



TSEC Corporation (6443) Investor Conference



Date: 2023/12/07



Safe Harbor Notice

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- 1. Company Introduction**
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- 3. Financial Info.**



Company Profile

Established	Jun 24th, 2010
Company Name	TSEC Corporation
Logo	Taiwan Solar Energy Corporation
Paid-in-Capital	NTD 5.38 billion (including Preferred Stock)
Plant Locations	HsinChiu (Cells) / PingTung (Panels)
Products	1.Solar Cell
	2.Solar Panel
	3.PV Project Installation & Development
Annual Capacity	Solar Cell / Panel 1.5GW
Employees	Appx. 1,800 (2023 DEC)
Sales Offices	New Taipei / Hsin-Chiu / ChungHwa / Tainan / PingTung
Main Shareholders	WeiJen Investment / National Development Fund / Formosa Rubber / YuSen Energy

Module Plant



Cell Plant



Headquarters





Corporate Business in PV sectors



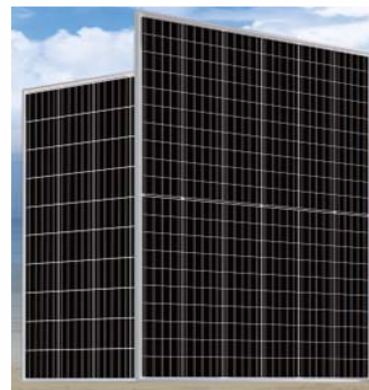
Polysilicon
結晶矽



Wafer
矽晶片



Solar Cell
電池



Solar Module
模組



Systems
系統安裝與維運



Sales & Production

Production

- G1 Production has been phased out, while M6 will be phased out in 2024Q1. Production will be mainly based on M10 only in 2024Q2.
- Currently, there are three production lines for M10. The total production capacity will exceed over 1.2GW.
- tSEC current production lines are M10 & G12 compatible. G12 production capacity could reach to 1.5GW and above.

Sales

- Sales from the overseas set out new request for M10 product testing.
- Taiwan is the home based market for tSEC, while the company plans to expand its market to the US and Japan in 2024 with a faster pace.
- Larger PV projects are accounted for 2/3 of the sales volume. Overall, the sales volume is steady and stabled.
- Starting from 2024Q3, M10 TOPCON will be the main product instead of M10 PERC for tSEC.



TOPCON Solar Cell/Module Implementation

Wafer Spec	Length cm	Cell Watt	Cell Efft.	Watt In %	6X10 Module Watt	6X12 Module Watt
PERC M10	18.2	7.62	23%	100%	450	540
TOPCON M10	18.2	8.15	24.70%	107%	480	575

TOPCON Strength:

- Module size remains the same while the total Watts increase 7%.
- Power increases will lower the installation cost. Longer DMY Hour helps to increase power generation.

TOPCON Weakness:

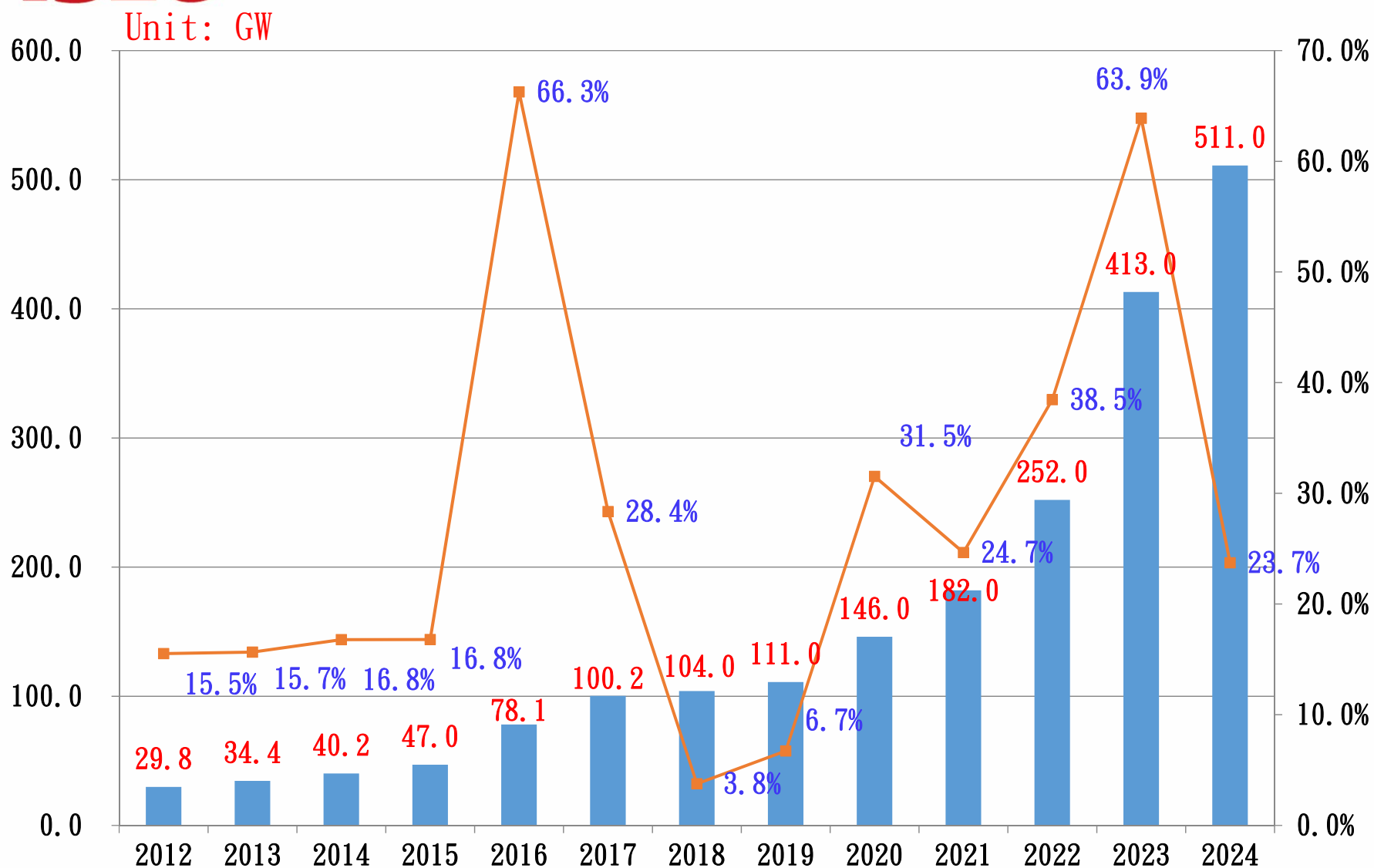
- TOPCON Cell does not have good water resistant. Therefore, the quality of module sealing materials matter the most.

2. PV Market Overview





Global PV Installation Forecasts



Source: tSEC & Bloomberg

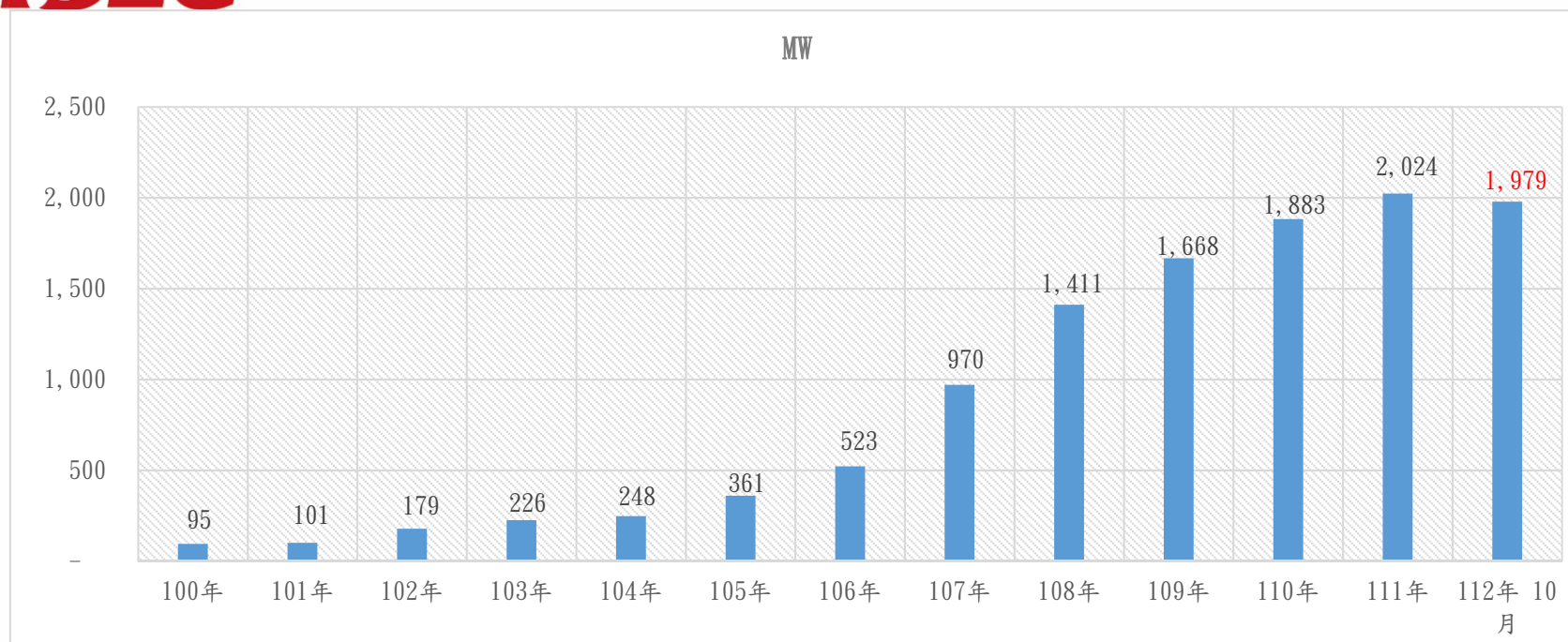


Global PV Installation 2023

- According to Bloomberg, the total PV installations will come to 413GW.
 - a. Module price has reached the historical low at 11¢/W.
 - b. China's PV installation will exceed 240GW in 2023.
 - c. Polysilicon production exceeds 580GW. The supply side is clearly over the demand.
- During the rapid growth period, PV industry is experiencing see and saw effect from supply and demand. Some are expecting that the supply and demand will come to a flipping turning point in 2024Q2.



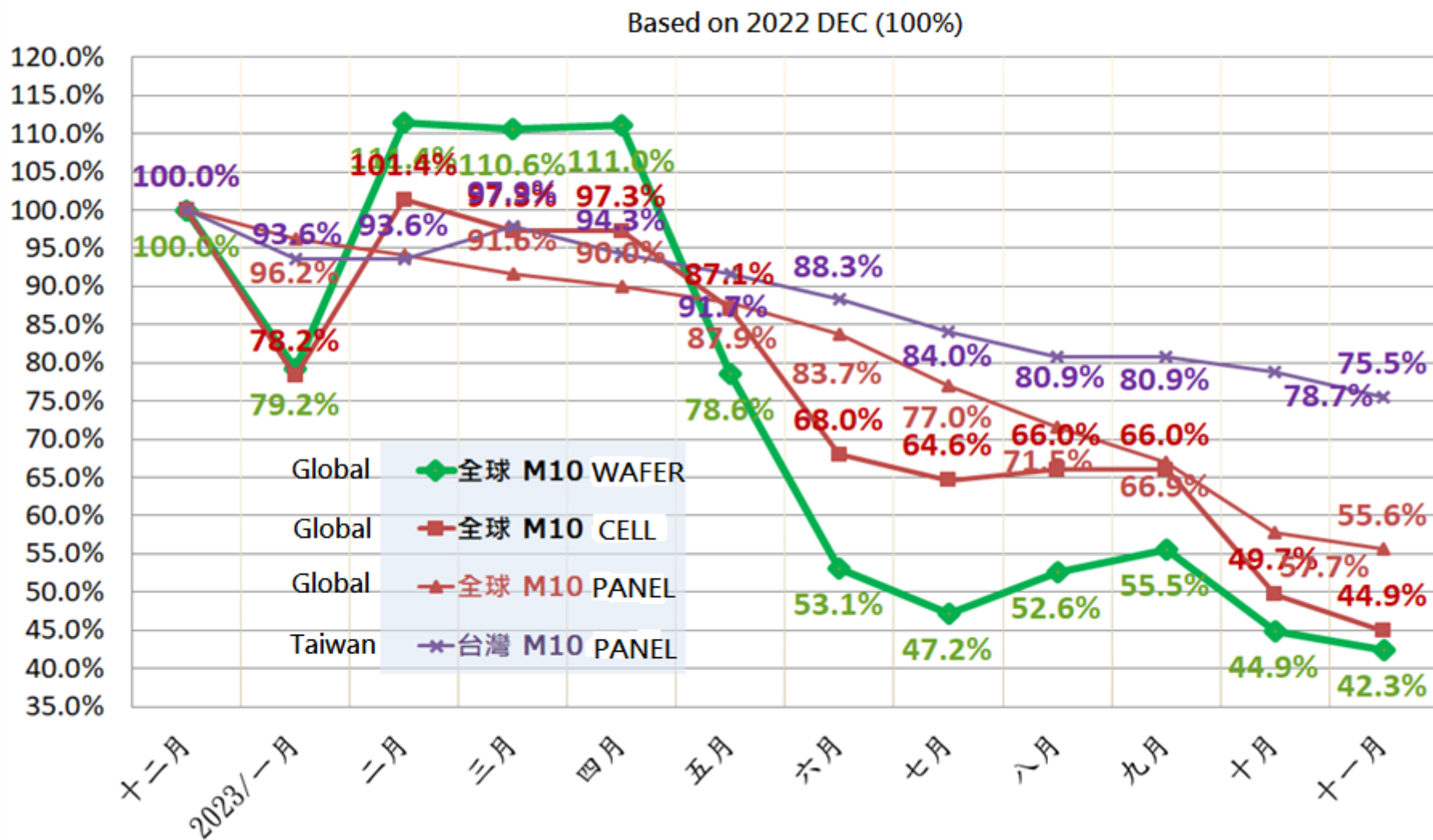
Taiwan PV Market



1. According to Energy of Bureau, Taiwan completed slightly over 2GW in 2022. The accumulation until Oct this year has come to 1,979MW.
2. 2023 PV installation is expected to reach 2.3GW.
3. The overall PV installation of Taiwan has reached to 11.7GW. There is still 8.3GW awaited to be installed in order to reach 20GW by 2025 of which at least 4GW to be installed per year from now on.



Price analysis from wafer cell to panel sectors





3. Financial Info.





Consolidated Income Statement

Unit: NT thousand ; EPS is NT

ITEM	Q3 2023	Q3 2022	YoY%	9M 2023	9M 2022	YoY%
Net Revenue	1,857,645	2,272,608	(18.3)	6,405,448	6,169,696	3.8
Gross Profit	416,196	122,945	238.5	872,398	389,456	124.0
Gross Margin	22.4%	5.4%	17.0%	13.6%	6.3%	7.3%
Operating Expenses	304,306	91,614	232.2	530,479	273,427	94.0
Income from Operations	111,890	31,331	257.1	341,919	116,029	194.7
Non-operating Income & Expenses	13,180	(12,741)	(203.4)	67,673	(61,259)	(210.5)
Income before Income Tax	125,070	18,590	572.8	411,592	54,770	651.5
Net Income	112,730	22,533	400.3	431,944	65,805	556.4
Net profit margin	6.1%	1.0%	5.1%	6.7%	1.1%	5.7%
EPS	0.23	0.05	360.0	0.89	0.14	535.7



TSEC Corporation

Taiwan Solar Energy