

The background of the slide features a soft-focus photograph of several loaves of bread, some sliced, resting on a wooden surface. Fresh green herbs are scattered around the bread. The entire image is overlaid with a semi-transparent blue filter.

SINMAG

TICKER: 1580

SINMAG EQUIPMENT CORPORATION

2024 Q1-3 Operations Report

Based in Taiwan, Engaged in Asia, Looking at the World

By: Ming-ching Hsieh

2024. 11. 20

Disclaimer

The information contained in this presentation, including all forward-looking information, is subject to change without notice, whether as a result of new information, future events or otherwise, and Sinmag Equipment Corporation (the “Company”) undertakes no obligation to update or revise the information contained in this presentation. No representation or warranty, either expressed or implied, is provided in relation to the accuracy, completeness, or reliability of the information contained herein, nor is the information intended to be a complete statement of the Company, markets or developments referred to in this presentation.

01

- **Company Overview**

02

- **Financial**
- **Performance**

03

- **Industry Trend**

04

- **Future Prospects**

05

- **Discuss**

01 Company Overview





Company Information



Date of Incorporation : September 27, 1983



Chairman(General Manager) : Hsieh, Shun-ho



Paid-in capital : NT\$ 502.302 million



Number of employees : about 1400



Plant area : 140,000+ square meter



Listing time : December 10,2007



Main business : R&D, manufacturing and selling of professional equipment

Vision

- To be the world's largest bakery equipment manufacturer and technical service provider, and work with our partners on a long-term basis to establish a mutually beneficial relationship

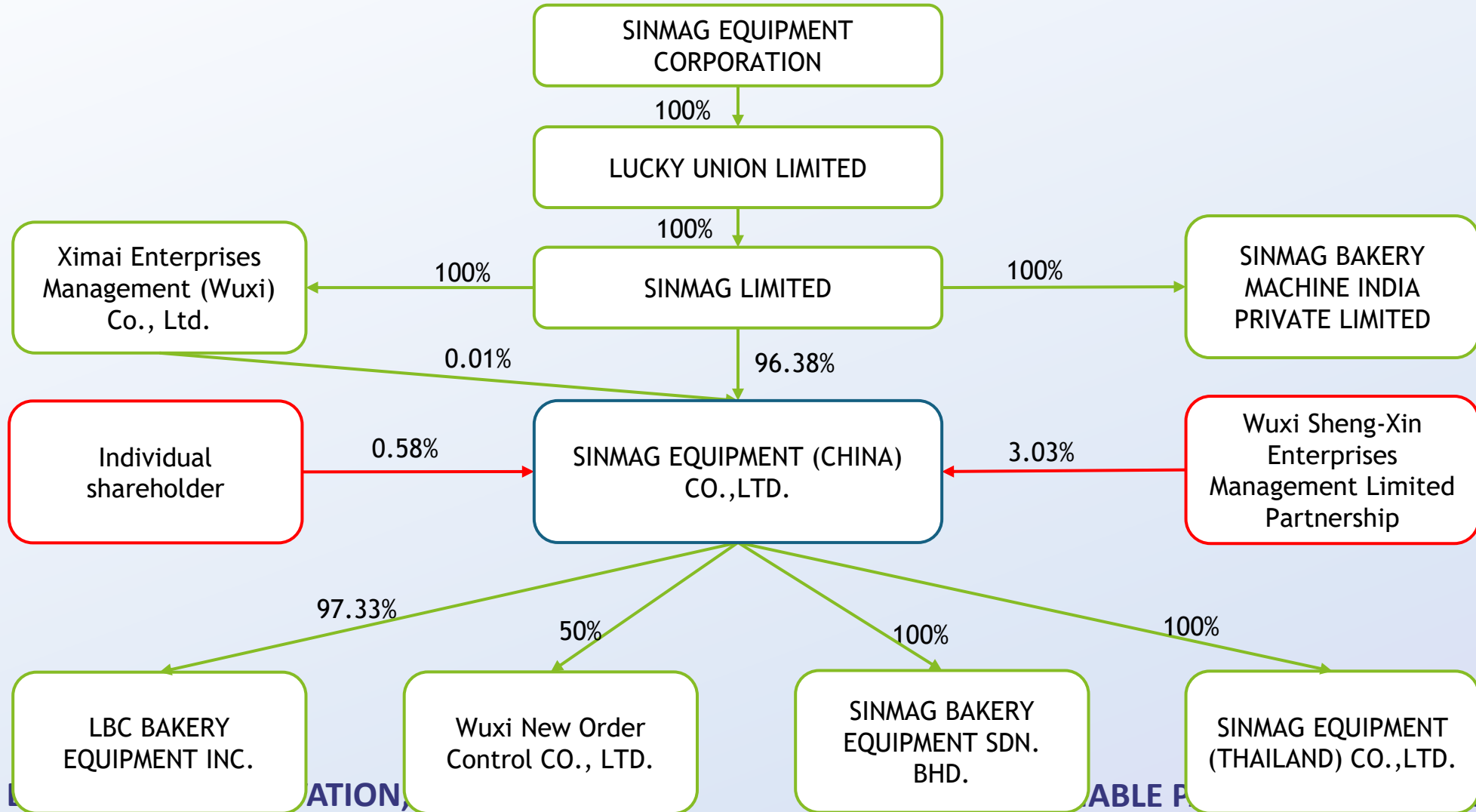
Mission

- A long-time reliable partner of bakery industry

Core values

- Integrity, Excellence, Innovation, Reciprocation

Group Structure





Sinmag Taiwan	<u>Group head office</u> , production plant, sales and service in Taiwan
Sinmag China	<u>Main production base</u> , sales and service in China, international sales
LBC	Assembly plant of Rack Ovens 、 sales and service in the US
Wuxi New Order	Control system R&D, design and production
Sinmag Malaysia	Sales and service in Malaysia
Sinmag Thailand	Sales and service in Thailand
Sinmag India	Pre-sales and service in India
Other	Holding company

SINMAG

Plant Layout



Sinmag Taiwan



Sinmag Wuxi
(1st Plant)



Sinmag Wuxi
(2nd Plant)



LBC Seattle,
USA



Sinmag
Malaysia

INTEGRITY, EXCELLENCE, INNOVATION, RECIPROCATION

RELIABLE PARTNER OF BAKERY INDUSTRY



Mixers



Molders



Proofers



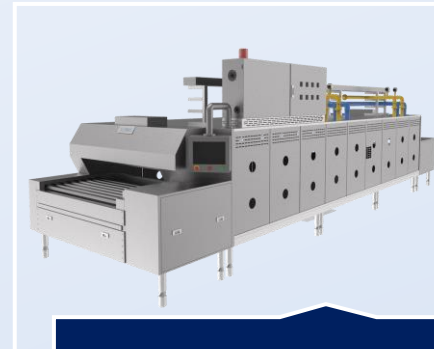
Ovens



Showcase



Catering



Industrial



Other

SINMAG

Mixers



INTEGRITY, EXCELLENCE, INNOVATION, RECIPROCATION

RELIABLE PARTNER OF BAKERY INDUSTRY

SINMAG

Molders



INTEGRITY, EXCELLENCE, INNOVATION, RECIPROCATION

RELIABLE PARTNER OF BAKERY INDUSTRY

SINMAG

Proofers



INTEGRITY, EXCELLENCE, INNOVATION, RECIPROCATATION

RELIABLE PARTNER OF BAKERY INDUSTRY

SINMAG

Ovens



INTEGRITY, EXCELLENCE, INNOVATION, RECIPROCATATION

RELIABLE PARTNER OF BAKERY INDUSTRY

SINMAG

New Combination Set



INTEGRITY, EXCELLENCE, INNOVATION, RECIPROCATATION

RELIABLE PARTNER OF BAKERY INDUSTRY

SINMAG Research and Development Achievements



New High-Tech Enterprise(Since 2009)



Specialized Enterprise in Jiangsu Province(2023)



High end Bakery Machinery Engineering Technology Research Center(2016 in Wuxi 、 in Jiangsu Province since 2020)



Demonstration project for low VOC raw materials and product substitution of key industries in Wuxi



Demonstration project for low VOC process substitution of key industries in Wuxi



21 invention patents 、 94 utility model patents, and 13 design patents

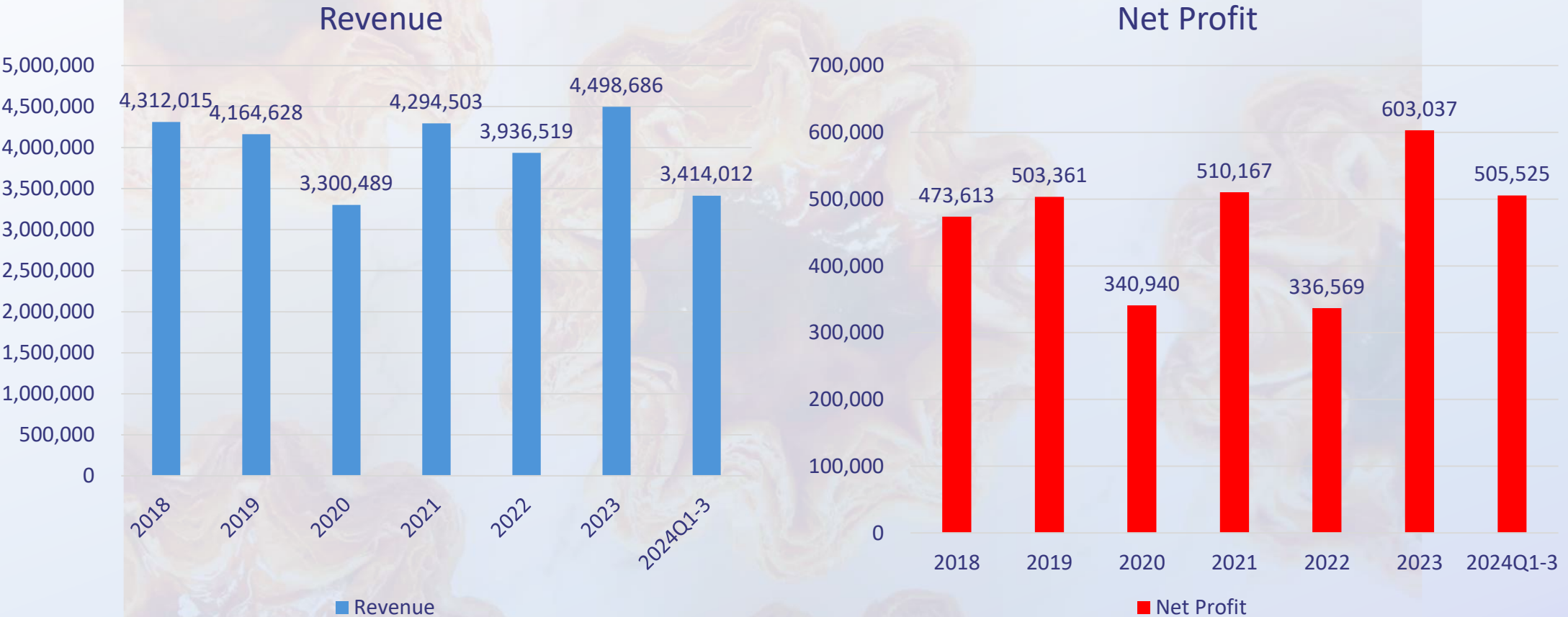


ISO9001 、 ISO14001 、 CE(Europe) 、 ETL&UL(America) 、 KC(Korea) certification

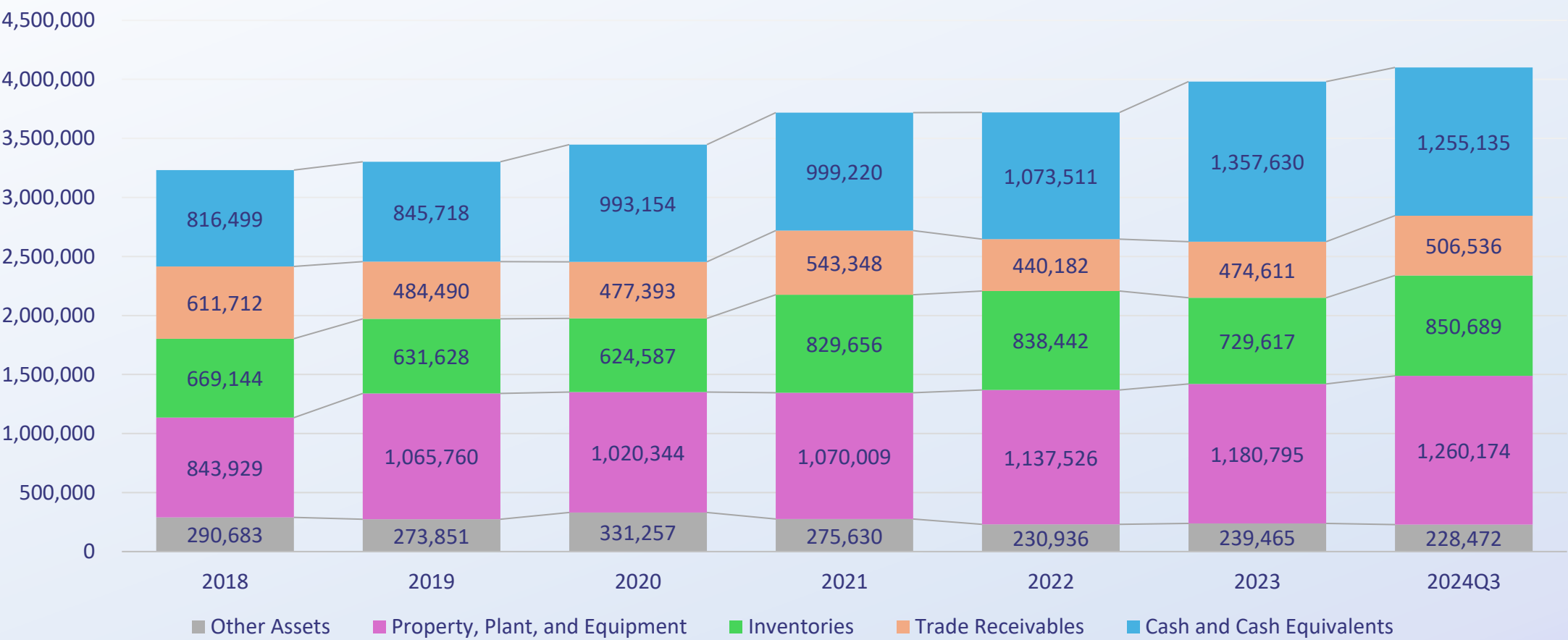
02 Financial Performance



Unit : Thousand NTD

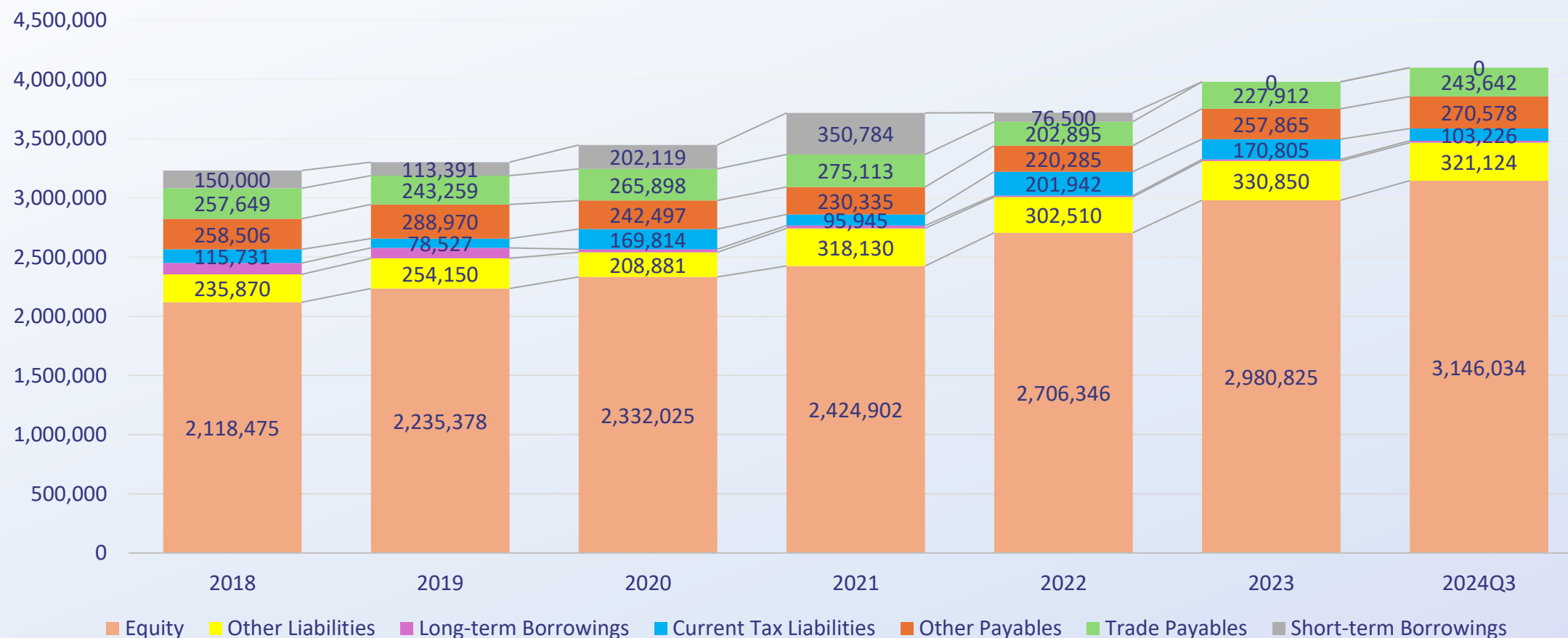


Unit : Thousand NTD

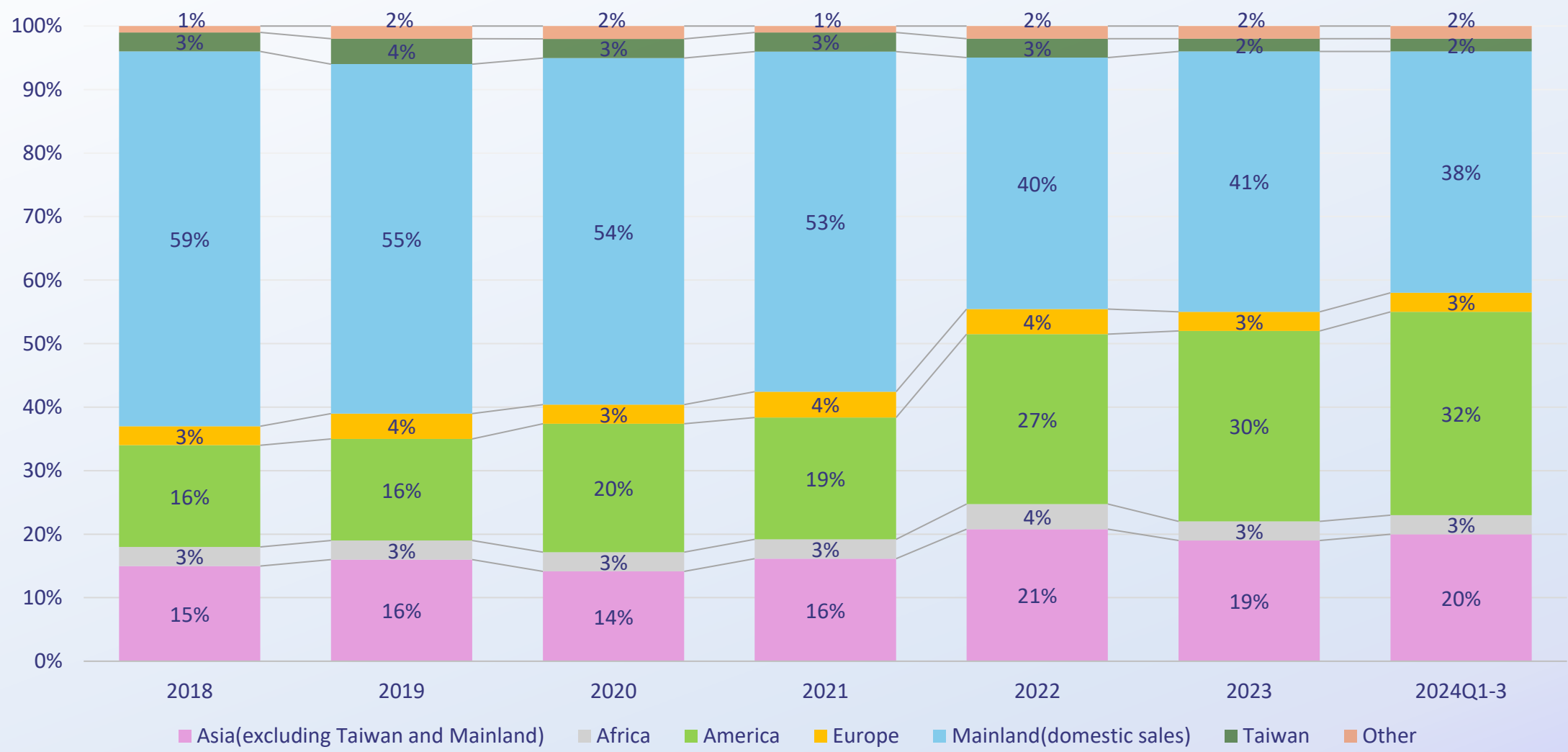


Liabilities and Equity

Unit : Thousand NTD

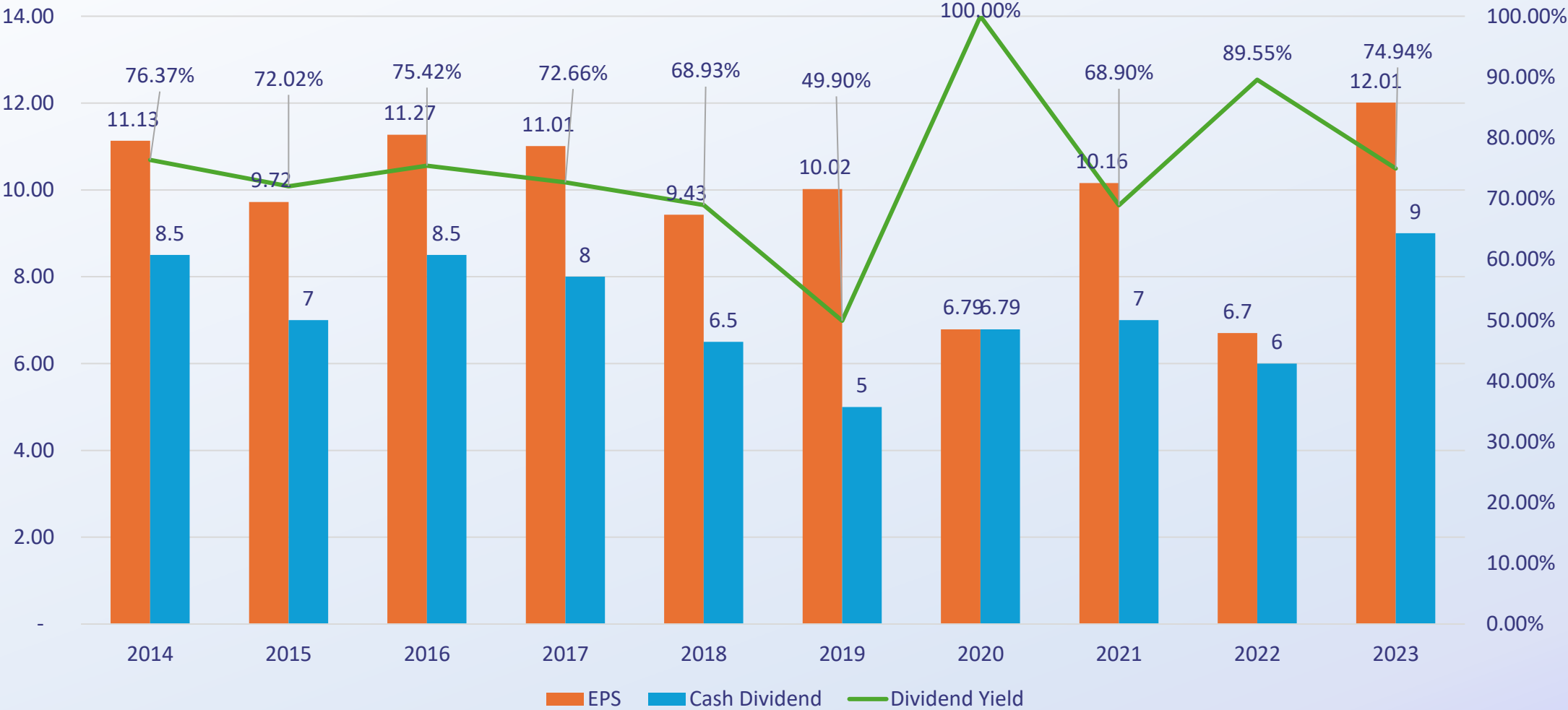


SINMAG Proportion of Regional Revenue



INTEGRITY, EXCELLENCE, INNOVATION, RECIPROCATION

RELIABLE PARTNER OF BAKERY INDUSTRY



Item	2018	2019	2020	2021	2022	2023	2024Q1-3
Gross Profit Margin	39.9	41.0	40.6	36.9	37.3	42.4	43.65
Debts Ratio	34.45	32.29	32.34	34.77	27.23	25.1	23.28
Current Ratio	236.68	231.91	191.08	175.11	249.00	290.3	282.99
Quick Ratio	162.03	156.6	127.24	104.73	154.78	200.2	180.17
Average Collection Turnover	5.97	7.11	6.6	8.18	7.8	9.5	9.03
Average Collection Days	61	51	55	45	47	38	40
Average Inventory Turnover	3.77	3.78	3.12	3.72	2.96	3.3	3.24
Average Payables Turnover	8.08	8.67	7.02	8.91	9.37	11.9	10.67
Average Inventory Turnover	97	97	117	98	123	110	112
Return on Total Assets	15.05	15.95	10.6	14.58	9.66	16.6	17.76
Return on Total Stockholders' Equity	23.31	23.68	15.48	21.84	13.82	22.4	23.40
Net Income to Sales	11.25	12.37	10.71	12.09	9.01	14.1	15.75
Earning Per Share	9.43	10.02	6.79	10.16	6.70	12.01	10.06

03 Industry Trend



SINMAG Global Bakery Products Market Size

Unit: US\$ 100 million



Source: National Bureau of Statistics and China Insights Consultancy

INTEGRITY, EXCELLENCE, INNOVATION, RECIPROCATATION

RELIABLE PARTNER OF BAKERY INDUSTRY

Unit: US\$ 100 million

Global Commercial Baking Equipment Market Size, 2017-2021



Source: National Bureau of Statistics and China Insights Consultancy

INTEGRITY, EXCELLENCE, INNOVATION, RECIPROCATATION

RELIABLE PARTNER OF BAKERY INDUSTRY

Unit: RMB 100 million

China Retail Sales of Bakery Products, 2017-2026 Estimated



Source: National Bureau of Statistics and China Insights Consultancy

China Commercial Baking Equipment Market Size

Unit: RMB 100 million

China Commercial Baking Equipment Market Size, 2017-2026 Estimated

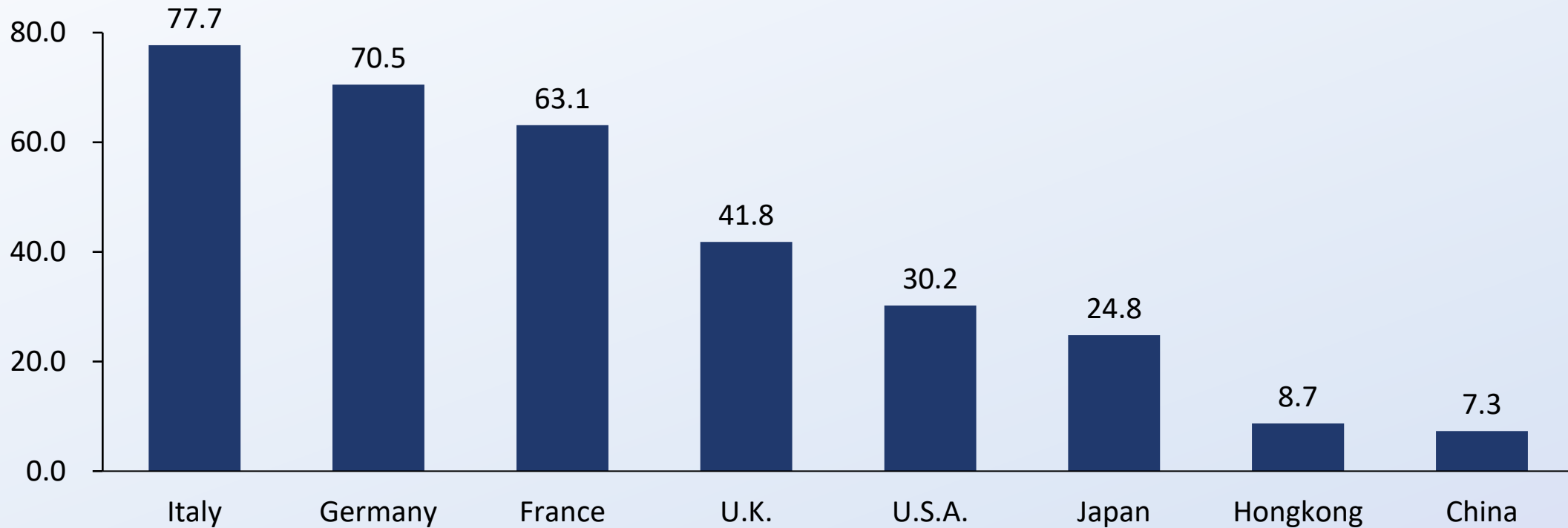


Source: National Bureau of Statistics and China Insights Consultancy

INTEGRITY, EXCELLENCE, INNOVATION, RECIPROCATION

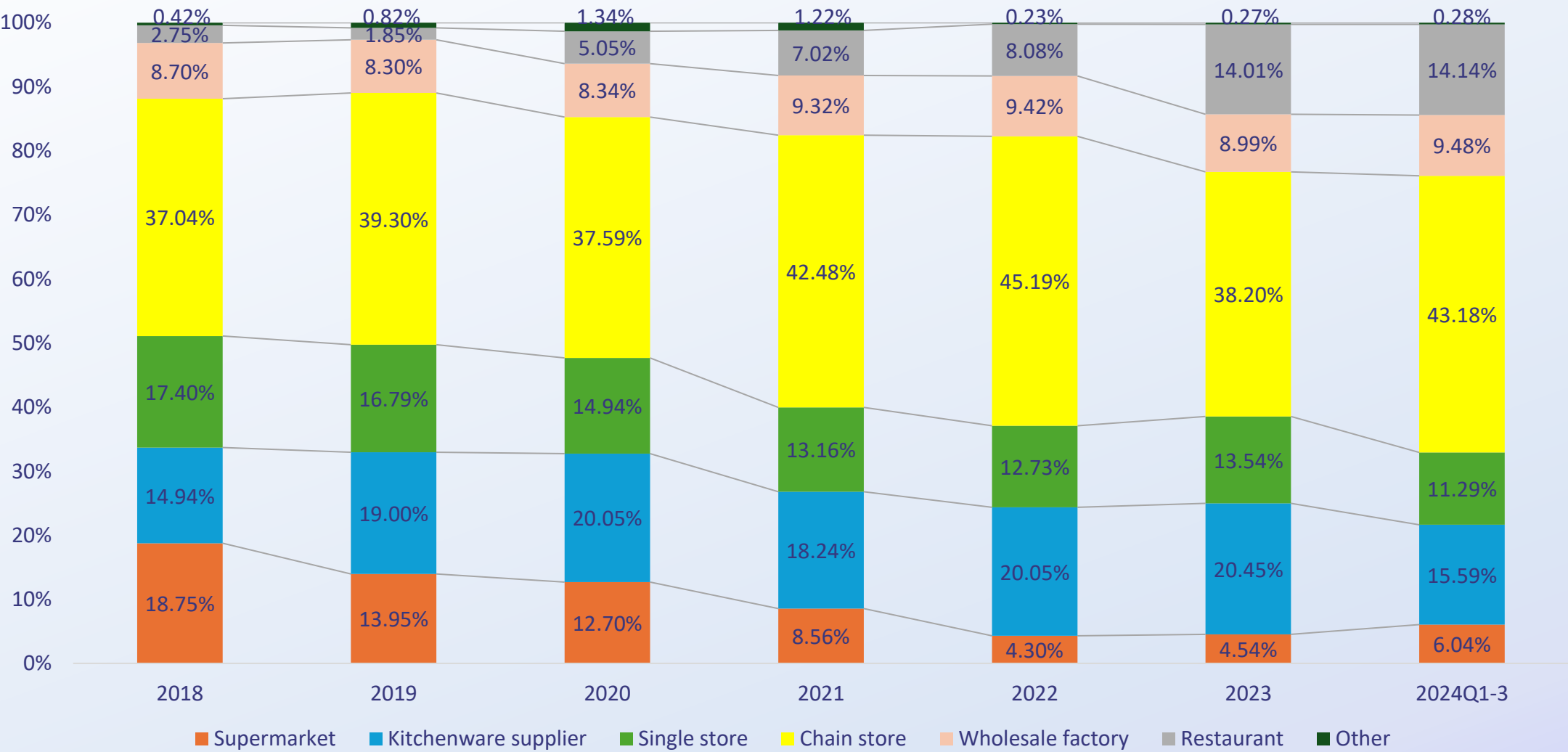
RELIABLE PARTNER OF BAKERY INDUSTRY

Developed Country Consumption of Bakery per Capital, 2021 Unit: KG



Source: National Bureau of Statistics and China Insights Consultancy

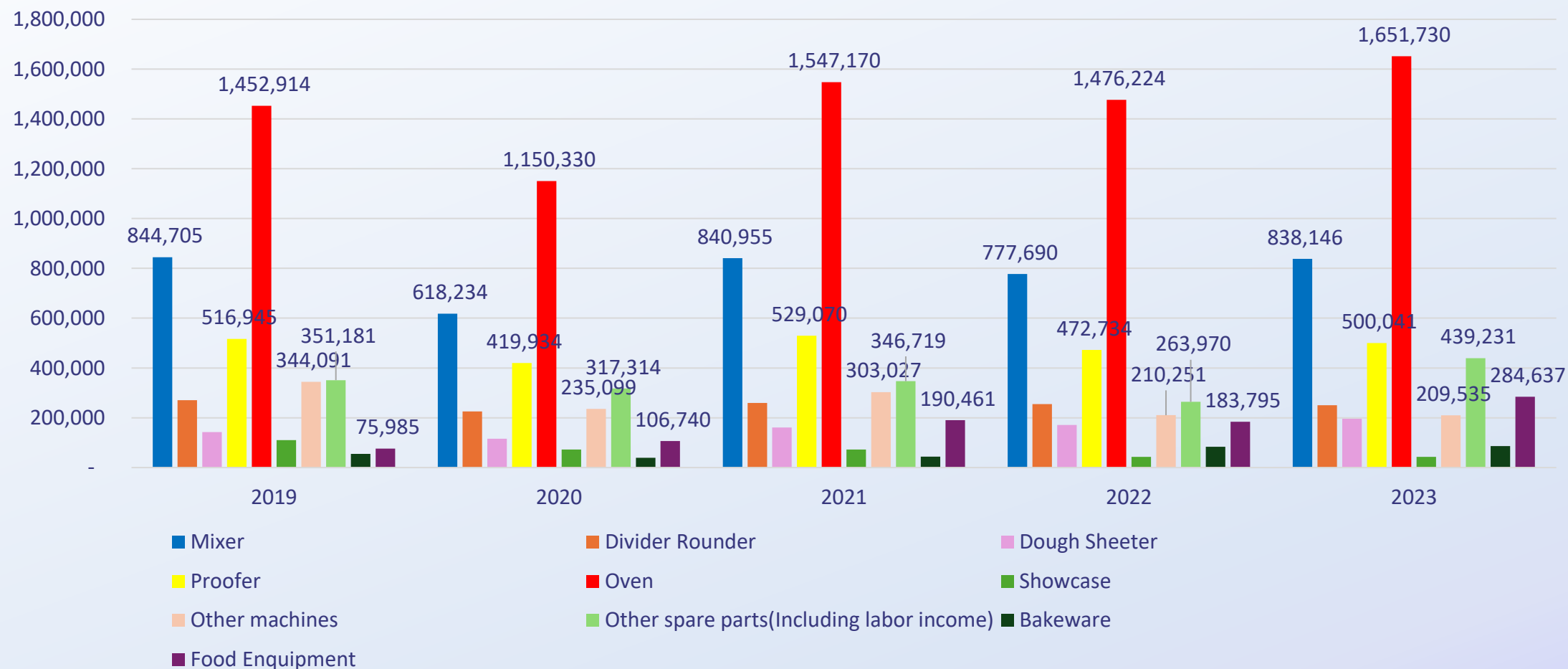
Channels of Sales in China



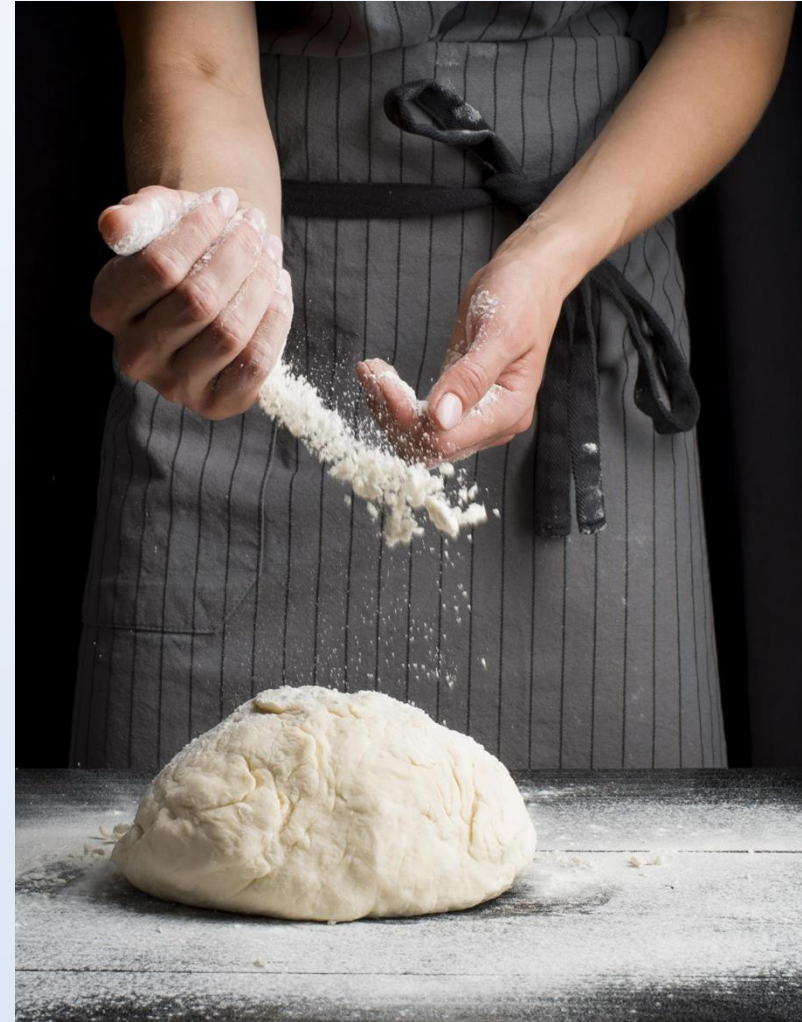
Global Bakery Equipment Market Size

Sales revenue of equipment

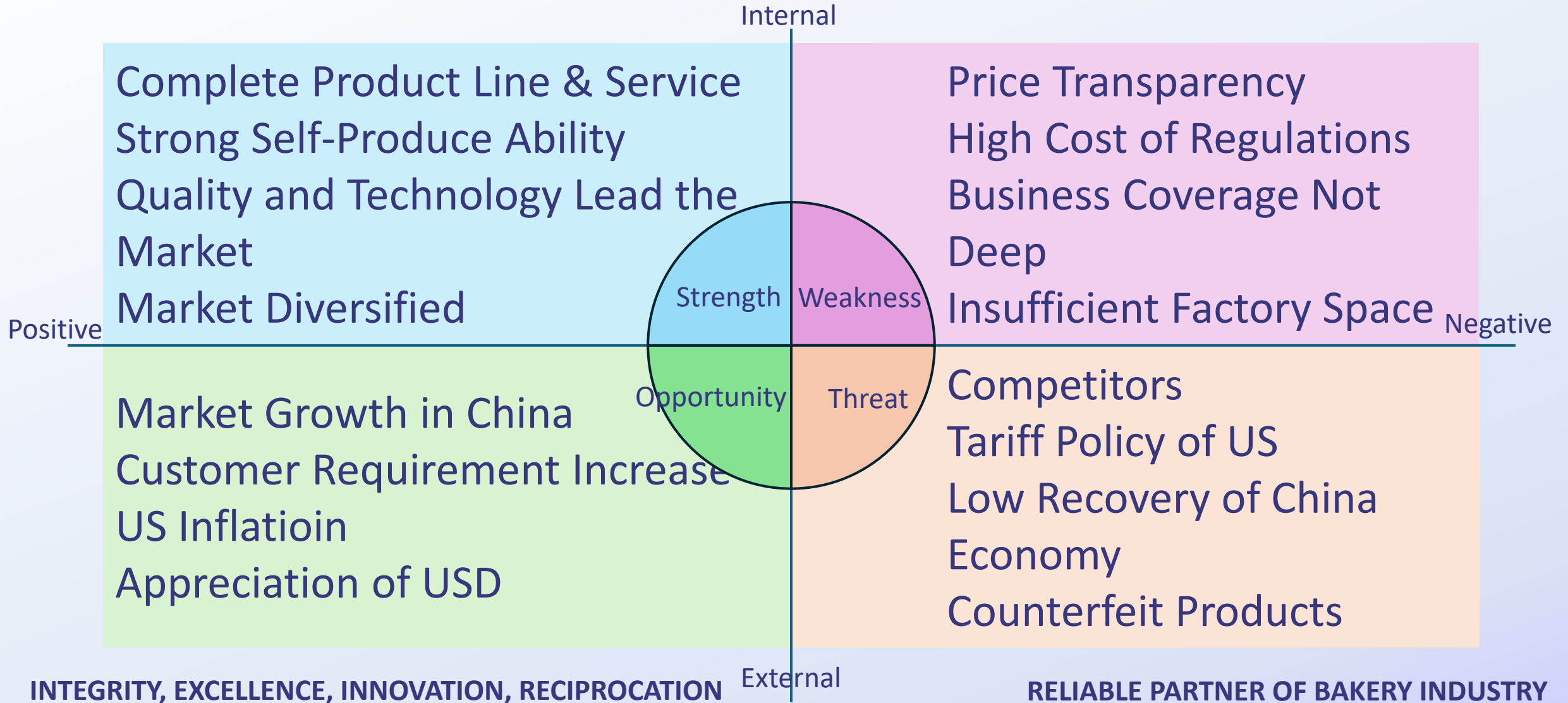
Unit : Thousand NTD



04 Future Prospects



SWOT Analysis



SINMAG

Exploit Opportunity



INTEGRITY, EXCELLENCE, INNOVATION, RECIPROCATATION

RELIABLE PARTNER OF BAKERY INDUSTRY

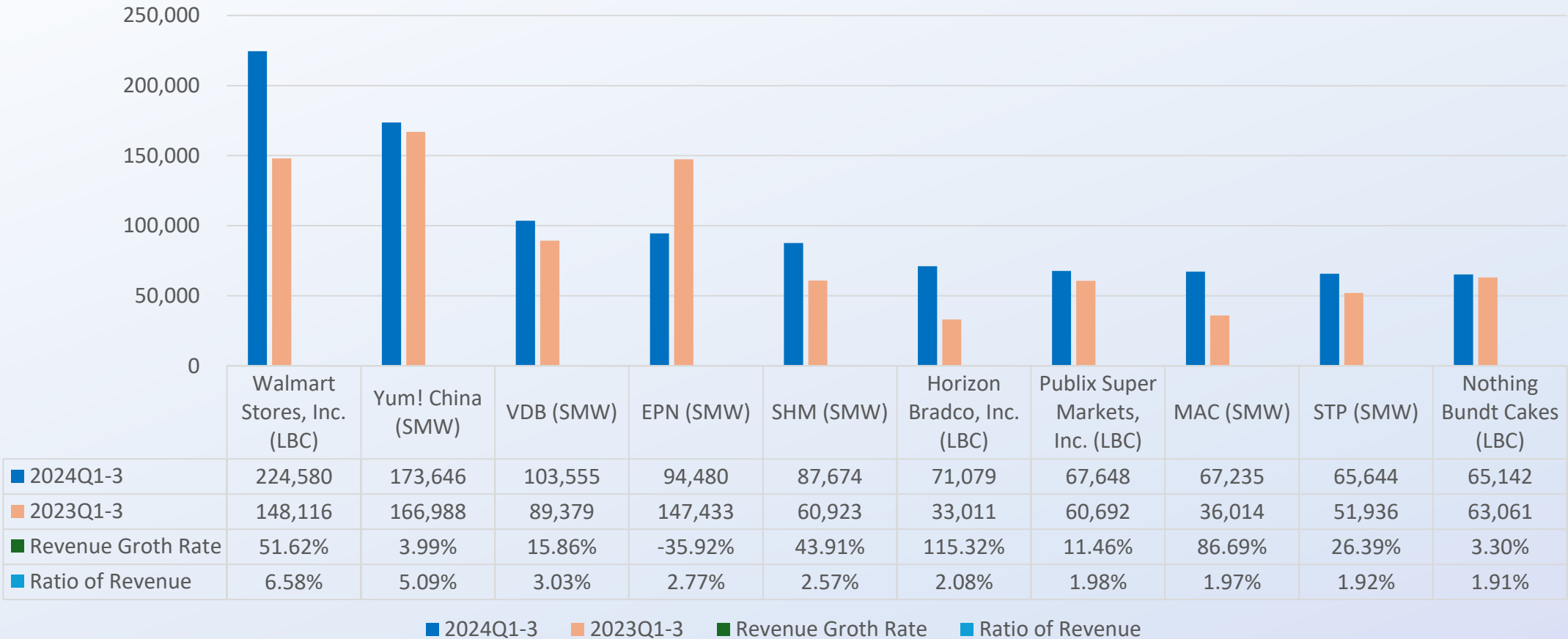
Beijing	Shanghai	Guangzhou	Shenzhen	Hefei	Chengdu	Kunming	Hangzhou
Harbin	Jinan	Guiyang	Fuzhou	Taiyuan	Changchun	Xian	Shenyang
Qingdao	Nanning	Nanjing	Zhengzhou	Chongqing	Xiamen	Changsha	Dalian
Tianjin	Ningbo	Wuhan	Nanchang	Haikou	Xuzhou	Shijiazhuang	Foshan
Wuxi	Wenzhou	Dongguan	Lanzhou	Hohhot	Shantou	Zhuhai	Urumqi

SINMAG Global Marketing Network

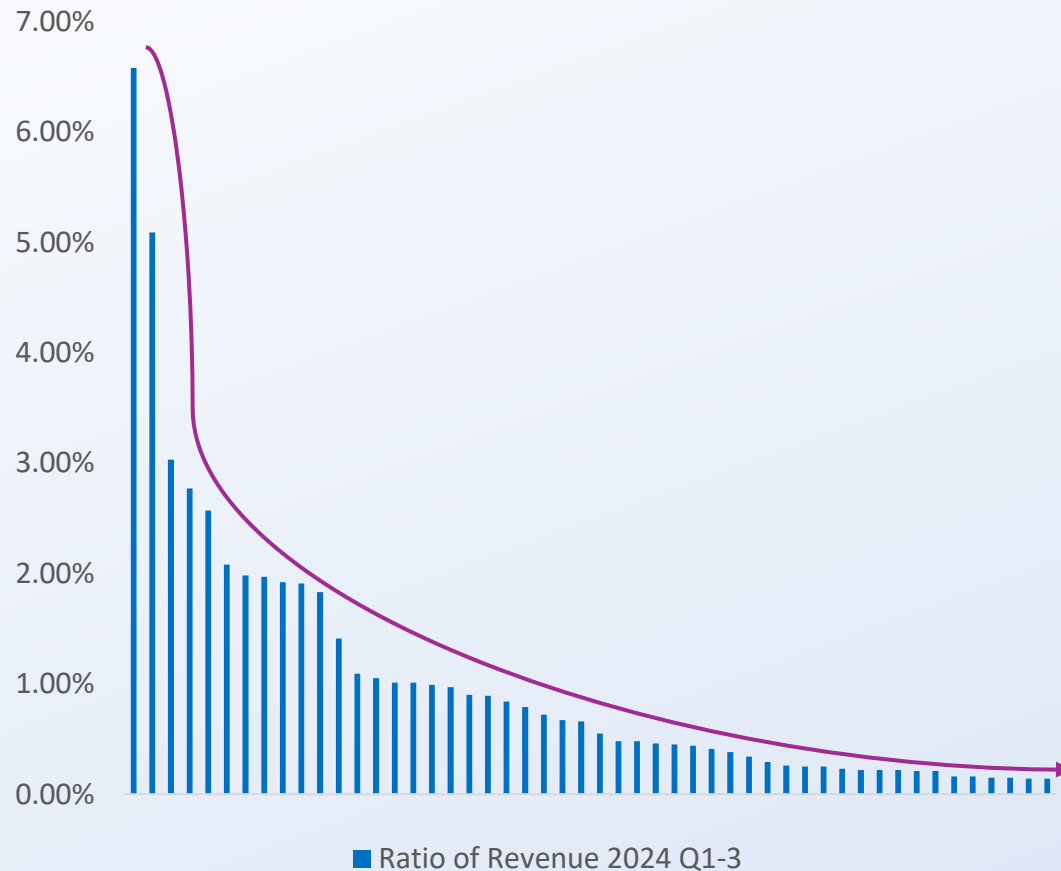


SINMAG

Top 10 Customers



Customer Dispersion



Highest Ratio is lower than 7%

Total of Top Ten is about 30%

After 17th is Lower than 1%

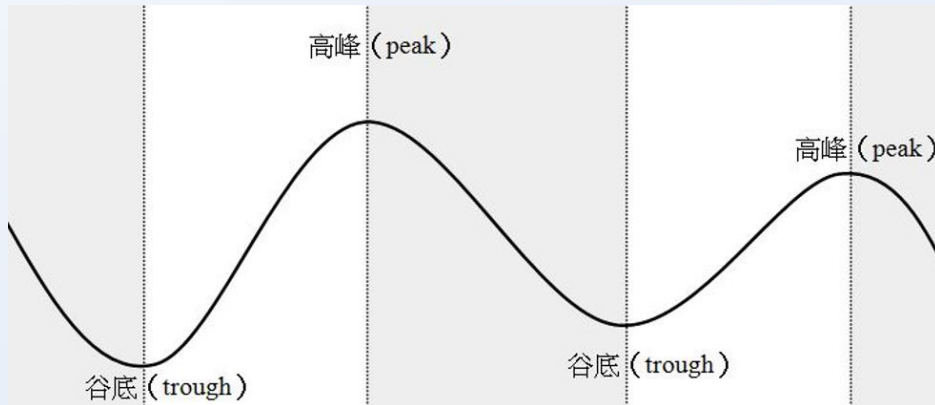
Total of Top Fifty is about 52%

The Fiftieth is Lower than 0.15%



Case :

High and low peak energy consumption is planned through a self-developed control system (Wuxi New Order Control CO., LTD) to achieve 1 KWH of electricity savings per pizza oven per day.



$1(\text{saved electric}) * 2(\text{number of units}) * 3000(\text{stores}) * 365(\text{days}) * 1(\text{electric charge}) = 2,190,000\text{RMB!!}$

SINMAG

Line of Control Panel



INTEGRITY, EXCELLENCE, INNOVATION, RECIPROCATION

RELIABLE PARTNER OF BAKERY INDUSTRY

SINMAG

New Equipment



INTEGRITY, EXCELLENCE, INNOVATION, RECIPROCATION

RELIABLE PARTNER OF BAKERY INDUSTRY

SINMAG

Other Equipment



INTEGRITY, EXCELLENCE, INNOVATION, RECIPROCATION

RELIABLE PARTNER OF BAKERY INDUSTRY

SINMAG Construct Assembly Center



- **Location:** Xishan Economic Development Zone, Wuxi, Jiangsu (China)
- **Land area:** 33,334 square meter (use 10,000 square meter)
- **Plant area:** 14,000 square meter
- **Plant Structure:** 2 stories
- **Start up construction:** April 2023
- **Start to use:** Spring 2024

SINMAG Completion of Sinmag Wuxi (2nd Plant)



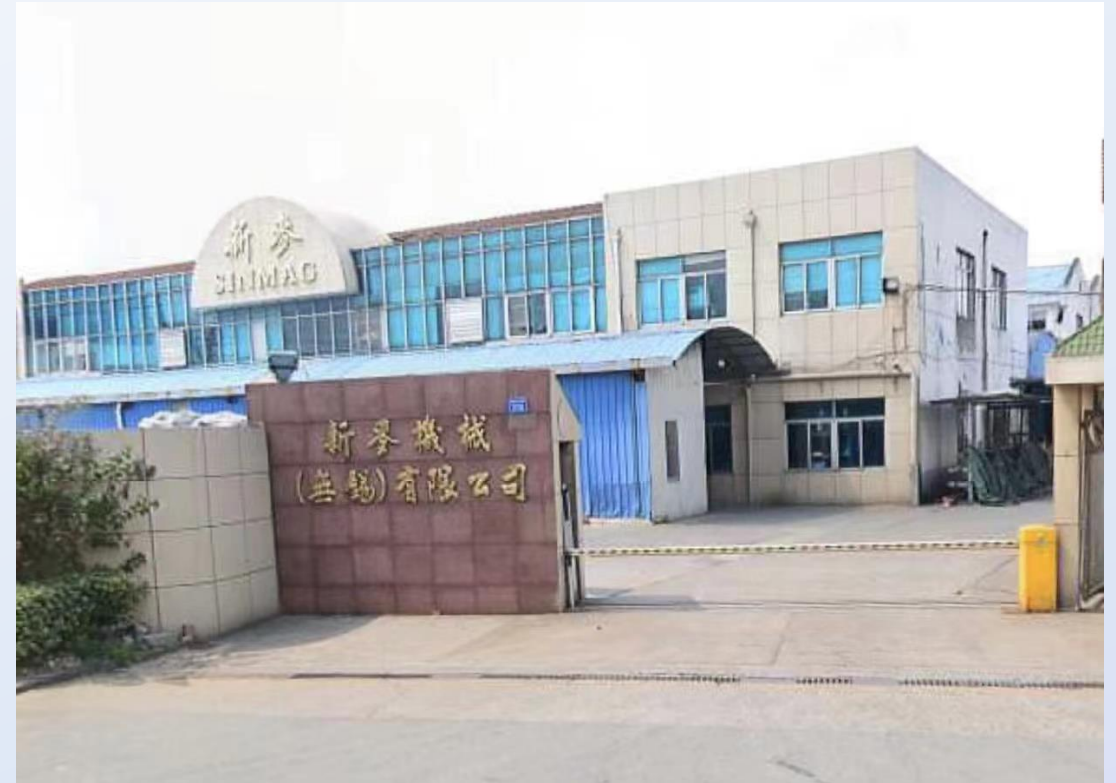
Completion Ceremony for the
Second Phase of Sinmag Wuxi
(2nd Plant) in April 20,2024

INTEGRITY, EXCELLENCE, INNOVATION, RECIPROCATION

RELIABLE PARTNER OF BAKERY INDUSTRY



Ground breaking ceremony for reconstruction project in July 13, 2024





Reconstruction of Sinmag Wuxi (1st Plant)



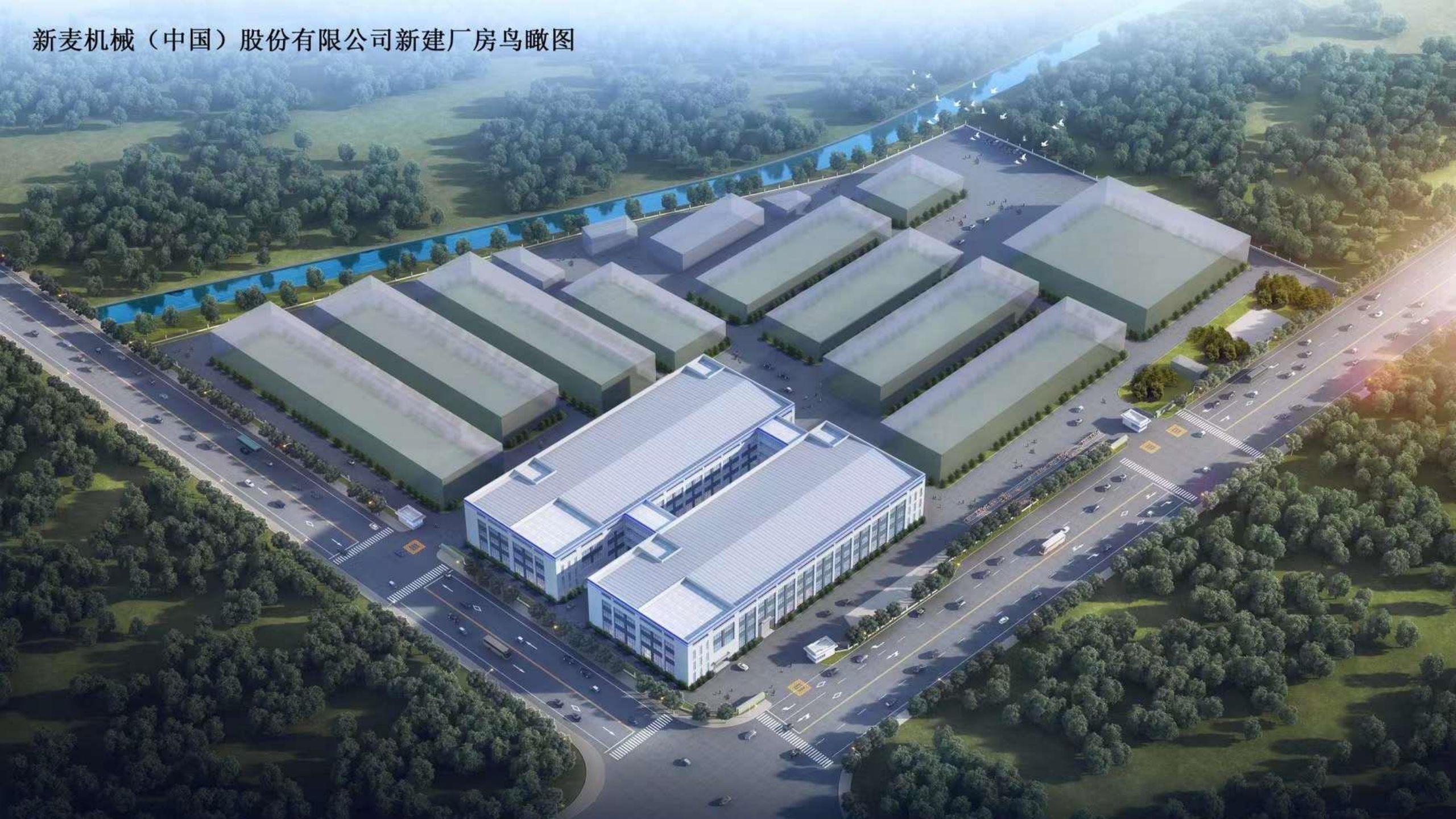
INTEGRITY, EXCELLENCE, INNOVATION, RECIPROCATION

RELIABLE PARTNER OF BAKERY INDUSTRY



The destruction area is about 16,000 m², and the new factory of phase 1 will add about 18,000 m².

新麦机械（中国）股份有限公司新建厂房鸟瞰图



新麦机械（中国）股份有限公司新建厂房效果图

Reconstruction Layout of 1st Plant



05 Discuss

