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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胡連精密股份有限公司
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4Q24 Financial Results

胡連精密股份有限公司
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4Q24 Consolidated Statements of Comprehensive Income

In NTD thousands	2024 Q4	2024 Q3	QoQ	2023 Q4	YoY
Operating revenue	2,772,130	2,144,864	29%	2,256,592	23%
Gross profit	942,911	685,985	37%	769,104	23%
Profit from operations	574,422	338,594	70%	434,369	32%
Non-operating income and expense	(23,388)	69,820	-133%	(42,792)	-45%
Profit before income tax	551,034	408,414	35%	391,577	41%
Income tax expense	(171,202)	(94,899)	80%	(52,851)	224%
Net profit attributable to owners of the company	379,143	311,173	22%	337,637	12%
Earnings per share(Basic)	3.67	3.05	20%	3.38	9%
Gross profit margin	34%	32%	2%	35%	-1%
Operating net profit margin	21%	16%	5%	20%	1%
Net profit margin	11%	14%	-3%	15%	-4%

4Q24 Consolidated Balance Sheets

胡連精密股份有限公司
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In NTD thousands	2024.12.31	2024.09.30	QoQ	2023.12.31	YoY
Cash and cash equivalents	1,128,654	1,122,802	1%	996,481	13%
Trade receivables	2,774,449	2,162,132	5%	2,129,805	18%
Inventories	2,172,565	2,017,218	8%	1,732,547	25%
Property, plant and equipment	5,018,337	4,861,541	3%	4,457,102	13%
Total assets	14,118,491	13,053,091	8%	11,587,913	22%
Short-term borrowings	2,626,439	1,900,959	38%	1,634,067	61%
Trade payables	1,549,388	1,281,493	21%	1,099,268	41%
Bonds payable	1,088,686	1,330,883	-18%	1,385,635	-21%
Total liabilities	6,692,953	6,211,873	8%	5,477,681	22%
Total equity	7,425,538	6,841,218	9%	6,110,232	22%

4Q24 Consolidated Statements of Cash Flows

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In NTD thousands	2024.01.01~12.31	2023.01.01~12.31
Net cash generated from operating activities	1,267,282	1,432,673
Net cash used in investing activities	(1,573,699)	(1,312,007)
Net cash generated from financing activities	454,851	(69,991)
Capital Expenditures	(1,664,990)	(1,527,996)
Free Cash Flow*	(397,708)	(95,323)

*Free Cash Flow=Net Cash generated from (Used in) Operating Activities-Capital Expenditures

胡連精密股份有限公司
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Global Automotive Development Trends & Hu Lane Product Solutions

Global Automotive Development Trends

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Electrification

With the improvement of environmental awareness and the promotion of policies, EV will usher in explosive growth in the future, and the market share of traditional fuel vehicles will gradually decline. 。

Intelligent

With the development of technologies such as AI and the IoT, cars will become more intelligent in the future, and functions such as autonomous driving and intelligent assisted driving will become more popular.

Networking

Internet of Vehicles technology will achieve information sharing between vehicles and vehicles, vehicles and infrastructure, upgrade the Internet of Vehicles ecological chain, and provide traffic efficiency and safety.

Electrification

High voltage connector: New energy vehicles have become mainstream around the world. After several years of development and data accumulation, Hu Lane independently developed high voltage connectors for the new generation of new energy vehicle power systems, which are highly reliable and stable, efficient charging, high resistance to electromagnetic interference and high integration. Hu Lane provide new impetus for the development of the new energy vehicle and push the industry into a new era of professionalism, efficiency and lightweight. The products including DC/DC inverters, vehicle chargers OBC, PTC, fast charging, motor controllers, front and rear motors, high voltage battery packs, air conditioning compressors, etc.

Electrification – High Voltage Product Solutions

胡連精密股份有限公司
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CLASS-1

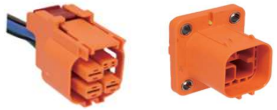
HV 280

application:
DC/DC converter, vehicle chargers, air conditioning compressors, high voltage junction box, heaters

CLASS-2

HV 400

HV 630



application:
Air conditioning compressor, DC/DC converter, high voltage junction box

CLASS-3

HV 1200

application:
DC/DC converter, vehicle chargers

CLASS-4

HV 1800

HV 800

IPT

application:
Inverter, motor, electrical control, battery

CLASS-5

HV 2100

HV 2600

application:
PDU – battery pack
DC charging – OBC

Electrification-Achievements and Prospects

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OEM customers in China, Taiwan, and Europe: Chery, Changan, Great Wall, JAC, Geely, BYD, Foton, Toyota...etc.

- Hu Lane has been deeply involved for many years in the world's largest EV market, China. In addition to cooperating with many traditional auto OEM, we have also provided new technology solutions to China’ s EV start-ups .
- The key supplier of high voltage connectors for the American T brand outside China market.
- Utilize the factory in Southeast Asia and cooperate with China B brand to expand the EV market outside China.
- The only supplier of 800V automotive high voltage connectors in Taiwan, we work with module manufacturers to provide more competitive EV solutions.

Intelligent

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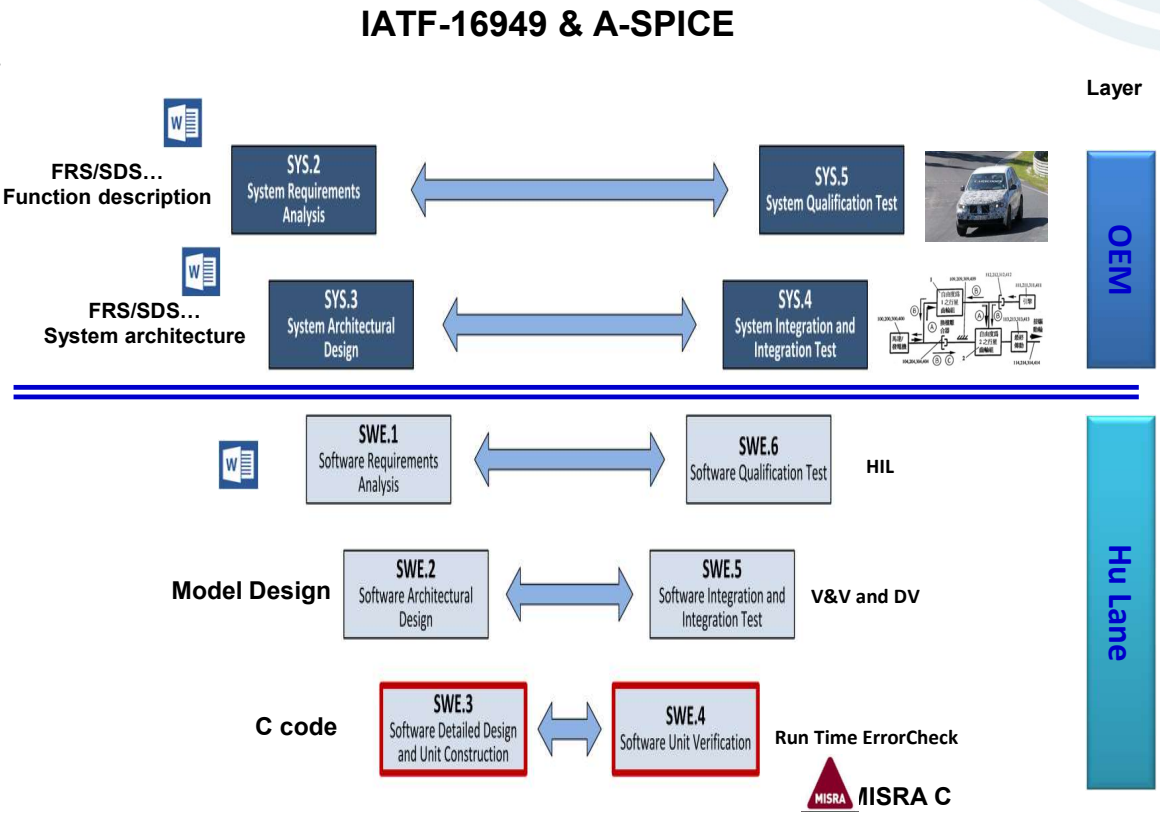
Smart car junction box:

With the improvement of environmental awareness, new energy vehicles have become the mainstream of the market. It is expected that by 2025, fuel vehicles will gradually withdraw from the market, and the status of new energy vehicles will be further consolidated. At the same time, the popularity of high frequency transmission, autonomous driving and 5G technology has also accelerated the evolution of vehicle electronic systems. In this process, the vehicle's electronic control unit, junction box and body control module are showing a trend of integration, which has triggered major changes in the vehicle electronic system. Hu Lane focuses on technological evolution and provides optimal solutions based on customer needs to meet the needs of industry development and help customers cope with the challenges brought by industry changes.



Intelligent – Automotive Junction Box Solutions

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Junction Box

Advantages
1.Integrated, low-cost technical solutions.
2. Design changes are easy.
3. Expandable functions and provide platform based modular design

Application:
Cabin, instruments, battery, trunk

PCB Type Junction Box

Advantages
1.Variable high/low current circuit design
2. It is convenient to update the circuit design in terms of circuit shunt and contacts (high variability) and not affect the mold.
3.Support integrated electronic components.
4. CAN bus communication interface can be integrated to reduce wiring harness costs.

Application:
Cabin, instruments, trunk

Smart Junction Box (SJB)

Advantages
1.Intelligent chip and bus control can manage power supply through bus communication.
2. When using HSD/LSD, loop status monitoring, feedback, and control recovery can be realized.

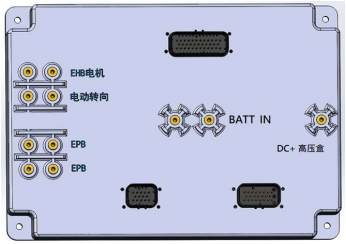
Application:
Cabin, instruments, trunk, Indoor wake up

Automotive electronic modules

Advantages
1. Integrate chip intelligent control & power circuit design & vehicle body control logic.
2. Completely establish the vehicle body domain controller system (Zone Controller) of the vehicle body control center.
3. Based on the customer platform, provide OTA upgrade of functional modules.

Application:
lights, seats, windows, interior lights, wipers, body domain controllers, power IPD adapters

Intelligent power distribution module



Advantages
1.Current management can be defined through software (configured when the vehicle is offline).
2. Add short-circuit, over-current protection and load open-circuit judgments in the standby state to provide a basis for the existing platform and allow OTA upgrades of functional modules.

Application:
Body control system, advanced driver assistance system (ADAS), infotainment system: self-driving logistics vehicle

Intelligent -Achievements and Prospects

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OEM customers include: SAIC platform, Changan Auto platform, GEELY platform project application, JAC, DOUGLAS DYNAMICS, Great Wall, Xpeng, Li Auto...

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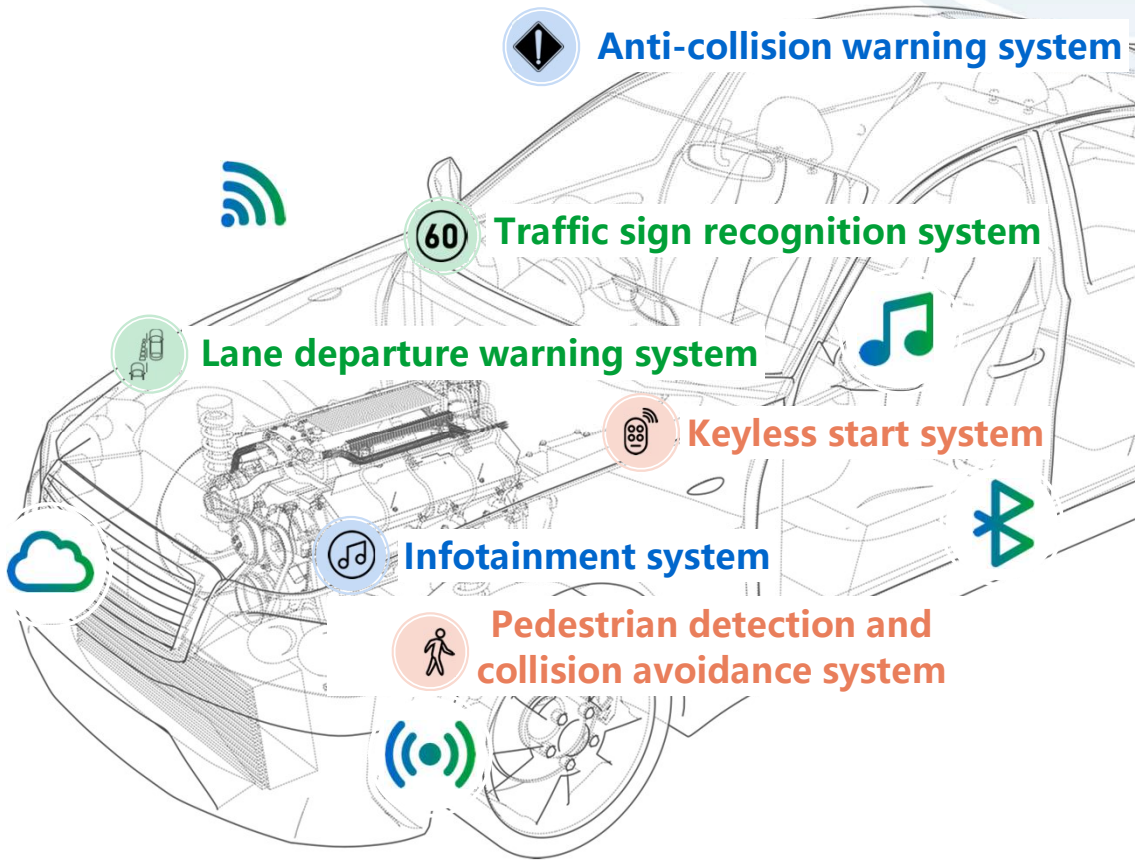
- Leading the development of the intelligent power management system (IPDU) jointly developed by China's J brand for use in self-driving delivery vehicles.
- Developed the U.S. D brand engineering vehicle intelligent vehicle body control box and expanded into products in the overseas engineering vehicle field.
- Undertake the development and manufacturing of European G brand smart junction box.
- In response to market globalization, we can provide four business models (new design and development, product upgrades, collaborative design, and cost reduction solutions) to solve customer pain points.

Networking

High frequency and high speed connector: Intelligent network connection and autonomous driving have become the main development application of automotives. As a requirement for transmitting high speed data signals, Hu Lane designs and develops a complete series of high frequency and high speed products that meet performance requirements such as insertion loss, return loss, phase and third-order intermodulation, and for products with good impedance continuity, small crosstalk, low delay and high signal integrity . FAKRA, Mini-Fakra: Transmission intermediary between sensor data and AVM (Around View Monitor System);HSD is mainly used for high-speed transmission from AVM to the host and from the host to the cockpit; Ethernet covers applications such as body control and positioning systems, 4K/8K cameras, high-definition video, infotainment, assisted driving, and intelligent driving.



Networking – High Frequency and High Speed Product Solutions

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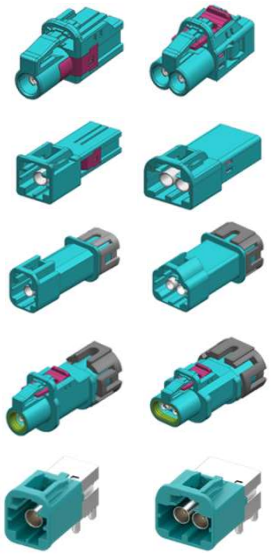
FAKRA

Application:
Camera, navigation system, remote control, antenna, Bluetooth

MINI FAKRA

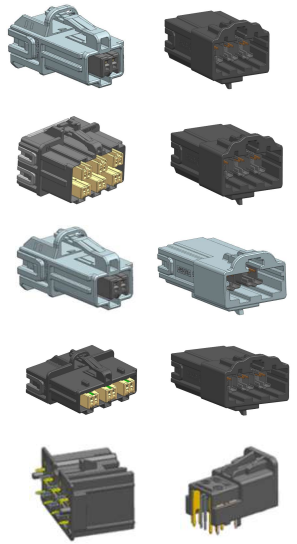


Application:
Camera, navigation system, remote control, antenna, Bluetooth

HSD

Application:
Central control display, electronic instrument, head-up display, infotainment system

100BASE/1000BASE Ethernet



Application:
Laser radar, infotainment system, gateway

10G Ethernet

Application:
Laser radar, autonomous driving,8K / high-resolution display

Networking - Achievements and Prospects

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Customers: Chery, SAIC, Geely, Changan, Lynk & Co, Zeekr, GM, Nissan, Volkswagen and other domestic and foreign OEMs….

- Accomplish the Ethernet network of various sub-brands of Geely Group, SAIC-GM and other OEMs.
- Provide high frequency and high speed products to Y brand, a major Japanese wiring harness manufacturer, to realize the layout of high frequency and high speed products in the European market.
- Entering the EV networking system of Foxtron Vehicle Technologies, becoming the only local supplier of high frequency and high speed connectors in Taiwan.
- Cooperate with Taiwan's IT industry to develop forward-looking automotive networking systems.

Advantages of Hu Lane

胡連精密股份有限公司
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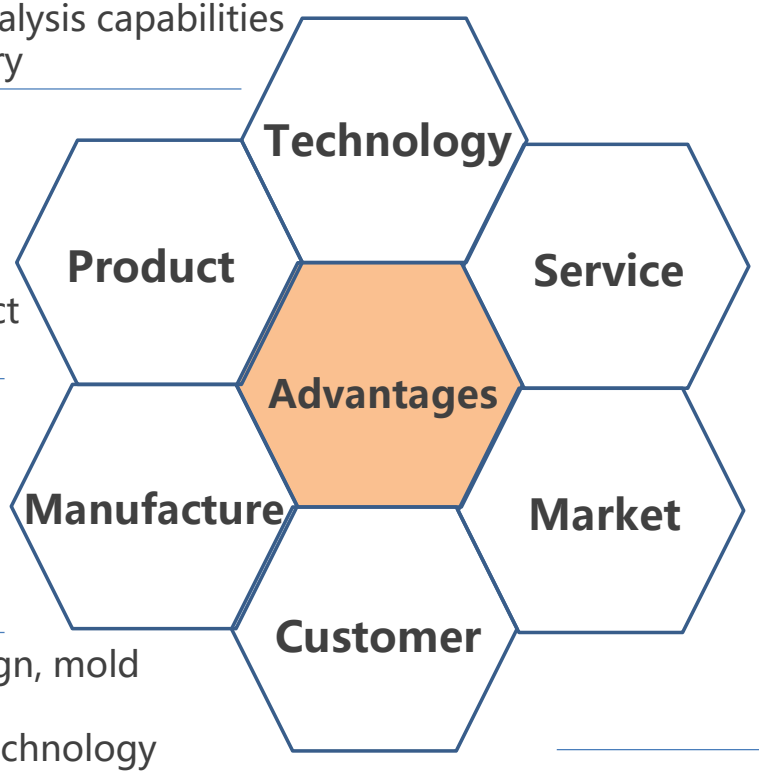
1. Patent layout (new products)
2. CAE & computerized data analysis capabilities
3. National accredited laboratory



1. Provide innovative automotive connectors and solutions
2. Respond quickly to customer requests

1. Complete series of product lines
2. Customized service & short product development cycle

1. Six factories (19 sales offices worldwide)
2. Markets are across Asia-Pacific, America, Europe, South Asia, and the Middle East

1. Able to communicate on an equal footing with world-class auto OEMs and participate in innovative connection system solutions
2. Customers include auto OEMs and Tier 1 suppliers

1. One-stop connector solution (design, mold development, manufacturing)
2. Automated mold manufacturing technology & automated production process

Q&A

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