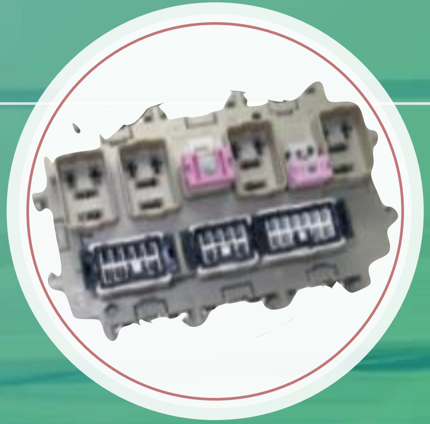

胡連精密股份有限公司
Hu Lane Associate Inc.

Connect the World
創新胡連，連接世界

CONTENTS

Company Profile

Company Profile

胡連精密股份有限公司
Hu Lane Associate Inc.

Foundation
1977年

Chairman
T.H. Chang

General Manager
S.C. Hu

Capital
USD $34.2 Millions

Main Products
Housing/Terminal/Rubber Seal

Milestone

胡連精密股份有限公司
Hu Lane Associate Inc.

- Hu Lane (Taipei) was established in 1977.
- Hu Lane entered China market in 1999 and
  successively established plant in Shenzhen、Nanjing and Dongguan;
  Set up Hulane Electronic (Vietnam) in 2011;
  Set up PT. Hulane (Indonesia) in 2017;
  Set up Italy office in 2019.
- IPO in OTC Market in 2003.
- From 2006,Hu Lane is successively accredited for TS16949 、 ISO 14001、
  TÜV NORD ISO 14001:2015 and VDA6.1 .
- Nanjing laboratory got CNAS National Laboratory Certification in 2009.
  Taipei laboratory has attained ISO/IEC17025 in 2015.
- Set up Yangzhou Lear Hulane automotive parts trading company with Lear in 2021.

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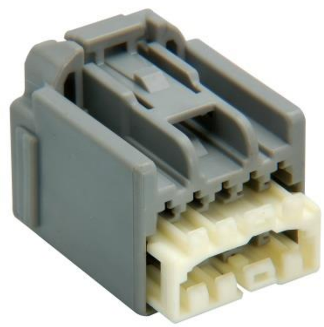
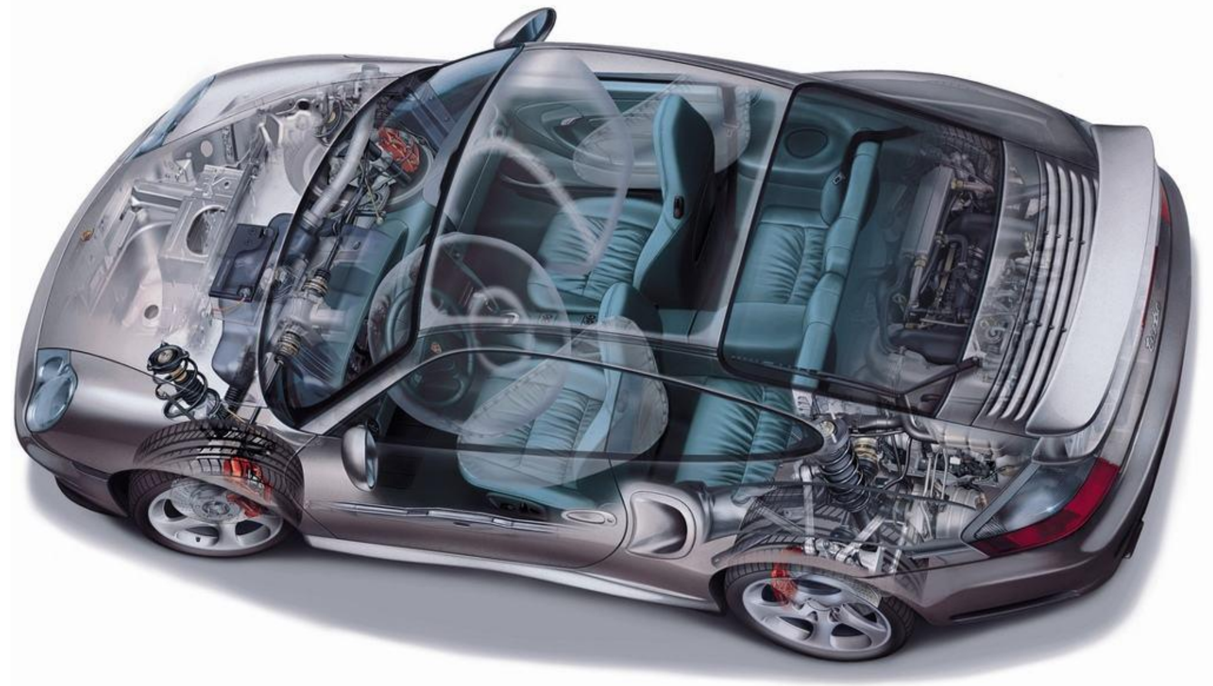
Main Products

Oriented toward the high quality and technique
Hu Lane Can customize the best connector solution to wire harness and Connect the World with our efficient service

Instrument Panel



Fuse



High Frequency

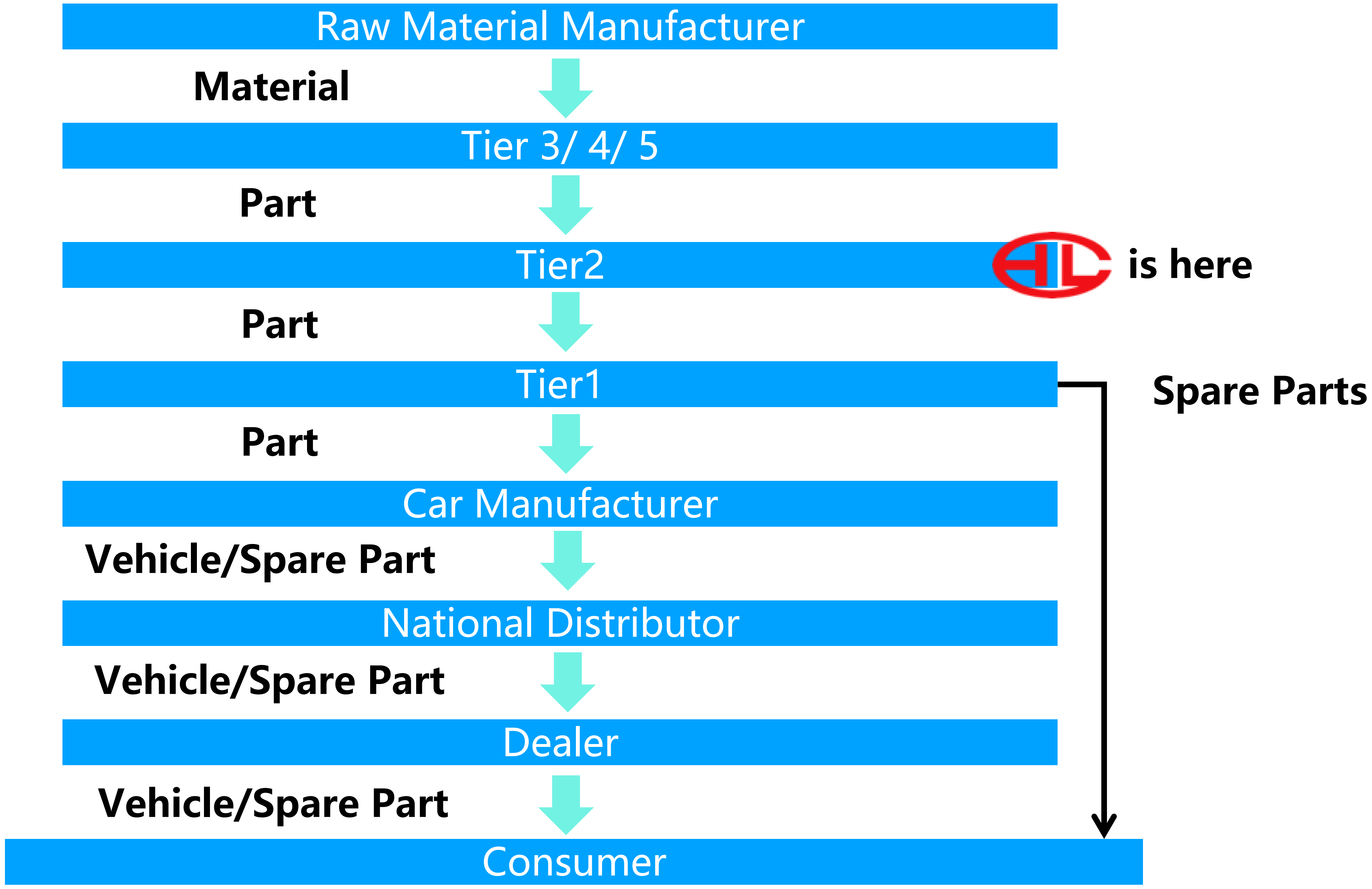
EV Connector

Terminal

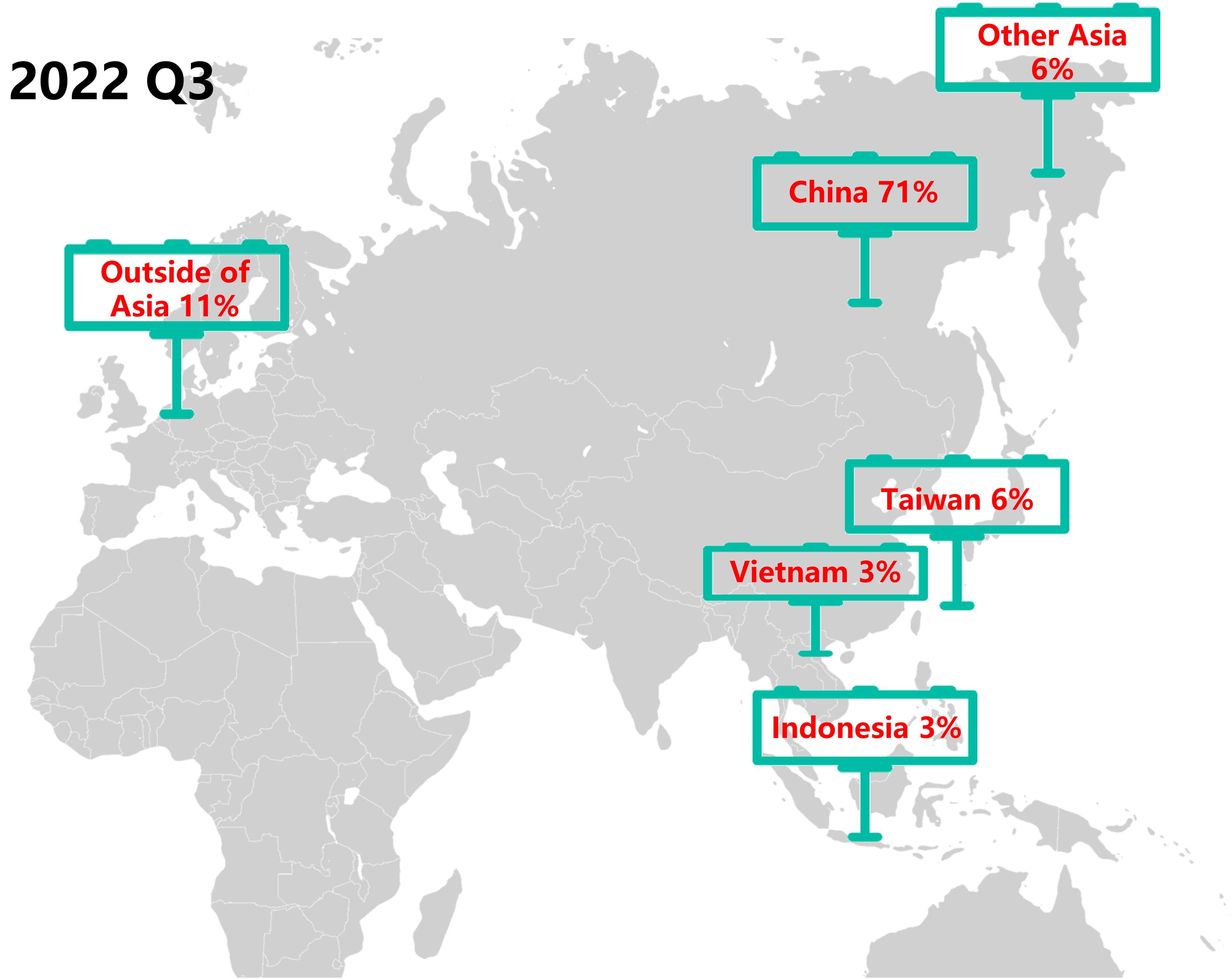
Waterproof Connector

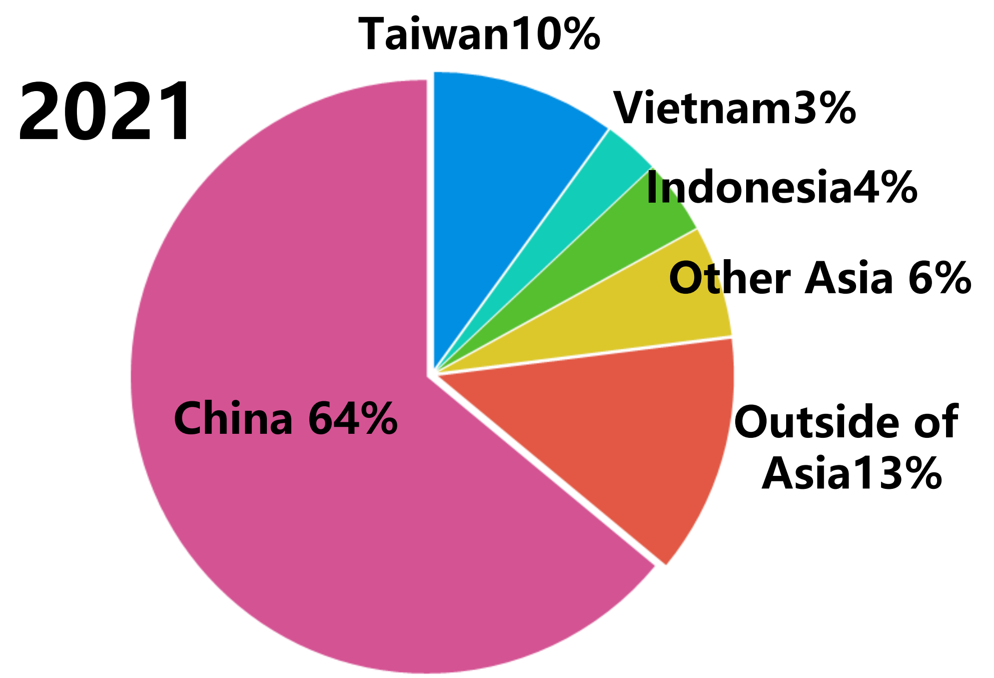
Rubber Seals

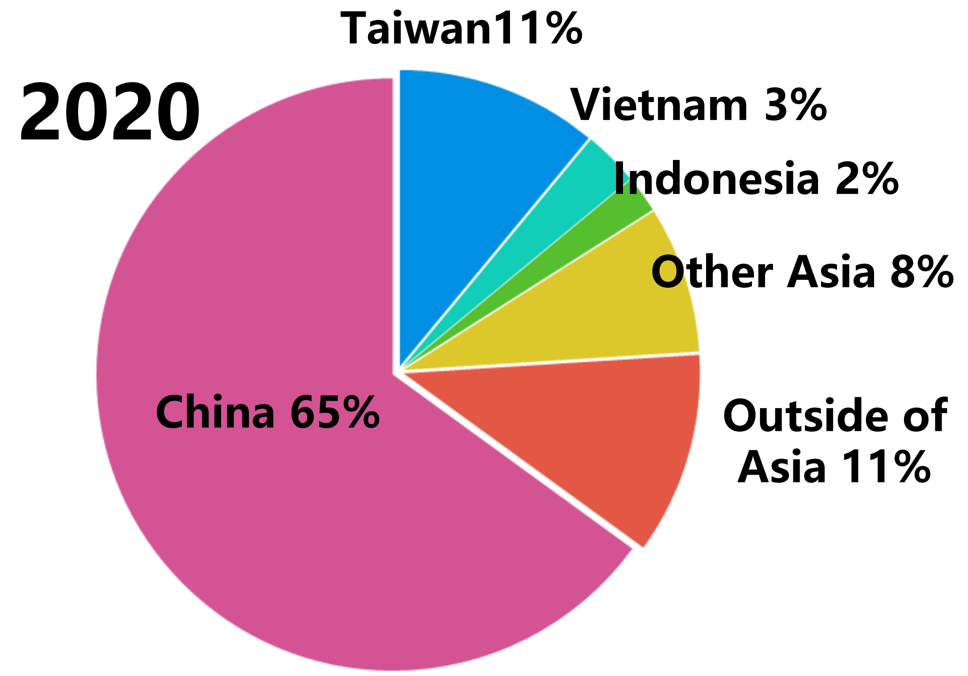
The automotive supply chain



Sales Revenue by Geographic Area







Capacity

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Category	Press Machine		Injection Machine		Rubber Machine		%of total capacity
Facility Location	amount	%	amount	%	amount	%	
Taipei	43	45%	62	27%	-	-	30%
Nan Jing *	23	24%	108	46%	13	76%	42%
Vietnam	6	7%	29	12%	-	-	10%
Dongguan	23	24%	35	15%	4	24%	18%
Total	95	100%	234	100%	17	100%	100%

*** Daily Capacity of Fuse & Relay Box Automation Assembly is 5,160 PCS**
Update to 2022/10/31

2022Q3 Financial Highlights

胡連精密股份有限公司
Hu Lane Associate Inc.

In NTD thousands	2022 Q3	2021 Q3	年變化
Operating Revenue	1,782,259	1,154,663	54% ↑
Gross Margin	30%	34%	↓ 4%
Operating Margin	17%	17%	-
Profit before income tax	508,482	201,489	152% ↑
EPS(NTD)	4.62	1.73	167% ↑
Net cash generated from operating activities	433,983	539,462	↓ 20%
Capital expenditures	666,379	403,115	65% ↑
ROE	8.90%	3.75%	5.15% ↑

Automotive Industry Outlook

胡連精密股份有限公司
Hu Lane Associate Inc.

* According to the IHS Markit and PwC Global, the sales of EV account for 17.9% of the overall auto market in 2021,and the EV market will further grow to 20.9 million in 2022, maintaining a high growth rate of 44.1% compared with 2021. The overall EV market penetration rate will further increase to 25.2%, and the sales will reach 51 million in 2027. At that time, the sales of EV will surpass traditional fuel vehicles, and traditional fuel vehicles will gradually withdraw from the auto market.

* According to Bishop & Associates, the global & China auto connector market in 2019 reached USD 15.2 billion & USD 3 billion, and will reach USD 19.45 billion & USD 4.47 billion in 2025,with a CAGR of 4.2% & 6.86%. With the increasing application of auto electrification and intelligence, the growth rate of high voltage and high speed/high frequency connectors will be much higher than the global auto connector market.

RD Roadmap

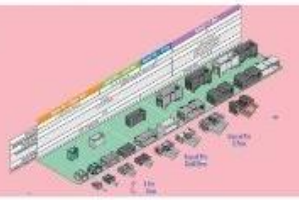
胡連精密股份有限公司
Hu Lane Associate Inc.

FPC Connector / Wiring Harness

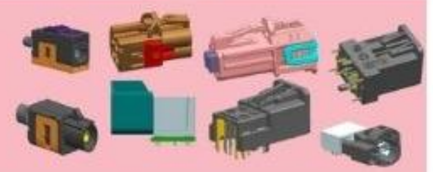
Inline Series
Terminal Series

Pin Header Series

020 miniaturized connectors

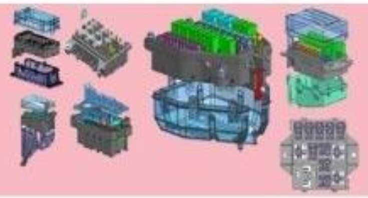


FAKRA/HSD



High voltage connector

Electrical Center



Develop and plan FPC products

Enhance the diversity of Hu Lane products

Series of product
Non-waterproof inline(in development)
Waterproof inline(planning)

Miniaturized PIP & SMT products (planning)

Meet the needs of auto OEM & module manufacturer

Waterproof series (in development)
Non-waterproof series (planning)
Pin Header series (planning)

Meet the needs of module miniaturization

FAKRA/HSD/HFM/ETHERNET(production)

Support ADAS system transmission application、Meet the needs of auto networking

Mainly develop 800V products

Complete selection of connectors for the full range of EV

Consolidate the cost advantage of fuse box、Active development of PCB junction box

Meet the needs of auto OEM
Conform to integration/lightweight/intellectual

2021 → 2030

Product Development Strategy

胡連精密股份有限公司
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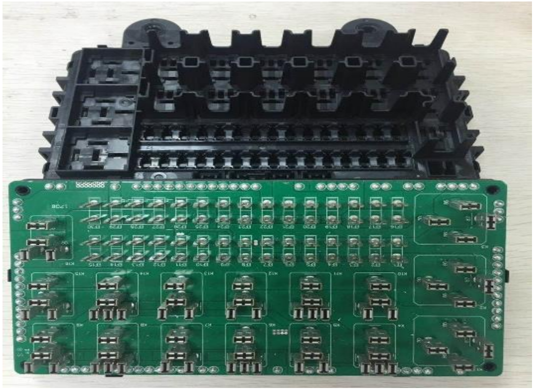
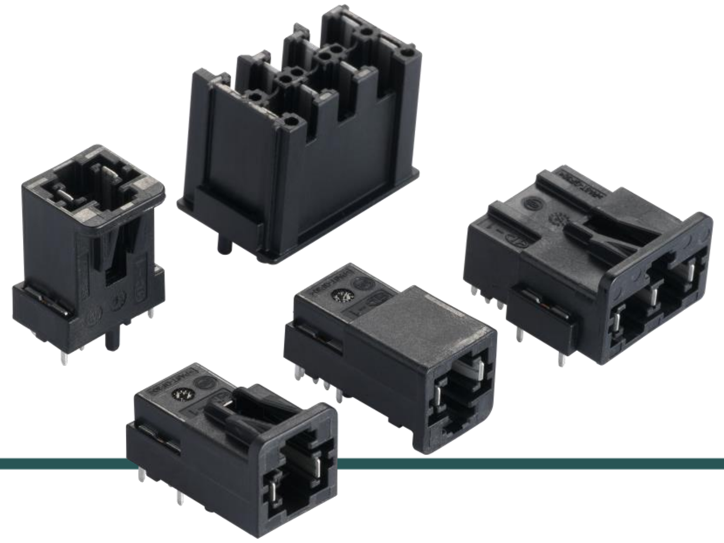
FAKRA

PCB Junction Box



HSD

Ethernet



Market Development Strategy

胡連精密股份有限公司
Hu Lane Associate Inc.

China: Expand the penetration in existing customers and develop new customers

OEM	2022/9 number of production(YoY)	Cooperation with OEM
长安汽车 CHANGAN	940,061(7%)	New models adopt fuse box platform.
BYD AUTO Build Your Dreams	1,191,489(+160%)	Continued acquirement of new product development.
GEELY	1,006,674(10%)	New models adopt fuse box platform.
CHERY	844,919(45%)	Continued acquirement of new product development.
SAIC	939,438(16%)	New product introduction increases the penetration
上海通用汽车 SHANGHAI GM	854,359(-6%)	HL collaborated with the customer based on the functional requirements to design new products in new models.

Market Development Strategy

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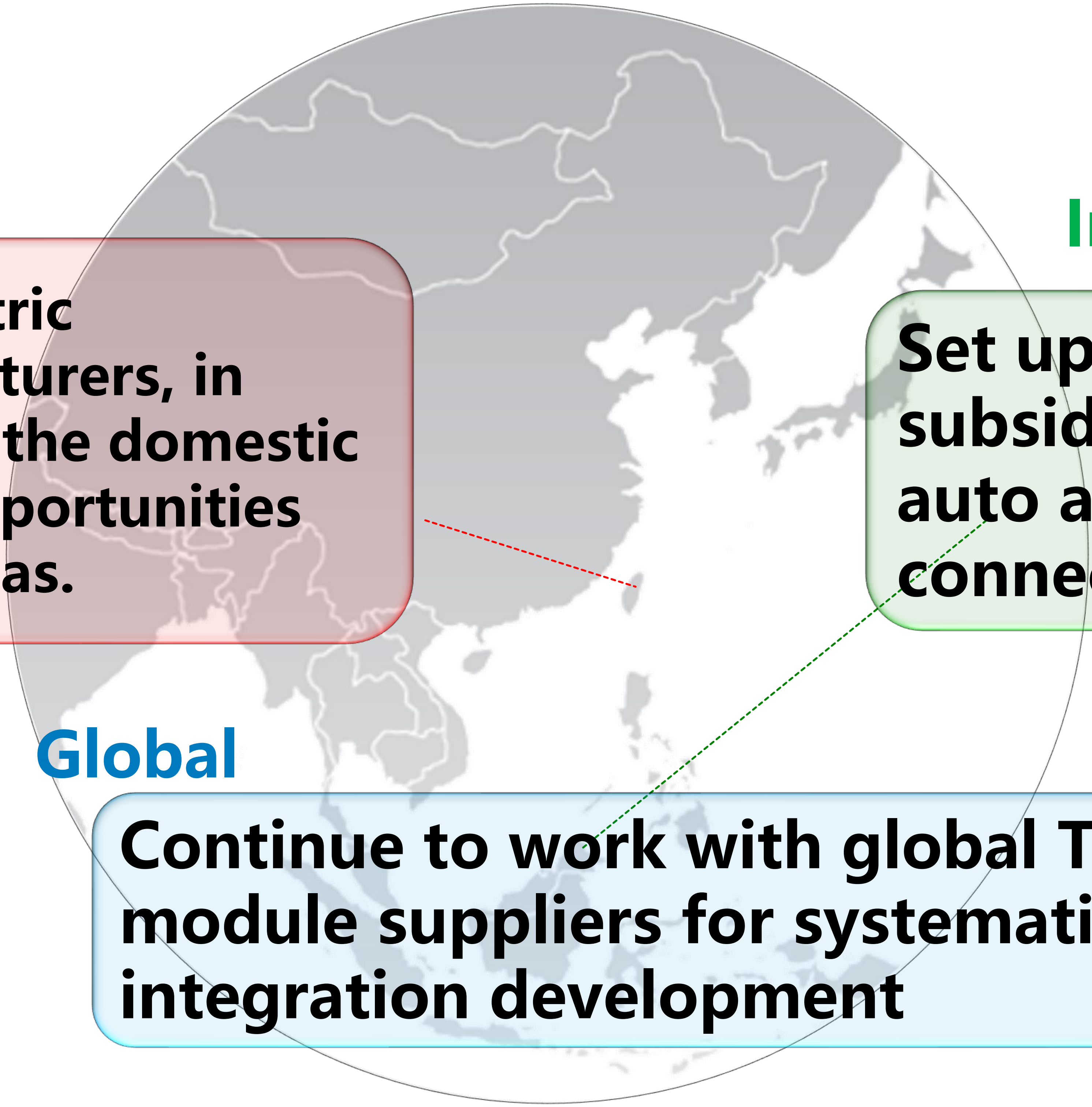

Taiwan

Cooperate with electric motorcycle manufacturers, in addition to meeting the domestic market, there are opportunities for exporting overseas.

Indonesia

Set up Indonesia subsidiary to manage the auto and motorcycle connector market.

Global

Continue to work with global Tier-1 module suppliers for systematic integration development

Dividend Policy

胡連精密股份有限公司
Hu Lane Associate Inc.

Item \ Year	2015	2016	2017	2018	2019	2020	2021
EPS Before Tax	10.56	11.42	12.43	7.44	5.79	6.82	9.53
EPS	8.25	9.24	10.00	6.00	4.78	5.59	7.91
Dividend	5.6	6.0	8.0	4.0	3.25	4.0	5.0
Cash	5.6	6.0	8.0	4.0	3.0	4.0	*5.0
Stock	0	0	0	0	0.25	0	0
Dividend Payout Ratio	68%	65%	80%	67%	68%	72%	63%

* NTD1/per share is paid by Additional Paid In Capital

Connect the World

Hu Lane continued to invest in Taiwan. In 2022,the new headquarter is completed which integrates the operation management、automated production and warehouse to improve the group’s overall efficiency.

Q&A

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