

自動化



創新

品質



**SUMEEKO**

**SUMEEKO**

世德工業股份有限公司

*Perfecting the art of fastener*

2022 年 5 月 23 日

投資人關係聯絡人  
陳怡樺經理

07-7889168#552

[eva.chen@sumeeko.com](mailto:eva.chen@sumeeko.com)

## List of instructions

1. 公司簡介



2. 營運概況



3. 財務資訊



4. MMG/Germany

# Group Profile

設立時間	1988/1/29
登記資本額	新台幣 <b>365,028,700 (2022/05)</b>
董事長	陳光裕
總經理	陳明源
主要產品	汽車零件, 扣件
員工人數	全球約 <b>500</b> 人
所在地	本廠：高雄市大寮區華西路 <b>20</b> 號 生產基地：屏東市經建路7號
網址	<b>www.sumeeko.com</b>

# Past & Present & Future



- Sumeeko began in Kaohsiung, Taiwan



- Added Suzhou, China plant
- Granted TS16949
- Magni Licensed
- GM Tier-1 supplier



- 2<sup>nd</sup> Taiwan plant established
- Stock Listed in TWSE
- TESLA Tier-1 supplier
- VW Tier-1 supplier
- GM Quality Award(2012-14)
- Joint venture with MaxMothes

1989

1990-2000

2001-2005

2006-2010

2011-2018

2019-2021

2022-

- Manufacturing fasteners in Kaohsiung, Taiwan
- ISO9001/ QS9000 Certified
- ISO 17025 Certified
- MA Thread licensed



- Chrysler Tier-1 supplier
- Toyota Tier-2 supplier
- ISO14001 Certified
- CQI-9 Heat Treatment
- Certified CQI-11/ 12 Plating
- Loctite Patching



- Vin-fast Tier 1 supplier
- STELLANTIS Tier 1 supplier
- Mercedes AMG Certificate
- MarturFompak Tier 1 supplier



- AS9100 fastener certified
- Mexico local office with warehouse
- Detroit original warehouse expanding project (more local staff)

# Company Strategic Map



**Headquarter (Full function)**

**Factory / Office / Warehouse**

**Warehouse / Office**

**Office**





# 生產基地— 亞洲地區

SUMEKO

## 基地情報

## 生產能力

## 產品專案



高雄 世德, 臺灣

- 公司總部
- 8,000平方公尺
- 150 員工
- IATF16949, ISO14001認證
- ISO17025認證

- 冷鍛
- Magni & patch扣件塗裝
- 工程技術服務
- 發貨物流中心

- 扣件, 鉚釘, 汽車零件
- 組合併



屏東 世德, 臺灣

- 16,500平方公尺
- 80 員工
- IATF16949, ISO14001認證

- 冷鍛
- 沖壓
- CNC加工
- 熱處理

- 扣件, 鉚釘, 汽車零件
- 組合併
- CNC加工扣件
- 懸吊杆銷, 襯套
- 油底殼鎖固扣件和組合併



策略結盟, 中國

- 27,000平方公尺
- 170 員工
- 工程技術中心
- IATF16949, ISO14001認證

- 冷鍛
- CNC加工, 熱處理
- Magni 扣件塗裝
- 模具製造
- 發貨物流中心

- 扣件, 鉚釘, 汽車零件
- 組合併
- CNC加工扣件
- 射出成型件
- 懸吊襯套, 杆銷



## 生產基地— 歐洲地區



德國 諾伊斯Max Mothes

### 基地情報

- 56,000平方公尺
- 170員工
- IATF16949認證

### 生產能力

- CNC加工
- 工程技術服務
- 發貨物流中心

### 產品專案

- 汽車零件, 電動車零件
- 扣件, 套管, 墊片
- CNC加工扣件
- 組合件
- 風力發電零件

## 美國物流發貨中心



美國 密西根 哈里森鎮



# Manufacturing Technology



Cold  
Forming



Machining  
&  
Drilling



Thread  
Rolling



Heat  
Treatment

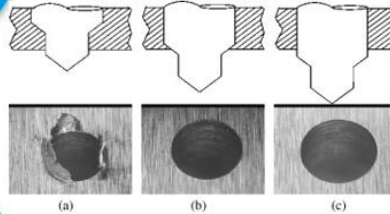
Plating



Quality  
Control

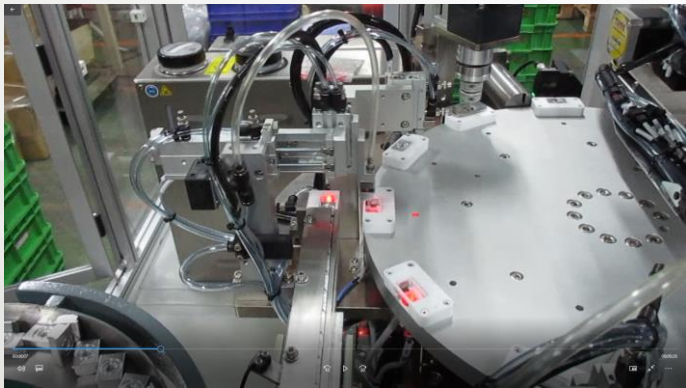


Special burr free process





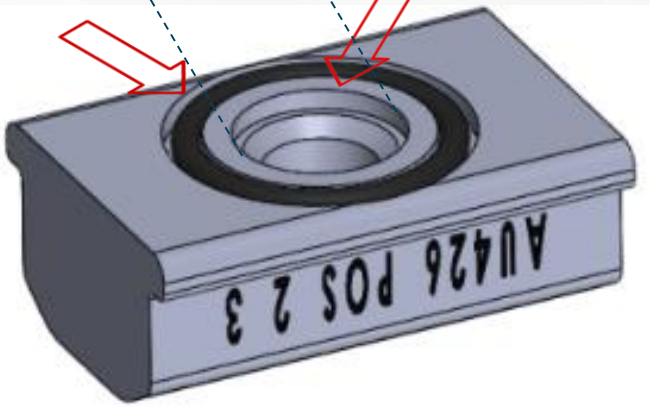
輕量化鋁製品



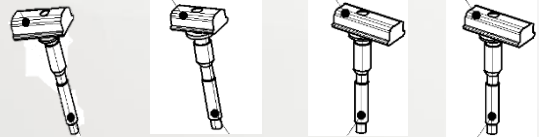
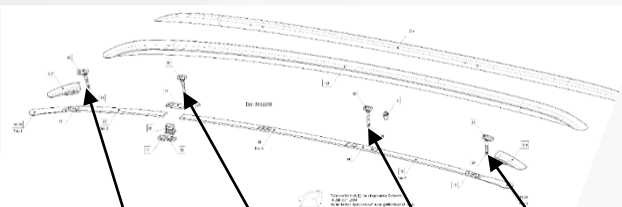
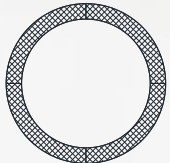
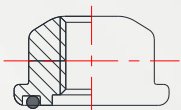
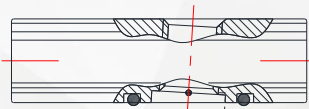
O - ring

25 mm

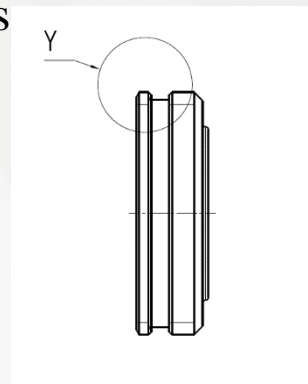
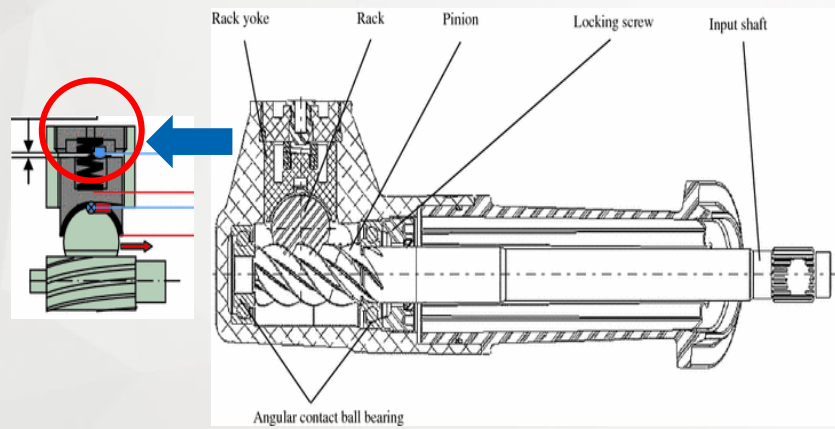
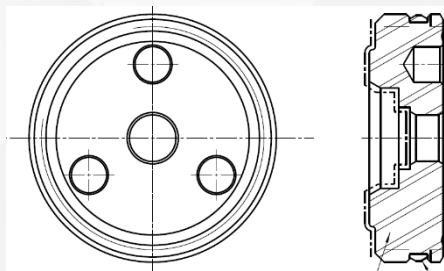
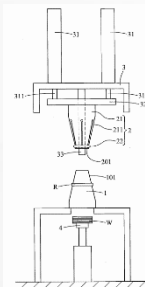
Angled thread



專利



# Aluminum Steering System Component





# 自動化生產線與客製化篩檢機

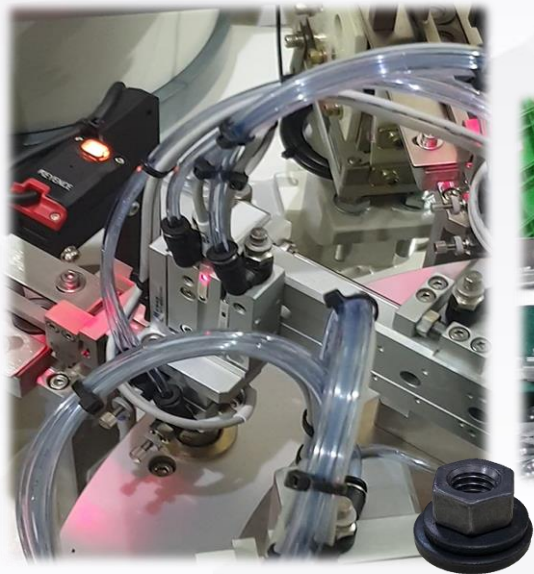
SUMEKO



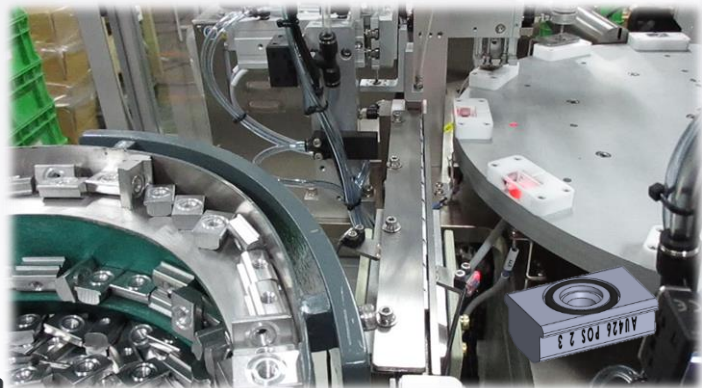
繫留螺絲組裝設備



Pinion nut客製化品質確認設備

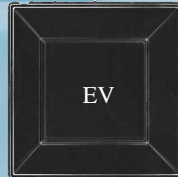


轉輪式高速緊湊型組裝線

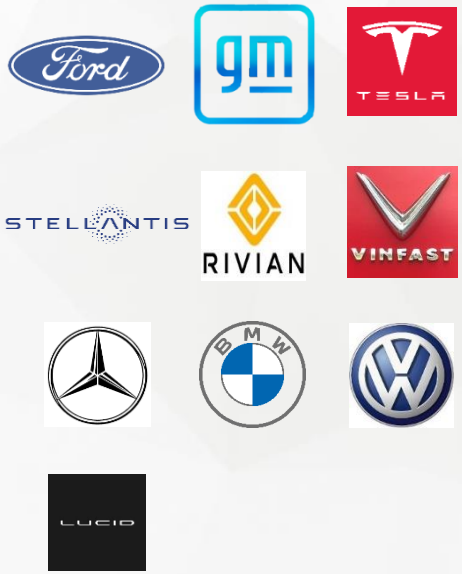
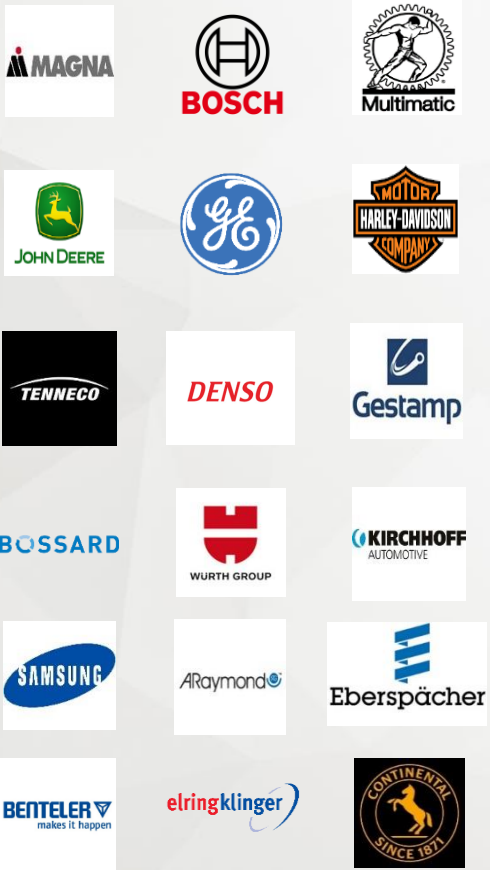
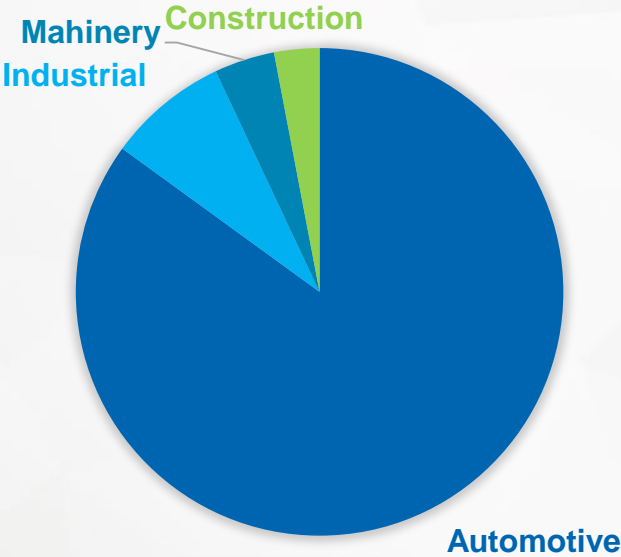




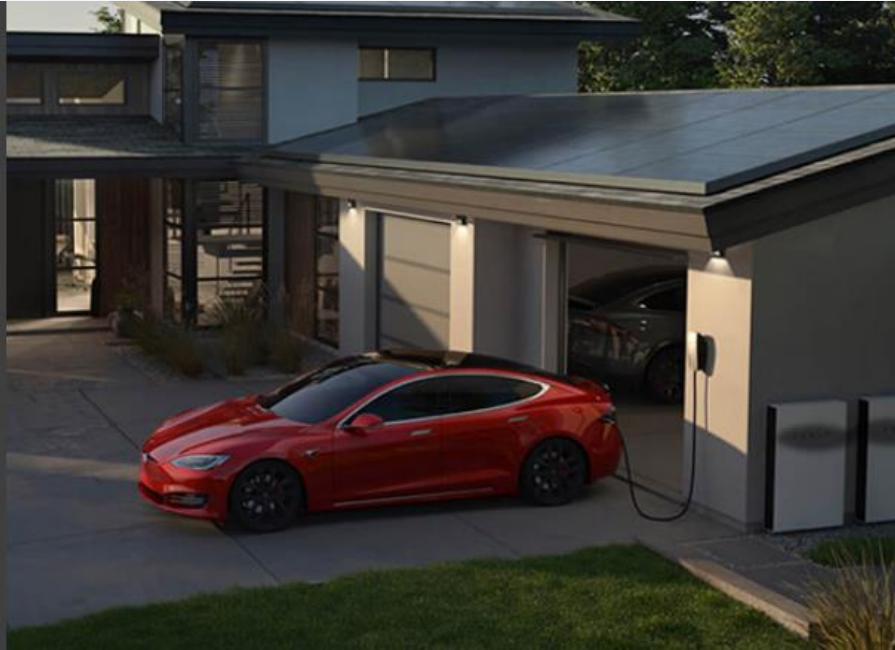
# As Tier 1 supplier to →



## SUCCESSFUL PARTNERSHIP





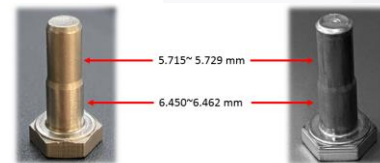
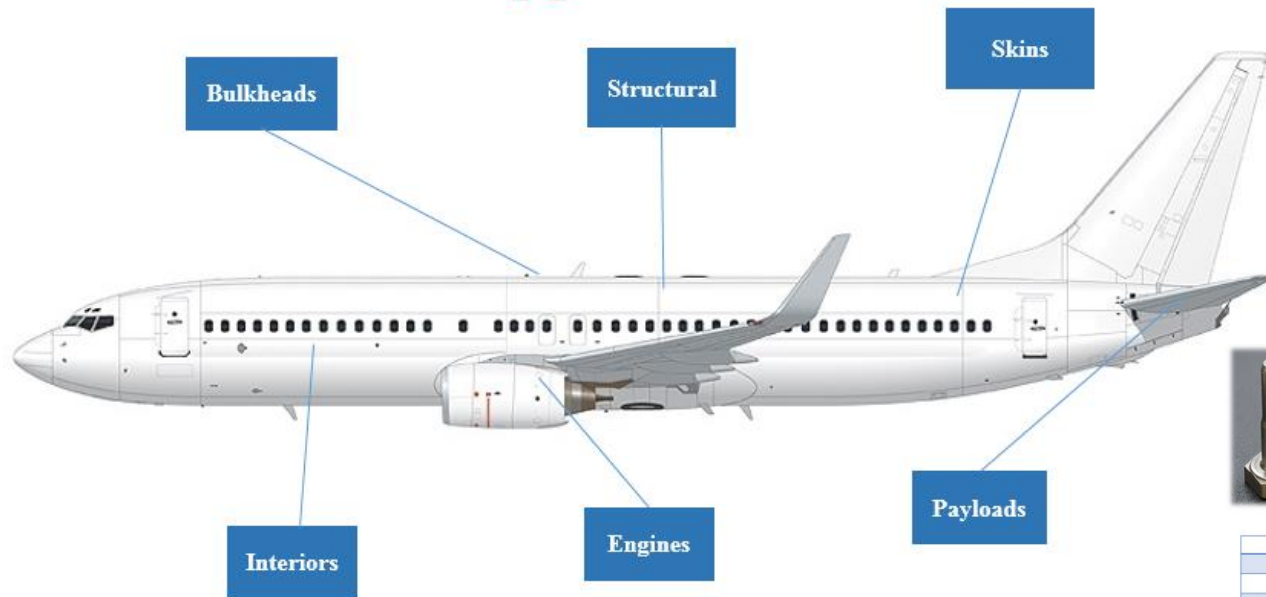


充電系統  
知名電動車  
扣件, 多個進行專案



# Application

**SUMEEKO**



Former Supplier	<b>SUMEEKO</b>
Uneven Edge	Clear Edge
Grinding process require	Only cold forging
Grinding Scar on the bearing surface	Clear bearing surface
Expensive	Competitive cost



Structure



Wing



Engine

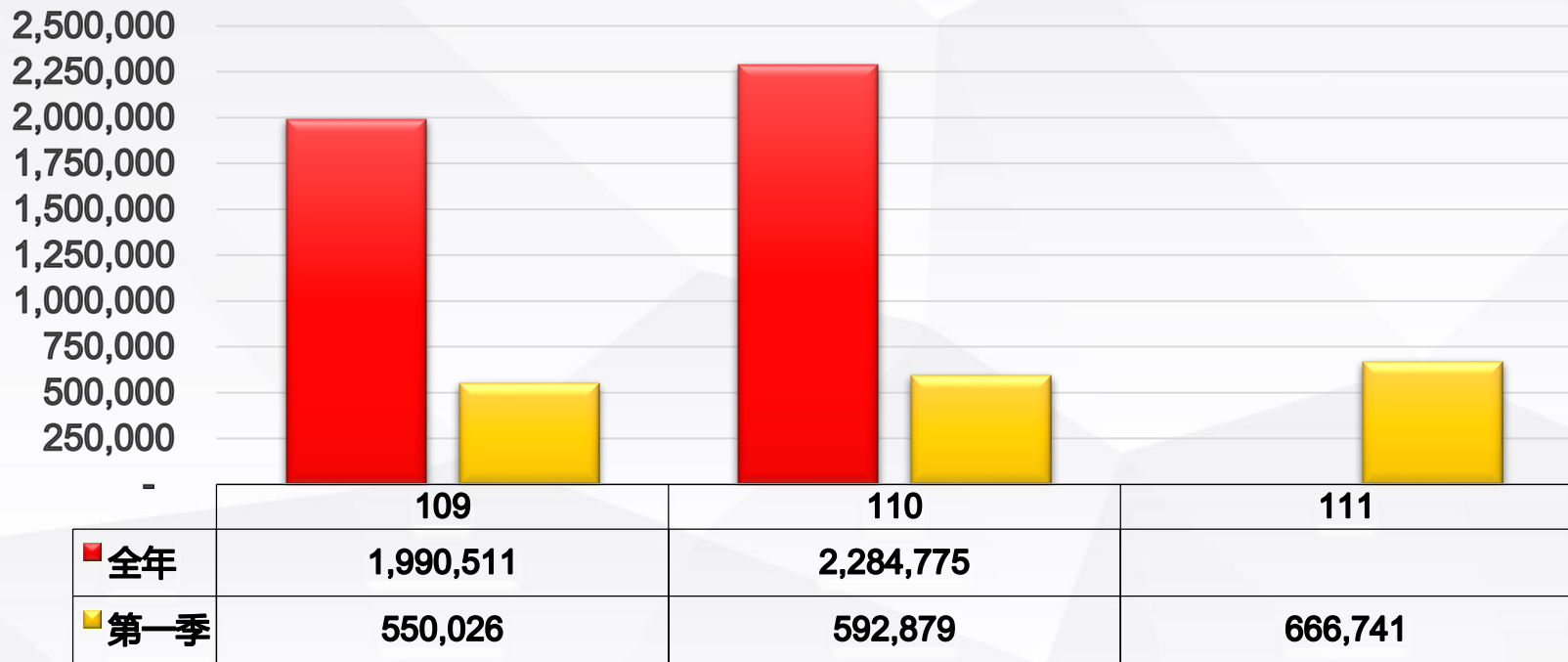


# 109年~111年第一季 合併營收走勢圖

110年合併營收約22億，較109年成長15%，111年第一季合併營收約6.6 億，較110年成長12%。

單位：仟元

## 109年~111年第一季合併營收圖





# 109年~111年第一季資產負債表(合併)

SUMEEKO

單位：仟元

	111年第一季	110年底	110第一季	109年底
流動資產	2,213,632	2,116,133	1,565,170	1,491,104
非流動資產	840,056	855,950	916,887	963,668
資產總計	3,053,688	2,972,083	2,482,057	2,454,772
流動負債	955,952	931,680	864,515	830,309
非流動負債	705,802	709,220	421,324	450,898
負債總計	1,661,754	1,640,900	1,285,839	1,281,207
股本	365,029	365,029	365,029	365,029
資本公積	92,092	92,092	38,699	38,699
保留盈餘	897,688	841,071	776,080	752,651
其他權益	(3,706)	(4,353)	499	2,420
庫藏股票	(45,530)	(45,530)	(45,530)	(45,530)
歸屬於母公司業主之權益合計	1,305,573	1,248,309	1,134,777	1,113,269
非控制權益	86,361	82,874	61,441	60,296
權益總計	1,391,934	1,331,183	1,196,218	1,173,565
每股淨值(元)	36.51	34.91	31.74	31.14



# 110~111年第一季綜合損益表(合併)

SUMEEKO

單位：仟元

會計項目	111年第一季	110年第一季	110年度	109年度
營業收入	666,741	592,879	2,284,775	1,990,511
營業成本	476,423	432,172	1,652,023	1,500,781
營業毛利 (毛損)	190,318	160,707	632,752	489,730
毛利率	28.54%	27.11%	27.69%	24.60%
推銷費用	91,822	70,091	246,581	223,575
管理費用	42,265	40,322	159,062	161,983
研究發展費用	3,653	10,456	26,483	20,356
預期信用減損損失 (利益)	1,205	265	7,909	(617)
營業費用合計	138,945	121,134	440,035	405,297
營業利益 (損失)	51,373	39,573	192,717	84,433
營業外收入及支出合計	20,354	(7,767)	(21,624)	39,592
稅前淨利 (淨損)	71,727	31,806	171,093	124,025
所得稅費用 (利益) 合計	12,400	4,925	31,377	22,282
本期淨利 (淨損)	59,327	26,881	139,716	101,743
淨利率	8.90%	4.53%	6.12%	5.11%
每股盈餘	1.58	0.66	4.00	2.53



# MMG leading next 100 years with SUMEKO

SUMEKO



We are one of the European leaders  
in the production of high performance fasteners.



Abb. 503.

Das Hansa Haus.

Hansa Haus at Düsseldorf, 1918



Company headquarters in the  
Sulbertstrasse, Düsseldorf



Historical advertisements



Max Mothes, the  
company founder



# Agenda

**1. Restructuring Process  
2018-2022**

**2. Market Situation in Europe**

**3. Strategic Plan 2022-2024**

# The Vision



„Our **Vision** is to create as MAX MOTHES a profitable, effective, powerful and future-oriented organisation which will be leading in the sector of technique for joining parts.

„Leading manufacturer for high Performance Fasteners“

Our staff is high motivated, the employees or customer related and have a high expertise in all sectors!



# The Mission



„Our Mission is as MAX MOTHES to be a competent and reliable partner in the sector of technique for joining parts. We are at our customers disposal globally at any time.

*Globalisation, efficiency and reliability are our guidelines! We are always at our customers disposal!*

We create a sustainable partnership!





# Business Model

SUMEEKO

## Historical up to 2019

- » The historic business model of MAX MOTHEs characterized the company as a pure trading company for fasteners.
- » Customers could order products at any time and in any quantity.
- » The need for long-term storage, even of small items, ties up a lot of capital.
- » The lack of automation in connection with the warehouse size results in high logistics costs.
- » Due to high overhead costs, the business is not profitable overall, despite sometimes high individual margins.



## 2020

- » In addition to trading (MM), MAX MOTHEs currently also offers special and drawing parts made in-house (MX) as well as hot-formed screws from the production plant in Turkey (MP)
- » The attempt to successively reduce the non-profitable retail business (MM) turns out to be difficult because customers expect a full range
- » High inventories and overhead structures from the trading business (MM) lead to negative effects on the assets financial and earnings position.



## 2021 -2022

- » The in-house production of special and drawing parts is to be further expanded in order to optimally utilize the modern machine park
- » At the same time, a continuation of the trading business with fasteners from mechanical processing and forming by SUMEEKO
- » The unprofitable trade business is to be settled. The corresponding adjustment of the cost structure is intended to ensure that the profitable areas of Trading and Manufacturing are not longer burdened by the old trading business



**MAX MOTHEs**

[www.maxmothes.com](http://www.maxmothes.com)





# Turnaround 2018 - 2022

SUMEEKO

## Year 2018 – 2019

Negative operational result due to change of business model

## Year 2020

In the middle of the process change COVID-19 hit the economy

## Year 2021

Positive operational result

## Year 2022

Growing operational result

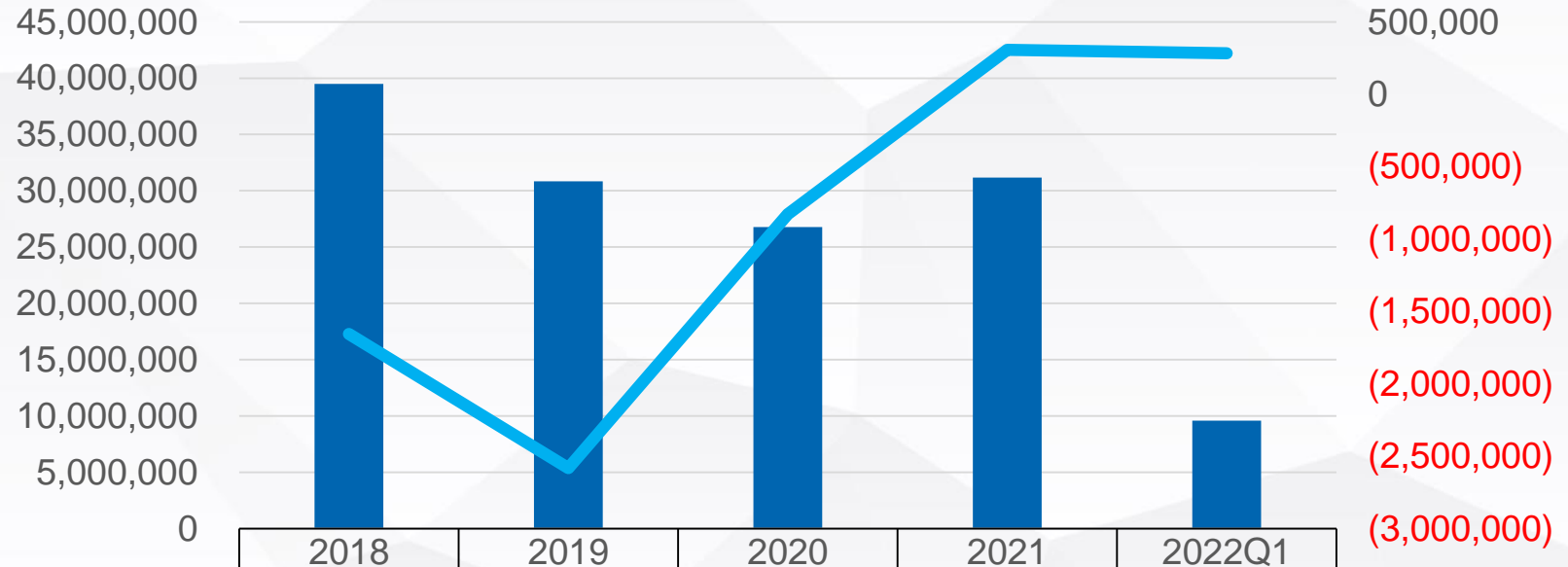




# MMG 2018 – 2022 Sales & Operating Profit

SUMEEKO

Currency : EUR



Total Sales	39,482,000	30,852,000	26,785,000	31,172,000	9,572,000
Operating Profit	(1,657,000)	(2,582,000)	(828,000)	306,000	283,000
Employees	240	220	180	160	160

■ Total Sales    — Operating Profit



# Market Situation Europe

SUMEEKO

1. Covid19 no lockdowns in Europe at the moment due to summer time and all measures are lifted
2. Potential supply chain issues due to China Lockdown in Shanghai – companies are looking even more to secure the supply chain due to local suppliers
3. War in Ukraine effects the cost situation globally and in Europe strong bý high energy cost, cost for living and material cost
4. Due to missing material the industry is not producing 100 % of the capacity

⇒ **This will be also big chance for our Group:**

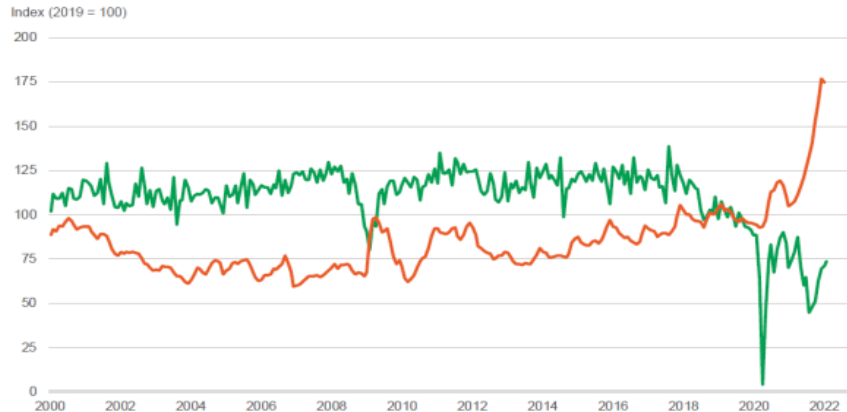
- ⇒ as we are serving locally
- ⇒ Engineering support
- ⇒ manufacturing
- ⇒ Capacity





# Passenger Cars production vs Orderbook in Germany

Semiconductor is still the main issue for low production volumes



Greed – Production in Germany  
Red – Order book

Order situation and production in Germany move away increasingly from each other

Weakest February production since the comparison of year 2009

Order backlog after corona crisis dynamic, incoming order since May again below pre-crisis level



## Strategic Directions 2022-2025

1. Profitability
2. Innovative products
3. Konzentration on industry sectors
4. Process expertise
5. Quality / Zero – error philosophy
6. Leading







# Advantages

SUMEEKO

- Sustainable product strategy (MothesFix, Seallock, others)
- High technical support requested from customer for development projects
- Using the technology from the whole group – best cost approach
- USP of the group strong manufacturing and engineering support from Taiwan
- High value Fasteners



**MAX MOTHES**

[www.maxmothes.com](http://www.maxmothes.com)



# Innovative Products with SUMEEXO

SUMEEXO

## 1. MOTHES FIX

1. Potential market value > 100 Mio €
2. Only 2-3 strong competitors in the market
3. Enlarge customers width
  1. Tier 1 => aprox 4 Mio. € order booked
  2. Tier 1 => aprox 2 Mio. € order booked
  3. Tier 1 => aprox 3 Mio. € - potential business discussion
  4. Tier 1 => aprox 2 Mio. € - potential business discussion



## 2. Seallock nut 8 Mio. €

1. Enlarge customers width
2. Find applications



**MAX MOTHES**

[www.maxmothes.com](http://www.maxmothes.com)



# Strong relationship to Industry

SUMEEKO



**MAX MOTHES**

[www.maxmothes.com](http://www.maxmothes.com)



# New projects – innovative industries

**SUMEEKO**



Several EV Projects with  
Daimler, Tesla, BMW and  
Porsche



Strategic Partner for  
Windpower





# Process expertise

SUMEEKO

- Leadership in manufacturing technologies
- Best practice approach
- Development of Automation and using resource in Taiwan
- Building up the cost advantage and competitiveness
- Increasing knowledge in the organization
- Global projects can be easily handled due to several locations



**MAX MOTHERS**

[www.maxmothes.com](http://www.maxmothes.com)



# Quality / Zero- Strategy: Errors

SUMEEKO

- Strong quality department
- Lean manufacturing approach
- Kaizen and 5Why as standard processes implemented
- Global laboratories to secure quality
- CAQ System
- Continual Improvement Process (CIP)







# The advantage for international strategy

- Market entrance without local partner very difficult to end user
- Customer are doing more and more consolidation of the supply chain – reduction of suppliers – looking for strategic suppliers
- 100 year old German company
- Relationship to the market from Taiwan not possible or very difficult – far away
- What does the market need will be difficult to define and market volume can not be figured out – Sleeve Screw, Seal lock Nut
- Strong Marketing and Sales abilities
- Good organized and strong Process linked company
- Very strong Quality oriented
- Very good education level in the departments
- Young and strong management team
- Direct market information and chance of development projects



1 + 1 = Success



Create sustainable value together



**MAX MOTHES**

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**SUMEEKO**



# 核心競爭能力

SUMEEKO

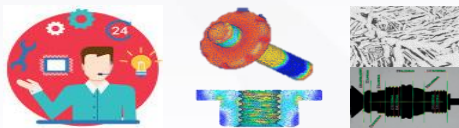
## 生產



### 全面性製造生產能力

- 冷熱鍛, 沖壓, 攻牙/搓牙, CNC車床, 組合併.
- 熱處理, 光學分檢, 模具製作

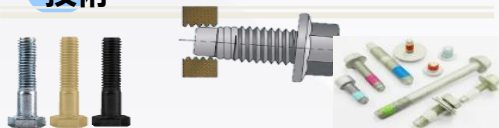
## 工程支援



### 產品設計以符合客戶應用

- 有經驗的應用設計工程團隊
- 服務和應用領域涵括多重產業
- 世德或其代理商提供現地溝通和服務

## 技術



### 技術專利或專利授權

- 專利保護的防震設計
- 鋁鎂合金扣件
- MA螺紋加工, Magni塗裝, Loctite防松塗裝

## 全球物流



### 世德全球化佈局, 就地聯絡和服務

- 中, 美, 德, 台物流發貨中心
- 多樣式的包裝和標示
- 及時生產, 安全庫存和寄售庫存

## 客製化服務



### 客制化或組合式扣件產品

- 快速模具設計和製造能力
- 透過即時視訊進行協力設計工程
- 有彈性應變能力的生產系統

## 品質系統



### 卓越的品質保證

- IATF16949, ISO14001, ISO17025 品質系統認證
- 精密的量測儀器設備
- 可靠度測試設備
- 協力廠商實驗室認證服務



## ● 全球供應鏈建立

1. 美國倉庫
2. 德國子公司
3. 大陸策略性聯盟

## ● 自動化與專用零件廠

1. 產品自動化生產
2. 產品與使用者共同設計
3. OEM 長期合作

## ● 大規模客製化生產

1. 專注EV輕量化特殊品
2. 模組化，增加升級再造性
3. 設備在手，客戶在守

## ● 全面性技術升級與精實化管理

1. 研發工程師導入軟體分析求最佳解
2. 系列性產品關聯性開發計畫
3. 精實化已成功專案



# Q&A





# Thank you