

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



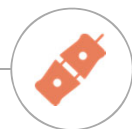
Foundation
1977年



Chairman | General Manager
T.H. Chang | **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 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

Main Products

Instrument Panel



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



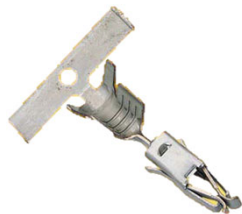
Fuse



High Frequency



Terminal



Waterproof Connector



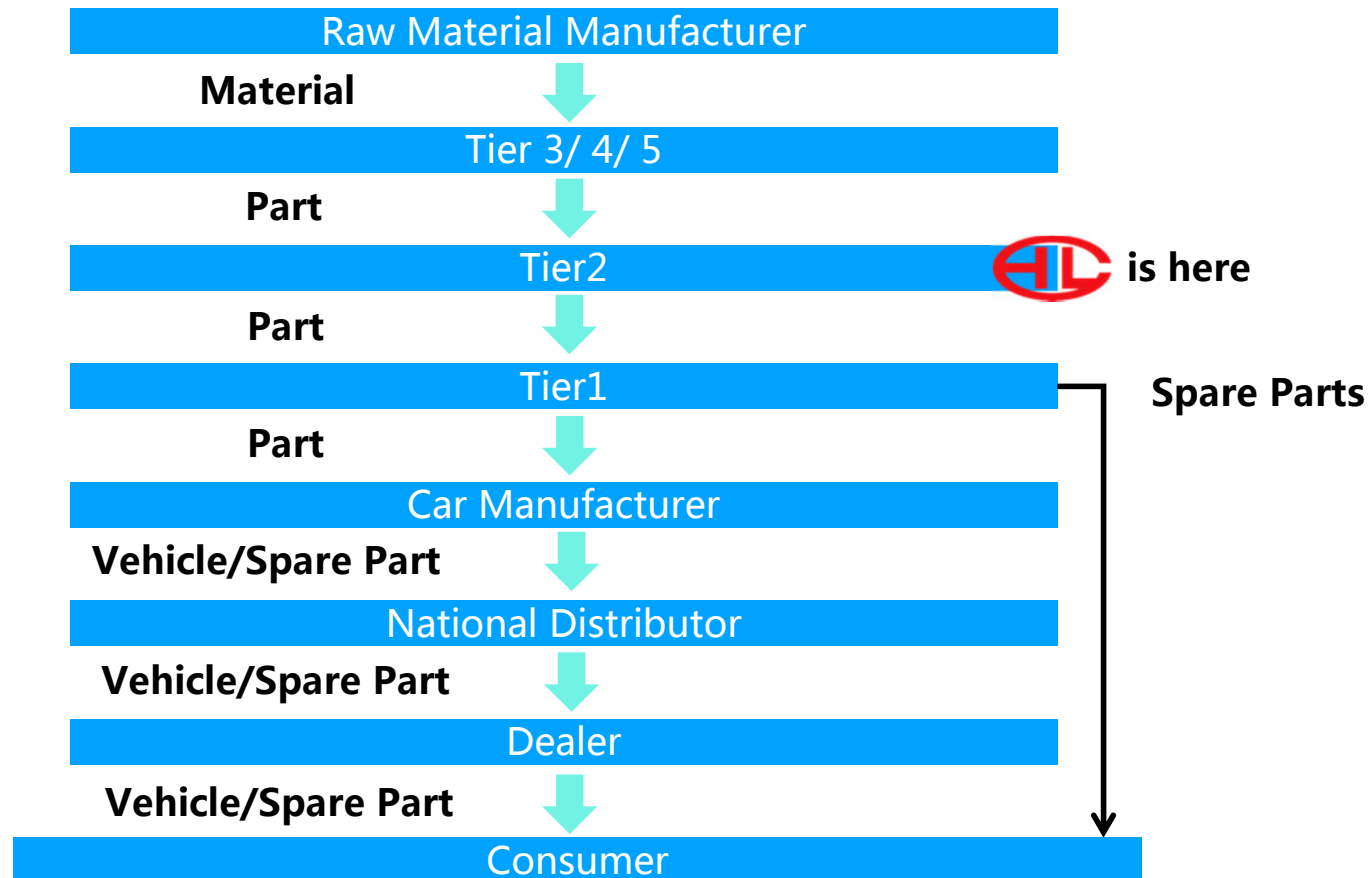
Rubber Seals



EV Connector

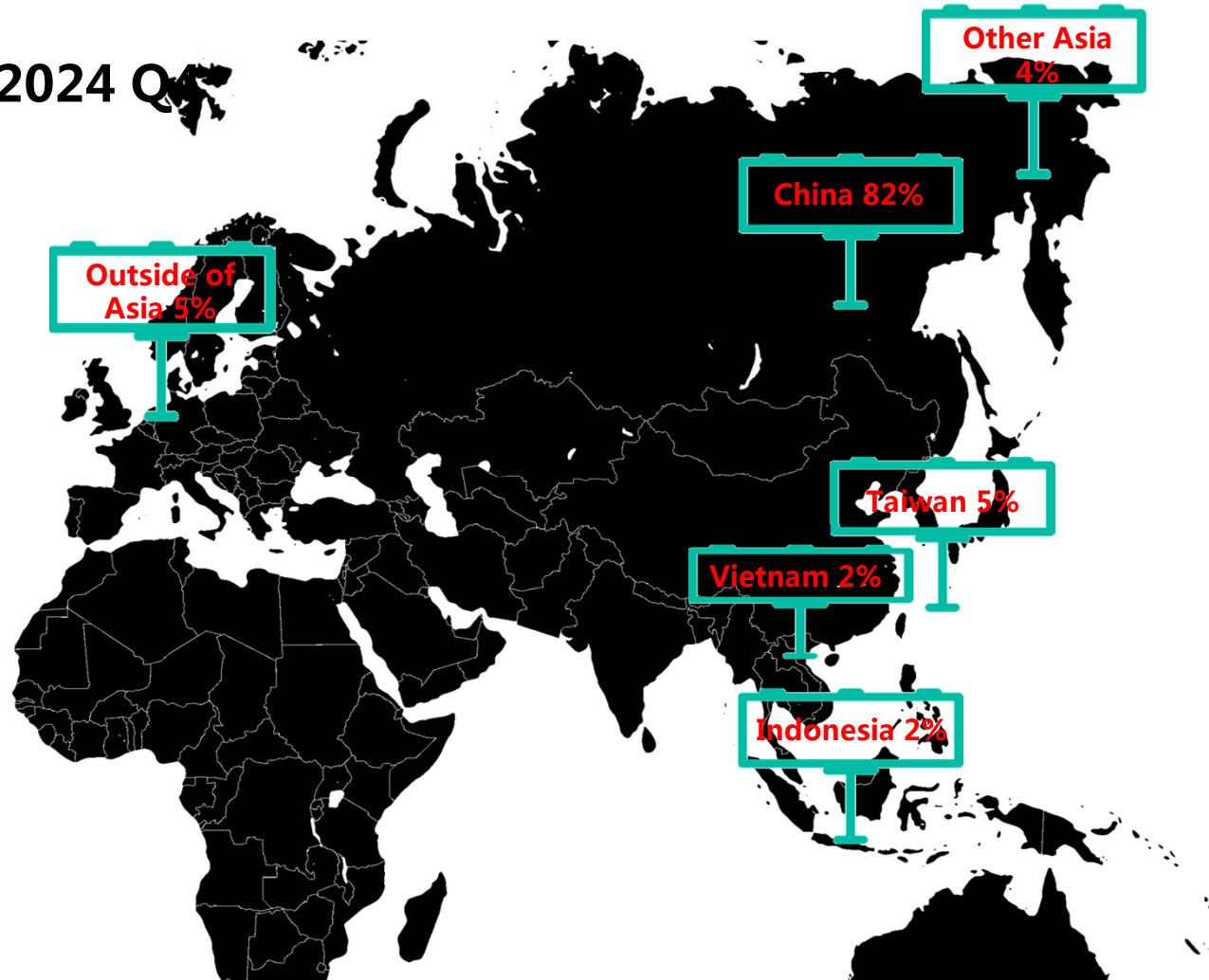


The automotive supply chain

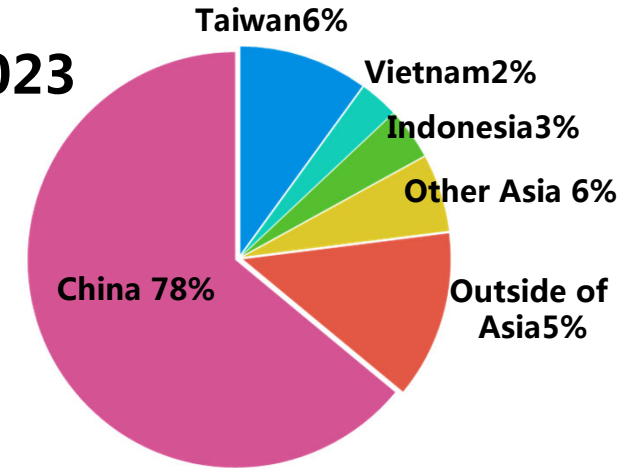


Sales Revenue by Geographic Area

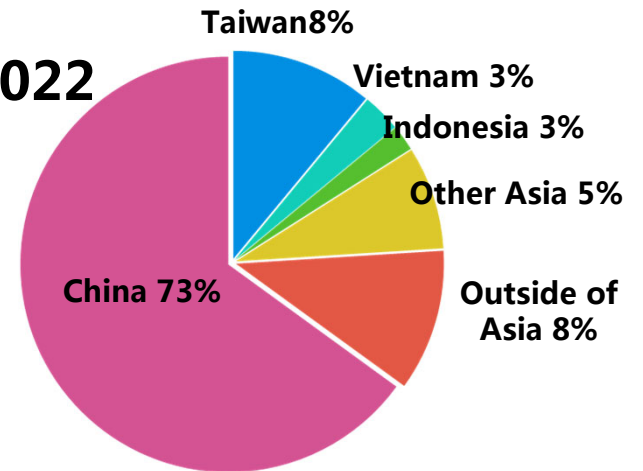
2024 Q1



2023



2022



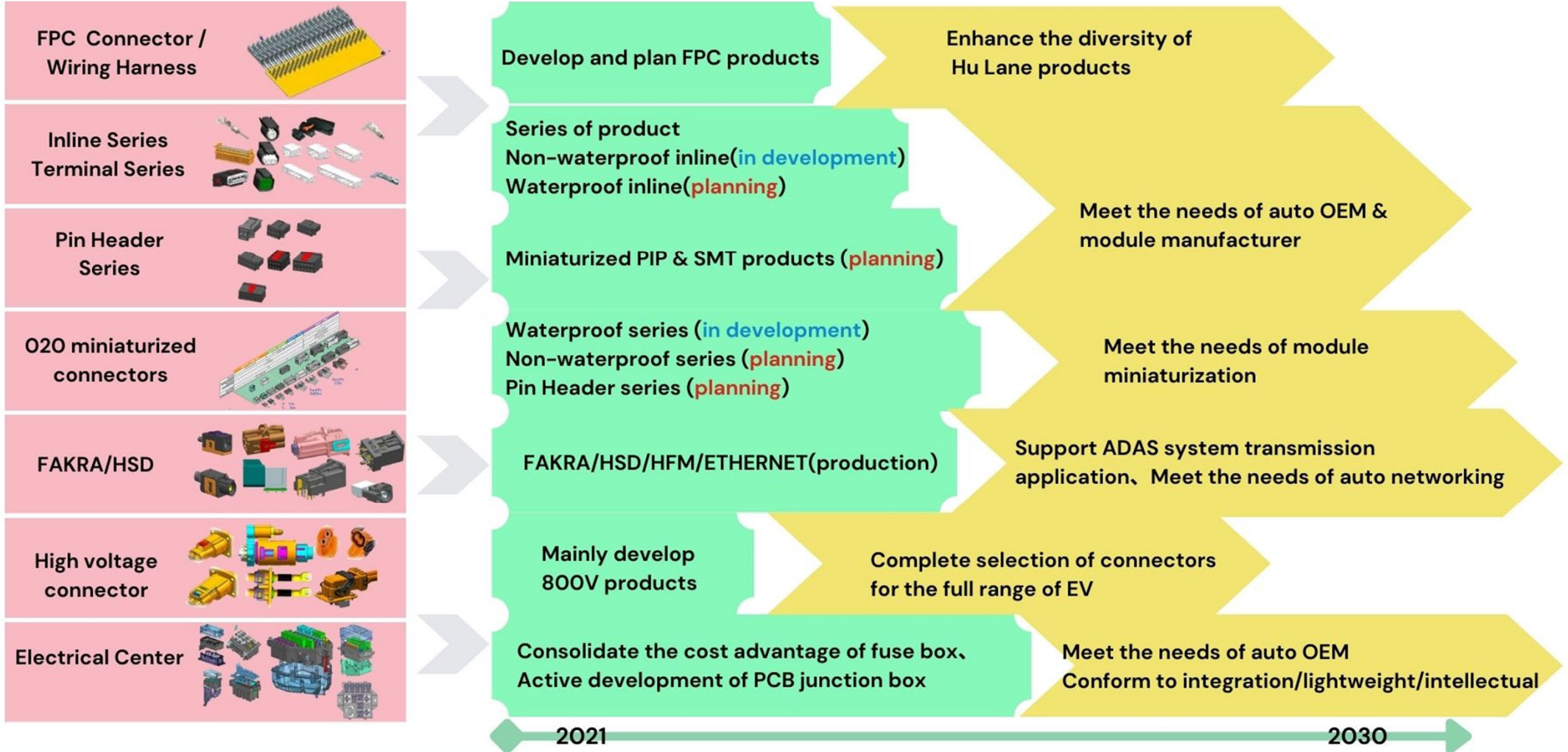
Capacity

Category	Press Machine		Injection Machine		Rubber Machine		%of total capacity
	amount	%	amount	%	amount	%	
Facility Location							
Taipei	34	37%	59	23%	-	-	25%
Nan Jing	25	28%	106	41%	13	76%	39%
Vietnam	6	7%	47	18%	-	-	15%
Dongguan	24	26%	40	16%	4	24%	19%
Indonesia	2	2%	5	2%			2%
Total	91	100%	257	100%	17	100%	100%

2023Q3 Financial Highlights







In NTD thousands	2023 Q3	2022 Q3	年變化
Operating Revenue	1,884,676	1,782,259	6% ↑
Gross Margin	32%	30%	2% ↑
Operating Margin	17%	17%	-
Profit before income tax	374,602	508,482	↓ 26%
EPS(NTD)	2.9	4.62	↓ 37%
Net cash generated from operating activities	520,298	121,221	329% ↑
Capital expenditures	444,230	180,731	146% ↑
ROE	5.08%	8.96%	↓ 3.88%

RD Roadmap



Market Development Strategy

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

OEM	2024/1 number of sales(ten thousands)(YoY)	Cooperation with OEM
 BYD AUTO <i>Build Your Dreams</i>	20.7(48%)	Continued acquirement of new product development.
 长安汽车 CHANGAN	19.0(60%)	New models adopt fuse box platform.
 GEELY	18.7(116%)	Continued acquirement of new product development.
 CHERY	10.7(160%)	Continued acquirement of new product development.
 上海通用汽车 SHANGHAI GM	3.6(-35%)	HL collaborated with the customer based on the functional requirements to design new products in new models.
 SAIC	7.6(47%)	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.

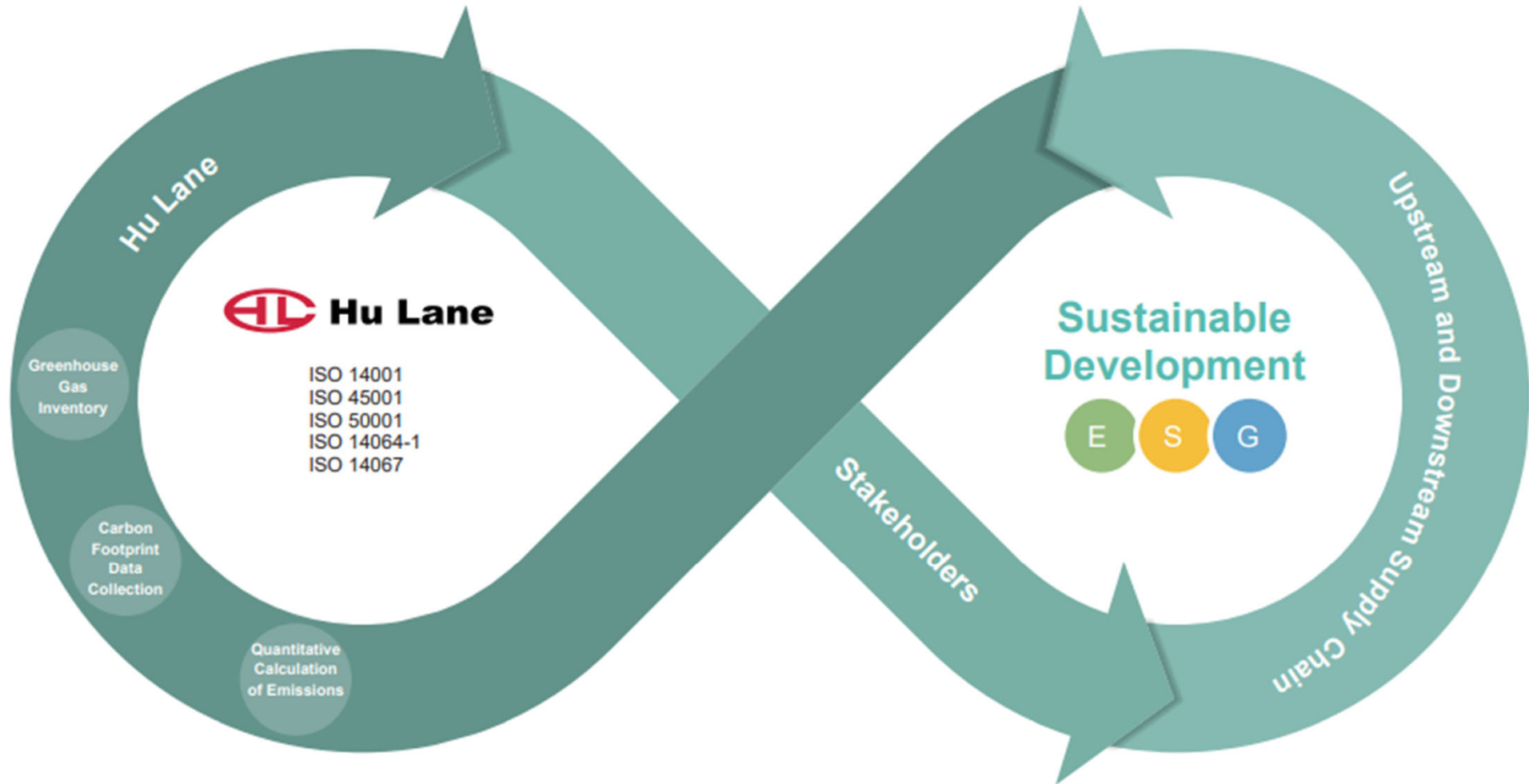
Indonesia

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

ESG Strategy



ESG Strategy

Hu Lane summarizes the three major ESG topics of the year according to the ten material topics as follows:

E Energy Conservation Control

Externally, Hu Lane establishes a long-term and stable trust relationship with customers, invites suppliers to work together to achieve energy conservation and carbon emissions reduction, and implements environmental protection control to avoid excessive impacts on the environment.



S Happy Workplace

Internally, we create a healthy, safe and happy workplace for employees with transparent management mechanisms and systems to provide a good working environment, increase employees' participation in Company policies, create an atmosphere of active responsibility, and enhance the vitality and innovation of the organization.



G Enhancement of Information Security

Continuously invest in R&D momentum to create greater profits and strengthen information security to safeguard business secret.



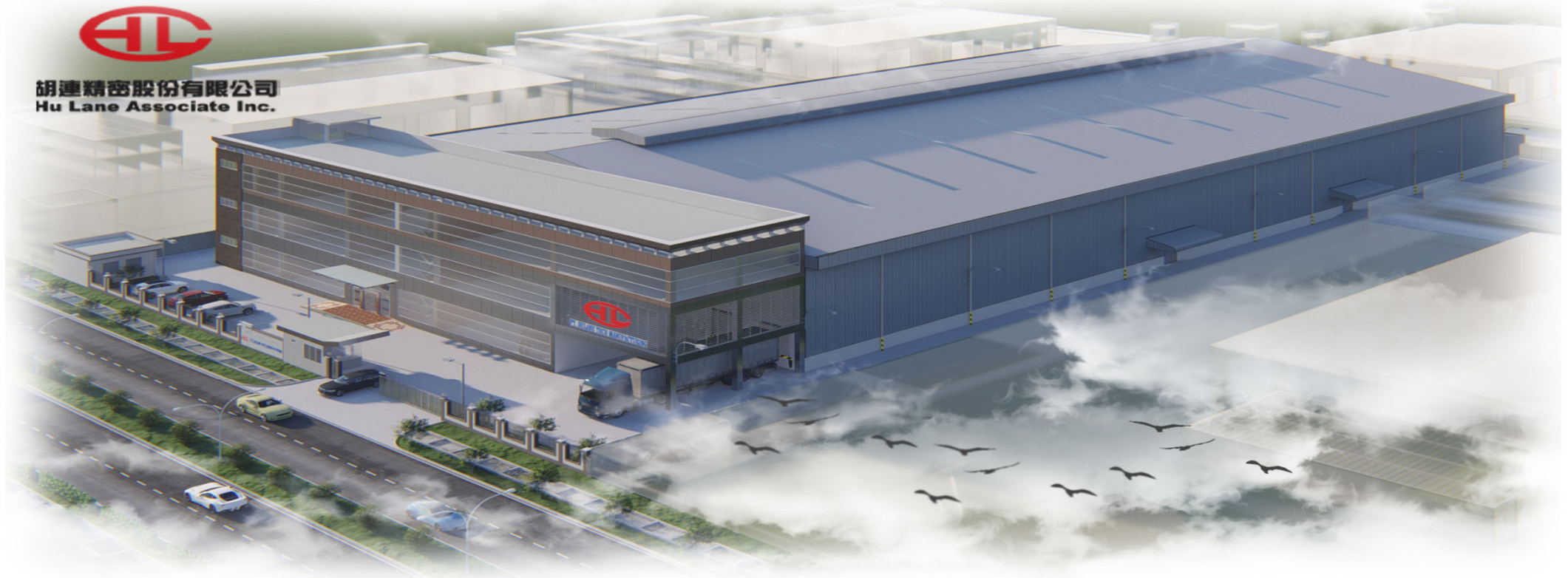
Dividend Policy

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

