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KY-5538

TONG MING ENTERPRISE CO.,LTD.

2025.08.12

2025 Q2 Investor Meeting



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- 01 Company Overview
- 02 Business Performance
- 03 Business Outlook
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01

Company Overview



KY Tong Ming Group – 2024 Overview



Revenue
12,543
(million TWD)



**Sales
Volume
Growth**
3.07%



**Gross
Margin**
11.85%



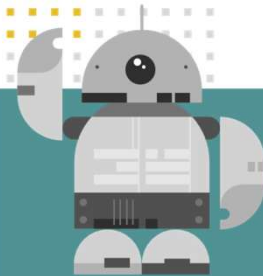
EPS
2.86TWD



**Dividend
per Share**
1.5TWD



**Number of
Employees**
1,200



**Average
Output
Value per
Employee**
10,453
(million TWD)



**Carbon Inventory & Sustainability
Report Assurance Completed**



KY Tong Ming Group -Global Operations

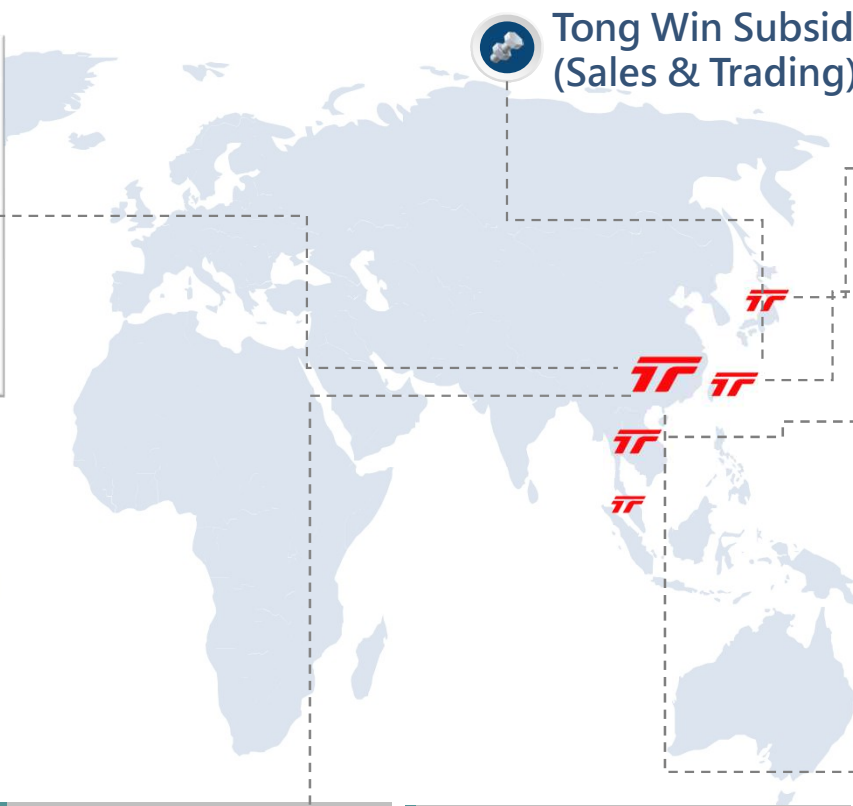


**Tong Ming Enterprise
(China Zhejiang)**
Established in 1995
Listed in Taiwan in 2013



**Tong He Enterprise
(China Zhejiang)**
Established in 2022

**Tong Ming Enterprise
(China Zhejiang)**
Established in 2023



**Tong Win Subsidiary
(Sales & Trading)**

**Japan-Fast Link Subsidiary
(Sales & Trading)**

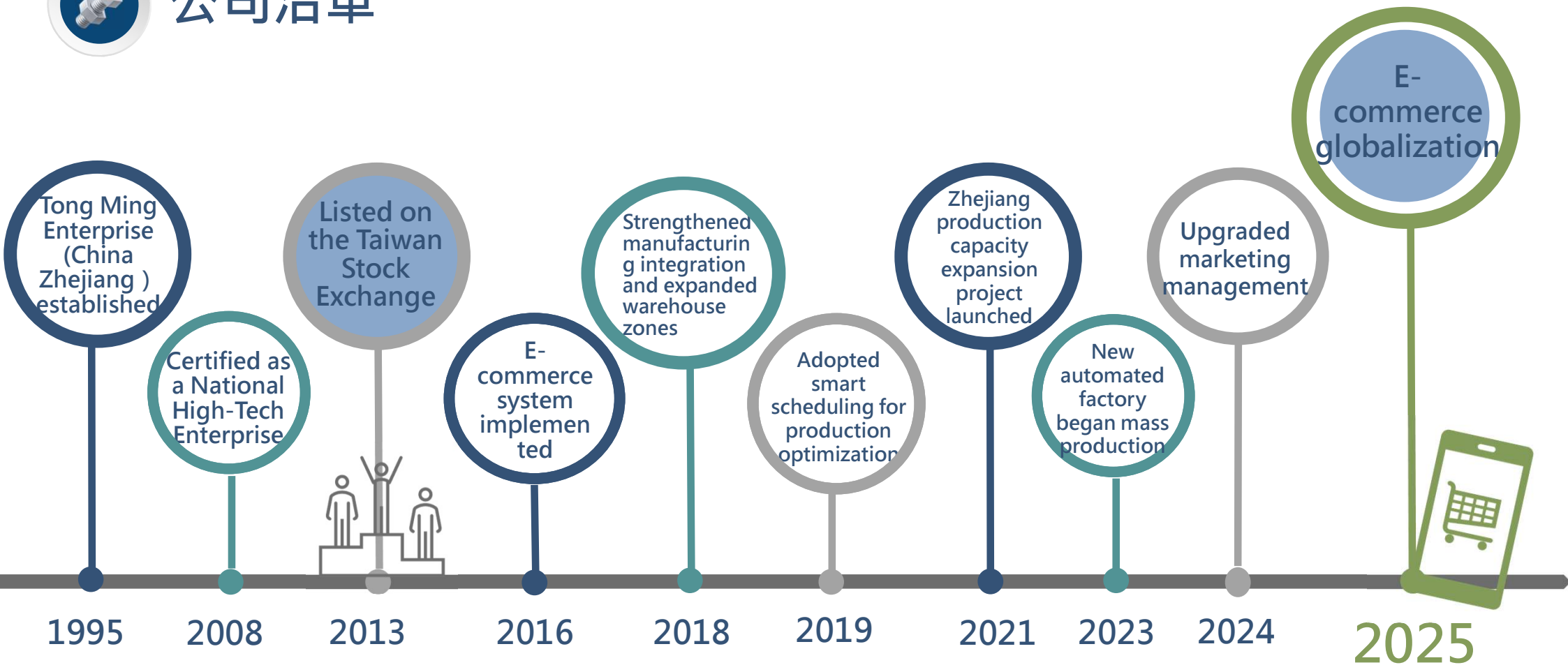
**Taiwan-Winlink Fasteners
Subsidiary (Sales & Trading)**

**Thailand-Tong Ming Subsidiary
(Sales & Trading)**





公司沿革





Market Position & Company Overview



World' s Largest Single Site Fastener Manufacturer



No.1 Market Share in China



The Only Company Worldwide with Integrated Manufacturing and Distribution



Exported to Over 46 Countries Worldwide



Top 3 Precision Fastener Supplier in China



Serving 10,000+ Fastener Distributors





Service Advantages – Integrated from Manufacturing to Distribution

Traditional Model



Tong Ming Model



Professional Team

Our pre-sales team provides technical support and solutions; the post-sales team responds promptly to ensure customer satisfaction.

Localized Customer Service

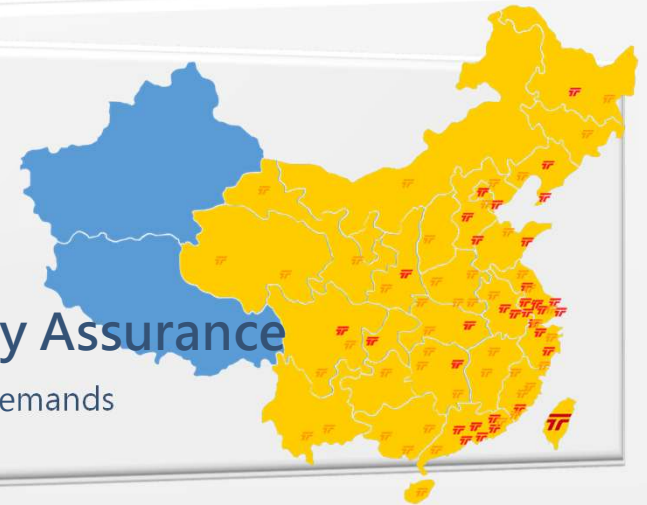
Nationwide distributor coverage with localized services and rapid response capabilities.

Sufficient Inventory

Ensure fast and reliable supply.

Smart Manufacturing & Quality Assurance

Smart production adapts efficiently to changing demands while delivering superior product quality.





Product Introduction

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

Fasteners (Bolts & Nuts)



Stainless Steel Wire



Strategic Trade Products



Small Screws





Industrial Applications

Photovoltaic (PV) Industry



Renewable Energy Industry



Food Processing Industry



Agri Tech



China High-Speed Rail



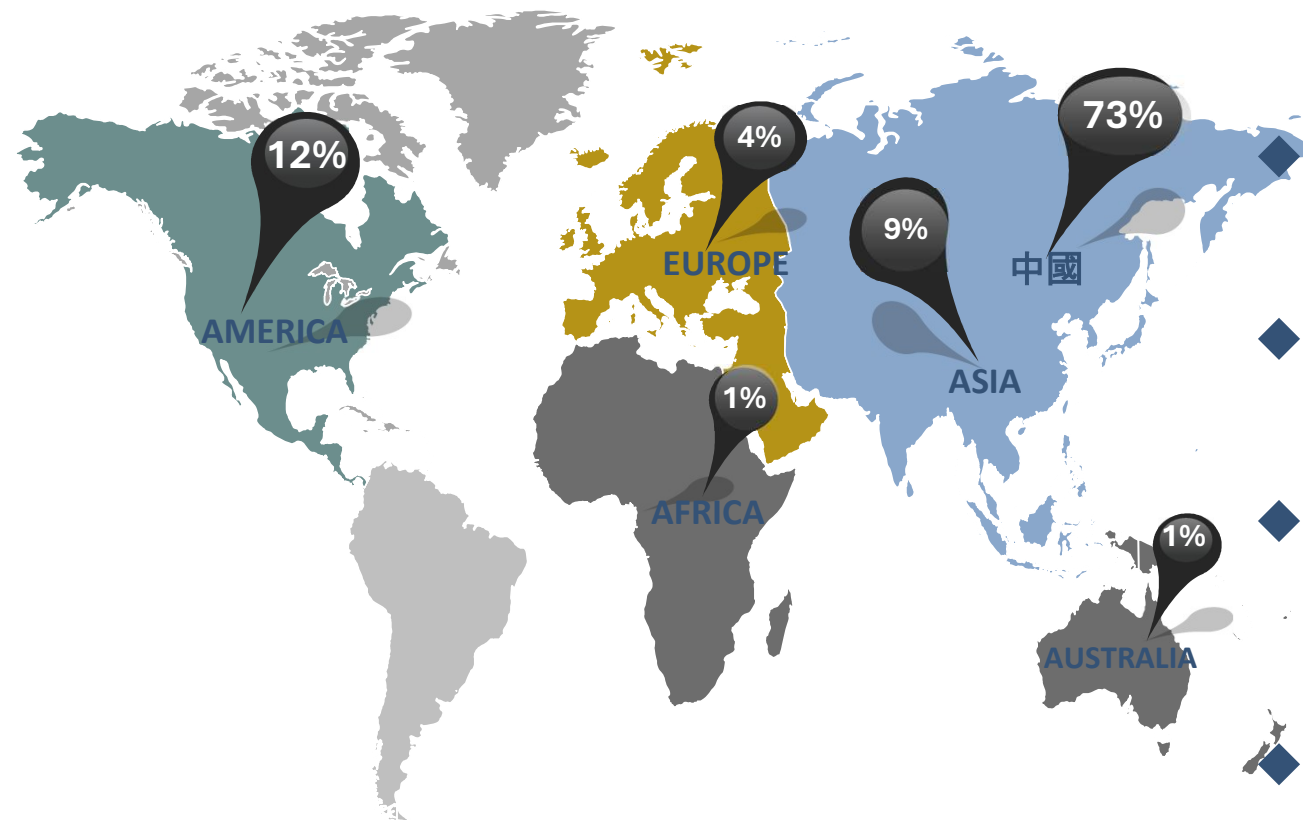
Drone Industry



Public Utilities



2024 Sales Market Distribution & Global Overview



- ◆ Tariff impacts have led to supply chain restructuring and increasingly complex competitive barriers
- ◆ Global investment slowdown with unclear demand outlook
- ◆ Industry competition makes survival difficult for small enterprises
- ◆ Ongoing impact of the Israel–Palestine and Russia–Ukraine conflicts
- ◆ U.S. tariffs continue to influence global economic trends



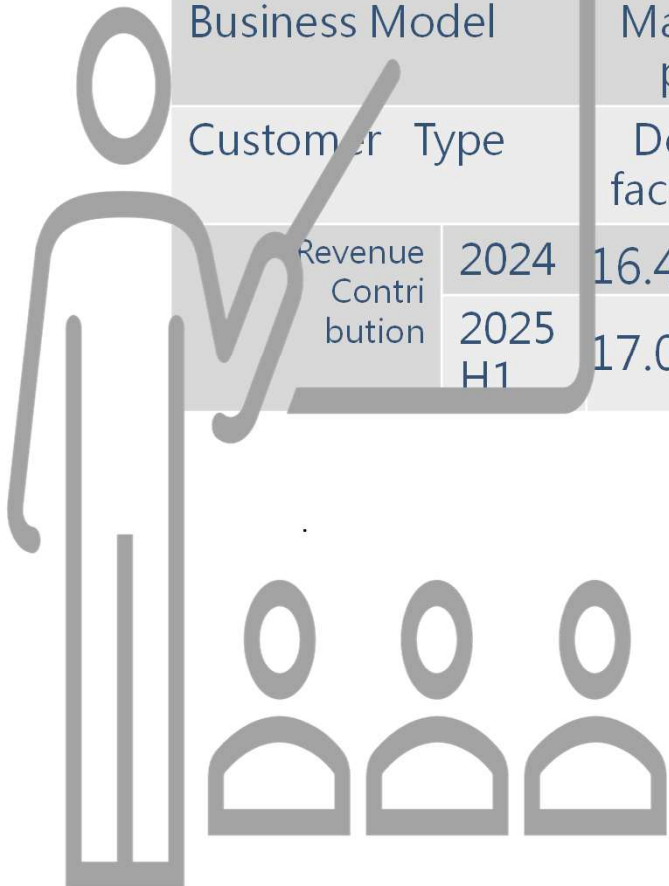
02

Business Performance

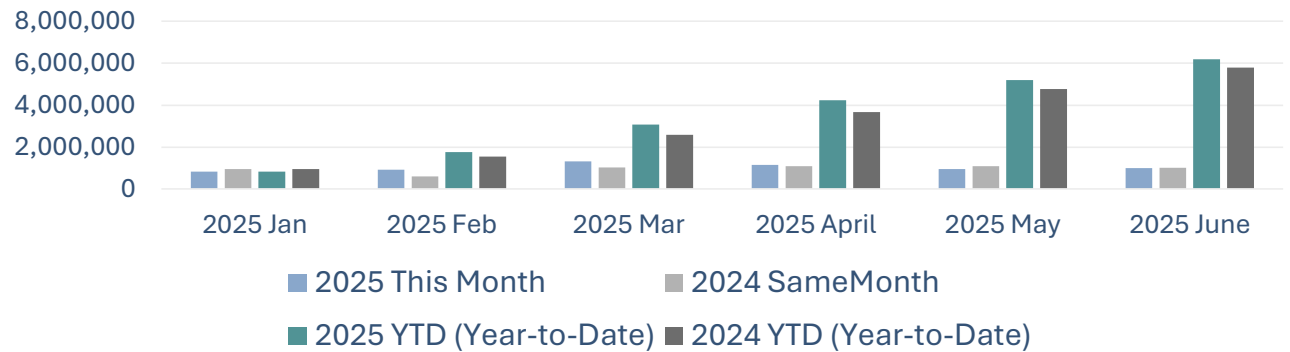


2025 Sales Overview

Category		Stainless Steel Wire	Fasteners (Export)	Fasteners (Domestic)	Strategic Trade Products	Other
Business Model		Made-to-order production	Made-to-order production	Branded Sales Network	Strategic Partnerships	Partnerships
Customer Type		Domestic end factories (China)	Overseas distributors	10,000+ local distributors	Key overseas clients	clients
Revenue Contribution	2024	16.41%	16.22%	52.23%	12.36%	2.78%
	2025 H1	17.04% ↑ +0.63%	15.60%	51.08%	13.52% ↑ +1.16%	2.76%



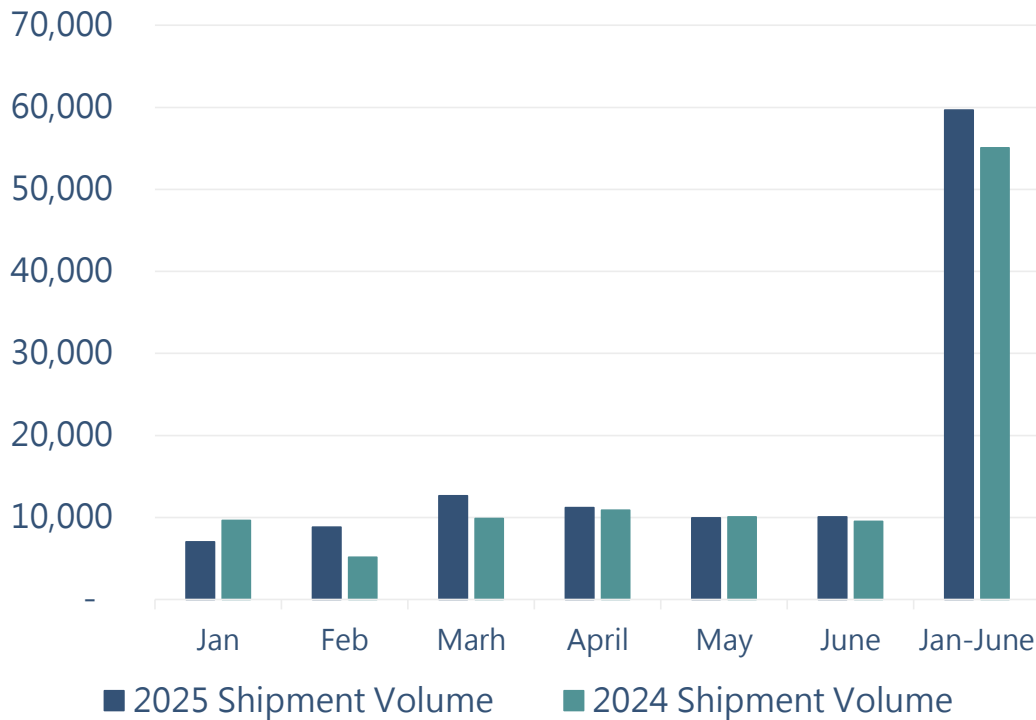
Monthly Revenue in 2025 (TWD in thousands)



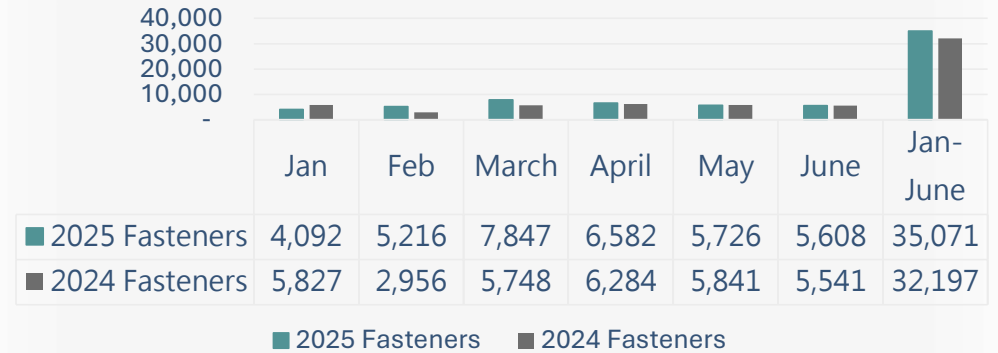


2025 Tong Ming(Zhejiang) Shipment Overview

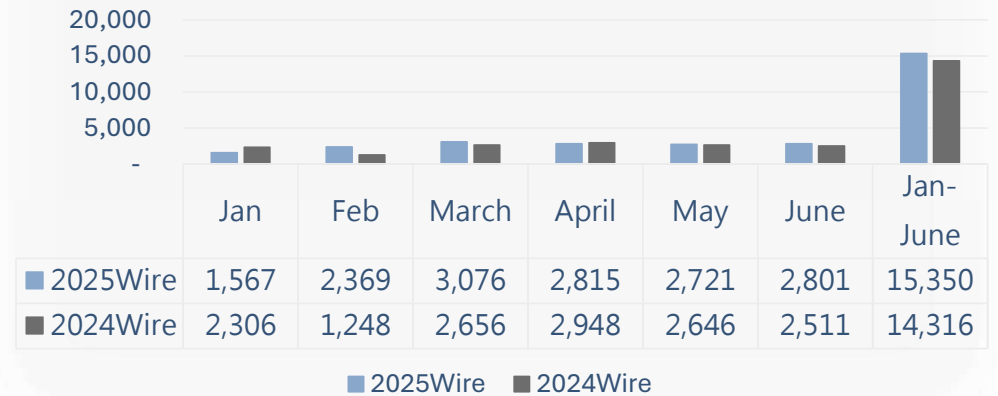
Tong Ming(Zhejiang) (incl. Tong He)
Total Shipment Volume (tons)



Tong Ming(Zhejiang)
Fasteners Shipment Volume (tons)



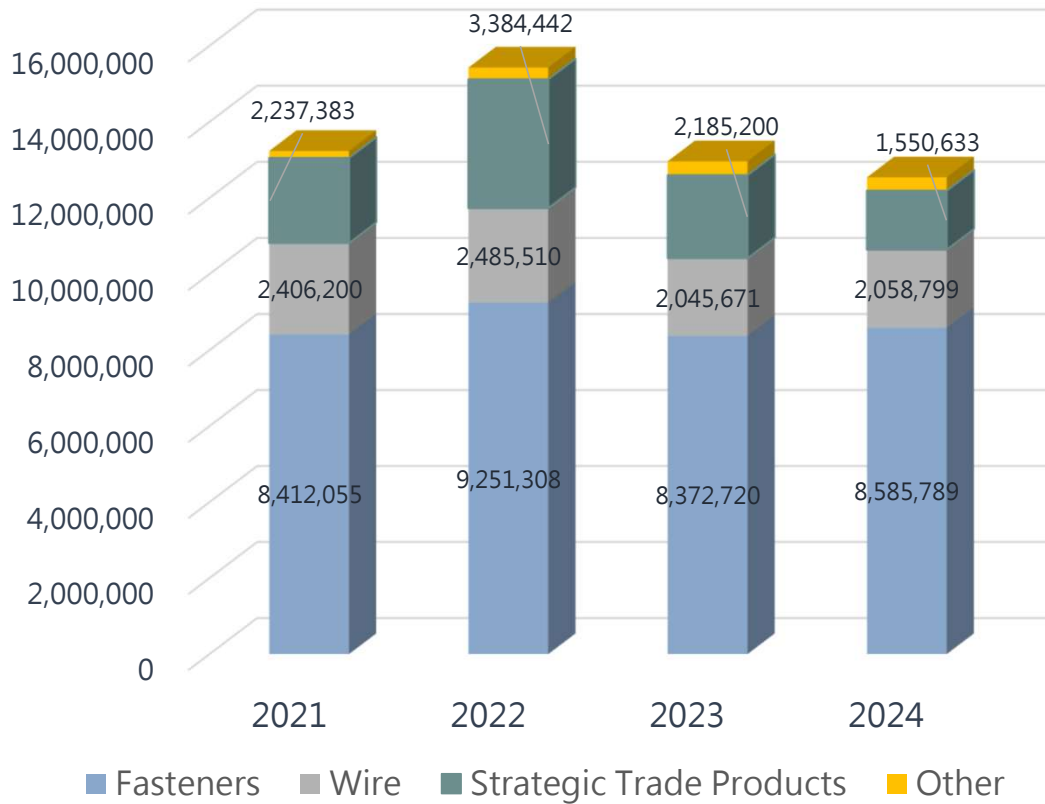
Tong Ming(Zhejiang) (incl. Tong He)
Wire Shipment Volume (tons)



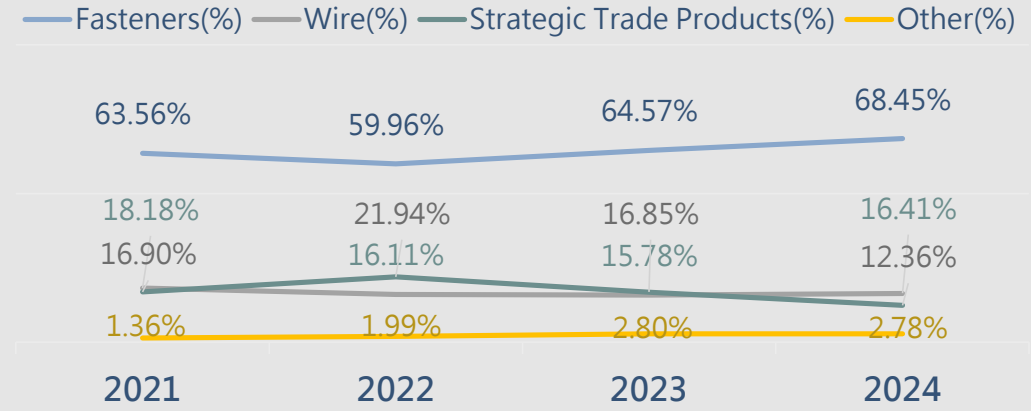


Revenue by Product

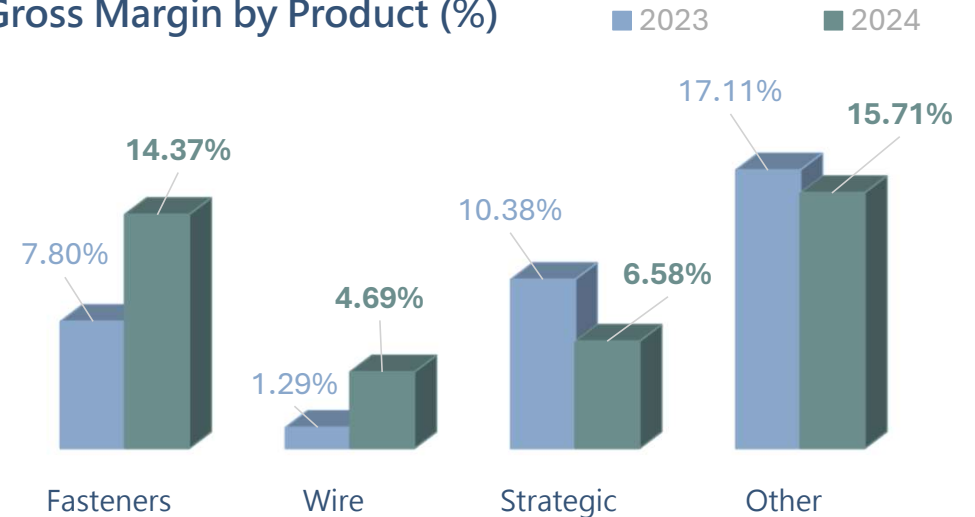
Revenue by Product (Unit: TWD in thousands)



Revenue by Product



Gross Margin by Product (%)

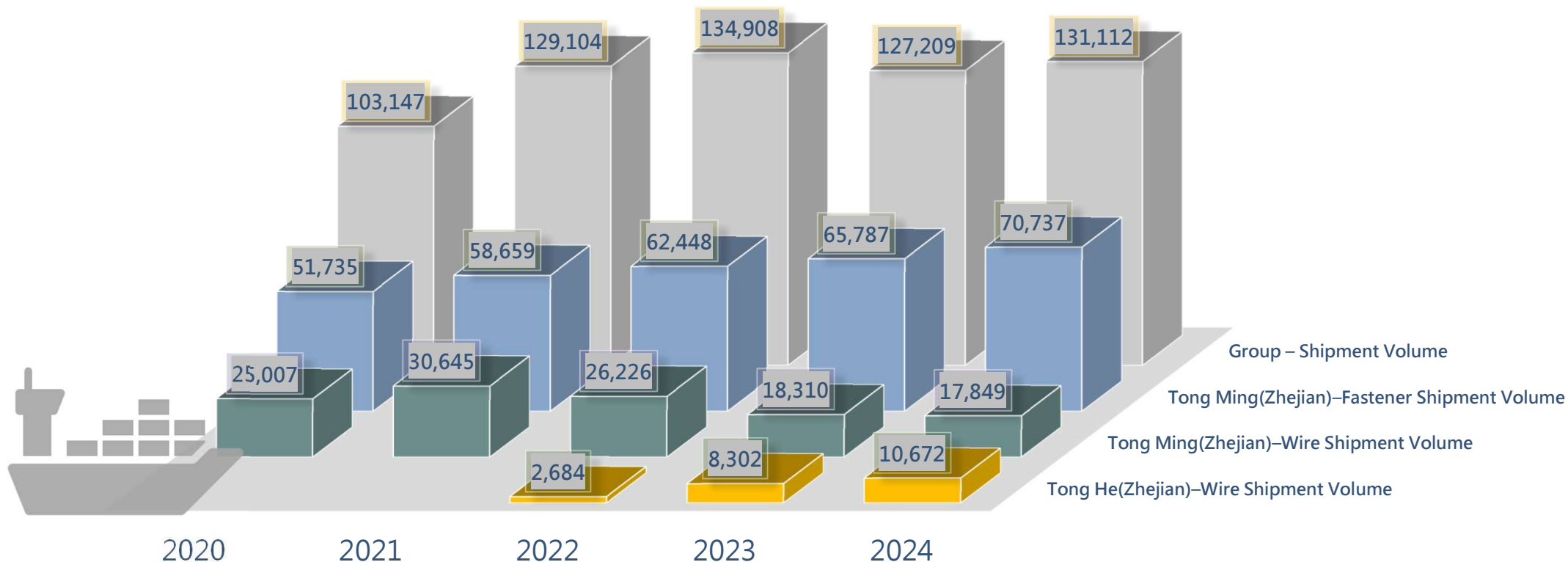




Shipment Volume Trend

SHIPMENT VOLUME CHANGE – GROUP AND ZHEJIANG DONGMING (UNIT: TONS)

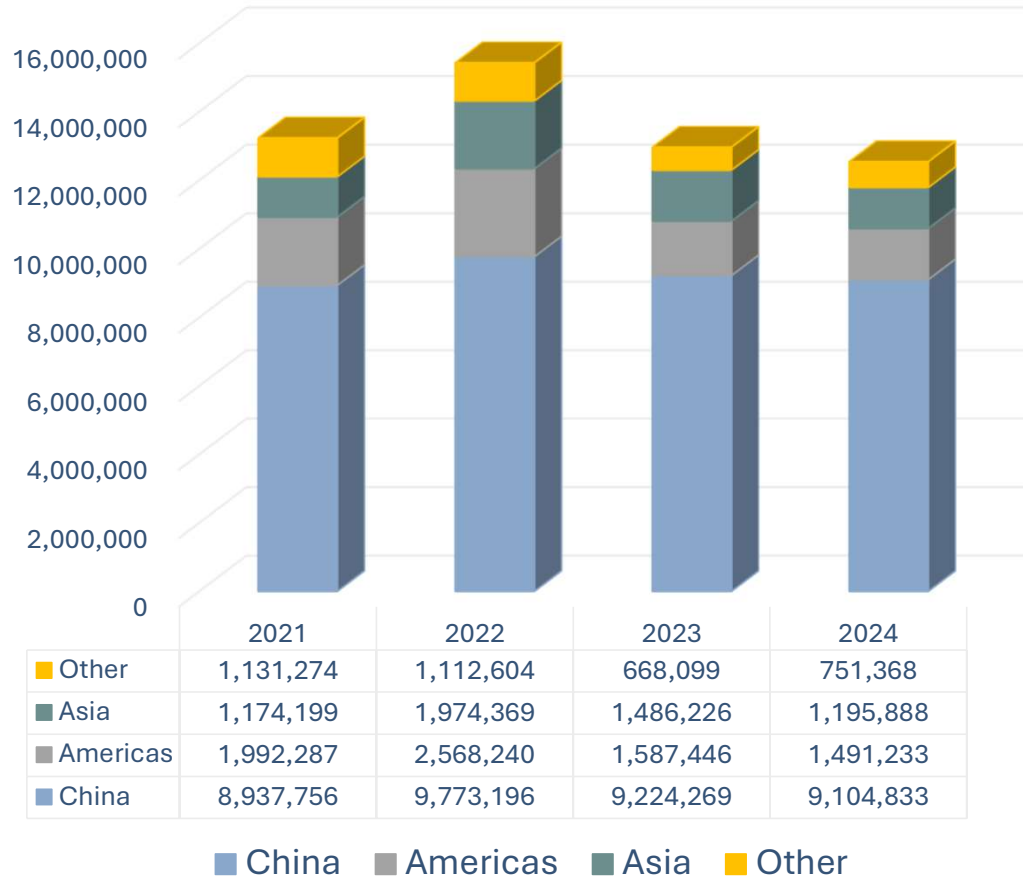
- Tong He(Zhejiang)–Wire Shipment Volume
- Tong Ming(Zhejiang)–Fastener Shipment Volume
- Tong Ming(Zhejiang)–Wire Shipment Volume
- Group – Shipment Volume



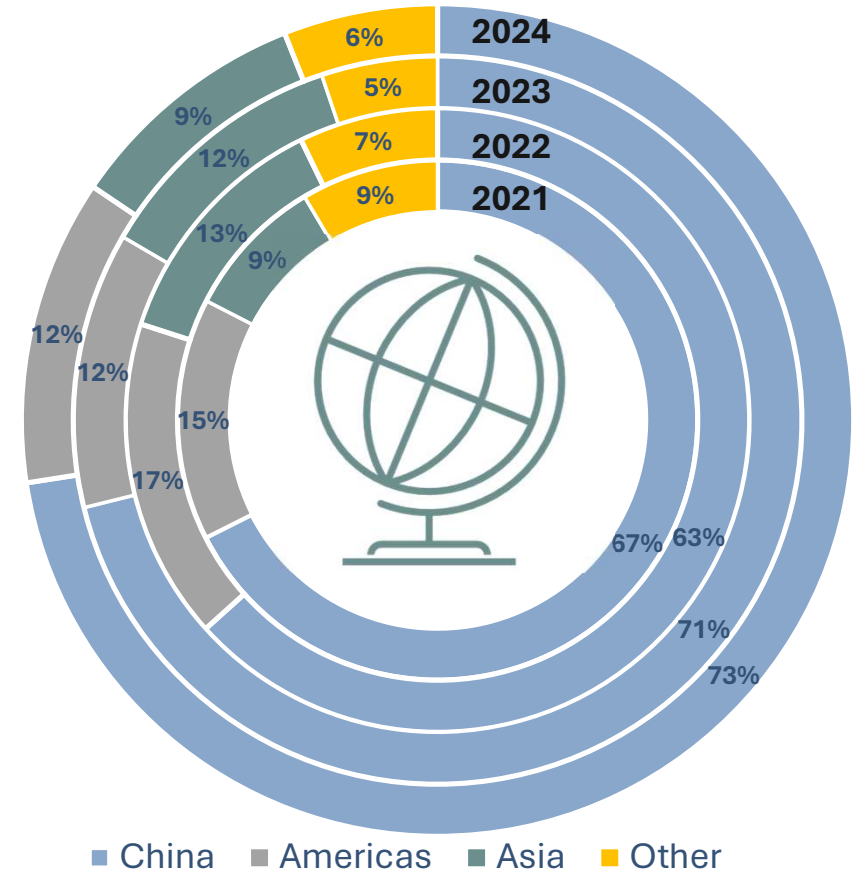


Revenue by Region

Revenue Distribution by Region (Unit: TWD in thousands)



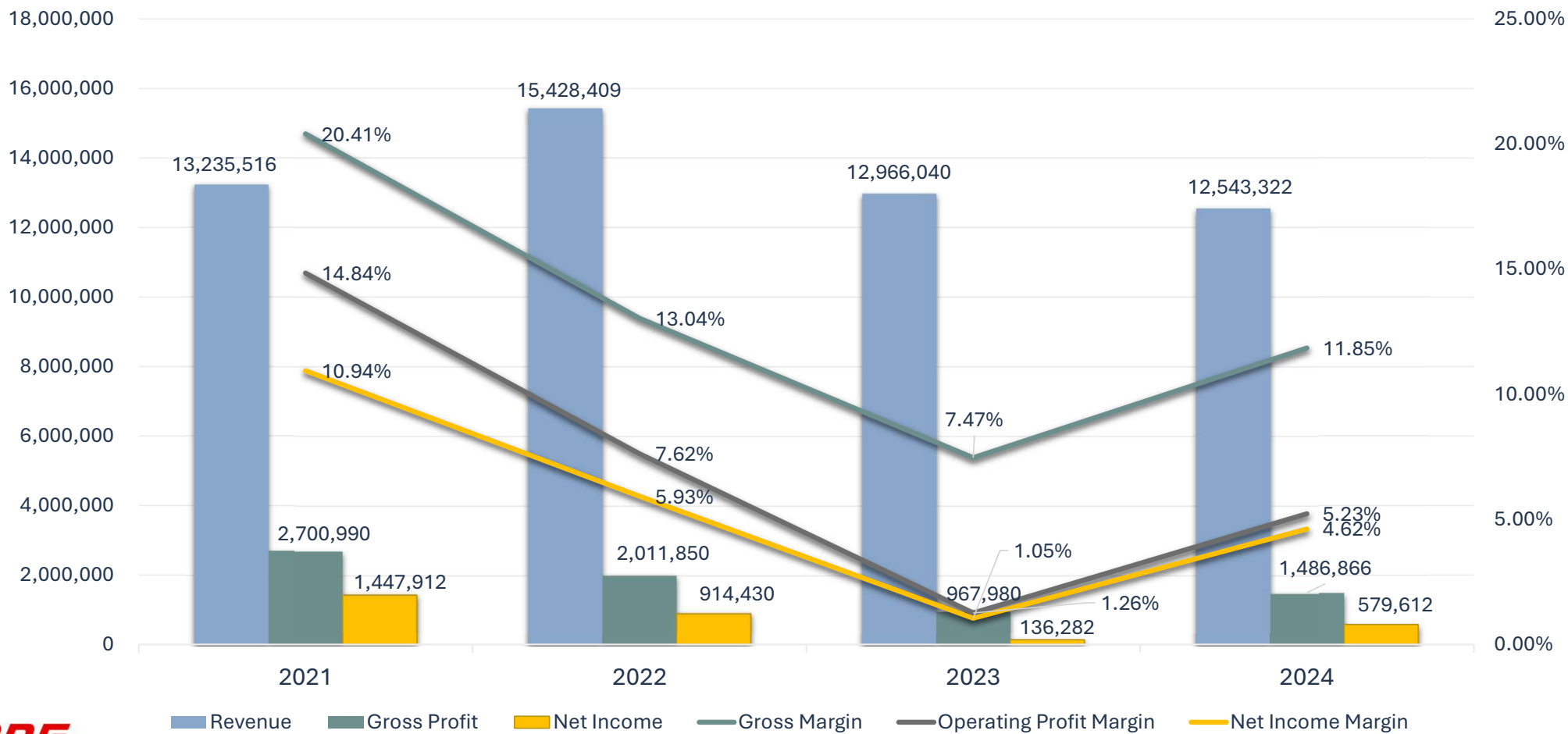
Revenue Composition by Region (%)





Revenue & Gross Margin & Net Profit Margin

(Unit: TWD in thousands)

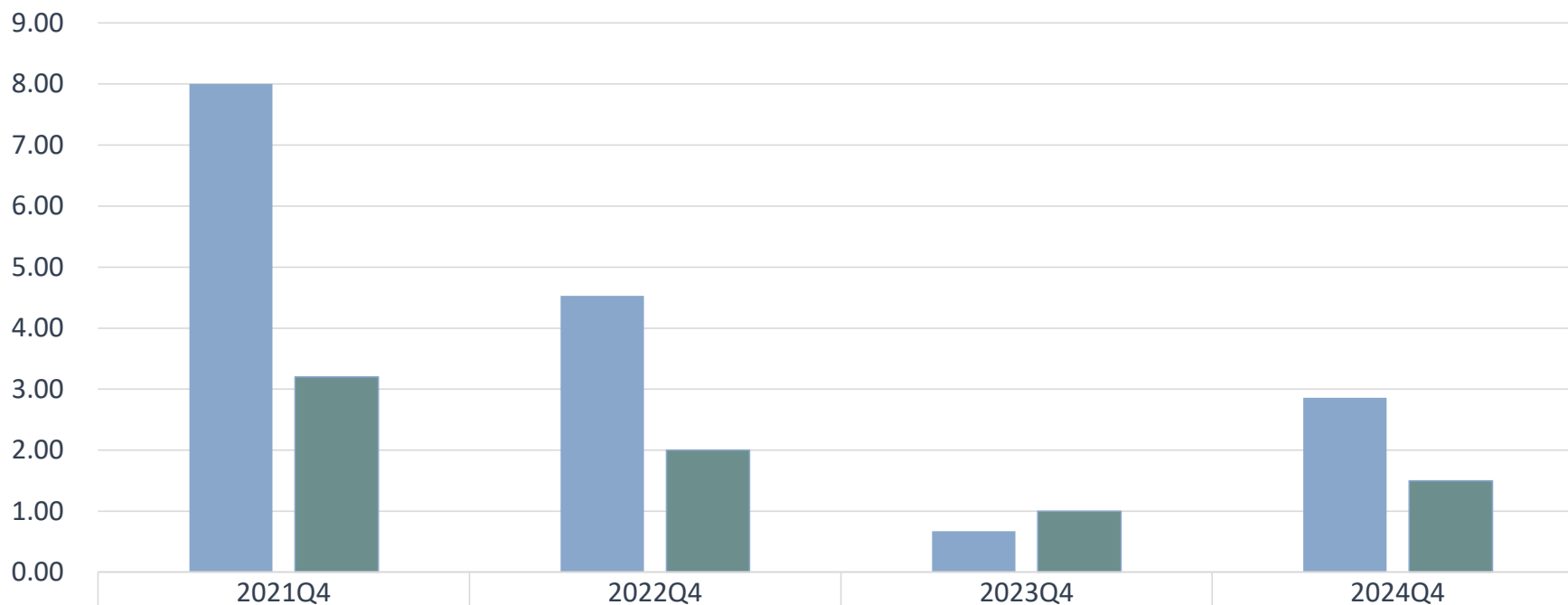




Dividend Distribution

Dividend Distribution (Unit: TWD)

■ Earnings Per Share (EPS)
■ Cash Dividend



■ Earnings Per Share (EPS)	8.00	4.53	0.67	2.86
■ Cash Dividend	3.20	2.00	1.00	1.50



Business Performance – Last 5 Years

Unit: TWD in thousands

Income Statement	2021	2022	2023	2024	2025Q1
Revenue	13,235,516	15,428,409	12,966,040	12,543,322	3,078,114
Gross Profit	2,700,990	2,011,850	967,980	1,486,866	360,572
Gross Margin (%)	20.41%	13.04%	7.47%	11.85%	11.71%
Operating Expense	736,713	835,602	804,892	830,775	209,836
Profit from Operations	1,964,277	1,176,248	163,088	656,091	150,736
Operating Profit Margin (%)	14.84%	7.62%	1.26%	5.23%	4.90%
Non-Operating Income / (Expenses)	(171,631)	(53,291)	(49,111)	39,979	26,277
Profit Before Income Tax	1,792,646	1,122,957	113,977	696,070	177,013
Income Tax Expense / (Benefit)	344,734	208,527	(22,305)	116,458	36,346
Net Income for the Period	1,447,912	914,430	136,282	579,612	140,667
Net Income Margin (%)	10.94%	5.93%	1.05%	4.62%	4.57%
Earnings Per Share (EPS) (Unit: TWD)	8.00	4.53	0.67	2.86	0.70



03

Business Outlook



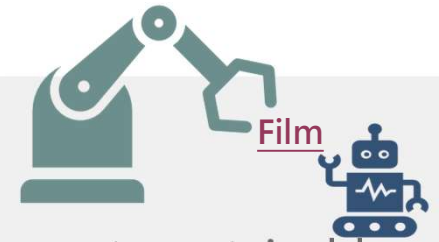
Future Outlook



- ◆ Expanding overseas bases
- ◆ Connecting with international customer demand
- ◆ Establishing overseas interfaces & offshore servers



- ◆ Increase brand recognition
- ◆ Strengthen customer loyalty



- ◆ Promote sustainable operations through smart production lines
- ◆ Further upgrade production line automation



04

Q&A

Thank you for your attention
— until next time!

