



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**
- **Financial Results**
- **Company Development Strategy**

Company Profile



Foundation
1977年



Chairman

T.H. Chang

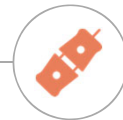
General Manager

S.C. Hu



Capital

TWD \$996.5 Millions



Main Products

Housing/Terminal/PCB junction box



Milestone

- 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 Jiaying Shangho to strengthen vertical integration and expand product lines in 2022.
- Hu Lane (Taipei) obtained 14064 greenhouse gas check fair third-party assurance certification in 2022

Main Products

Instrument
Panel



Fuse



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



High
Frequency



EV Connector



Terminal



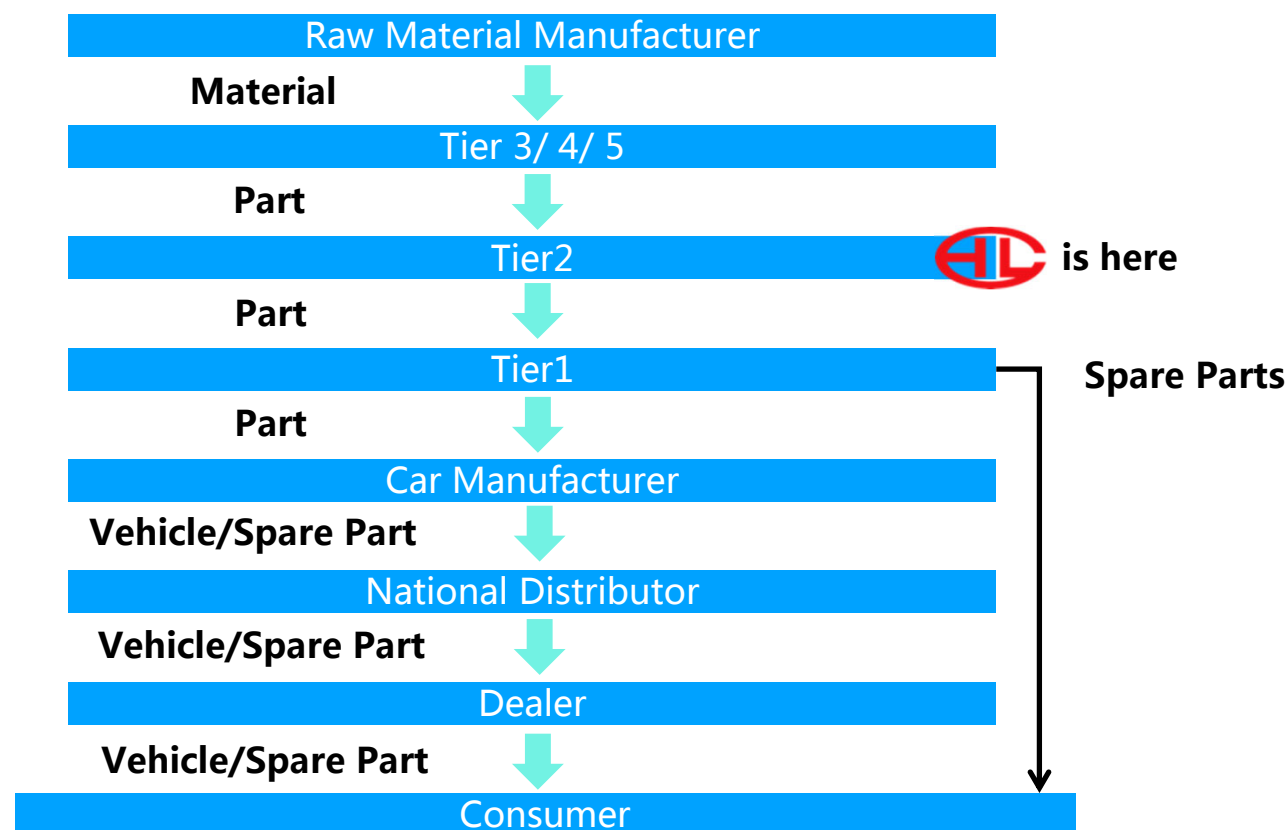
Waterproof
Connector



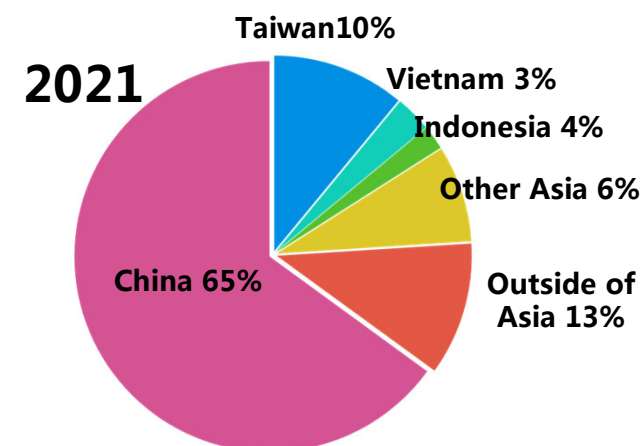
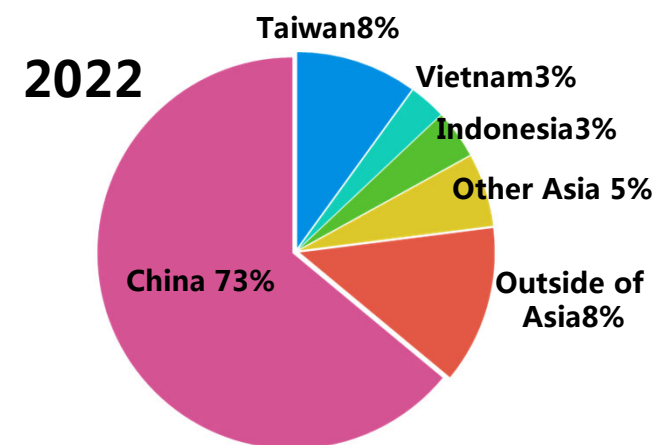
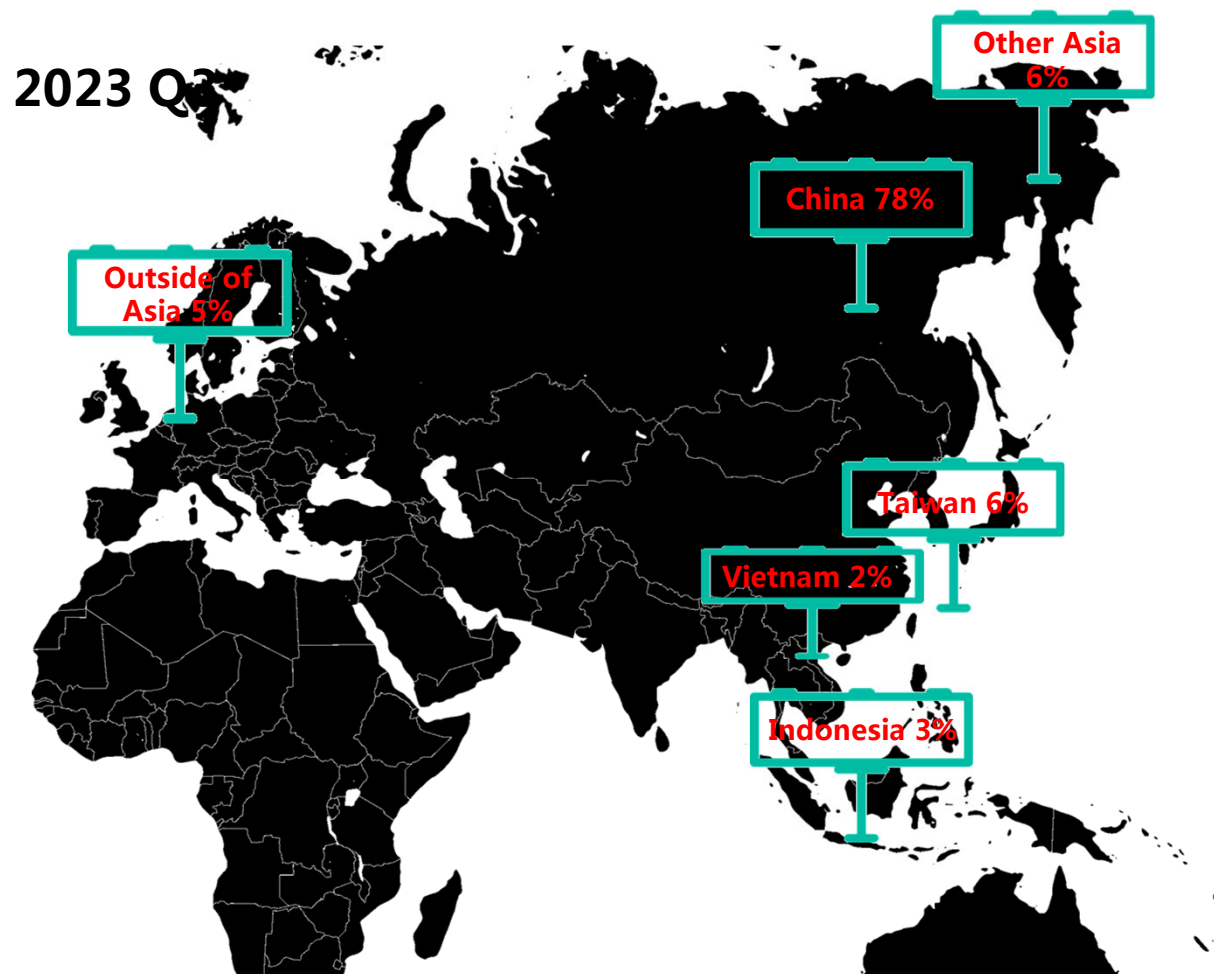
Rubber Seals



The automotive supply chain



Sales Revenue by Geographic Area



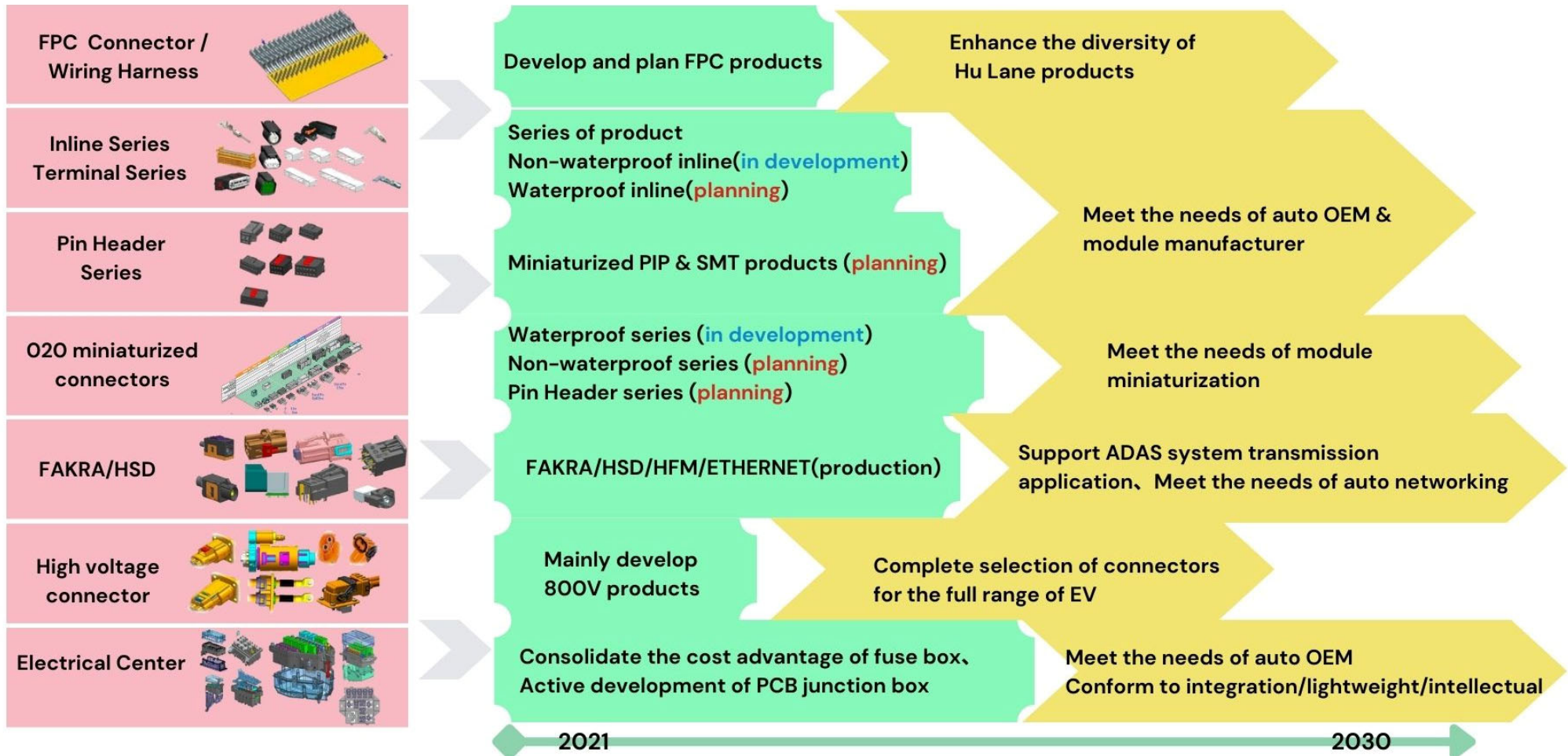
Capacity

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

In NTD thousands	2023 Q2	2022 Q2	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% ↑

RD Roadmap



Market Development Strategy

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

OEM	2023/1~9 number of production(YoY)	Cooperation with OEM
 BYD AUTO <i>Build Your Dreams</i>	2,103,294(77%)	Continued acquirement of new product development.
 长安汽车 CHANGAN	1,180,665(26%)	New models adopt fuse box platform.
 GEELY	1,162,418(15%)	Continued acquirement of new product development.
 CHERY	1,099,646(31%)	Continued acquirement of new product development.
 上海通用汽车 SHANGHAI GM	718,553(-16%)	HL collaborated with the customer based on the functional requirements to design new products in new models.
 SAIC	606,692(-36%)	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

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



Q&A

