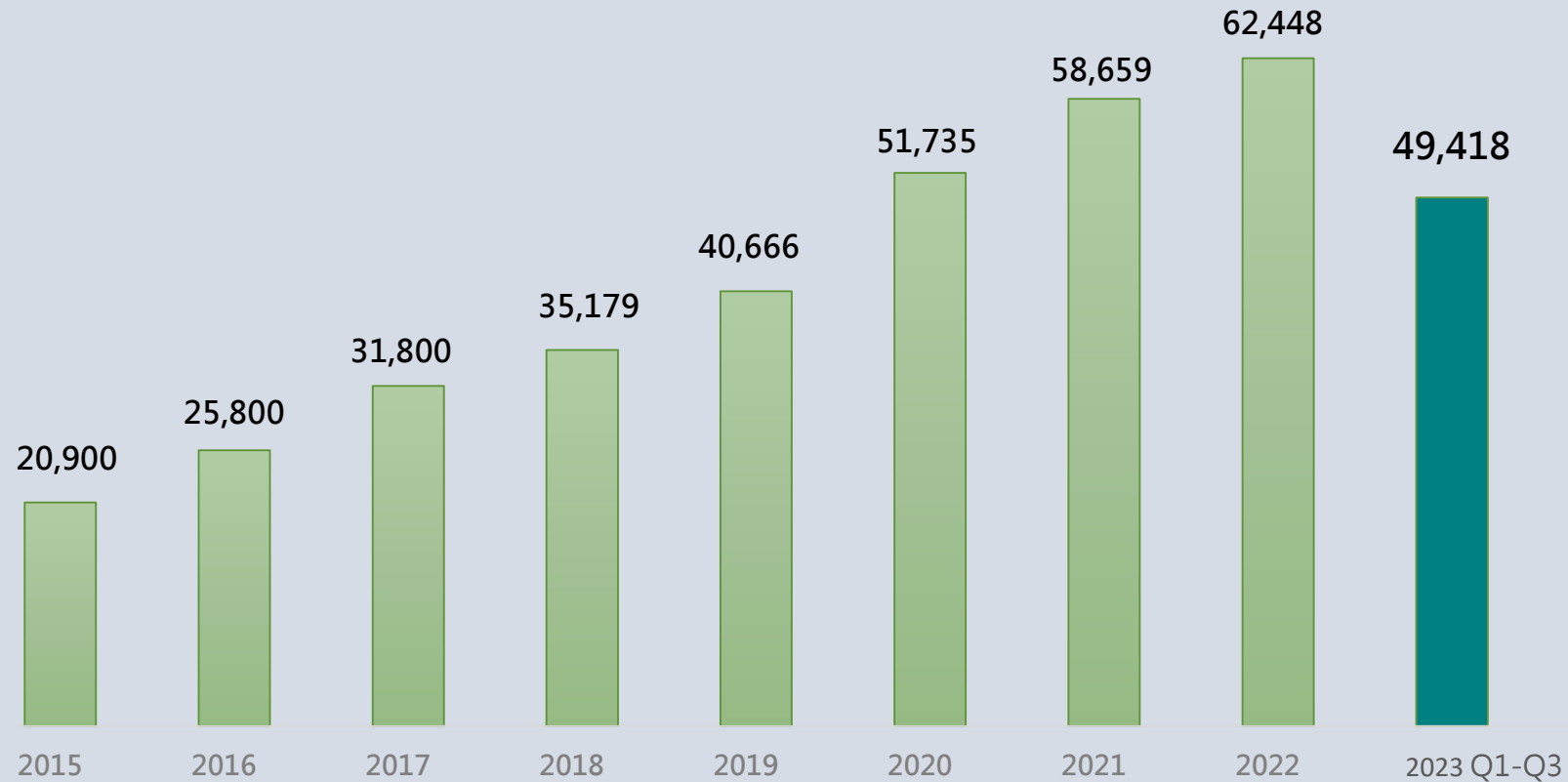


Environmentally Friendly
Production Processes
Oil emission reduction



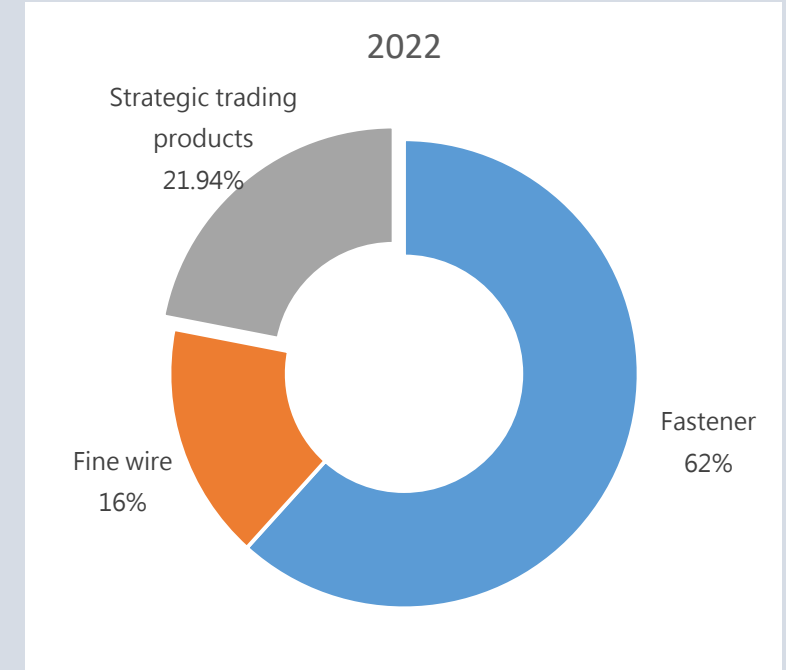
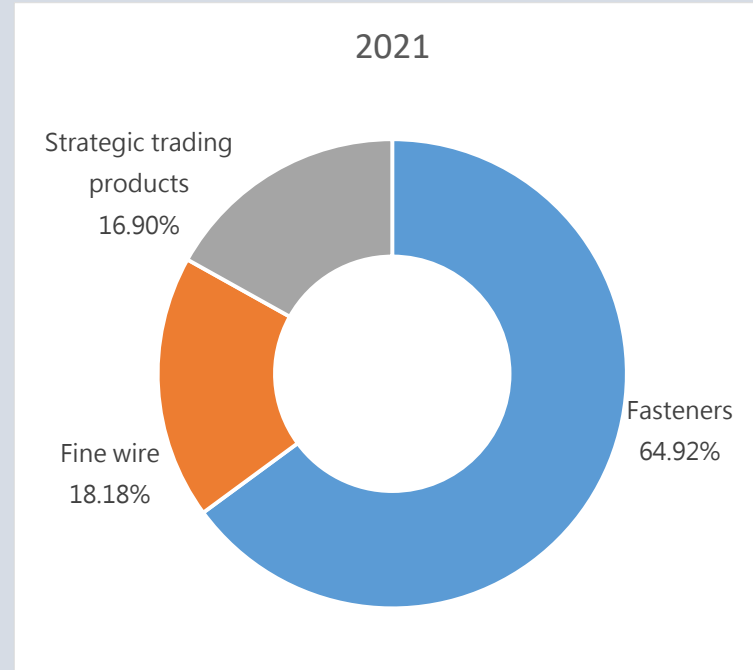
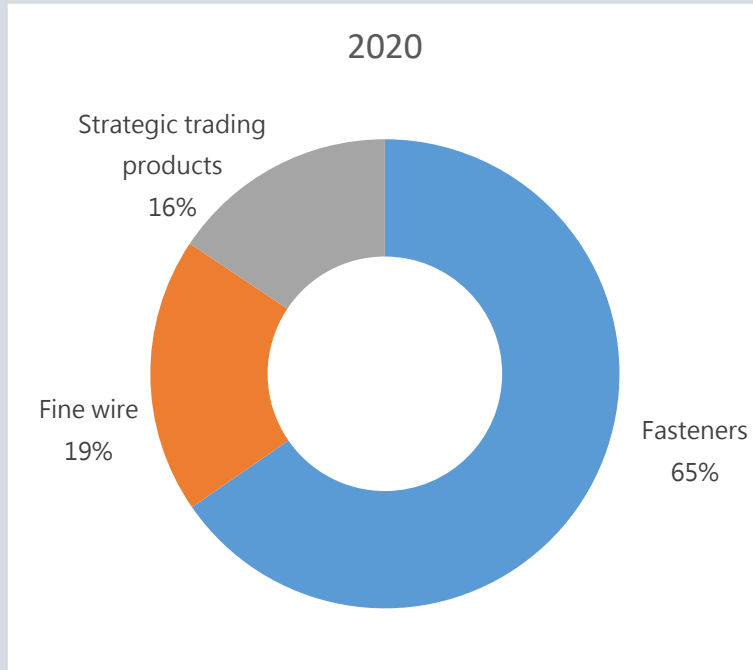
Tong Ming Domestic Sales Shipment Growth in the First Three Quarters of 2015~2023 (Fasteners)

Unit : Tons



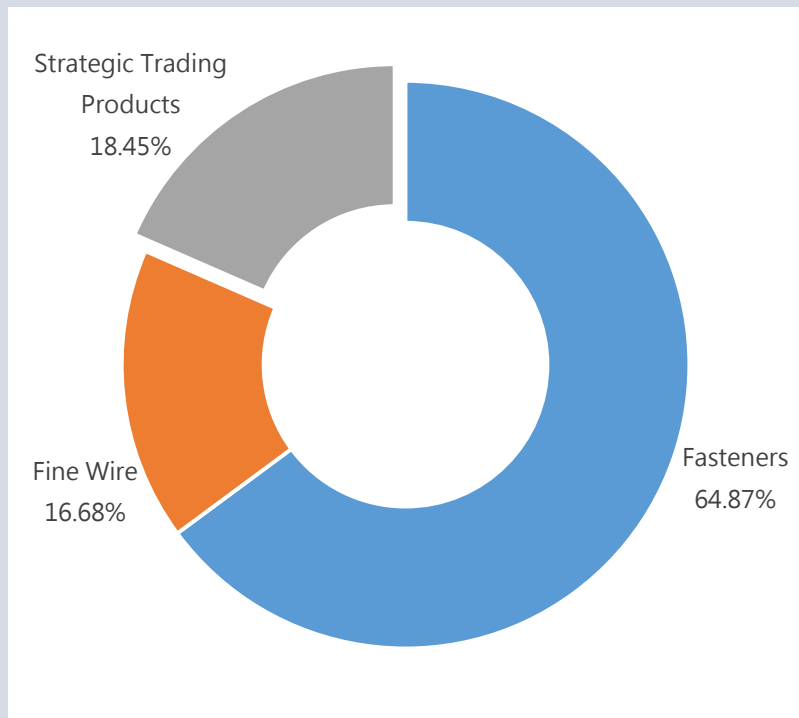


Tong Ming KY- Revenue share of products sold in the last three years (by amount)





Tong Ming KY- Revenue share of products sold in the first three quarters of 2023 (by amount)



Status of the New Plant





Land area & capacity of new and current plants



First year: 45,000 tons
Grow to 80,000 tons after 3 years
 $47,927.0m^2$



136,000 ton
 $152,062.5m^2$



The new plant



The new factory will produce mainly nuts
In the first year, 35,000 tons of nuts and 10,000 tons
of small screws will be produced.



Live from the New Plant (Video)





Introduction of the new production line (Video)





Warehouse system in operation at the new plant (Video)





Enhancing Production Initiatives through Equipment Mobility Design(New Plant) (Video)





Self-developed Packaging Equipment (New Plant) (Video)





Green Energy, Carbon Neutral Real-time monitoring of progress





Green Energy, Carbon Neutral

Real-time monitoring of progress





Green Energy, Carbon Neutral

Real-time monitoring of progress





Green Energy, Carbon Neutral

Real-time monitoring of progress

(Video)





Entrance of the new plant





Current status of the original plant





Current status of the original plant





Current status of the original plant (Video)





Extra-large machine ring production line (Video)





Extra-large machine ring production line (Video)





Collective stocking operation for domestic market (Video)





Collective stocking operation for domestic market



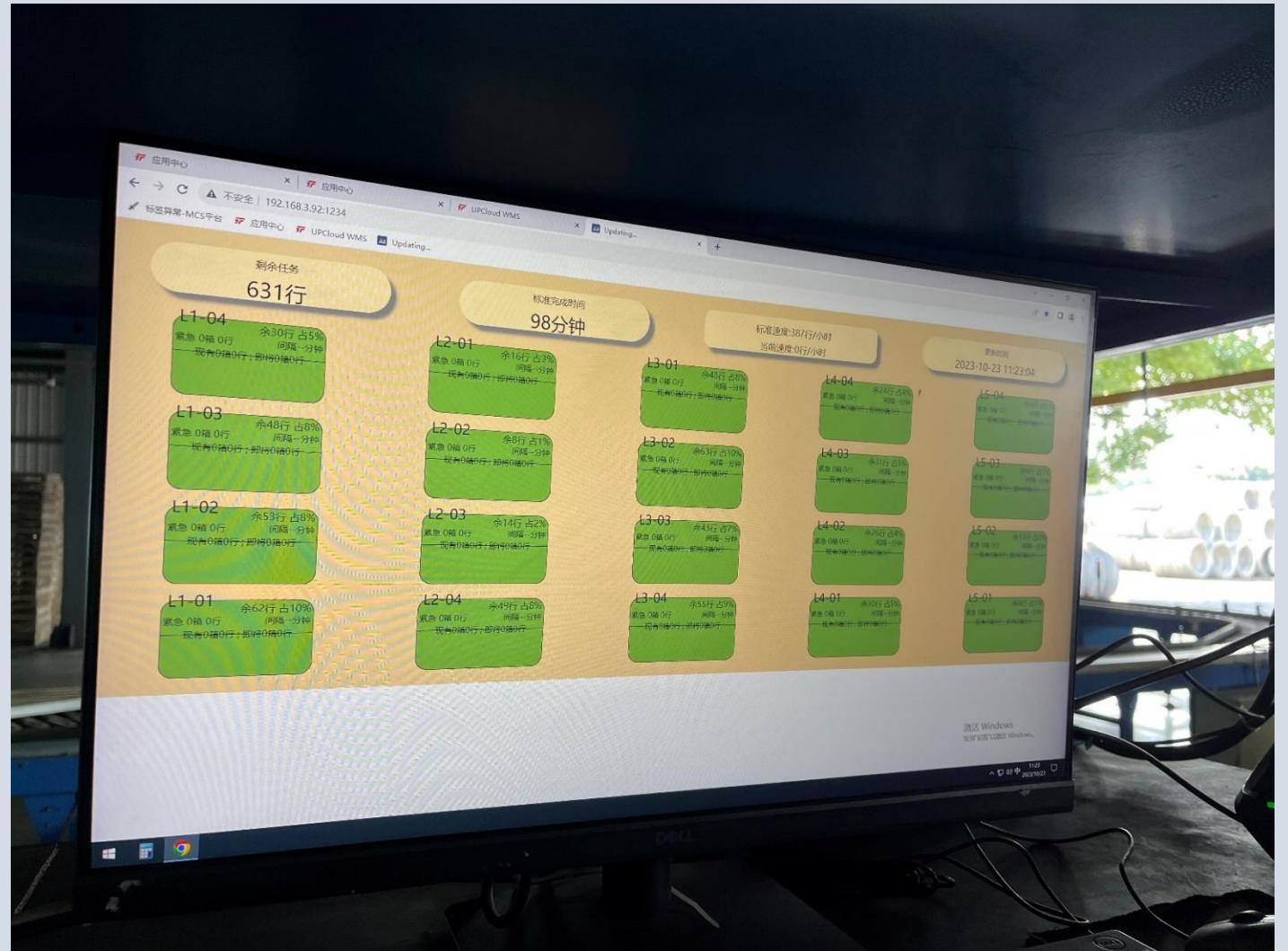


Collective stocking operation for domestic market





Collective stocking operation for domestic market





Collective stocking operation for domestic market



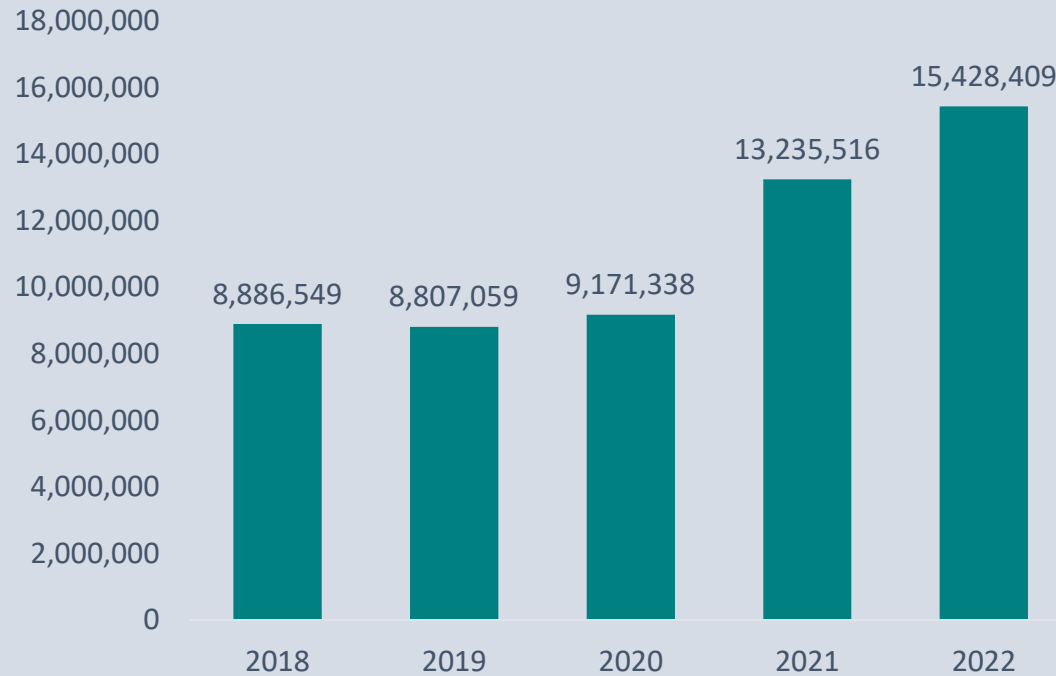
Key Financial Information



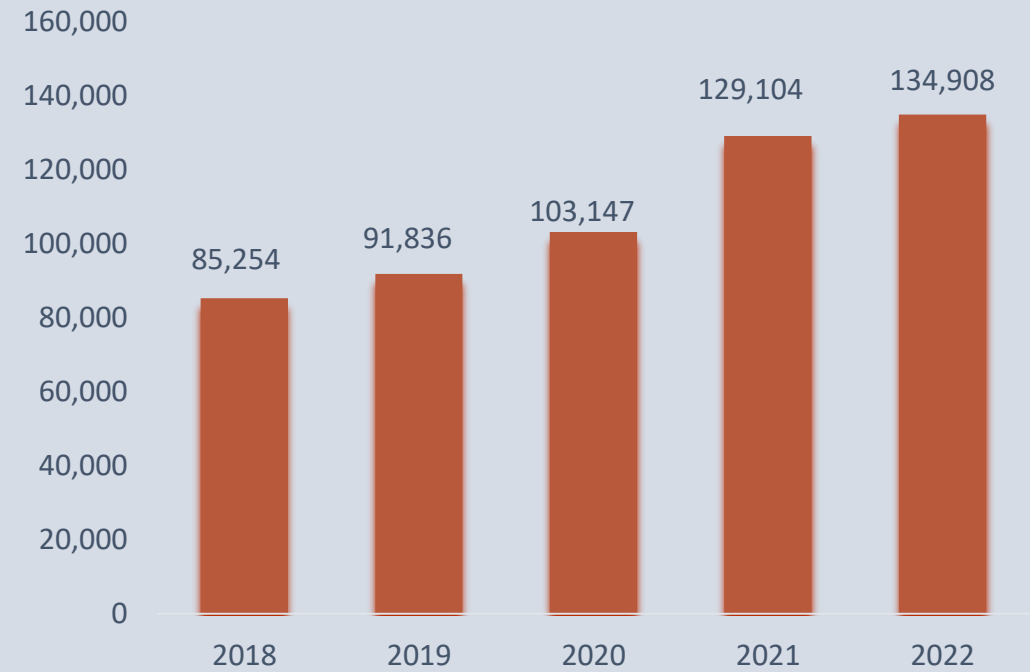


Tong Ming KY- Sales volume and value in the last five years

Sales Value(NTD)



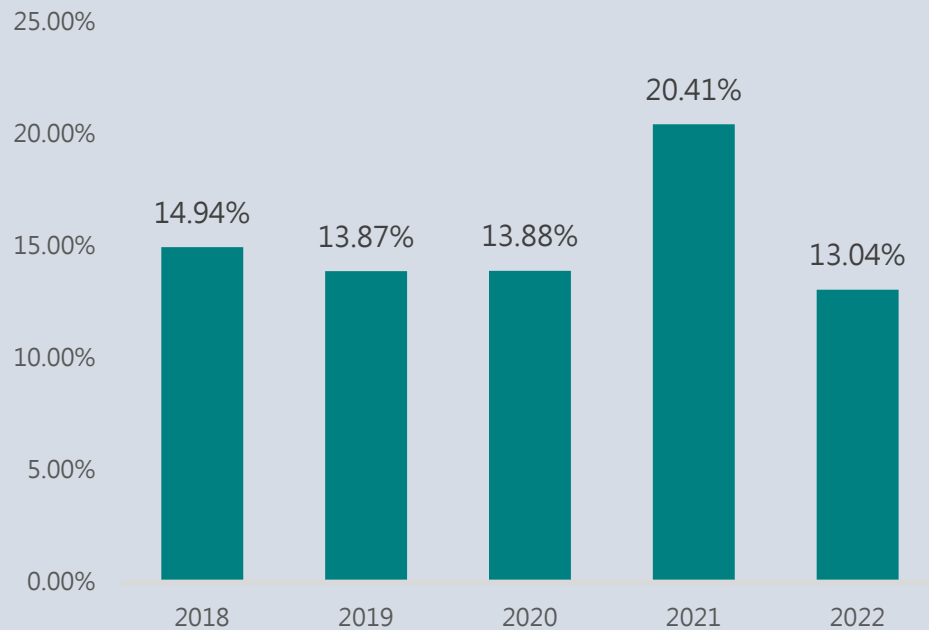
Shipment volume(Tons)



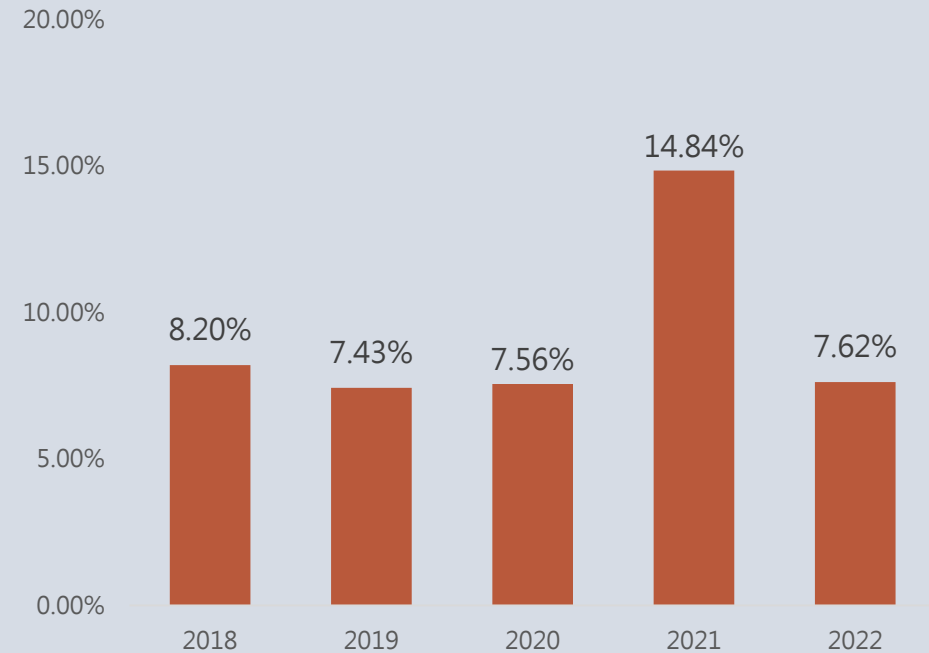


Tong Ming KY- Gross Margin and Operating Margin for the last 5 years

Gross margin(%)

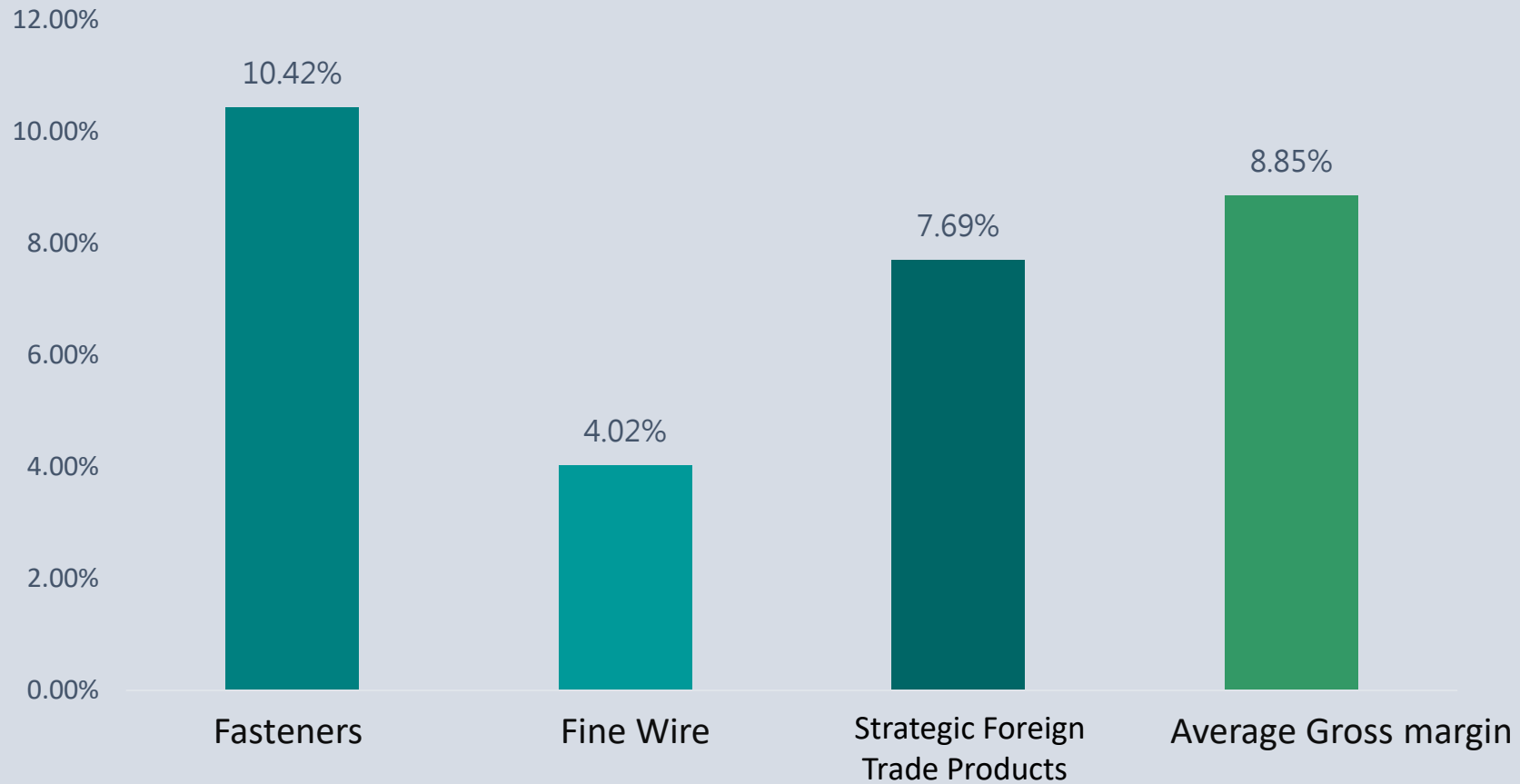


Operating margin(%)





Average Gross Margin for Products in the First Three Quarters of 2023





Tong Ming KY- Quarterly gross margin



Factors that Impact Gross Profit

Raw Material Fluctuation

Product Composition

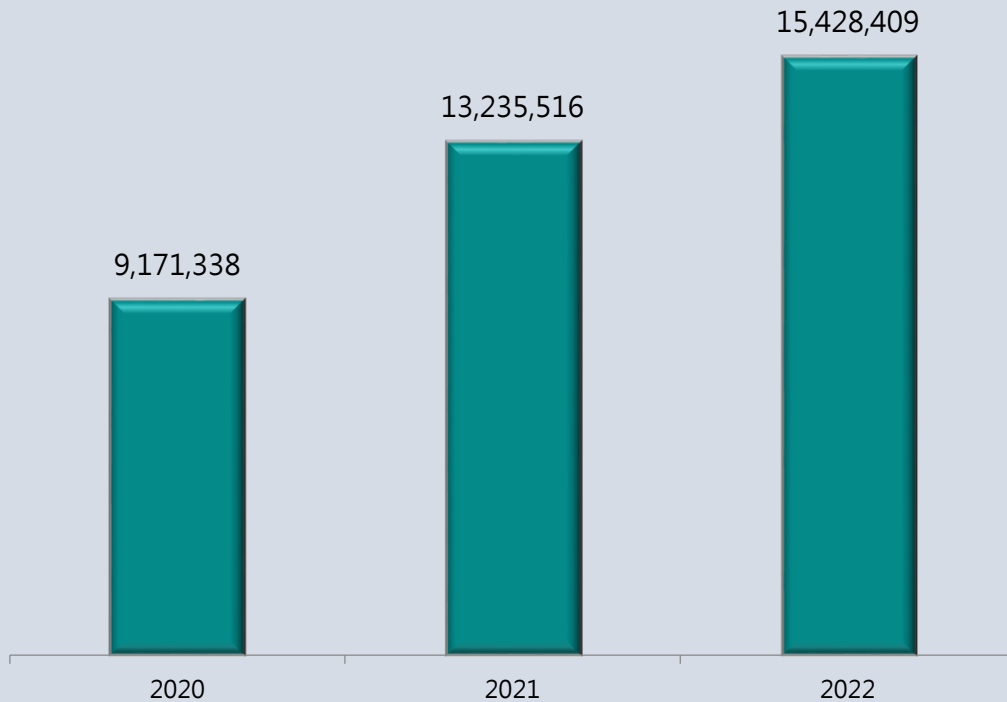
Market Share Expansion Strategy

Difference in market share

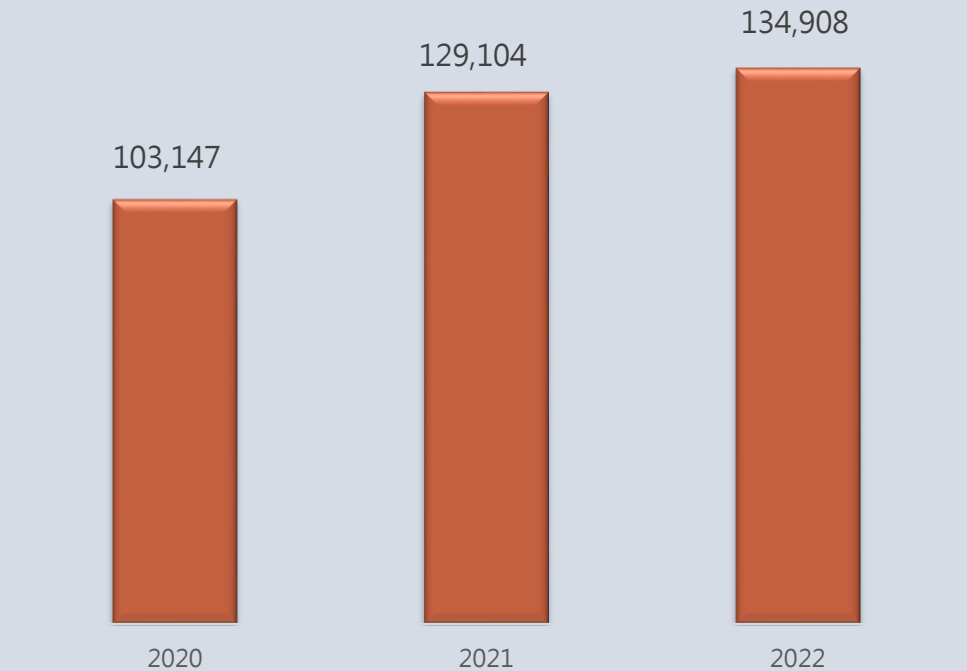


Tong Ming KY- Revenue and Shipment Changes in Recent Years

Operating Income (in thousand dollars)



Shipment (tons)





Tong Ming KY-Historical profit or loss

Thousand NTD

Programs	2018	2019	2020	2021	2022
Operating revenue	8,886,549	8,807,059	9,171,338	13,235,516	15,428,409
Gross Profit	1,327,998	1,221,920	1,273,041	2,700,990	2,011,850
Operating profit	728,384	654,299	693,083	1,964,277	1,176,248
Pre-Tax Income	672,199	588,475	590,599	1,792,646	1,122,957
Net income	537,442	467,504	494,824	1,447,912	914,430
Earnings per share(NTD)	3.19	2.77	2.94	8.00	4.53



Tong Ming KY-Simplified Profit and Loss Comparison

Thousand NTD

Programs	2023 first three quarters	2022 first three quarters	Increase (decrease)	Increase/ (decrease) ratio
Operating revenue	10,100,456	11,705,324	(1,604,868)	(13.71%)
Gross Profit	893,984	1,539,098	(645,114)	(41.92%)
Operating profit	289,179	959,770	(670,591)	(69.87%)
Pre-Tax Income	243,435	896,962	(653,527)	(72.86%)
Net income	258,013	726,953	(468,940)	(64.51%)
Earnings per share(NTD)	1.27	3.60	(2.33)	(64.72%)



Future Development

- Opportunities arising from new production capacity. Retaining a leading position in a highly competitive market
- From Quantity to Service Quality and Sustainable Social Responsibility





Future Development and Dividends

- Conservative financial, investment and profit planning in the short term .
- Profitability is expected to be conservative, with dividends maintained at a certain percentage.

Program/Year	2021	2022	2023 Q1-Q3
Rate of return on equity(%)	27.02	13.57	5
Cash Dividends(NTD)	3.2	2	?
Earnings per share(NTD)	8	4.53	1.27

Thank you