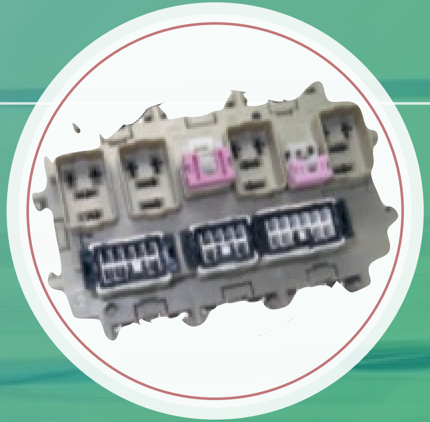
胡連精密股份有限公司
Hu Lane Associate Inc.

Connect the World
創新胡連，連接世界



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- Company Development Strategy

Company Profile

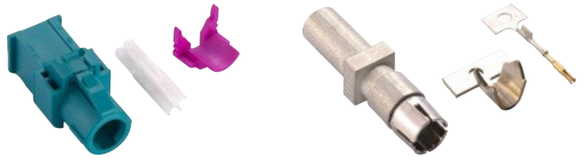
Foundation
1977年

Chairman
T.H. Chang

General Manager
S.C. Hu

Capital
USD $34.2 Millions

Main Products
Housing/Terminal/PCB junction box



Milestone

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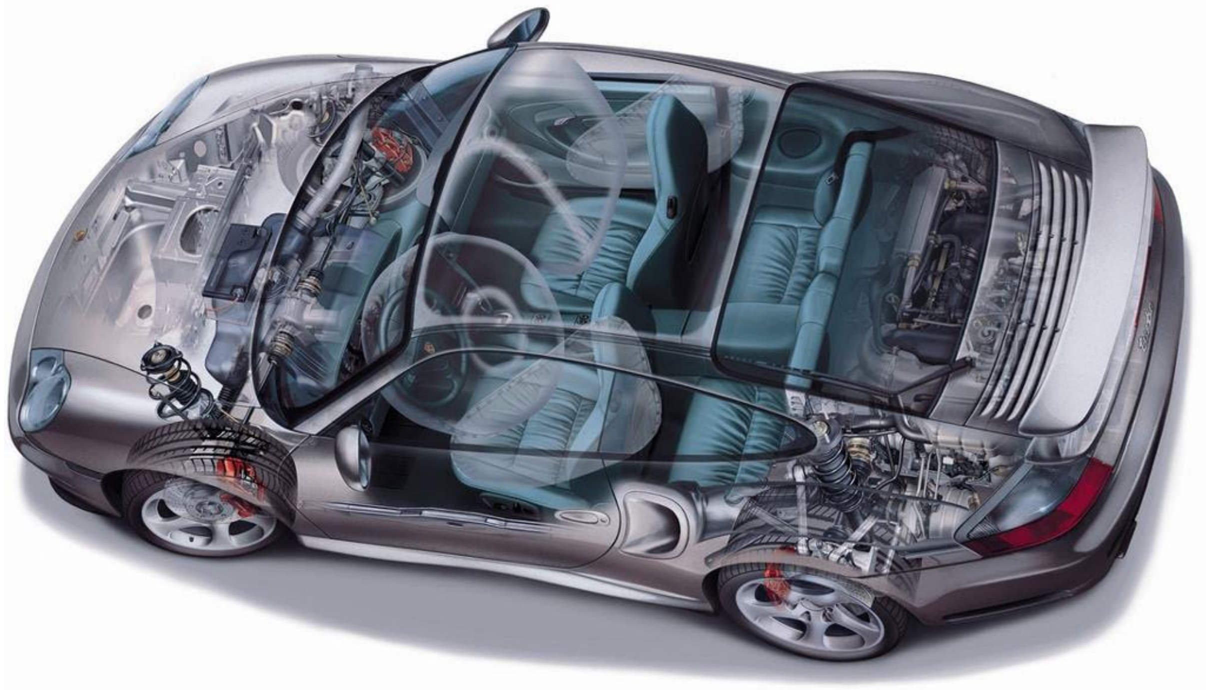
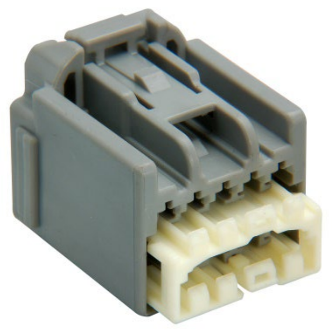
- Hu Lane (Taipei) was established in 1977.
- Hu Lane entered China market in 1999 and
  successively established plant in Shenzhen、Nanjing and Dongguan;
  Set up Hulane Electronic (Vietnam) in 2011;
  Set up PT. Hulane (Indonesia) in 2017;
  Set up Italy office in 2019.
  Set up Europe Subsidiary in 2023.
- 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.
- Taipei new headquarter is completed in 2022.
- Acquired 100% equity of Taipei Shangho and Jiaxing Shangho to strengthen vertical integration and expand product lines in 2022.
- Hu Lane (Taipei) obtained 14064 greenhouse gas check fair third-party assurance certificatio
  in 2022

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



High Frequency

Fuse

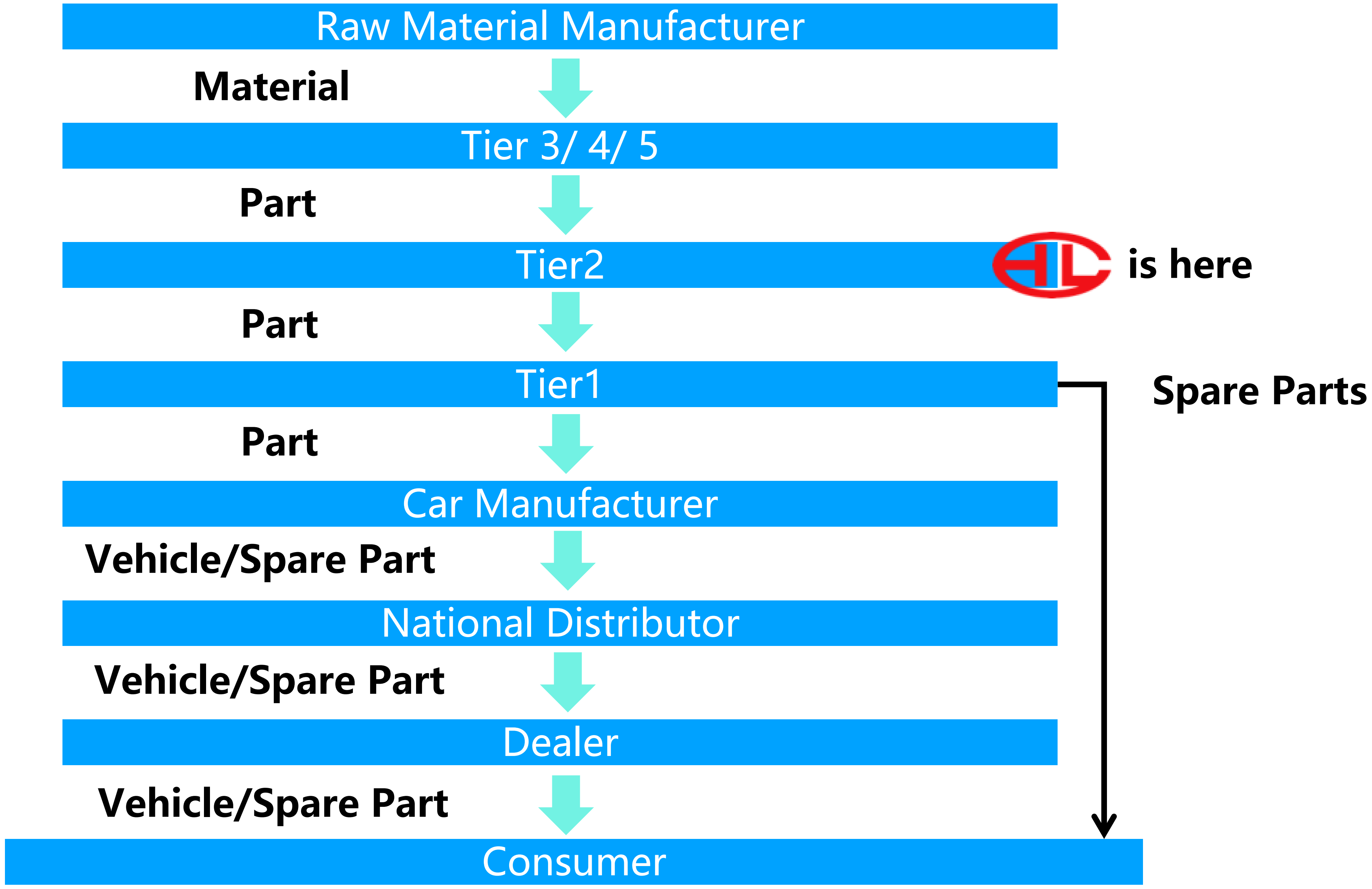
EV Connector

Terminal

Waterproof Connector

Rubber Seals

The automotive supply chain



Sales Revenue by Geographic Area

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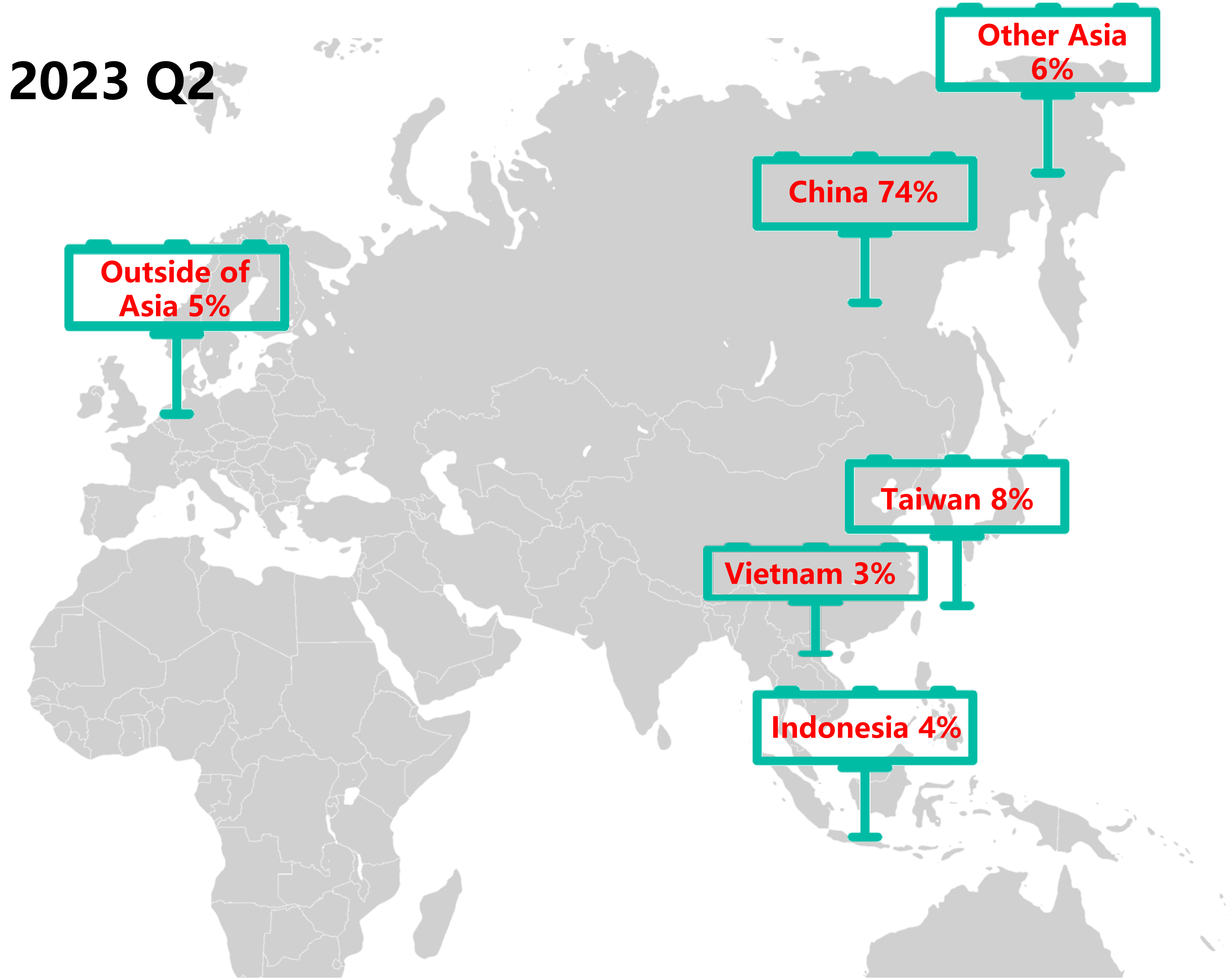

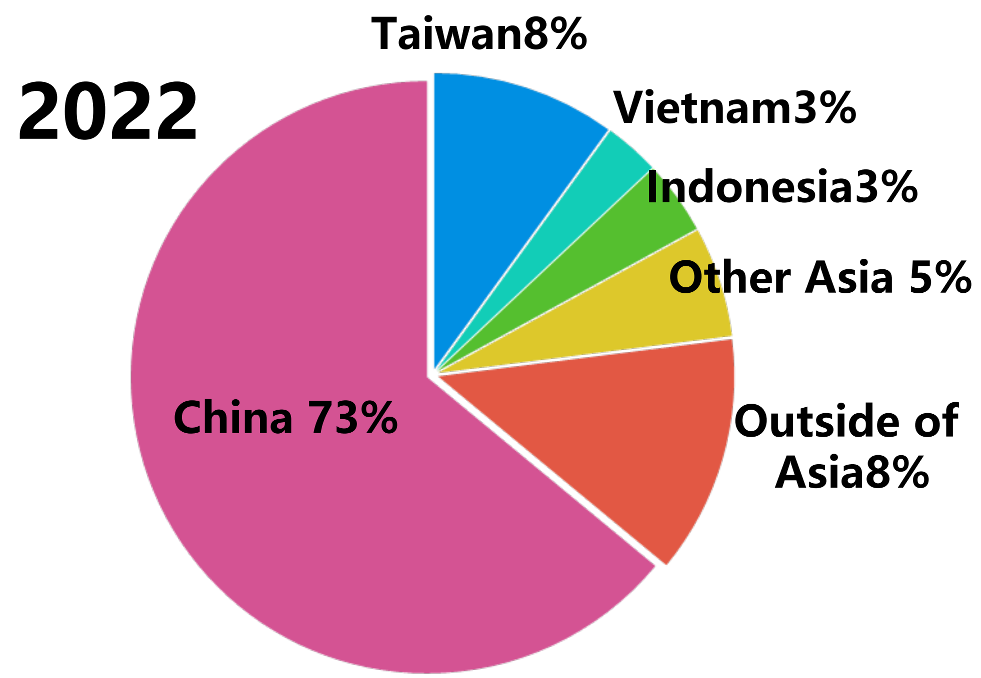

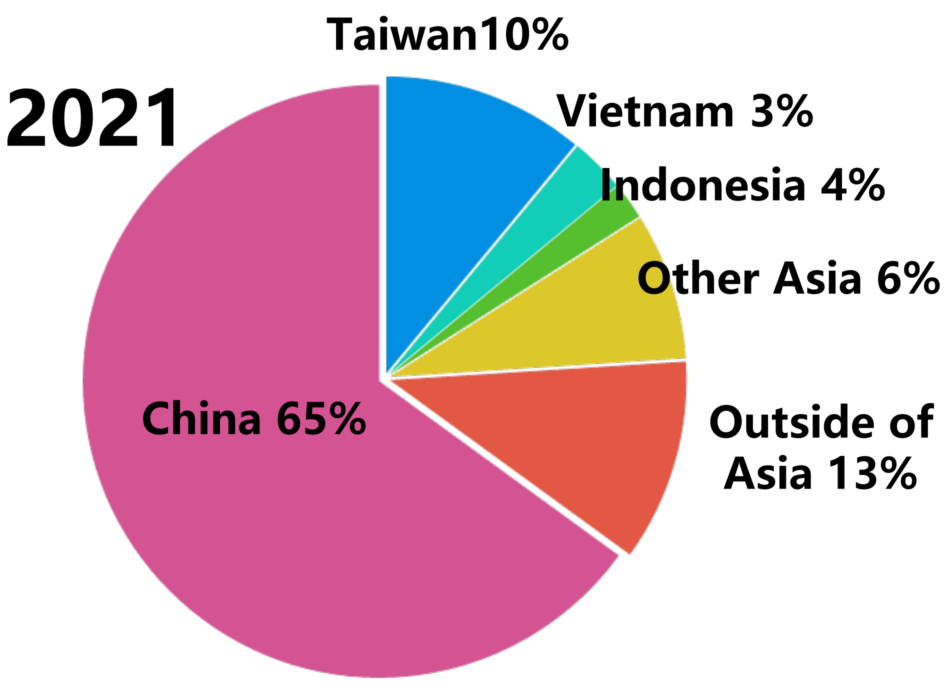

Capacity

Category	Press Machine		Injection Machine		Rubber Machine		%of total capacity
Facility Location	amount	%	amount	%	amount	%	
Taipei	32	37%	59	24%	-	-	26%
Nan Jing	24	27%	106	44%	13	76%	41%
Vietnam	6	7%	33	14%	-	-	11%
Dongguan	24	27%	40	16%	4	24%	20%
Indonesia	2	2%	5	2%			2%
Total	88	100%	243	100%	17	100%	100%

2023Q2 Financial Highlights

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In NTD thousands	2023 Q3	2022 Q3	年變化
Operating Revenue	1,578,730	1,412,174	12% ↑
Gross Margin	29%	28%	↓ 1%
Operating Margin	13%	13%	-
Profit before income tax	158,344	179,555	12% ↑
EPS(NTD)	0.73	1.05	30% ↑
Net cash generated from operating activities	397,977	312,762	↓ 27%
Capital expenditures	389,884	296,377	32% ↑
ROE	1.32%	2.02%	0.7% ↑

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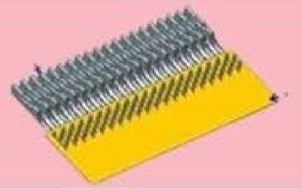
RD Roadmap

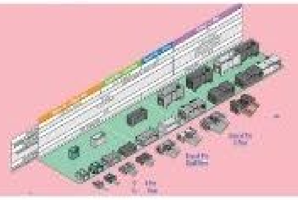
FPC Connector / Wiring Harness



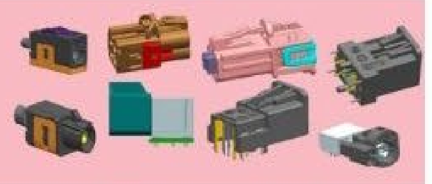
Inline Series
Terminal Series

Pin Header Series

020 miniaturized connectors

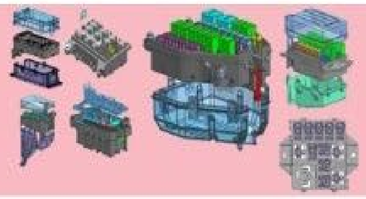


FAKRA/HSD



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

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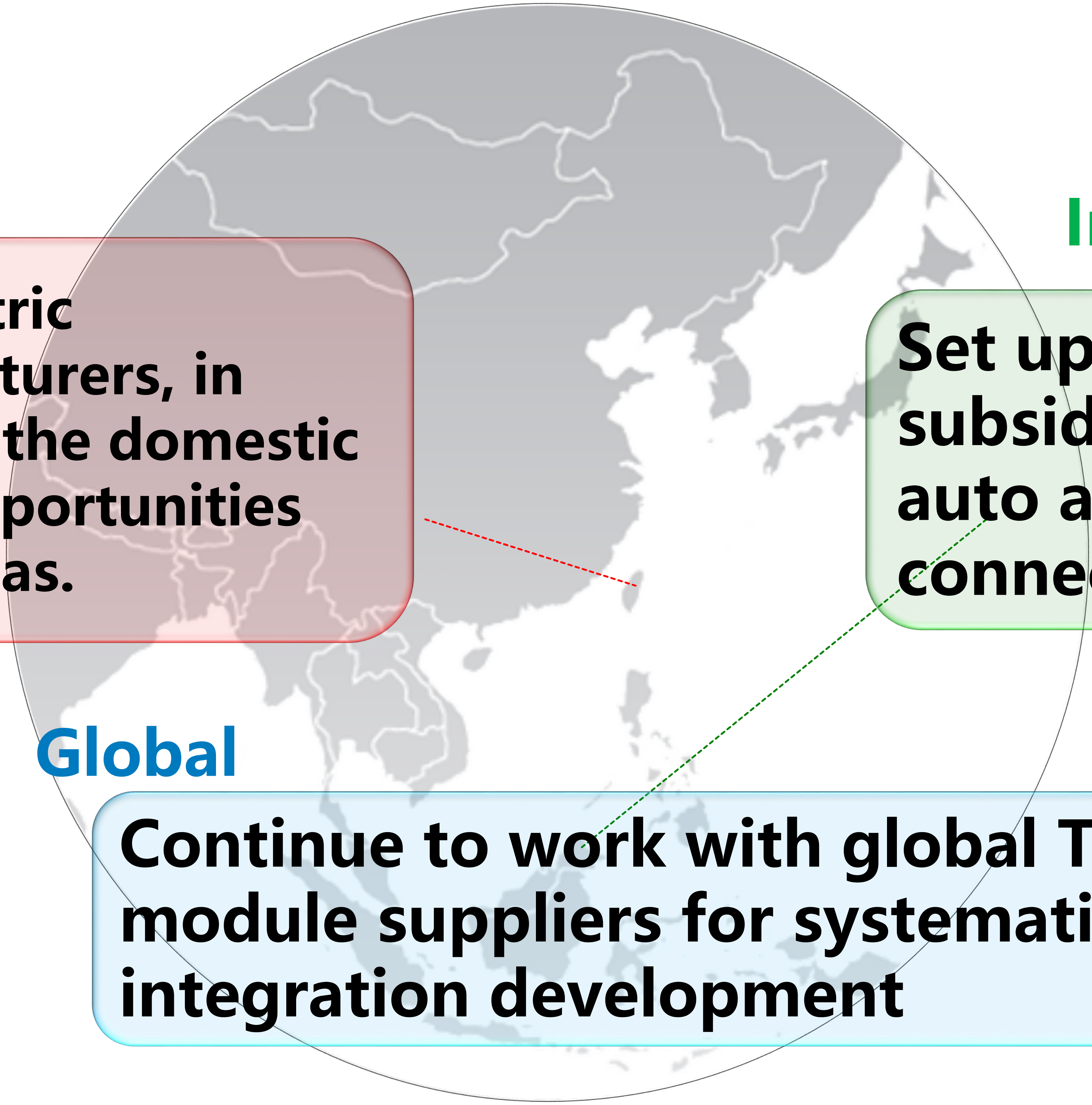
Market Development Strategy

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

OEM	2023/1~7 number of production(YoY)	Cooperation with OEM
BYD AUTO Build Your Dreams	1,539,353(89%)	Continued acquirement of new product development.
长安汽车 CHANGAN	879,927(18%)	New models adopt fuse box platform.
GEELY	826,346(11%)	Continued acquirement of new product development.
CHERY	763,635(24%)	Continued acquirement of new product development.
上海通用汽车 SHANGHAI GM	536,531(-14%)	HL collaborated with the customer based on the functional requirements to design new products in new models.
SAIC	434,177(-33%)	New product introduction increases the penetration

Market Development Strategy



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

Item \ Year	2016	2017	2018	2019	2020	2021	2022
EPS Before Tax	11.42	12.43	7.44	5.79	6.82	9.53	12.62
EPS	9.24	10.00	6.00	4.78	5.59	7.91	10.03
Dividend	6.0	8.0	4.0	3.25	4.0	5.0	5.6
Cash	6.0	8.0	4.0	3.0	4.0	5.0	*5.6
Stock	0	0	0	0.25	0	0	0
Dividend Payout Ratio	65%	80%	67%	68%	72%	63%	56%

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

Connect the World

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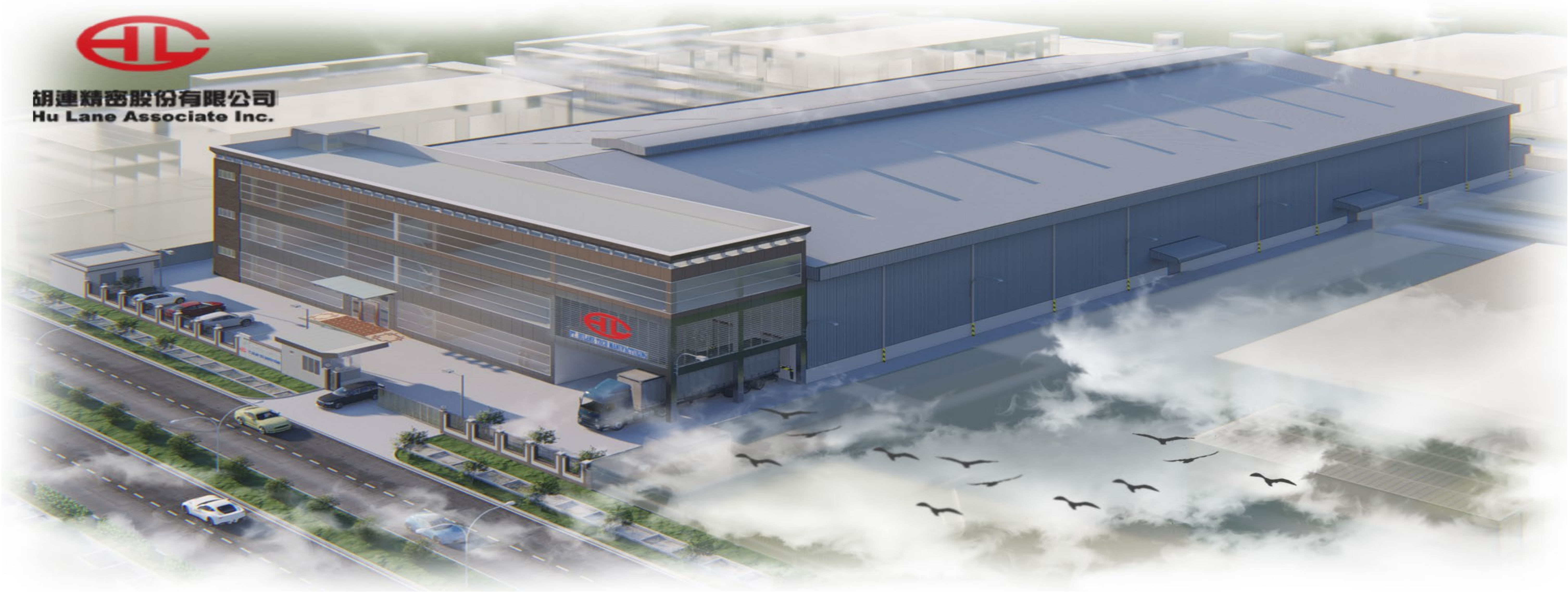
Hu Lane continued to invest in Indonesia. In March 2023,the new factory has started construction . The construction area is 14,249.72 ㎡ and planned with 3 floors of office building and 2 floors of production building.



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Q&A