
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 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
TWD $996.6 Millions

Main Products
Housing/Terminal/PCB junction box

Milestone

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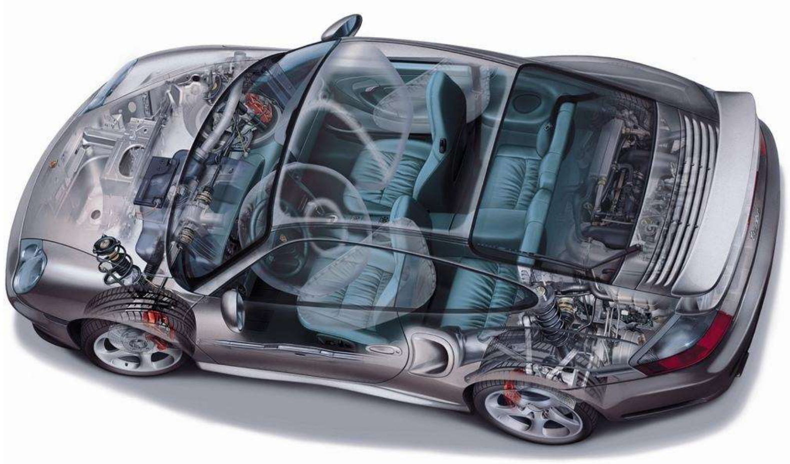
- Hu Lane (Taipei) was established in 1977.
- Hu Lane entered China market in 1995 and successively established factories in Shenzhen、Nanjing and Dongguan;
  Set up Hulane Electronic (Vietnam) in 2011;
  Set up PT. Hulane (Indonesia) in 2017;
  Set up Italy office in 2019.
  Set up Europe Subsidiary 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 was 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 certification in 2022 and the sustainability report was completed with the assurance of the accountant in 2024.

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

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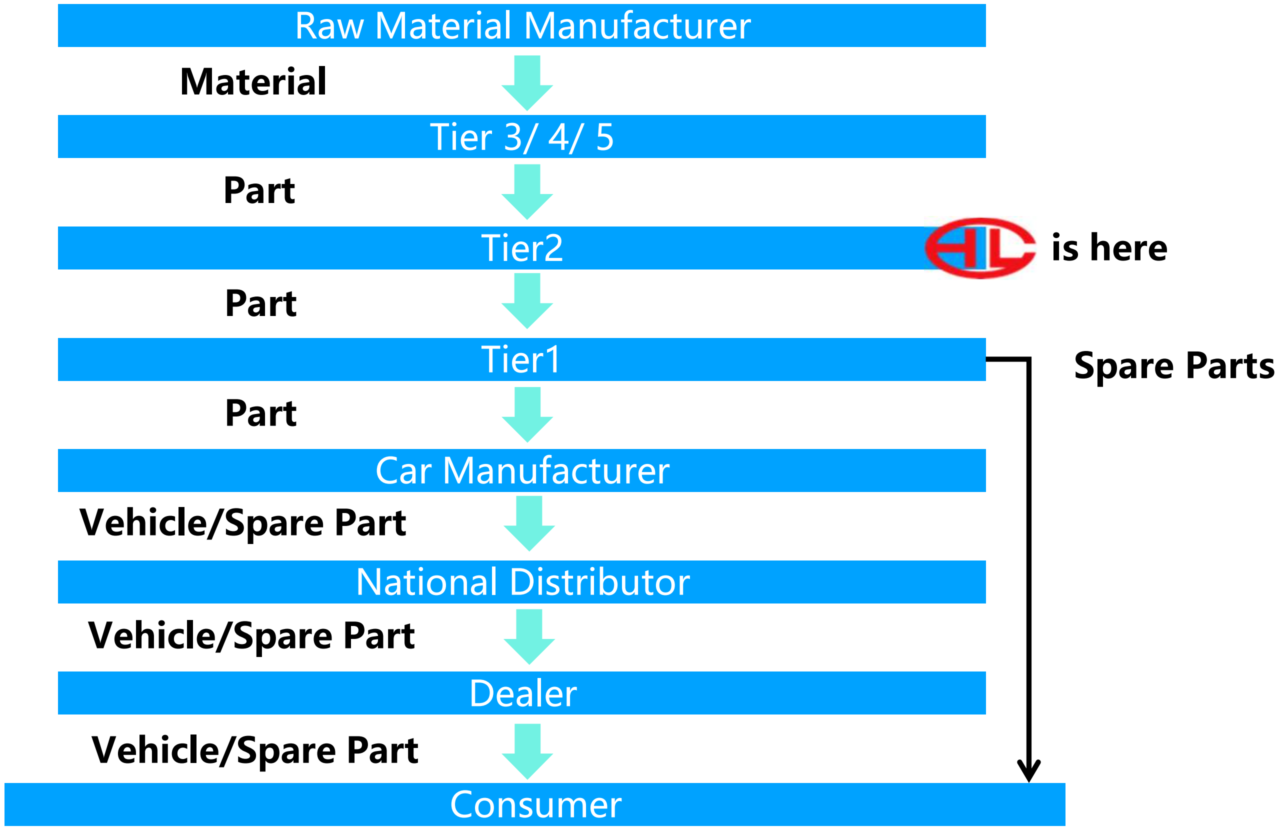
The automotive supply chain



Sales Revenue by Geographic Area

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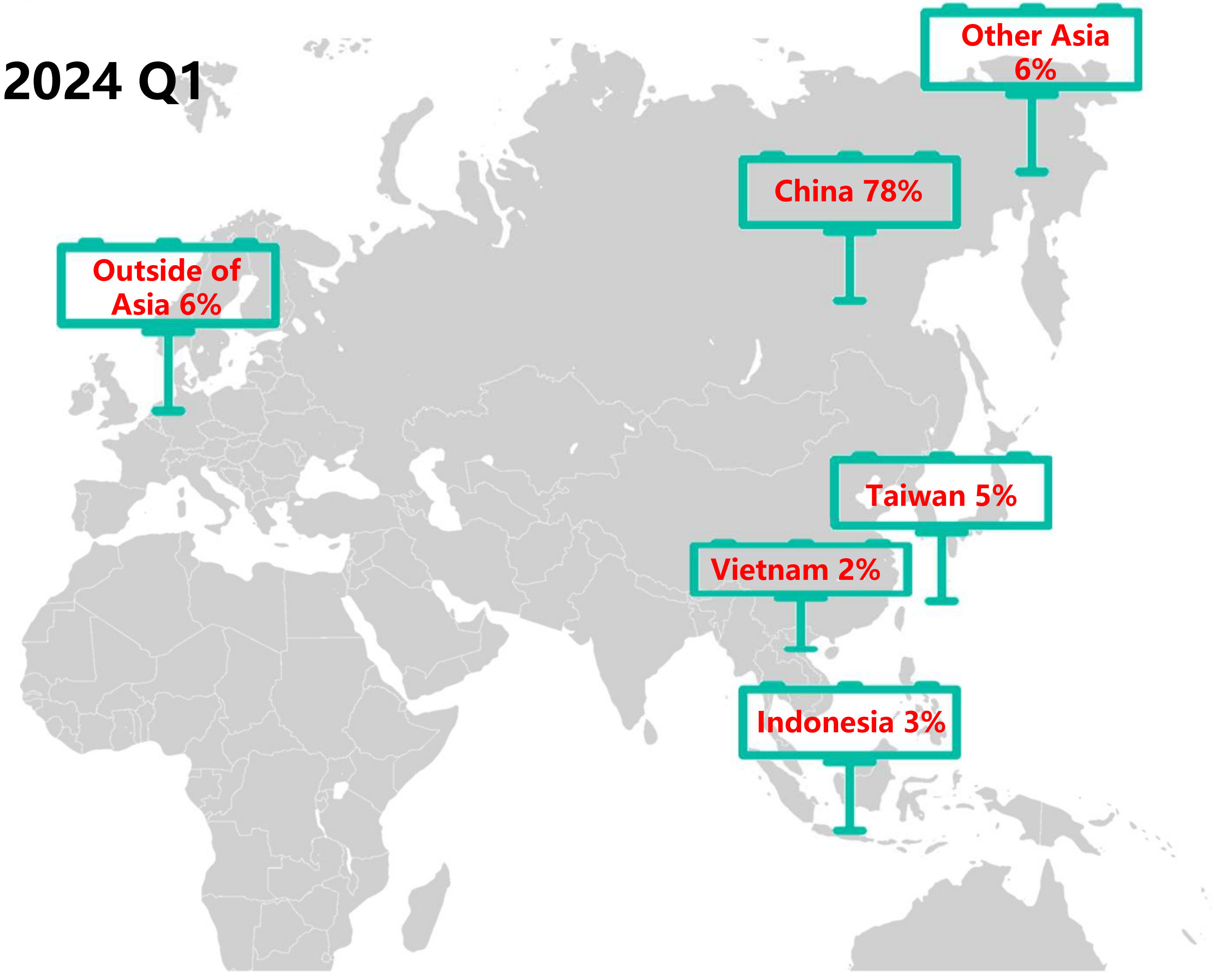
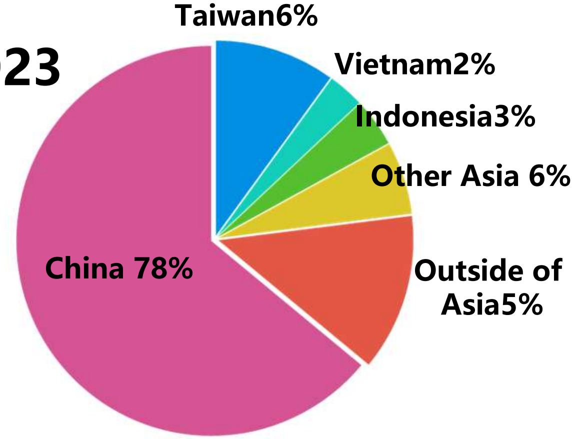
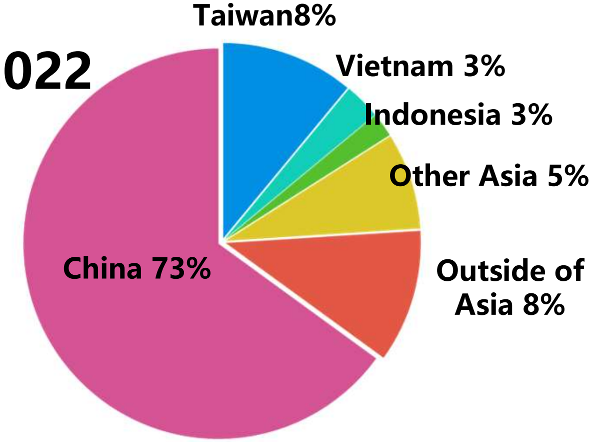
2024 Q1



2023



2022



Capacity

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Category	Press Machine		Injection Machine		Rubber Machine		%of total capacity
Facility Location	amount	%	amount	%	amount	%	
Taipei	34	36%	59	22%	-	-	24%
Nan Jing	25	27%	106	39%	13	76%	37%
Vietnam	6	6%	47	17%	-	-	14%
Dongguan	24	25%	41	15%	4	24%	18%
Indonesia	2	2%	5	2%	-	-	2%
Jiaxing	4	4%	15	5%	-	-	5%
Total	95	100%	273	100%	17	100%	100%

2024Q1 Financial Highlights

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In NTD thousands	2024 Q1	2023 Q1	YoY
Operating Revenue	1,889,781	1,610,813	17% ↑
Gross Margin	33%	32%	1% ↑
Operating Margin	18%	17%	1% ↑
Profit before income tax	411,985	280,005	47% ↑
EPS(NTD)	3.32	2.23	49% ↑
Net cash generated from operating activities	88,385	(2,044)	4424% ↑
Capital expenditures	182,513	353,721	↓ 48%
ROE	5.23%	3.93%	1.3% ↑

RD Roadmap

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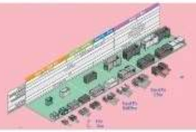
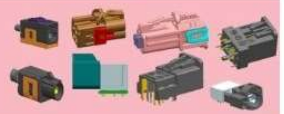
FPC Connector / Wiring Harness 	Develop and plan FPC products	Enhance the diversity of Hu Lane products
Inline Series Terminal Series 	Series of product Non-waterproof inline(in development) Waterproof inline(planning)	Meet the needs of auto OEM & module manufacturer
Pin Header Series 	Miniaturized PIP & SMT products (planning)	
020 miniaturized connectors 	Waterproof series (in development) Non-waterproof series (planning) Pin Header series (planning)	Meet the needs of module miniaturization
FAKRA/HSD 	FAKRA/HSD/HFM/ETHERNET(production)	Support ADAS system transmission application、Meet the needs of auto networking
High voltage connector 	Mainly develop 800V products	Complete selection of connectors for the full range of EV
Electrical Center 	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

Market Development Strategy

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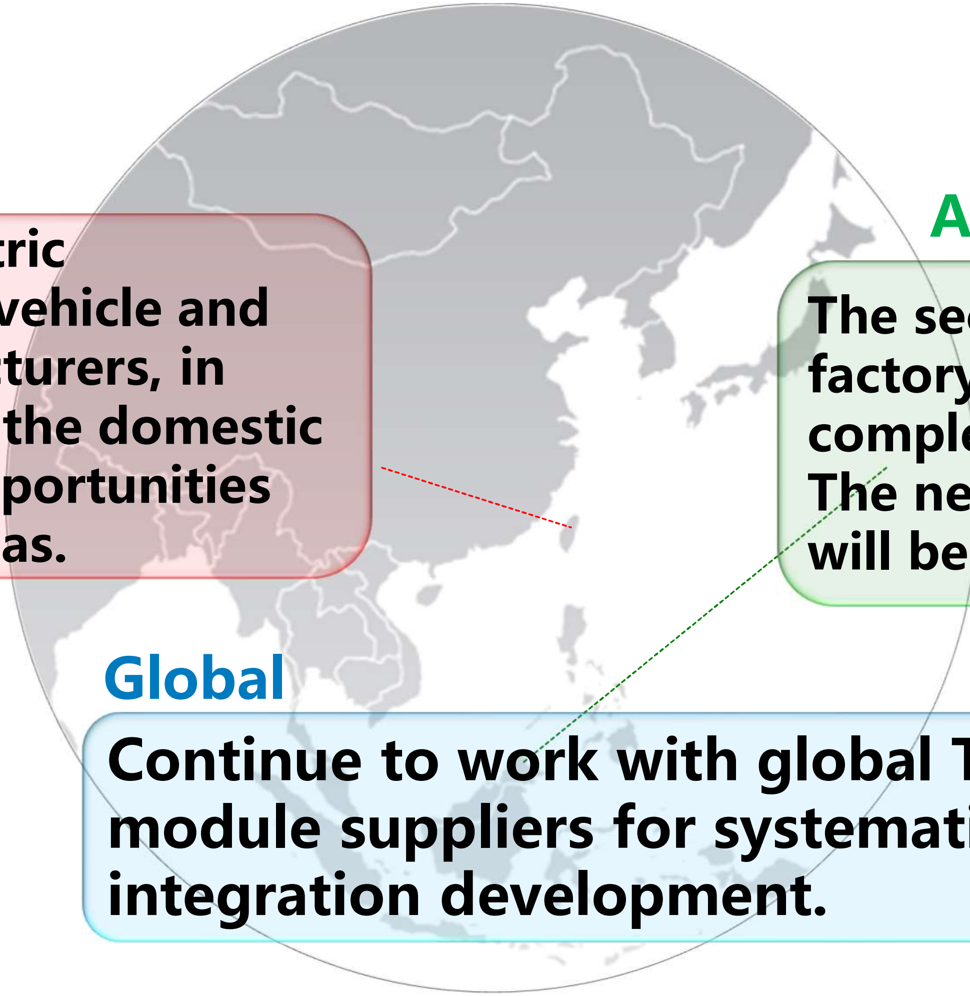
China: Expand the penetration in existing customers and develop new customers

OEM	2024/1~4 number of production(YoY)	Cooperation with OEM
BYD AUTO Build Your Dreams	943,292(22%)	Continued acquirement of new product development.
长安汽车 CHANGAN	507,634(5%)	New models adopt fuse box platform.
GEELY	618,541(46%)	Continued acquirement of new product development.
CHERY	635,007(68%)	Continued acquirement of new product development.
上海通用汽车 SHANGHAI GM	143,812(-45%)	HL collaborated with the customer based on the functional requirements to design new products in new models.
SAIC	255,787(17%)	New product introduction increases the penetration

Market Development Strategy



Taiwan

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

ASEAN

The second phase of Vietnam factory construction was completed.
The new factory in Indonesia will be completed in July 2024.

Global

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

ESG Strategy

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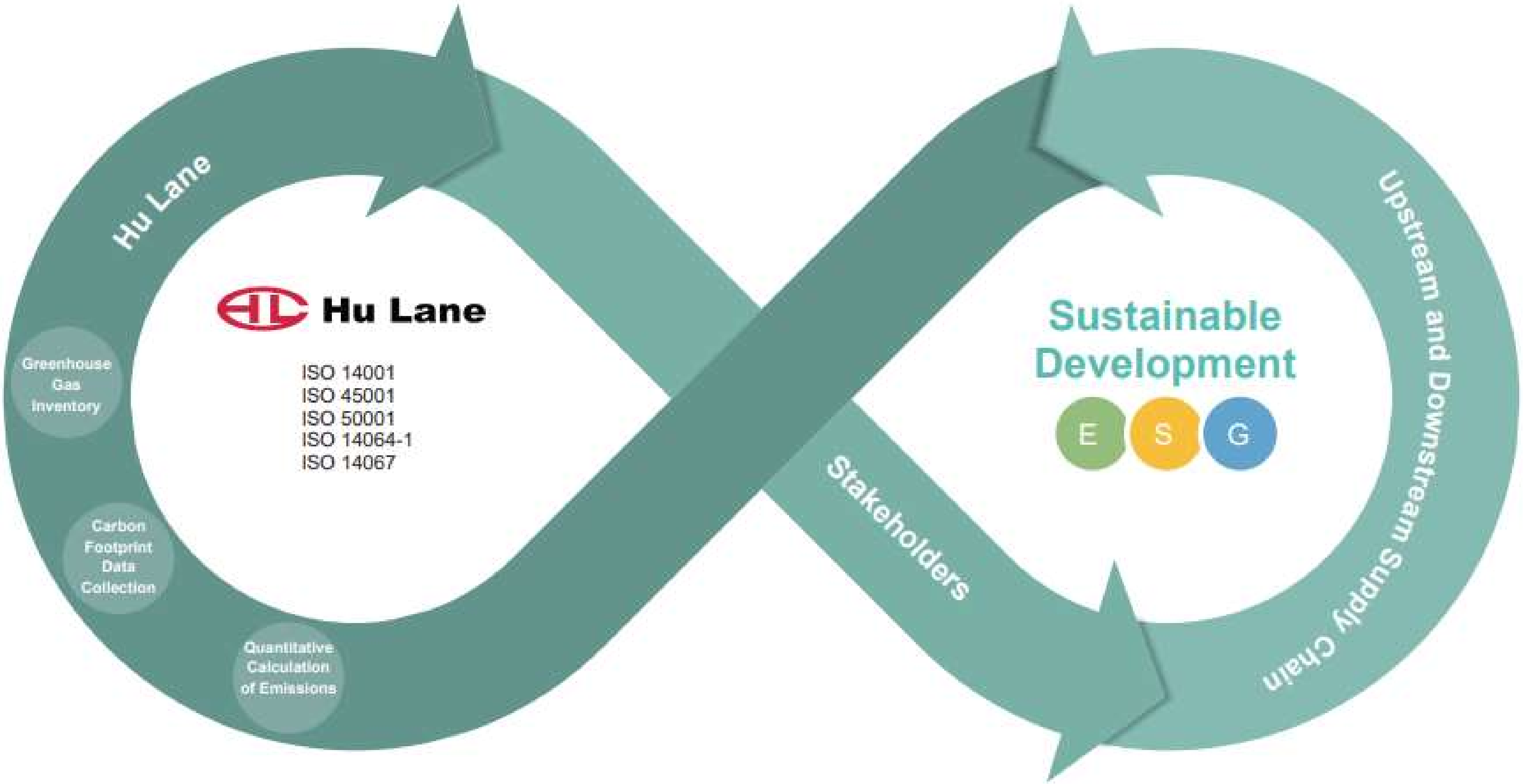

ESG Strategy

The 10th Corporate Governance Evaluation ranked 6%~20%.

Top 36 of the 2024 Global Views ESG Corporate Sustainability Award.

Dividend Policy

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Item \ Year	2017	2018	2019	2020	2021	2022	2023
EPS Before Tax	12.43	7.44	5.79	6.82	9.53	12.62	12.08
EPS	10.00	6.00	4.78	5.59	7.91	10.03	9.24
Dividend	8.0	4.0	3.25	4.0	5.0	5.6	5.25
Cash	8.0	4.0	3.0	4.0	5.0	5.6	*5
Stock	0	0	0.25	0	0	0	0.25
Dividend Payout Ratio	80%	67%	68%	72%	63%	56%	57%

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

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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.

Q&A