

# FORTUNE ELECTRIC CO., LTD.

(TWSE Code 1519)

2023/12/12



華城電機股份有限公司  
FORTUNE ELECTRIC CO., LTD.

# Safe Harbor Notice

This Presentation contains certain forward-looking statements that are based on current expectation and are subject to known and unknown risks and uncertainties that could cause actual results to differ materially from those expressed or implied by such statements.

Except as required by laws, we undertake no obligation to update any forward-looking statements, whether as a result of new information, future events or otherwise.



# 1

# Company Overview



Chairman/ Pedro Hsu



President/Ted Hsu



CEO/ Ithen Hsu

📍 Type of Business : Heavy Electric

📍 Establishment : Aug. 26<sup>th</sup>, 1969

📍 Type of TWSE : Listed  
Lising Date : April 6<sup>th</sup>, 1997

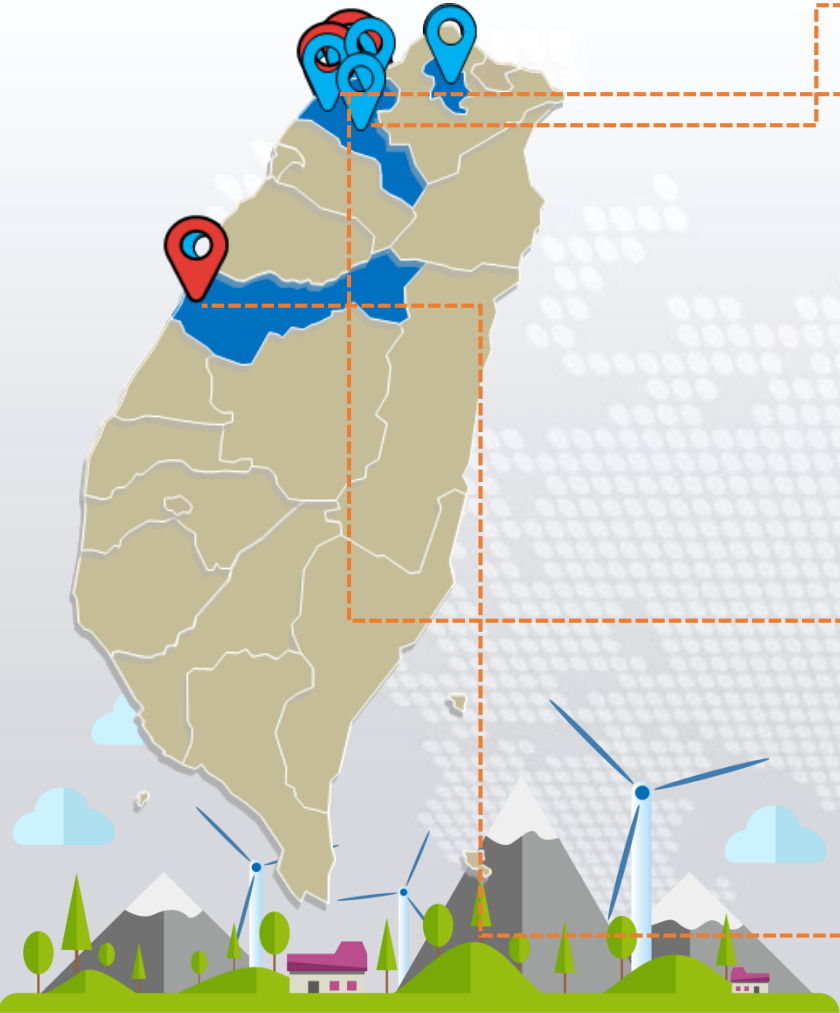
📍 Capital : TWD 3.61 Billion  
Employees Global 1,200

## 📍 Product Categories

**Equipment:** Transformer /Power Distribution Panel / Switchgear /Power Distribution Material/  
Intelligent Meter/ Electrical Vehicle Charger

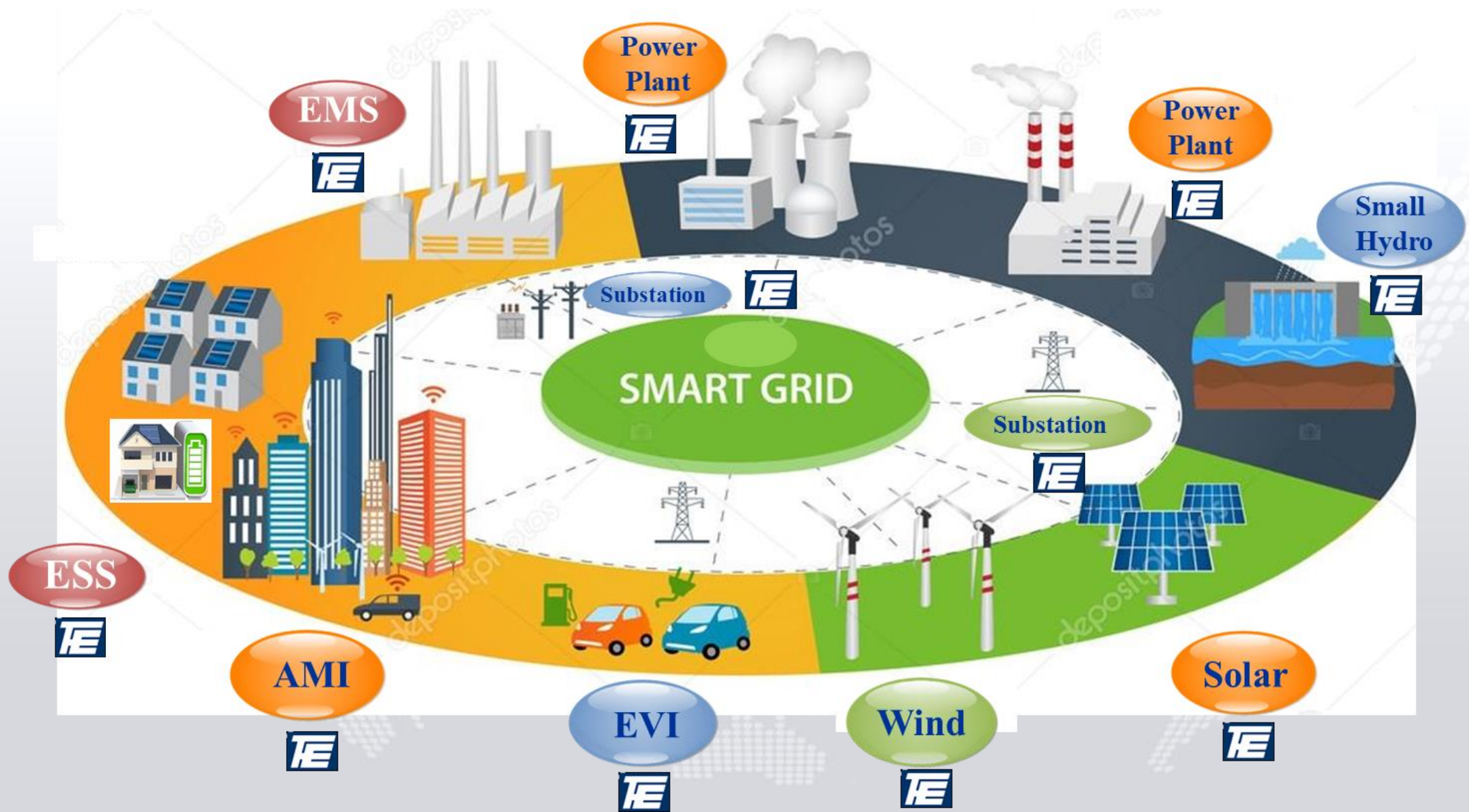
**Turnkey:** Substation/ Power Plant / Renewable Energy System /Offshore Wind Power / Smart Substation /  
Solar Energy Turnkey Project/ Charger System Installation/ Smart Grid System

# 2 Company Profile





# 3 FE's Green Power Products in Smart Grid



## 4

# Consolidated Financial Simple Highlights

Unit : NTD in Thousands

Item	2023Q3		2022Q3	
	Amount	%	Amount	%
Property, plant and equipment	2,058,953	15%	1,969,607	17%
<b>TOTAL Assets</b>	<b>13,897,539</b>	<b>100%</b>	<b>11,667,866</b>	<b>100%</b>
Interest-bearing Debt	1,707,435	12%	2,476,139	21%
<b>Total Liabilities</b>	<b>8,853,417</b>	<b>64%</b>	<b>7,900,905</b>	<b>68%</b>
<b>Total Equity</b>	<b>5,044,122</b>	<b>36%</b>	<b>3,766,961</b>	<b>32%</b>
<b>Operating Revenues</b> (for the Nine Months Ended September 30)	<b>8,287,731</b>	<b>100%</b>	<b>5,085,238</b>	<b>100%</b>
<b>GROSS PROFIT</b>	<b>2,546,779</b>	<b>31%</b>	<b>1,142,567</b>	<b>22%</b>
<b>NET PROFIT FOR THE PERIOD</b>	<b>1,452,127</b>	<b>18%</b>	<b>347,232</b>	<b>7%</b>

## Key Indices

<b>Current Ratio</b>	<b>148%</b>	<b>136%</b>
<b>Acid Test Ratio</b>	<b>66%</b>	<b>64%</b>
<b>Total Liabilities to Equity Ratio</b>	<b>176%</b>	<b>210%</b>
<b>Net profit rate</b>	<b>18%</b>	<b>7%</b>
<b>EPS (NTD dollar)</b>	<b>5.60</b>	<b>1.38</b>

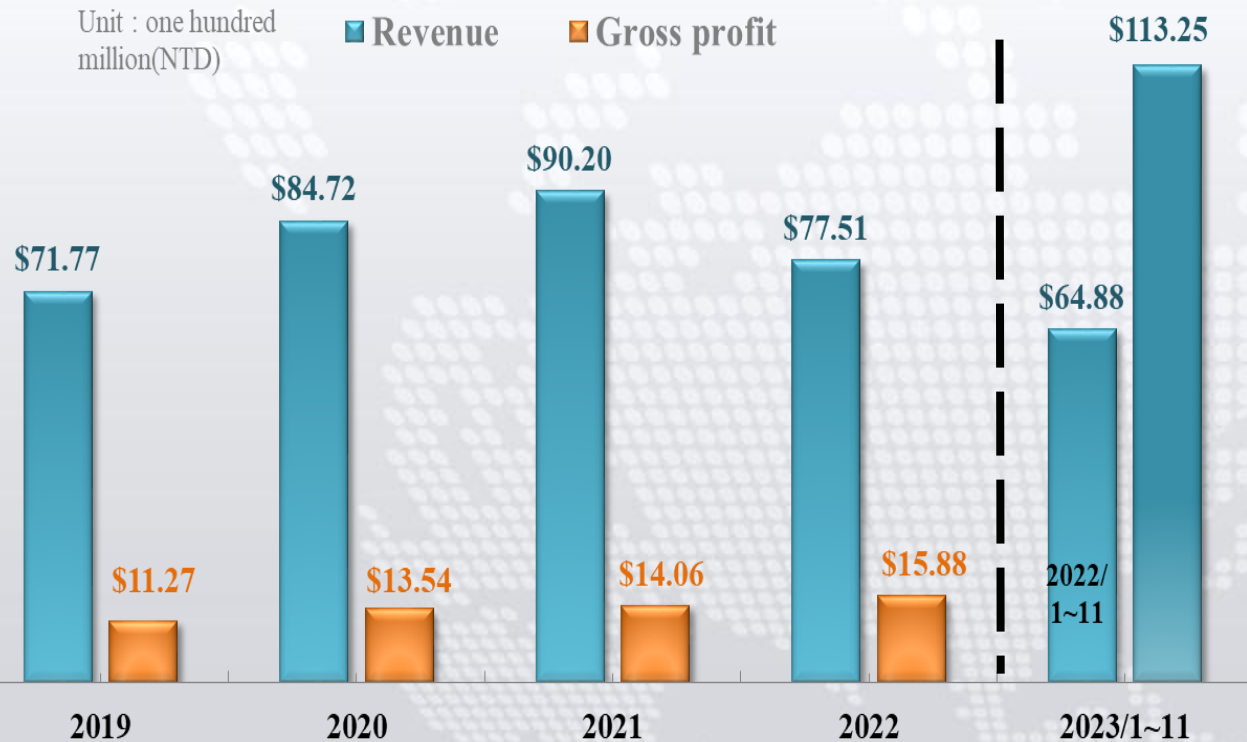
# 5

## Operating Revenue & Profit

Revenue and Profit for 2019~2023

Unit : one hundred million(NTD)

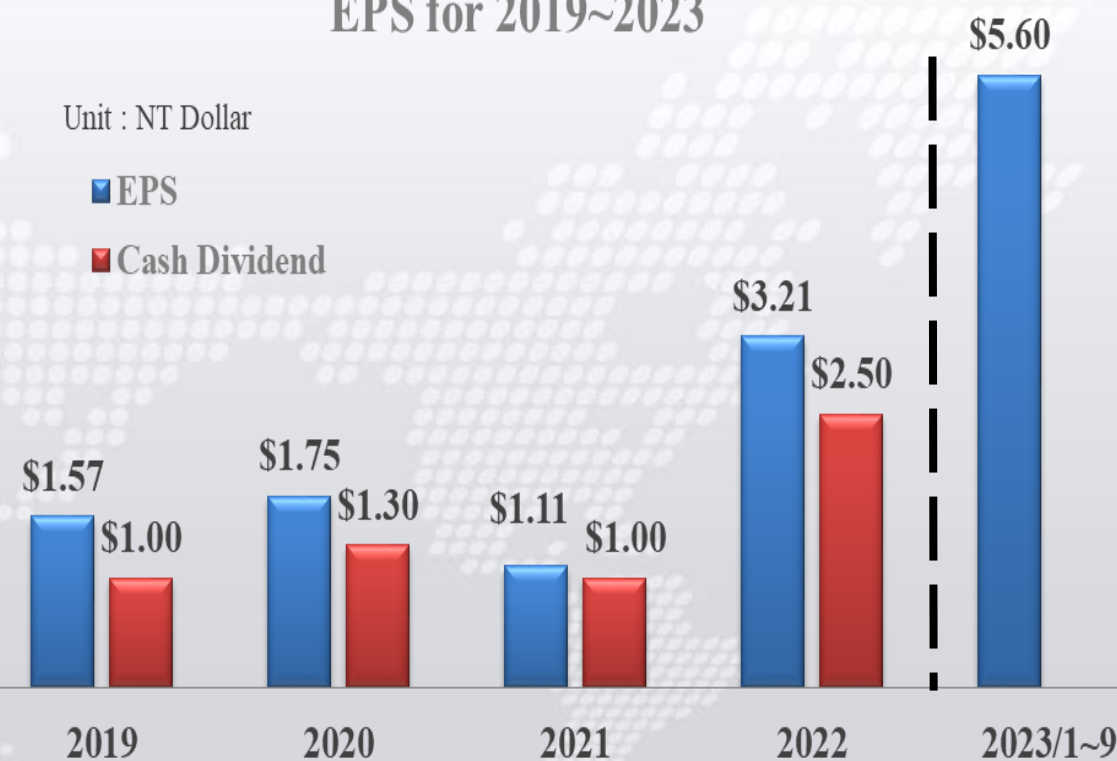
■ Revenue ■ Gross profit



EPS for 2019~2023

Unit : NT Dollar

■ EPS ■ Cash Dividend

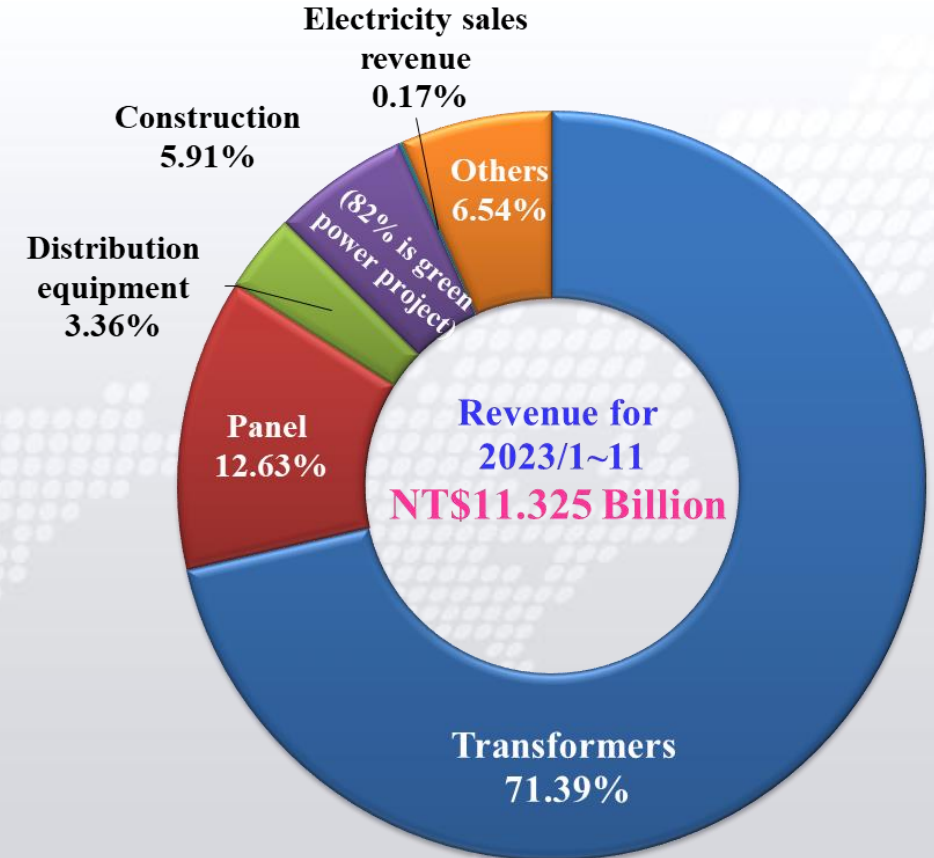
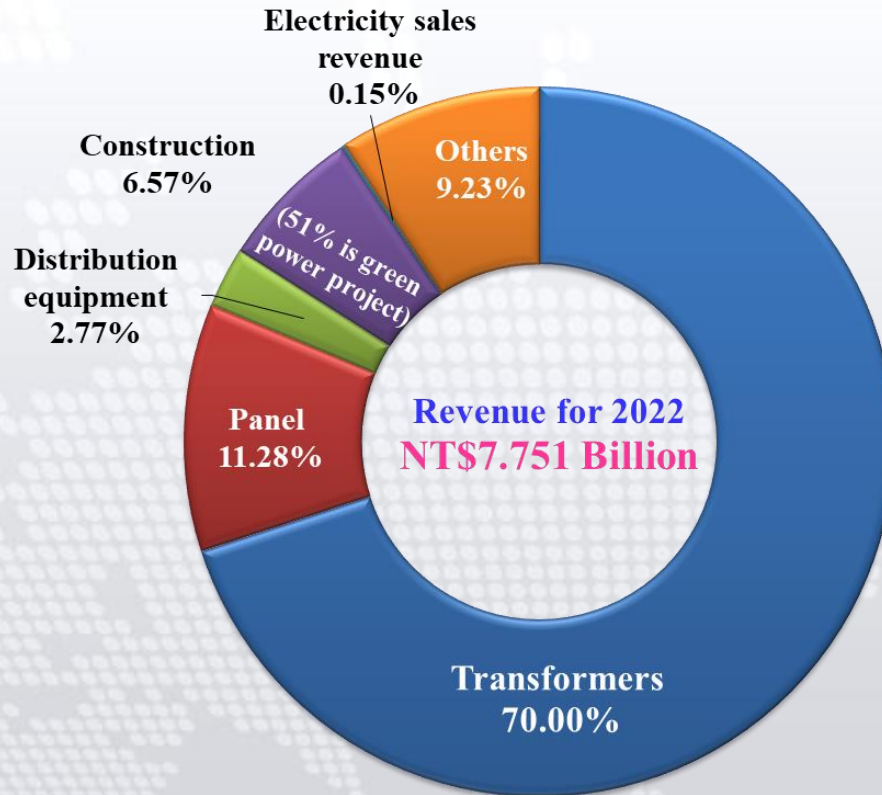




# 6 Percentage of Products for 2022 and 2023/1~11

2022

2023/1~11



- Transformers
- Panel
- Distribution equipment
- Construction
- Electricity sales revenue
- Others

Others: including transformer installation / maintenance works, sale of materials / spare parts, et

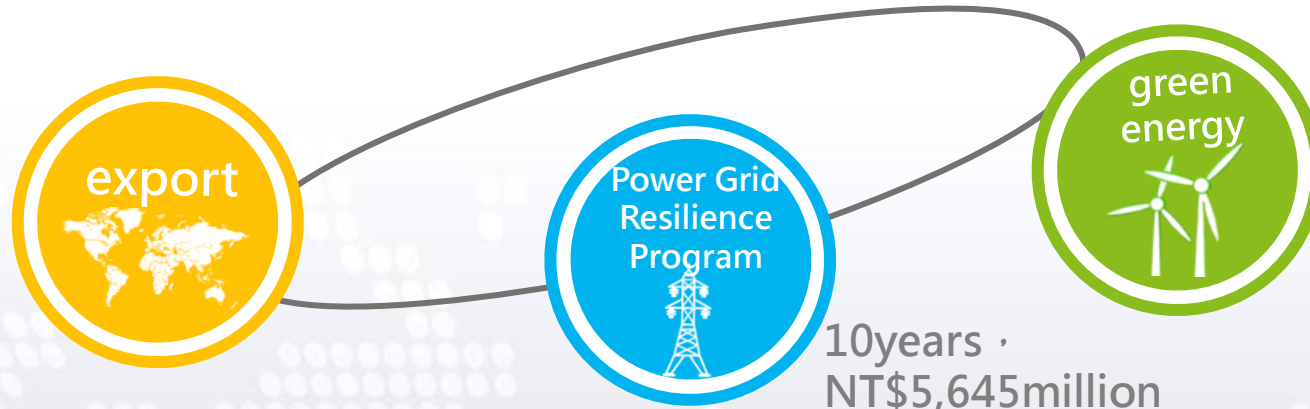


# 7

## Seize Business Opportunities and Grow Steadily

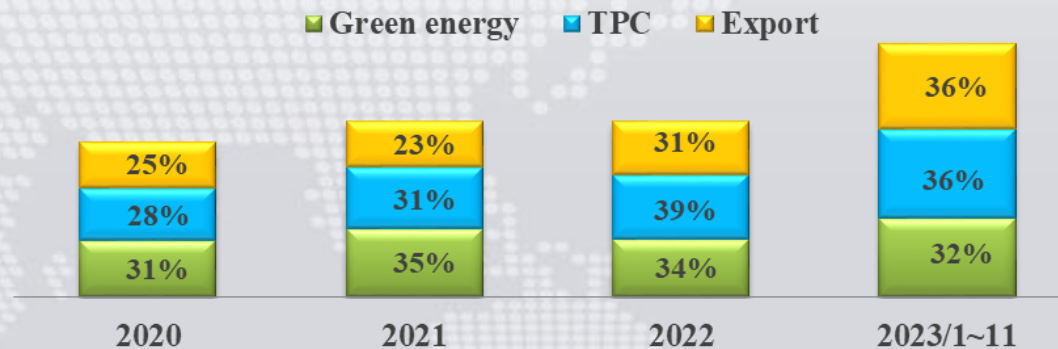
2021, Infrastructure Investment and Jobs Act (\$1.2 trillion)  
 2022, Inflation Reduction Act (\$4,370million)

- Utilities
- EPCs
- ITC



- Solar energy
- Wind power
- Water power
- Energy Storage
- Electric vehicle charging station
- Geothermal energy

Proportoin and growth trend from 2020~2023/1~11



# 8 Leader in Exporting Heavy Electricity

Domestic heavy electrical equipment exports the most, with the proportion of export sales increasing to about 36%.

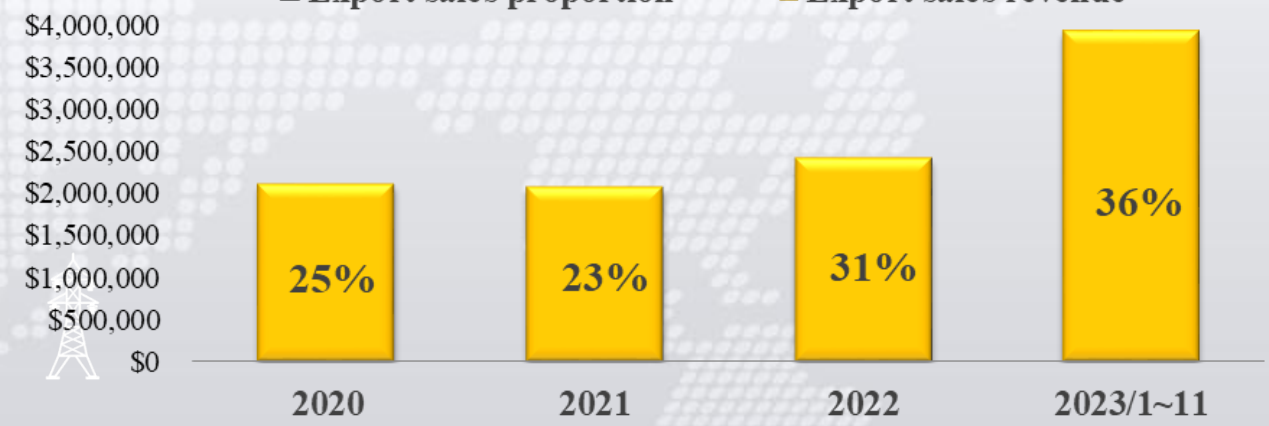


Distribution transformers, large power transformers, PV BOX



Export sales proportion and growth trend from 2020~2023/1~11

■ Export sales proportion    
 ■ Export sales revenue



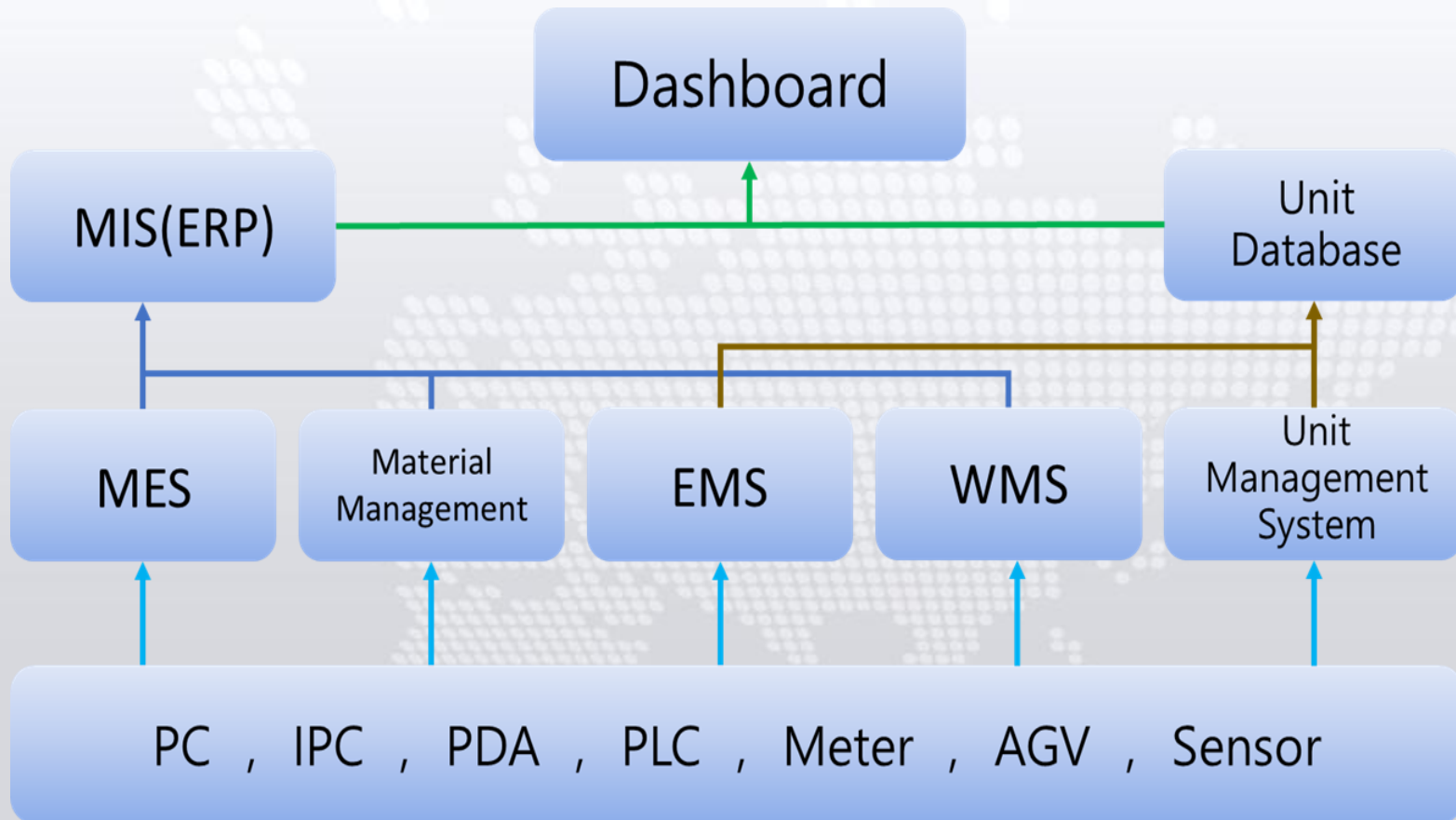
# 9 Digital transformation, building a smart factory (1/2)

Machine Intelligent

Quality Management

Energy Management

Cyber Physical System



Increase production capacity



Optimize production line



Ensure quality



Transparent resume



# 10 Digital transformation, building a smart factory (1/2)

## 3D Manufacturing Dashboard

- Providing real-time production status and data.
- Close to the actual production situation is conducive to scheduling management.
- Instant interactive dashboard facilitates pull production.

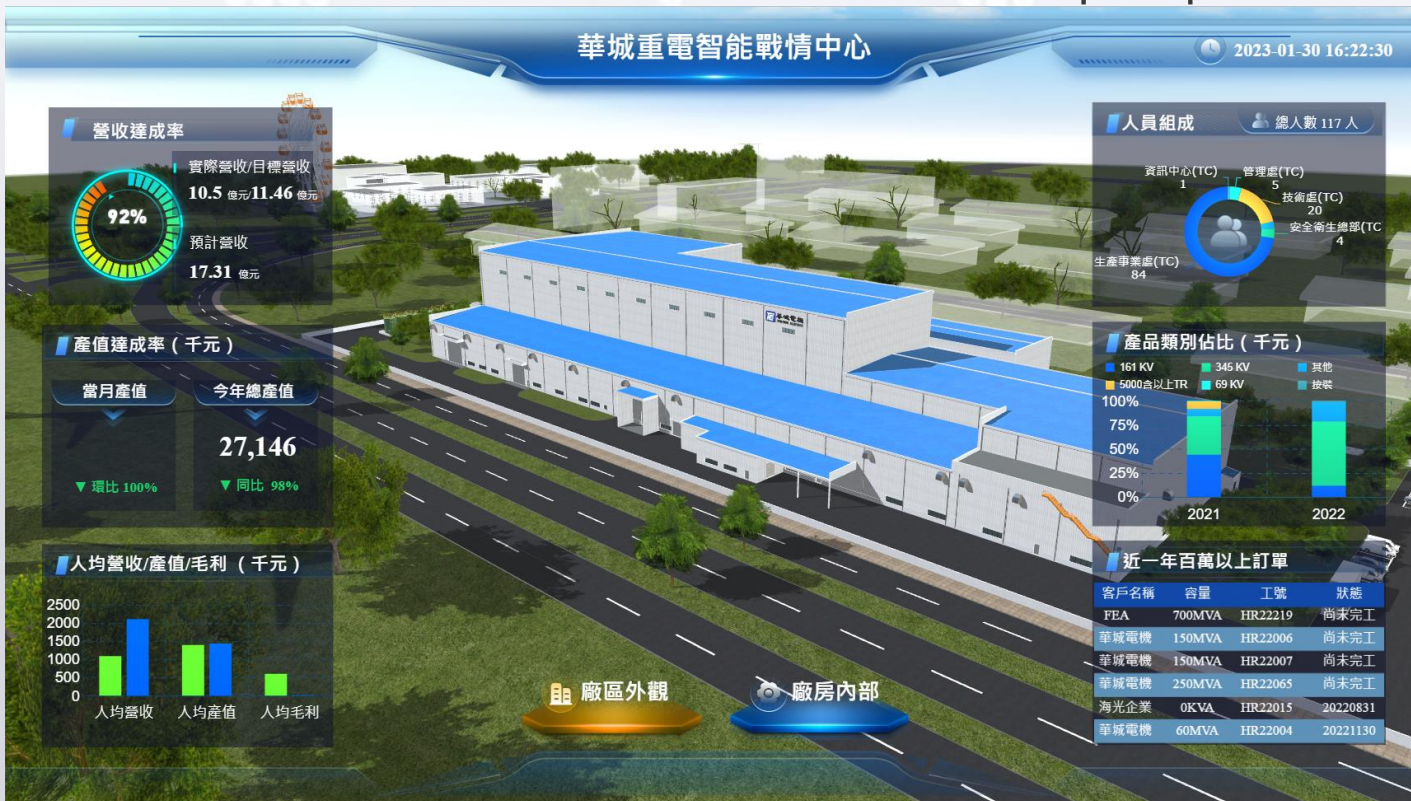


Figure1.Outside the factory(3D)

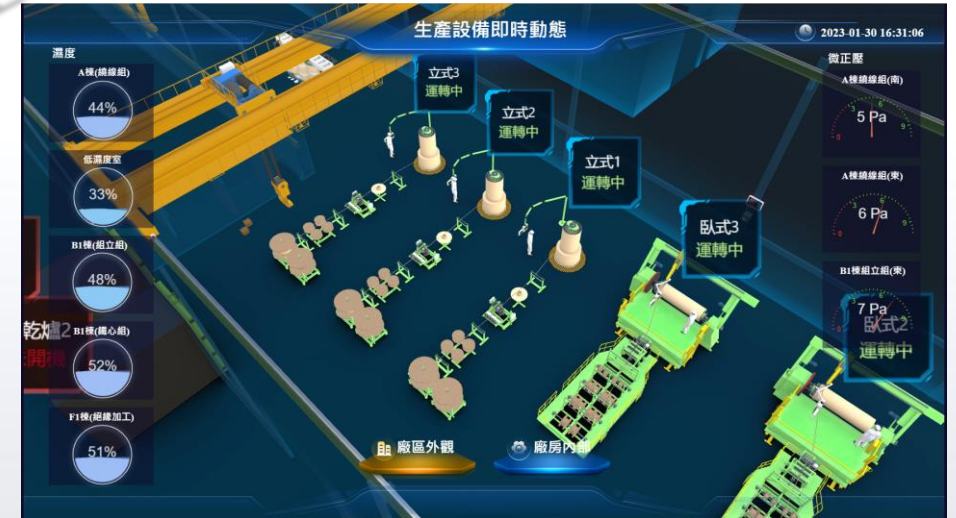


Figure2.Winding machines(3D)

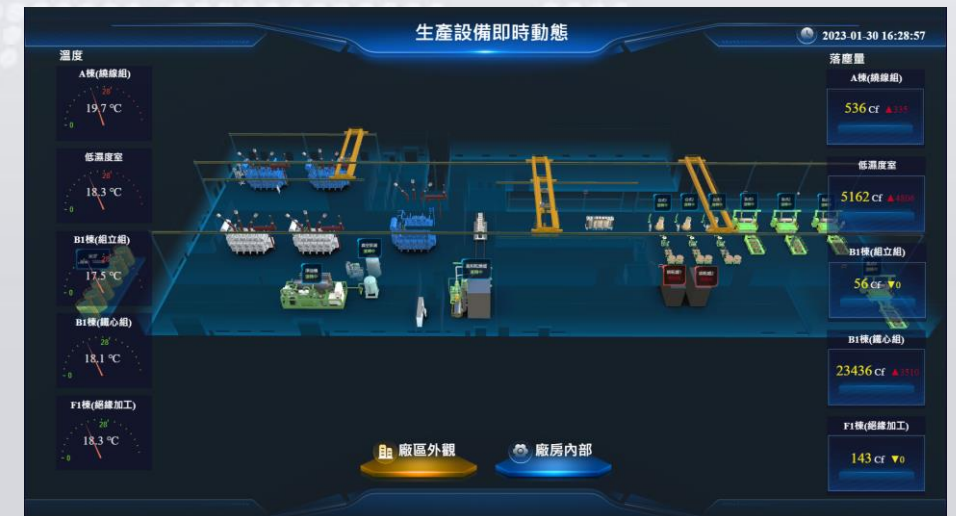


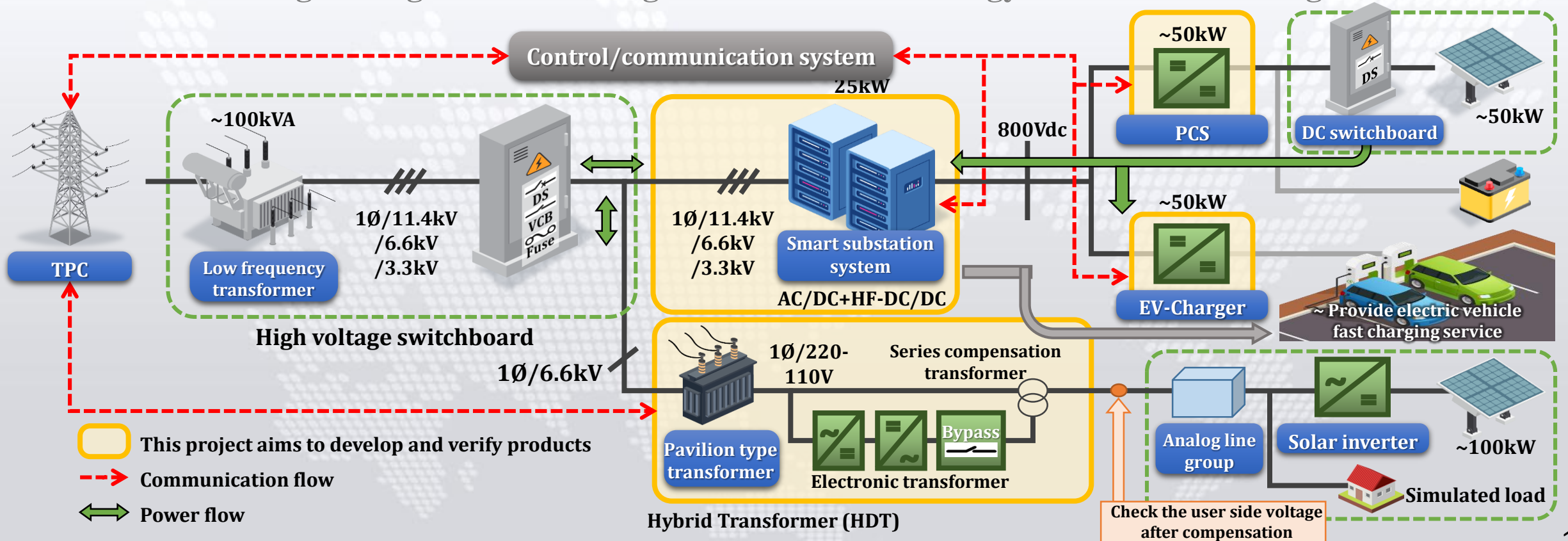
Figure3. Inside the factory(3D)



- 1 Actively increase production capacity to meet customers and respond to market demand.
- 2 Strengthen profitability and gain an in-depth understanding of customer needs and market delivery times.
- 3 Seize industrial business opportunities and actively assist in energy transformation and net-zero carbon reduction.
- 4 Create a safe and happy workplace and share glory.



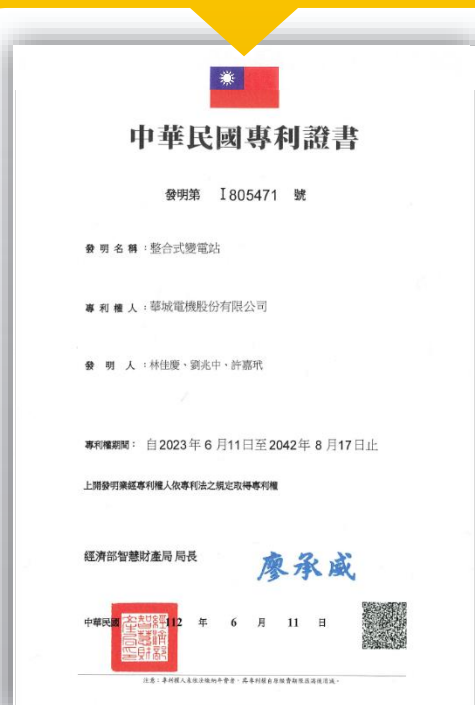
In response to the increase in the penetration rate of green energy into the grid, FORTUNE and Industrial Technology Research Institute (ITRI) jointly invested resources in the research and development of solid-state transformer technology for smart grids. This new transformer adopts power mat technology and has active voltage adjustment function, which can solve the problem of excessive voltage change rate when large-scale renewable energy is connected to the grid.





# 13 Patent and Awards

## Invention patent



**I805471**  
**INTEGRATED**  
**SUBSTATION**

## Utility model patent



**M643641**  
**SMART DRYING**  
**DEVICE for**  
**TRANSFORMERS**



FORTUNE's "Invention Patent-I805471-Integrated Substation" won the Bronze Medal Award in the 2023 Taiwan Innotech Expo Invention Competition

# HR ASIA Best Companies To Work For In Asia Award 2023



At the 2023 HR ASIA awards, a total of 366 companies competed, with a winning rate of 25.68%. Among them, 53 were local enterprises, 12 belonged to traditional industries, and Fortune Electric Co., Ltd. is the only award-winning company in the heavy electric industry.

The award criteria included assessment of leadership and organization, culture and ethics, and proactive initiative. Additionally, it integrated elements of diversity, equality, and inclusion to foster a friendly working environment. This highlighted the company's commitment to employee care in human resource management, as well as to enhancing environmental protection, social responsibility, and corporate governance (ESG) performance.



CEO receiving the award



CEO and management office staff



## 1 Electrical & Mechanical Construction (Public/Private)

Construction in Process

- Construction Project of Xuan Yuan Single Dormitory, Hsinchu Science Park




## 2 MRT AC/DC Power System Construction

Construction in Process

- Construction Project of Test Track, Railway Technology Research and Certification Center
- Replacement of AC/DC Equipment in MRT Traction Power Substation


**主要工作內容**

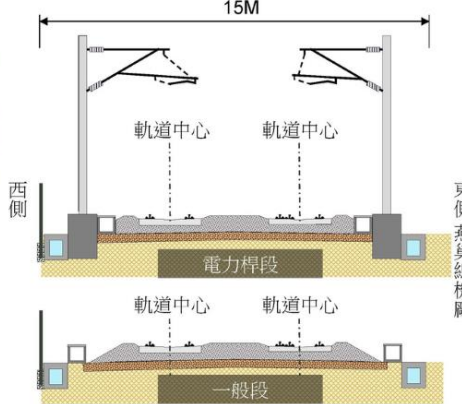
**軌道工程**



- ▶ 測試軌2股道採埋入式軌道設置
- ▶ 雙軌距長度約855公尺
- ▶ 標準軌長度約987公尺

**路工及排水工程**





15M

西側

東側 燕巢總機廠


電力桿段

軌道中心

軌道中心


一般段

**電車線工程**



- ▶ 電力桿32座
- ▶ 電車線750公尺

**測試軌供電工程(含安裝、測試)**



- ▶ 標準軌雙軌距750V供電系統



# 16 New Energy Eng. & Construction Division(2/2)



## 3 Green Power & Energy Storage System

Construction in Process

***Energy Storage System of Construction Project.***

- 50MW - Meilun Industrial Parks, Hualien City
- 4.9MW - Changhua Coastal Industrial Park, Lukang
- 3.15MW - Kouhu Township, Yunlin County

## 4 Port engineering Construction (Special electrical and mechanical construction)

Construction in Process

- Kaohsiung Port Fifth Counter Center - Pier 79~81 and Counter Yard Reconstruction Project

## The factors between charging at home and outdoor

### Charging at Home



# The factors between charging at home and outdoor

## charging outdoor



Super Charger  
Halfway



AC Charger / Fast  
Charger at the  
destination



AC Charger 7~17kW  
DC Charger 30~480kW



Investment for  
Operation



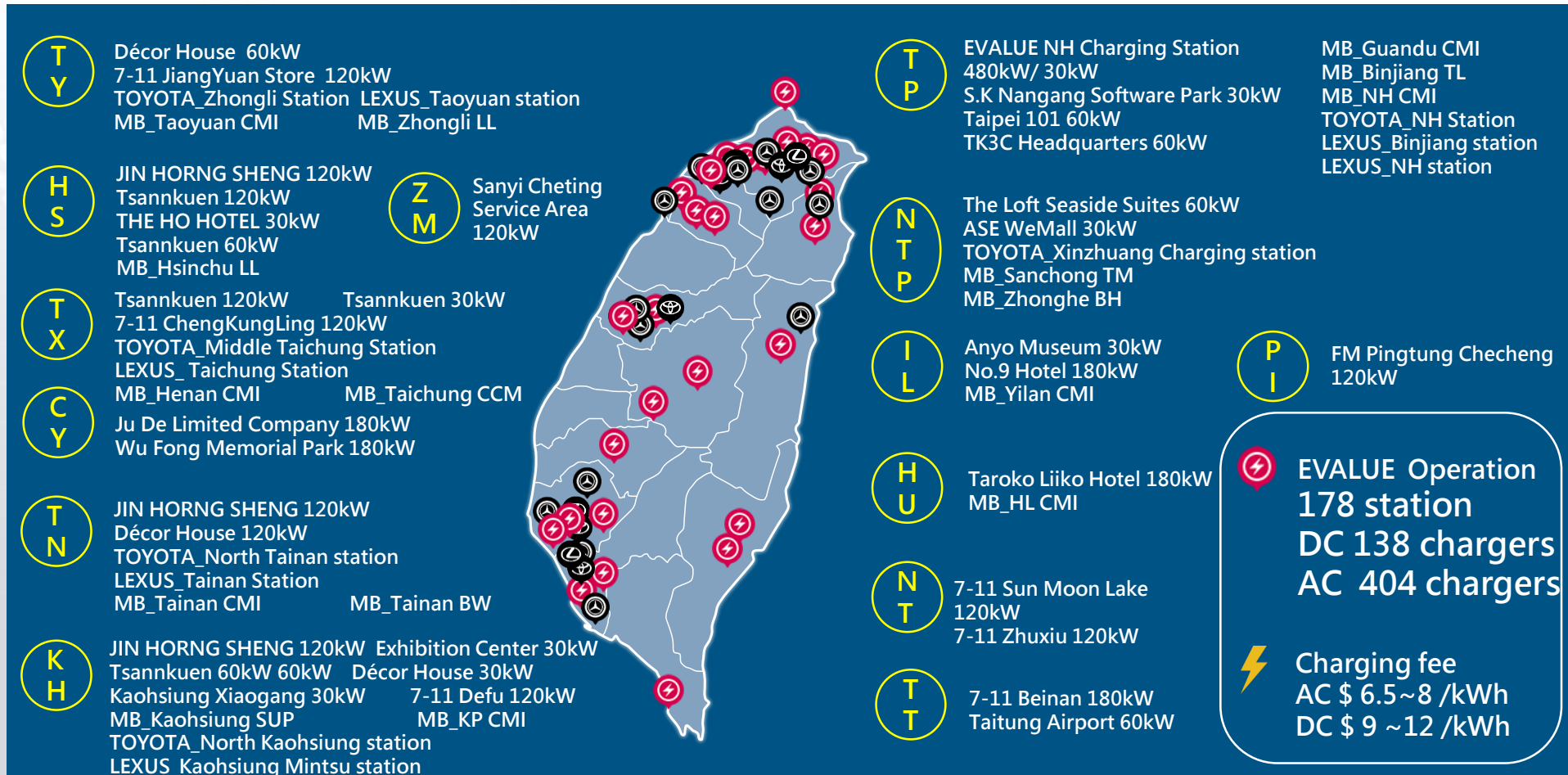


## The Three Charging Operation Models (APP & EasyCard & AutoCharge)

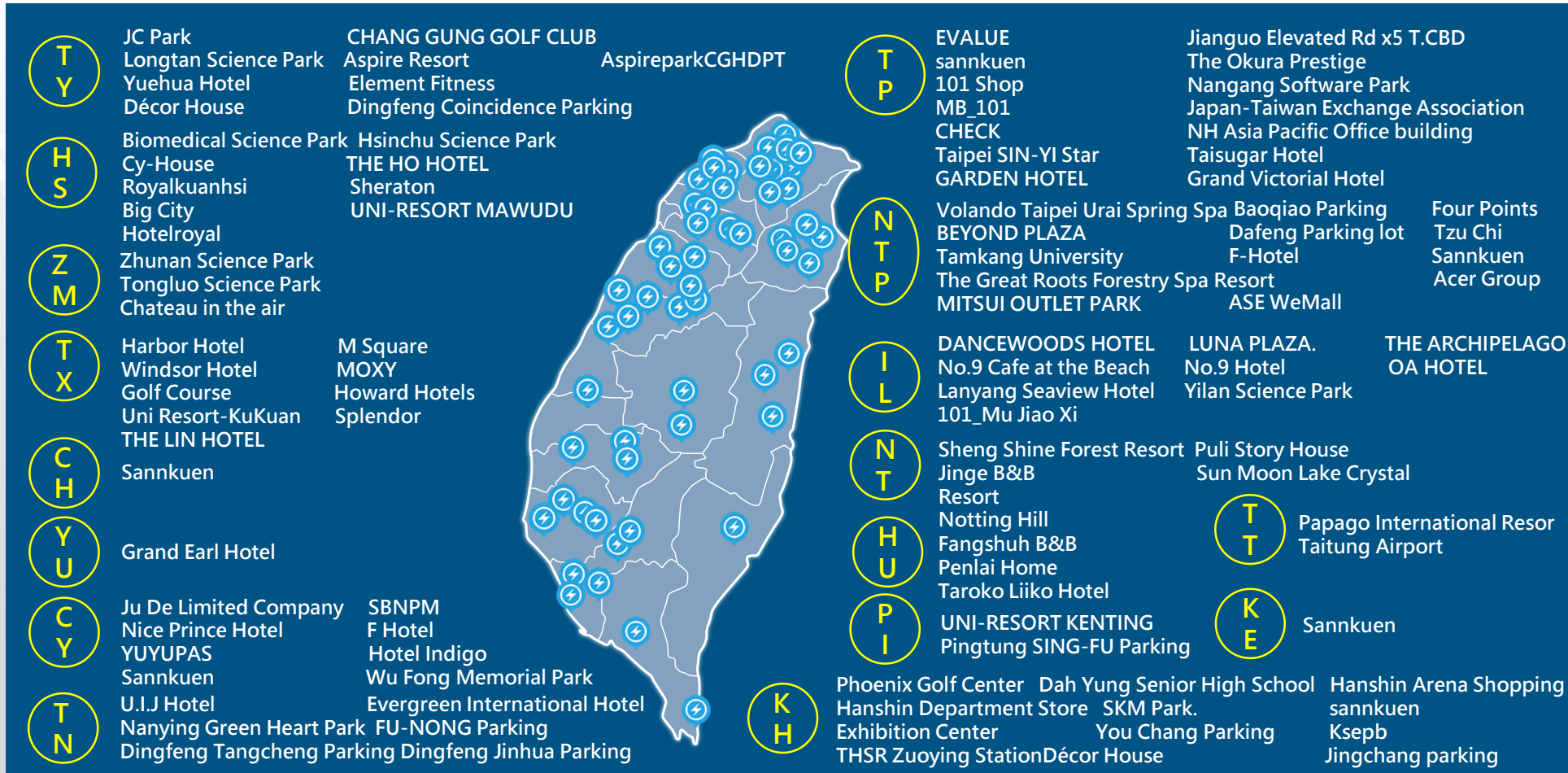
- EVALUE combines APP, EasyCard, and AutoCharge operation models that EV car owner can easily choose one of charging ways.



# Vehicle Charging Map (DC stations)



# Vehicle Charging Map (AC stations)





**Thank You for  
Your Attention.**

