



NAN JUEN INTERNATIONAL CO., LTD. (6584TW)

Presenter & Job Title

Special Assistant, Vincent Jen
Second quarter of 2024

Slides into Your Life!

THE GLOBAL BALL BEARING SLIDE PROFESSIONAL



Management Belief

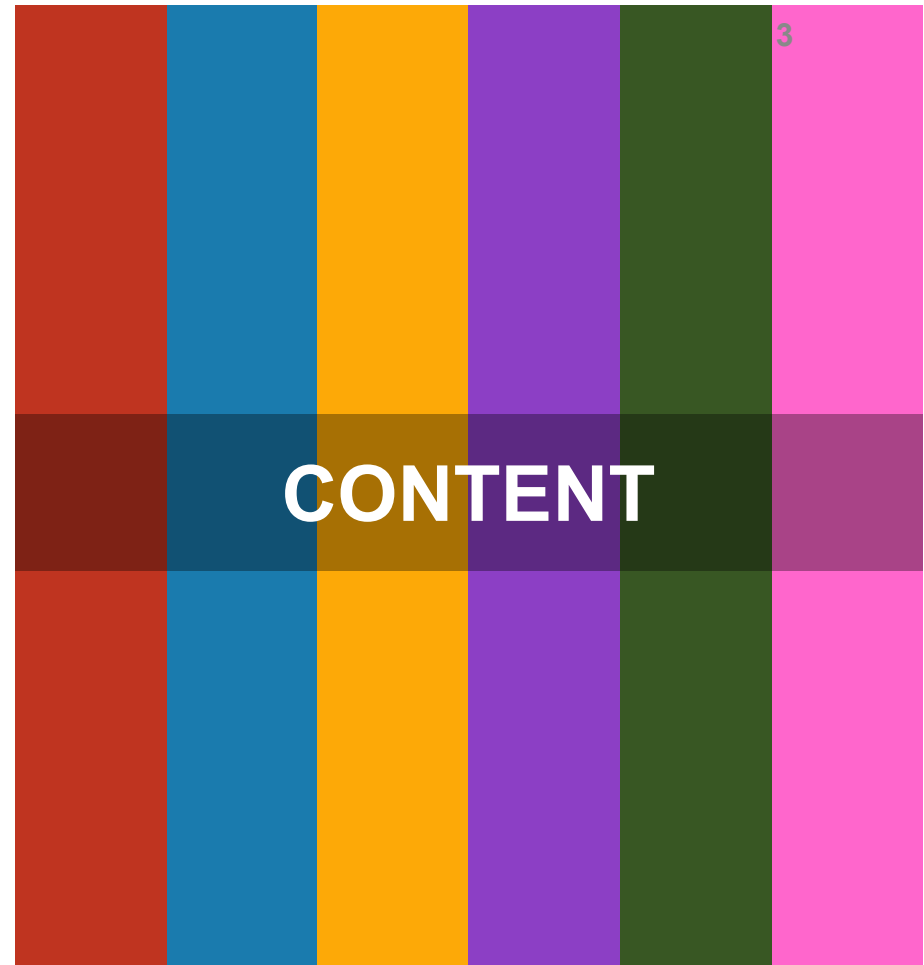


Touching Management
Happy Business
People-centric Better
People

- Create maximum balanced value for society, employees, customers, and shareholders with honesty, integrity and innovation as the corporate operating principles.
- Create an energetic and harmonious workplace, boost colleagues' physical and mental health and make the company a place where positive forces in society gather.
- Devote to sustainable manufacturing measures that contribute to circulatory use of resources on earth.



- 「01」 **Company Overview**
- 「02」 **Product and Market Overview**
- 「03」 **Core Competitive Advantages**
- 「04」 **Operating Accomplishments**
- 「05」 **Corporate ESG**
- 「06」 **Future Prospect**



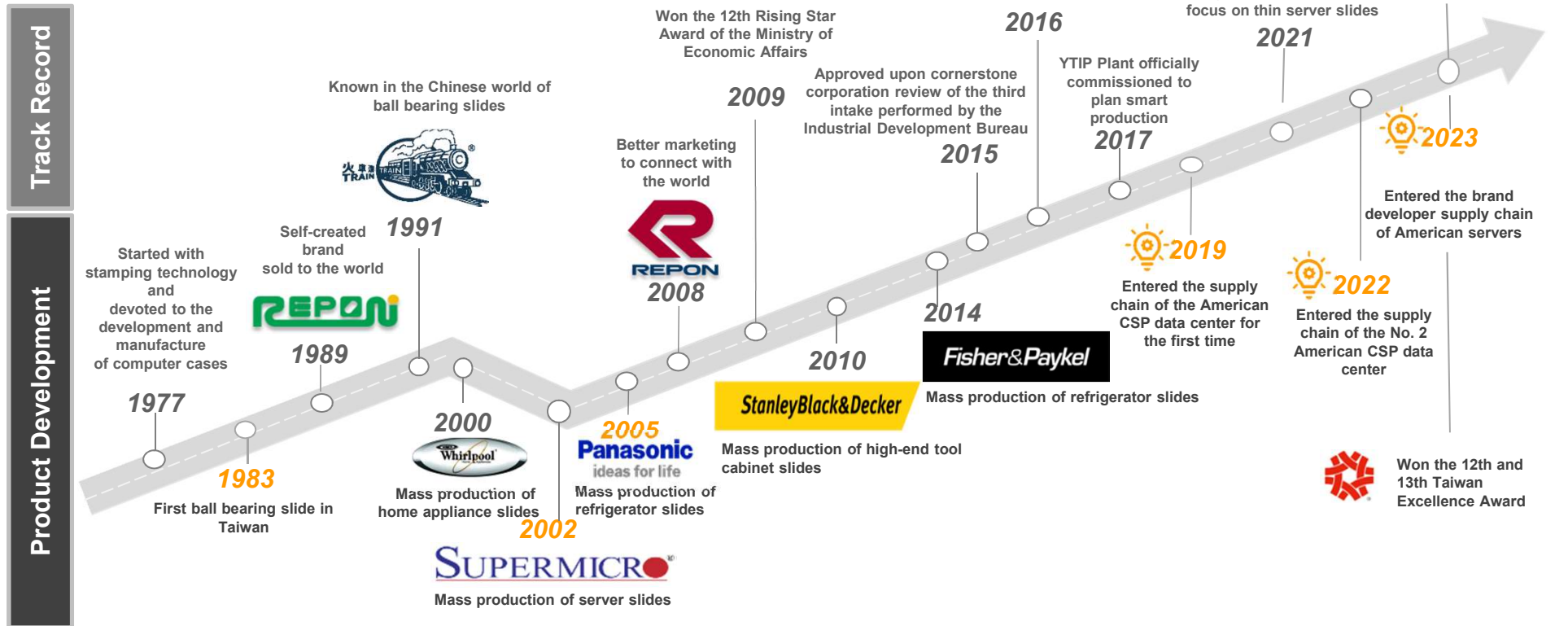
Company Overview



Company Profile

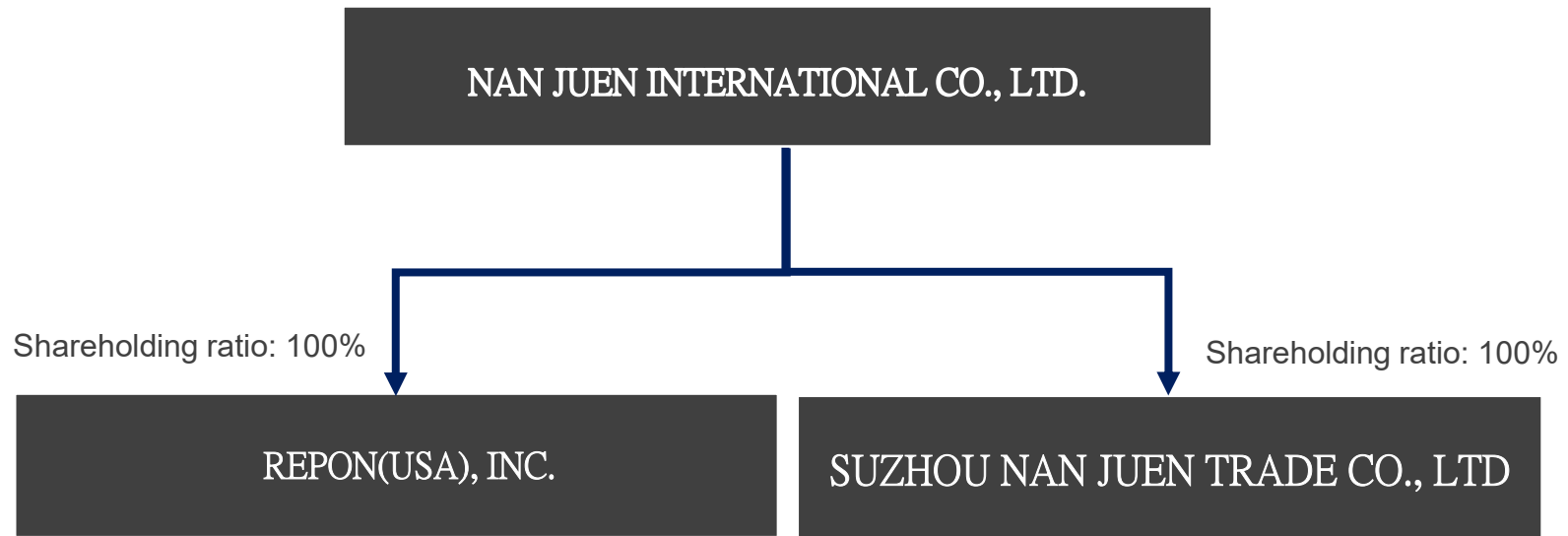
Item	Description
Date established	June 19, 1984
Address of Company	6F, No. 202, Xingfu Road, Taoyuan District, Taoyuan City, Taiwan
Plant	YTIP Plants 1, 2, and 3, and Taoyuan Plant
Paid-in capital size	NTD 660 million
Chairperson	Chin-Lan Li
President	Jen-Shan Wu
Main Product	R&D, design, manufacture and service of various ball bearing slides
Group-wide number of employees	591
CPA	Jason Lin and Celia Hsu, KPMG Taiwan

History





Organizational Structure





Operating Location



SUZHOU NAN JUEN



Headquarters



Repon (USA), Inc.



YTIP Plants 1 and 2



YTIP Plant 3





Operational Update

Plant	Main Product Category	Organizational Positioning	Current Production Capacity	Number of Employees
Headquarters	Main Office	Sales, Management and R&D Center	-	61
YTIP Plants 1 and 2 (Floor area of 12,097 pings)	Slides for office furniture, home cabinets and tool cabinets	Vertically integrated production sides for in-house processes (including steel slitting, roll forming, stamping, surface treatment and assembly, etc.)	1 million sets/month	437
YTIP Plant 3 (Floor area of 1,470 pings)	Server slides	Exclusive production site for server slides	160 thousand sets/month	19
Taoyuan Plant (Floor area of 631 pings)	Home appliance and server slides	Rear-stage assembly and shipping warehouse	30 thousand sets/month	60
SUZHOU NAN JUEN TRADE	Trading	Responsible for domestic sales in Mainland China	-	13
REPON USA	Trading	Responsible for sales in the North America market	-	1



Product and Market Overview



Product Illustration





Product Application

Hidden bottom slide



Kitchen cabinet

High loading capacity/Adjustable block



Tool cabinet

Installed quickly/Removed easily/
Ultra-thin, Extra-expanding/High loading capacity



Temperature tolerant/Humidity tolerant/Automatic closure



Home appliance

Handle-free/Quiet/Smooth/Dampening



System cabinet

High loading capacity/High strength/Automatic lock

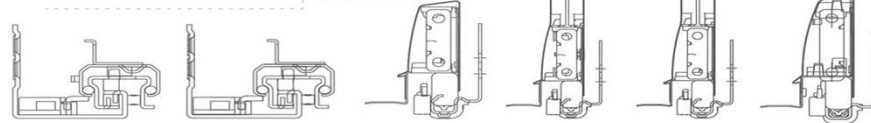


Core Competitive Advantages

Cumulative Development Specifications for Customized Products

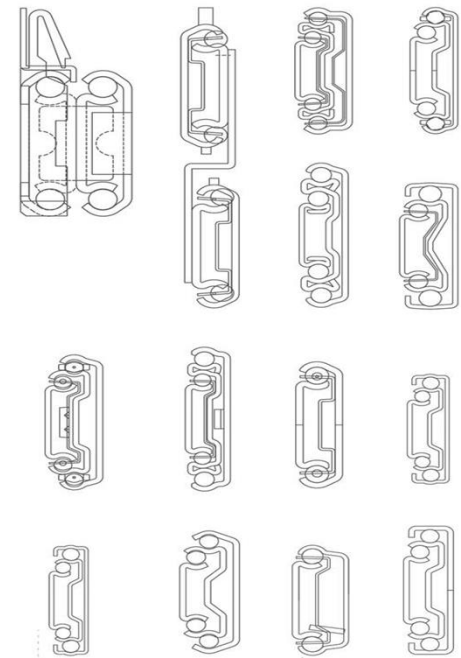


KITCHEN 廚房櫥櫃



INDUSTRIAL FUNCTION

Wire Basket Slides & Drawer Frame System	Front Interlock
Stainless Steel	Rear Interlock
Lock In & Out	Flipper Door Slides
Silent	Pocket Door Slides
Detent Open	Center Mounting Slides
Touch Open	Under Counter Slides



OFFICE FURNITURE 辦公室傢俱

INDUSTRIAL SLIDE 工業應用



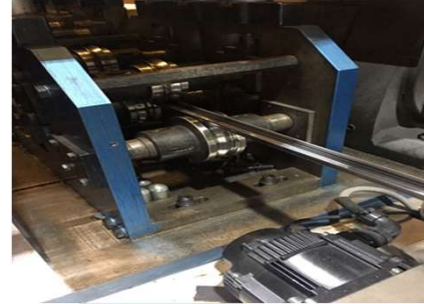
Vertical Integration of Processes



Steel coil



Slitting



Roll forming



Stamping

Roller punching line



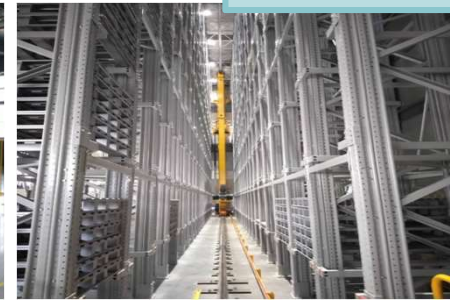
Surface treatment



Automatic assembly machine



Automatic packing

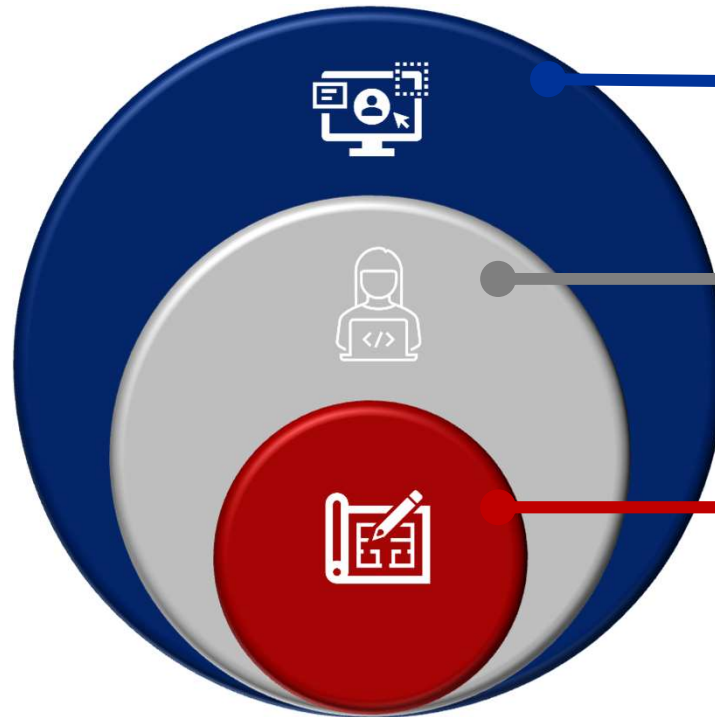


Automatic product warehousing

Clips of actual process at an YTIP plant



Integration of Product R&D/Mold Design/Equipment Development



Equipment development

- Enhanced self-production rate
- Customized production
- Persistent automation

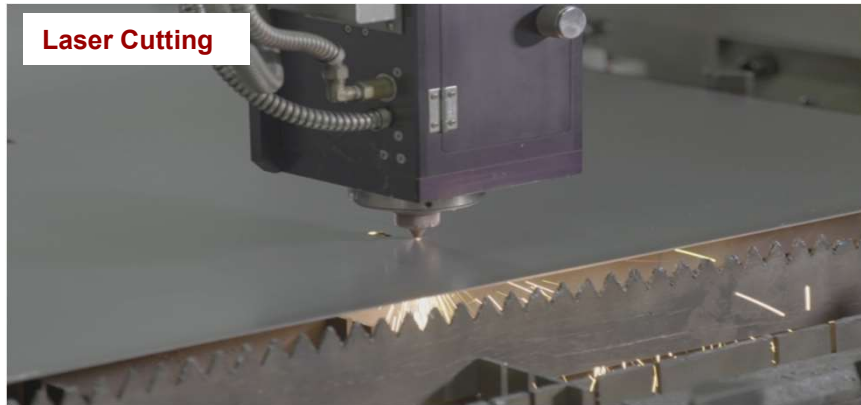
Mold design

- Mold design and independent mold-making capability
- Keeping track of the production and quality of key parts and components

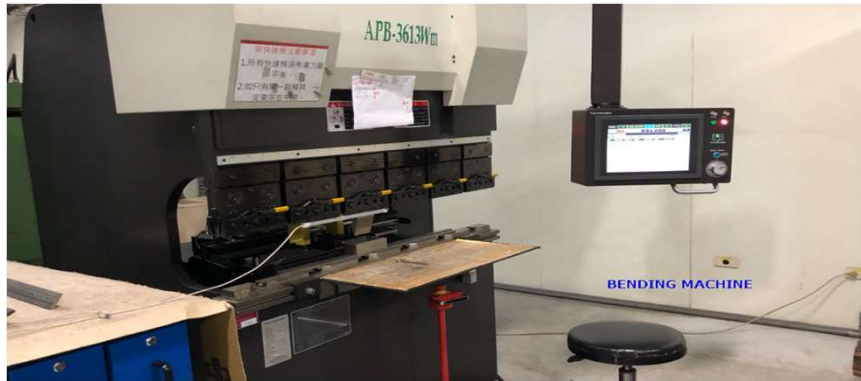
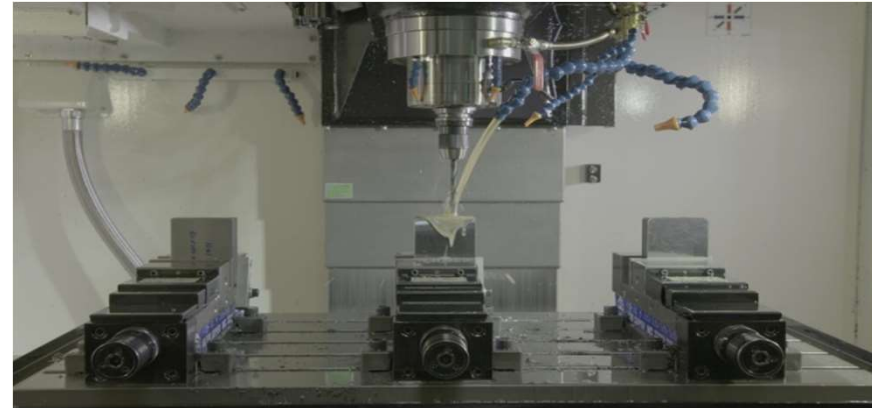
Product R&D

- Customized service and high customer dependence
- Developmental trends featuring functionality and specificity of products and higher technical requirements
- Leveraging institutional design patents

Sample Development/Self-production of Molds/Customized Production



Laser Cutting



BENDING MACHINE

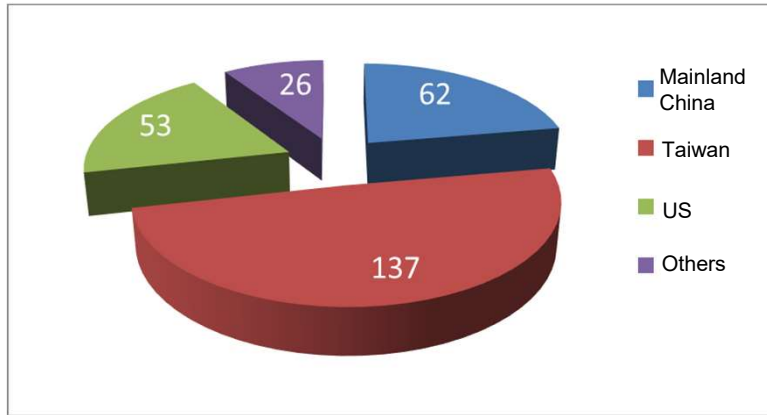


Multi-purpose Machine

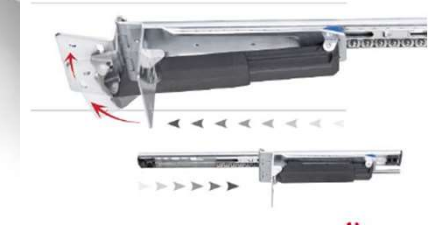




Thorough Patent Deployment



Number of Patents Acquired 278	Invention	98
	Utility Model	162
	Design	18



Operating Accomplishments



Profit and loss statement for the past five years.

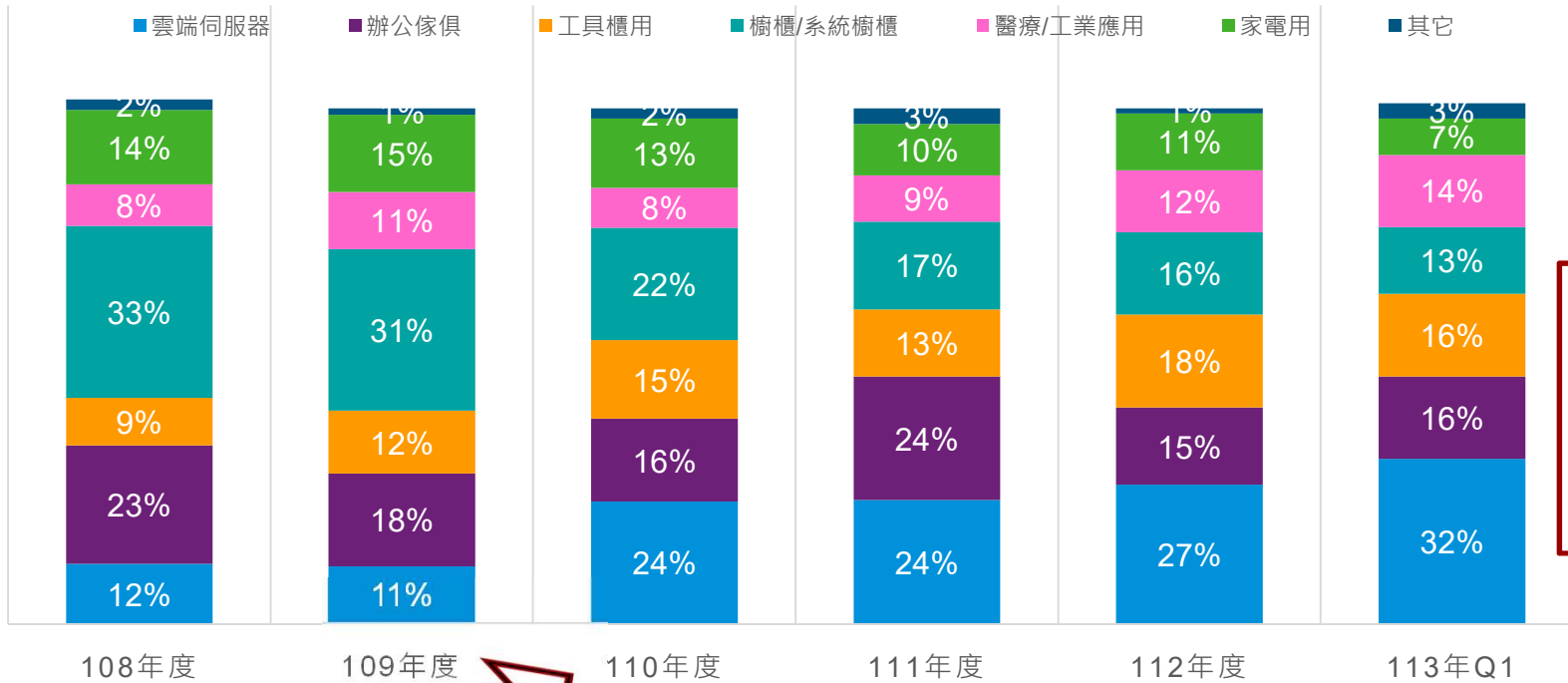
Unit: NTD thousand

Item	2019	%	2020	%	2021	%	2022	%	2023	%	2024Q1	%
Operating income	1,730,832	100	1,455,835	100	2,040,556	100	1,998,723	100	1,324,276	100	405,625	100
Operating cost	1,473,915	85	1,240,925	85	1,669,146	82	1,636,480	82	1,085,424	82	304,023	75
Gross profit	256,917	15	214,910	15	371,410	18	362,243	18	238,852	18	101,602	25
Operating expenses	252,847	15	211,523	15	238,465	12	277,396	14	229,360	17	57,568	14
Operating profit (loss)	4,070	0	3,387	0	132,945	6	84,847	4	9,492	1	44,034	11
Non-operating income (expenditure)	49,797	3	-29,453	-2	-28,375	-1	87,550	5	-4,771	0	15,729	4
Net gains (losses) before tax	53,867	3	-26,066	-2	104,570	5	172,397	9	4,721	0	59,763	15
Income tax expenditure (interest)	12,314	1	-13,682	-1	17,796	1	41,740	2	-3,607	0	12,678	3
Net gains (losses) after tax	41,553	2	-12,384	-1	86,774	4	130,657	7	8,328	1	47,085	12
Earnings per share	0.80		-0.24		1.67		2.26		0.13		0.72	
Number of sets sold (in thousands)	13,490		11,186		12,370		9,902		6,473		1,548	
Mean selling price ASP (NTD)	128		129		162		197		202		212	

Due to the increasing sales of high value-added products, both the average selling price and the gross profit margin have experienced a steady increase.



PRODUCT APPLICATION-RELATED SALES



Cloud servers increased

Continues with and expands the scope of product application



End User Base of Nan Juen

zt Systems

Lenovo

amazon

wiwynn

SUPERMICRO

廣達電腦
Quanta Computer

Microsoft

FOXCONN
鴻海科技集團

ORACLE

DELTA

ADVANTECH
Enabling an Intelligent Planet

Panasonic
ideas for life

Electrolux

Matco Tools

Snap-on

HARBOR FREIGHT

HITACHI

Whirlpool

Fisher & Paykel

Stanley Black & Decker

Kimball International

teknion

HÄFELE

MASTERBRAND

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Corporate ESG



Discharge of Waste Water

- 1) Even stricter criteria established
- 2) Reduced discharge

Waste Water Accumulator

- 1) Lining twice as thick
- 2) Dual-layer lining design

Green Energy/Green Electricity

- 1) Rooftop solar panels
- 2) Ceiling fans added to plants

Exploring Different Products

- 1) Emphasis placed on product life span
- 2) Reduced consumption and elimination of products

6S Management

- 1) Creation of a clean and safe workplace
- 2) Careful maintenance of equipment to extend its lifespan

Give Back to Society for Public Interest

- 1) Collaboration in providing comfortable environment for the disadvantaged
- 2) Industry-academe collaboration with schools
- 3) Adoption and maintenance of green spaces to offer jobs for the disadvantaged

Human Rights of Employees

- 1) Comfortable accommodations
- 2) Meals prepared with quality food ingredients

Physical and Mental Health of Staff

- 1) Organizing various types of workshops
- 2) Taking care of the body and mind of employees besides their tasks at work





Environmental Protection (E, Environment)



- ✓ Certified for ISO14001: 2015 Environmental Management System.
- ✓ Joined Taiwan Climate Partnership in July 2022 to connect with the Climate Group while setting greenhouse gas inventory and carbon reduction commitment goals for the supply chain.
- ✓ Plans to be ISO 14064 certified for its greenhouse gas emissions system.
- ✓ Process waste water recycling for reuse made possible by the Surface Treatment Section of YTIP Plant 2, with a recovered rate of up to 70%.
- ✓ Solar power generation system set up at YTIP Plants 1 and 2 to reduce carbon emissions by 3,006,938kg.
- ✓ Hazardous sludge reduction processing equipment made available by the Surface Treatment Section of YTIP Plant 2 to bring down the amount of sludge by up to 67%.
- ✓ Industry-academe collaboration in “Research on Applying Energy-saving Project to Ice Water Hosts and Industrial Fans” to facilitate energy-saving solution research and to minimize energy consumption.
- ✓ **Exclusive current** collaboration with China Steel Corporation in introducing RC12 galvanized steel-recycled materials in slides.



Corporate Social Responsibility (S, Society)



- ✓ Approved Microsoft SEA certified and RBA (Responsible Business Alliance) certification obtained in 2023.
- ✓ Approved for ISO45001: 2018 Occupational Health and Safety Management System.
- ✓ Sponsored the volleyball team of Yingge Junior High School
- ✓ Long-term partner with the National Kaohsiung University of Science and Technology and Chung Yuan Christian University in industry-academe collaboration projects that help periodically nurture R&D talents needed at respective plants.
- ✓ Supplier conferences held each year to communicate CSR requirements.
- ✓ Free Mediterranean quality meals to ensure a healthy diet of employees.
- ✓ Full-time occupational safety and health staff and doctors specializing in occupational medicine available on site periodically to provide service.
- ✓ Periodic labor-management meetings and Employee Welfare Committee-held events.
- ✓ Diversified channels available for employees to provide feedback.
- ✓ Stock reward system in place to realize sharing of operating fruits by the employer with employees.

Corporate Governance (G, Governance)



Shareholders' equity

- The Company's Shareholders' Meetings work in compliance with the "Rules of Procedure for Shareholders' Meetings"
- Spokesperson system in place and "Investors" section available on official website
- Exclusive person available to take care of shareholders' suggestions, concerns and disputes, among others

Functionality of the Board of Directors

- The Company's Board of Directors operates in compliance with the "Board of Directors Meeting Regulations"
- There are 9 board directors, including 4 independent ones
- All of the Company's independent directors function in compliance with the "Scope of Responsibility and Rules to Be Followed by Independent Directors"
- Recuses in cases of proposals involving conflicts of interest
- Sets up Corporate Governance Officer

Audit and Remuneration Committees

- Remuneration Committee and Audit Committee set up as soon as the Company was listed on the Emerging Stock Board in 2016
- Both members are independent directors
- Periodically communicates with the CPA
- Reviews major asset transactions and stakeholder transactions

Internal audit and internal control system

- The Company follows applicable regulatory requirements in its internal control and internal audit operations
- The Company submits its Internal Audit Report by the end of the following month upon completion of an audit to the Audit Committee
- The Company's Internal Audit Officer is seated in the Audit Committee meeting and periodic Board of Director meetings to give presentations on the audits performed

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Future Prospect

01
Company Overview

02 Product and
Market Overview

03 Core Competitive
Advantages

04 Operating
Accomplishments

05 Corporate ESG

06 Future Prospect



Innovative Application

- Design-In Collaborative development of customized products
- Slide-centered to set foot on peripheral applied fields
- Devoted to innovations on multiple slide specifications

Smart Manufactur

- WMS Automated Warehouse Management System
- MES Manufacturing Execution System
- APS Advanced Planning and Scheduling System
- RGV Automated Transport Equipment (Rail-guided Vehicle)

High-value Product

- Upgrade of customer products to create differentiation
- Enhanced ratio of functional high value-added products in revenue



The background of the slide is filled with numerous technical drawings of ball bearing slides. These drawings are arranged in a scattered pattern and include various views such as side profiles, cross-sections, and detailed views of the internal ball bearings and housing. The drawings are rendered in a light gray line-art style.

Definer of Ball Bearing Slide Specifications

Repon is all the answers of Ball Bearing Slides

Thank you!

