



RIILAND

Shenzhen Riland Industry Group Co.,Ltd

2023/02

Born to weld.

Riland overview

Riland Resume

The Inverter Welding Machine Founder in China from 1987

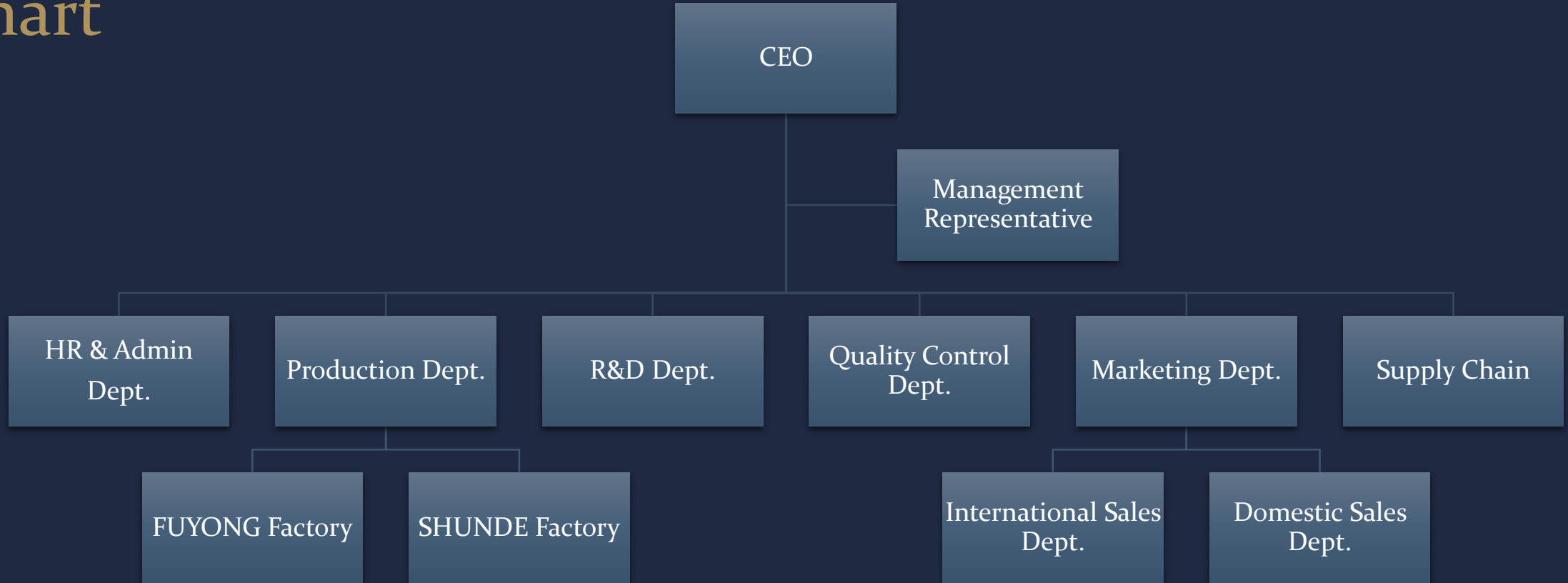
CSA ETL CE LVD EMC RoHS certificate by leading certification
bodies as CSA Group Intertek

10 Assy lines, more than 110,000 standard set/M

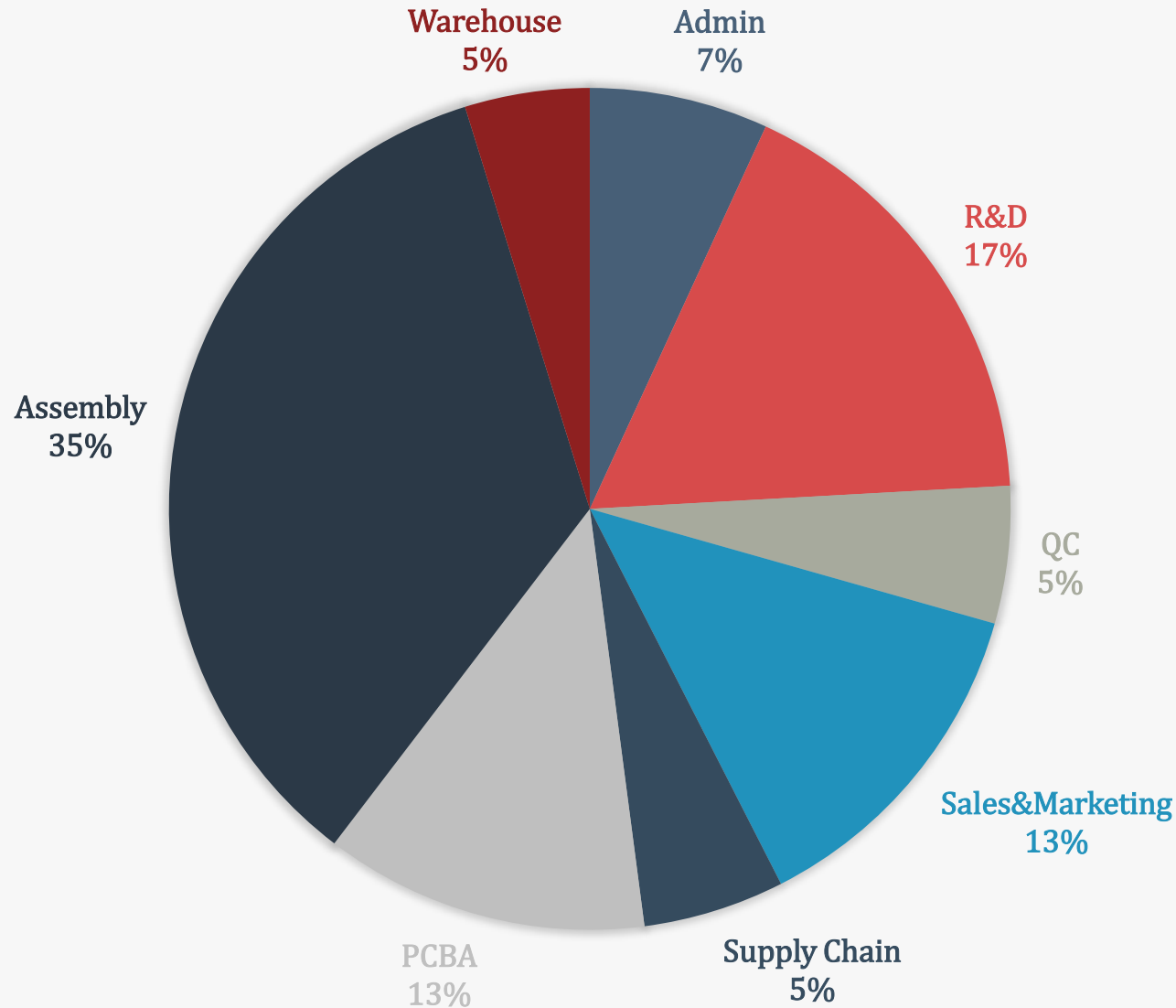
The top three of sales volume in domestic market and top ten of
sales volume in oversea market



Organization Chart



Employee Chart



Employee : 600+

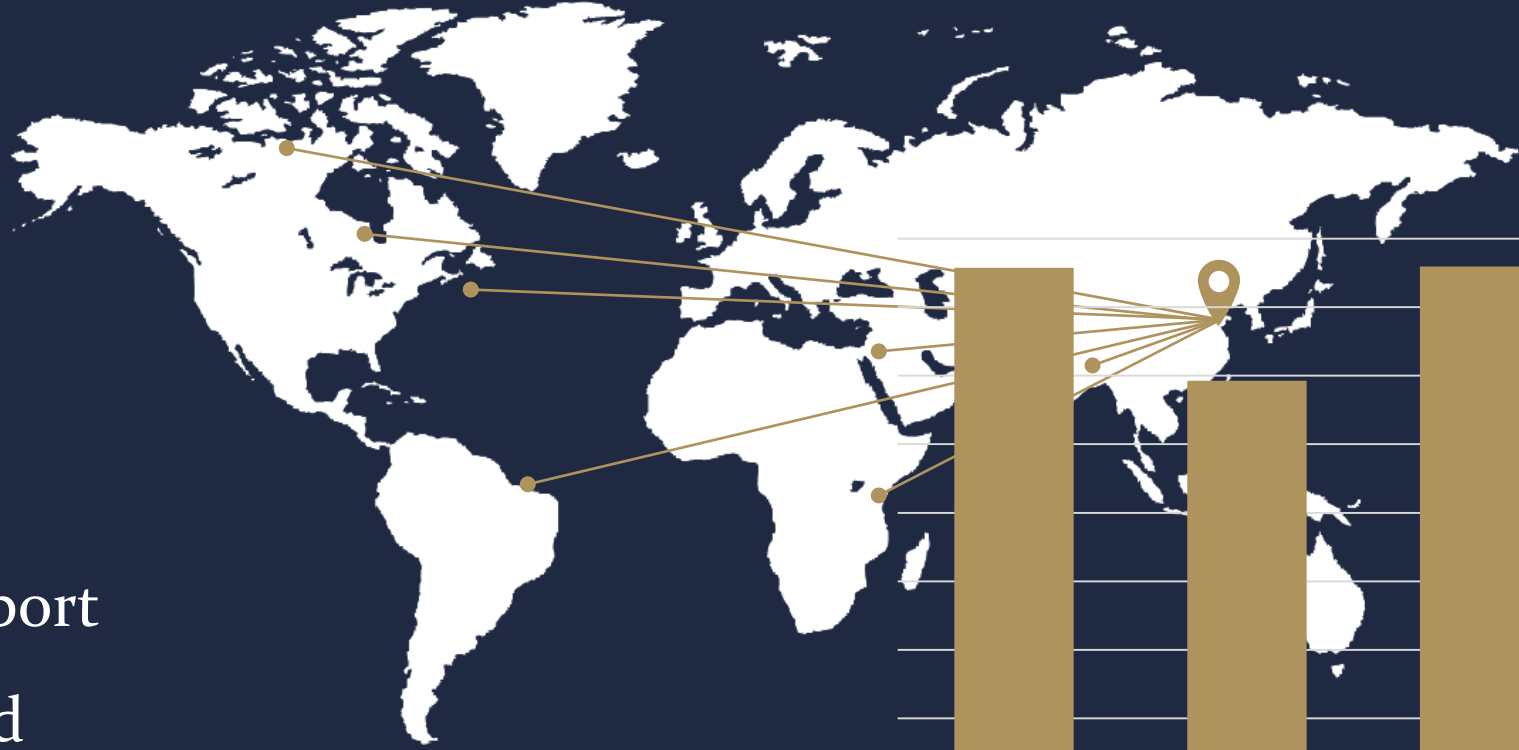
Admin	35
R&D	72
QC	36
Sales & Marketing	66
Supply Chain	38
PCBA	78
Assembly	238
Warehouse	30

Contacts of Core Members

Position	Name	Tel	Email
Primary Contacts	Cheng Jun	+86 189 2343 1223	Chengjun@riland.com.cn
Sales Dept.	Kate	+86 186 6595 8123	lijie@riland.com.cn
Quality Controls & Technology Dept.	Hua Yue	+86 189 4817 0258	service@riland.com.cn
Logistics Dept.	Nico	+86 189 4817 0202	nicogong@riland.com.cn
Manufacturing Development	Stone	+86 189 4817 0209	manufacturing@riland.com.cn
Project manager	Alex	+86 139 18324297	Alexai@riland.com.cn

Annual Export Volume

2019~2022



The Annual export volume of Riland

USD 35+ million

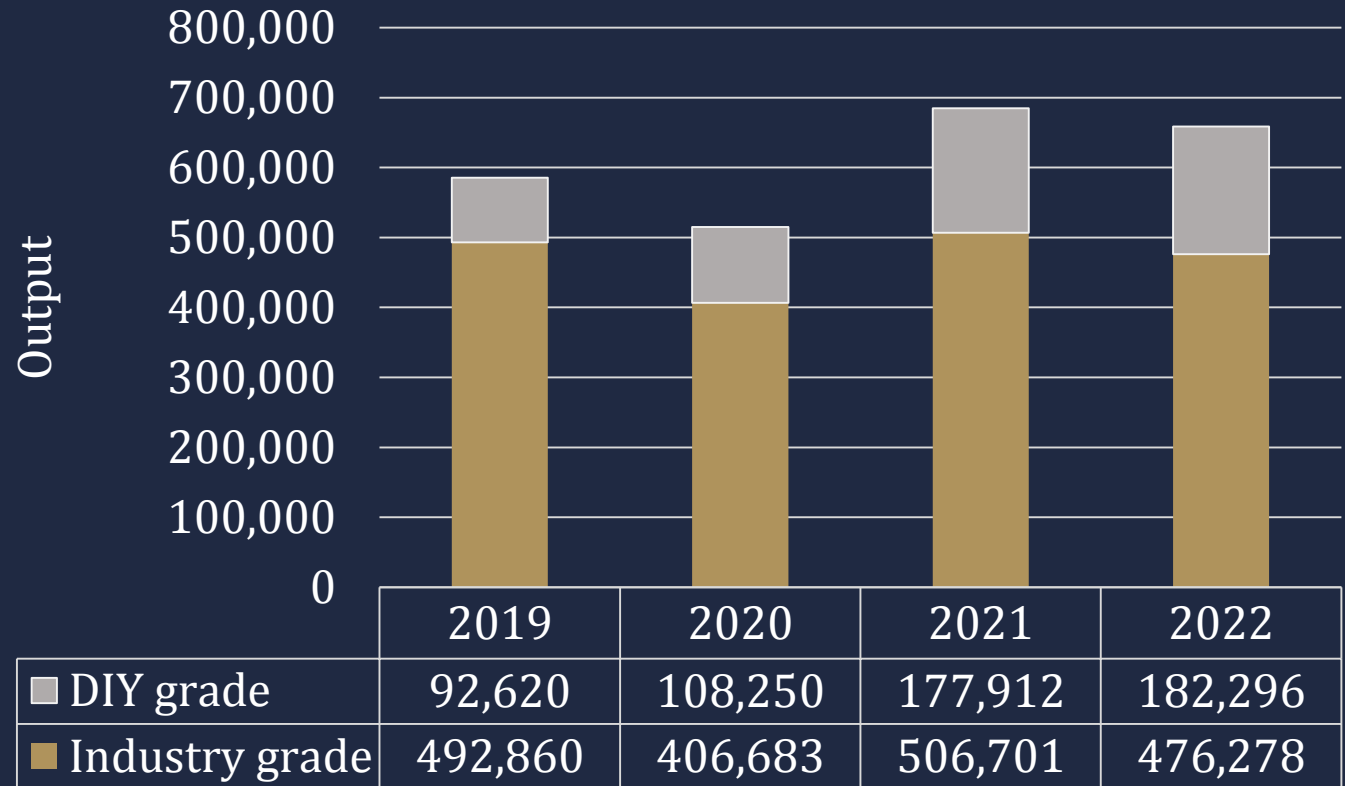
	2019	2020	2021	2022
■ Annual Sales Volume (million Dollars)	US\$37.87	US\$29.63	US\$37.98	US\$35.22

Annual Output Distribution

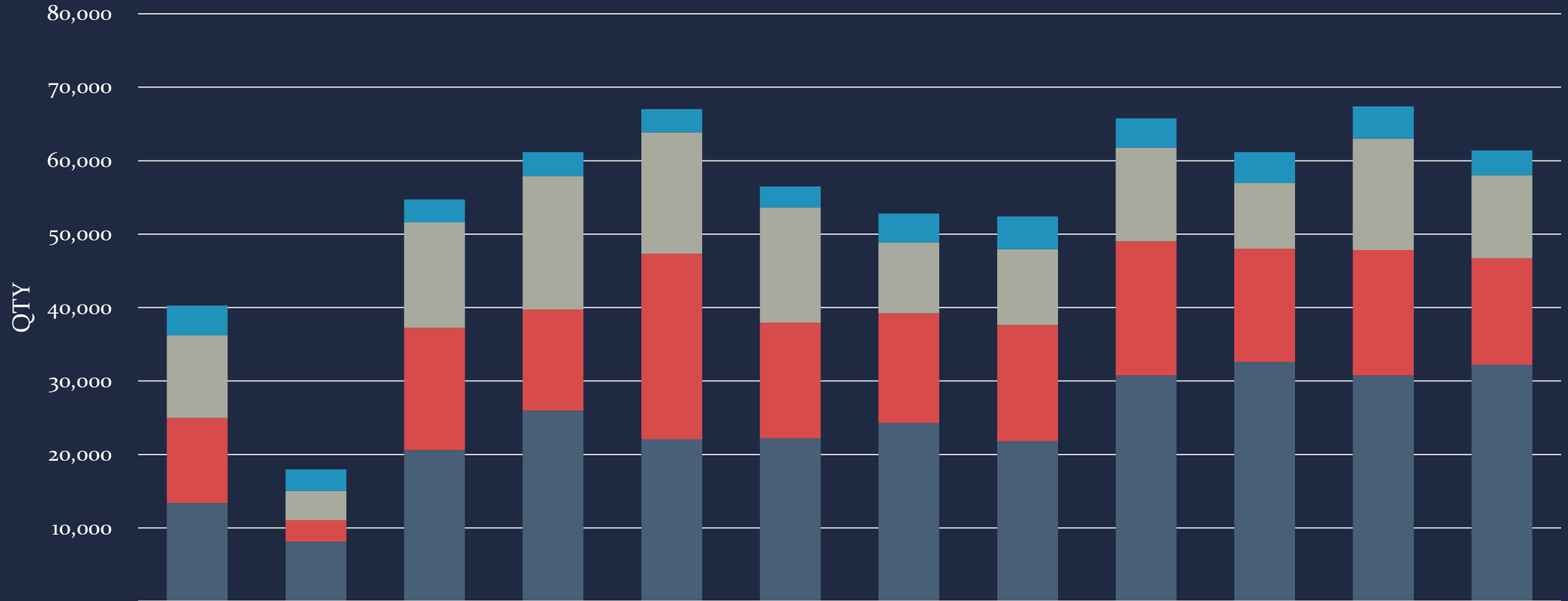
2019~2022



The Annual output
distribution of Riland

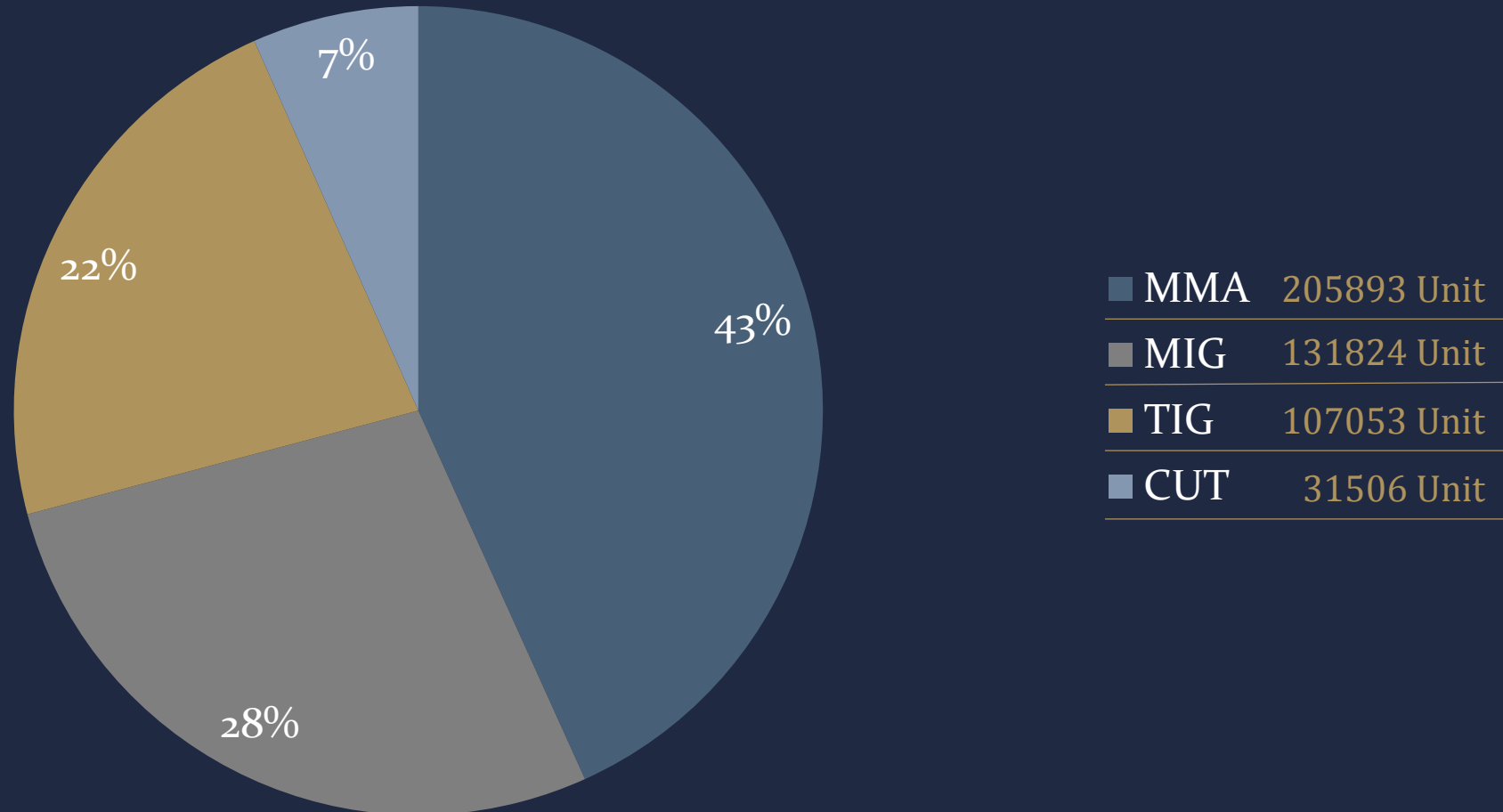


Annual Monthly Production Category Distribution 2022

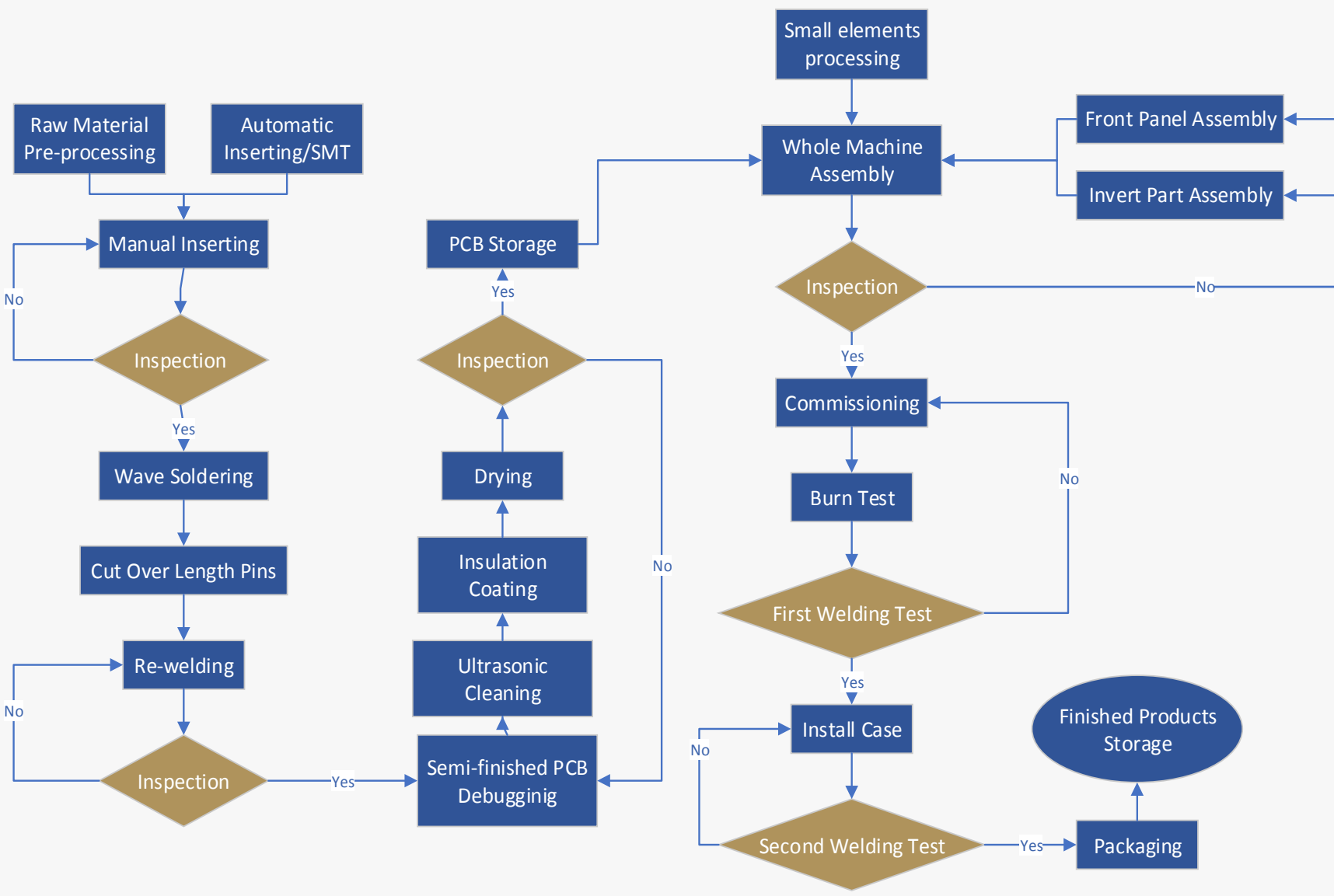


	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	Nov	Dec
CUT	4,013	2,966	3,120	3,275	3,138	2,870	3,948	4,451	3,993	4,227	4,415	3,375
TIG	11,274	3,975	14,352	18,151	16,539	15,696	9,618	10,299	12,747	8,938	15,165	11,299
MIG	11,573	2,917	16,662	13,733	25,285	15,766	14,948	15,832	18,265	15,410	17,055	14,501
MMA	13,406	8,129	20,589	25,989	22,058	22,178	24,284	21,807	30,755	32,596	30,766	32,225

Product Value Mix Scale



Manufacturing Workflow



TQRA

-Technology

-Fuyong Basement



Fuyong Factory



PCBA workshop



SMT workshop



Assembly workshop



Automatic Assembly Line



NEW PCBA workshop



Automatic Assembly Line



Automatic Assembly Line

-Shunde Basement

TQRA –Technology

- Key machine list

Main Equipment	Supplier	Model	Quantity	Location
Automatic Insertion Machine	CNSMT CO.LTD(China)	CNSMT RL131	2	Fuyong
Automatic Spraying Systems	Spraying Systems Co.(US.)	HA601DF	1	Fuyong
Chip Mounter	JUKI Automation Systems Co., Ltd. (Japan)	JUKI KE-2060M	2	Fuyong
Automatic solder paste printer	GKG Precision Machine Co. Ltd (China)	G-STAR GKGG6	2	Fuyong
Wave Soldering Machine	Flason Electronic Co.,limited(China)	FLASON NSI-350+SF-3J	2	Fuyong
Clearing System	SIMPLIMATIC AUTOMATION(US.)	Cimtrak® MUO-3000TF	1	Fuyong
Chip Mounter	Hanwha(Korea)	SM481PLUS	1	Shunde
Automatic solder paste printer	DESEN(China)	CLASSIC 1008	1	Shunde
Reflow soldering	SUNEAST(China)	SER-708A	1	Shunde
Wave Soldering Machine	SUNEAST(China)	E-flow	1	Shunde

TQRA –Technology

- Core suppliers



领先·创新



RILAND

TQRA -Technology - Core patents

No.	Patent Number	Patent Type	Patent Name	Application Field	Term of Protection
1	ZL 201521007103.7	Utility model	Digital inverter welding machine	Improve PFC performance	2025/11/27
2	201822197088.7	Utility model	Single board welding machine fan cooling heat dissipation structure and welding machine	Enhance the cooling effect and increase duty cycle	2028-12-25
3	ZL 201510895308.1	Invention	Motor speed control circuit, motor speed control method and motor	Improve the wire feeding stability for MIG welding machine	2035/11/27
4	ZL 201510893832.5	Invention	Digital inverter welding machine and its power-on self-inspection method	Output narrow pulse width self-test mode, pulse width detection and protection system,make welding machine safer and more effective	2035/11/27
5	201810464881.0	Invention	Intelligent low spatter FASW control system and method for MIG welding machine	Decrease the spatter for welding machine	2038/5/15
6	ZL 202111565690.1	Invention	Universal arc stabilization circuit, method and device for welding machine	Improve output reliability and make welding machine high efficiency	2041/12/21

TQRA -Quality - Testing Instruments

No	Testing Instrument	Test Purpose
1	Intelligent PS test board	To verify duty cycle under 40 °C and the limit temperature rise of each device, etc.,Compatibility between devices
2	Temperature Humidity Test Chambers	Ensure the machine performance good in high temperature, low temperature and humid environment
3	Metal Dust Test Chamber	Test the dustproof ability of the machine
4	IPX Rain Test Chamber	Ensure the build-in water removal system is effective and good working performance after the water test
5	Humid & Temp Programmable Tester	Test the reliability and stability of the machine under various temperature and humidity environments
6	Electrodynamic vibration generator system	①Verify the assembly stability and the structural strength of the whole machine, ②Verify its resistance to transportation or vibration
7	Electric constant temperature blast Drying Oven	Ensure the change after high temperature aging meet the standard requirements
8	Salt Spray Test Chamber	Test the salt spray and corrosion resistance of parts,components,metal materials and industrial products.
9	PS Energy efficiency tester	to test the efficiency and power factor of the welding power source, and meet the national standard 1-3 requirements.
10	Impact Resistance Device	Simulates the ability of the welding machine to resist impact and load under the impact of continuous switching on and off. No damage occurred during the testdamage
11	Group pulse power test	Ensure the stable performance of the product, in line with the latest IEC
12	Generator	Ensure good working performance under unstable and fluctuating power supply

TQRA - Quality - Certifications



CSA Certificate
(5 PCS—15 Models)



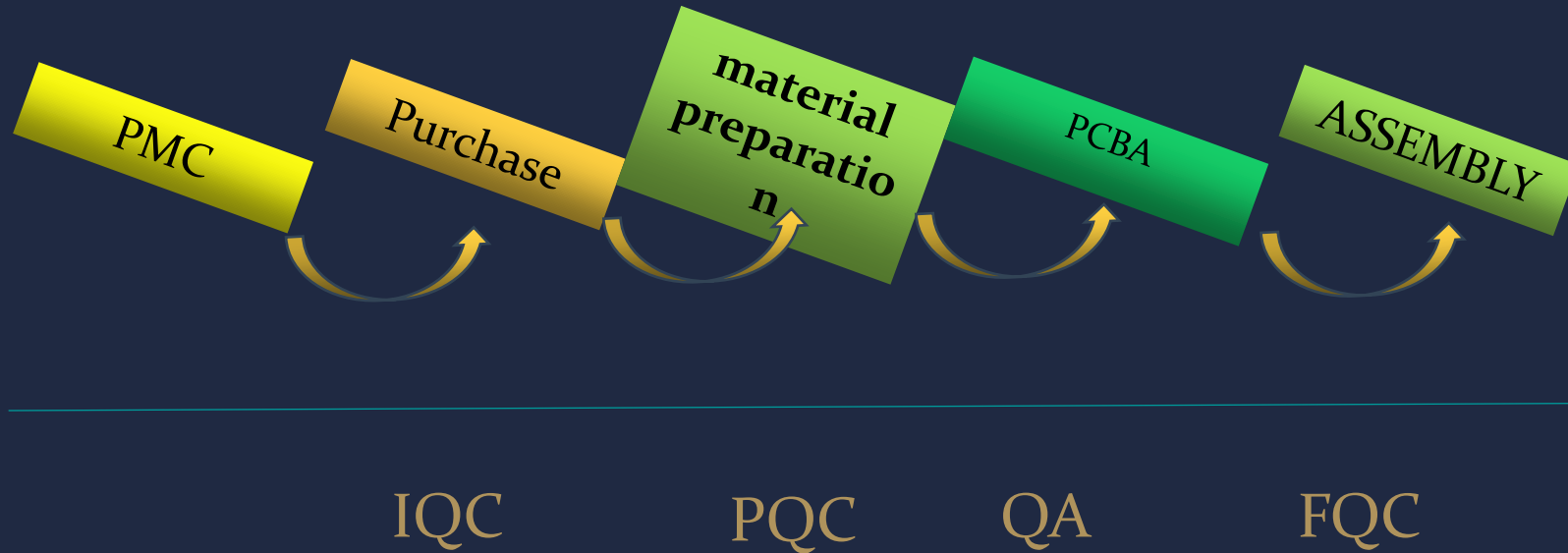
CE Certificate
(72 PCS—158 Models)



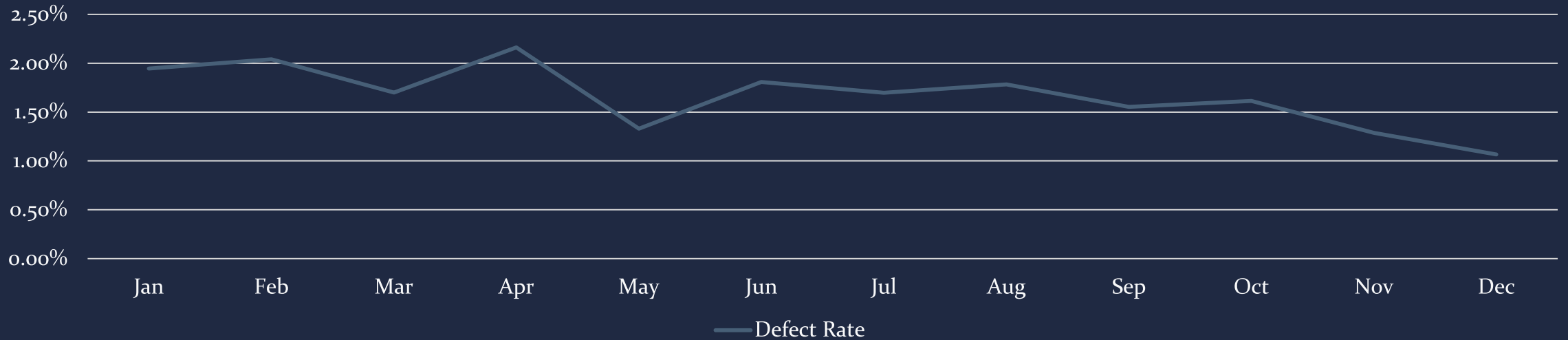
CCC Certificate
(71 PCS—196 Models)

TQRA - Quality

- Total Quality Control

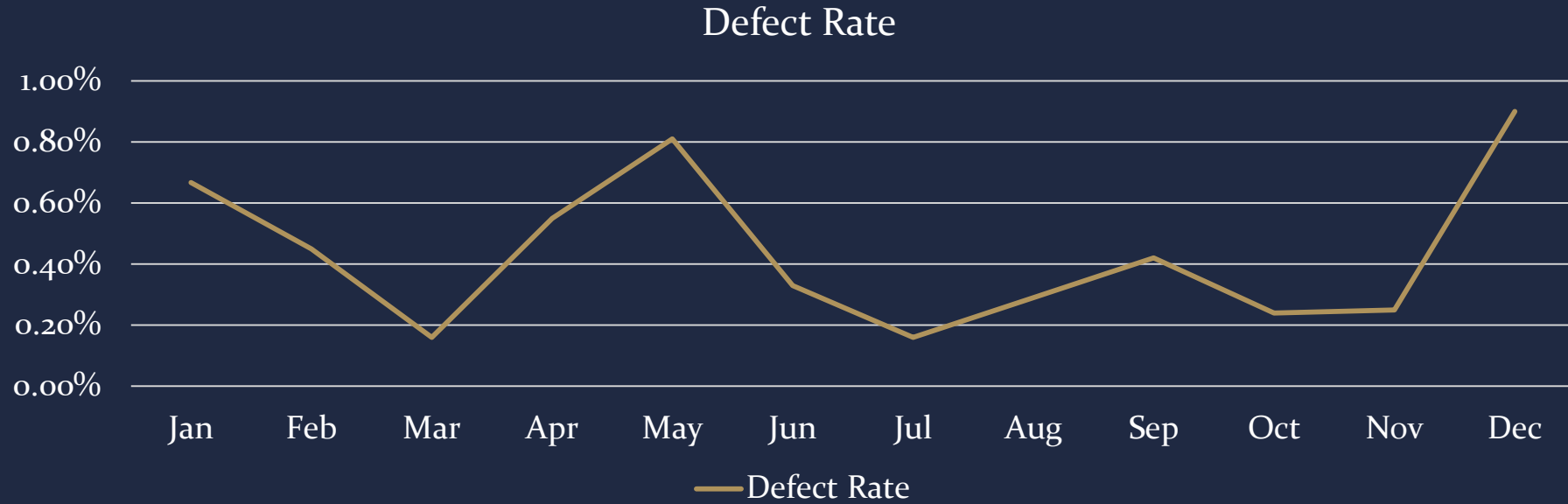


TQRA - Quality - Finish Products Defect Rate Trend 2022



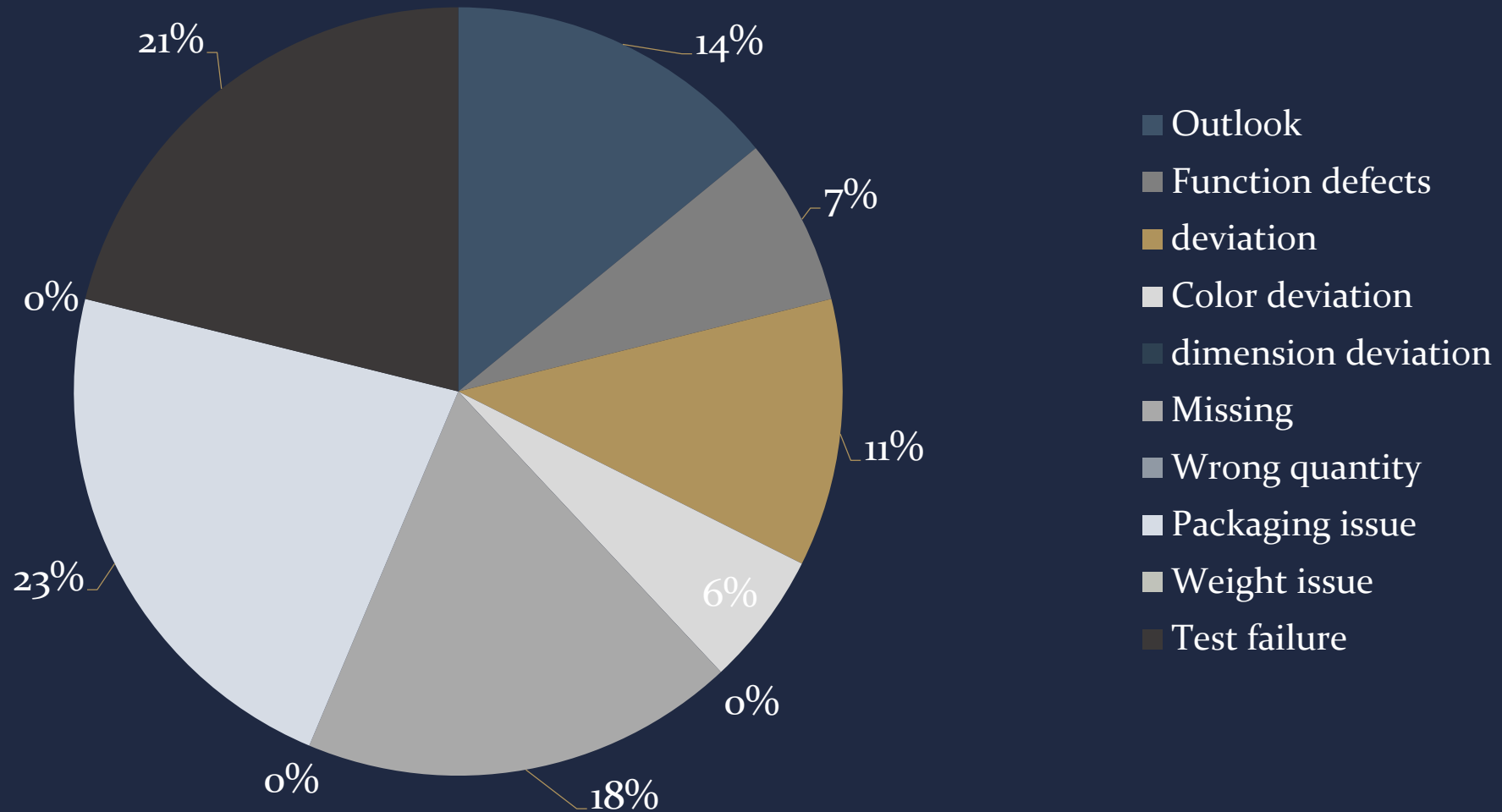
Month	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Sampled Qty	40,266	17,987	54,723	61,148	67,020	56,510	52,799	52,389	65,760	61,171	67,401	61,400
Defect Qty	783	367	930	1,322	892	1,022	896	934	1,022	987	867	655
Defect Rate	1.94%	2.04%	1.70%	2.16%	1.33%	1.81%	1.70%	1.78%	1.55%	1.61%	1.29%	1.07%
Defect Rate Target	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%

TQRA - Quality - Defect Rate of Batch Check Trend-2022



Item	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Batch	450	221	635	722	862	910	636	683	721	820	792	666
Defect	3	1	1	4	7	3	1	2	3	2	2	6
Defect Rate	0.67%	0.45%	0.16%	0.55%	0.81%	0.33%	0.16%	0.29%	0.42%	0.24%	0.25%	0.90%
Defect Rate Target	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%

TQRA -Quality - Category distribution of defect items (2022)



TQRA review

– Responsiveness

01.

Response time for quotation

- Will provide the new project quotation within 1-2 days depending on the complicity of the project or according to the deadline.

02.

Response time for standard sample machine request

- 7 days for stock samples by international express.

03.

Response time for OEM sample machine request

- 15 days for stock samples by international express.

TQRA review

– Responsiveness

04.

Lead time for standard welding machine orders

- 25 days after PI confirmed

05.

Lead time for OEM welding machine orders

- 35 days after PI confirmed

06.

Response time for after sales service support

- Within 24 hours when receive requests

TQRA -Availability – Manufacture Capacity Analysis

Land area of Fuyong factory : 165,000 square foot

Area of workshop: 250,000 square foot

We regarded the MMA160 as the standard set we made, our capacity is 50,000 standard sets/M in Fuyong Factory

Factory Branch	Fuyong Factory			Fuyong Factory			
Workshop	PCBA Workshop			Assy Dept 1	Assy Dept 2	Assy Dept 3	Assy Dept 4
Key equipment	SMT	Wave soldering	Painting	Assy line	Assy line	Assy line	Industry grade Assy line
Quntity	5	6	4	2	2	2	2
Max Capacity	100,000	90,000	80,000	16,000	16,000	10,000	8,000

TQRA -Availability – Manufacture Capacity Analysis

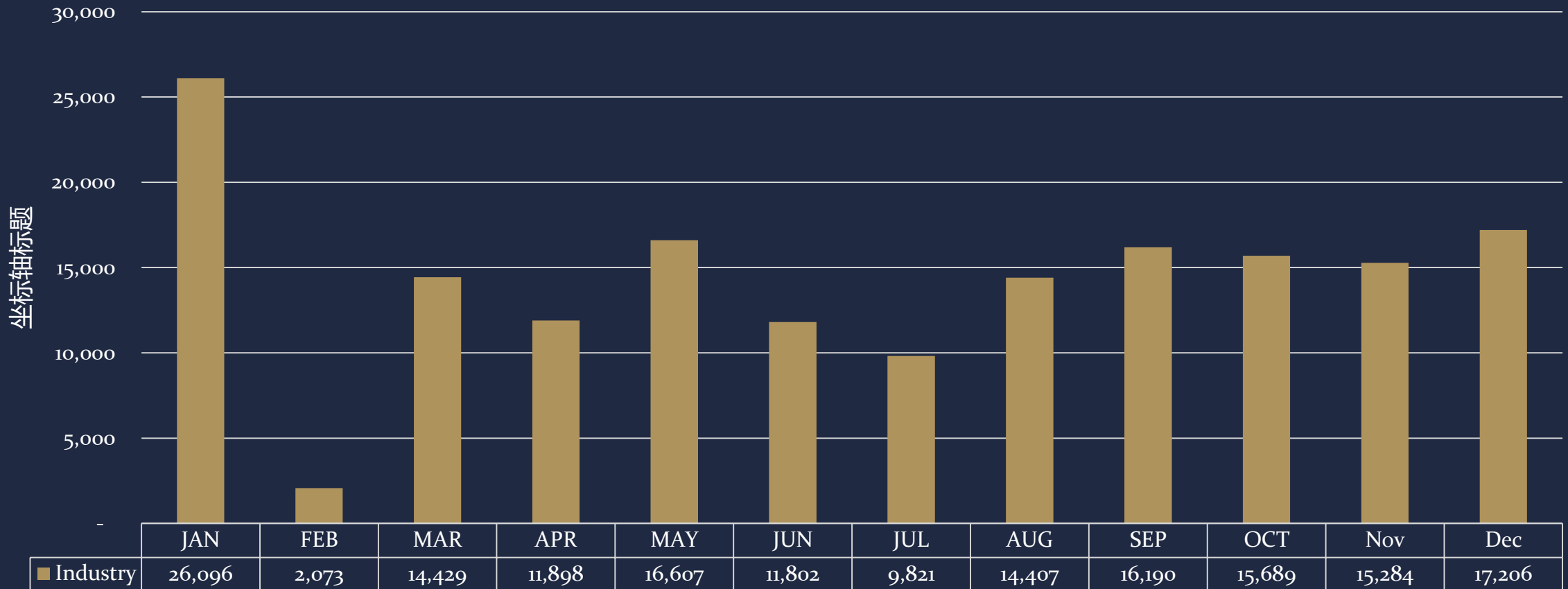
We start our Shunde Factory special for DIY welding machine after Sep 2021,

Factory Name	Shunde Factory				Shunde Factory	
workshop	PCBA Workshop				DIY Assy Dept	
Key equipment	SMT	Wave soldering	ITC	OTC	Auto line	Assy 1
Quntity	2	3	2	2	1	2
Max Capacity standard set/M	60000	40000	70000	50000	35000	20000

TQRA -Availability – Capacity Analysis

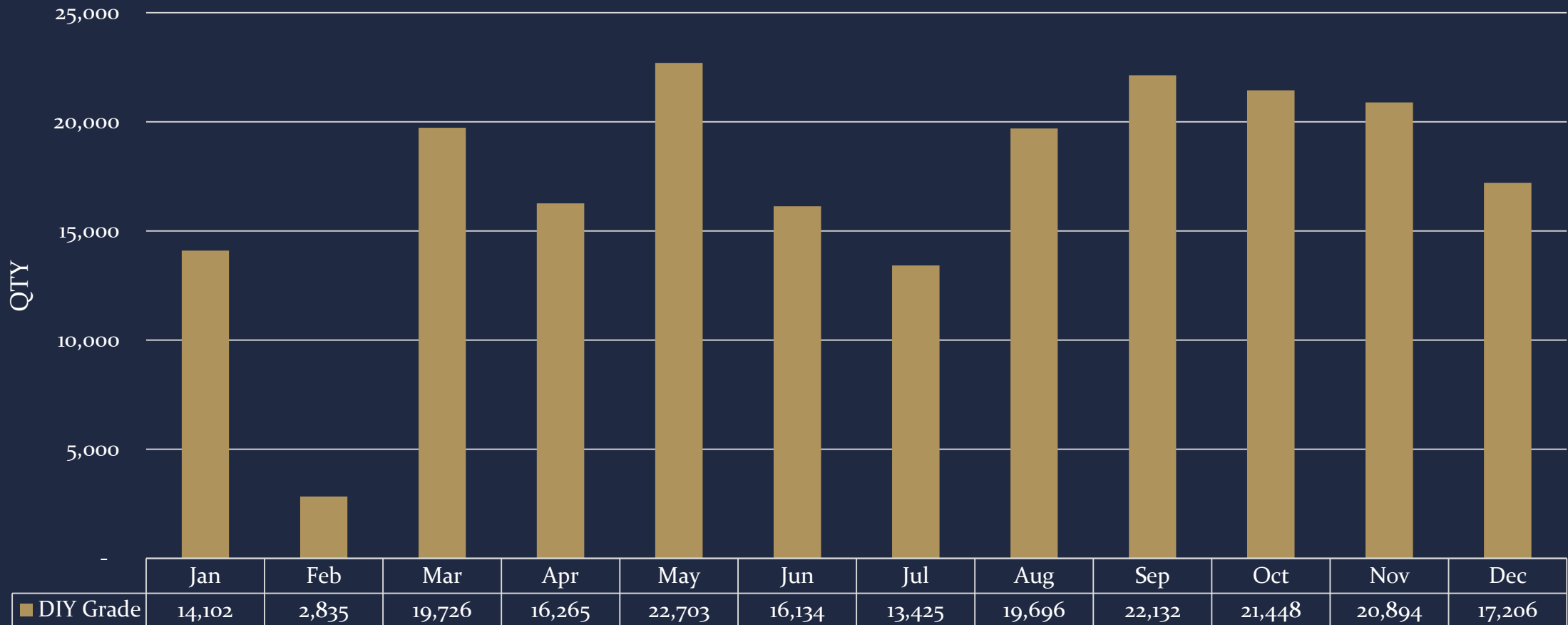
Industry Grade Monthly Output Trend 2022

Industry



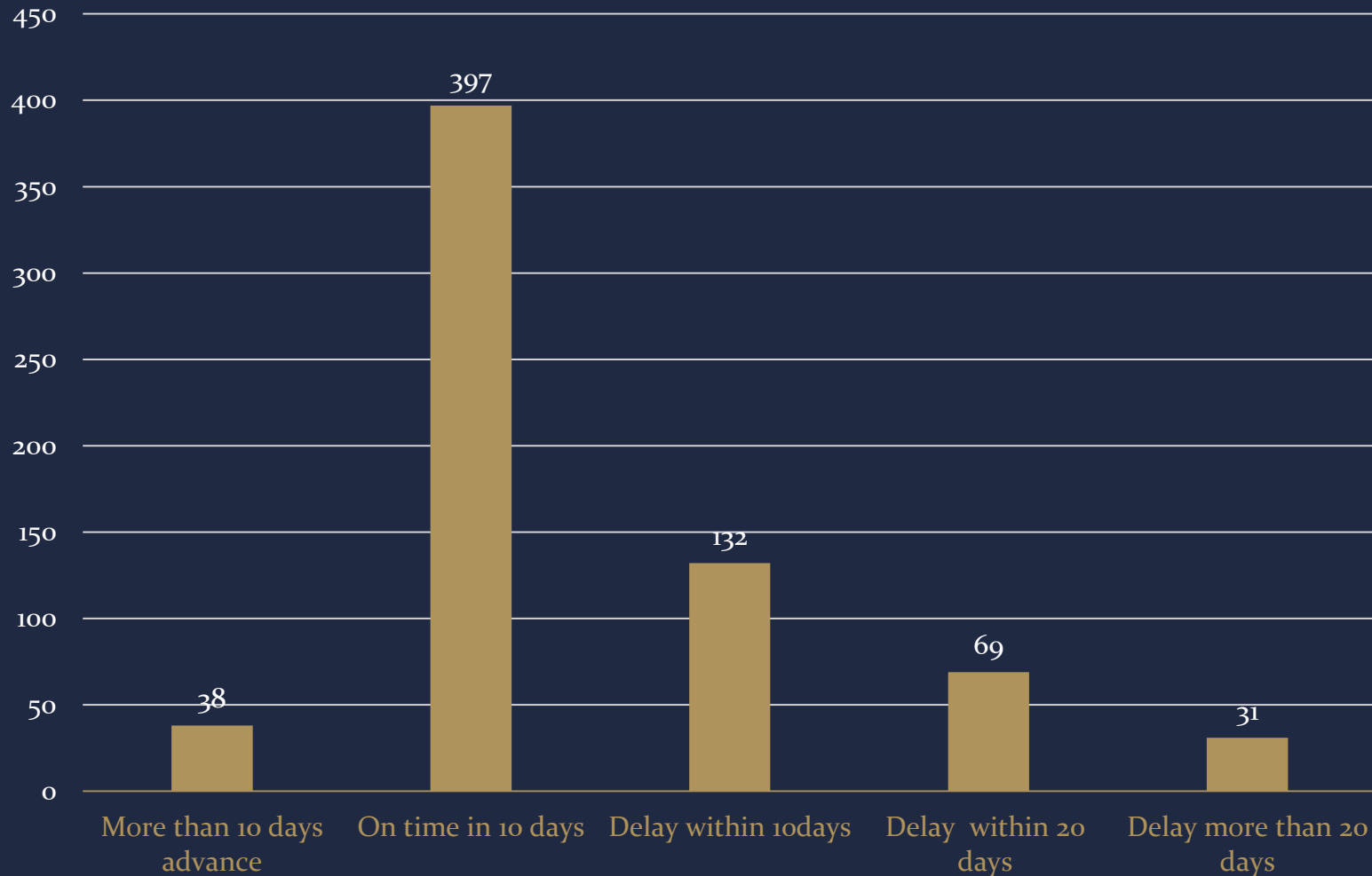
TQRA -Availability – Capacity Analysis

DIY Grade Monthly Output Trend 2022



TQRA -Availability – Difference Between ATD and ETD:2022

Order QTY



Difference Between ATD and ETD(2021)

ITEM	Order QTY
more than 10 days advance	38
On time within 10 days	397
delay within 10 days	132
delay within 20 days	69
delay more than 20 days	31

ATD: Actual time of delivery
ETD: Estimated time of delivery

A welder wearing a hard hat and a brown jacket is crouching and welding a motorcycle. Bright sparks are flying from the welding point. The motorcycle is on the left side of the frame. The scene is dimly lit, with the primary light source being the welding sparks. The word "Thanks" is overlaid in a large, white, serif font in the center of the image.

Thanks

2022/02

RILAND