# LEDTECH ELECTRONICS CORPORATION

2024 Investor Conference

*Ledtech* 6164

20 24

# Disclaimer

# Disclaimer

- Contents of this presentation are based on CPAcertified financial statements prepared in accordance with IFRS. The full content and data are subject to the financial statements.

- The presentation may contain statements regarding the future based on current expectations and are subject to known or unknown risks or uncertainties. Actual future results may differ significantly.

- Unless otherwise required by law, the Company is not obliged to update its future prospects in response to new information or future events.

# Agenda

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# Company Introduction

## Milestones (updated to 2024)

**1977**
**LEDTECH has a history of 47 years since established**

**1991**
Ledtech China Factory has a history of 33 years since established in Zhaoqing

**1996**
**LEDTECH USA has a history of 28 years since established**

**2002**
Ledtech went public in OTC.

**2007**
**Energyled Corp. established for lighting products. Established 17 years ago**

**2008**
Ledtech went public in TWSE. 16 years ago

**2015**
**Joint Venture LEDTECH UK In United Kingdom**

**2017**
Ledtech China production base was completed in Zhaoqing 7 years ago

**2024**
**ESG sustainable energy-saving demo site completed**

# Production Base

Dorm

Office and R&D Building

Factory

Cafeteria, Rec Room

(75 acres of land)
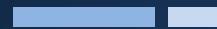
# Business Philosophy

We greatly value customer experience and feedback, and we strive to fulfill customer expectations no matter the circumstance. Chairman Frank Liu states: "Adhering to the service concept of personally practicing and cooperating with customers, along with the willingness to share the journey, allows customers to experience the highest quality of service."

# Ledtech DNA

# Sincere ,
# Responsible ,
# Ever-Dedicated

# Company Introduction

## Corporation Philosophy

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### Industrial Development

From LED indication to display and sensing applications, it promotes social and economic development and enables the human group as a whole to move towards a better future.

### AIOT

Connect various optical technology products with AIOT to create a new generation of human civilization in the future.

### Green Earth
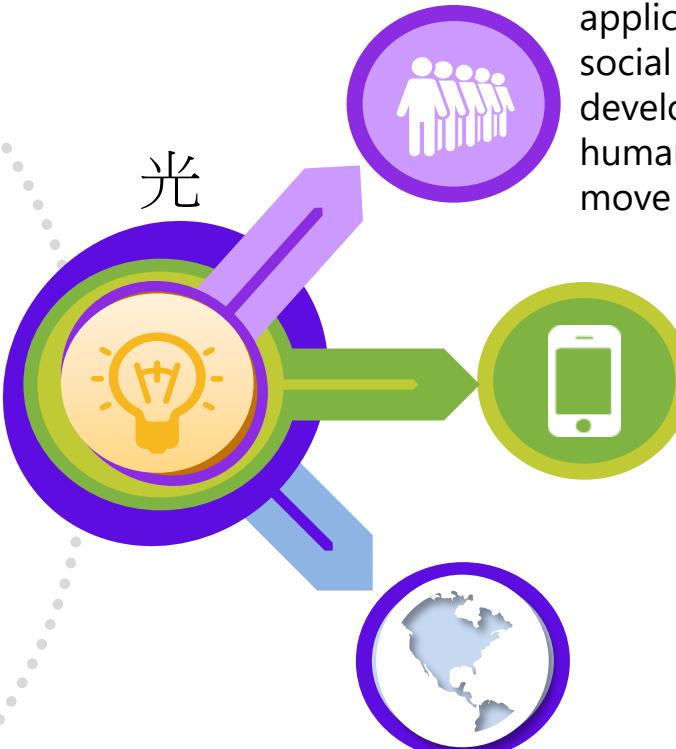
Focus on energy saving and carbon reduction, product development and practical application, and implement the mission of sustainable environmental protection in enterprise operations.

**ESG sustainable development**
Pay attention to the sustainable development of Environmental, Social, Governance fields, and become a sustainable enterprise advocated by the international community.

Ledtech

# LEDTECH LED Components Series

**LED Lamp**
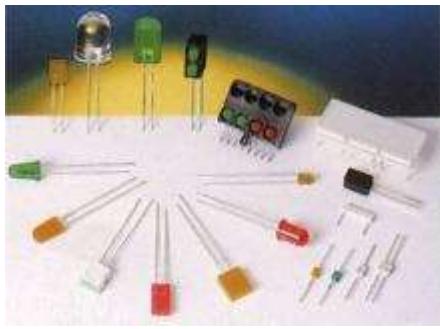


**SMD LED**



**High Power LED**



**LED Display**



**Chip On Board LED**
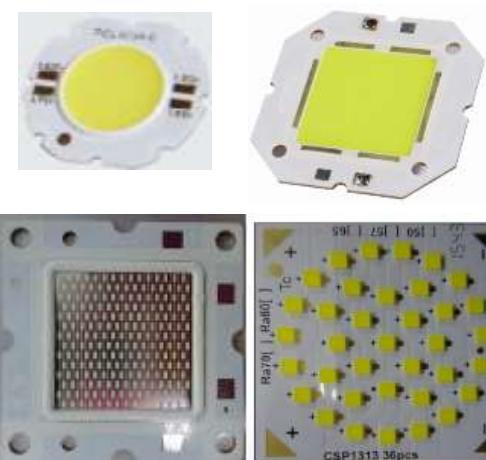


**COB NEW LED**
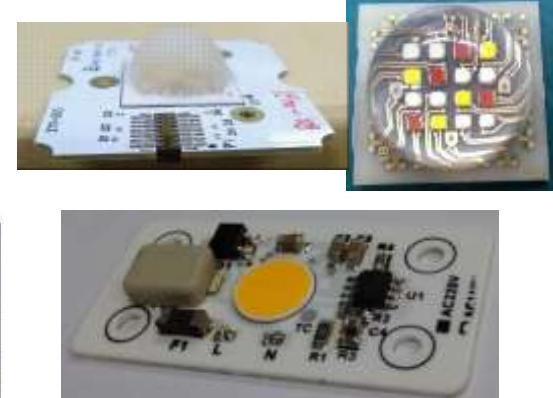
# Energyled LED lighting products
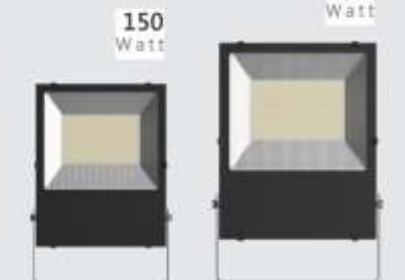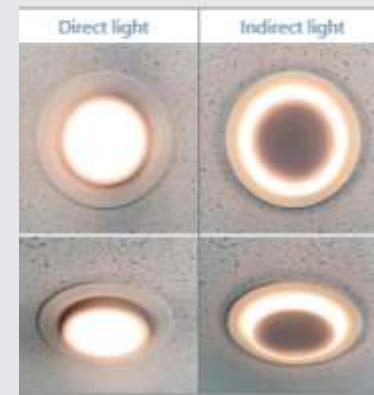
# Operating Results

## 3Q24YTD Results

**3Q24YTD Results**

| In NT thousand | 3Q24 | | 3Q23 | | YoY |
|---|---|---|---|---|---|
| | 金額 | % | 金額 | % | % |
| Net Sales | 632,030 | 100.0 | 534,860 | 100.0 | 18 |
| COGS | 418,934 | 66.3 | 397,756 | 74.4 | 5 |
| Gross Profit | 213,096 | 33.7 | 137,104 | 25.6 | 55 |
| Operating Expense | 200,449 | 31.7 | 181,838 | 34.0 | 10 |
| Operating Profit | 12,647 | 2.0 | (44,734) | (8.4) | 128 |
| Other Income/Expense | 35,162 | 5.7 | 26,237 | 5.0 | 34 |
| Profit Before Tax | 47,809 | 7.7 | (18,497) | (3.4) | 358 |
| Income Tax Expenses | (11,442) | (1.9) | 7,876 | 1.4 | (245) |
| Non-Controlling Interest | (195) | (0.1) | (1,499) | (0.4) | 87 |
| Profit Attributable to Parent | 36,562 | 5.9 | (9,122) | 1.6 | 501 |
| After Tax EPS | 0.37 | | (0.09) | | |
| Shares:(thousand shares) | 97,518 | | 100,000 | | |

# Operating Results

## Other Incomes/Other Expenses

Other Incomes/Other Expenses

| In NT$ thousand | 3Q24 | 3Q24YTD |
|---|---|---|
| Net Interest | 2,150 | 7,645 |
| FX | 940 | 11,724 |
| Others | 6,777 | 15,793 |
| Total OIOE | 9,867 | 35,162 |

# 3Q24YTD Revenue Contribution by Product

### 3Q24

- Others 9%
- LED Components Series 42%
- Commercial Lighting Successful Projects 20%
- Low-temperature Lighting Successful Projects 29%

### 3Q23

- Others 9%
- LED Components Series 49%
- Commercial Lighting Successful Projects 28%
- Low-temperature Lighting Successful Projects 14%
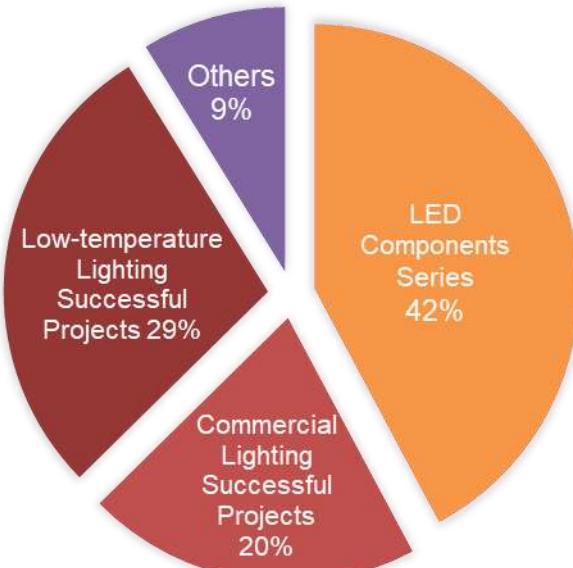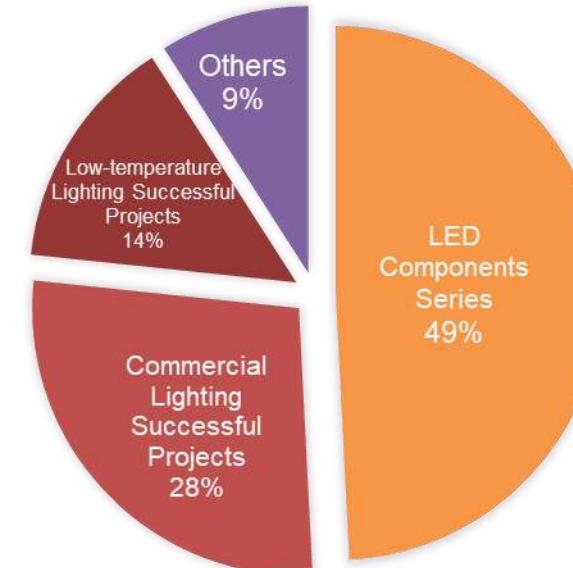
| | |
|---|---|
| LED Components Series | LAMP、CHIP LED、DISPLAY、HIGH POWER、BACKLIGHT、COB、SMD etc. |
| Commercial Lighting Successful Projects | Led Bulbs、Led Tubes、Panel Light、Spot Light、Flood Light、Flood Light、High/Low Bay Light、Street Light etc. |
| Low-temperature Lighting Successful Projects | Led Bulbs、Led Tubes etc. |
| Others | Raw materials and parts |

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# Operating Results

## 3Q24YTD Revenue by Product

| In NT thousand | 3Q24 | 3Q23 | QoQ |
|---|---|---|---|
| LED Components Series | 266,666 | 263,095 | 1% |
| Commercial Lighting Successful Projects | 129,199 | 146,926 | -12% |
| Low-temperature Lighting Successful Projects | 180,338 | 76,193 | 137% |
| Others | 55,827 | 48,646 | 15% |

# Balance Sheet

| In NT thousand | 3Q24 | | 2Q24 | | 3Q23 | |
|---|---|---|---|---|---|---|
| | Amount | % | Amount | % | Amount | % |
| Cash & Equivalent | 520,073 | 33 | 607,841 | 35 | 630,829 | 37 |
| Accounts Receivable | 147,264 | 9 | 214,133 | 12 | 139,342 | 8 |
| Inventories | 107,835 | 7 | 113,144 | 7 | 125,581 | 7 |
| Current Assets | 909,615 | 57 | 1,051,891 | 61 | 991,316 | 58 |
| Total Assets | 1,587,597 | 100 | 1,726,269 | 100 | 1,697,181 | 100 |
| Short Term Debt | 40,730 | 3 | 133,000 | 8 | 155,000 | 9 |
| Accounts Payable | 148,395 | 9 | 166,495 | 10 | 111,603 | 7 |
| Current Liabilities | 530,833 | 34 | 460,543 | 26 | 411,556 | 24 |
| Long Term Debt | 70,381 | 4 | 88,616 | 5 | 115,735 | 7 |
| Total Liabilities | 631,199 | 40 | 577,719 | 33 | 566,004 | 33 |
| Equities | 956,398 | 60 | 1,148,550 | 67 | 1,131,177 | 67 |
| | | | | | | |
| Key Indices | | | | | | |
| Current Ratio (x) | 1.71 | | 2.28 | | 2.41 | |
| Quick Ratio (x) | 1.51 | | 2.04 | | 2.10 | |

# 2025
## Strategy of trend and focusing…

2025
Towards to strategically expand with five major axes

**01 Product**
Continuously to expand the revenue ratio of frozen equipment

**02 Territory**
Significantly to expand the Sales/Customer profitable territory.

**03 Profit Growth**
Accurately selection by customers and product vs. profitability ratios

**04 OBM Rising**
The mainly of marketing strategy will be toward to increase promotion intensity with its own brands

**05 Strategy & Direction**
CBAM+ESG+IoT Total Solution Policy

# 2025 Strategy by trend and focusing...

## 01 Product

Continuously to expand the revenue ratio of frozen equipment



### edenox

NOX is a specialist brand that manufactures markets stainless steel products for ibution, dynamic preparation and refrigeration the hotel industry, catering and associations of ERA Group.

It has a comprehensive portfolio, which includes traditional products as well as products that incorporate the latest culinary trends. Its strategy is to provide highquality professional products with a range of services linked to an unbeatable product, a supply chain designed for make-to-stock deliveries, a professional technical support service with proven experience and an order processing service with the sole objective of offering a real and satisfactory service.

VISIT THE WEBSITE >>

### asber

ASBER is a global manufacturer of equipment for the hotel & catering sector, with a catalogue focused on quick-turn equipment with based on simplicity in their installation providing the best solution at a very co price.

Thanks to its manufacturing capacity, i products adapted to different local env and develop personalised solutions for

VISIT THE WEBSITE >>

### efficold

EFFICOLD is the ONNERA Group's specialist brand in refrigeration. This brand is particularly aimed at

the hotel and restaurant professional, Fagor Professional offers a complete range of products under the same brand.

A labour that we carry out with a committed and accessible team who guarantee excellent results to the most demanding professionals also looking for a prestigious brand.

VISIT THE WEBSITE >>

### DANUBE        DOMUS

Danube, Domus y Primer are the specialist brands in the global supply of professional laundry equipment. They focus their distribution around the specia
PRIMER's main activity is in Spain. DOMUS and DANUBE work mostly in the other markets, with the latter specialising in large-scale projects and the he

# 2025 Strategy by trend and focusing...

## 01 Product

Continuously to expand the revenue ratio of frozen equipment

**Lower energy cost**



Energy reduction

Energy usage

LED T8 — Gx 40% — G6 Vertical 52%

North America

Europe

Asia

Africa

Latin America
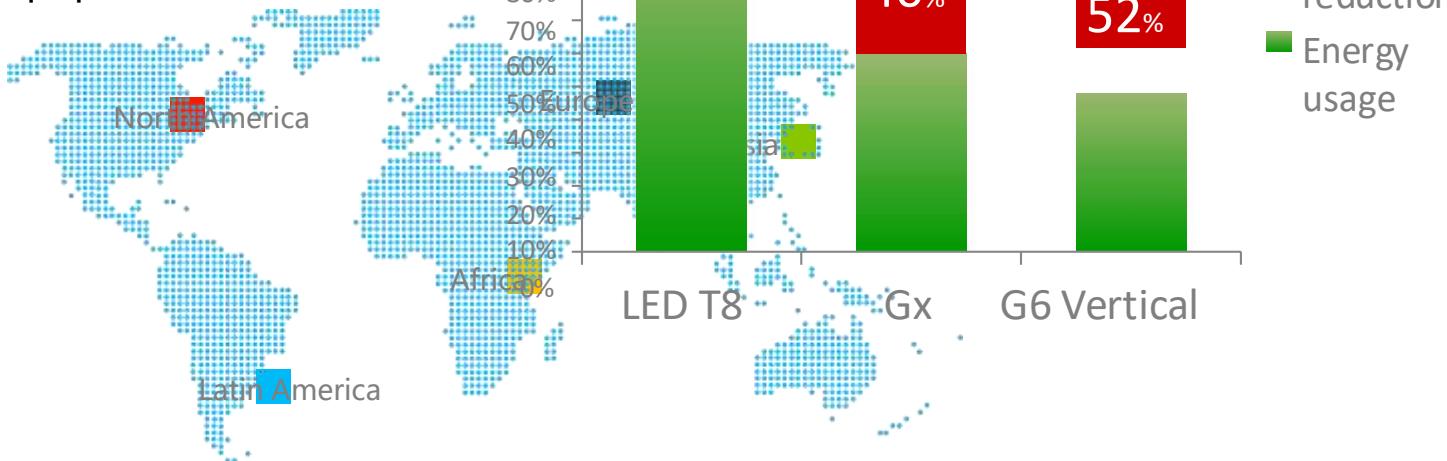
## Commercial Refrigeration manufactures

Coca-Cola

PEPSI

## Spare parts services

Coca cola's spare parts providers in North America

# 2025 Strategy by trend and focusing...

## Territory

Significantly to expand the Sales/Customer profitable territory.

1. Americas
2. All Europe
3. MEA

02

### Freezer and Beverage & Wine Cooler Market

**North America Market Accounted largest share in the Freezer and Beverage & Wine Cooler Market**

**5.7% CAGR**
Freezer and Beverage & Wine Cooler Market to grow at a CAGR of 5.7% during 2024-2030

**Freezer and Beverage & Wine Cooler Market Share, by Region in 2023 (%)**

2023

- North America
- Asia-Pacific
- Europe
- Middle East and Africa
- South America

**Freezer and Beverage & Wine Cooler Market Size**

| 2023 | 2030 |
|------|------|
| USD 3.69 | USD 5.45 |

Market Size in Billion

**Freezer and Beverage & Wine Cooler Market, byProduct Type In 2023 (%)**

- Freezer
- Beverage Cooler
- Wine Coolers
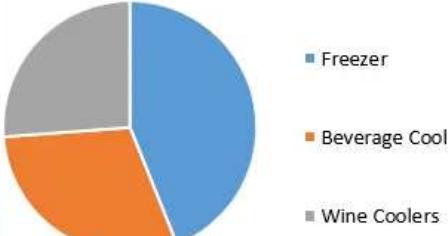
**Freezer and Beverage & Wine Cooler Market, by End User in 2023 (Bn)**

Residential | Commercial

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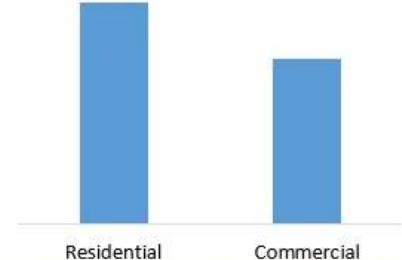
**35.6% Shares**
Asia Pacific accounted for 35.6% shares in the Global Market

**10.4% CAGR**
Global Market expected to grow at CAGR 10.4% from 2023 to 2029

**Global Ready to Drink Beverages Industry**

**Region-wise Market Share in 2022**

- Asia Pacific
- North America
- Europe
- Middle East and Africa
- South America

**Global Market Size**

| 2022 | 2029 |
|------|------|
| US$ 1.15 | US$ 2.32 |

Market Size in Billion

**Global Ready to Drink Beverages Market Share by Key Players (2022)**

- Coca-Cola Company
- PepsiCo
- Bacardi Limited
- Danone
- Nestle
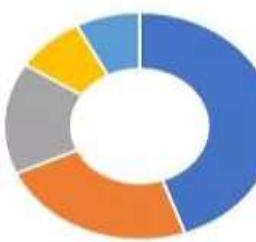
**Global Market Share by Product Type (2022-2029)**
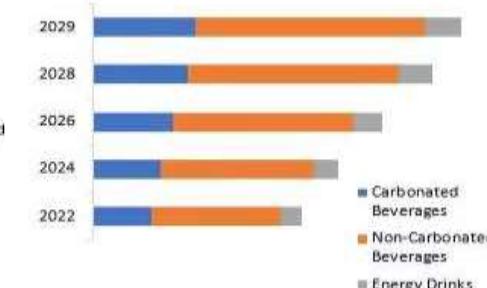
2029
2028
2026
2024
2022

- Carbonated Beverages
- Non-Carbonated Beverages
- Energy Drinks

# 2025 Strategy by trend and focusing…

## Territory

Significantly to expand the Sales/Customer profitable territory.

1. Americas
2. All Europe
3. MEA

**02**

EUROPEAN UNION

# 2025 Strategy by trend and focusing...



**03 Profit Growth**

Accurately selection by customers and product vs. profitability ratios

Chart legend:
- 元件
- 成品

Years: 2011/5~12, 2012, 2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020, 2021, 2022, 2023, 2024

Data values shown on chart:
- 成品: 53%, 54%, 45%, 45%, 46%, 52%, 52%, 58%, 60%, 52%, 57%, 61%, 65%
- 元件: 47%, 46%, 55%, 55%, 54%, 48%, 48%, 42%, 40%, 49%/51%, 48%, 43%, 39%, 35%
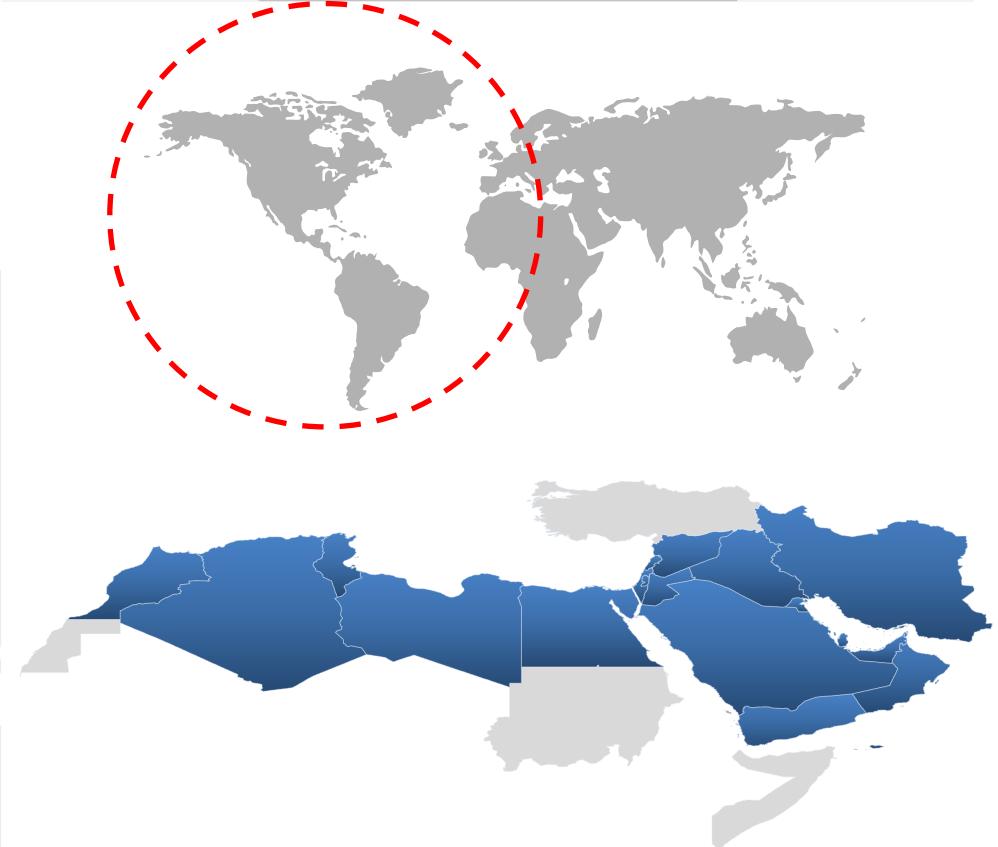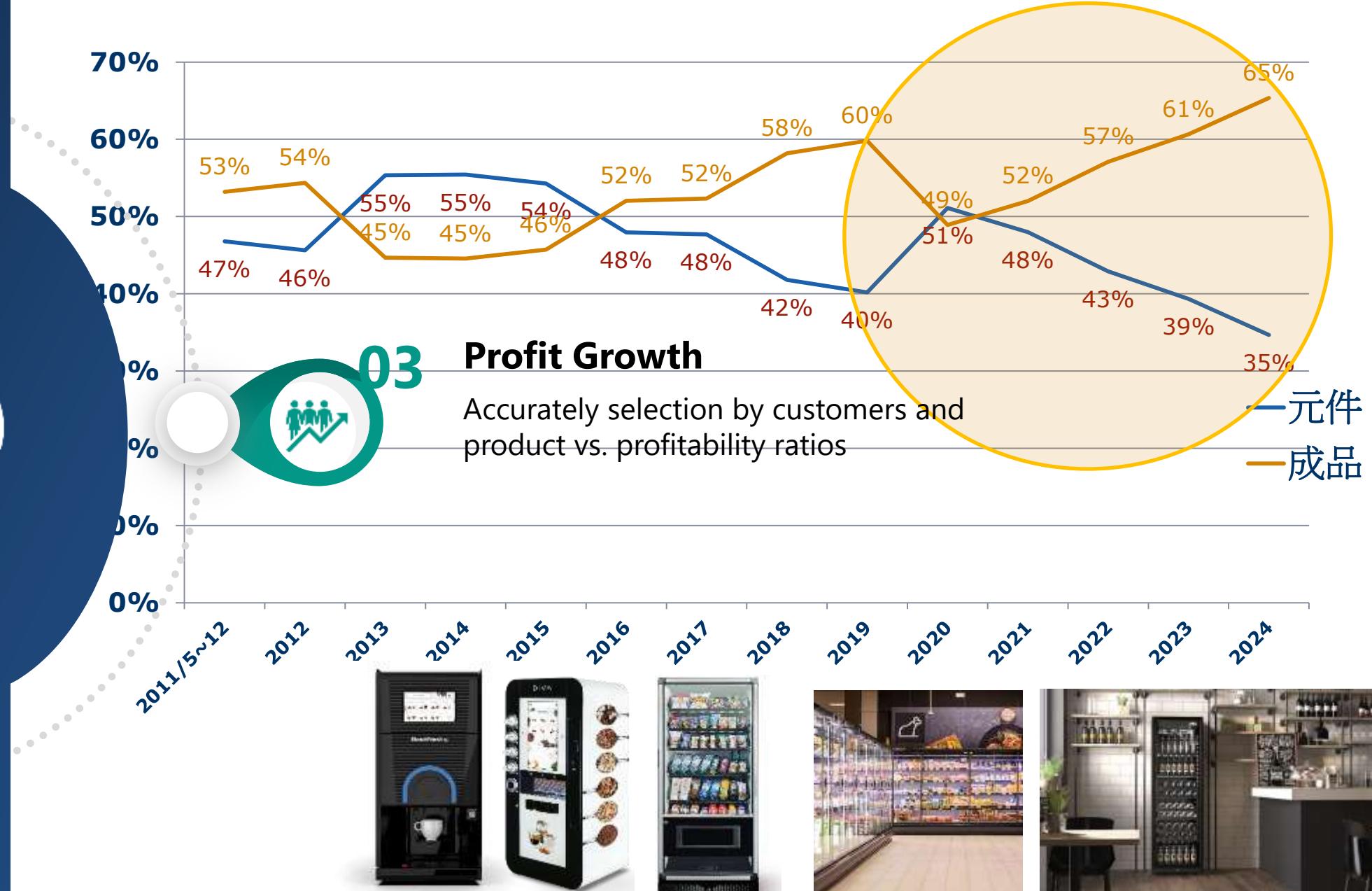
# 2025 Strategy by trend and focusing...

reddot award
design concept

iF WORLD DESIGN GUIDE

## OBM Rising

The mainly of marketing strategy will be toward to increase promotion intensity with its own brands

04



| VENERE WN BS | MIRABELLA H | MIRABELLA C | DOLCE VITA IN | DOLCE VITA | VENERE W |
|---|---|---|---|---|---|
| Wine cellar mono/multi-temperature | Display for scoop ice cream, ice lollies and frozen pastry | Display for scoop ice cream, ice lollies and frozen pastry | Built-in scoop ice cream and slushies cabinets | Scoop ice cream and slushies cabinets | 3 side upright glass display coolers/freezers |

# 2025 Strategy by trend and focusing…
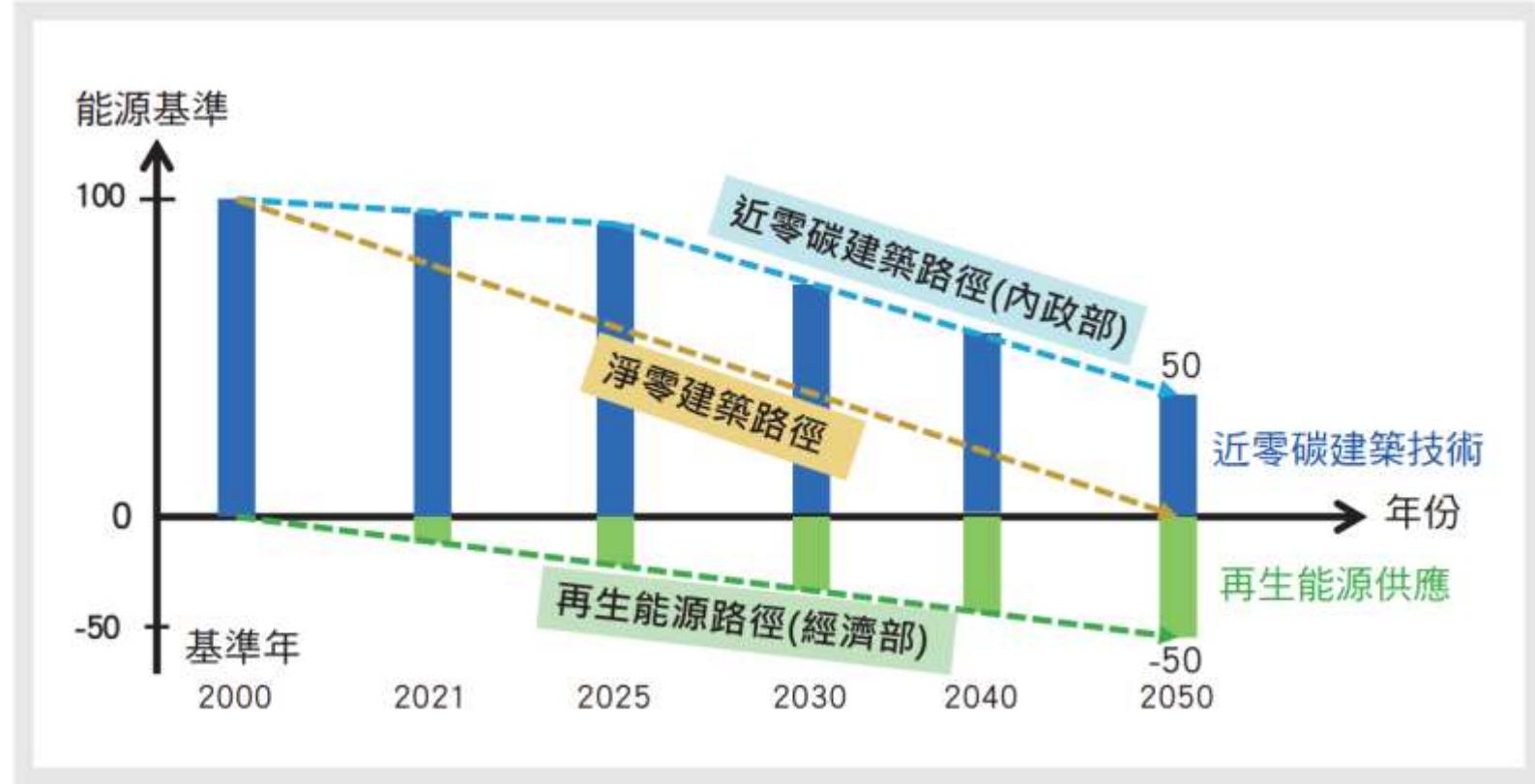


## Strategy & Direction
CBAM+ESG+IoT Total Solution Policy

**05**

# 2025
# Strategy by trend and focusing…



**05**

## Strategy & Direction
CBAM+ESG+IoT Total Solution Policy

**2025 Strategy by trend and focusing...**

**Strategy & Direction**
CBAM+ESG+IoT Total Solution Policy

05

# ESG Requirements

**The era of Carbon Reduction**

**Clients:**
- ➢ Supply chain must reduce carbon emissions yeas by years
- ➢ Vendor CSR assessment

**Financial Supervisory Commission:**
- ➢ Financing targets must be related to ESG and carbon reduction

**Enterprise:**
- ➢ Voluntary carbon reduction
- ➢ Good health and Well-being

**Government:**
- ➢ Carbon Footprint Verification
- ➢ Corporate Sustainability Report (CSR)
- ➢ Taiwan Carbon Solution Exchange (2024)
- ➢ 3 Tiers Carbon Levy: NT300/100/50
- ➢ Building Energy-Efficiency Rating System (BERS)
  - ✧ Public building must comply with rating 1
  - ✧ Must comply with rating $1^+$ in Taipei
  - ✧ Rating $1^+$: Nearly Zero Carbon Building (50% energy saving)
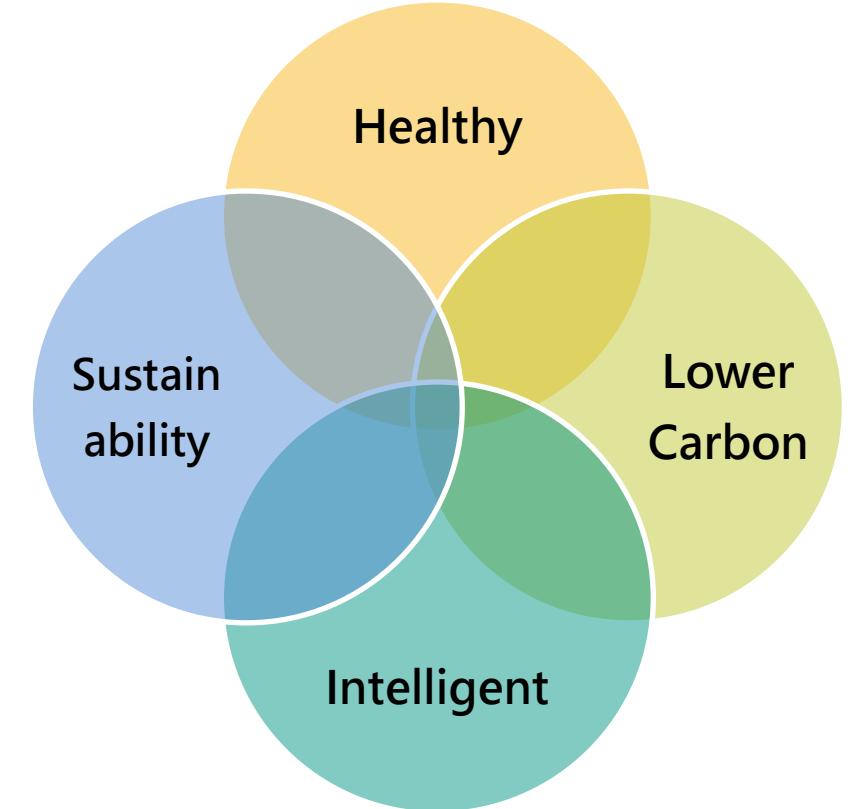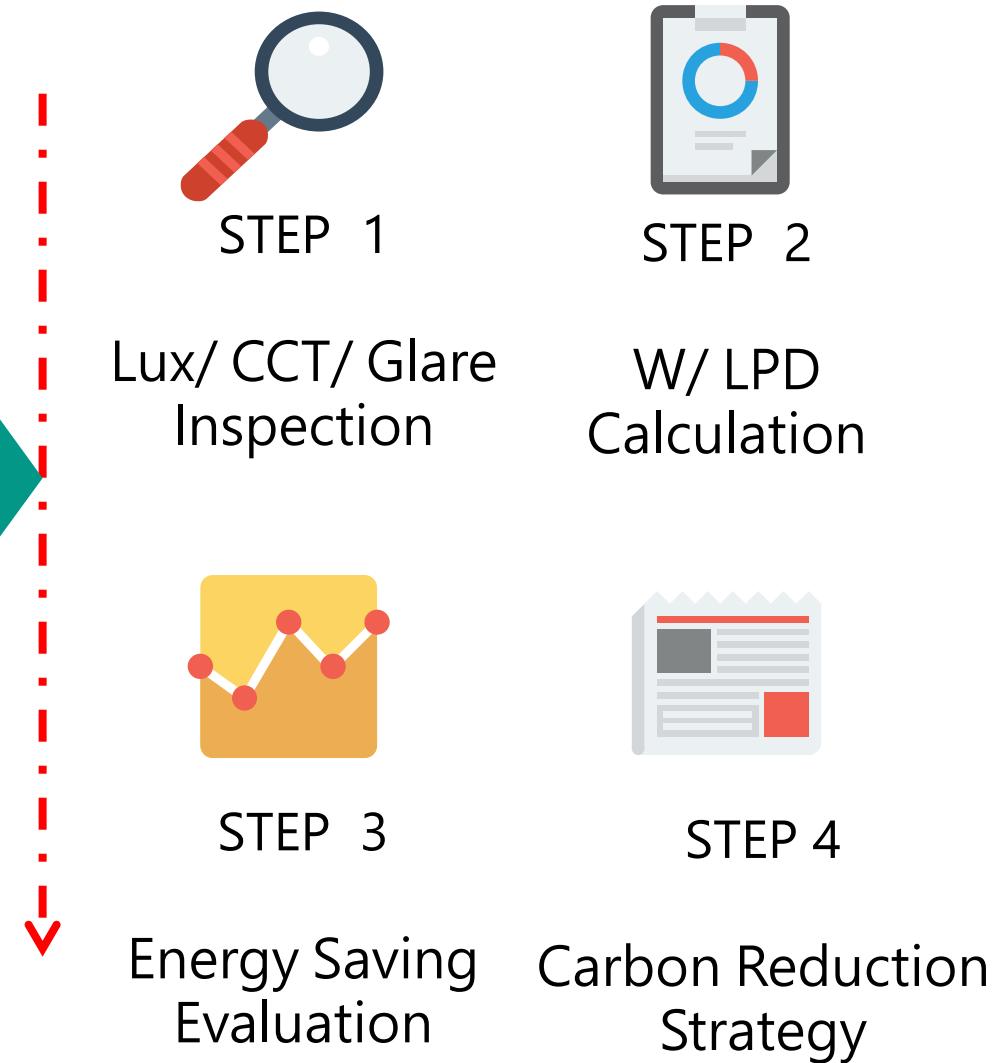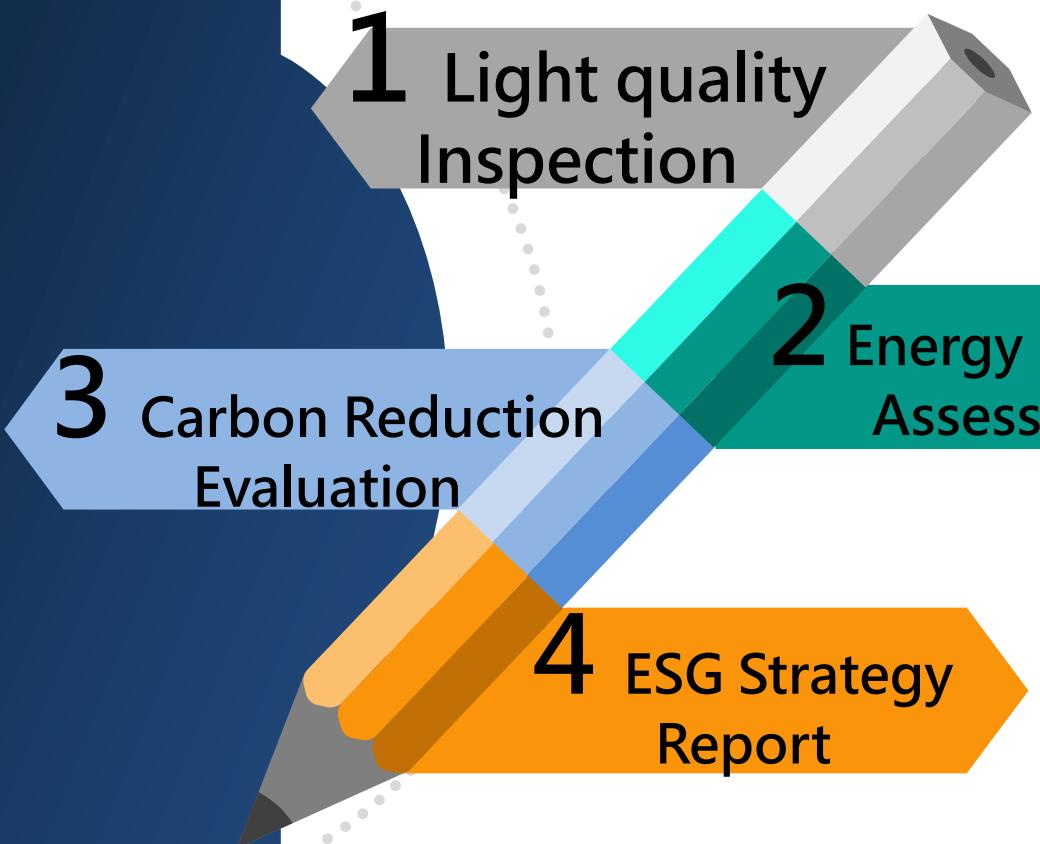
# ESG Indoor Lighting Fixtures

**ESG**

Yellow LED Tube for Semiconductor Fab. (150 lm/W)

Low Temperature LED Tube (160 lm/W)

High Bay Light (160 lm/W)

Recessed Light (140lm/W)

Troffer (160lm/W)

Low Glare (UGR16)/ Human Centric Light
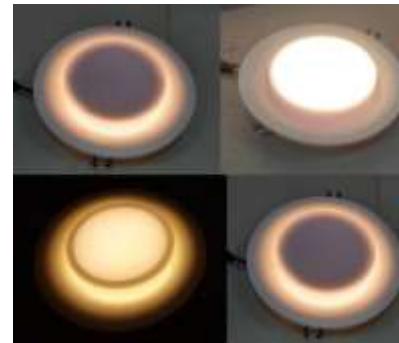
Default Dimming Recessed Light

IoT Smart Carbon Reduction System

# ESG Smart Carbon Reduction System

1. Energy Management System
   - Lighting fixtures real time monitoring of electricity and carbon emission.
   - Real time or scheduled control by cell phone.

2. Abnormal Detection and Notification
   - Notify personnel in charge by App.

3. Find High Carbon Emission Spot
   - Planning carbon reduction strategy
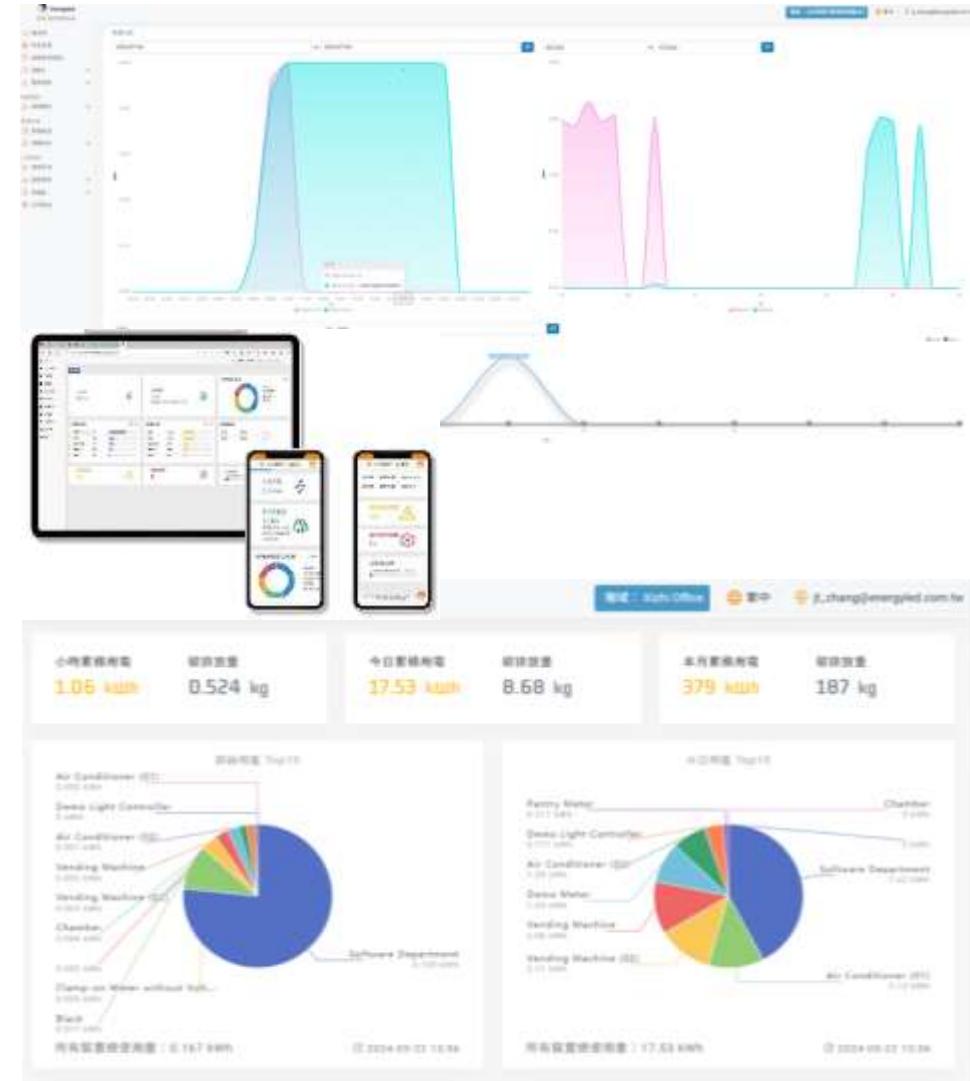
# Successful Case-Low Temperature Light



Open Shelf Showcase / USA



Open Shelf Showcase / Taiwan、China、Thailand



Vending Machine / Mexico



Walk-in Freezer / Taiwan



Open Shelf Showcase / Taiwan



Walk-in Freezer/USA

# <u>Successful Case-ESG Lighting Fixture</u>



16W/67%/17 ton reduction



16W/47% reduction



23W/77%/28 ton reduction



23W/52%/15 ton reduction



22W/58%/15 ton reduction



22W/45%/862 ton reduction

THANK YOU!